



FIRECALLS


A PUBLICATION OF SENTINEL EMERGENCY SOLUTIONS


HAPPY HOLIDAYS!





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 Sentinel Emergency Solutions

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PRESIDENT'S MESSAGE

Going into 2023, I can easily say this past year has been a great success for Sentinel! Coming out of the pandemic, we are still dealing with after effects such as supply chain issues and inflation. Through it all, Sentinel has continued to grow. A huge win for Sentinel this year was when we were awarded Rosenbauer territory in Western Missouri! We are so excited for our future in Western Missouri and can't wait to start servicing more customers.



We have now been in our facility for over two years and have officially outgrown it! In 2022, we have added thirteen employees, one mobile service truck and two transportation vehicles to our fleet. Our loose equipment sales continue to increase and our apparatus sales continue to grow in strong numbers. We are proud to say that Sentinel officially has 62 employees!

Please read through our newsletter to find more information on our new employees, 2022 Open House and Power Tour recap, company awards and more! Are you interested in being apart of Team Sentinel? We are always looking for great people to join our team. Please continue to check our website for open positions.

On behalf of myself and Team Sentinel, THANK YOU for all of your support this past year, prior years, and years into the future. We truly value all of our customers and while we continue to grow, we will always remain a family driven business. With 2022 just about in the rearview mirror, we couldn't be more excited for opportunities taking place in 2023!

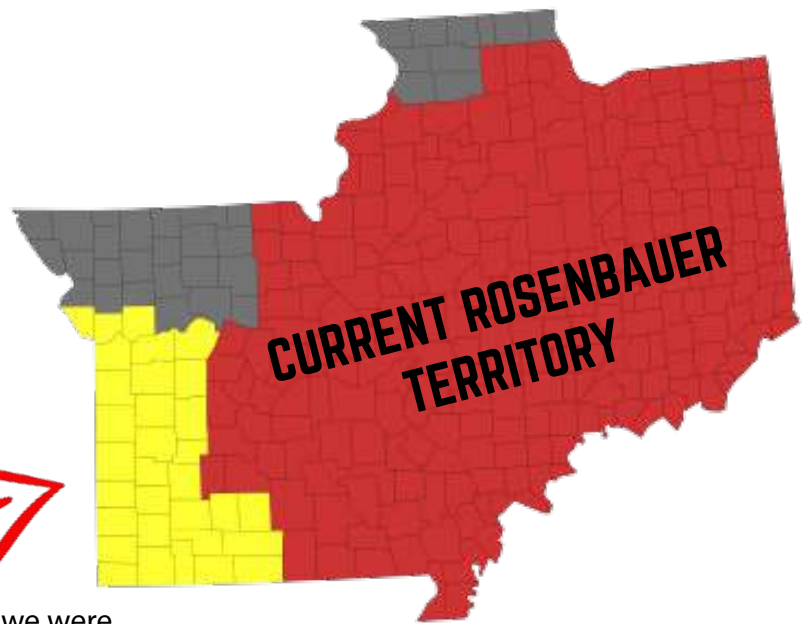
Have a safe and happy holiday season,

Brian Franz
Owner/President



EXPANDED TERRITORY!

Now Serving Western MO!




A huge change for Sentinel in 2022 was when we were awarded Rosenbauer territory in Western Missouri! We are very excited about this territory expansion. We currently have loose equipment sales representatives covering that territory and expanding their product line with Rosenbauer is a natural fit.

With this additional Rosenbauer territory, we are able to offer mobile service work that will be coordinated from our service center in St. Louis. As always our goal at Sentinel is to provide quality sales and service to our customers.

Our newly awarded Missouri counties include:

- | | | | |
|-----------|---------|-----------|-------------|
| Barry | Dade | Lafayette | Ray |
| Barton | Douglas | Lawrence | Saline |
| Bates | Greene | McDonald | Stone |
| Benton | Henry | Newton | Taney |
| Cass | Hickory | Ozark | Vernon |
| Cedar | Jackson | Pettis | Saint Clair |
| Christian | Jasper | Platte | Webster |
| Clay | Johnson | Polk | Wright |

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NEW EMPLOYEES & POSITIONS



Angie Williams
Accounting



Jason Williams
Body Shop Technician



Jason Nitz
Mobile Service
Technician
Northern IN



Luke Propst
Inside Sales
Previously Outside
Sales Rep



Kevin Baker
Apparatus Specialist
Southeast Missouri



Dan Hickam
Outside Sales
Representative
Southeast Missouri



Bill Slinkard
Transportation



Dave Chrisco
Service Technician



Kenny Dunn
Service Technician



Matt Arnold
Service Technician



Cody Grupa
Service Technician



Joshua Mandrell
Mobile Service
Technician
Southern IL



Brad Waddell
Mobile Service
Technician
Indiana



A note from our new Director of Marketing, Grace Boudreau...

Hello from Sentinel's marketing department! We hope you are enjoying our 2022 Firecalls Newsletter. I wanted to say thank you for supporting Sentinel this year. We have been able to grow our marketing presence immensely. This year we relaunched our online store which features a new look and account options. We have gained thousands of followers on social media and even created our own TikTok profile! Also, after a lot of hard work, we have our own Sentinel calendar! Stay tuned for more from Sentinel in 2023! Have a great holiday season!

**WE'RE READY TO SHOP.
ARE YOU?**

**ONLINE SHOPPING FOR ALL YOUR FIRE
EQUIPMENT NEEDS**

Our online store is back and better than ever! In 2022, we redesigned our store layout, added thousands of new products and even added three new account options. Now you can check out with a guest account, personal account, or even a business account* which allows you to pay via invoice!



*business account requires approval from Sentinel

Scan to start shopping!

CHECK OUT OUR FAN SHOP!

CURRENT OPEN POSITIONS:

- Body Shop Technician
- Parts Advisor/Warehouse Clerk
- Western Missouri Equipment Sales Rep
- Central Illinois Equipment Sales Rep
- Southern Indiana Apparatus Sales Rep
- St. Louis Metro Mobile Service Technician



Scan the
QR code
to apply!

2022 OPEN HOUSE & POWER TOUR RECAP



Our annual 2022 Customer Appreciation Event/Open House was once again held at our headquarters in St. Louis! This event allowed us to showcase over 20 Rosenbauer trucks. We also had the support of over 30 vendors that came out and showcased their services and products. Thank you to the over 200 attendees we had and all of our vendors for their support.

We were so excited to be able to start our second annual Power Tour in Western Missouri! As usual, we kicked it off the week before our Open House and finished the week after. Starting out, we visited Jefferson City, MO, followed by Grandview, MO and then finishing up Missouri in Republic, MO. Our second week started in Salem, IL and then we made our way over to Indiana where we made stops in Gas City, IN, Lafayette, IN, and finished in La Porte, IN. Our last trip was to Northern Illinois where we got to visit Frankfort, IL, followed by Utica, IL and our final stop was in Dekalb, IL!



Throughout our entire Power Tour, we brought a fleet of 10 Rosenbauer trucks to each stop.

We were able to show customers our full line from pumpers to aerials. Thank you to all of the departments who hosted stops and to all the departments who allowed us to use their truck!



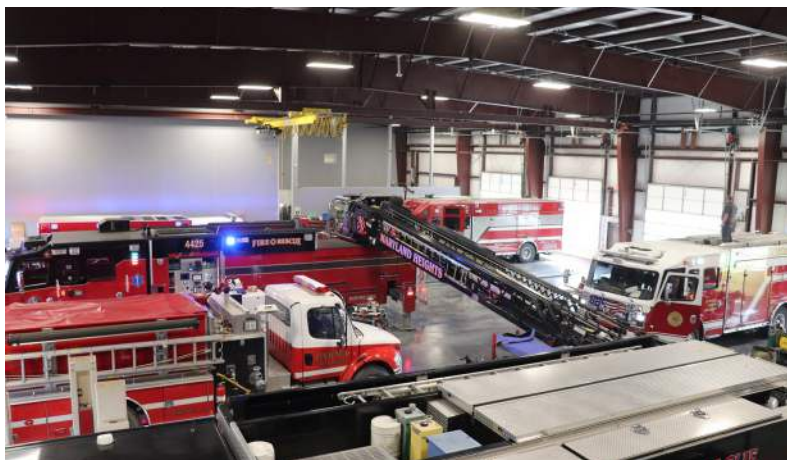
SAVE THE DATE!
2023 SENTINEL
OPEN HOUSE
OCTOBER 6 & 7

2023 POWER TOUR DATES AND LOCATIONS TBD

SENTINEL SERVICE

**24/7
EMERGENCY
SERVICE!**

Our Service Department has had an amazing 2022! We have continued to grow year after year. This year we added one body shop technician, four service technicians and two mobile technicians. With this additional manpower, we are able to service more trucks at a faster rate. Are you interested in being apart of our team? Scan the QR code to apply!



SERVICE CAPABILITES:

- Body Repair
- Pump Testing
- Valve Repairs
- Ladder Testing
- Aerial Maintenance
- Air System Repairs
- Electrical Diagnoses
- Foam System Repairs
- Preventative Maintenance
- Pump Maintance & Repairs
- 30,000 sqft. body and repair shop

PICKUP & DELIVERY SERVICE

Low on manpower and need help getting your truck to the shop? No Problem, WE'LL PICK IT UP! We'll leave a car at your engine house and take your truck to the shop. Don't worry about a thing. Can you bring your truck to us but no-one to take you back? Take our car.



Our Mobile Service Technicians are ready for service!



SENTINEL AWARDS

Lion is one of our valued partners and our vendor for all turnout gear orders. This year we are honored to have won the 2022 Partnership Award. This award is given to dealers who have shown a valued and beneficial partnership!



At this year's FDIC, Sentinel won TWO awards. One for Sales Goal Achievement and one for the Million Dollar Club!



We left the 2022 Rosenbauer Dealer Meeting with some hardware! Owner/President, Brian Franz, received an award for Top Individual Sales with 19 units sold in 2021! Apparatus Sales Specialist, Steve Williams, also received a Top Individual Sales award with 11 units sold in 2021. To top it all off, Sentinel Emergency Solutions received an award as the 3rd largest Rosenbauer dealer in the country.



EQUIPMENT SALES TEAM

OPEN TERRITORY
APPLY TODAY!



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INSIDE SALES TEAM!



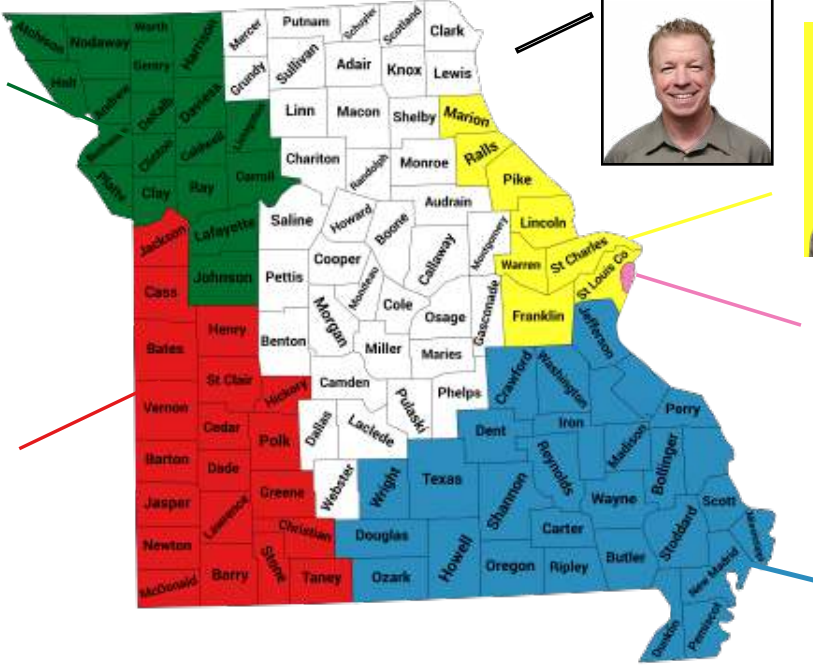
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Robbie McNabb
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Luke Propst
Inside Sales Representative
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OPEN TERRITORY
APPLY TODAY!



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Kevin Day
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618-363-6563



Dan Hickam
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EQUIPMENT ORDERS!

Thank you to all the following departments that purchased MSA G1 SCBAs, Hurst Jaws of Life™ tools and Mako Compressors from Sentinel in 2022!



Anna (IL) FD
 Ava City (MO) FD
 Ava Rural (MO) FD
 Bayer, Kansas City MO
 Beaufort-Leslie (MO) FPD
 Beckemeyer-Wade (IL) FPD
 Bridgeport (IL) FPD
 Cape Girardeau (MO) Career & Tech Center
 Carrollton (MO) FPD
 Caseyville (IL) FD
 Cassville (MO) FPD
 Coffeen (IL) Volunteer FD
 Community (MO) FPD
 Duenweg (MO) Volunteer FD
 Dupo (IL) Volunteer FD
 Flora (IL) FD
 Hale (MO) FPD
 Hamel (IL) Volunteer Fire Dept.
 Hawk Point (MO) FPD
 Hayti (MO) FD
 Jasper (MO) FPD

Lawrence Allison (IL) FPD
 Makanda Township (IL) Volunteer FD
 Mid County (St. Louis County, MO) FPD
 Midway (MO) FPD
 Millstadt (IL) FPD
 Oronogo (MO) FPD
 Park Hills (MO) FD
 Perryville (MO) FD
 Pilot Knob (MO) FPD
 Prairie DuPont (IL) FPD
 Prairietown (IL) FD
 Santa Fe (IL) FPD
 Seneca City (MO) FD
 Shrewsbury (MO) FD
 St. Libory (IL) FPD
 Stella Rural (MO) FPD
 Swansea (IL) FD
 Toledo (IL) FPD
 Trenton (MO) FD
 Wheatland (MO) Volunteer FD
 Willow Springs (MO) FD

Centralia (IL) FPD
 Ferguson (MO) FD
 Fredericktown (MO) FD
 Godfrey (IL) FPD
 Jefferson (IL) FPD
 Kinmundy Alma (IL) FPD
 Lake St. Louis (MO) FPD
 Missouri State Highway Patrol
 Olney (IL) FD
 Omaha (IL) FD
 Orchardville (IL) FPD
 Regional West (MO) FPD
 Signal Hill (IL) FD
 Southern Boone County (MO) FPD
 Tamaroa (IL) FPD
 Vienna (MO) FPD
 Watson (IL) FD



Beckemeyer-Wade (IL) FPD
 Bonne Terre City (MO) FD
 Brighton Betsey Ann (IL) FPD
 Ferguson (MO) FD
 Gordonville (MO) FD
 Hazelwood (MO) FD
 Metro West (MO) FPD

Murphysboro Pomona Somerset (IL) FPD
 Salem (IL) FPD
 Santa Fe (IL) FPD
 Sigel (IL) FPD
 St. Libory (IL) FPD
 Steeleville (IL) FD
 Stella Rural (MO) FPD
 StructSure Projects

NEW SENTINEL EQUIPMENT PARTNERSHIPS!



We are now the master dealer nationwide for all Atlas 46 fire products!



rosenbauer **BEST SYSTEM**

BATTERY EXTINGUISHING SYSTEM TECHNOLOGY (BEST)



The Rosenbauer BEST is an extinguishing system for high-voltage lithium-ion batteries in electric vehicles. Tried and tested since 2018, it is the safest, most efficient, and fastest extinguishing option on the market to cool batteries and quickly stop thermal runaways. With its easy positioning and approach, the operator is a safe 25' away from the EV when activating the system. The piercing stinger penetrates the battery housing, flooding it with water at 8 gallons per minute. A proven reduction in water, compared to the alternative of a surround and drown method, which has shown the need of 6,000 - 8,000 gallons of water being required for an equivalent outcome. With as little as 500 gallons of water, the Rosenbauer BEST can extinguish a vehicle battery fire. Safe. Efficient. Fast.



BEST COMPONENTS

The system consists of two main components - the extinguishing unit and the operating unit, which are connected to one another by hoses.

BEST FEATURES & BENEFITS

SAFE The firefighters only spend a short period of time in the direct vicinity of the electric vehicle to be extinguished. This short time near the vehicle reduces the risk of contamination from the smoke if the battery is evaporating gas.

EFFICIENT The extinguishing system brings water exactly where it is needed - to cool the cells and modules in the battery housing. Extinguishing the fire is very resource efficient and the spread of smoke gases is minimal.

FAST Thanks to the 8 millisecond firing speed of the piercing stinger, all currently known and tested battery housings can be quickly penetrated.

COMPATIBLE Using traditional apparatus compliments, the BEST is propelled by standard SCBA bottles to activate and enter EV batteries.

TESTED UNDER REAL CONDITIONS

During research and development, numerous fire tests were carried out with a large number of battery systems and complete vehicles. The system was tested on all common cell types (round, pouch or prismatic cells) in the platforms of American and European cars and trucks. The batteries tested had a capacity of up to 120 kWh.

PROVEN IN PRACTICE

Factory, professional, and volunteer fire departments have been testing the extinguishing system and are providing important feedback from their experiences.

NORMAL PRESSURE EXTINGUISHING SYSTEM

The extinguishing system simply needs a water supply with a pressure of 60-150 psi.

\$29,999/each
Delivery and Demo Included!

13 IN STOCK



NEW & POPULAR EQUIPMENT PRODUCTS



NEW! Streamlight Survivor X Flashlight!
\$140/each



Streamlight Portable Scene Light II
\$550/each

Purchase products from our online store!



Super Vac's Hurst® Battery Powered Fan
Call 800.851.1928 for pricing!



Rescue 42's The Ripper™ Laminated Side Window Class Cutter
Full kit starts at \$700/Cutter alone starts at \$450



Atlas 46/Sentinel Emergency Solutions Fire Gear Bag
\$399/each



Lion QR14™ Structural Leather Boot
\$359/pair



Lion Hellfire™ Felt Insulated Rubber Boot
\$170/pair



HURST Jaws of Life® E 3 Tools
Call 800.851.1928 for a demo!





BREMEN FIRE DEPARTMENT (INDIANA)



HIGH RIDGE FIRE DEPARTMENT (MISSOURI)



EDWARDSVILLE FIRE DEPARTMENT (ILLINOIS)



SOUTH BEND FIRE DEPARTMENT (INDIANA)



OLIVETTE FIRE DEPARTMENT (MISSOURI)



FRANKFORT FIRE PROTECTION DISTRICT (ILLINOIS)



CLEVELAND TOWNSHIP FIRE DEPARTMENT (INDIANA)



SOUTHERN BOONE FIRE PROTECTION DISTRICT (MISSOURI)

To view all of our new deliveries and recent orders, visit our website!

