







A PUBLICATION OF SENTINEL EMERGENCY SOLUTIONS

# HAPPY HOLIDAYS!



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-  Sentinel Emergency Solutions
-  [sentinelemergencysolutions](https://www.instagram.com/sentinelemergencysolutions)
-  [sentinelemergency](https://www.tiktok.com/sentinelemergency)
-  [sentinelemergencysolutions](https://www.youtube.com/sentinelemergencysolutions)

# 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!

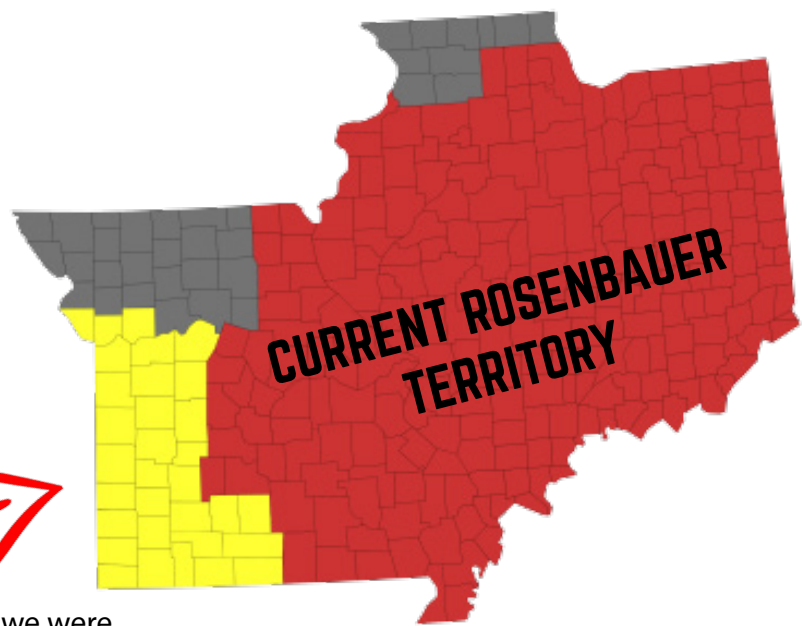
Have a safe and happy holiday season,

*Brian Franz*  
Owner/President



# EXPANDED TERRITORY!

Now Serving  
Western MO!

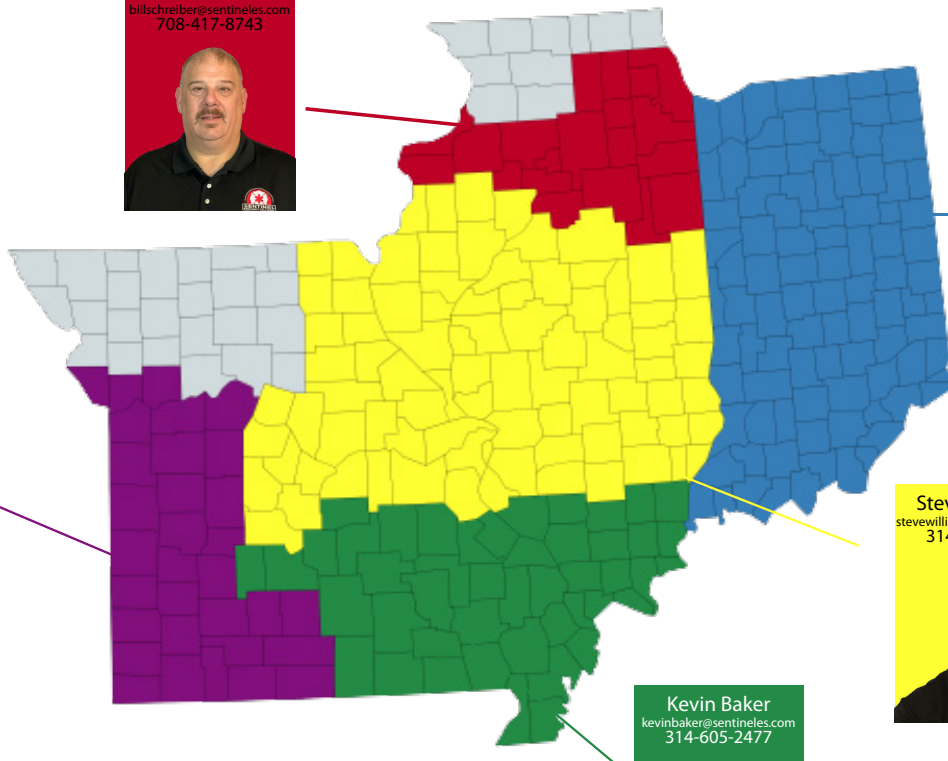
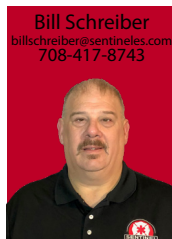


A huge change for Sentinel in 2022 was when we were awarded Rosenbauer territory in Western Missouri! We are very excited about this territory expansion. We currently have loose equipment sales representatives covering that territory and expanding their product line with Rosenbauer is a natural fit.

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





# 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



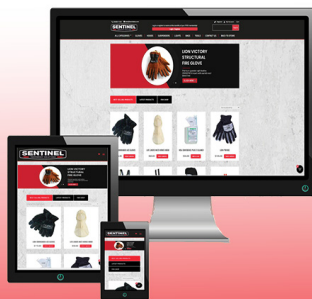
Brad Waddell  
Mobile Service  
Technician  
Indiana



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!

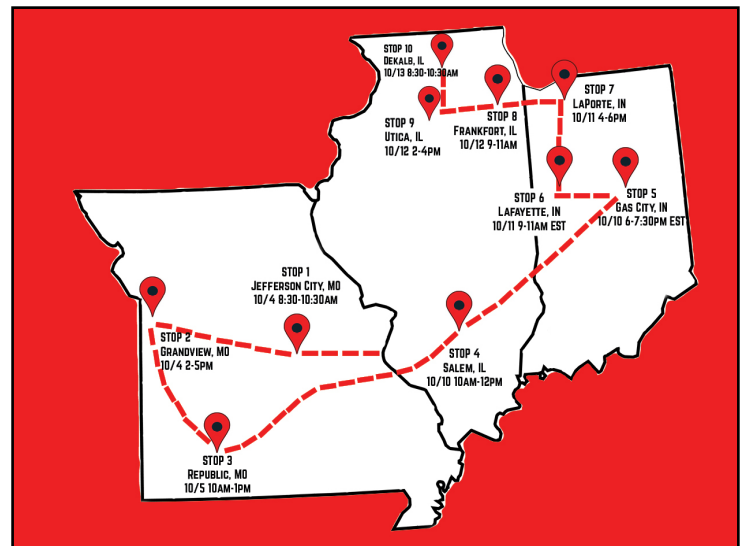


# 2022 OPEN HOUSE & POWER TOUR RECAP



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 CAPABILITIES:

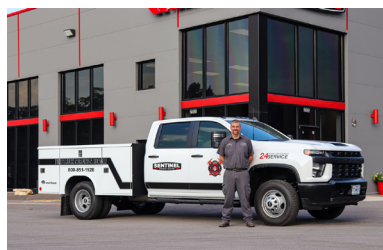
- Body Repair
- Pump Testing
- Valve Repairs
- Ladder Testing
- Aerial Maintenance
- Air System Repairs
- Electrical Diagnoses
- Foam System Repairs
- Preventative Maintenance
- Pump Maintenance & Repairs
- 30,000 sqft. body and repair shop

## 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!



Dave Urevich  
daveurevich@sentineles.com  
816-604-8053



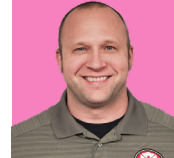
Keegan Bryan  
keeganbryan@sentineles.com  
573-415-7634



Chris Hurst  
chrishurst@sentineles.com  
314-691-9965



Corey Meyer  
coreymeyer@sentineles.com  
314-691-1678



Dan Hickam  
danhickam@sentineles.com  
314-691-6201



## INSIDE SALES TEAM!



**Amy Schipper**

Vice President of Inside Sales  
and Marketing  
amyschipper@sentineles.com  
314-939-1950



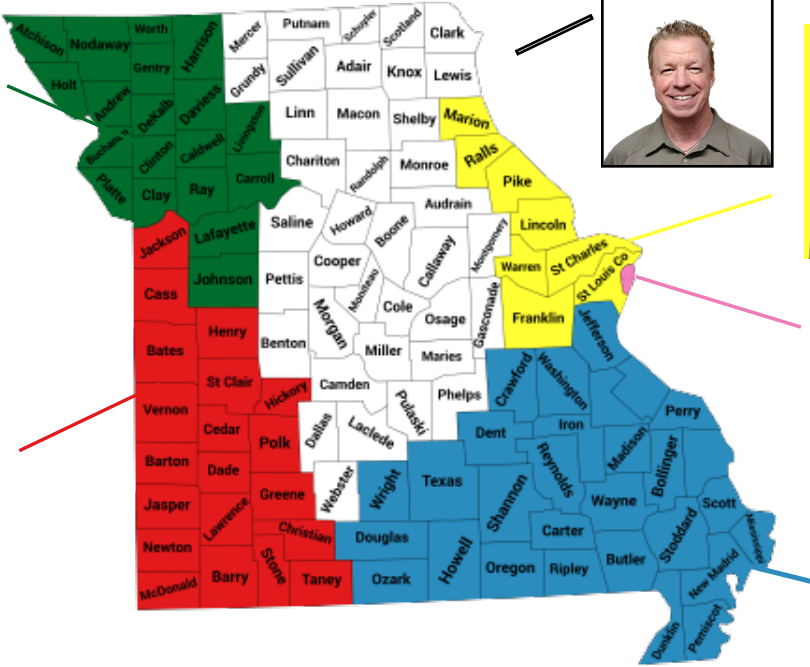
**Robbie McNabb**

Inside Sales Representative  
robbiemcnabb@sentineles.com  
314-939-1948



**Luke Propst**

Inside Sales Representative  
lukepropst@sentineles.com  
314-939-1973



OPEN TERRITORY  
APPLY TODAY!



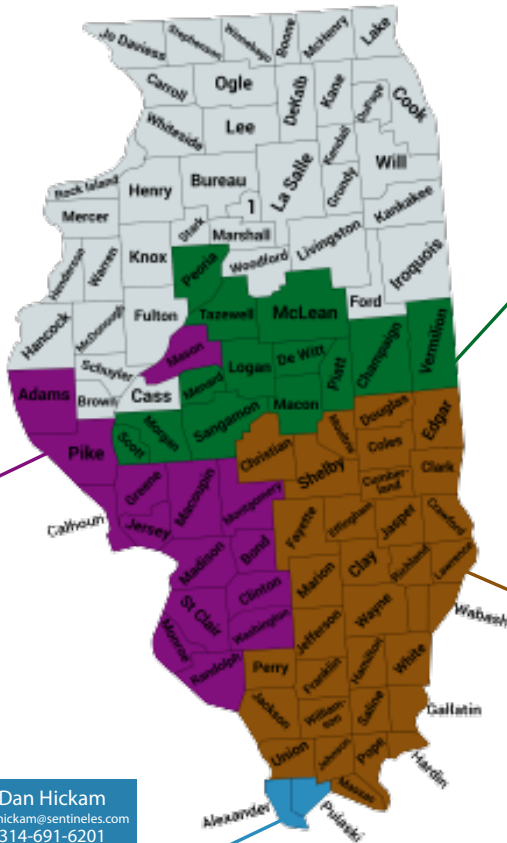
Charlie Tidwell  
charlestidwell@sentineles.com  
618-363-9424



Dan Hickam  
danhickam@sentineles.com  
314-691-6201



Kevin Day  
kevinday@sentineles.com  
618-363-6563



# 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



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



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







**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!

