

CASE STUDY:

South African fire specialist stresses importance of quality products & services



Customer:
KRS Fire

Region:
Africa

Project Name:
Medupi Power Station

Product Solutions:
TYCO® Sprinklers and valves

Profile

Located just to the east of Johannesburg, South Africa, KRS Fire was formed in 2012 by a group of former colleagues. Built on the founding principle of providing the fire protection industry in South Africa with the highest-quality products and services, the company has seen significant growth. Working across numerous different industries, KRS Fire now employs 29 staff and has become one of the leading Special Risk fire protection companies in Southern Africa.

Scope of Works

With a clear understanding of the importance of fire safety, Damien Johnson, Sales & Marketing Manager, KRS Fire is also a shareholder and one of the founding members. When asked why the company has seen such success across a wide range of projects and industries, Johnson points to his company's flexibility. "We are able to offer turnkey fire protection systems, from valve and system repairs in the commercial and retail sectors, to the full design, supply and installation of complete fire protection systems in the power generation, petrochemical and mining industries." Having been with the company since the very beginning, Johnson has seen what happens when a company remains committed to excellence, "In turnover and project values, KRS Fire has made huge strides since our first year, gaining large market shares both through loyalty to our staff and because of our quality and ethics."

Such success has not always been easy, and Johnson points to problems within the fire industry itself, "Difficulties lie in the client's understanding of what our industry actually entails and requires in terms of local and international standards and system requirements."

To overcome this, Johnson said the company set out from the beginning to educate its customers of their responsibilities, "Throughout the sales process our clients are advised of the preferred processes and general industry requirements. We also offer assistance during budgetary and planning phases. Clients usually learn a lot about fire protection during the implementation phase of the project."

"Tyco products are a household name in the fire protection industry and under the codes and standards all specialised equipment is required to be listed and approved. Tyco products make our work easier, from sales to implementation to SLAs."

Damien Johnson
Sales & Marketing Manager
KRS Fire

A globally respected brand that guarantees quality and compliance



Tyco® HV-26 (High Velocity Nozzle)

Profiled Project Solution

Supplying and installing traditional fire protection systems for commercial properties, the company also offers more specialised systems for industries that feature their own specific risks, such as power stations and mines. Whilst such projects often offer very different problems, Johnson believes the basic same principles apply, "Specialised equipment evolves as technology and materials do, but the core of the industry will always have the same parameters and base. Fire itself will always have the same parameters. Our focus is directly on our clients, their needs versus expectations, and of course the quality and service we give them."

One notable project the company is involved in is the supply and installation of large-scale fire protection systems in two South African power stations, including the Medupi Power Station. When complete, this will be the largest dry-cooled, coal-fired power station in the world.

As with all projects, Johnson believes the use of quality products is everything, "We utilise Tyco products for their quality, availability and certifications, as well as the service we receive," adding, "For these two projects, the Tyco products we are utilising include 200 Deluge Alarm valve assemblies (DV-5 FM WET 4"), 6,500 Pilot and Quartzoid Bulb sprinklers, 15,000 Spray Nozzles and more than 1,500 Isolating valves, including Ball, Gate and Butterfly versions."

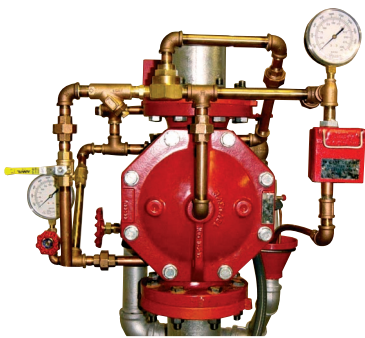
Building on such successful projects, Johnson is confident for the future of KRS Fire, "Whilst our projects lie primarily on the African continent, we are able to produce design, supply and supervise projects abroad."

Benefits

Moving forward, Johnson points to the company's long-standing commitment to using Tyco® products.

"The brand and product certifications are extremely relevant. Tyco products are a household name in the fire protection industry and under the codes and standards all specialised equipment is required to be listed and approved. Tyco products make our work easier, from sales to implementation to SLAs."

Damien Johnson, Sales & Marketing Manager, KRS Fire



Tyco® Deluge Valve (DV-5)

Benefits at a glance

- Fully-certified products that are guaranteed to perform when needed
- Unique products designed to meet the specific requirements of each project
- Clear understanding of all international standards and system requirements

TYCO® Products are part of Johnson Controls, a global diversified technology and multi industrial leader serving a wide range of customers in more than 150 countries. Our 117,000 employees create intelligent buildings, efficient energy solutions, integrated infrastructure and next generation transportation systems that work seamlessly together to deliver on the promise of smart cities and communities.

Our commitment to sustainability dates back to our roots in 1885, with the invention of the first electric room thermostat. We are committed to helping our customers win and creating greater value for all of our stakeholders through strategic focus on our buildings and energy growth platforms.

For additional information, please visit www.johnsoncontrols.com or follow us @johnsoncontrols on Twitter.