

FirePro expand sales opportunities through LPCB certification

FirePro expanded sales, and increased product recognition, after independently demonstrating the quality and reliability of their products by working with BRE Global in the introduction of a new Loss Prevention Standard in this sector.



Case Study

Challenge

Back in 1994, FirePro first introduced its environmentally friendly condensed aerosol fire suppression technology, following a ban imposed by the Montreal Protocol and the Clean Air Act on ozone depleting substances such as HALON 1301, a widely used fire suppression agent at the time.

The relationship between FirePro and LPCB dates back to 1998, and LPCB's history of providing independent third-party certification for fire and security products began over 100 years ago.

As a forward-thinking and customer centric organisation FirePro identified that achieving certification to the newly developed Loss Prevention Standard (LPS 1656) was an opportunity to further demonstrate the quality of their products, as well as a requirement to expand into new markets. **"LPCB certification is mandatory for gaining access to certain projects and accounts in the UK. Without it, we would forgo the benefits"** explains Dr. Gian Guido Gianfilippi De Parenti, Executive Director at FirePro.

FirePro also welcomes the development of LPS 1204 Issue 3.2, that now includes certification requirements for companies installing, commissioning and servicing condensed aerosol systems.

Benefits



Certification

Increased recognition, and market penetration, through certification



International markets

Supported access to new international markets



Product improvement

Product improvement opportunities identified through participation in the certification process

What was done

FirePro strive to meet their promise of making the world safer by effecting advances in the fire suppression industry. They decided to have their products tested and certified by LPCB because of the depth of knowledge and expertise that each LPCB specialist possesses, and the instantly recognised LPCB certification mark, which provides confidence to specifiers, insurers and end users.

This, along with LPCB's reputation within the industry, has ensured that FirePro continue to work with BRE for their requirements. **"LPCB is an elite certification body with worldwide recognition. LPCB certification gives our products and systems even more credibility in the global scene"** says Dr. Gianfilippi.



Project outcome

BRE's fire team continues to be an integral part of the fire safety industry in the UK and internationally. The certification process consists of initial type testing and technical evaluation, ongoing product auditing and the regular surveillance of the manufacturer's quality system and production procedures. Following successful certification, all products, systems and services are listed in the Red Book, making it an essential reference for specifiers, regulators, designers and end users of fire and security related products and services. Dr. Gianfilippi believes that product listing in the **Red Book** is a benefit itself. **"LPCB certification is mandatory for developing the UK market which is of strategic importance to us. Red Book listing is imperative for certain specifiers, engineers, insurers, system integrators and end users"**, Dr. Gianfilippi continues.

Next steps

FirePro has experienced a number of tangible commercial benefits from successful testing and certification, including increased sales in new international markets and increased customer confidence. As an organisation, they have a number of research and development projects that they are considering for certification to Loss Prevention Standards.



About FirePro

FirePro designs, manufactures, and distributes worldwide the environmentally friendly FirePro Condensed Aerosol Fire Suppression Technology. With more than 25 years of experience, FirePro have succeeded in establishing a global presence from their EU Headquarters, with a network of distributors covering 90 countries and protecting lives and assets in more than 120 countries.

FirePro.

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About LPCB

The Loss Prevention Certification Board (LPCB) has worked with industry and insurers for over 150 years to set the standards needed to ensure that fire and security products and services perform effectively. LPCB is a globally recognised third-party certification body which delivers certainty and manages over 16,500 listings in the renowned Red Book.

LPCB®

For more information on
LPCB services:

+44 (0)333 321 88 11

enquiries@bregroup.com

www.redbooklive.com

www.bregroup.com