

# The Accessory

Issue 1, 2020  NEWSLETTER

## AGF: Past, Present, and Future

For over 30 years AGF Manufacturing has been dedicated to designing and manufacturing innovative, solution-based products for the fire sprinkler industry. We started out as a family-owned-and-operated business zealously committed to quality and domestic manufacturing, and we remain that way to this day. While reflecting on our history I must admit that there are many who deserve thanks for AGF's success.

First, we thank George J. McHugh III and Alan B. Gilmore, our founders (unfortunately, both have passed). My dad, George, had an idea and with the help of his good friend, Alan, created the universally-recognized TEST<sub>AND</sub>DRAIN valve. The organization that AGF has grown into today is a direct reflection of their tenacity, drive, and stewardship during the first couple decades.

Secondly, I'd like to thank a key part of our longevity and success—our employees. The average employee stays at AGF for more than a decade and we're happy to announce that we've added some new team members. In 2018, we welcomed Ellen Davis (Director of Marketing) and in 2019, Abby Roy (Marketing Assistant). They're spreading the message that AGF is much more than just TEST<sub>AND</sub>DRAIN by making the names RISERPACK, COLLECT<sub>AND</sub>DRAIN, PURGE<sub>VENT</sub>, and CORR<sub>INSITE</sub> part of the industry's nomenclature. Ben Gleeson, our Director of Engineering, and his team are responsible for developing new products, designing and building new production equipment, and maintaining the high level of quality control AGF is famous for. Mary Lou Baldwin has fulfilled the role of Office Manager for over a decade and is very likely the voice, or email contact with whom you are most familiar. Whenever I meet with our customers, they tell me how much they appreciate Mary Lou and her attention to detail. Carlos Leon, our Warehouse Manager, had his 20th anniversary with AGF in May. His team is responsible for the fast turn around and order accuracy our customers have come to expect. More than 90% of AGF orders are shipped from our facility within 24 hours of receiving a purchase order.

While many of our employees enjoy working at AGF, some unfortunately leave. At this year's Christmas party we celebrated Don Medon's retirement. Don is our head of accounting and has spent the last 14 years with AGF; he will be missed. Don's responsibilities will be seamlessly taken over by Rich Pancoast (with help from Mary Lou). Rich has been involved with operations and sales at AGF since 2004, so he is familiar

with our inner workings. In his new role he'll likely be traveling less, but don't worry he's not ready to completely give up his interaction with customers.

Thirdly, we thank our distributors, most of whom have been selling AGF products since the first TEST<sub>AND</sub>DRAIN valves. The majority of our distribution channels, which my dad and Alan put in place over 30 years ago, still exist today. Some have changed names, grown, or consolidated, but the foundation is still the same. Dad and Alan's philosophy was to work closely with, and earn loyalty from, a dedicated group of distributors by showing them loyalty. Much of AGF's success is the result of our distributors. My brother, Jim, and I see little reason to deviate from Dad and Alan's original plan.

Fourth, and finally, we thank our customers! The designers that specify our products and the contractors that buy and install them. We do everything we can to get real feedback from our customers when we're designing new products so they can best meet their needs. Because of this our domestically-made TEST<sub>AND</sub>DRAIN valve enjoys a reputation that is second to none and we want that for every product we design.

AGF Manufacturing offers specialized, solution-driven products that are manufactured to the highest standards to provide decades of trouble-free service. I invite all of you to explore our website: [www.agfmanufacturing.com](http://www.agfmanufacturing.com) or contact us with any questions you may have regarding our products and how they can offer code-compliant, economical, and simple solutions for your needs.

Thank you all for contributing to AGF's success in the past and we look forward to working with you in the future.

- George J. McHugh, IV

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# AGFUniversity Provides Fire Sprinkler Product Training



AGFUniversity Provides Fire Sprinkler Product Training Recognized by NICET and ICC

AGF recently launched AGFUniversity (AGFU) to provide fire sprinkler product training that addresses the unique challenges of the fire sprinkler industry. As a safety-centered industry, codes and products are constantly updated to better serve the facilities and people we protect. AGFU utilizes a team of industry experts to provide accessible training that keeps fire safety professionals at the top of their game.

## **Who Benefits from AGFU Training?**

As a manufacturer, AGF has code experts and product specialists with extensive knowledge to educate:

***The AGFU provides customized programs with an introduction to AGF's fire protection products, benefits, installation, and maintenance requirements according to NFPA***

fire protection engineers, AHJs, facility managers, fire sprinkler contractors, fitters, inspectors, industry associations, our distributors and their customers. Essentially, anyone whose job involves designing,

reviewing, evaluating, or installing water-based fire protection systems will benefit from an AGFU fire sprinkler product training session.

## **What Does Fire Sprinkler Product Training Cover?**

The AGFU provides customized programs with an introduction to AGF's fire protection products, benefits, installation, and maintenance requirements according to NFPA. Previous sessions have covered: pipe corrosion & monitors, 2016 NFPA 13 code changes, nitrogen systems, dry system freeze protection, air vents on wet systems, preventative maintenance, best practices, product specifications, and water conservation. AGFU is always open to expanding their curriculum and will consider any specific topic requests that you have.

## **What are the Training Options?**

AGFU offers three basic training options: online webinar, presentation at your location, or programs at our training center in Exton, PA.

We can schedule webinars live and usually keep them short, so your team can easily fit training into their day. One of our knowledgeable experts will run the session and answer your questions on the spot. AGFU shares webinar recordings after the fact for any team members who can't make the live session.

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Presentations at your location or chapter meeting are pending a group of 10 or more people. AGFU customizes them to your needs as a short lunch & learn or a lengthier session.

In conjunction with General Air Products, we will hold programs at the Training Center in Exton, PA. Training includes classroom-style presentations as well as hands-on training, free of charge.

As a NICET Recognized Training Provider and ICC Preferred Provider, CPD/CEU are available for all programs.

### How do I Request Training?

You can request training by visiting [www.agfmanufacturing.com/documents/agfu.html](http://www.agfmanufacturing.com/documents/agfu.html) or contacting Ellen Davis at [edavis@testandrain.com](mailto:edavis@testandrain.com) or 610-240-4900.

As a manufacturer of code compliant fire sprinkler products for over three decades, AGF Manufacturing is dedicated to providing continued education to industry professionals. If you or your team has a specific fire sprinkler product training request, reach out, and we'll do our best to accommodate your needs. 

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## Beyond the Basic Auxiliary Drain: **Two Upgrades that Save Thousands**

*As seen in the October 2019 issue of Fire Protection Contractor*

A broken auxiliary drain, sometimes referred to as a drum drip, is at best an inconvenience to building tenants. At the worst, it costs facility owners thousands (or in some cases, hundreds of thousands) of dollars. One international furniture retailer reported that shutting down due to a broken auxiliary drain cost them \$50,000 per hour in lost business, plus the cost of system maintenance and fines paid to the fire department for responding to a false system trip.

With that high of a cost for a broken drain, why would they re-install the same basic drain and hope it didn't freeze again? But what other options exist? AGF Manufacturing, Inc. heard this struggle, and similar tales, from facility owners and developed the COLLECT<sub>AND</sub>DRAIN line of auxiliary drains to provide a preventative solution to the frozen drum drip.

### Water Detector and Alarm

Many auxiliary drains freeze and break because maintenance personnel either forget about them completely, miss one by accident, or don't realize they need to be drained of even the smallest amount of accumulated condensation. What if the drum drip could tell staff when it needs draining? AGF's Model 5100ALBV detects water in the collection assembly and triggers a visual and audio alert. That way, staff know exactly which drain they need to tend to. They can also wire it to a Fire Control Panel or BMS for remote notification.


The furniture retailer outfitted their auxiliary drains with these detectors to simplify their maintenance and decrease their risk for freeze-ups. It was simple for them to attach the detector to existing auxiliary drains. With proper response to the alerts, they'll never have to lose money from a frozen drum drip again.

### Heated Cabinet for the Most Problematic Drains

Some drains collect condensation so fast that they seem to require constant attention, so a simple alarm is not enough. For those drains, AGF introduced their Model 5400 auxiliary drain with a temperature-controlled cabinet. An insulated cabinet houses an auxiliary drain with a heater and a float switch. When the temperature drops below 40 degrees Fahrenheit, the heater turns on to keep the drain from freezing. When it's completely full and needs to be drained, an alarm alerts maintenance staff. It also has the capability to connect to a Fire Control Panel or BMS for the convenience of remote notification.

Some of the most popular applications for the Model 5400 COLLECT<sub>AND</sub>DRAIN include parking garages, self-storage facilities, airport service areas, warehouses, stadiums, big box retails, higher education, and health homes. Hospitals throughout the country have utilized the Model 5400 for their covered entries, ambulance bays, and parking garages, to eliminate the threat and inconvenience a frozen auxiliary drain would potentially causes patients and staff.

With the cost of a broken auxiliary drain—thousands of dollars, inconvenience to building tenants, extra maintenance for staff—a new approach in the auxiliary drain itself could put an end to many difficulties. With proper maintenance, both AGF devices will prevent auxiliary drains from freezing and breaking, saving a facility from frustrating costs.

For more information on the COLLECT<sub>AND</sub>DRAIN line, contact AGF at 610-240-4900 or visit their website at [www.agfmanufacturing.com](http://www.agfmanufacturing.com). 



# AGF Participates in the 2019 Eagles Autism Challenge

The Eagles Autism Challenge started in 2018 when Philadelphia Eagles Chairman and CEO Jeffrey Lurie, who's experienced autism in his own family, wanted to use the power of the Eagles' brand to provide awareness and critical resources to autism research. The event took place on May 18th this year with a fundraiser leading up to a bike ride (15 miles, 30 miles, or 50 miles), 5K run/walk, sensory walk, and virtual participation.



Since AGF was established in the Philadelphia area over 30 years ago, we dedicate ourselves to getting involved and giving back to our community. We created a team to participate in the challenge both in 2018 and 2019. Our team this year consisted of 21 people, a mixture of our staff, friends, and family, who rode along with the other participants on the 15-mile bike ride. After riding in the rain last year, we were lucky enough to get a sunny day for this year's event. We raised \$11,450.00 for the cause and utilized our social media accounts to spread awareness leading up to the event.

The event as a whole in 2019 had 3,645 participants and raised a total of \$3,512,010. Combined with the funds raised in 2018, the Eagles Autism Challenge has raised a total of \$6,063,233, donated to the autism research efforts at the Children's Hospital of Philadelphia, Drexel University, and Jefferson Health.

To learn more about the Eagles Autism Challenge, visit [www.eaglesautismchallenge.org](http://www.eaglesautismchallenge.org). Thank you to everyone that supported our team's involvement in the challenge! 

