



## December 2016 Meeting Announcement

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Date: **December 5, 2016**

Time: 11:30 am – 11:50 am Social/Networking/Set-up/Sign-in  
11:50 am – 1:00 pm Lunch/Technical Presentation

Location: Dilworth Neighborhood Grille  
911 E Morehead St.  
Charlotte, NC 28204

Annual Dues: \$50

Monthly Meeting: \$35 – Non-Member  
**\$25 – Carolinas Chapter Member**  
\$20 – AHJ's  
\$15 – Students

**Bring a toy in lieu of your monthly meeting dues!**  
(If you cannot bring a toy, the board will use the standard meeting dues to purchase toys on your behalf.)

### Presentation: Water Mist Systems

Our presenter this month is Lorraine Smith, a Vertical Sales Manager with Marioff United Technologies. Her full bio is attached, but Lorraine boasts an impressive resume finding fire protection solutions across many sectors. This month, she will be sharing with us her knowledge on Water Mist Systems. This will include applicable codes, typical applications and design considerations.

*Please forward this invitation to other industry professionals who are interested in the educational and networking opportunities provided by SFPE. SFPE is an extremely valuable resource to our local community and we need your support. We will have a key focus this year on growing our membership, our monthly meeting attendance, and the value we bring to our members each month and to our community. We welcome all AHJ's, specifiers/consultants, contractors/installers and owners involved in fire protection and life safety.*

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If you have any questions, please contact your Chapter Officers:

President – Charlie Carriker - [charlie.carriker@globalriskconsultants.com](mailto:charlie.carriker@globalriskconsultants.com)

Vice President / Program Chairman – Raymond Clarke – [ray.clarke@eaglefire.com](mailto:ray.clarke@eaglefire.com)

Treasurer – Jack Britton - [jkbrittons@bellsouth.net](mailto:jkbrittons@bellsouth.net)

Secretary and Web Director– Matthew Isaacs – [misaacs@hqi-fire.com](mailto:misaacs@hqi-fire.com)

*The Carolinas SFPE Chapter is a non-profit, all-volunteer, professional organization.  
SFPE IRS tax-exempt ID is pending.*



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## Lorraine Smith Vertical Sales Manager

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Lorraine joined Marioff North America in February 2016. This was to grow the Marioff Business working with end users, consultants and architects. This would include working with Distributors, providing sales support with problem solving solutions for customers and end users using the Marioff HI-FOG high-pressure water mist fire protection system.

Lorraine had over 20 years' experience of the fire and security industry in the UK before moving to Florida in 2014, culminating in her working for Marioff UK for over 4 years, selling the Marioff HI-FOG high-pressure water mist fire suppression range of products in London and the south east of England. She was very successful in developing new markets that included: mixed commercial developments; hotels; data centers; heritage buildings; art galleries; museums and commercial offices. She developed strong and successful relationships with project managers, architects, M&E consultants, contractors, end users and fire officers. Lorraine hosted seminars for potential clients and influencers that were always well received and generated business opportunities and networks.

At Marioff UK, Lorraine also worked with fire systems companies to find solutions for protection for power energy companies, protecting: combustion turbines; gas fired power plants, emergency generators; hydro power plants; coal /biomass fired plants; electric rooms; outdoor transformers; cable tunnels; boilers; steam turbine; boiler equipment; oil rooms and auxiliary buildings including offices.

Lorraine has seen many fire tests throughout the years and watched the third party fire test and approvals the Marioff HI-FOG System has acquired, proving again and again the efficiency of the HI-FOG System. This has given her confidence and belief that water mist is the future; being totally ozone friendly and safe for people to work with. It is the most efficient system to control a fire that is in the market place today.

Lorraine has been trained to design and understand the best solutions to provide the Marioff HI-FOG equipment as an alternative to Halon, carbon dioxide, dry chemicals, clean agents (Novec), foam, inert gases, and also traditional sprinklers. Lorraine knows the tests and approval the HI-FOG systems has and can offer efficient solutions with UL and Factory Mutual third party certification.