

**Sean R. Guthrie**  
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**Job Experience:**

**Fire Protection Manager**

Commercial Fire & Communications, Largo, Florida (6/04 – present)

- Development of fire protection service capability
- Integration of fire sprinkler and fire alarm contractor into one comprehensive full service contractor.

**Instructor**

Alarm Association of Florida, Plantation, Florida (6/00 – present)

- Instructor for FASA and BASA courses given throughout the state

**Project Manager**

ISR Solutions, Tampa, Florida (11/02 – 12/03)

- Performed estimating, project management, application engineering and some administrative functions for top ranked security integrator
- Primary project was Tampa International Airport Security Upgrade; Also, assisted with Capital One home office security system upgrade.

**Division Systems Manager**

Encompass Electrical Technologies-Florida, LLC (*formerly Tri City Electrical Contractors, Inc.*), Fort Myers, Florida (4/00 – 11/02)

- Responsible for startup of low voltage systems capability for state's largest electrical contractor

**Service Technician/Project Manager**

Commercial Electrical Systems, Fort Myers, Florida (11/99 – 3/00)

- Responsible for maintenance, testing and repairs for Collier County Public Schools

**Branch Manager**

Industrial Fire & Safety Inc., Fort Myers, Florida (9/97 – 9/99)

*Office opened 2/96: Installation and service of fire sprinkler, fire alarm and low voltage systems*

- Administer all departments for branch office – annual volume \$2,600,000.00
- Managed up to 50 employees: staff of 10 w/40 field employees
- Coordinated with corporate staff sales, installation and service policies for area
- Oversaw rapid expansion of office
- Maintenance of office Windows network system
- Managed and directly supervised the installation of two complex systems concurrently: combined value of \$600,000.00
- Managed supervised installations of school and high rise systems

### **Branch Manager**

Industrial Fire & Safety Inc., Daytona Beach, Florida (2/97 – 9/97)

*Office opened 7/96: Service and end user installation of fire alarm and low voltage systems*

- Managed three field employees – no office staff
- Implementation of corporate policies and systems
- All sales, design, estimation and supervision of installations
- Began expansion of fire sprinkler work in service department
- Developed new customers in the bid market
- Increased annual sales from \$300,00.00 to \$500,000.00
- Closing percentages: bid 45%, service 75%, existing customers 80% (repairs, moves-adds-deletes, upgrades, etc.)

### **Operations Manager**

Industrial Fire & Safety Inc., Clearwater, Florida (1/96 – 2/97)

*Industrial Fire & Safety Inc. went public and purchased Suncoast Fire Sprinkler Company 12/95: IFS was a small service company offering full service; SFS was a sprinkler contractor doing service and end user installations – NASDAQ symbol: SVCE*

- Managed all operations and service for alarm, systems and special hazards divisions
- Project management
- Customer service
- Scheduling of field personnel
- Service call management
- Repair and renovation quoting
- Assisted Vice President in expansion of alarm and systems division: acquisition of manufacturers lines, personnel, tools, vehicles, etc.
- Merged customer databases for service
- Assisted with development of branch offices
- Assisted with implementation of vertical market software system
- Developed suppression capability for the company
- Systems design for fire alarm, suppression, security and CCTV

### **Supervisor**

Industrial Fire & Safety Inc., Tampa, Florida (5/90 – 1/96)

*Industrial Fire & Safety Inc., incorporated 9/89: Company founded to offer full service fire protection to niche market; e. g. hotels, nursing homes, condominiums, power plants, water plants, etc.*

- Hired as fire alarm/suppression tech: duties expanded to service bids, call scheduling
- Maintained customer base of 300 by myself until 12/94
- Drafting and design of small systems
- Sales to end user market
- Maintained and upgraded office computers
- Developed customer database
- Instrumental in company's growth

### **Installation Technician**

Ranger American, Tampa, Florida (11/89 – 5/90)

- Installed retrofit security systems in occupied residences and offices

### **Installation Technician/Construction Electrician**

Tampa, Florida (12/88 – 11/89)

- Worked for several companies: mainly on a 'job to job' basis
- Installations comprised of a variety of buildings in Tampa Bay Metro area & west coast of Florida
- Installed fire alarm, security, CCTV, sound, lighting and power systems

### **Installation/Service/Maintenance Technician**

Borrell Fire Systems, Tampa, Florida (7/86 – 12/88)

- Installed, serviced and maintained primarily Halon 1301 systems
- Other systems included fire alarm, leak detection and CO2
- Facilities serviced included data processing, DOD contractors, records storage, high security research, and industrial processing

### **Construction Electrician/Electrician Helper**

Tampa, Florida (6/79 – 7/86)

- Worked summers, weekends and nights with my father as electrician's helper.
- Installed first fire alarm 1980 – Gamewell Flex 300 in an elementary school
- After graduation worked construction sites during building boom in Tampa, Florida

### **Licenses/Certificates/Training**

- Fenwal Service School – July 1987
- State of Florida Certified Alarm Contractor 1 – September 1993 - #EF 0000920
- State of Florida Fire Protection Contractor 1 – June 1995 - #446881000195 – expired 6/2002 – reacquired September 2004
- Tel Tron: Microscan 2000 – June 1996
- Fike Protection Systems: IntellaScan 2 – October 1996
- Fike Protection Systems: Rhino/SHP – October 1996
- Fike Protection Systems: Clean Agent Fire Extinguishing System Design – November 1996
- Fike Protection Systems: Carbon Dioxide Fire Extinguishing System Design – November 1996
- Attained NICET Level 4 Fire Alarm – November 2002 - #93626 – confirmed February 2004
- Attained NICET Level 2 Suppression – June 1997 - #93626 - expired
- Notifier: NU-2 Analog Systems – November 1997
- Notifier: Notifier Network Systems – October 1998
- Cerberus Pyrotronics MXL Installation, Operation and Maintenance – February 2000
- Secutron Fire Alarm Systems – October 2000
- Jeron Nurse Call Systems, Sales and Technical Training – February 2001
- RL Drake MATV/CATV/SMATV systems – February 2002
- Ultrak CCTV and access control systems – March 2002
- Over 500 hours continuing education – subjects include: NFPA standards 13, 20, 25, 231, 70, 72, 101; Workman's Compensation Law, Construction Lien Law, Compliance 2000, Florida Building Code, Florida Fire Prevention Code.

## Instructional Experience

- In house seminar – methods for selling fire suppression systems – 12/96
- Courses for training of installation and service technicians – summer 1998:
  - Basic electricity
  - NFPA 72 documentation
  - Fire alarm inspection and testing
- Certified as instructor for State of Florida Fire/Burglar Alarm System Agent course – Spring 2000
- Currently teaching Continuing Education for Fire/Burglar Alarm System Agents – Summer 2000 to present
- State of Florida certified instructor for continuing education in burglar alarm, fire alarm, fire protection and fire suppression
- Approved provider for continuing education courses through Florida State Fire Marshal's Office.
- Approved instructor for continuing education courses through Florida State Fire Marshal's Office.
- Instructor for fourth year electrical apprentices 2000 – 2001 school year (ECF Apprenticeship Program, Fort Myers, Florida); taught low voltage systems; entire curriculum written by myself.
- Instructor for fourth year electrical apprentices 2004 – 2005 school year) IEC Apprenticeship Program, Tampa, Florida); taught fire alarm program; half of curriculum mandated by IEC; other half written by myself.
- Several courses written for training of employees in fire sprinkler service, testing, maintenance and installation; course length: 2 – 8 hours.
- Courses written for continuing education:
  - Fire Alarm System Agent – 18 hours, broken out as follows:
    - Conventional Fire Alarm Systems – 6 hours
    - Intelligent Fire Alarm Systems – 6 hours
    - Inspection, Testing & Maintenance – 6 hours
  - NFPA 2001 – 8 hours
  - NICET Level 2 Water Based Inspection, Testing and Maintenance preparatory course; approved by Florida State Fire Marshal's Office for continuing education credit.
- Instructor for joint FFSA/AAF effort to teach fire fighters basics of fire alarm systems 10/13 – present
- Instructor for AHJ continuing education (FFSA/AAF) 5/04 – present

## Professional memberships

NFPA (National Fire Protection Association)	6/2004 – present
FFSA board of directors (Florida Fire Sprinkler Association)	1/2011 – present
ICC (International Code Council)	1/2016 – present
AAF director at large (Alarm Association of Florida)	6/2016 - present