

## “We Remember What You’ve Done For Us”

The word “thank” comes from the Latin word “tong re.” The root “tong” means “think.” Loosely translated, the expression might read, “I’ll remember what you’ve done for me.” To that end, we can’t help but think back to where this all started and remember what our mentor George “Gene” Collier did for us. He instilled core values in us and taught us that the most important parts of this company are the team members and the clients, as we would be nowhere without them.

So, to the team, regardless of seniority or position, we say, “Thank you,” and we’ll certainly remember and honor what you do for us and our clients. What you do every day keeps people safe in the scariest moments and allows them to make it to safety and preserve



Mentor George “Gene” Collier, 2005

their assets. You do this without fail consistently, and for the past 32 years, that commitment to consistency has allowed us to grow from the corner of a living room in Miami to now four locations in Florida servicing 34 counties.

As is often overheard in our office, “You can’t grow a tree without roots,” and this organic growth couldn’t be achieved without solid roots in each community. Since we’ve ventured out into new communities, we’ve been fortunate to find new team members that honor their families, team members and clients by providing incredible service with integrity, focusing on purpose rather than projects. In allowing these local life-safety experts to have the backdrop of Sprinklermatic University and the culture of Sprinklermatic, our team, clients and community are stronger and safer together. Thank you so very much for that!

We’re repeatedly humbled by our continued clients’ loyalty, as they have encouraged us to evolve over the years. Whether it was a safety-training requirement or a different insurance policy, and whether we liked it or not, it translated into us being a better company and better leaders.



President Robin Collier (right) and Helper Timothy O’Brien

Being in the fire sprinkler business isn’t glamorous. We don’t get the front page for lighting up the building, the intricate millwork or the high-end finishes. When we get the front page, it means that what we do every day worked when it was supposed to, we honored our team and our client, and we followed the codes and standards to ensure that the lives and buildings we protect were more important than the recognition. However, when we are recognized as being a top specialty contractor, we realize it has very little to do with us and much more to do with the team, and to that we again say, “Thank you. We remember what you’ve done for us.”

—Robin Collier and Timothy O’Brien



Sprinklermatic office, 2001



Best Practices Day, Sprinklermatic headquarters, 2018

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