

# Safety First

## Creating a Helipad Foam Firefighting Station Together

Established in 1963, Alexander/Ryan provides a variety of marine equipment for water escape, water survival, firefighting, and fire suppression in the oil and gas industry. From life boat escape systems to personnel protective equipment, the company covers a wide range of applications with varying product lines.

The latest project Alexander/Ryan has been creating is a hose reel foam firefighting station to install on helipads for marine, offshore, industrial, and municipal applications. As a Coast Guard safety precaution, when there is a helipad present on an oil rig, there must be a foam station in case of a fire. A helicopter's fuel is very volatile so foaming products are used to smother the fire, cool steel decks, and prevent flash over. Foam stations mix 97 percent water with 3 percent aqueous film-forming foam concentrate to generate a suppressing blanket. This unit provides approximately 21 minutes of continuous foam spray.



One of the main components of this unit was the hose reel. "When this project was in the initial brainstorming phase, we began to explore different reel options," said Todd Jarrell, Alexander/Ryan sales manager. "Hannay Reels was the first company we looked at when we began this project because I was already familiar with their product," said Jarrell.

Hannay Reels is the leading manufacturer of durable hose and cable reels for both OEM and aftermarket applications, offering thousands of standard models along with a wide range of custom design capabilities. Superior manufacturing processes, consistent quality, excellent customer service, and unmatched value provide customers in a variety of industries with high-quality reels built to last. This formula has solidified Hannay's reputation for helping companies around the world improve the productivity, efficiency, and safety of their operations since 1933.

Jarrell explained that Alexander/Ryan did look at other companies for comparable products. "I found several reels that were manufactured overseas, but we chose to avoid these options due to import duties and dealing with the international challenges of quality control. By the time we started to add on these taxes and costs, it really didn't fit our price point. I wanted to keep everything U.S. made, so this further validated the decision to go with Hannay."

Jarrell talked with a sales engineer from Hannay, Darren Bassler, and told him what he had in mind. "We went back and forth about the application, how it was supposed to work, and what else was offered in the marketplace to make this product stand out above the rest," said Bassler. "We looked at the drawings drafted and realized that it all tied into a simple and efficient package," said Jarrell.

### Customer

Alexander/Ryan

### Location

Houston, Texas

### Customer Challenge

Find a custom fire reel to fit compact unit

### Hannay Solution

A stainless steel 3600 Series hose reel with added powder coating

**“One small change made the biggest difference; we received positive feedback on the unit from many of our customers. Thanks to Hannay, it put us a step above our competitors.”**

– Todd Jarrell, Sales Manager  
Alexander/Ryan

 **Hannay Reels®**  
The reel leader.

A stainless steel 3600 Series hose reel was used on top of the base that featured a manual crank rewind with a spring actuated pin-lock to hold the reel in place. The foam station is a self-contained, modular unit designed to operate safely in a fast and efficient manner with a 60-gallon tank, a 95-gpm in-line bypass educator, and the continuous flow reel that holds 100 feet of 1.5-inch rubber hose.

When Alexander/Ryan ordered the prototype, they quickly saw that it operated even better than expected. "It was so easy to attach the reel onto its base and connect the equipment; it really all worked seamlessly together," said Jarrell. The prototype was then put through extensive testing at the Southwest Research Lab in San Antonio to ensure it complied with all Coast Guard safety regulations.

Alexander/Ryan took the finished model to a tradeshow to gauge the industry's response. While stainless steel offers superior corrosion protection, the general consensus was that eventually, given the harsh marine environment, the reel could be enhanced by additional anti-corrosive measures. Jarrell understood why industry representatives felt it needed just a little extra defense.

Hannay Reels worked with Alexander/Ryan to find a solution to this issue. Together, the companies decided to powder coat over the entire stainless steel reel, giving an even longer life span. "This small change made the biggest difference; we received positive feedback on the unit from many of our customers. Thanks to Hannay, it put us a step above our competitors," Jarrell said.

The only other requirement Alexander/Ryan had was to tack weld a data plate on the side wall of the reel's frame to comply with Coast Guard regulations on system identification. Jarrell explained, "sometimes you have to jump through hoops asking manufacturers to do something a little extra, but Hannay never even hesitates when we ask them for anything."

The foam firefighting station is now available with total Coast Guard approval, and several interested customers are waiting to receive it. And according to Jarrell, it's by far exceeding all of their expectations.

Time and time again, customers come to Hannay Reels looking for insight, and a real solution to their problem. The company works with their customers all the way from initial concept to final delivered product. "Hannay is by far the most cooperative, team oriented vendor we have. They were as eager to begin this project as we were, with outstanding customer service and a great team ethic from beginning to end," concluded Jarrell.



^  
The 3600 Series stainless steel hose reel was finished with a powder coating to give further protection and contribute to a longer life span in harsh outdoor environments.

Domestic:  
Phone: 877-467-3357  
Fax: 800-733-5464

International:  
Phone: 518-797-3791  
Fax: 518-797-3259

[reels@hannay.com](mailto:reels@hannay.com)

[hannay.com](http://hannay.com)



**Hannay Reels®**  
The reel leader.