



RAN
FIRE PROTECTION
ENGINEERING



*Warmest Holiday Wishes from
RAN Fire Protection Engineering!*

Another exciting year at RAN Fire Protection Engineering has come to an end. This year we worked all over the U.S. and had the privilege to work on interesting projects with new and familiar clients!

As we all remember, the Cathedral of Notre Dame was severely burned on April 15, 2019. The catastrophic damage the fire caused could have been avoided if there was a modern fire protection system installed. At RAN, we respect the past and plan for the future. We had the honor of protecting an American historical treasure: the cabin where President Ulysses S. Grant lived and passed. This project was one of many that made this year so special.



As RAN continues to grow, we have added two new team members!

Meet Jen Secor and Sean Feeney:



Jen will be working for RAN in marketing and business development. She graduated Siena College with a degree in marketing and is currently an MBA candidate at Siena concentrating in strategic management. She loves to be in the outdoors boating, snowmobiling, or skiing in her free time.



Sean started this year as a Fire Protection Designer. He earned a Bachelor's in Mechanical Engineering from Manhattan college. Sean is passionate about music and loves learning to play new instruments including guitar, mandolin, and the banjo.

Holiday Fire Safety Tips

1. Don't leave cooking food unattended
2. Keep decorations and gifts away from open flames and heating sources
3. Keep candles away from flammable materials and do not leave them unattended.
4. Be sure to check that there is no bare wire on your holiday lights

A Note from Our President:

2019 is almost done; it was a fun year with some major growth. I look back at this year and I am truly thankful for the people that have helped me along the way. 2020 is going to be a breakout year for us. We have a major announcement coming in January – yes you have to wait. We are going into our 10th year of business with a strong backlog and an energized team. This is the time of year I get to reflecting on RAN's accomplishments and take a moment to live in the present while thinking of the future.

Our work spanned from New England to Florida, Texas, Ohio, and California, but we didn't stop there. We tried to get some work in Hawaii (there were fights in the office about who will be going for site visits) but we were just fine with "settling" for consulting in American Samoa. The designs were just as eclectic, ranging from a new 26 story high-rise, to fire protection for an entire industrial plant, fire risk analysis for a major warehouse, fire modeling for various smoke control systems, and turning out fire protection designs for buildings in 9 prisons at one time.

Over the years RAN has been called a "different" engineering firm, and this year is not an exception. Our clients respect us, not just because we get the work done, but because we like to have fun along the way.

Stephen Covey wrote, “The best time to plant a tree is twenty years ago. The second-best time is today.” RAN is taking this approach for 2020. We want to continue to earn the loyalty of the people we are lucky to call clients, which I have cultivated over the last 20+ years. Our intent is to grow the opportunities with everyone, which really means I can get back to my roots and plant new seeds. You should be seeing me more throughout 2020. I would like to reconnect and thank you for your support, and find ways we can give back.

Merry Christmas and Happy New Year!

- Doug



Having a marketing strategy is essential going into a new year. There are a few things you should keep in mind when developing a marketing strategy:

1. Your target market:

Who are your clients? Are there segments you would like to expand into?

2. Interests and behavior of your target market:

What are their values? Are they active online or are they more traditional?

3. Selecting an effective marketing channel:

After evaluating your target market’s interests and behaviors, research potential marketing channels and select which one aligns most with your target market.

4. Feedback:

Make sure you are employing feedback mechanisms to measure the effectiveness your marketing campaign.

For more information, click the link below.

[Find Out More](#)

