

•1912 The Bastol Company is organized to make cattle feed out of sawdust. Great idea, but ahead of its time. Company goes bankrupt. •1915 Frank Hood buys Bastol Company for its Sulfur Dioxide (SO₂) plant and renames "ANSUL" for ANhydrous SULfur Dioxide. Starts selling SO₂ to die works and fruit preservers, and later as a refrigerant. •1915-1938 The company capitalizes on mechanical refrigeration booms,



grows and prospers right through the Great Depression. *President:* Francis G. Hood •1915-1963 *Company Name:* Ansul Chemical Company. •1927 New Sulfur Dioxide plant built. •1931 Ansul Chemical Company of California formed. •1934 Ansul forms part-time international sales department and begins to export products. •1935 Research lab and pilot plant built. •1936 To maintain its market position, Ansul builds a plant to produce a popular refrigerant: methyl chloride. •1938 E.I. DuPont develops FREON, a new and better refrigerant. Ansul reacts by becoming a national distributor for FREON. Ansul starts an Industrial Chemicals division to find new markets for sulfur dioxide and methyl chloride. •1938-1948 *President:* Harvey V. Higley •1939 Refrigeration looks less and less like the business of the future for Ansul. Company buys DuGas Engineering



Company, a small struggling manufacturer of dry chemical fire protection equipment. Ansul introduces first cartridge-operated fire extinguisher. DuGas brand is predecessor to today's RED LINE. •1940 Dry chemical is such a new idea that nobody understands how to use it. Ansul starts a fire school in Marinette to train employees. •1942-1946 *Company*

Slogan: "The Master of Flame" (duGas)

•1944 Fire protection assembly plant opens. •1945 Ansul introduces first dry chemical trucks. •1946-1948 Ansul introduces a completely redesigned line of fire extinguishers; uses its dry chemical know-how to develop new dry chemical extinguishing agents.

•1946-1949 *Company Slogan:* "The Master of Flame" (Ansul) •1947 First large-scale fire tests in Marinette, Wisconsin.

•1948 The first Ansul Fire School to train customers. The school becomes world famous and by 1987 will have trained more than 40,000 firefighters.

•1948-1949 *President:* Francis J. Hood

•1948-1953 *Company Slogan:* "Pioneers of Dry Chemical" •1949 Ansul introduces the first wax-free refrigeration oil. Then follows quickly with a line of SYSTEM BOSS filter dryers and DRY-EYE moisture indicators.

•1949-1974 *President:* Robert C. Hood •1953-1955 *Company Slogan:* "Call the Ansul Man" •1955 To finance future growth, Ansul "goes public," has its stock listed on the American Stock Exchange. Ansul Chemical Company of Venezuela formed. •1956-1960 Due to rapid growth, Ansul can't cover the world with its own sales force so company establishes a nationwide distributor network for fire extinguishing products, systems and services.

•1959 Ansul becomes the exclusive national distributor of UCON for Union Carbide. Ansul International Corporation formed. •1959-1961 *Company Slogan:* "New Products, New Ideas for

Better Fire Protection"

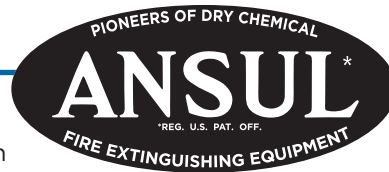
•1960 Fire test station moves to Pierce Avenue (Marinette, Wisconsin). Ansul introduces first "Class D" dry powder agents for burning metals. Ansul introduces first dry chemical system to protect mobile mining equipment/vehicles.

•1961 Using its industrial savvy, Ansul goes into the agricultural chemical business; quickly becoming an important player in weed control and tobacco chemicals. For killing suckers on tobacco plants, Ansul offers SUCKER-PLUCKER®, SUPER STUFF®, and SUPER SUCKER®. It also offers BOLLS-EYE® as a cotton defoliant. Ansul Chemical Company of Mexico established. •1962 Ansul's future in the refrigeration business looks bleak as the company tries to compete with giants



like DuPont, Allied Chemical and Union Carbide. Ansul decides to exit the sulfur dioxide and methyl chloride business to focus solely on agrichemicals and fire protection. Ansul introduces R-100 dry chemical system for

the protection of restaurant appliances, hoods, and ductwork. Ansul has been exporting since 1934, but senses need to manufacture overseas. Buys fire protection companies in Belgium (Protection Generale Incende) and Holland (Minimax). Is soon manufacturing in six foreign countries, selling its products in almost every country in the free world. •1963 Ansul acquires Mason Electric Company (California) and establishes Ansul Chemical, Ltd. (England). •1963-1981 *Company Name:* The Ansul Company •1964 Ansul opens dry chemical plant in Oakville, Ontario, Canada and forest fire equipment plant in Couderay, Wisconsin. •1965 New products include insect spray (dispensed through a modified MERRIMAC® fire extinguisher) and SILVISAR tree-killing



system including a tree-killing chemical supplying a HYPO-HATCHET® injector. •1967 Ansul sells refrigeration division. Weslaco (Texas) Development Center established. Ancon Chemical Co. established in Malaysia to make agricultural chemicals. Plant manufactures ANSAR® 529M, Malaysia's first herbicide. •1968 Functional Services Center (now FX Building) built. Acquisition of Olin package. •1969 Research center opens in Madison, Wisconsin. Acquisition of Turex. •1970 Sierra Group (California) established. •1971 Ansul buys one of Australia's largest chemical companies - Amalgamated Chemical - from Continental Oil Company. The company inherits a large agricultural market including products for rubber and oil palm, timber



treatment, and snail and slug control. Ansul acquires Eagle River Chemical Company (Arkansas). •1972 Ansul acquires Lane, Ltd. (Australia). •1973 Ansul listed on the New York Stock Exchange. •1974 Ansul acquires Dover Chemical (Ohio) and

SOFRAMI (France). •1974-1976 *President:* Morris L. Neuville •1976 Ansul sells its entire ag chem business putting all of its energies behind fire protection.

•1976-1980 *President:* Terrell L. Ruhlman •1977-1979 *Company Slogan:* "The Fire Protection Company" •1978 Company is acquired by Wormald International, Australian based and the world's largest fire protection company. First issue of Burning Issues newsletter published. •1979-1985 Ansul lives. Wormald wisely leaves the company more or less alone; and Ansul introduces new products, enters new markets, embarks on acquisition program and captures a leadership position in the U.S. fire protection market. •1980-1983 *President:* William A. Rickel •1981-1995 *Company Name:* Ansul

Fire Protection •1982 Ansul introduces R-102 wet chemical restaurant system for the protection of cooking equipment - appliances, hoods, and ductwork. •1983-1986 *President:* Marc V. Gross

•1986 Ansul enters new market introducing a line of SPILL-X® products including agent and applicators for hazardous spills of acids, caustics, solvents, and formaldehyde. •1986-1989 *Company Slogan:* "The First Name in Fire Protection"

•1987-1990 *President:* J. Donald Roland •1988 Ansul introduces ANSULITE® 3x3, the first alcohol-resistant AFFF capable of being used on both hydrocarbon and polar solvent fuels at a 3% concentration.

•1989 *Company Slogan:* "Safeguarding Life & Property." Ansul introduces SILV-EX®, the first foam concentrate for "Class A" wildfires... later promoted for structures, tires, and paper. •1989-1994 *Company Slogan:* "Safeguarding Life,

Property and the Environment" •1990 Wormald International is purchased by Tyco International, Ltd. solidifying the company's status of world's largest fire protection company. Ansul introduces INERGEN® inert gas, clean agent system as an alternative to Halon 1301 which

was banned from production via the Montreal Protocol. •1990-1992 *President:* Mark E. Mathisen •1992-2002 *President:* Karl J. Kinkead •1993 Ansul acquires Rockwood Foam to complete its full foam product line. •1994-2003 *Company Slogan:* "Experts in Global Fire Solutions" •1995 Ansul acquires Preferred CO₂ (Ohio) and markets Bulk

and exclusive "Mini-Bulk" low pressure CO₂ storage technology. •1995-1997 *Company Name:* Ansul Incorporated •1997 Ansul introduces first "low viscosity" foam concentrates. •1998



Ansul introduces PIRANHA® restaurant system featuring the first hybrid concept: wet chemical with water follow-up. Ansul acquires Pyro Technologies, Inc. (New Jersey) including various pre-engineered fire protection products

under the PYRO-CHEM® brand name. Ansul introduces the K-GUARD® "Class K" wet chemical fire extinguisher for cooking equipment. •1999 Ansul introduces twin-agent concept for non-road mobile equipment: dry/wet chemical discharge. •2000 Ansul introduces TARGET-7® vapor mitigating/acid neutralizing agent for acid spills. •2001 Ansul acquires Flag Fire Equipment of Ontario, Canada and introduces new fire extinguisher line to Pyro-Chem distributors. •2002-2003 *President:* Mark VanDover •2003-2004 *Company Slogan:* "Innovative Fire Solutions"

•2004 Ansul reintroduces MAGNUM™ rapid intervention twin-agent vehicles. •2005 Ansul introduces CLEANGUARD® non-magnetic clean-agent extinguisher for MRI rooms •2006 Ansul opens new Fire Technology Center housing the Ansul Fire School and other product training and demonstration facilities.

The next century... The next 100 years are going to be fun. No predictions, no guarantees, but we know we'll be here offering innovative fire solutions. After all, the company has had a lot of experience in meeting change head-on and adapting to it on a global basis.

