

*The following was published in the October 2011 edition of the Boston ASPE Chapter Newsletter; Vendor Spotlight Section...*



Rosemont Engineering, Inc. was founded in 1988 by Steve Rosa and Rick Dumont. The two originally joined forces to provide integrated mechanical and electrical control systems serving the chemical metering and extrusion industries.

Since then, the business has evolved into a manufacturer's rep firm primarily serving the fire protection industry. The largest principal being ASCO-Firetrol; the leading manufacturer of fire pump controllers in the market.

Steve and Rick met while working together on projects for their respective companies; Steve at Zenith Pumps in Waltham, and Rick at R.T. Engineering in Mansfield. Steve was the manager for their pump systems integration group, and Rick was a Sales Engineer providing integrated controls for those systems. After working together for a few years, and realizing that both had always had the desire to be on their own, they made a decision to launch Rosemont Engineering, Inc.

They began modestly with not an order in house, and started knocking on doors. In those early days, Polaroid, Armstrong World Industries and Monsanto Chemical were still going strong requiring small project engineering assistance. Boston Scientific was blossoming putting in several extrusion lines for the manufacturing of non-invasive medical tubing. It was to customers such as these that Steve and Rick began providing their "problem solving" skills. They would review the requirements of a particular process need, and make recommendations for the various pieces of equipment needed to meet the objective. This would often consist of a combination of pumps, valves, motors, instrumentation, etc... and frequently include a control panel to tie everything together.

After a few years, they were approached by Kevin Shaw of Firetrol, Inc., from Cary, NC. They were interested in Rosemont Engineering, Inc. as their New England Representative. They were introduced to retiring rep, Dick Yurkanin, who in turn introduced them to the "Gurus" of the fire pump business. People like John Panora, Ken Kimball, George DiCenzo, Bill Converse, and Steve

Baldwin, just to name a few. These individuals were key (and fortunately several still are) in teaching the fledgling entrepreneurs the day to day business of fire pump and control technology.

Over the years, Steve and Rick have continued to grow this segment of their business and have become a recognized leader in the service of fire pump controllers. Their Senior Service Engineer, Gerry Scampoli, has over 40 years of electrical experience- specializing in fire pump controllers. He is now passing the baton to Eric Silva, who recently joined Rosemont as a field service engineer. Gerry will continue to be Rosemont's in-house "Guru" and to be a warehouse of knowledge to the business.

Steve and Rick believe that the sales and service of fire pump controllers is not where it ends. It also involves education, awareness, prevention, and innovation. To that end, they offer educational seminars to engineering groups, as well as hands-on training to service groups like sprinkler contractors and testing companies.

To address the needs of the future, Rosemont Engineering, Inc. has developed a family of products that have the ability to monitor fire pump room equipment from the comfort of your office. The "Fire Pump Gateway" monitoring and testing equipment is a collaborative effort with IntegraSense of Nashua, NH. This product offering allows monitoring of critical pump room components and will afford clients the ability to document compliancy to satisfy overseeing authorities such as JCAHO and FM Global. Steve and Rick are excited about growing this segment of their business as there is currently nothing like this in the marketplace.

What began in 1988 as a start-up venture between two like-minded individuals, with nothing more than a desire to succeed, has culminated into a multi-segmented problem solving company specializing in customer service and satisfaction. They believe that help is only a phone call away.

Kevin Shaw of Firetrol told them back in the beginning that they needed three things to be successful: 1-Be the expert in your field, 2- Be a nice guy, and 3- Make the calls. After 23 years of successful business operation, and having met Steve and Rick, it would seem that advice was followed well.