

January 5, 2018

This article appears in the January 2018 issue of Fire Protection Contractor magazine.

Atlanta Fire Protection Branch Manager Brittany Adams featured in *Fire Protection Contractor's* "women in the industry"



With over nine years in the fire protection industry, Core & Main Fire Protection's Atlanta Branch Manager Brittany Adams attributes the success of her own career in the business to many factors, but one in particular: networking.

"I've learned how important it is to surround myself with good people who are smarter than me," she says. "Don't underestimate the value of networking and connections."

Adams should know, as when she entered the business in 2008, she knew nothing about the industry. Her experience to that point had all been in waterworks, as she had started in that business with Hughes Supply — a Core & Main predecessor organization — in 2002. "I joined the company's management trainee program right out of college," she said. It was as a trainee that Adams' mentors helped to provide a core foundation for the leader she would become. "My most respected supervisor, Mike Truesdell, was influential in teaching me how to manage, but more importantly, how to treat people," Adams said.

Six years later, an opportunity opened up for Adams with the company's fire protection business. "It was scary to go into a new industry," she said, "but in order to grow, you can't be afraid of change." Once again, Adams found support in her network. "My district manager provided me with the product knowledge background I needed to get familiar with this industry," she said. Combined with the wisdom gained from the experienced associates around her, along with learning opportunities provided by the company, Adams has emerged as a knowledgeable fire protection branch manager. Based in Atlanta, she oversees a team of 20 and is in charge of driving sales and managing the operations and logistics of her branch.

"I'm fortunate to have a solid team, some of whom have 20-plus years of experience," says Adam. "I enjoy working with them, and learn a great deal from them every day."

Adams is committed to further developing her expertise in the industry by continuing to network and connect with fire protection professionals through membership and involvement with the Georgia Fire Sprinkler Association (a chapter of the American Fire Sprinkler Association), client fire protection contractors, and vendors she works with, many of whom are women. "There are more women in this business than one might think," Adams said. "And for young people considering a career in this industry, there's great opportunity."

As an experienced manager with Core & Main and staying active in the industry, Adams says that networking is especially important to also help find and grow talent that will help to fill the vacancies to come as more experienced professionals begin retiring from the fire protection business. "'Next Gen' is an important focus of our industry," she says. "A large portion of the workforce is preparing for their next step into retirement. We have big shoes to fill and have to be ready for that shift."

Looking ahead, Adams has several goals in mind to extend her path in the fire protection industry. "I know I need to continue learning and growing my product knowledge," she says. "You never want to sit still, there's always room to improve." Fire protection products will continue to evolve and develop, and that requires professionals to keep up with what's available now as well as what's on the horizon. "One thing I learned quickly when coming into the business was that our clients are very educated, licensed, and know what they need," she says, "so it's vital for me as a distributor to be as knowledgeable as possible on both existing and new products."

Within the Core & Main family, Adams also has a goal of earning another Mark of Excellence award for her branch. The company's Mark of Excellence award recognizes top-performing sales representatives and managers for their achievements in exceptional sales and operations. Adams was honored in 2004 as a district operations manager in Core & Main's waterworks division, and then in 2014, her fire protection branch in Atlanta earned the award.

"We're proud to have Brittany on our team," says Tony Cammisio, Core & Main Fire Protection Vice President.

"Her journey with the company is a great example of how leadership is grown, and inspiring for other fire protection professionals to explore what's available to help them on their own pathway to becoming a leader."

At right, a group shot at a steel pipe mill (Wheatland Tube Company) from left, Darryl Lundy (Purchasing Manager at Century Fire Protection 360), Scott Tutterow (Founder and President of Century Fire Protection 360), Brittany, and



Brad Boswell, one of our Core & Main sales reps.

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