

**SAMUEL M. BEALE, III, P.E.**

**EDUCATION**

Landon Senior High School - Jacksonville, Florida  
Georgia Institute of Technology - One plus years of courses

**LICENSES AND CERTIFICATES**

- Professional Engineer Registration in the states of Wisconsin, Georgia, Alabama, North Carolina and Texas
- Engineer's Council Record Certificate, National Council of Examiners for Engineers and Surveyors
- Level IV Certification, Automatic Sprinkler System Design, NICET
- Certificates of Competency for Fire Protection System Contracting, States of Georgia, Florida, Alabama and South Carolina
- Commercial Pilot Certificate with Airplane Single Engine Land and Instrument Airplane Ratings, Federal Aviation Administration

**PROFESSIONAL ORGANIZATIONS**

Member of the Society of Fire Protection Engineers - Boston, Massachusetts  
Member of the Southeastern Chapter, Society of Fire Protection Engineers - Atlanta, Georgia  
Member of the National Fire Protection Association - Quincy, Massachusetts

**CAREER HISTORY**

**S.M. Beale & Associates, Inc. - Tucker, Georgia - President / Chief Engineer:** Self-employed consulting engineer, specializing in the selection, specification, design, and analysis of automatic fire suppression systems and their applications, particularly water-based systems.

**Merit Sprinkler Company, Inc. - Atlanta, Georgia - Vice President, Fire Protection Sales Engineering:**

- Autonomous responsibility for property survey, hazard evaluation and classification, code research, testing and evaluation of water supplies, selection of appropriate suppression systems, determining required performance criteria, and preparing the most feasible design to meet such criteria and applicable codes.
- Negotiate and obtain approvals of the design from the civil and/or insurance authorities having jurisdiction, and prepare formal proposals from which contracts are negotiated.
- Additional duties in project management and supervision of performance testing on our more complex projects.

**Georgia Sprinkler Company, Inc. - Atlanta, Georgia - Vice President for Design and Sales, Dallas Division:** - Designed, bid, negotiated, and administered fire protection contract work in the Dallas, Texas area.

**Sales Engineer:**

- Gathered information necessary for design, such as water supply test data, occupancy details, insurance underwriters involved, applicable codes, etc.
- Designed a piping system with necessary hydraulic performance calculations, followed by development of cost data and preparation and submittal of proposals and/or bids.
- Negotiated and procured contracts for the installation of the system as designed; consulted with engineers, general contractors, owners and developers to assist in designing cost effective systems which would also meet the rapidly changing codes, particularly as more high-rise office and residential buildings were provided with sprinkler and standpipe systems.

**Assistant Manager, Engineering Department:**

- Assisted in the supervision and training of approximately 10 persons in preparing shop drawings based on design drawings, coordinating with other trades, scheduling work to fit in with general construction progress, performing hydraulic calculations, applying codes and standards to the project at hand, etc.
- Negotiated and obtained approvals of shop drawings from insurance underwriters, engineering firms, fire marshalls and other “authorities having jurisdiction”.
- Developed a FORTRAN program to perform hydraulic calculations, which were previously done by hand.

**Design Draftsman:**

- Prepared shop drawings based upon design drawings and sketches by the contract salesman.
- Gained experience in coordinating with other trades, scheduling work to fit in with general construction progress, performing hydraulic calculations, applying codes and standards to the project at hand, etc.
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**Southern Engineering Company - Atlanta, Georgia - Drafting Technical Support, Field Operations:**

- Prepared ink on linen maps of REA electric distribution systems from field notes, and prepared inventories of the physical plant using these maps.
- Computed electrical consumption trends based upon billing histories of consumers together with their location on the system using the distribution maps.
- Field-mapped approximately 1100 miles of electric distribution line for purposes of the above operations; gained experience in the use of surveying techniques and instruments.