



## PRESS RELEASE

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*For Immediate Release*

### TVA FIRE & LIFE SAFETY FORMS JOINT VENTURE IN EUROPE WITH ELCIEM COMPANY OPENS LONDON OFFICE

April 20, 2004 – San Diego, CA – TVA Fire & Life Safety Inc. (TVA), one of the country's leading providers of products and services in the loss control, fire protection engineering, consulting, and project management fields, announced its expansion into Europe.

TVA and Elciem, a London-based loss control company, have created TVAElcium Ltd. – an entity that is strategically positioned to serve the European risk engineering market. TVAElcium offers a comprehensive suite of services and products to multinationals, middle markets, and small and medium enterprises with operations in Europe. It provides a reverse-flow capability for servicing the risk engineering needs of US multinationals outside the United States.

“Having established a reputation for quality products and services in the US, expanding into Europe is the natural progression of our business model, and will enable a robust worldwide delivery to US and European customers. It is a perfect time to join forces with a company that has similar ideals to our own, and the creation of TVAElcium enables us to have a truly global platform,” said James Tomes, chief executive officer of TVA Fire & Life Safety, Inc.

“We are very excited about working with TVA in this venture,” said Jeremy Fripp, a Director of Elciem. “TVAElcium is well positioned to service the growing demand for independent risk engineering resources in Europe. Our partnership

will help TVAEIciem quickly become one of the market leaders in the global risk engineering arena.”

The London-based company will focus on growing market share in the loss control service sector and related fields. It plans to combine the methodologies and expertise developed by both firms to deliver worldwide service. TVAEIciem is based in Lloyd's Avenue House, 6 Lloyd's Avenue, London, EC3N 3AX, in the heart of the London insurance market and risk management community.

#### **About TVA Fire & Life Safety, Inc.**

TVA provides products and services in the fire protection engineering, consulting, loss control, and project management fields. Clients include numerous Fortune 500 companies. The company currently has ten offices: San Diego, CA (corporate headquarters); Los Angeles, CA; Atlanta, GA; Detroit, MI; Minneapolis, MN; St. Louis, MO; Mt. Arlington, NJ; Dallas, TX; Seattle, WA; and Wilmington, DE. Online information about TVA can be found at [www.tvafiresaftey.com](http://www.tvafiresaftey.com).

#### **About Elciem Ltd.**

Elciem is one of the largest UK independent risk engineering providers and offers a suite of client focused products and services. Elciem has a flexible and innovative approach involving consultation, research, advice, and training, which is ideally suited to working directly with clients, insurance companies and insurance brokers. Online information about Elciem can be found at [www.elciem.com](http://www.elciem.com).

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