



FAMA

ANSWERING THE CALL

NEWS
FALL 2015



FEMSA

THE RESOURCE FOR PUBLIC SAFETY BUSINESSES



STAYING ON TRACK

2015 Accomplishments and Looking Ahead



By Phil Gerace
FAMA President

Full Steam Ahead... If you've attended our meetings and kept up with FAMA news, you've probably noticed that FAMA has gone through a number of changes this year. Some of these were planned; others were simply opportunities that presented themselves. However, the way we handled them is an indication of the overall good health and strong diversity of our organization. I see FAMA moving full steam ahead in 2016.

After many years of dedicated service, Karen Burnham has graciously provided almost a year to train and transition from her role with FAMA towards semi-retirement with FEMSA. In addition to changes in Karen's responsibilities, Bob Grimaldi, our Meeting Planner for 25 years, retired in March. In preparation for these changes, FAMA hired Sonya Kelly as a full-time, FAMA-only Business Manager to assume administrative and some meeting planning duties. We also modified the Board structure in order to provide greater opportunities for the membership to participate and

to provide greater support for our committee chairs. The elections at the fall meeting will be the first important step in the Board transition. While I've summarized these changes in only a few sentences, keep in mind that these are big accomplishments for FAMA! The former structure has been static for decades. We've laid down a new Board design that should provide for many more years of success.

We also evaluated where and how we bank. FAMA has transitioned into a new relationship with Bank of America that allows greater visibility and interaction between the Treasurer, Executive Board and Business Manager as well as a networked set of books. Lastly, our new FAMA.org website will also be rolled out with better functionality, improved distinction between pages for the fire service and pages for members, and a greatly enhanced design.

While a lot has changed, many important things have remained. FAMA still consists of a group of strong and diverse companies that generously allow creative and energetic employees to participate at meetings, in committees, and in leadership positions. With the new Board structure, there's a greater opportunity for member representatives to help guide the organization. FAMA is still dedicated to improving the business conditions for its members, as well as helping to build a better fire service. I look forward to seeing what we can accomplish in 2016. ☉

2014 State of the Fire Service Survey Award

BY MELINDA FREEMAN, FEMSA BOARD

Last September during the 2014 annual/fall meetings in San Antonio, TX, Firefighter/Paramedic Erick Solera of Special Ops Command/HazMat Team, Department of Fire Rescue and EMS, Broward Sheriff's Office, Ft. Lauderdale, FL, was selected by the membership in a blind drawing as the 2014 State of the Fire Service Survey winner. I had the pleasure of informing him of his and his department's good fortunes – that he would receive a \$500 gift card and that his department would have an opportunity to select up to \$5000 in needed equipment from FEMSA and FAMA member companies.

Firefighter Solera was surprised and happy to receive this news. I had great fun working with him through the selection and ordering process.



L-R: Frank Zitnick, Rodney Del Vecchio, Vivian Slack, Erick Solera, Craig Hilty, Marc Hubschman

I had the honor on August 10th to drive to Station 17 to present the "wish list" of equipment to the HazMat Team. Their station and the fleet of vehicles was impressive, and the luncheon I was invited to share with them was superb. The chicken cacciatori was restaurant-worthy and "B" shift was a delight to visit.

The equipment chosen by the department included:

- Nomad Tripod Scene Light (W.S. Darley & Co.)
- Illumination Grip Wrap and the Illumination Kit Do-it-Yourself (Heiman Fire Equipment)
- Foam Nozzles JS-6 and JS-10 (National Foam)
- Vantage® Helmet-mounted Tactical Light (Streamlight)

Thanks to Geoff Evans, Mary Johnson and James Long with whom I worked to make this presentation possible.

Special thanks to Firefighter Solera and his team for the outstanding work they do. They are the reason I have given 36+ years to this industry. They are true professionals and were most grateful to receive this needed equipment. ☉



By Bill Lawson
FEMSA President

It's been a year since we gathered in San Antonio for the FEMSA/FAMA Annual/Fall Meetings. As we get ready to come together in Baltimore this year, I would like to highlight some of the activities the Board has been engaged in since San Antonio.

FEMSA Annual Meeting co-chairs Bill Van Lent and Janet Wilmoth have put together another stellar program for our meeting in Baltimore. We have the privilege to hear from the new U.S. Fire Administrator, Dr. Denis Onieal, on how he sees the fire service evolving and the effects on business going forward. With the Federal Reserve raising interest rates, while other central banks are doing the opposite, it will be another fun-filled and educational economic session with Dr. Basu. We will also be hearing on the state of the Fire Grant program from David Gudinas, Deputy Director, Grant Operations, for DHS/FEMA. The "Fire Lanes" information sessions have great topics to help your business. But don't forget, there are also great opportunities to network with leaders of the fire service industry.

During Hill Day and Congressional Fire Services Institute week in April, FEMSA and FAMA members joined other fire service organizations impressing members of Congress about the success that the Fire Grant program has had supporting our nation's first responders. FAMA/FEMSA Governmental Affairs Committee (GAC) Consultant Dave Gatton and his team, with the assistance of GAC co-chairs John Granby and Lee Morris,

put together a strong information packet for members. Over 100 visits were made to the Hill by team members carrying the message that the program is working and needs more funding. While the budget that passed Congress did not have an increase for the program, the current funding was maintained.

FEMSA's User Information Guide (UIG) program will be revamped in the coming year. Board Liaison Rick Singer and the UIG committee have a plan to move this important program into the digital age. But in order for this to happen, the FEMSA website needs attention and added features to accommodate the UIG program. The process to update the FEMSA website has begun.

The Membership Committee, led by Board Liaison Doug Schaumburg, has been very successful in recruiting new members. We come into Baltimore with over 150 member companies. Board Liaison Judy Weigand's Nominating Committee has produced a fine slate of candidates to run for the open FEMSA Board seats in this year's election.

The Statistics program continues to provide quarterly unit sales of personal protective equipment. Board Liaison Mike Natchipolsky continues to engage other product groups to add more products to be tracked as indicators of the health of the fire service business.

Our work with FAMA continues to expand. In addition to the GAC and several joint meetings during the year, we have combined our newsletters this past year to give our members a broader view of the industry.

You will hear more about the status of these and other programs during the Annual Business Meeting. Next year will have its challenges, and a main focus for FEMSA will be the reauthorization of the Fire Grants program. You will be asked to get involved in this effort. The grants program has been extremely valuable for the firefighter community, and it must continue.

Please travel safely, and I look forward to seeing everyone in Baltimore! ☺

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Deja Vu All Over Again



BY DAVE GATTON
GAC CONSULTANT

As of this writing, it appears that the Fiscal Year (FY) 2016 appropriations process will again rely on a Continuing Resolutions route that will keep the federal government operational at this year's funding levels as the Administration and Congress strive to reach a 2016 budget agreement. The President wants more domestic spending, beyond the sequestration caps, while Congress, controlled by the Republicans, wants to keep sequestration levels as they are, while finding a way to funnel more funds to the Department of Defense.

election was next year, but it is already in full swing!)

House Appropriations Committee Chair Hal Rogers, also from Kentucky, is to be applauded for his committee's reporting out of all 13 appropriations bills, including the one for the Department of Homeland Security (DHS) which level funded FAMA and FEMSA priority programs: \$340 million each for AFG and SAFER; \$44.0 million for US Fire Administration and \$35.1 for the Urban Search and Rescue. But almost to no one's surprise, the ability to move those bills through the House floor stalled when efforts were made to add controversial issues to the debate.

All in all, it's gridlock all over again. The more things change the more they stay the same. And as the Presidential election cy-

AFG and SAFER programs, but does apply to such important programs as the Urban Area Security Initiative and security programs for transit, ports and other key areas.

The issue is a matter of perspective. Local governments believe it is the responsibility of the federal government to manage and enforce the nation's immigration laws; some in Congress think that locals should do more and fall in-line to pick up the slack. This issue, given that it is related to a deeper stalemate on immigration reform, is not likely to go away soon. It bears watching to make sure it does not filter into other important programs that protect and serve the public. As for me, it is only another offshoot of a "broken Washington" that doesn't compromise to pass important pieces of legislation.

This same gridlock is preventing the reauthorization of the Export-Import Bank which helps U.S. business, including many FAMA and FEMSA member companies, export abroad. Clear majorities in both the House and Senate support the Bank's continuation, but of course, getting the issue to a vote seems to be a herculean task. The Bank's charter expired on June 30.

Concluding Thoughts: Firefighters Do Their Job

While all of this "political" maneuvering occurs, life goes on, including rampant wildfires in the west; dramatic and tragic explosions in Tianjin, China, where 12 firefighters lost their lives; and the dramatic saving of lives by first responders that occurs every day in US cities and towns. Firefighters and emergency responders suit up daily to risk their lives and save others with no maneuvering, no positioning, no political rhetoric or speeches, just public service that is one of the few remaining remnants of duty and selfless sacrifice.

I cast my vote for them. ☺



L-R: Don Welch (Globe Manufacturing), Senator Kelly Ayotte (NH), John O'Dougherty (Globe Manufacturing), and Doug Schaumburg (Casco Industries)

When Congress returns from its August recess, they will have the month of September to try to reach an agreement. Senate Majority Leader Mitch McConnell (KY) says he will not shut the government down; but that may be easier said than done when so many sitting Senators are running for President. (Yes, we all thought the Presidential

cle heats up, you can rest assured that efforts to use the appropriations process to advance other issues will take front stage. One such example is the effort to deny DHS state and local government grant funds to those jurisdictions called "sanctuary cities." The prohibition, which is in the House DHS appropriations bill, does not apply to

2015 Illinois Home Day

BY JANET WILMOTH, FEMSA BOARD MEMBER

10th Annual Illinois Fire Service Home Day

On Thursday, June 4th, more than 150 people attended the 10th annual Illinois Fire Service Home Day held at the Northeastern Illinois Public Safety Training Academy (NIPSTA) in Glenview, Illinois.

Illinois' Home Day was created to bring together northern Illinois fire chiefs and state and local legislators to understand firsthand the state of the Illinois fire service and the impact of grant funding received. Illinois has 18,500 career firefighters and 20,000 volunteers.

The meeting was co-chaired by Chief Tom Deegan, Metropolitan Fire Chiefs; Paul Darley, President/CEO, Darley & Co.; and representatives of FAMA/FEMSA GAC. Thirteen Illinois manufacturers, dealers and service providers also participated in the event. More than 100 Illinois fire chiefs were in attendance at the event in addition to Congressional leaders and staff members.

The 13 legislative staffers in attendance were invited to introduce themselves and who they represent. Representatives Peter Roskam (R-IL, 6th District) and Robert Dold (R-IL, 10th District) addressed attendees through pre-recorded videos.

The featured speaker was Don Mobley, FEMA Region V fire program specialist, focusing on the importance of the DHS Assistance to Firefighters Grants (AFG) and SAFER programs. Mobley stated that nine organizations—including the International Association of Fire Chiefs (IAFC), National Volunteer Fire Council (NVFC), and the Congressional Fire Services Institute (CFSI)—represent the fire service. Mobley further encouraged Illinois fire chiefs to, "Make sure you let those organizations know what your needs are."

Mobley explained that, to date, there have been 61,019 AFG awards and almost \$6 billion in awards to fire departments across the nation. For 2015, the AFG is



Paul Darley with Congressional Staffers from the offices of Representatives Robert Dold and Peter Roskam



Don Mobley

funded at \$306 million, SAFER is \$340 million and Fire Prevention and Safety at \$34 million. Mobley encouraged fire departments to apply for "micro grants" for items less than \$25,000.

"If you have 10-year old or broken gear, we want to get that replaced," Mobley said. While the grants do not cover building new fire stations," he said, "we do offer money for certain [fire station] projects—for fire sprinkler systems and generators. In recent years we have funded station alerting systems." Mobley added that there is also funding available for behavioral health programs and immunizations.

The Fire Prevention and Safety grants are also well-worth considering. "If you want to modernize your inspection programs with iPads to make your program better, we help fund that," said Mobley.

Tim Sashko, executive director of the Illinois Fire Chiefs Association, provided updates from the 2015 CFSI legislative activities. Among the items reviewed, Sashko cautioned that the cuts to President Obama's FY2016 budget would reduce AFG and SAFER grants by \$5 mil-



Illinois Fire Department Chiefs and Congressional Staffers



Paul Darley addressing Home Day Attendees and the Congressional Staffers



Illinois Fire Department Chiefs and Congressional Staffers

lion each. It would also cut the US Fire Administration's budget from \$44 million to \$41.582 million.

Sashko mentioned that the Illinois fire service is asking Congress to support a Fire Sprinkler Incentive Act (FSIA) that would amend the Internal Revenue Code to allow accelerated depreciation of retrofits of commercial and residential buildings with lifesaving sprinkler systems. "It is critically important that we keep working on that effort," said Sashko.

Jill Ramaker, executive director of NIPSTA, welcomed attendees to the facility and encouraged them to explore the different buildings, vehicles and displays. ☉

Celebrating 40 Years in Business

What started as a small gas station on July 1, 1975, has become one of the world's largest fire apparatus manufacturing companies.

Harold and Helen Boer began this 40-year journey when they purchased a local gas station, Lyons Garage, for \$12,500 in Lyons, SD, at the ages of 22 and 20. From 1975 to 1983, Harold manufactured and fixed a wide range of farm equipment, while Helen worked in the gas station tending the cash register and keeping the financial books for the business.

In 1977, the Lyons Fire Department was formed, and Harold was tasked to build its first piece of fire apparatus from an old army truck. Manufacturing work steadily increased over the years, and more area departments sought service from the Lyons Garage. Then, in December of 1982, Lyons Garage became Central States Fire Apparatus. They had one dealer, Heiman Fire Equipment; two employees, Harold and Helen; and a sales goal of four units for 1983. Their first official fire truck was built for Tea, SD, in 1983, and 11 more units followed that first year.

Then in 1998, Central States Fire Apparatus joined with General Safety in Minnesota and Rosenbauer International of Austria to create Rosenbauer America. Two years later, RK Aerials of Nebraska joined the merger, and Rosenbauer America was complete. The divisions were later renamed Rosenbauer South Dakota, Rosenbauer



Minnesota, Rosenbauer Aerials, and Rosenbauer Motors – part of the Minnesota campus.

Today, Rosenbauer South Dakota manufactures 800 trucks per year and employs 303 team members, a vast jump from the no-more-than-20 employees that Harold promised Helen in 1983. They have had a front row seat to all of the technological improvements made in the manufacturing industry, from the simplest of welding tools to the most complex automated laser cutting machines. They have gone from rotary-dial party-line phones and typewriters, to state-of-the-art computer programming equipment.

Harold and Helen have paved the way for Rosenbauer South Dakota and look forward to the future leaders taking hold of the reins to keep Rosenbauer America on its upward path. Over the past few years, they have been placing key people in these

leadership positions and have decided that the time has come to retire from the day-to-day operations at Rosenbauer South Dakota effective July 1, 2016.

While the day-to-day operations will be passed to the next line of leadership, Harold and Helen will still be very much involved with Rosenbauer America. They will transition into advisory and supportive roles, as well as coordinating group activities among all four U.S. divisions, strategic planning, and assistance in Marketing.

In addition, Harold will continue to serve as the President of the Rosenbauer America group, and Helen, as the Executive Secretary of the

Rosenbauer America group. Harold will also still be a member of the Rosenbauer International's executive committee.

Please join us in wishing Harold and Helen all the best in their future plans, which will include a lot of traveling and grandchildren visits! ☺



WELCOME NEW FAMA MEMBERS



U.S. FIRE PUMP COMPANY

Gary Handwerk, President
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HiViz LED Lighting brings high quality lighting solutions to markets that rely on rugged, dependable lighting solutions to overcome obstacles and meet deadlines.

NVFC Launches Volunteer Recruitment Portal for Fire Departments to Combat Declining Volunteerism

Register your department's volunteer opportunities

The National Volunteer Fire Council (NVFC) has launched its new Make Me a Firefighter volunteer recruitment campaign. Departments can sign up at <http://portal.nvfc.org> to join the campaign and showcase their volunteer opportunities.

Volunteer firefighters make up 69 percent of the nation's fire service, yet the number of volunteers has declined by about 12 percent since 1984. At the same time, call volume has nearly tripled. In addition, the average age of the volunteer fire service is increasing as departments are finding it difficult to reach millennials – those within the 18-34 age range.

To help departments counter these trends and increase the number of volun-



Supporting Those Who Serve

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FIGHTER IN YOU**

teers, the NVFC was awarded a SAFER grant from FEMA to conduct a nationwide recruitment campaign. The first component of the Make Me a Firefighter campaign consists of a department portal at <http://portal.nvfc.org> where volunteer and combination fire departments can register for the campaign and post their volun-

teer opportunities. A public site is available at www.MakeMeAFirefighter.org allowing potential volunteers to search for opportunities and connect with their local department.

"Recruitment is a challenge for many volunteer and combination departments across the country," said NVFC Chairman Kevin D. Quinn. "Yet our research shows that 44 percent of millennials are interested in volunteering with their local department. Many simply do not know that the need for volunteers exists. The Make Me a Firefighter campaign will help build awareness among the public as well as provide departments with the tools and resources they need to recruit to this and other target audiences."

Learn more about the Make Me a Firefighter campaign and the department portal by watching this video, and then share it with others facing recruitment challenges: <https://youtu.be/vhfk6lEyNKw>.

WELCOME NEW FEMSA MEMBERS



DAVID CLARK COMPANY INC.

Bob Daigle, Product Manager
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Worcester, MA 01604
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International Trade – Interschutz 2015 and Beyond

BY ROD CARRINGER, FEMSA BOARD MEMBER

If you do business internationally, every five years your efforts are gloriously punctuated by the amazing Interschutz exposition in Germany. Bringing together distribution partners, emergency response professionals, and manufacturers from around the world for six days of exhibits and demonstrations, there is no other global exposition venue that offers this level of business development opportunities.

With over 1500 exhibiting companies and 157,000 attendees on site at the Messe in Frankfurt, Germany, the weather could not have been more delightful, the brats more delicious, or the beer any warmer. Attendance was up more than 30% from the previous exposition. Unbelievably, that is an additional 32,000 folks wandering around looking for what's new, unusual... or free! Registrations indicated that 23,000 of the attendees came from outside the European Community, and I happily count myself as one of the foreigners that slipped in through EU security and enjoyed. When it came to the makeup of the exhibitors, China had 121, Italy 90, and the USA 90.

While working with Hanover Fairs USA and the American Pavilion team was nothing short of easy and pleasurable on my personal "good time" meter, they did not rank as high as the amazing white asparagus soup I consumed nearly every single night. But, I must admit, the Hanover Fairs USA team, a FEMSA member by the way, worked their magic throughout the entire exposition to make sure customers and exhibitors alike were well cared for.

While exhibiting internationally may seem a little daunting to many, in today's



The sky was filled with aerial apparatus of every shape and size.



The US Pavilion was a hub of activity for exhibitors and customers alike.

global business climate, it is a critical element of any corporate growth strategy. Besides the simple goal of just showing off the amazing products we produce in the good ole US of A, there is no better place to learn about foreign business than dipping your toes into the Interschutz water. Often, being based in North America, we keep our blinders on to the fact that we are competing in a global market. However, it is clear



While time away from the exposition was scarce, nighttime offered an outstanding opportunity to explore.

the global market wants to come here and compete with us. So, my philosophy is that a great offense is the best defense. Aggressive sales and marketing strategies to gain market share in foreign lands quite clearly helps to protect our North American turf.

As was presented by Nathan Calabrese from TFT at last year's annual FEMSA meeting, the tools to help you expand business globally are close at hand. Thanks to our federal government, these tools cost little or nothing as they support our exporting efforts. If you would like to learn more about international trade, upcoming international expositions, or would like to hear more about the amazing white asparagus soup we consumed, just let me know at rac@tft.com. ☺

Upcoming International Trade Shows of Importance

- Interschutz 2020, June 15-20, Hanover, Germany
- Intersec 2016, January 17-19, Dubai, UAE
- China Fire 2015, October 20-23, Beijing, China

TAKING CARE OF BUSINESS

FEATURED SPEAKERS



Dr. Denis Onieal

Newly appointed Deputy US Fire Administrator, succeeding Chief Glenn Gaines due to his recent passing. Dr. Onieal has served as the Superintendent at the National Fire Academy of the US Fire Administration in Emmitsburg, MD, since 1995, and previously as the Chief of the Jersey City Fire Department.



Lt. Frank Borelli (ret)

Editorial director for the Cgynus Law Enforcement Group which encompasses Officer.com, Law Enforcement Technology magazine and Law Enforcement Product News. Frank has been producing equipment evaluations and articles for the police and military communities since 1999.



Anirban Basu

Chairman & CEO of Sage Policy Group, Inc. One of the Mid-Atlantic region's most recognizable economists, who has written several high-profile economic development strategies, including co-authoring economic development strategies for Baltimore City and Baltimore County, Maryland.



David Denniston

Director of Risk Management for McNeil & Co and FireWatch Insurance. Dave has been in Emergency Services for 25 plus years with the Cortlandville Fire Department in Upstate NY. He has served as Chief of the Department, Vice President and Chairman of the Board of Directors.



Chief Jeff Johnson

Has an extensive public safety and technology background, with broad experience at both the local and national level. He is currently CEO of the Western Fire Chiefs Association and a Board Member of the First Responders Network Authority, better known as FirstNet, which is building a nationwide public safety voice and data broadband network for public safety. He has authored 2 books, serves on the boards for Brycer Technologies and Beyond Lucid Technologies.



Paul Andrews

Vice President, PennWell's Marketing Solutions division. He has worked within the online public safety arena since 1999. He leads the marketing efforts for FEMSA. Min Magazine named him Top Sales Leader of the Year. Paul routinely presents at industry conferences and state fire associations.



Chief Dennis Compton

Currently serves as a respected advisor to the fire service and other disciplines as well. He is a well-known speaker and the author of several books including his latest titled *Progressive Leadership Principles, Concepts, and Tools*.



Steve Barnett

Regional sales manager for Bullard, a manufacturer of personal protective equipment and systems marketed worldwide. Dedicated over 27 years in the fire industry and is currently an instructor at the annual Texas A&M Fire School.



Bill Webb

Executive Director of the Congressional Fire Services Institute (CFSI) since 1995. Bill works with members of Congress and fire service leaders on developing federal legislation and enhancing federal programs designed to improve the readiness of our nation's fire and emergency services.



David Durstine

Vice President with the Akron Brass Company, is an excellent resource having grown up in the fire service and worked in the industry for over 14 years. David is a 4th generation firefighter with the Apple Creek Volunteer Fire Department in Ohio. He also serves as a board member for the Fire Apparatus Manufacturers' Association (FAMA), and is a member of the NFPA 1901 Committee.



David Gudinas

David joined FEMA in 2011 as a Section Chief working to support the Assistance to Firefighters Grant (AFG) Program. David currently serves as FEMA's Deputy Director for Grant Operations. David has spent the majority of his career supporting the fire & emergency services through a variety of non-profit, for profit and government positions.



Rod Carringer

Rod is a firefighting, Harley riding, BBQ cooking, handgun toting, Camaro racing, wine drinking, drone flying, Chief Marketing Officer for Task Force Tips...and he used to be a florist.



Barbara Mitchell

Managing Partner of The Mitchell Group, is an author, speaker, business coach, and human resources and organization development consultant. She consults with organizations to help them put practices in place to ensure they have the best HR function possible so that they can hire, engage, develop, and retain the right people to help them be successful.



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**FEMSA****FAMA**

2015 Annual Meeting - Baltimore, MD | Sept 30 - Oct 2

	Monday - September 28, 2015	
8:00 am - 5:00 pm	TFT Advisory Committee Meeting	Gibson
	Tuesday - September 29 to Friday - October 3, 2015	
8:00 am - 5:00 pm	TFT Advisory Committee Meeting	Gibson
Arrival	Wednesday - September 30, 2015 - Hospitality 3pm-11pm	Federal Hill
12:00 pm - 12:30 pm	FEMSA Board Lunch	Suite 10029
12:30 pm - 3:00 pm	FEMSA Board Meeting	Suite 10029
3:15 pm - 4:00 pm	Joint FAMA/FEMSA Board	Suite 10029
4:00 pm - 6:00 pm	FAMA Committee Chairs and Board Meeting	Suite 10029
6:00 pm - 10:00 pm	FAMA Technical Committee Planning Meeting	Suite 10029
	Thursday - October 1, 2015 - Hospitality 4pm-6pm; 7pm-11pm (closed during reception)	Federal Hill
7:00 am - 7:30 am	FAMA Board Breakfast	Suite 10029
7:30 am - 9:30 am	FAMA Board Meeting	Suite 10029
7:30 am - 8:30 am	FEMSA Member Breakfast	Baltimore Ballroom
8:30 am - 11:45 am	FEMSA Annual Business Meeting	Baltimore Ballroom
9:45 am - 10:00 am	Break FAMA	
10:00 am - 11:45 am	FAMA Business Meeting	Maryland B
10:15 am - 10:30 am	Break FEMSA	
11:45 pm - 12:45 pm	Lunch Break (on your own)	n/a
	FEMSA/FAMA Joint Session	Baltimore Ballroom
12:45 pm - 2:30 pm	Purchasing Roundtable: Moderator: Chief Dennis Compton; Panelists: Chief David Foust, Chief Pete Mellits, Steve Lamphier, Div. Chief Charles Rogers, Chief Rich Marinucci.	Baltimore Ballroom
2:30 pm - 2:45 pm	Break (FEMSA and FAMA)	Baltimore Ballroom
2:45 pm - 3:30 pm	Economic Forecast: Anirban Basu - Chairman & CEO of The Sage Policy Group, Inc.	Baltimore Ballroom
3:45 pm - 5:00 pm	Washington Update / AFG "Super Circular:" Bill Webb / David Gudinas	Baltimore Ballroom
5:30 pm - 6:00 pm	FEMSA/FAMA New Attendee Reception	Maryland DF
6:00 pm - 7:00 pm	FEMSA/FAMA Welcome Reception	Maryland DF
	Friday - October 2, 2015 - Hospitality 4pm-6pm; 9pm-11pm (closed during reception and dinner)	Federal Hill
7:30 am - 8:00 am	FAMA Member Breakfast	Watertable Ballroom
8:00 am - 10:00 am	FAMA Business Meeting	Watertable Ballroom
7:30 am - 8:30 am	FEMSA Member Breakfast	Baltimore Ballroom
8:30 am - 10:00 am	FEMSA Caucus Groups	Baltimore Ballroom
10:00 am - 10:30 am	Break (FEMSA and FAMA)	Baltimore Ballroom
	FEMSA/FAMA Joint Session	
10:30 am - 11:45 am	Keynote Speaker - Dr. Denis Onieal, Deputy U.S. Fire Administrator: Taking Care of Business in the Fire Service	Baltimore Ballroom
11:30 am - 2:00 pm	Spouse/Guest Program - Baltimore Harbor Views Lunch Cruise	Spirit of Baltimore
11:45 am - 12:00 pm	"Fire Lanes" Preview	
12:00 pm - 12:50 pm	Lunch (FEMSA/FAMA Members)	Baltimore Foyer (rounds)
1:00 pm - 3:00 pm	"Fire Lanes": 45-50 min. ea; select 2-of-4: Succession Planning - Barbara Mitchell, Author Social Media/Apps - Paul Andrews and Steve Barnett Active Shooter Response in Your Business - Lt. Frank Borelli Catastrophic Contingency Planning - Dave Denniston	Baltimore Ballroom and Watertable Ballroom
3:00 pm - 3:15 pm	Break (FEMSA and FAMA)	Baltimore Ballroom
3:15 pm - 4:00 pm	INTERSCHUTZ ... Gesundheit !!!: Rod Carringer/David Durstine	Baltimore Ballroom
4:10 pm - 5:00 pm	Emerging Technology & Communications Trends in Public Safety: Chief Jeff Johnson	Baltimore Ballroom
6:00 pm - 7:00 pm	FEMSA/FAMA Reception	Baltimore Foyer (rounds)
7:00 pm - 9:30 pm	FEMSA/FAMA Dinner	Baltimore Ballroom (rounds)
Departure	Saturday - October 3, 2015	

Thank You Conference Sponsors



2015 Annual Meetings | Baltimore, Maryland



The following firms have graciously supported our annual conference with their sponsorships. Please be sure to seek them out and learn about the services and/or products they represent. Their support is an integral factor in our ability to offer such a great conference program!



Sponsor Guide

Hospitality: PennWell Fire Group

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Networking Breaks: Firehouse

Thursday Member Breakfasts: Hale Products

Purchasing Roundtable: AMDOR + Rosenbauer America

Business Speaker (Dr. Anirban Basu):
Ontario Ass'n of Fire Chiefs

New Attendee and Welcome Receptions:
Fouts, TFT, Marion Body

Friday Member Breakfasts: Spartan

Keynote Speaker (Dr. Denis Onieal):
FireRescue1.com

Spouse/Guest Lunch Cruise: Performance Advantage + Holmatro

Fire Lanes Presentations: United Plastic Fabricating

Reception (Friday): Code 3, Firehouse, FireShowsWest

Banquet Open Bar: FireRescue1.com

BY KEN NIELSEN and SUMMER JOHNSTON

This tradeshow season is well on its way. In this issue we are excited to welcome the Ontario Association of Fire Chiefs which extends our service to members in the United States and Canada.

Included in this issue we have the results from FDIC International, NY Chiefs and Ontario Fire Chiefs' Tradeshow Report Cards. Thank you to Show Management from each of these organizations for working with us to bring you this article.

We have received comments from some members about the numbers seen in the Attendance Results chart like what is in this article. There is a concern that the number of attendees is not accurate. We worked with Show Management from each organization in this article to make sure the numbers are accurate. The number of Exhibitors listed is the number of exhibitor bodies that attended the show, and the number of Attendees listed is the number of attendee bodies that attended the show. We will continue to refine these charts to bring you accurate, helpful information.

Feel free to let us know if there is something that would make this report card better. The purpose of this article is to provide good communication between member exhibitors and show managers.

FDIC International

Indianapolis, IN, USA

April 23-25, 2015

Responses from: **Eric Schlett**, Group VP
Executive Director/Publisher

Positive Comments:

"Show is the right time and the right place."

"Very interested shoppers and buyers!"

Q: Overall the exhibitors feel your show is at the right time and in the right place. However, there is a large concern about the hours of the show. There are several suggestions from exhibitors to lengthen the show hours on Thursday, and start later or end earlier on Saturday. Saturday hours have been a concern of the exhibitors for years regarding both attendance and attendees. What are your plans to address this?

A: We actually did change our hours for this show. On Thursday, we used to open at 2:00pm and lengthened the hours to now open at 1:00pm. The one thing we really want to be careful of is making sure we are not infringing on the classroom hours. What happens is people who are there from their departments to get an education wind up leaving and do not get the certifications. Then their department chiefs call asking why this guy did not go to the class. We have to tell them we cannot give the certification if he did not get the education. Our hours get reviewed by our exhibitor advisory board committee. It was deemed that these were the appropriate hours; however, naturally we are always looking to see what is best for our exhibitor base. We are open to exploring recommendations, but we do not want it to impact the classrooms. We will bring the show hours of the show up again at our next exhibitor advisory board meeting that will take place in the summer of 2016.

Q: Show management is outstanding, but nonexistent in the ICC and hard to get a hold of during the show.

A: The strange thing is my office and my events managers' offices are in the main hallway of the ICC, and the exhibit management team is constantly walking the floor throughout the show hours. There is never a time that we do not have at least 2-3 people minimum on the show floor in the ICC. The only thing in Lucas Oil Stadium is the exhibitor rebooking. Nanci and Susie are show sales and are not show management. Maybe due to the vastness of the ICC it gives the appearance that we are not there. I will do a better job at being more visible during show hours.

Q: The suggestion to have a small Exhibitor Lounge in the ICC came up. Is this something you can do?

A: I like the suggestion to have an exhibitor lounge in the ICC. We actually spoke about this at the last exhibitor retreat. Some people felt it would be great especially to have during set up hours so they could have a place where the people working on their booth could go to lounge and get water. We will definitely bring this back to the team to talk about.

Q: Is there any way you can get more decision makers to the show? Is there something you can offer the Fire Chiefs and Purchasing Agents to get them to the show such as a special training class?

A: I think we do a good job at getting decision makers to the show. I think this is a testament to why we get 92% booked. We have talked about doing an officer's lounge where we might be able to do something similar to one of our competitors where you have "meet the chief" at special sessions. However, we are not a management show. We are a show about training. We pride ourselves with this. Product needs are found out in training sessions. This comes from the people who recommend and specify what their needs are. Attendees are a part of the process where the product is recognized and then you have the chief who is the rubber stamp on what the committee says. I hear what is being said, but I do not know if I would want to change our show to a management show. I would have to vet with my contact team, and I am not sure if we want to go there.

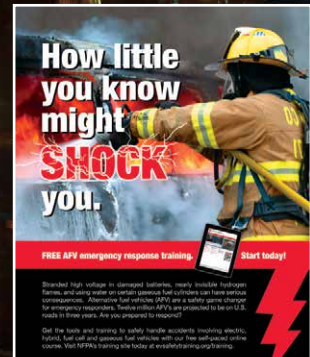
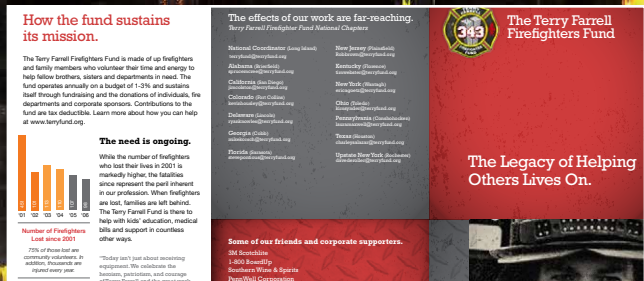
Q: Is there anything you can do to speed up the time it takes to get empty crates after the show?

A: Obviously we cannot bring every crate out at one time. The sponsors get their crates first. Everyone else gets their crates after that. The hall is empty by 6pm!

Q: There is a continued concern about the cost and availability of hotel rooms. Exhibitors feel issues are getting out of hand. What can you do to help address these concerns?

A: At the end of the day, it's a supply and demand issue, and the hoteliers know they will be filled with or without our housing bureau's help. Please know, however, that we work diligently with the city's visitation agency (ICVA) and hoteliers to negotiate the rates and amenities. By and large I feel my event management team along with PCS do a good job in negotiating concessions on every hotel agreement for the event. PennWell has 55 shows throughout the world, and our experience tells us that things that affect the price

Fire Industry Knowledge Coupled with Data and Creativity!



YOUR CHALLENGES

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- Ready for a new message?
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- Entering a new market?

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- Event Planning: Sales, Customer and Dealer Meetings
- Social Media Strategy
- Brochures
- Trade show signage and display
- Lead Gen and Thought Leadership Programs

TRADE SHOW REPORT CARD

include time of event, the city it takes place in, and the number of available hotels during the time period the event takes place. At the end of the day, we need more than 40 hotels to accommodate our event and EVERYONE wants to stay downtown. The demand is beyond measure and the hotels know this, ultimately putting us at a disadvantage in the negotiations. Please understand that we have had hotels say they don't need to negotiate with the team or PCS, and they are confident their hotel will be filled during our event!

Q: What can we expect for next year?

A: We hope that it will be bigger and better! Overall, I think you are going to see pretty much the same formula that we have used. We would like to do more outdoor things that we cannot do inside,

and we are still trying to vet those out. For the vast majority of the time, we have been blessed with good weather, but there was a time when we had to close things down because a wicked storm was coming in with high winds. We have to always worry about people's safety first. When we talked to our firefighter exhibitor board, they said they fight fires in all sorts of conditions such as snow, rain, and sleet, and they would like to see us continue to do more in the outside space.

NY Chief's (FIRE)

Verona, NY, USA

June 18-20, 2015

Responses from: **Sue Revoir**, Conferences Coordinator; **Janet Williams**, Exhibit Sales

Positive Comments:

"Always a good place to network and learn."

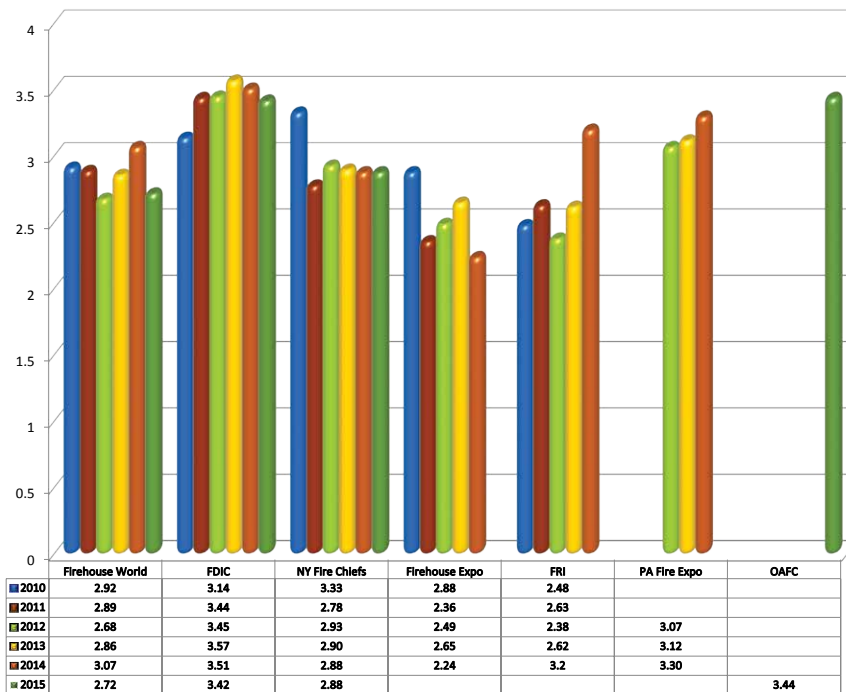
"Management was available and helped with any issues."

Q: There were a few comments about poor attendance from the Lower Hudson Valley & Long Island part of the state. This possibly may be due to a conflict with the Hudson Valley Firemen's Association Convention, which is being held at the same time at Lake George, the last location for the NY Chiefs' show. Where you aware of this and do you think this is a concern?

A: We were aware of it. They were also aware of our dates, and I do not think it is a main concern because they have a completely different format. Our show is a conference and theirs is a convention. It is not the same venue at all. Over the last couple of years they have requested to include a few exhibitors, but it is really more of a parade atmosphere. I have not been to the event because due to the calendar year it sometimes falls the weekend after our show. I do not think a ton of guys from Long Island are there. It is a good chunk from the Lower Hudson Valley like Rockland County, Westchester County.

Q: The late night hours that were added on the first day did not go over well with the exhibitors due to low attendance. Are the late night hours going to remain next year?

A: There were mixed feelings on this. Some said do not give up on it, it is the first year. Others said if you do keep the late night hours, do not take a break and just have it go longer. This year we did a break to give people a chance to go eat dinner. The board has not made a final decision yet, but I think at this point we will not do the night hours again.



YEARLY GPA

TRADE SHOW	2010	2011	2012	2013	2014	2015	Ave
FIREHOUSE WORLD	2.92	2.99	2.68	2.86	3.07	2.72	2.87
FDIC	3.14	3.44	3.45	3.57	3.51	3.42	3.42
NY CHIEFS	3.33	2.76	2.93	2.90	2.88	2.88	2.95
FIREHOUSE EXPO	2.88	2.36	2.49	2.65	2.24	-	2.52
FRI	2.48	2.63	2.38	2.62	3.2	-	2.66
PA EXPO	-	-	3.07	3.12	3.3	-	1.90
OAFC	-	-	-	-	-	3.44	3.44
Average	2.95	2.84	2.83	2.95	3.03	3.12	

2015 ATTENDANCE RESULTS

TRADE SHOW	EXHIBITORS	ATTENDEES
FIREHOUSE WORLD	260	3,106
FDIC	6,000	25,468
NY CHIEFS	1,482	12,590
FIREHOUSE EXPO		
FRI		
PA EXPO		
OAFC	381	2,297

Q: *What can we expect for next year?*

A: Next year our outdoor exhibits are being moved to a different location. Since we have been at the Turning Stone, the outside exhibits have been to the right. This year we had to go to the left because the Turning Stone is doing an addition. In the addition, the parking lot is being moved. This is going to be a permanent change. The addition is going right off the back of the convention center, which closes off the parking lot we were at before. It appears further away when you look at maps, but the new parking lot is actually closer than the old parking lot. We still will have apparatus on the road leading into the parking lot. We are working to make sure there are no issues. We have a meeting with the Turning Stone at the beginning of September to work out those final details. We know it is going to be a little different, but we are trying to make this change as easy as possible.

Q: *Is there anything you would like to tell us about?*

A: The fact that Firehouse Expo is moving from Baltimore, MD, to Nashville, TN, is not going to hurt us. I think it will help us. We cannot say what it is going to do for us, but we think our Long Island attendance is going to be significantly increased next year.

Ontario Fire Chiefs

Toronto, Ontario, Canada
May 3-4, 2015

Responses from: **Shelly Molica**, OAFC Finance/Trade Show Manager; **Richard Boyes**, OAFC Executive Director

Positive Comments:

"This show was better than expected."

"Fantastic managed show."

Q: *There were multiple comments about low attendance, possibly due to conflicts with the seminars or that the size of the show can be covered in one day. What are your plans to improve this for next year?*

A: Attendance was only down nominally. We are continuously marketing aggressively to attract more mutual aid groups and start to bring in buses. Our goal is to get feet on the ground for vendors. It is not about making money at the door.

Q: *There is concern about the costs for attendees and exhibitors. The cost to show received the lowest rating. Is show management doing anything to address this for future shows?*

A: I am not sure why someone can make a comment like this. Only a little over 100 attendees paid to get into the show. The remainder of the tickets were given free of charge by vendors, chiefs, members and to exhibitors as a part of their package.

Q: *Is there anything you would like to tell us about?*

A: We are creating a better marketing plan to promote the show by pushing the boundaries and advertising outside of the provinces. As much as we are not a national show, we are viewed as a national show and we would love to see the vendors outside of the province start to bring in some people.

With all the apparatus on the floor, it would be great to see some of the truck dealers bring in some of their clients to the show rather than take them other places to see them.

We had a waiting list for booths. Moving the show downtown would be double the conference center costs we are in currently. Therefore, the show will remain at the conference center. We were able to bump the floor out more to accommodate people we had to turn away. If the dollar stays where it is, it will be attractive to come to our tradeshow simply due to the value of the US dollar compared to the Canadian dollar.

We cannot decrease costs of the show because the conference center raises their prices each year. We added some value to offset expenses and kept costs down such as Wi-Fi included with each exhibitor package, water stations on the show floor, aisle signs, and the deluxe booths will have carpet, power, electric and lead retrieval all included.

Thank you to the group for getting us in the Tradeshow Report Card program. We value this partnership and your feedback greatly. We are very pleased we are able to have this relationship with FEMSA, and look forward to many more years of involvement. ☺

► FAMA/FEMSA MEMBER



Akron Brass

Alain "Al" Gelinas

will manage the territory of Quebec and the Atlantic Provinces. Gelinas has direct selling and sales management experience from Plastiques Brayneck Canada, a copolymer tank builder, where he served as Sales Manager. Prior to his work at Brayneck, he also supported fire equipment sales at Les Echelles C.E. Thibault.



David Johnson

will cover Texas, Louisiana, and Oklahoma. Johnson was previously with Dooley Tackaberry where over the past 10+ years he excelled in their technical support and sales functions. For the past three years, Johnson has worked with municipal sales where he grew the business consistently year over year. David has significant fire service-related experience and strong customer relationships within the industry.



David Robinson

will cover Delaware, Maryland, Virginia, West Virginia as well as the District of Columbia. Robinson has over 25 years of technical sales and service experience within the public safety industry which affords him a solid understanding of the industry, a track record of developing and strengthening relationships, and the territory management skills necessary for a business development focus. In addition, David has a history of



volunteer service with the Henrico County and Lakeside Volunteer Rescue Squads where he served in various board member and leadership roles.

"With the addition of these three first-class sales representatives, we further strengthen our ability to meet the needs of our customers," stated Richard Singer, VP of North American Sales. "Their adept sales background and strong customer relationships make them a valuable addition to the Akron Sales Team."

► FAMA MEMBER



Austin Hardware and Supply

Mike Bednar has been hired as National Key Account Manager. Responsibilities include managing and growing some of Austin Hardware's largest key accounts as well as developing strategic partnerships with new accounts. Mike has been based out of the Reading, PA, office since April, 2015. He has over nine years of experience in the fire and automotive industry including Mack Trucks/Volvo, Kovatch Mobile Equipment (KME), and Hansen International, Inc. His educational background is from Penn State University with degrees in Business Marketing and Management, and studies in Electrical Engineering.



► FAMA MEMBER

Custom Composites

Custom Composites

Personnel Changes

Russell Boyd has announced his retirement after 15 years as President. Former Vice President, **Jake Reynolds**, has been promoted to President. Reynolds, a CPA, joined the firm in 2014 after a career in banking, private equity and pub-

lic accounting. Reynolds has a passion for manufacturing and a unique outsider's perspective which he will tap into to elevate all aspects of Custom Composites's production processes, quality and financial systems.

Zach Boyd, formerly Production Manager, has been promoted to Vice President of Production. After serving in Afghanistan with the Oklahoma National Guard, Boyd joined Custom Composites in 2012 as a technician in the polypropylene fire apparatus division. He has worked in all manufacturing divisions and had been promoted to Production Manager. In his new role, he will continue to improve both quality and efficiency in the manufacturing process. Boyd is a current candidate in the ACMA's Certified Composites Technician (Open Molding) program.

Lori Bigley, formerly a designer in the Engineering Department, has been promoted to Vice President of Systems and Design. Bigley joined Custom Composites in 2007 as a designer in the Engineering Department. Bigley will be responsible for overseeing the Engineering Department's role in designing custom fire apparatus tanks. She is a graduate of The University of Oklahoma's College of Architecture.

New Facility

After 43 years in its current 30,000 square foot facility the company will be moving into an 84,000 square foot manufacturing facility in Oklahoma City and expects to be fully operational in that space by the end of 2015. "With the growth we've seen in both our fire apparatus and industrial fiberglass manufacturing divisions, we simply had to find a bigger space," said Mr. Reynolds.

► FEMSA MEMBER



Fire-Dex

Jordan Paris, new with the sales team, will be covering the Northwest Territory, which includes AK, ID, MT, OR, WA, and WY. Jordan is a USMC veteran, serving as



squad leader during his two tours in the Middle East. He resides in Tacoma, Washington, not far from where he was raised. Jordan has a background in public relations along with

over five years of sales experience, and is currently working on a business degree. He enjoys spending time with his fiancé, hiking, snowboarding, and target shooting.

Jessica Baumgartner will be taking over sales in the Southeast Territory, which will now include FL, GA, AL, MS, and AR. Jessica has 10 years of sales and marketing experience working with such companies as Jim Beam, Unilever, Sony, and Canon. She holds a degree from Ohio State University. Jessica currently resides in the Indianapolis area but will be relocating to Florida in the near future. In her spare time, Jessica enjoys cooking, running, traveling, and attending OSU football games.



Jenny McPherson has been hired for the newly created position of Assistant Marketing Manager. This new position combines the Customer Care Coordinator role which handled trade shows, events, sales tools and programs, along with many other marketing responsibilities such as literature, advertising, and videos. Jenny has a bachelor's degree in public relations from Baldwin Wallace University and has held numerous marketing roles within the real estate field, most recently Director of Marketing. Jenny is a native Clevelander who lives in North Royalton with her boyfriend, Kyle, and her cat, Bob. She is currently considering a move to Medina to be closer to family. In her free time Jenny likes to exercise, do yoga and read.



David Moore is joining as the Regional Sales Manager for the Central East Coast. He resides in Wilmington, NC, and will be responsible for the T40 region which has



previously included NC, SC, & VA and will now also include DC, DE, & MD. Senior Regional Sales Manager Jeff Koledo will be assisting in the transition of DC, DE, and MD from his territory. David graduated from Hampden-Sydney College in 2004 and has since worked as a sales manager for other manufacturers within the fire industry, including Kochek and Tempest where he formed many great working relationships with the Fire-Dex distributors in his territory.

Sarah Finch has been with Fire-Dex since 2012 and lives near the Fire-Dex main office in Brunswick, OH. She will be handling T98 (Eastern Canada) and T45 which will include Western PA and West Virginia. Sarah has worked closely with many distributors over the past few years as the Customer Care Coordinator assisting with trade shows, samples, and product returns. Regional Sales Manager Bruce Scheck will be assisting in the transition of Eastern Canada.



► FEMSA MEMBER



FireRescue1.com

Trent Starnes, a native Texan who has spent the last year working as the Accreditation Director for TrainingDivision.com, an online Fire/EMS academy in the Fort Worth area, has joined us. Prior to his time with TrainingDivision.com, Trent spent six years as a paramedic working for MedStar, the 911 EMS provider for Fort Worth. Before becoming a public servant, Trent founded and ran an award-winning advertising and digital design agency. He is looking forward to leveraging his experience in both digital advertising and public safety in his new role at Praetorian. Trent and his family live in the Fort Worth, Texas, area.

FireRescue1 and Fire Chief Acquire Kaplan Fire & EMS to Expand Online Training Division

FireRescue1.com is proud to announce it has acquired Kaplan Fire & EMS Online Training, one of the leading online training companies serving fire and EMS departments nationwide. The acquisition significantly expands FireRescue1's reach into the fire service and capabilities in serving both departments and advertisers alike.

Kaplan Fire & EMS will be renamed the Fire EMS Academy and along with the FireRescue1 Academy will offer more than 200 full-length training courses, 600 training videos and 80 hours of CECBEMS-certified EMS CEUs. The combined library will create one of the world's largest repositories of fire and EMS training. Kaplan Fire & EMS serves more than 350 agencies and thousands of individuals each year and is the only education provider to partner with the International Association of Fire Fighters (IAFF) for continuing education.

"We are thrilled to further expand FireRescue1's mission and impact in Fire and EMS and to build upon the reputation for high quality video-based training content and customer service Kaplan Fire & EMS has been delivering upon for years," said Alex Ford, CEO of FireRescue1 and Praetorian Digital.

► FAMA MEMBER



H.O. Bostrom

John Cotton is the new Director of Operations. John earned his BS and MS degrees from the Milwaukee School of Engineering. He is a licensed professional engineer. With more than 25 years of experience in design, manufacturing, and operations management, including owning his own manufacturing business, John will be coordinating H.O. Bostrom's process improvement and growth initiatives.



► FAMA MEMBER



Harrison Hydra-Gen

Ryan Grove has been appointed as the Northeastern Business Manager. Ryan will be responsible for the forecasting, marketing, training, and sales of Harrison products into all business segments that Harrison serves in the Northeastern region. Ryan is based out of the Columbus, OH, office. He has been involved in fire apparatus manufacturing for the last 14 years in many different aspects of the business. His latest position, before joining Harrison Hydra-Gen, Ltd., was as the Industrial Product Manager and Engineering Manager at Sutphen Corporation. Ryan has a degree in Specialized Technology with extensive knowledge of sheet metal design, structural components and automotive design.



► FEMSA MEMBER



First Responder Products

Honeywell First Responder Products

New Regional Sales Managers

New RSMs are **Paul Jacobs**, **William Lawson** and **Patrick Humphries**. All three Regional Managers are actively working within their regions after receiving training in Dayton on Honeywell's product lines and meeting with a few different material suppliers.



Paul Jacobs will manage the Northeast Region (NY, MA, CT, VT, NH, RI, ME). Paul comes from an outdoor marketing group selling high-end sporting goods throughout New England. He is also an active member of the Killingworth Volunteer Fire Company in CT.

William Lawson will manage the South-Central Region (TX, OK, AR, LA, MS, TN). Will previously worked at a family business that sold firefighting foams throughout North America.

Pat Humphries will manage the Mid-Atlantic Region (PA, NJ, DE, MD, VA). Prior to joining Honeywell, Pat was a Battalion Chief with Virginia Beach Fire Department and served in numerous capacities throughout his career before retiring. Pat will remain active with his volunteer fire department.

New Technical SCBA Sales Specialists

Tom Gray and **Doug Wenrich**, join Charlie Thompson to promote the new SCBA line in the United States. Both Tom and Doug join the First Responder team from the Honeywell Safety Products group.

Tom will service U.S. Central from his residence in Tennessee. Doug will service U.S. East from his residence in Maryland.

► FEMSA MEMBER



INNOTEX

Claude Barbeau has accepted the position of Executive Vice President. His addition to the management team will allow our President, Louis Carpentier, to concentrate his efforts on the long term development of INNOTEX®.

Claude has 20+ years of experience in the fire industry, both in North America and internationally. Claude worked previously as consultant and then as Director of Operations with INNOTEX® to implement Lean Manufacturing practices. He will



continue his efforts in cost efficient production that will benefit delivery, pricing, quality, and Research & Development.

We are happy that Claude is increasing his responsibilities with INNOTEX®. We wish him much success in his new role.



Mark Staten has joined INNOTEX® as Regional Sales Manager – North East USA, and **Hélène Boucher** comes aboard as Customer Service Manager.

Mark joined INNOTEX® last April. He is a veteran of turnout gear sales to the fire service with a variety of responsibilities throughout his career. His experience will be a valuable asset to our Dealer Partners to continue our fast paced growth in turnout and glove sales in the USA.

Hélène joined the INNOTEX® team in early January. She has extensive experience in Customer Service management. Aside from managing the Customer Service team, Helene is also assisting some designated dealers directly. Our already top Customer Service Team will benefit from her input, experience, and energy.



► FEMSA MEMBER

L.N.CURTIS & SONS
TOOLS FOR HEROES® since 1929

L.N. Curtis & Sons

Shawn Sweeney is supporting our customers as an Outside Sales Representative in several Northern California counties. He holds a degree in fire science and served as a sea-



sonal firefighter for CAL FIRE.

Casey Lake joins our team as an Outside Sales Representative for Central and Northern New Mexico. He is excited to work closely



with customers in the state he has called home for many years.

Shannon Crays, a former fire chief, has transitioned from our Service Technician team to an Outside Sales position and is now serving Southern Idaho and Eastern Oregon.



Patrick Vietti has transitioned from outside sales for Central and Northern New Mexico to outside sales for the entire State of Utah as well as Southern Colorado.

Mark Cowen, Outside Sales Representative, now serves our customers in the entire state of Wyoming in addition to his current territory of Eastern Montana.

Tom Larsen has transitioned from outside sales for the State of Utah to an Air Equipment Specialist position. He is focused on breathing air products within our Intermountain Division which includes the states of Colorado, Montana, Utah, Wyoming, and parts of Idaho and Nevada.

► FEMSA MEMBER



**NORTH AMERICAN
FIRE HOSE
CORPORATION**

North American Fire Hose Corporation

Mike Peterson has joined North American Fire Hose Corporation as Senior Sales Manager – North America. This new position gives NAFH a dedicated sales manager to oversee this most important customer support area.



Mike has almost four decades of fire service-related industry experience in various sales management positions with Pierce Manufacturing and Oshkosh Corporation. Mike had primary responsibility for sales and technical support for the Western Pierce Fire Apparatus dealers, as well as similar duties related to Aircraft Rescue Firefighting vehicles with the Oshkosh Airport Products Division.

► FEMSA MEMBER



PennWell Marketing Solutions

Victoria Williams has joined PennWell Marketing Solutions as Business Development Manager. She will be located at corporate headquarters in Tulsa. She has years of experience with building marketing strategies, brands, social media, and ROI for businesses.



"Victoria has numerous years of ad agency experience. Her knowledge of digital marketing will surely assist our client base," states Paul Andrews, Vice President of the Marketing Solutions division. "I am very excited that she will be working with our client base both in the public safety sector as well as in the oil and gas industry. She will be bringing new ideas and solutions to these complex marketplaces."

Victoria has worked with multinational corporations, focusing on global brand building. She has worked in London, Western Europe, South Africa, Paris, and throughout the Middle East where she focused on introducing products to new and emerging markets. She holds a Master's of Science in International Commerce and Policy. Her passion is to provide customers with an outstanding experience throughout the entire purchasing experience.

► FAMA MEMBER



Pro Poly of America

Patricia Goya joined Pro Poly of America in June 2015 as the Human & Material Resource Director. She has 15 years of experience in the HR field, including six years

in manufacturing. Patricia began her HR career in New Jersey, and has been in the Ocala, Florida, area for the past 10 years. "I am excited to be part of a company that works hard to continue being one of the leaders in the fire industry," Patricia said.



► FAMA MEMBER



EMERGENCY RESPONSE

Spartan Emergency Response

John Greible has been named Director of Sales serving the cab/chassis business. John's appointment will provide our OEM partners with continuity of service and leadership, an intimate knowledge of the Spartan systems and product portfolio, extensive knowledge of the emergency response market, and familiarity with the Spartan installed base.

John has over 30 years of experience in the emergency response business. Prior to joining the Spartan team in 2002, John served in regional sales management for E-ONE, Saulsbury Fire and Rescue, and American LaFrance. The Director of Sales position is a key role within the Spartan Emergency Response organization.

Mike Virnig was recently appointed Director of North American Sales managing the apparatus business at Spartan Emergency Response. Mike's proven track record with multiple OEMs and managing a large heavy-duty truck dealership brings a unique value to the sales team. His product knowledge, sales achievements, and strategic focus will deliver a foundation of success for the Spartan sales team and dealer network.

Prior to joining Spartan in 2012, Mike operated his own fire apparatus dealership, FAS Emergency Vehicles of Laguna Hills, CA. During that time, FAS represented Smeal, Sutphen and SVI, and covered the states of CA and AZ.

Daniel Slater has joined the company as President of its Emergency Response business unit. Dan brings extensive experience and leadership needed to profitably grow and deliver the highest quality, best performing fire apparatus available. He has consistently demonstrated the ability to elevate the performance of organizations throughout his career and within different industries.

Dan was most recently Vice President and General Manager of Terex Cranes, Inc., a manufacturer of rough terrain cranes, truck cranes and boom trucks with annual revenues of approximately \$500 million. Prior to joining Terex Cranes, he was President of the Manufacturing Performance Solutions group of RWD, Inc., a management consulting and training firm. He held manufacturing management positions for BMW Manufacturing Corporation and Toyota Motor Manufacturing USA and Volkswagen of America.

► FAMA MEMBER



Trident Emergency Products

Steven Tolbert has joined the company as Foam Products Manager. Steve has over 30 years of experience in the fire protection industry as a design and development engineer for National Foam focusing primarily on fixed foam installations for the petrochemical world marketplace. After some time with fixed systems, he migrated into the mobile equipment side, designing and building trailer-mounted foam systems and hi-capacity foam firefighting apparatus.

"We are extremely proud to have Steve on our team. His knowledge of both fixed and mobile foam product lines will bring a wealth of experience and opportunity to Trident as we expand our penetration into the world of foam firefighting products" said Jim Maher, President of Tri-



dent. "We look forward to expanding our opportunities with the expertise he brings to Trident."

► FAMA MEMBER



United Plastic Fabricating, Inc.

Kathleen Finneral joins UPF as Customer Service Operations Supervisor

Kathy has over 18 years of increasingly responsible positions in sales, customer service, order management, contracts, and project management. Her most recent position was with AS&E in Billerica, MA, where she held the position of Sales Operations Manager. Prior to that, she was with L-3 Maritime Systems in management positions in manufacturing, customer service, and sales. In addition, Kathy worked for Raytheon Marine Company as a Customer Service Manager. She holds a B.S. in Business Administration/Marketing from the University of Lowell, and a MBA from Rivier College.



James Fenton joins UPF as Director of Manufacturing



Jim brings a wealth of experience in managing multiple production facilities and teams of up to 800 employees. He has a strong background in lean manufacturing, quality, materials management, and organizational development. His most recent position was as Materials Manager for Saint-Gobain Performance Plastics, where he was responsible for scheduling, planning, purchasing, production control, and warehouse operations. Prior positions include Production and Quality Manager for Jewell Industries and Multi-Plant Manager for Hutchinson Sealing.

John "Danny" McLean joins UPF as Mechanical Engineer

Danny comes to us from Pierce Manufacturing in Bradenton, Florida, where he held a series of positions with increasing responsibilities, from Design Engineer to Chief Engineer. During this time, he identified opportunities for improvement, made constructive suggestions for change, and helped brainstorm solutions for both internal and external customers. He has a Bachelor's degree in Mechanical Engineering from University of Central Florida. While at Pierce Manufacturing, Danny had many responsibilities and accomplishments, working within the same market space as many of UPF's existing customers.



In his position at UPF, Danny supports the development of the UPF wrecker body program for existing inquiries and orders for replacement bodies, and also for existing and new OEM applications.

► FAMA MEMBER



USSC Enters Partnership with Investment Firm Dubin Clark & Co.

USSC has entered into a strategic partnership with Dubin Clark & Co., a private investment firm. USSC will continue to operate its product divisions. The partnership with Dubin Clark will allow USSC to continue its strong growth.

"We are excited to be partnering with Dubin Clark," said Christian Hammar-skjold, CEO at USSC. "Dubin Clark has a strong, national reputation for facilitating company growth and developing new strategies. This partnership with Dubin Clark will enable us to reach our future goals."

"The USSC executive team has created a world class provider of safety and sur-

vivability solutions," said Mike Hompesch, Partner at Dubin Clark. "We were impressed with their strong growth in mature markets, commitment to customer service and unmatched focus on product innovation," added Hompesch.

► FEMSA MEMBER



Veridian Fire Protective Gear

Jon Kemp has joined Veridian as Eastern Regional Sales Manager in support of its growing regional and national account base. Jon has nearly 25 years in sales serving the fire service industry.



Jon is a former fire chief of the Main-Transit Fire Department, a large (100+ members) suburban department in Amherst, New York. He continues to be an active member of the department, maintaining his interior firefighting certification.

An active community volunteer, Jon is also a member of the New York Association of Fire Chiefs; member of the Advisory Council of the Niagara University First Responders Disability Training; member of the Amherst Fire Council; outspoken advocate for individuals with disabilities; and charter board member of C-HOPE.

Jon joined the company because as he said, "Veridian produces an excellent product and its customer service is stellar. I'm excited to be a member of the Veridian team, and look forward to being an integral part of its future growth."

Rob Gilbertson, National Sales Manager said, "Jon's knowledge of the industry and the Eastern territory will be another great addition to Veridian. I am confident that Jon will play a definitive role in providing our customers with the support and service that is a trademark of Veridian."

► FAMA/FEMSA MEMBER

WATEROUS

Waterous Company

Brad Kuhnen has been named OEM Sales Manager. In his new position, Kuhnen will be responsible for building Waterous' sales and customer relationships in the Southeast region of the United States.



"We're excited to welcome Brad to the Waterous sales staff," said Steve Toren, Di-

rector of Sales for North America. "His experience and education will provide the necessary tools to foster the Waterous brand across the Southeast region."

A graduate of the University of Wisconsin – Eau Claire, with degrees in Business Management and Marketing, Kuhnen also brings his experience as Regional Sales Manager at Nordson Extrusion Dies Industries in Chippewa Falls, Wisconsin.

Dominick Monico, Global Executive Director-Sales, Marketing & Business Development, said, "Brad will be an excellent addition to our Sales Department. Please join me in welcoming Brad to Waterous."



Matt Wolf has been promoted to the position of Sales Representative. Previously, Matt worked as the Pump Applications Specialist in the Pump Sales Department. Prior to that,

Matt worked in Engineering in various drafter roles. Matt completed his Bachelor of Science degree in Business Administration in 2014.

Matt will be responsible for developing selected pump OEM customers, their dealer network and assist in the handling of L.N. Curtis and the forestry fire fighting market to facilitate sales growth. ☉

FAMA TECHNICAL COMMITTEE

NFPA 1906, 2016 Edition

Copies of NFPA 1906, 2016 edition are currently available. For more information or to order your copies, visit NFPA.org. This new edition is effective on all apparatus contracted after January 1 of 2016. Changes in this edition include:

- New requirements to Chapter 14 detailing an On-Board Pump-and-Roll Fire-fighting Position
- A new chapter to address Ultra-High Pressure (UHP) fire pumps and associated equipment
- A new chapter stipulating the design of safeguards in wildland fire crew carriers

NFPA 1901 Update

Earlier this year a Notice of Intent to Make a Motion (NITMAM) was filed against the NFPA 1901 standard with the motion suggesting a change to require a minimum seating space width of 27 inches at the hip and 28 inches at the shoulder. This NITMAM was approved by the NFPA Technical Committee during its annual meeting held in Chicago in late June.

During the NFPA Membership Meeting held in Chicago, several representatives of the 1901 Technical Committee were present, spoke in opposition, and tried to educate the NFPA committee about the trade-offs between seating space, vehicle height and cab implications. There was also passionate discussion for the motion, mostly from members of the firefighters union. They emphasized the desire for wider seats, stated that the current seats presented a safety issue, and believed it was a cause for lack of firefighter seatbelt usage. This prompted further input from the 1901 Technical Committee where members emphasized the document is a minimum standard, and that the current wording allowed for wider seats if the fire service desired them. In the end, passion from the fire service prevailed with a favorable vote for the new seating requirement.

This same issue previously had been unanimously rejected as a public comment by the NFPA 1901 Technical Committee during the course of the document's re-

vision cycle. In mid-July, NFPA presented the issue again as an approved NITMAM to the 1901 Technical Committee. The results were the same as the previous outcome from this committee during the revision cycle: a recommendation to the NFPA Standards Committee to revert the language for 14.1.8.1 back to the current verbiage of the 2009 edition.

In late August, the NFPA Standards Council met to review the various positions and views of the NITMAM resulting in a final outcome to accept the NFPA 1901 Technical Committee's recommendation to deny the motion. This conclusion reverts the language back to the text of the NFPA 1901 2009 edition.

Although this may seem to be a small win for now, the importance of the issue to the fire service is apparent and should not be taken lightly.

Copies of the NFPA 1901, 2016 edition will be officially published early this fall with a digital PDF version available initially on September 11th followed by the hard copies on October 2nd. For more information or to order your copies, visit NFPA.org. This new edition is effective on all apparatus contracted after January 1 of 2016. ☉

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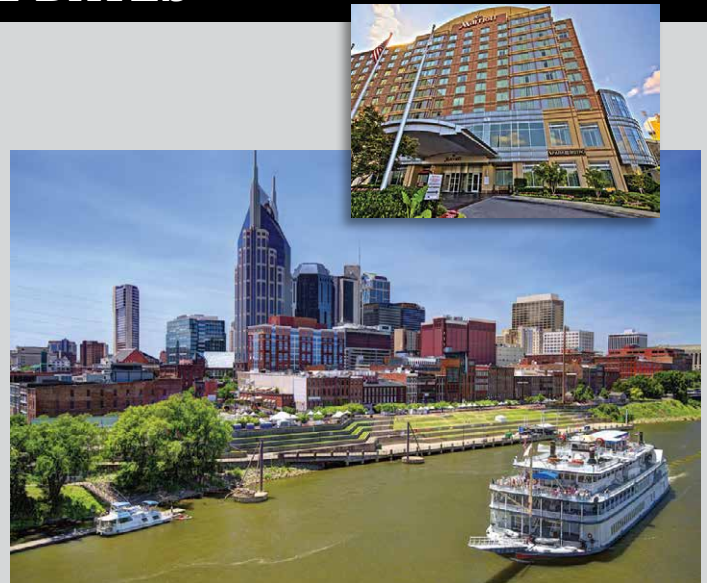
SAVE THE DATES



FAMA Spring Meeting

April 2 - 5, 2016

Marriott Harbor Beach Resort & Spa
Fort Lauderdale, Florida



FEMSA/FAMA Annual Fall Meeting

October 5 - 7, 2016

Nashville Marriott at Vanderbilt University
Nashville, Tennessee