

HITTING A *High Note*



NEWS | SUMMER | 2016

PennWell is the official newsletter partner of FAMA/FEMSA News.

A publication of the Fire Apparatus Manufacturers' Association, Inc. and the Fire and Emergency Manufacturers and Services Association, Inc.

COMING SOON:
FEMSA/FAMA Annual Fall Conference
October 5th to 8th

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By Bill Lawson
FEMSA President

By the time this hits your mailbox, notice to sign up for the 2016 FEMSA/FAMA annual meeting in Nashville will have been released. As usual, we have a limited number of hotel rooms at the special discounted rate, so book early! The program this year is filled with a dynamic list of speakers who will inspire you. Please join me in thanking FEMSA's Bill Van Lent, Janet Wilmoth, the Education Committee, and FAMA's Scott Edens and Grady North for their diligent work in arranging this year's program.

I also thank attendees of last year's annual meeting in Baltimore who completed the feedback survey. We incorporated many suggestions into this year's program. One thing we could not change was the schedule to end the conference after lunch on Friday. Due to our room block contract for this year's event in Nashville and other events booked at the same venue, the hotel could not accommodate a shift in the schedule. However, we have included the new schedule in our hotel contracts for future annual/Fall meetings. We are listening!

Updates on a couple of projects: First is the redesign of the FEMSA website. FEMSA has contracted with PennWell Marketing Solutions to update the FEMSA site. The current website uses old code which does not adjust for the accessing device screen size. In addition, the buyer's guide needed a search feature to allow end users a better experience in finding information about FEMSA members' products and services. As part of this upgrade, every member company will be asked to review their web profile information. When you receive the email request, please check to be sure your information is current. This information will be critical for the buyer's guide to work to drive end users to your company.

Another project underway is the digitizing of the User Information Guides (UIGs). Member companies that participate in the UIG program will have access to UIGs through a new secure web portal. Each company will have a choice to either continue with printed guides or provide their customers access to a digital copy. The new UIG program will be revealed at the annual meeting with a goal to implement the new UIG program in 2017.

Board members acknowledge and appreciate Judy Weigand's service on the FEMSA Board. Judy's company, Amkus, was purchased earlier this year; and Judy has decided not to stay with the new company. Per the bylaws, Judy must step down from the Board. We will miss her enthusiasm and commitment, and we wish her and her family well. The Board has appointed Crosby Grindle of FireRescue GPO to finish out Judy's term. Crosby has been an active FEMSA member for many years, and the Board is pleased he can devote more time to FEMSA as a member of the Board.

I look forward to seeing you in Nashville! ☺



By David Durstine
FAMA President

Change: It can come easy. With the rate of technological growth, demand for immediate information, and the economy truly being global, change is now a normal state of the world. However, change does not come easy! It is human nature to resist change, but at some point we need to embrace it.

The fire service is no different. The leaders of yesterday are no longer the leaders of tomorrow. We are seeing the passing of torches to our industry's youth, and with that we are seeing change. Soon the old adage, "80 years of progress impeded by tradition," will become a statement of the past. We need to prepare ourselves as an organization and as member companies to cope with imminent change. We need to begin by conditioning our minds to think differently. If we do so, we can embrace change and drive ourselves and our businesses forward more effectively.

Think about FAMA and all the changes we have been challenged with and faced over the last year. From the retirement of Karen Burnham and the appointment of Sonya Kelly, to the new Board structure going from seven to nine members, an annually progressive structure to a series of two-year term offices, and a progressive executive structure. You may ask, how did we manage all this change without a coup? It wasn't easy, but the Board took five simple steps to achieve these milestones:

1. *Take the time to watch and listen*—Change was looming, and with careful watching and listening to members, the Board was able to settle concerns or anxieties and prevent potential negative impacts.
2. *Open the doors of communication* – People look to leaders for solutions, especially in times of stress and challenge. We worked to overcome this with transparency, opening the lines of communication between the Board and our membership with regular updates about all aspects of the changes in process, and continually encouraging input.
3. *Fix what we can* – We evaluated all input from the membership and fixed those things we had control over as quickly as was practical.
4. *Remain positive and look for opportunity*—A positive attitude can go a long way! As a Board, we focused on the future and looked to members to implement initiatives, seek solutions, and continue to contribute new ideas. We evaluated our policies and procedures, and reworked them while proposing alternatives with an end goal in mind.
5. *Train and prepare* – We educated members to prepare them for what would be different. Our communication plan, as well as selective transitioning of responsibilities to new staff, helped prepare everyone for new roles and responsibilities.

Bottom Line: FAMA is no different from our member businesses. I think we all have done a great job with the organization's changes so far, and I look forward to keeping the progress moving forward. While our crystal balls may not be capable of telling us exactly what is around the corner, reviewing the five steps above may help you implement change within your business and help everyone cope. A little time spent on this now may save a lot of time later. ☺

WELCOME NEW FAMA MEMBERS



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Demers Ambulances is a leader in design, manufacture and distribution of ambulance and rescue vehicles.



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Another Banner Hill Day



BY DAVE GATTON
GAC CONSULTANT

Despite the unorthodox political season, one thing hasn't changed: the Fire Services coalition, consisting of 12 organizations, is strong and unified in its support of key federal Department of Homeland Security programs that help first responders protect people daily.

Forty-five FAMA and FEMSA members convened for Hill Day 2016 in Washington, D.C. May 4-5, 2016, to make visits to 110 congressional offices encouraging them to again support and increase funding for the Assistance to Firefighters (AFG) and SAFER grant programs. Meeting with both House and Senate Appropriations Committee staff and individual congressional offices, the 11 FAMA and

FEMSA teams called for funding AFG and SAFER at a combined \$810 million (\$405m each) for the coming fiscal year.

Last year the coalition's efforts were successful. Congress added \$10 million to bring the Fiscal Year (FY) 2016 funding total for each program to \$345 million. This year the groups hope to continue that trend of increased funding for FY 2017. The group also called for the U.S. Fire Administration to be funded at \$45.6 million and the Urban Search and Rescue System at \$50 million for FY 2017.

Given the presidential election year, it is unlikely that Congress will be able to pass individual agency appropriations bills. Instead, it is likely that bills passed at the appropriations committee level will be rolled into either a short or long-term omnibus appropriations bill. If

it is short-term, Congress may have to return for a so-called lame duck session of Congress after the fall elections. The bottom line: no one knows for sure how this year's appropriations process will unfold. What we do know

is that our advocacy works. Continuing to educate Congress on the importance of these programs is essential to their survival.

Speaking of survival, one critical item that must be addressed, either in this session of Congress or early in the new Congress next year, is the reauthorization of the AFG and SAFER programs. The programs' current authorization contains a "sunset provision" which means the programs expire unless reauthorized. The Fire Service coalition is promoting a straightforward reauthorization that maintains the current structure of the AFG and SAFER programs, extends their authorization for five years, removes the sunset provision, and makes technical changes to the waiver language of the SAFER program. During Hill Day, FAMA and FEMSA members gave top priority to seeking Congressional support for the reauthorization.

CFSI Fire Dinner

This year was another stellar Fire Dinner sponsored by the Congressional Fire Services Institute on May 5th. Agriculture Secretary Tom Vilsack keynoted the event by talking about his personal experiences of being a mayor of a small Iowa town and the importance of the volunteer firefighters and emergency response personnel. It was an emotional account.

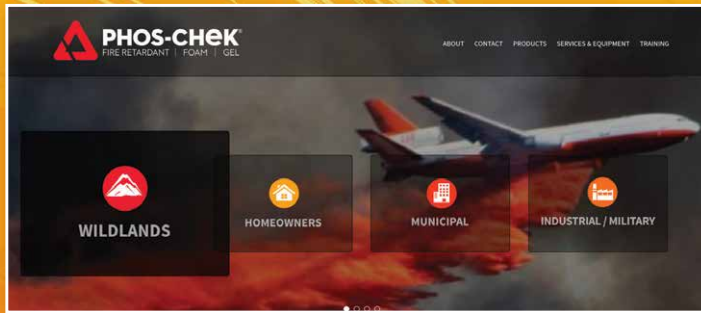
When he turned to his current duties, the Secretary astonished the audience by saying that the cost of fighting forest fires would soon consume over 50% of the Department of Agriculture's entire budget. His public policy plea was to treat forest fires as natural disasters, which they are, and, therefore, fund them as emergencies, not part of the department's core budget.

All in all, it was another well-planned event for which CFSI should be commended.

This year we will have our work cut out for us, both in securing FY 2017 appropriations levels and securing the AFG and SAFER reauthorization. It's an "all hands on deck" call for all FAMA and FEMSA members to engage their congressional delegations. The FAMA/FEMSA GAC stands ready to lead you into the charge. ☉



Fire Industry Knowledge Coupled with Data and Creativity!

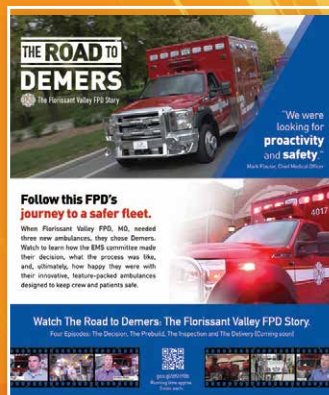


YOUR CHALLENGES

- How do you grab a firefighter's attention?
- Ready for a new message?
- Need to increase market share?
- Entering a new market?

OUR SOLUTIONS

- Website design: SEO optimized and mobile responsive
- Print ads, rich media ads, HTML emails
- Brand messaging
- Media planning and campaign strategy
- Event planning: sales, customer and dealer meetings
- Social media strategy
- Brochures
- Trade show signage and display
- Lead gen and thought leadership programs



**Our clients share many of these challenges.
Ask how we can help you!
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FEMSA Statistics – Like an Extreme Sport, Only Different

BY MIKE NATCHIPOLSKY, BOARD LIAISON
FEMSA STATISTICS COMMITTEE

When I left the glamorous position of FEMSA Treasurer to take on the role of Board Liaison to the FEMSA Statistics Committee, my first thought was, “When it comes to excitement, how do you top the rush of preparing a balance sheet?” Well folks, the statistics program is even more exciting. Extreme number crunching and graph creation is like high altitude parachuting while riding an angry bull. While that might be a slight exaggeration, I encourage you to take a look at the following high-level summary of the data.

The goal of the statistics program is to give our member companies access to data they can use to help them make business decisions. All member companies can access the archive of statistical data in the secure member documents area of FEMSA.org. This data is relevant to your business, and can help with forecasting and benchmarking your company’s performance.

Don Welch, President of turnout gear and boot manufacturer Globe Manufacturing, says: “The data from the FEMSA statistics program has been helpful to Globe in a couple of ways. First, we can track the year-to-year changes in the overall size of the primary PPE markets we serve. Second, the data allows us to see trends in some specific market segments (i.e. international) which helps us to better allocate our sales, marketing and product development efforts.”

The charts below illustrate some general trends that can be observed by looking at data collected over the past nine years.

Market Recovery

For a variety of reasons, the fire service was slow to feel the effects of the great recession, which officially lasted from December 2007 to June 2009. In part, the reasons for this may include:

- Many FD budgets are based on property tax revenue, which is not necessarily adjusted annually.
- Expenditures with long purchase cycles may be budgeted a year or more in advance.

While the fire service was slow entering the recession, it was also very slow to recover.

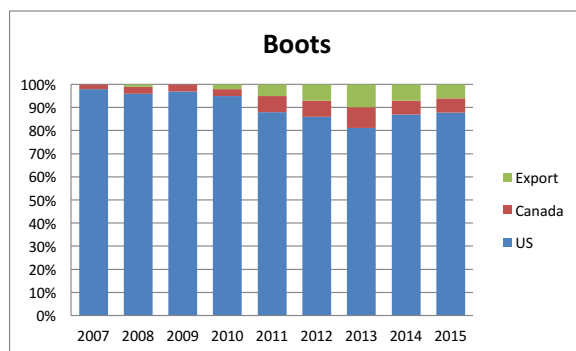
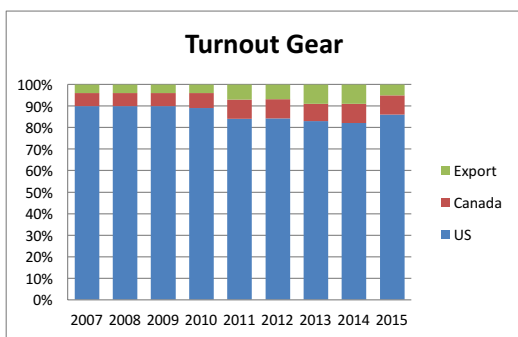
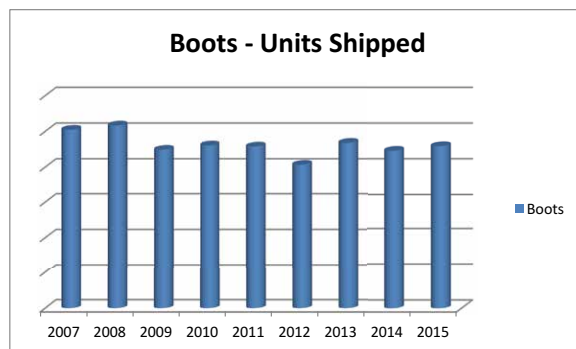
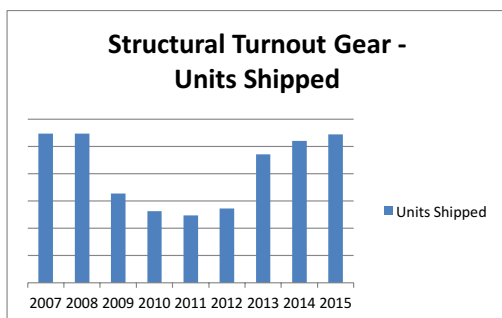
number of units shipped has returned to pre-recession levels. Over the past several years, the trend has continued upward.

The other observation that can be made here is that manufacturers appear to have reacted to the decrease in domestic sales by increasing export sales.

Boots, including structural and proximity (both rubber and leather), are the other item currently being tracked. The boots data presents a less obvious pattern. This is likely due in part to the fact that they are purchased both by departments and individuals.

Like turnout gear, there has been an increase in the volume of export sales over the years.

Thanks to the cooperation of the participating companies, FEMSA is able to pro-



One of the best illustrations of this is the number of units of structural turnout gear shipped during this period.

Certainly, variables can affect the numbers, but structural turnout gear is an ideal product to track since most departments outfit their personnel with gear, and it is not typically purchased by individuals. In looking at the chart above, you can see that the

vide this benefit to all member companies. We hope to expand the program in the future. Statistics Chair, Cindy Morgan, is working with manufacturers to begin collecting data for other market segments. Stay tuned, and again, I encourage you to feel the excitement, and take a look at the data in the secure member documents area of the website. ☺



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**ANSWERING THE CALL
FOR 90 YEARS**



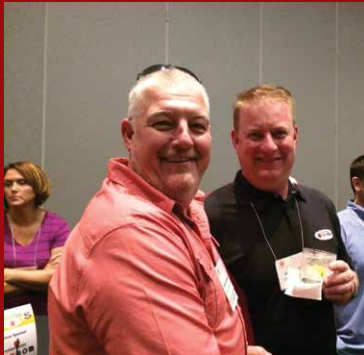
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INDIANAPOLIS, INDIANA
INDIANA CONVENTION CENTER
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FDIC.COM

FAMA Spring Meeting Scrapbook



FAMA 2016 AWARDS



Best Dressed–Rick & Denise Fix



Good Egg–Chick Granito



Tube Steak–Jason Nawrocki



Star Achiever–Bruce Whitehouse



Golf Tournament Winner–Jeff Wegner



Past President–Philip Gerace



Goodwill Ambassador–Patti Darley



2016 Board and Professional Staff

I-r: Curt Ignacio (Secretary), Jeff Darley (Director-at-Large), Sonya Kelly (Business Manager), Scott Edens (Vice President), Bruce Whitehouse (Past President/Director-at-Large), Steve Toren (Treasurer), Bev Lowery (Director-at-Large), Mike Schoenberger (Director-at-Large), Jim Juneau (Legal Counsel), Phil Gerace (Immediate Past President), and David Durstine (President)

Richard Hadden Presents 'Contented Cows STILL Give Better Milk'

BY JASON NAWROCKI

Richard Hadden, co-author of the book, *Contented Cows STILL Give Better Milk*, took the FAMA audience through a deep dive into how to lead a fully engaged team. The premise of his presentation: creating a focused, engaged and capably led workforce is the BEST thing you can do for your bottom line.

Mr. Hadden stated that research shows employees are the single most valuable asset of an organization, and then followed up by asking the audience to “prove it!”

Companies need to be asking themselves, “what is our reputation in the community and the industry (ies) we serve?”

“What is it really like to work for our company?”

Hadden used an example of a sign he had photographed while on a trip in Nebraska. Nebraska is coined as the home of Arbor Day, however the placement of this sign doesn't exactly back up the statement.

Reputation recruits, reality retains and leadership matters! Hadden stated that leadership is the single most important factor in a company. Leadership is earned and is not based on technical skills. He said that companies often struggle with identifying good candidates for leadership roles, often promoting a person or persons to a leadership role because they excelled at their job. It is presumed the best next step is to place that individual in a managerial or leadership role. Sometimes this is not the best answer and could potentially do more harm than good for the new manager, the company, and the employees now working for that person.

Hadden highlighted some “Contented Cow” companies that live by the golden rules of treating people the right way. The performance analysis of these companies showed significant profits and revenue vs. non-contented cow companies.

Contented Cow companies do three things very well and these three things have a direct correlation with success, profitability and an engaged, motivated workforce.

Contented Cows Are:

1. Committed. Where people can be the best they can be on a daily basis... when they know what is expected of them... understand that reward is linked to performance... and BELIEVE they can make a difference. They will go BEYOND expectations, and great things will start to happen. Committed employees are game changers. They are the only employees capable of delivering the kind of quality and service needed to compete and win.



2. Enabled. Employees need to be given the right tools and training, because personnel want to be confident in their confidence. It is important for employees to know their work has purpose and is meaningful. Hadden used an example of a factory that made IV bags for the medical industry. Work became mundane for the employees who made the IV bags day in and day out, because they didn't fully understand the impact or purpose of the product they were manufacturing. When the employees were shown how the products of their labor were making a difference in the medical community, they felt empowered and a spark was lit. At that very moment, the employees discovered the purpose and meaning of their jobs.

3. Cared About. People reserve their very best efforts for people who care and value their efforts. It is important for companies to tell the truth and say thank you to their employees. Leaders should feed the troop's mentality. Everyone is hungry, ask the question—what are they hungry for? ☺

Mark Light's Presentation on Economic Indicators

BY SAM MASSA

Mark Light from the IAFC gave a presentation reflecting on some of the details of our current economic state. Mark spoke about the American workforce, municipal bud-



gets and trends, and some of the legislative issues facing the fire service related to government funding over the next few years. He discussed some indicators of post-recession growth: things like the stock market, percentage of the population on food stamps, municipal funding and budgets, employment rates, etc.

In the job market, more people are entering the work force than have in recent years. Unemployment is around 5%, which equates to roughly 93M Americans out of a job. Of those re-joining the work force after a short period of unemployment, workers can expect a 20-30% reduction in salary than they may have had prior to a layoff pre-recession. It was unclear if this unemployment data was an indicator of growth or recession, however, one of the most interesting data points was that one-in-three people are dealing with a debt collector of some sort, and that the average debt is \$5,100.

The report on municipalities, specifically as it relates to fire departments, was very

interesting. Overall, the fire service is doing a great job preventing fires. The number of fire calls is down, the number of medical calls is WAY up, and the planners in charge of overseeing fiscal areas of the public safety sector sometimes do not see eye-to-eye with fire chiefs who are asking for new equipment. City managers want effective service (as determined by the public), and efficient use of taxpayer money to do the job. The public wants quick response and a job well done. Despite what the public actually wants, the fire service wants to convince the public that a specific number of trucks on scene in a specific amount of time is of paramount importance.

This presentation was for business people serving the apparatus needs of the fire/rescue industry. Of all the trends and indicators discussed, the best summary one can draw is that the economy can go up, it can go down, but either way, if we want to be successful in the future, we all need to embrace EMS. ☉

Robb Zbierski – The Memory Guy

BY CHRIS CROWEL

Who could forget the Spring Meeting presentation by the memory guy, Robb Zbierski, from Freedom Personal Development? This fun and interactive presentation for members and spouses encouraged all to “train their brain.” Our memory isn’t good or bad – it’s either trained or untrained...and stress is the number one killer of memory.

Robb shared that the benefits of a better memory leads to success through greater efficiency, reduced stress, and improved customer relationships. When we remember things about our customers, it leads to greater trust, additional business opportunities, and grows our relationship with them.

On your next customer visit, you might try one of his tips on how to remember

names by slowing down and listening, using the name two or three times in the first thirty seconds, and using the name again as you leave.

After an interactive virtual tour of the conference room which included big piles of keys, goal posts on fire, silverback gorillas, and more, Robb explained this illustrated the three parts of remembering – file, image, and glue. Our memory thinks in images (goal post), but we need a filing system to store those images (area of room), and the use of action or emotion to stick those images on the right file (on fire). Creating a mental picture book with impactful images can help us remember without “memorizing,” and is a more powerful way to enable presentations without speaker notes.



For more information about discovering your memory power, check out Robb's speaker packet, presentation, and order form in the member's area of the FAMA.org website. ☉

NHTSA – National Highway Transportation Safety Administration – What you need to know!

BY DOUG MILLER

Safety is defined as, “the condition of being protected from, or unlikely to cause, danger, risk, or injury.”

In the emergency response world, safety is always at the forefront. Emergency responders rely on safe apparatus to transport them to and from wherever they need to perform their duties.

For FAMA member companies, safety is paramount when designing, building and servicing emergency response apparatus. In the past several months, there has been increased focus on the National Highway Transportation Safety Administration (NHTSA) regulations, and how apparatus and component builders may be affected by the agency’s oversight.

Wes Chestnut, FAMA Technical Committee Co-Chair, continues to educate members on what is expected of them as it relates to NHTSA. At the recent FAMA Spring Meeting in Ft. Lauderdale, Wes presented an insightful program, “A Changing Culture on Motor Vehicle and Motor Vehicle Equipment Safety.” There is a new “normal” at NHTSA of which member companies need to be aware. The requirements of NHTSA are not just for apparatus vehicle manufacturers, but for equipment and component manufacturers that supply the apparatus builders as well.



At the FAMA Technical Committee Meeting in Indianapolis during FDIC, Wes arranged and introduced our guest speaker, Bruce York, from the NHTSA Office of Defects Investigation. Mr. York presented a very informative and in-depth review of the various components of the laws and activities of the agency and how it relates to emergency apparatus and components. His key message was to maintain open communications with the agency.

Look for more programs on this subject at future FAMA events. York’s and Chestnut’s presentations are available in the secured section of the FAMA website, now called the Vault. Ignorance of the law is no excuse! ☺

Thanks to Technical Committee Sponsors



From left to right: Roger Lackore (Committee Chair); Samara Hamilton, Spartan Emergency Response; Bev Lowery, H.O. Bostrom Company; Jason Nawrocki, Waterous Company; Wes Chestnut (Committee Chair)

Congratulations to Chris Crowel!

Chris received the FAMA Technical Committee Chairman’s Award for his steadfast commitment to the committee.



Featured in photo: Roger Lackore, Chris Crowel, Wes Chestnut

Third Annual FDIC International/FAMA Showcase Covers UAVs

BY CHRIS MC LOONE

At the third annual FDIC International/FAMA Showcase, Matt Sloane, of Skyfire Consulting, provided a presentation on unmanned aerial vehicle (UAV) use in the fire service.

Sloane discussed the capabilities of drones, use cases, technology considerations, limitations, legal considerations, what's coming, and recommendations for implementation.

There are a variety of applications for UAVs in the fire service. Although there

are many hobbyists who use them regularly, they can be tools for fire departments to use for fire surveillance, hazmat incidents, damage assessment, and training exercises, among others. Whatever application a department chooses to use a UAV for, Sloane recommends ensuring that the camera on the unit is a high-definition camera, and that departments buy a UAV that is "future-proof." By that, he means that fire departments should look into buying UAVs that are upgradeable so that a few years down the line, they are not faced with buying entirely new systems.

Many questions during the Q&A revolved around putting a program in place. Sloane had several implementation recommendations. There are questions a department must answer when getting ready to put together a UAV program. For example,

when would it use a UAV? Who would fly it? What is the budget? Departments must consider public support of the program, and may want to consider having an info session covering the program. Local government support is also key, as well as training and learning about FAA requirements.

At the end of the presentation and Q&A, W.S. Darley & Company and FAMA representatives awarded a UAV, provided by W.S. Darley & Company, to Will Hall of the Spartanburg (SC) Fire Department. ☉



PennWell/FDIC Supports the FAMA GAC and More

Special thanks to PennWell/FDIC for their generous contribution of \$25,000 toward FAMA's governmental affairs efforts and other critical advocacy activities.

PennWell's loyalty and generosity are very much appreciated. This contribution is made to benefit the health and safety of the fire service, as well as FAMA member companies. In partnership with a number of other fire service organizations including the IAFC, IAFF, NVFC, CFSI and many others, FAMA works with legislators for a stronger and safer fire service. ☉



Eric Schlett (VP, PennWell Fire Group), Steve Toren and David Durstine (FAMA Board officers)

WELCOME NEW FEMSA MEMBERS



FF1 PROFESSIONAL SAFETY SERVICES

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FF1 Professional Safety Services is a premier provider of high quality First Responder products and services. Our growth and expansion into not only equipment, but professional services, has led us to take a big step and rebrand the company [formerly named Firefighter One].



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toddkatz@tomsmithfire.com
www.tomsmithfire.com

Tom Smith Fire is a fire equipment distribution company that primarily supplies equipment to Department of Defense organizations around the world.

FEMSA's Education, Insurance and International Trade Committee Sets the Stage for Annual Fall Meetings

BY GREG TORITTO, CHAIR

The Education, Insurance and International Trade Committee (EIITC) is thinking ahead to October, and working diligently to recruit a well-rounded slate of speakers for FEMSA/FAMA's Annual Fall Conference in Nashville, TN. One of the committee's primary functions is to work together with the FEMSA and FAMA boards to define the best speakers and topics to inform, educate and entertain the associations' broad and diversified memberships. Janet Wilmoth, the committee's FEMSA board liaison, stated, "The EIITC has expanded in recent months, welcoming a number of new members who bring unique perspectives, con-

tacts and ideas to the group. We have taken this opportunity to look back at the topics and speakers that worked well in the past, while also doing our best to bring some new faces and timely, topical sessions to the program."

In its evolving role, which now includes the areas of insurance and international trade, the EIITC is specifically responsible for coordinating much of the joint FEMSA/FAMA portion of the meetings. In 2016, this includes a slate of exceptional featured speakers, an informative "Next Generation Chiefs" panel, and the return of the popular "Fire Lanes" series, which provides members an opportunity to attend two of four 40-minute seminars that best meet their

needs and interests. While the committee is still putting the final touches on the program, here are some highlights you can expect to see in Nashville:

Featured Speakers

- Colonel Royal P. Mortenson, USMC (ret.); director, Illinois Fire Service Institute. Drawing upon his experience in the U.S. Marine Corps and the fire service, as well as his studies at National War College and National Defense University, Col. Mortenson will discuss how to be an effective leader and manager.
- Jerry Jasinowski: Widely recognized as an expert in economic issues affecting the manufacturing sector, Jasinowski

FEMSA Education, Insurance and International Trade Committee

Committee Chairs

Crosby Grindle, President, NPPGov

Greg Toritto, Group Publisher, Firehouse

Committee Members

Nick Bruckner, Vice President–Digital Media, Praetorian Digital

Nathan Calabrese, Vice President International Sales, Task Force Tips

Rod Carringer, Chief Marketing Officer, Task Force Tips/Amkus Rescue Systems

Patrick J. Hull, Owner/Agent, Jacobs-Weber Insurance

Blake J. Kaus, Vice President & Director of Leasing, Community Leasing Partners

Rose Smith, Sales/Marketing, Jacobs-Weber Insurance

Matthew Wolf, OEM Sales Manager, Waterous Company

Board Liaisons

Janet Wilmoth, Owner, Wilmoth Associates (FEMSA)

Scott Edens, President/CEO, Fouts Bros (FAMA)

is a popular speaker and frequent guest on prominent cable news networks, such as CNBC, Bloomberg and Fox Business. As the past president of the National Association of Manufacturing and the Manufacturing Institute, Jasinowski will bring a well-suited perspective to this year's economic forecast presentation.

- Adam K. Levin: As the author of "Swiped: How to Protect Yourself in a World Full of Scammers, Phishers, and Identity Thieves," and a consumer advocate for more than 30 years, Levin's mission is to educate consumers, businesses and lawmakers about identity management, privacy, and credit and security issues. He is a regular contributor to several news organizations, including ABC News, the Huffington Post, and MarketWatch. Levin is a former director of the New Jersey Division of Consumer Affairs, the current chairman and founder of IDT911 (Identity Theft 911), and the co-founder of credit.com.
- Jack Clark: Clark currently serves as UC Berkeley's varsity rugby head coach. Clark utilizes real social science from both an organizational behavior and a leadership curriculum, and combines

the "laboratory setting" provided by the teams he has coached. His presentation will focus on the values and dynamics of high performance teams.

- Bill Webb: Webb returns this year with his insights on Capitol Hill, and an update on efforts of the Fire Coalition led by the Congressional Fire Services Institute.
- David Gudinas: As FEMA's Deputy Director for Grant Operations, Gudinas will provide guidance on the AFG and SAF-ER programs.

Fire Lanes

Building on its success last year, and the popular Fire Drill program in years past, the Fire Lanes series returns in 2016. This unique program provides attendees with an opportunity to customize their conference experience by choosing the two sessions (from a total of four) that suit them best. Fire Lanes creates flexibility that allows attendees to focus on the education that interests them the most. The feedback from our membership was excellent last year, so we are continuing with the format again in 2016. A nice aspect of Fire Lanes is the ability to utilize our own FEMSA/FAMA members to fill some of the speak-

er slots. The FEMSA and FAMA memberships include many experts in a broad range of business and fire service topics, so it makes sense to leverage that knowledge for the good of the group.

The EIITC is still fine-tuning the Fire Lanes lineup, but there are already three excellent topics on the schedule. Jeff Berend, partner, RedFlash Media, will look at how and why companies should build the question "why?" into their marketing strategies and messaging; Nathan Calabrese, Vice President of International Sales, Task Force Tips, will discuss the plethora of social media platforms available, their purposes, and how to benefit from them; and Roxanne Reyna, brings a new perspective on the topic of managing millennials in the workplace. (A fourth presentation is pending.)

Spotlight on Chiefs

The Spotlight on Chiefs will be a panel discussion with a focus on the next generation of chiefs and fire service leaders. The goal of this session is to help FEMSA and FAMA members better understand the changing roles and needs of fire service leaders through an interactive program, including a Q&A session and real-time audience polling. As the use of cutting-edge technology and data becomes more prevalent in departments across North America, this discussion promises to provide valuable insight into a key group of decision makers and customers. A minimum of three chiefs will be included on the panel, including Chief Bill Boyes from Barrie, ON, and Chief Tony McDowell from Henrico, VA.

The EIITC is looking forward to another great event in Nashville this year, and we certainly hope you can join us in Music City, USA. In addition to the excellent conference program, the FEMSA/FAMA meetings provide attendees a one-of-a-kind opportunity to get to know their industry colleagues better, network with representatives from the fire service and the industry, build a sense of community in a storied and proud industry, and have some fun. What more can you ask for? See you in Nashville! ☉

HITTING A High Note



FEM

FEATURED SPEAKERS



Col. Royal P. Mortenson

During his 29+ year Marine Corps career, Col. Mortenson commanded at the infantry platoon, company, battalion, and regimental level. He served at the Marine Corps Officer Candidate School, Quantico, VA as a platoon commander, company executive officer and Assistant Operations Officer. He currently serves as Director of the Illinois Fire Service Institute, University of Illinois, Urbana-Champaign.



Jerry Jasinowski

It is easy to understand why Jerry Jasinowski is sought after as a speaker and frequent guest commentator on network and financial news programs. From the early days of Meet the Press to the many current popular cable network business shows, his insights on a wide range of business and economic topics, especially the state of US manufacturing, continue to be valued.



Adam K. Levin

A consumer advocate with more than 30 years of experience and a nationally recognized expert on security, privacy, identity theft, fraud, and personal finance. A former Director of the New Jersey Division of Consumer Affairs, Mr. Levin is Chairman and founder of IDT911 (Identity Theft 911) and co-founder of Credit.com. Adam Levin is the author of "Swiped."



Coach Jack E. Clark

The iconic varsity rugby coach at the University of California /Berkeley. His team-building abilities are considered legendary within university circles and throughout the corporate sector. In his 33rd year as head coach of the Golden Bears, Clark has led the rugby program to 25 National Collegiate Championships. He enters the national semifinals of the 2016 season with an all-time collegiate coaching record.



Bill Webb

Bill has served as Executive Director of the Congressional Fire Services Institute (CFSI) since 1995. CFSI is a nonprofit, nonpartisan policy institute designed to enhance congressional awareness about the concerns and needs of the fire and emergency services. Bill works closely with members of Congress and fire service leaders to sustain support on Capitol Hill for programs and legislation that benefit our nation's fire and emergency services.



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. He has spent the majority of his career supporting the fire & emergency services through a variety of non-profit, for profit and government positions.

NEXT GENERATION CHIEFS' PANEL



Chief Bill Boyes

Bill Boyes is the Fire Chief and Director of Emergency Services for Barrie, ON Fire and Emergency Service. He is a PhD candidate in human resources management, which supplements his Master's degree in public policy and administration, and Bachelor's degree in public management from the University of Guelph.



Scott Edens (Moderator)

Scott Edens is the President and CEO of Fouts Bros Inc., a manufacturer of fire apparatus. He is also responsible for Smyrna Truck & Cargo, a wholly-owned subsidiary of Fouts Bros Inc. Scott serves on the FAMA Board of Directors.



Rod Carringer (Moderator)

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.



Chief Tony McDowell

Chief McDowell plans, directs, coordinates and oversees the activities of the Henrico County Division of Fire, an all-hazards metro-class fire department with 549 employees and an annual budget in excess of \$55 million.



Chief Scotty Bush

Scotty Bush joined the Hendersonville Fire Dept. in 1991, and became a Division Chief in 2014. He served as a recruit firefighter trainer over 14 years, was the department's Infectious Control Officer, and the EMS-based training educator. He serves as a Fire Investigator, is on the Tennessee Child Death Review Board, and is an adjunct EMS Instructor for Vol State Community College.

FIRE LANES



Jeff Berend

Jeff has worked with top organizations in public safety and emergency services for more than 25 years. As a partner with the RedFlash Group, a national strategic marketing consulting firm focused in public safety and healthcare, Jeff helps drive the growth and success of dozens of clients.



Roxanne Reyna

In her role as Senior Human Resources Director for Gallagher Benefits Services' South Central Regional team, Roxanne works closely with over 500 employees. Her focus is in the areas of HR that relate to the employees and management of the firm.



Nathan Calabrese

Nathan Calabrese is Vice President of International Sales for Task Force Tips. As an avid user of all social media platforms, Nathan enjoys helping people to use social media in a way that breaks it down into smaller pieces. Explaining the differences between platforms, why each one is important, highlighting the benefits, and getting the audience comfortable with them are a few of his goals.



FOLLOW THE FEMSA GROUP ON LINKEDIN FOR UPDATES.



ISA

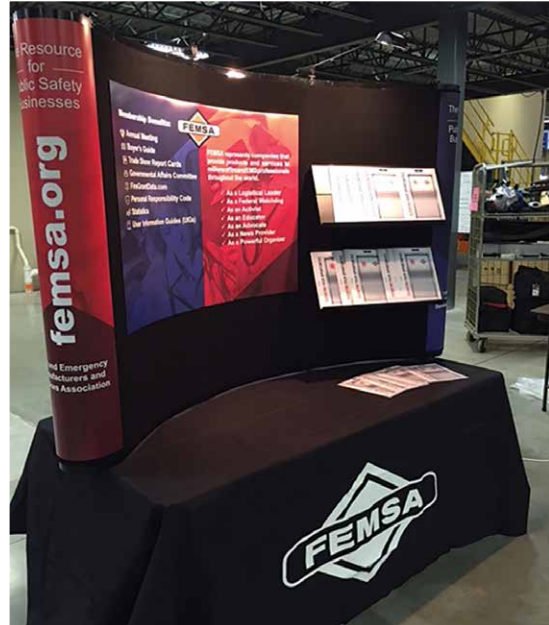


FAMA

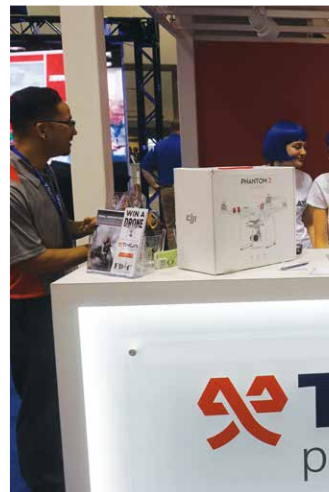
2016 Annual/Fall Meetings | Nashville, TN | Oct 5-8

Arrival	Wednesday - October 5, 2016 - Hospitality 3pm-11pm
12:00 pm - 12:30 pm	FEMSA Board Lunch
12:30 pm - 2:45 pm	FEMSA Board Meeting
3:00 pm - 4:00 pm	Joint FAMA/FEMSA Boards
4:00 pm - 6:00 pm	FAMA Board Meeting
Thursday - October 6, 2016	
7:00 am - 7:30 am	FAMA Board Breakfast
7:30 am - 10:00 am	FAMA Board Meeting w/Committee Chairs
7:30 am - 8:30 am	FEMSA Member Breakfast
9:00 am - 10:00 am	FEMSA Annual Business Meeting
10:00 am - 10:30 am	Break (FEMSA)
10:30 am - 11:30 am	FEMSA Annual Business Meeting
11:30 pm - 1:00 pm	Lunch Break (on your own)
	FEMSA/FAMA Joint Session
1:00 pm - 2:15 pm	"Economic Forecast, Political Changes & Impacts" - Jerry Jasinowski, Frm. NAM President
2:15 pm - 2:45 pm	Washington Update - Bill Webb, CFSI
2:45 pm - 3:15 pm	AFG Update - David Gudinas, FEMA
3:15 pm - 3:45 pm	Break (FEMSA and FAMA)
3:45 pm - 5:00 pm	Keynote - "Leadership Maxims for the Individual: 12 Maxims That Define Who You Are as a Leader" - Col. Royal P. Mortenson, Illinois Fire Service Institute
5:30 pm - 6:30 pm	FEMSA/FAMA Reception
Friday - October 7, 2016	
7:30 am	FEMSA/FAMA Member Breakfast
8:00 am - 10:00 am	FAMA Business Meeting
8:30 am - 10:00 am	FEMSA Caucus Groups
10:00 am - 10:30 am	Break (FEMSA and FAMA)
	FEMSA/FAMA Joint Session
10:00 am - 2:00 pm	Spouse/Guest Program
10:30 am - 11:45 am	"Next Gen" Fire Chiefs Panel - Moderators Rod Carringer & Scott Edens; Panelists: Chief Bill Boyes, Barrie, ON; Chief Tony McDowell, Henrico, VA; Chief Scotty Bush, Hendersonville, TN
11:45 am - 12:45 pm	Lunch (FEMSA/FAMA Members)
1:00 pm - 2:30 pm	"Fire Lanes" (40 min. sessions), select 2-of-4: <ul style="list-style-type: none"> •Social Media Basics: Decoding the Mystery - Nathan Calabrese •Building the "Why" Into Your Company's Marketing and Messaging - Jeff Berend •Managing Millennials with Success - Roxanne Reyna •[TBD]
2:30 pm - 3:00 pm	Break (FEMSA and FAMA)
3:00 pm - 4:00 pm	Presentation: "The Values of High Performance Teams" - Rugby Coach Jack Clark, UC/Berkeley
4:00 pm - 5:00 pm	Presentation: "Swiped" ... Identity Theft & Cyber Security - Adam Levin, Author
6:00 pm - 7:00 pm	FEMSA/FAMA Reception
7:00 pm - 9:30 pm	FEMSA/FAMA Dinner
Departure	Saturday - October 8, 2016

FDIC 2016



FEMSA's new look unveiled at FDIC. Kudos to our marketing team for the graphics design, and to Rod Carringer for creating an overall crisp, clean, and professional presentation.





Trade Show Report Card

BY SUMMER JOHNSTON and GEOFF EVANS

Welcome to our first installment of the FEMSA/FAMA 2016 Trade Show Report Card. In this issue we have the results from Firehouse World. Thank you to Brian Cassell, Group Show Manager of Firehouse World, and to everyone who took the time to fill out this survey.

Please remember to complete the trade show surveys! If you are not the correct person to take the survey in your company, please forward it to the person who is. Thank you!!!



Firehouse World
San Diego, CA
Exhibits: February 2-3, 2016

Positive Comments:

“Better than last year.”

“We had several great discussions with the attendees and they were very engaging.”

Q: Regarding show attendance, the majority of the respondents felt that the volume of attendees visiting the show floor is an ongoing issue. What is the long-term strategy to increase qualified show floor traffic for 2017?

A: Attendees are the product we deliver and our improvements in this area have been incremental. During our 2017 strategy planning meetings we outlined a number of targets for co-location with us to consolidate efforts and events in the western US. While it is premature to share which organizations we are approaching – I’m sure you can guess

many of them. You will see more partnerships and co-locations of events with Firehouse World in 2017 and beyond.

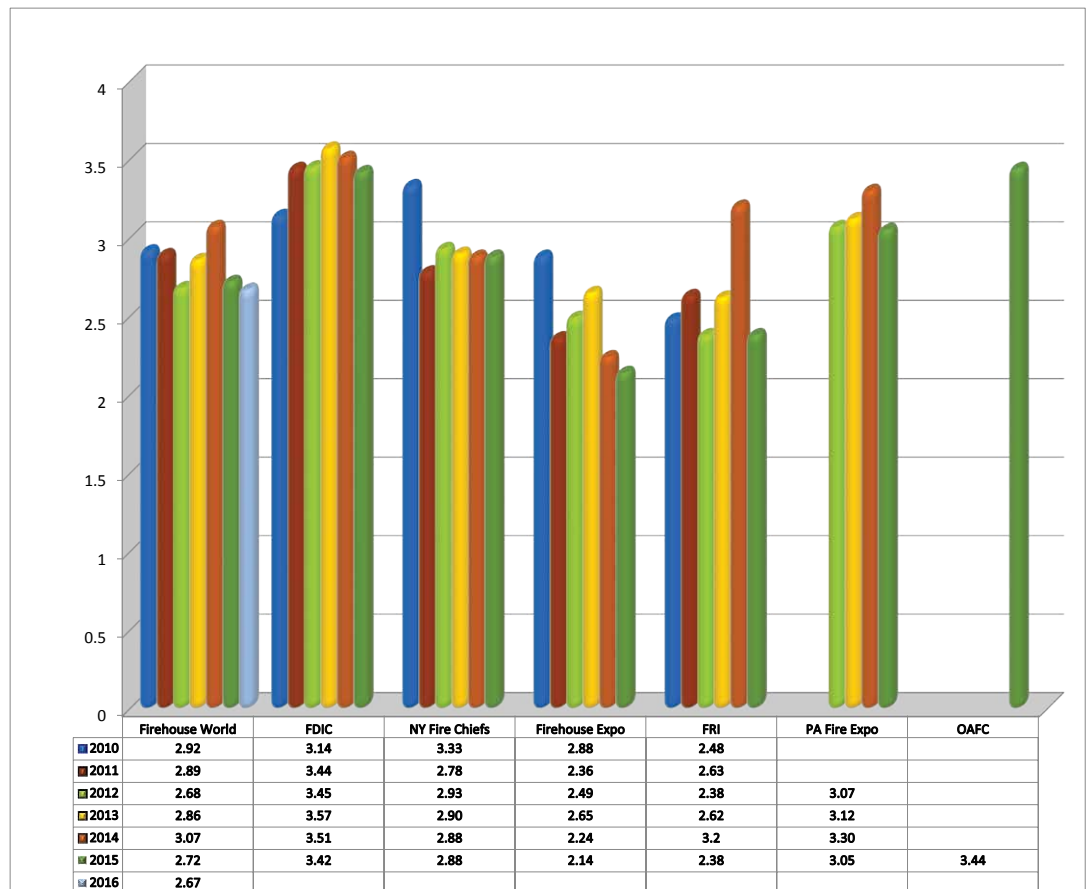
Q: Are there plans to add / bring back hands-on training to help boost attendance?

A: We remain committed to training – and Hands-On training. Our challenge becomes how to make the offerings unique and at the same time keep them affordable. Currently we find ourselves in a situation where the instructor pool available to us is able to run their own training – for the same audience – at a lower price.

If I understand the ask – in addition to more attendees which we discussed – is how to get more equipment in the hands of attendees. We remain committed to that as well. We will be soliciting participation by exhibitors in a Hands-On Training Advisory Committee to both open up how we look at Hands-On training, as well as how to bring more minds and ideas together to determine how we offer this opportunity successfully.

Q: Is any thought being given to changing or rotating the location of the show in the future to see a more diverse mix of customers every few years?

A: There is. We constantly evaluate all of the venues for all of



YEARLY GPA								
TRADE SHOW	2010	2011	2012	2013	2014	2015	2016	Ave
FIREHOUSE WORLD	2.92	2.99	2.68	2.86	3.07	2.72	2.67	2.84
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	2.14		2.46
FRI	2.48	2.63	2.38	2.62	3.2	2.87		2.70
PA EXPO	-	-	3.07	3.12	3.3	3.15		2.37
O AFC	-	-	-	-	-	3.44		3.44
Average	2.95	2.84	2.83	2.95	3.03	2.95	0.38	

2016 ATTENDANCE RESULTS		
TRADE SHOW	EXHIBITORS	ATTENDEES
FIREHOUSE WORLD	254	3,381
FDIC		
NY CHIEFS		
FIREHOUSE EXPO		
FRI		
PA EXPO		
O AFC		

our shows to make sure that where we are holding the event provides the best opportunity for ROI for our customers. We are excited about the recent appointment of Chief Brian Fennessey to lead San Diego Fire and Rescue. Chief Fennessey has been a big supporter of Firehouse World throughout the years and will continue to provide resources, equipment and staff to support Firehouse World. We will continue to evaluate the venue to make sure it's where we can provide the best ROI.

Q: *End user customers are demanding ongoing cost savings from manufacturers and distribution partners in the marketplace. How is the show management addressing event costs to help vendors deliver on the customers' demands? Do you have examples?*

A: We continually work to keep costs down for all involved with Firehouse World. I believe we remain the only major conference that provides the first cartload of freight to – and from – your booth at no cost to you. We pick up that cost.

We include Lead Retrieval – a phone-based app – in the booth cost. We introduced that three years ago, and I believe we are still the only ones doing that.

We've brought back the advertiser discount – providing financial savings for customers that do business with us in print as well as in our events. And we've introduced a discount for FAMA/FEMSA members – just for membership –

creating an additional member benefit to you. Those discounts are not exclusive; rather the advertiser and FAMA/FEMSA membership discounts can be compounded. About 25% of our exhibitors wound up spending less for their 2017 booth space than they did in 2016.

We track the costs – actual costs, as well as increases year-over-year – of our competition, and I am proud to say that I don't see these same efforts to save exhibiting customers money by other organizations.

Other Comments:

A covered staging area was mentioned as a potential improvement.

Not sure if we can find such a location near the convention center

There are reports of exhibitors fielding multiple calls from organizations claiming to be Firehouse World Management trying to sell hotel rooms. You may want to look into this.

We do struggle to keep these companies from bothering our exhibitors; unfortunately, they change phone numbers and company names so often.

The Fed Ex office should be open for the duration of the show hours so vendors can send and receive packages.

We've contacted that office and are working towards extending their hours while we're in the building. ☺

FAMA/FEMSA Partnership with Marriott International

Representatives of the FAMA and FEMSA Boards met recently with Mary Martell, Global Account Executive, Marriott International. Mary discussed her role with Marriott as an advocate for the associations when sites are being considered for future meeting locations. She has provided meeting planning guidance to FAMA and FEMSA for many years, and continues to be a tremendous resource.



Mary is happy to provide direct assistance to our member companies when they are seeking meeting locations and hotels around the world. She also offers "Friends of the Family" rates at all Marriott brands for business and personal travel. These rates are based on availability and usually become available closer to arrival dates when hotels be-

gin to open up their inventory and sell discounts.

To become familiar with Marriott International, visit www.marriott.com, and book directly at over 4200 hotels worldwide. When you sign up for Marriott Rewards–Marriott's Loyalty Program–you will earn points for travel by staying at Marriott hotels. Marriott Rewards has over 49 million members.

You can reach Mary at mary.martell@marriott.com for questions or assistance. Be sure to mention your FAMA or FEMSA membership. ☺

A Look Back ... Glimpse at FAMA's Early Years, 1968 – 1986

BY KAREN BURNHAM

The last issue of the newsletter captured information about FAMA from its inception in 1946 to the late 1960s. There is very little documentation available until the late 1970s when FAMA was managed as a division of the Truck Body Equipment Association (TBEA), but we do know FAMA partnered with TBEA, and was managed by it, starting in 1968. That relationship ended in the mid-1980s.

My most recent search of old FAMA records unveiled binders of meeting minutes spanning 1980 to 1986 that were sent to me years ago by Alan Saulsbury. Mr. Saulsbury also shared other files that take us from 1987 through the mid-1990s when I began with FAMA as the administrative assistant; that data will be shared in an upcoming issue. These records provide information that fills in some valuable puzzle pieces about the association's activities.

I've also contacted individuals who were involved in FAMA in the early days who have helped bridge the gap from the late 1960s to the early 1990s. These individuals have shared their recollections of FAMA's activities during those years. This article covers 1968 through 1986.

Phil Schwab's company, Duo-Safety Ladder Co., was a founding member of FAMA in 1946, and may be FAMA's oldest, long-standing member company today. Phil's father, Irvin Schwab, and Ed Arps were the founding partners of the company with Mr. Arps holding 51% of the stock. When Mr. Arps passed in 1968, Irvin Schwab purchased his interest in the company and became the sole owner. Throughout his affiliation with FAMA, Irvin Schwab attended only one meeting in the early 1980s, although son Phil became quite active starting in the spring of 1972. Phil served as FAMA's President in 1984, and is now FAMA's most seasoned active member who continues to attend Spring membership meetings. Phil was happy to share his memories about the association and the transitions it experienced in its earlier years.

Mr. Schwab recalls that in the 1970s Spring meetings were social events with company officers and their wives, and Fall meetings were considered all business (Management Meetings) and dedicated Technical Committee meetings. The sites for Technical Committee meetings were major airport hotels – Chicago, Detroit, Cleveland, St. Louis, etc. Meetings would last 1-2 days and always related to what was going on with NFPA 19, the predecessor to NFPA 1901. There were very few members on that committee back then. FAMA Technical Committees began in the early 1970s.

Mr. Schwab noted that NFPA 19 Committee meetings were sparsely attended – only six-to-eight people. The 19 Committee did not expand until after 1972 when the National Consumer Protection Act of 1972 passed. That legislation basically said “seller beware v. buyer beware” – everyone was getting sued! It was determined that NFPA Standards were not as ironclad or comprehensive as people thought. The NFPA 19 Committee was expanded to include more members as it is known today, with the committee make-up balanced between industry, fire service end users, and consultants/other professionals.

Mr. Schwab told how in the early days he, representing Duo-Safety Ladder, and Sam Cramer, from Aluminum Ladder, attended the NFPA 19 Committee meetings for many years. After several meetings, Bill Foley who chaired the committee asked why they continued to sit in on the meetings as they were not on the committee. Mr. Schwab's response: “We're having a little problem. Ground ladder people don't have a standard they can fall back on when they get sued.” Mr. Schwab recalls that before this time, ladders were part of NFPA 19, but language was minimal – about four sentences – and that was not sufficient enough to rely on.

It was suggested that maybe NFPA 19 could include ground ladders. They had a



meeting, talked about it, and shortly thereafter Schwab and Cramer were told, “You guys are the ladder experts. Why don't you draft up language for the standard and send it to us so we can look it over.” In the meantime, they served as committee members. The draft language was presented to the 1901 Committee in 1975. The Committee's reaction: that NFPA 1901 dealt only with fire trucks, not ground ladders. Subsequently, Schwab and Cramer drafted and submitted a ground ladder standard to NFPA. They were then voted off the 1901 Committee because they now had their own stand-alone standard.

In the 1970s, when fire departments took delivery of a new piece of fire apparatus, they would transfer equipment from the old truck over to the new truck. It became “recommended” by the NFPA 1901 Committee that with a new truck there should be new equipment; and that's how other standards evolved. Component manufacturers began developing language for standards to cover their products and submitting them to NFPA for approval/adoption; this was primarily due to the National Consumer Protection Act of 1972 which basically said you are liable for anything you make, and if anyone gets hurt, it's your fault.

When companies were being sued, they found the only thing they could fall back on were the NFPA standards. If there were no standards to rely on, companies were losing lawsuits and being put out of business. From 1972 forward, the NFPA Standards became a primary focus in the industry.

Early records reveal that individuals from member companies served as the Executive or Management team of the Fire Apparatus Manufacturers Division (FAMD) of the TBEA. The structure of the team included a President, a 1st Vice President, a 2nd Vice President, a Treasurer, and a Divisional Director. Officers “climbed the ladder” on an annual rotation basis from Treasurer up to President, and the outgo-

ing President would become the Divisional Director. A representative from the TBEA served as the Recording Secretary, preparing meeting agendas, taking meeting minutes, handling financial duties, providing updates on governmental issues, arranging meeting locations, and other tasks covering the management of the association.

Individuals who served as association Presidents from the mid-1960s to 1986 [and Spring Meeting locations] included:

- 1964:** Joe Whitcomb – Maxim Motors [Cooperstown, NY]
- 1968:** Eugene Towers – Towers Fire Apparatus [Chicago, IL]
- 1969:** Richard Young – Young Fire [Savannah, GA]
- 1970:** Robert Hill – Waterous [Lake Geneva, WI]
- 1971:** Walt Rainer – American LaFrance [Lake of Ozards, MO]
- 1972:** Ray Kubec – Akron Brass [Williamsburg, VA]
- 1973:** H. Alfred Eberhart – Hale Products [San Juan, PR]
- 1974:** Douglas Ogilvie – Pierce Manufacturing [Orlando, FL]
- 1975:** Richard Howe – Howe Fire Apparatus [Jamaica]
- 1976:** William Cartwright – FMC [Scottsdale, AZ]
- 1977:** Charles MacRae – FMC [Bermuda]
- 1978:** Gene Morris – Alexis Fire Equipment [San Diego, CA]
- 1979:** Tom McLendon Sr. – Jaco [St. Thomas, VI]
- 1980:** Robert Zoller – Elkhart Brass [Key West, FL]
- 1981:** Jim O'Reagan – Feecon [Cancun, Mexico]
- 1982:** Bill Barnes – Akron Brass [Scottsdale, AZ]
- 1983:** Tom Sutphen – Sutphen Corporation [Marco Island, FL]
- 1984:** Phil Schwab – Duo-Safety Ladder [Hilton Head, SC]
- 1985:** Alan Saulsbury – Saulsbury Fire Equipment [Point Clear, AL]
- 1986:** Earl Everhart – Maxim Motors [Aruba]

According to Phil, Fall meetings were strictly FAMA technical meetings until NFPA expanded in the 1970s and grew with more members on the Committee. At

some point, FAMA decided that Fall meetings should also be social events, much like Spring meetings.

Reviewing old meeting minutes supplied by Alan Saulsbury (1980-1986), we've learned ...

- Spring and Fall Membership Meetings were called "Management Meetings."
- Attendance averaged 40 individuals representing 30 member companies
- Annual membership dues were paid in two parts: to FAMD and to TBEA. Prior to 1982, FAMD dues were \$100 and increased to \$150 in 1982 thru 1985. TBEA dues for the first year were \$325 with the second and additional years at \$650. To be a member of FAMD, a company had to join TBEA.
- FAMA separated from the TBEA in 1985, and became a division of the NTEA in 1986 until the fall of 1989. NTEA dues were \$350 in 1986.
- FAMD's treasury was very small – averaging \$8,000 or less.
- FAMD was a strong supporter of the IAFC, providing input on conference locations, two annual \$250 scholarships, door prizes for conference attendees, and sometimes lunch for conference attendees, all in an effort to bring them to the show floor.
- In 1981 and 1982, FAMD membership included 50 companies; in 1985, there were 47 and in 1986 there were 51 member companies.
- FAMA Technical Committee Meetings became the driving force of the association. Most Technical meetings were held at major airport hotels and would last 1-2 days. In 1981, meetings were held twice a year – usually with a plant tour in the Spring—and included the following subcommittees:
 - Aerial Platform
 - Brass
 - FAA Crash Truck
 - Metrics
 - Motor Vehicle Safety
 - NFPA Fire Department
 - Pump
 - Research and Development
 - Standards Evaluation
 - UL

Technical subcommittee titles aligned with those of NFPA Committees a few years later.

- Technical Committee Chairmen elected to serve included:
 - **1980:** George Clark (Sutphen) (Vice Chairman)
 - **1981:** George Clark (Sutphen)
 - **1982:** Ron Didion (The Nolan Company, Truck Division)
 - **1983:** Roger Ruth (National Foam System)
 - **1984:** Alan Saulsbury (Saulsbury Fire Equipment)
 - **1985:** Dave Hancock (Ladder Towers, Inc.)
 - **1986:** Dennis Morris (Alexis Fire Equipment)
 (Each Chairman served as the Vice Chairman the previous year.)
- Technical Committee Hot Topics:
 - NFPA Standards – 414, 1901, 1904, 1931, 1932
 - EPA emissions and noise standards
 - Size and Weight regulations
 - PTO applications
 - Transmissions
 - UL Testing and Certifications
 - Federal Motor Vehicle Safety Standards

When asked why FAMA separated from the TBEA in 1985, Mr. Schwab explained that in about 1984, FAMA and TBEA were having differing opinions on a few matters. FAMA decided it wanted to work on some projects independent of the TBEA, and asked for an accounting in the FAMD treasury. TBEA officials attended the next Management Meeting and reviewed FAMD's financial position. FAMD was told it was simply a division of TBEA, much like other associations TBEA managed and operated. As a division, TBEA held FAMD's purse strings – they did all the work, ran the meetings, recorded meeting minutes, and made sure an attorney was present at all meetings to keep everything above board. TBEA basically told FAMD there was no money to be had ... FAMD's financial picture was bleak.

Consequently, FAMA turned to the NTEA to manage the association. FAMA became a division of the NTEA, and that relationship lasted until 1989 ... to be continued in the next newsletter issue. ◉

Resource Contributions: FAMA Past Presidents Phil Schwab (interview), Alan Saulsbury (records), Kit Cafaro, and Dennis Chamberlain (list of Presidents and Spring meeting sites)

50 Years of FEMSA: An Association Success Story, Part II (1989 – 1995)

BY KAREN BURNHAM

1989 ... marked the fall of the Berlin wall, the Cold War came to an end, the stealth bomber was completed, CFSI held the first National Fire & Emergency Services Dinner, and the new FEMSA held its first Annual Meeting in Orlando, Florida.

After transitioning from a social to a business organization in 1988, hard work was begun by a handful of professional business people who saw the need to put a new focus to FEMSA and the companies it represented. The first Annual Meeting in the fall of 1989 featured educational sessions on risk management, bar codes and a political education workshop. Following a reception, members were treated to riveting discussions on the costs to our society of product liability claims. "Unfortunately, there is no definition of how much security – safety – engineering – warnings – are enough, but the courts will be happy to tell you what wasn't enough. Usually, it's whatever your programs did that wasn't enough," stated Harry Featherstone, setting the tone for a panel discussion of liability and risk management issues. Panelists recommended a number of areas where member companies needed to be vigilant.

Members of FAMA (Fire Apparatus Manufacturers' Association) met in conjunction with FEMSA's Annual Meeting allowing those companies that were members of both associations to attend both meetings, and enabling FAMA members to join FEMSA at the evening social functions.

"To build on the vitality we developed, we must broaden our program, involve more of our members, and ensure growing responsiveness to industry needs," noted FEMSA President Kit Cafaro. "We've identified goals for each committee that the Board voted to establish, appointed chairmen, and have invited all members to join in the work we face in the coming year and beyond," Cafaro stated.

The committee list was exhaustive and



included: Awards (Steve Houchin, Super Vac); Bar Codes (Virgil Slagle, Slagle Fire Equipment); Congressional Fire Services Dinner (Ray Hawkins, VFIS); Disaster Register (Wayne Bennett, FireSoft); Ethics and Business Practices (Bill Barnes, Akron Brass); Finance (Harry Metcalfe, Vetter Systems); Goals (Kit Cafaro, MC Products); International Standards and Trade (Doug McMillan, Task Force Tips); Legislative (Roger Hannay, Hannay and Sons); Membership (Lila Gillespie, Electrosonics International); Nominating (Mary Grilliot, Morning Pride Mfg.); Overweight Truck Project (Bill Bruns, Grumman); Program/Education (Mary Grilliot, Morning Pride); and Trade Shows (Bob Barraclough, Span Instruments). Volunteers were then sought to work with committee chairs to engage actively in FEMSA.

Implementing recently adopted bylaws, the size of the FEMSA Board was expanded to add to the association's leadership. FEMSA members elected:

Officers:

- President: Kit Cafaro (MC Products)
- Vice President: Mary Grilliot (Morning Pride Mfg.)
- Treasurer: Lila Gillespie (Electrosonics International)

Directors:

- Bill Bruns (Grumman Emergency Products)
- Ron George (Red Head Brass)
- Art Glatfelter (VFIS)
- Steve Houchin (Super Vac)

- Harry Metcalfe (Vetter Systems)
- Tony Testa (Ranger Fire Apparatus)
- Bill Barnes (Akron Brass)
- Bob Barraclough (Span Instruments)
- Paul Darley (W.S. Darley)
- Tony Parrino (Fire Chief Magazine)
- George Freese (Globe Mfg.)
- Bruce Guard (Elkhart Brass)

FEMSA accepted an invitation to join the Technical Advisory Committee of the National Oversize/Overweight Truck Permit Project. Funded by the Federal Highway Administration, the project would develop a uniform permit that individual states could issue for oversize and overweight truck shipments. The project also aimed to enhance interstate trucking operations. Bill Bruns represented FEMSA in this effort.

1990 ... the Hubble Telescope was launched into space, Nelson Mandela was freed, the United States invaded Nicaragua, U.S. President Bush announced that he doesn't like broccoli, and federal product liability legislation aimed at protecting manufacturers from facing a patchwork quilt of 50 different product liability laws died when Congress failed to act before adjourning in October. A new bill would be introduced in both the House and Senate in 1991, and it was expected the Senate bill would be the model for the new legislation.

A proclamation declaring the week of October 7-14 as National Fire Prevention Week was signed by U.S. President George Bush. FEMSA Board members in attendance for the ceremony at the White House included Kit Cafaro, Bruce Bowling, Bill Bruns, and Ray Hawkins.

FEMSA's 2nd annual membership meeting was held in November in Orlando. The full agenda of programs included trade, industry developments, and small business concerns. The business meeting updated members on FEMSA's efforts to develop a liability insurance program, a legislative conference, and export day in

Washington in the next year. Due to its extended growth, activities, and the need for financial stability, members were assessed \$100 to offset basic association expenses. Several members donated over and above the assessment.

1991 ... The Soviet Union ended, Princess Diana and Prince Charles separated, the World Wide Web was made available, and S.640 is introduced as the new focus for supporters of federal product liability legislation.

With strong bi-partisan support, Senators Jay Rockefeller (D-WV) and Robert Kasten (R-WI) introduced The Product Liability Fairness Act in March; it was identical to S.1400 which passed the Commerce Committee in 1990. It did not single out any industry and did not include the presumptive liability provisions contained in a House

S.640. In October, the Senate Commerce Committee voted 13-7 to support S.640. This vote was identical to the vote taken on the same bill in the same committee in 1990. With 13 more months before Congress would adjourn, there was sufficient time to get the bill to the Senate floor.

Union firefighters from Sioux Falls, South Dakota, found a sponsor for a presumptive liability bill. S.193 applied to apparatus, equipment and protective clothing, but it was killed quickly thanks to FEMSA's speedy response. FEMSA and FAMA were represented at a Senate Commerce Committee hearing by a South Dakota attorney who had represented FEMSA the prior year. Harold Boer (Central States Fire Apparatus) testified for the state Business & Industries Association, and a representative of the insurance industry opposed the

destroyed their credibility. Can you imagine companies like Morning Pride, Globe, MSA, Survivair, or Lion Apparel supporting presumptive liability? FEMSA staff immediately faxed the list to all FEMSA members named. By return fax, the message went out to South Dakota that the list was a farce. "We did not know such a bill existed and have not indicated our support. Now that we have read the provisions we strongly oppose this bill," noted one member company.

The Committee killed the bill and observers in South Dakota believed it would be a long time before supporters got anywhere in that state.

FEMSA's 3rd Annual Meeting held jointly with FAMA in Orlando in November attracted 100 attendees, the largest meeting to date.

1992 ... Hurricane Andrew hit Florida, Quebec voted to remain part of Canada, Johnny Carson leaves the Tonight Show, and there's movement on product liability legislation.

In spite of substantial bipartisan support, key Senate leaders continued to block and stall the reform movement throughout the 102nd Congress ... until Senators Kasten and Danforth announced that S.640 was of such importance to the manufacturing community that they would circumvent the committee process and offer the bill as an amendment to unrelated legislation – the Motor Voter Bill – which had a high priority for the leadership. Senate leaders attempted to secure the 60 votes needed to invoke cloture – and shut off further debate. That would have immediately prevented consideration of S.640. They fell one vote short of the 60 votes needed; thus, victory for the Product Liability Legislation supporters! Two days later, Democratic leaders were able to secure passage of the motion to table S.640. Senator Kasten reminded industry representatives that unlike some other legislative debates, "we have an organized, monied, powerful, successful lobbying force against us – the trial lawyers' lobby." The 61,000-member Association of Trial Lawyers of America made defeat of product liability a top priority. Knowing how the Senators voted provided important information to prepare for the next vote.



FEMSA Presidents: l-r: Dan Reese (2009-2013), Kit Cafaro (1988-1991), William "Giff" Swayne (2004-2008), and Bill Lawson (2014-current). [Missing from photo: Mary Grilliot (1992-1995), Bruce Bowling (1996-1999), and Jerry Halpin (2000-2003)]. Photo taken at the FEMSA reception that preceded the CFSI Fire and Emergency Services Dinner, May 5, 2016.

bill in the prior Congress that concerned FEMSA members. This bill was good news for manufacturers as well as distributors. FEMSA members were encouraged to write their Senators seeking co-sponsorship of

bill. Steve Reedy (Luverne Fire Apparatus) got hold of a sheet of paper distributed at the hearing by supporters of the bill which indicated that several manufacturers listed were now supporting the bill. That list

FEMSA members staged “fly-ins” to Washington, DC, meeting with representatives and Senators, working with the National Association of Manufacturers, and testifying before Congress. In September, supporters of S.640 lost a critical vote in the Senate despite heavy lobbying by the NAM and FEMSA members from 32 states. Sixty votes were needed to invoke cloture in order to end debate and move on with the vote on legislation; only 58 votes were cast in favor of cloture and 39 against. The close vote showed increased support for product liability reform, reflecting years of consensus building and communications efforts on the part of coalition members. The voting trend indicated it would be passed the next year at long last.

The FEMSA/FAMA Annual Meeting was held in early October in Ft. Lauderdale, FL. A three-night package for attendees was \$324 (hotel room for 3 nights plus breakfast each morning, tax and gratuities). The meeting focus was managing for quality performance.

Mary Grilliot is named FEMSA President, with Kit Cafaro serving as her Vice President.

1993 ... The World Trade Center in New York is bombed, Lorena Bobbitt is tried in court, the final episode of Cheers is aired, and hearings continue on the latest Product Liability Fairness Act – S.687 ... not passed in this session. Efforts continue.

FEMSA initiated efforts to produce a Video Buyers' Guide, enabling the association to take advantage of this then-future-oriented method of marketing products. As a product-driven industry, the video format had the potential of reaching more firefighters than any other mechanism. The video would include a message that end users should buy from FEMSA members, and stressed the association's Code of Ethics.

The Annual Meeting was held in Tucson, AZ at the El Conquistador Resort. Speakers focused on “how-to” issues including customer service, employee relations, trade show effectiveness, video marketing and low-cost marketing techniques.

FEMSA officially launched the new Video Buyer's Guide at this meeting and obtained commitments from member companies to participate. Planned release was for the spring of 1994 at the FDIC. The meeting location was so well received – highest attendance to date—that the 1994 Annual Meeting was booked before the meeting events concluded.

1994 ... Los Angeles suffers a massive earthquake, Jackie Kennedy Onassis and former President Richard Nixon died, NAFTA was signed by Mexico, America, and Canada, and the heat is turned up on product liability legislation.

FEMSA continues its growth with a strong 150 member companies. Highlights of the year included the Annual Meeting program producing a roundtable discussion on the duty to warn and product liability, trade show management, educational programs, and the future of the fire service. The meeting brought together representatives from a cross-section of member companies, and was an excellent networking opportunity.

The Video Buyer's Guide project was a good investment for the association as it gave FEMSA great exposure and resulted in new members.

Firehouse Expo received the most improved show award.

Efforts continued to develop a FEMSA-sponsored insurance program for the fire service industry.

The ISO Consortium was successful in achieving the goal of getting the international community to accept U.S. levels of performance, thereby enabling U.S. companies to compete globally. This was one of the more successful programs sponsored by FEMSA.

1995 ... Craigslist and Yahoo! are founded, O. J. Simpson jury delivers “Not Guilty” verdict, Nelson Mandela is elected President of South Africa, and Product Liability Reform sees light!

“It was a long time coming – over 13 years!” reported FEMSA Legislative Committee Chair Roger Hannay (Hannay Reels). “Now comes the hard task of work-

ing out a compromise between the more comprehensive version in the House and the narrower version in the Senate. And then there is the President's potential veto. But this is the best shot we've ever had at product liability reform and maybe something can be worked out. More to come.”

Fire Service Warning Label Crisis: In May, representatives from 25 companies in the fire and emergency services industry met in Atlanta to discuss the future of warning labels. To date, over 75 firms had indicated they want to have more detailed information about the FEMSA warning label project. With the NFPA backing away from warning labels, FEMSA would consider developing its own warning label to provide manufacturers in this industry with a defensive shield. The consensus of attendees was to proceed to the next step in development – to distribute a prospectus to all companies with products or services in this industry to generate commitments for funding the warning label effort. Approximately \$100,000 was needed to complete the work that several FEMSA member firms had initiated and were willing to donate to the effort. “We are at a crossroads with NFPA. This is another impact of product liability suits. We have to come up with our own warning label and user guide to protect our members,” commended President Mary Grilliot.

Initial review of product warning labels and user information guides began in the summer. The review team looked at the state-of-the-art of warning labels for protective clothing. Next up for review would be fire apparatus followed by rescue tools – and so on – until the team had reviewed all products represented by participants. The prototype FEMSA warning label was unveiled at the Annual Meeting for attendees to critique.

FEMSA's Insurance Program also kicked off at the Annual Meeting, and the #1 Booster Award for 1995 was presented to Mary Grilliot (Morning Pride) in recognition of her leadership efforts on behalf of the fire service industry. To be continued in the next newsletter. ☉

► FAMA MEMBER



Boise Mobile Equipment (BME)

Craig Weeks has been named Vice President of Customer Relations and Apparatus Design. He has over 30 years in the automotive, truck, marine and fire apparatus industry. His expertise includes product specification and design, maintenance, management, purchasing and manufacturing. He has been a member of the Los Angeles County Fire Department Fleet Services Division for 21 years.



► FAMA MEMBER



Code 3, Inc.

Will Crouch has been hired as the Southeast Regional Sales Manager. Will brings significant work experience, in addition to family experience. His father comes from the OEM industry and, because of this, Will has literally 'grown up' in the industry and knows the market — both at the OEM and dealer levels.



Eric Doty has been hired as Northeast Regional Sales Manager for Fire/EMS markets. Eric brings 27 years of business experience in sales, account management, and customer service.

► FAMA/FEMSA MEMBER



Jeff & Patti Darley Named Chippewa County Philanthropists of the Year

Jeff and Patti Darley were named 2015 Outstanding Philanthropists of Chippewa County by the Chippewa Valley Fund



Raising Professionals. Jeff and Patti are well known for their philanthropic contributions and volunteer involvement in many organizations in Chippewa County. Jeff and Patti have started the Jeff & Patti Darley Family Endowment Fund through the Community Foundation of Chippewa County. Their fund is directed at youth programs and family support programs in the community.

► FEMSA MEMBER



Fire-Dex

Fire-Dex is pleased to announce the following personnel promotions and additions, and congratulate:

- Dave Liana** – Vice President, Finance and Chief Financial Officer
- John Karban** – Vice President, Operations
- Steve Allison** – Vice President, Sales & Marketing
- Tory King** – Senior Regional Sales Manager
- Jeff Koledo** – National Sales Manager
- Steve Clawson** – Texas Account Manager

► FAMA/FEMSA MEMBER



Fire Research Corp.

Rick Fix Retires

Rick Fix, Divisional Vice President of National Sales, retired April 15, 2016.

Toh Meng, Senior Vice President of the group stated, "Rick's departure marks the end of an era for our organization. His product expertise, long-standing relationships, and guidance have enabled us to continue providing the best service to our customers. Rick will always be remembered as hardworking, dedicated, friendly, and passionate about the fire and emergency industry he served, especially the products he sold and how they are able to make the operation safer for the fire and emergency responders." Rick was very active with NFPA and FAMA.



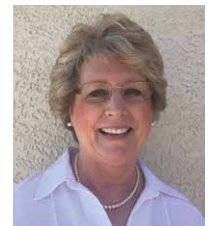
► FEMSA MEMBER



FireShowsWest Appoints an Executive Director

Jo Anne Hill, CMP, has been appointed to serve as the Executive Director for FireShowsWest. Jo Anne will help meet the growing needs of the conference and expo as it expands its educational footprint in the 10 western states.

Jo Anne has been part of the FireShowsWest team for nearly 20 years and brings a wealth of experience to the fire service industry.



► FAMA MEMBER

**H.O. Bostrom***H.O. Bostrom Celebrates its 70th Year*

H.O. Bostrom, manufacturers of Bostrom FireFighter™ Seating Solutions, celebrates 70 years as a family-owned, multi-generational, Wisconsin-based business. Beginning in 1946 as a truck fleet and automotive cushion upholstery service, Harry and Astrid Bostrom's founding principles were high quality and customer satisfaction. Bostrom has grown into a global supplier of standard and custom-designed ergonomic seating systems.

Equipment manufacturers of vehicles and machinery have looked to Bostrom to provide standard and specialized seating for their requirements beginning in 1968 and continuing to the present. Bostrom still services and provides products to many of their original customers.

Susan Paprcka has joined H.O. Bostrom Company Inc. as Marketing Communications Manager. Susan has over 20 years of experience in marketing and communications in a wide variety of roles, and has spent the last eight years in manufacturing. Susan holds a B.A. in English Literature and Journalism from West Chester University of Pennsylvania and has served on numerous trade, economic development, and community boards.

► FAMA/FEMSA MEMBER

**Hannay Reels**

Brad Winnie has been promoted to Inside Sales Engineer.

Mike (MJ) Ferguson, Jr. has been promoted to Inside Sales Engineer.

*Brad Winnie**Mike Ferguson, Jr.**Justin Winne**Joseph Boone**Darren Bassler*

Justin Winne has been promoted to Inside Sales Engineer.

Joseph (Joe) Boone has joined the Hannay Reels team as an Inside Sales Engineer.

Darren Bassler has been promoted to Purchasing Manager.

Hannay Reels: Retirements

Noel Withjack, Inside Sales Engineer, retired after 40 years of service.

*Noel Withjack**Dick Storm*

Dick Storm, Purchasing Manager, retired after 35 years of service.

► FAMA MEMBER

**HiViz****Kaoma Massa**

Many people in the industry have already met and have been introduced to Kaoma at

shows and events. Kaoma manages trade shows and event planning, ordering, logistics, and inside sales at the office in Lillington. She is well-versed in the product line and specifications and a valued addition to our team.



► FAMA/FEMSA MEMBER

**Kussmaul**

Chris Tamargo, with 13 years of product knowledge and troubleshooting experience, has assumed responsibility for the front end of the Customer Service Department inside the NY factory location. Chris brings 13 years of product knowledge and troubleshooting experience to the department.

► FEMSA MEMBER

**L.N. Curtis & Sons**

Jerrold Mickle has transitioned to Outside Sales Professional for Central and Southern Oregon after three years as a Service Technician, during which time he learned the details of firefighting, rescue tool and breathing air equipment. Jerrold and his wife keep very busy with their unique family: two sets of twin daughters, ages 4 and 8.



Chad Anderson joins our team as a Heavy Rescue Tool Specialist in Arizona and New Mexico. A former firefighter, Chad is passionate

MEMBER NEWS

about extrication and stabilization education. Chad is also a member of the board of directors for the Arizona State Fire Training Committee. He has orchestrated the Arizona State Fire School's Extrication and Stabilization class for the past 12 years.

► FAMA MEMBER



Pro Poly of America

Pro Poly and its 65 employees proudly celebrate 25 years as a leading manufacturer of poly water and foam tanks and truck bodies for the fire service industry. Pro Poly has been manufacturing thermoplastic fabricated parts for the fire service and other industries from two locations in Ocala, FL, and Augusta, WI.

► FAMA MEMBER



Rosenbauer America

George Bergamini

has been hired as Government Sales Manager. Bergamini had a 30-year career beginning with US Navy enlisted service, followed by a



rise through the ranks in the federal fire service with both the Navy and Coast Guard. After federal retirement, he accepted the position of Fire Chief in Newport, NC.

Donley Frederickson, a 33-year employee who served as the National Sales Manager for the past 25 years, has moved into the position of Consortium Purchasing Manager.

Dave Reichman has assumed the role of National Sales Manager after previously serving as the Northeast Regional Manager.



► FAMA MEMBER



Seagrave Expands Sales and Service in California

Charlie Zuercher has joined Seagrave and will be linked with the California-based sales team of Jim Demattei and Adrian Anderson. This team has a combined experience of more than 100 years in fire service operations and fire apparatus sales, with particular expertise in the California market. This, coupled with the robust Seagrave service centers of Fire Apparatus Solutions, SoCal Fleet, West Coast Frame, and West-Mark, encompasses the entire state of California.

► FAMA MEMBER



SVI Trucks

Rafe Bridges has joined the SVI team as Eastern Regional Sales Manager based in Fort Collins, Colorado. Rafe has been working in emergency vehicles sales since 2010, most recently with FESCO Emergency Sales located in Baltimore, Maryland.



► FEMSA MEMBER



Ten-8 Fire Equipment

Ten-8 Fire Equipment is celebrating its 30th anniversary serving the fire and emergency services of Florida and Georgia. Current staffing is approximately 100 employees who, with **Keith Chapman** as the new CEO and President, share common philosophies and values with the goal of providing the finest in products and



service. The ownership of Ten-8 remains unchanged.

► FAMA MEMBER



Trident Emergency Products, LLC

Trident recently increased its facility square footage by over 30% which allows new space for its assembly and test area.

Chuck Gorman

has been promoted to Foam Pump assembler/tester. Chuck is a volunteer firefighter with a keen appreciation for what is expected from the products he makes.



Rich is also a volunteer fireman and a former Fire Chief.

Rich Huhn has been hired as Customer Services Manager. Rich has been involved in the fire service business for over 30-years.

Kyle McCallister, David Clark, and **Kyle Holland** have been hired as Assembly/ Warehouse employees. Kyle M. and David are both volunteer firefighters.



Kyle McCallister



David Clark



Kyle Holland

"This space expansion, employee changes and new hires are a reflection of Trident's continued growth and strategic introduction of new products", said Jim Maher, President of Trident Emergency Products, LLC.

► FAMA MEMBER



USSC Group Announces New President

Joe Mirabile, VP Business Development and Corporate Counsel, has been named President.

"Over his past five years at USSC, Joe Mirabile has proven to be an innovative and hard-working addition to our Executive Team. Holding multiple positions, Joe has been instrumental in directing the expansion of USSC into new markets. Under his leadership, USSC has developed tremendous opportunities in the

First Responder and FMNA Distributor (fire suppression) markets." said CEO Christian Hammaraskjold.

► FAMA MEMBER



Smeal Honors UPF

On March 22, 2016, Smeal Fire Apparatus Co., the Smeal Fire Apparatus Board of Directors and Executive Leadership Team

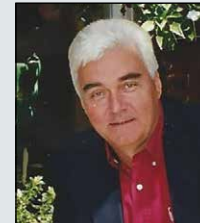


Pictured left to right: Dan Rossetti, UPF; Paul Pieragostini, Smeal; Pat Cahill, Kathy Finneral, Joe Lingel of UPF; Mark Huber, Smeal; Andrew Lingel, Michael Ashley, and Marty Etteldorf of UPF.

awarded its first annual "Supplier of the Year" award to United Plastic Fabricating (UPF) at the Strategic Air and Space Museum in Ashland, NE.

"It was quite an honor to be chosen out of over 700 suppliers that work with Smeal. UPF has been doing business with Smeal for over 25 years. We are very proud to be their choice for tanks, and look forward to a continued partnership for many years to come," said UPF President/CEO Joe Lingel.

FEMSA and FAMA offer condolences to the families of those who recently have passed:



January 16, 2016– Thomas "Tom" Fox, age 69, of Statesville, NC. Tom was the owner and operator of Fox Marketing Service, and previously represented Tempest Technology as its sales manager for 14 years.



April 9, 2016– James "Jim" Johnson, age 75, of Greenville, WI. Jim spent his entire career in the fire apparatus business at Seagrave and Pierce Mfg. In addition, Jim served on the FAMA Board and as its 1989 President.



May 22, 2016– Claudette Thibault, age 74, mother of Stephane (Claudia) Thibault, of C.E.T. Fire Pumps.

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FAMA/FEMSA NEWS

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2016 FIRE SERVICE EVENTS

July 7-10
 Arkansas Fire Chiefs and
 Firefighters Conference
 Hot Springs, AR
arfirechiefs.org/convention

July 10-13
 Maritime Fire Chiefs
 Conference
 Cape Breton, NS
mfca.ca

July 11-16
 AZ Chief Desert
 Southwest Fire & EMS
 Expo (AFCA conf)
 Glendale, AZ
azfirechiefs.org

July 14-18
 Ohio Fire Chiefs and
 Firefighters Convention
 Columbus, OH
ohiofirechiefs.com

July 15-17
 Keystone Firefighter
 Conference
 Oaks, PA
keystonefirefighterconference.com

July 24-29
 Texas A&M Municipal
 Fire School
 College Station, TX
teex.com

August 9-13
 Georgia Fire Service
 Conference and expo
 Macon, GA
gafc.org

August 10-13
 South Atlantic Fire Expo
 Charlotte, NC
southatlanticfirerescueexpo.com

August 11-13
 Louisiana State
 Fireman's Association
 New Orleans, LA
lsfa.net

August 16
 FAMA Technical
 Committee Meeting
 San Antonio, TX
fama.org

August 18-20
 IAFC Fire-Rescue
 International (FRI)
 San Antonio, TX
iafc.org/fri

August 19-21
 Kentucky Assoc. of
 Fire Chiefs Conf.
 Bowling Green, KY
kychiefs.com

September 6-9
 Continuing Challenge
 HazMat Conference
 Sacramento, CA
hazmat.org

September 13-16
 Kansas Technical
 Rescue Conference
 Salina, KS
midwestsearchandrescue.org/event

September 14-18
 NW Florida Volunteer
 Fire Show
 Niceville, FL
nwflvolunteerweekend.com

September 16-17
 New Jersey State
 Firemen's Convention
 Wildwood, NJ
njfireexpo.com

September 18-21
 Alabama Fire Chiefs
 Summer Conference
 Birmingham, AL
alfirechiefs.com

September 19-24
 Alaska Fire Chief
 Conference
 Fairbanks, AK
alaskafireconference.comevents.html

September 21-23
 Colorado Leadership
 Conference
 Keystone, CO
colofirechiefs.org

September 25-26
 Ohio Fire & EMS Expo
 Columbus, OH
ohiofireexpo.com

September 25-28
 Fire Rescue Canada
 St. John's Newfoundland
cfc.ca

September 26-28
 Minexpo International
 Las Vegas, NV
minexpo.com

September 26-29
 NM Fire Service Conference
 Ruidoso, NM
nmfirechiefs.com

October 1-3
 Manitoba Emergency
 Services Conference
 Brandon, MB
firecomm.gov.mb.ca

October 3-6
 FireShowsWest
 Reno, NV
fireshowswest.com

October 3-7
 EMS World Expo
 New Orleans, LA
emsworldexpo.com

October 4-7
 Texas Municipal League
 Annual Conference
 and Exhibition
 Austin, TX
tml.org

October 5-8
 FEMSA FEMSA
 Annual Fall Meeting
 Nashville, TN
femsa.org/fama.org

October 8-9
 NFFF Memorial Weekend
 Emmitsburg, MD
firehero.org

October 9-12
 Illinois Fire Chief's
 Association Conference
 Peoria, IL
illinoisfirechiefs.org

October 12-13
 Fire India
 Chennai, India
fire-india.com

October 18-22
 Firehouse Expo
 Nashville, TN
firehouseexpo.com

October 20-23
 China Fire Expo
 Beijing, China
fireexpo.cn

October 27-29
 Washington Fire
 Commissioners
 Association Conference
 Yakima, WA
wfca.wa.gov

November 7-15
 Volunteer & Combination
 Officers' Symposium
 Clearwater Beach, FL
iafc.org/VCOSSymposium

November 10-13
 Hawaii Fire Chief
 Conference
 Honolulu, HI
hawaiiirechiefs.org/events