

# People, Purpose and Passion

-Aii Y'aa



THE  
FAMA  
FEDERATION

NEWS | SUMMER | 2018

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.



**FIRE  
APPARATUS  
MANUFACTURERS'  
ASSOCIATION**

**By Steve Toren**  
*FAMA President, 2018*

**Sitting in my office** here in Minnesota on April 21st and I think Spring may have arrived, which is exciting news because old man winter has not wanted to leave. I think the door just hit him in the you know what as he walked out. Finally!

The FAMA Spring Meeting, our big event each year, was by all accounts a success. It was held at the Coronado Marriott Resort Hotel. Although unseasonably cold, the location was very nice and the staff at the hotel handled things well. Meeting content was good, all the events were well coordinated, and the meeting planning committee and Sonya Kelly deserve a big thank you for their outstanding work.

We have several initiatives on the docket, one of which is an improvement to our Statistics Program. The Statistics Committee has done a great job with this initiative, which has been a very intuitive process for data input and review of our website. Part of this project is to incorporate instructional videos for members to reference and quickly learn how to enter their data. We are also working with the Sage Policy Group to review our existing statistics and develop correlations with other macroeconomic trends. As we

work on developing these correlations and alignments with other trends, we hope to be able to predict and understand at some level, the what, why, where and when of our industry's future, a crystal ball of sorts. Additionally, we will be sending out one (1) copy of the Sage Policy Group Report to the primary contact at each member company. The intent is for you to review the report and provide feedback and suggestions for further research by the Sage Policy Group. As we update this report we want to assure relevant data is being used as correlative macroeconomic trends.

We had another successful few days on the Hill in Washington DC. Forty-seven people representing 36 FAMA and FEMSA member companies did stellar work getting in front of important Congressional and Senate Leaders. This important annual event supports the push of continued funding of the AFG and SAFER Grants. For 2018 the AFG and SAFER Grants were funded at \$350 million each (a \$5 million increase from previous years). For 2019 we are seeking funding levels of \$405 million each, a necessary increase because of ever increasing product costs. Our efforts cannot stop at this Hill Day event. We all must continue to engage Congress and Senate on the home front. I implore you to take the time and call the home office of your Congressional District and Senate offices and request a meeting. This could be a meeting at their office, a visit to your facility for a tour, lunch, or working together with your fellow in-state members to coordinate a Home Day event. A Home Day Tool Kit is available at [www.famafemsagac.org](http://www.famafemsagac.org). The kit provides the key points and data relevant to our industry needs. Remember, you really do make a difference. ☺

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By Bill Van Lent  
FEMSA President, 2018-2019

Welcome to another edition of our FEMSA newsletter. While the political environment and the capital markets remain volatile, the business climate appears to be demonstrating cautious optimism. Apparently this is our new normal!

Our members had another successful Hill Day event in Washington D.C. Thank you to the 30+ FEMSA member companies and their representatives that participated. In coordination with our cohorts from FAMA, we had over 48 people conducting hundreds of meetings on The Hill. The progress FEMSA has made in governmental affairs activities in the last 10 years is amazing. Your Governmental Affairs Committee along with our consultants at Development Initiatives, Inc., have developed a very effective Hill Day event. The collaborative message complete with high quality support handouts has made a positive impact by informing and building support for fire service initiatives important to our organizations. If you have never participated in this event, I encourage you to do so!

The 2018 Annual Conference, including FEMSA's Annual Business Meeting, will be here before we know it. An email notification signaling "Registration Open" should have reached you in early May. Waste no time in signing up. Austin, TX will be a fantastic central location for our members with lots of great activities and attractions in the area. The meeting theme of "People, Purpose and Passion – All Y'all" includes another outstanding line-up of speakers and presenters along with ample networking opportunities – you don't want to miss it.

Is it time for you to step forward? FEMSA will have four board members whose terms will be expiring at the end of this year. We greatly appreciate the dedicated service and valuable contributions these retiring board members have provided. This is an opportunity for other members to step forward and contribute talents and ideas to the leadership of FEMSA. If you are interested and would like to learn more, contact me or any FEMSA Board member listed in the newsletter. If you already know you would like to seek a board position, please contact Nominating Committee Chair Barbara Connolly ([barbara@firenews.com](mailto:barbara@firenews.com)) to be added to the slate of candidates for election at the annual meeting.

I thank you for the opportunity to serve as FEMSA President, and I appreciate hearing from you with suggestions or concerns. I wish you continued success, and I look forward to seeing you in Austin, TX in September. ☺

## Annual State of the Fire Service Survey



*Lined up at the FEMSA booth at FDIC at the kiosk, on iPads and even on personal smartphones, first responders take the State of the Fire Service Survey on Disaster Preparedness for their departments. Each participant received their choice of a TFT rescue tool or a FEMSA challenge coin for their time. We appreciate your support in adding your voices to push the message out to your distributors and customers – together we can do better!*

## State of the Fire Service Survey – 2017 Equipment Award

BY KAREN BURNHAM

On May 7th, I had the honor of visiting with members of the Waterford (CT) Fire Co. No. 1, and to share their excitement on the delivery of new equipment for the department. Lt. Jan Drzewianowski was the department hero credited for completing the 2017 FEMSA/FAMA State of the Fire Service Survey and being selected as the survey winner in a random drawing at the 2017 annual conference. Lt. Drzewianowski was awarded a \$500 gift card for his personal use, and his department chose \$5,000 worth of equipment from our member companies.

“On behalf of the Waterford Fire Co. No.1, we are very appreciative for the equipment that was awarded to us. Working with Melinda Freeman during the selection process has been a pleasure,” stated Fire Chief Timothy O’Neill. “We identified several items including new nozzles that have been paired up with our new engine and ladder and their foam systems as well as fire attack and suppression. The portable STREAM scene lights and recharge-



*Lt. Jan Drzewianowski, FF. Austin Rheaume, FF. Nicholas Petrizzi, FF. Joseph Smith, Chief Timothy O’Neill*

able lights will provide critical lighting at emergency scenes. The Amerex water extinguishers with harnesses will replace older equipment. All this new equipment will assist our firefighters with much needed and up-to-date tools to make protecting our community much easier and safer. We are sincerely thankful.”

## 2018 STATE OF THE FIRE SERVICE SURVEY ON DISASTER PREPAREDNESS

You and your fire department could  
**WIN \$5,000 WORTH OF EQUIPMENT, & WINNER GETS \$500 GIFT CARD!**



FIRE  
APPARATUS  
MANUFACTURERS'  
ASSOCIATION

**TAKE SURVEY FOR A CHANCE TO WIN**

[WWW.FEMSA.ORG](http://WWW.FEMSA.ORG)

[WWW.FAMA.ORG](http://WWW.FAMA.ORG)

Survey closes September 10, 2018

# The Drumbeat of Hill Day

*They say "repetition is the essence of education." When it comes to the impact of our FAMA/FEMSA Hill Days, nothing could be truer.*



BY DAVE GATTON  
GAC CONSULTANT

Hill Day 2018 was again a whirlwind, as 45 FAMA/FEMSA participants fanned across Capitol Hill to meet with 115 Congressional offices over a 24-hour period. Few organizations achieve that level of coverage in such a short time period, and it's all due to the devoted members of FAMA and FEMSA who take the time out of their busy schedules to "blitz" the Hill with such an effective message: We are the North American industry that helps first responders save lives.

Our first objective was to thank members of Congress for their support of the reauthorization of the USFA, AFG and SAFER programs. Passage of the legislation, which extends these programs through FY 2023, was a nail biter, clearing the Senate after passage in the House in the very last hour of the last day of the first session of the 115th Congress. Without passage, the AFG and SAFER programs would have died, subject to a sunset provision placed in the previous reauthorization.

The bill sailed through on the Unanimous Consent calendar in both chambers, which is nerve wracking in itself. Only one member had to object in order to defeat the bill! But no one did. Unanimity is tough under any circumstance, but in

this Congress? In this political climate? It is a testament to the fire service organizations, led by CFSI and including FAMA and FEMSA, that members from both sides of the aisle support these first responder programs, and did so unanimously.

But this support didn't just happen—nor will it automatically happen in the future. By holding our Hill Days for the last 14 years, beginning with our first "Night With Congress" in 2004,

we have built up a reservoir of support from a core set of bi-partisan members of

Congress. We have continually educated new members and new staff over those 14 years as they have entered Congress. All this repetition, all this going up and explaining who we are year after year paid off. We didn't get lucky. We made our luck by showing up continuously and driving our message home that the AFG and SAFER programs,



Jeff Mazza of Bulldog Fire Apparatus with Eric Canter, Sr. Policy Adviser for Rep. Seth Moulton (MA-6)

## Success is a Team Effort

On behalf of FEMSA and FAMA member companies, we acknowledge the outstanding contributions of several individuals and organizations whose leadership has paved the way for the recent reauthorization, AFG and SAFER successes. Please join us in thanking CFSI Bill Webb and Sean Carroll; our GAC Chairs: John Granby, Lee Morris and advisory team Dave Gatton, Joni Goodman, James Kirby, Jillian McNamara; and, all other organizations that together comprise the Fire Service Coalition.

*The FEMSA and FAMA Boards of Directors*



in addition to helping first responders, also help U.S. businesses and the communities in which they are located.

Fortunately, the Congress passed its omnibus appropriations bill for FY 2018 weeks before we arrived for Hill Day, funding the AFG and SAFER programs at \$350 million each, a \$5 million plus-up over FY 2017. This is modest progress,

but progress nonetheless. For FY 2019, our Hill Day message is to fund each program at the \$405 million, their FY 2011 level. The fact that we are working our way back to the level of funding in 2011 shows how difficult the federal budgetary environment is and how unique it is to receive any increase in these times.

I have been in this town over 35 years,

and during that time I have not seen a more effective, bi-partisan coalition than the Fire Service. Your work and devotion to Hill Days make a difference, and they will continue to make a difference for our nation's first responders.

Remember, the drumbeat must continue. It is absolutely worthwhile. We just proved it. ☺

**SPECIAL NOTE:** To culminate our 2018 Hill Day, it was refreshing to see our new Secretary of Homeland Security Kirstjen Nielsen address the 30th annual Fire Dinner on the evening of April 19th to praise the work of the nation's first responders. She was followed by Democratic Minority Whip Steny Hoyer who was equal in his praise, and who always acknowledges Curt Weldon, his former Republican colleague, for his leadership in establishing the Congressional Fire Caucus. This was a fitting expression of bi-partisanship in a town that desperately needs it.

## Firefighter One Attends Hill Day

FF1 employees Jonathon Van Norman (President and Owner) and Todd Rudloff (Senior Account Manager) went to Capitol Hill this month to attend the FAMA/FEMSA Hill Day as representatives of both dealers of equipment and firefighters. Jonathon and Todd were proud to speak with nearly 10 congressmen and senators during the two-day



event about the importance of funding AFG and SAFER grants and how these resources are crucial to the first responder industry. Additionally, they spoke about the prevalence of cancer in the fire service and how the purchase and use of quality gear and equipment helps to combat this devastating statistic among firefighters. This trip was incredibly meaningful for FF1 to be a part of and we look forward to attending future similar events. ☺

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By connecting you  
• • • with your audience.

We connect dots, it's what we do. We've built a team of the best branding strategists, digital marketers and creative design experts all under one roof for maximum impact.

Whether you want us to handle all of your marketing for you, you need help with a specific project or you simply want a plan of attack, we're ready to connect your dots.

**CONNECTING  
YOUR BRAND**  
with solutions that  
move firefighters to  
action



PRINT



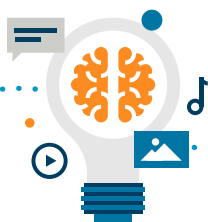
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VIDEO



STRATEGY &  
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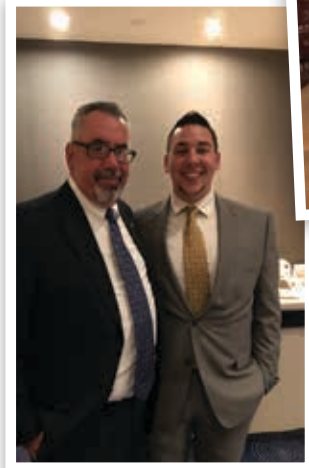
CREATIVE  
SERVICES



CONTENT  
CREATION



MEETING  
PLANNING





## Home Day–Ricochet Manufacturing (PA)

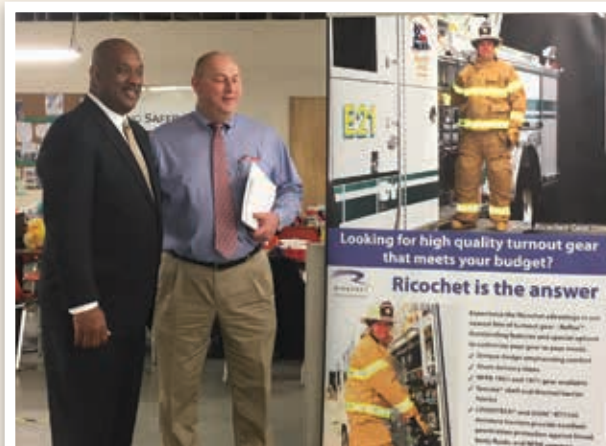
*Ricochet Manufacturing celebrated "Home Day" on Tuesday, February 20, 2018.*

Congressman Dwight Evans, from our district (PA-2) in Pennsylvania, held a roundtable regarding Community Health Centers at Abbottsford Family Practice and Counseling Network, our neighbor in the building. After the roundtable, the Congressman came down the hall to Ricochet, and we met regarding sourcing and training programs for labor as well as



the current federal budget and government funding and programs to support the fire industry and manufacturing in general.

Congressman Evans, his Chief of Staff, Kimberly Turner, and a few others from his office toured Ricochet, met all our employees, and the Congressman said a few kind words about how important their roles are in protecting firefighters. ☺



# CFSI Engages Future Leaders at 30th Annual National Fire and Emergency Services Program

BY BILL WEBB

The Congressional Fire Services Institute hosted the National Fire and Emergency Services Symposium and Dinner in Washington, DC, on April 18 and 19. The event provided an opportunity for fire service leaders to engage in discussions with their members of Congress and federal agency officials about federal programs and legislation, and also offered a series of seminars on current national fire service issues.

The theme of this year's program was "Engaging Future Leaders." CFSI placed heavy emphasis on attracting new attendees, primarily rising leaders who are expressing an interest in advocacy work. Over 25 "future leaders" registered for the program, some of whom were sponsored by fire organizations, including the International Society of Fire Service Instructors, National Fallen Firefighters Foundation, ISO and Lion.

CFSI conducted seminars designed specifically for this group. A Town Hall session provided a forum for future leaders to discuss the benefits they have derived through their active involvement in their fire departments or associations. A second session was conducted by a panel of veteran advocates, including former FEMA Director Dave Paulison. They directed their message on advocacy work, describing why the fire service needs a new generation of advocates to step forward and become engaged. CFSI also conducted 11 other seminars that covered a broad range of national fire service issues. Attendees were eligible for continuing education units (CEUs) from Columbia Southern University in most of the seminars.

Following the 2017 program, CFSI conducted a survey and convened a task group to seek ideas for enhancing the two-day event. The biggest changes were noticed in the dinner program, including more music. The sounds of bagpipes greeted guests as they entered the ballroom. Patriotic music performed by a young opera singer brought dinner guests to their feet. And while dinner was being served, country music singer Tony Jackson entertained guests with some of his hits.

Another noticeable difference in the program was the introduction of videos during award presentations. The videos captured the true measures of the recipients' achievements as described by the recipients and their peers.

Award recipients included:

- Steve Austin and Tony O'Neill – recipients of the CFSI/Motorola Solutions Mason Lankford Fire Service Leadership Award
- International Society of Fire Service Instructors and the UL Firefighter Safety Research Institute – recipients of the CFSI/NFFF Senator Paul S. Sarbanes Fire Service Safety Leadership Award
- Mike Weller – recipient of the CFSI/IFSTA Dr. Anne W. Phillips Award for Leadership in Fire Safety Education
- Alpena (MI) Fire Department and the Illini Emergency Medical Service/Illinois Fire Service Institute – recipients of the CFSI/Masimo Excellence in Fire Service-Based EMS Award

Please visit CFSI's Facebook page to view the videos. You'll quickly understand why these individuals and organizations were honored.

The Honorable Kirstjen Nielsen, Secretary of Homeland Security, delivered the keynote address. She spoke of the challenges that the Department of Homeland Security (DHS) confronts in protecting our homeland, and she praised the fire service for always being ready to keep our communities safe. She was followed by Congressman Steny Hoyer (MD-5), Co-Chair of the Congressional Fire Services Caucus, one of our strongest voices on Capitol Hill. The program covered a lot of ground, but it was entertaining and educational, with plenty of time left in the evening for dinner guests to attend receptions afterwards.

CFSI appreciates the support of FEMSA and FAMA. Both organizations, through their Governmental Affairs Committee, continue to provide an important role in Washington, DC helping members of Congress understand the benefits of the equipment, apparatus and training provided to the fire service by FEMSA and FAMA member companies.

I look forward to attending your joint conference in Austin. Stay safe and I'll see you in September. ☺



*Tony O'Neill accepting the CFSI/Motorola Solutions Mason Lankford Fire Service Leadership Award*



*Congressman Steny Hoyer*



*Secretary Kirstjen Nielsen*



*CFSI Executive Director Bill Webb*



*Team FEMSA  
(l-r: James Kirby,  
Joni Goodman,  
David Russell,  
Karen Burnham,  
Jerry Halpin,  
James Long, Bill  
Van Lent, John  
Granby, Stephanie  
McQuade,  
Paul Andrews,  
David Gattton.  
Missing: Mike  
Natchipolsky)*

*Illinois Emergency  
Medical Services/  
Illinois Fire  
Services Institute,  
a co-recipient  
of the CFSI/NFFF  
Senator Paul S.  
Sarbanes Fire  
Service Safety  
Leadership Award*



*Team FAMA (l-r: Curt Ignacio, Scott Edens, David Durstine, Steve Toren,  
Scott Beecher, Jerry Halpin, Bev Lowery, Bruce Whitehouse, Sonya Kelly)*



*Steve Austin accepting the CFSI/Motorola Solutions Mason Lankford Fire  
Service Leadership Award*



*Julia Meadows performing America the Beautiful with  
John Granby and Dave Gattton standing at attention*

# NAM And DOE Launch Exciting New Sustainability Partnership

In mid-April, the National Association of Manufacturers (NAM) and the U.S. Department of Energy (DOE) formally launched our Sustainability in Manufacturing Partnership—<https://www.energy.gov/articles/us-department-energy-and-national-association-manufacturers-announce-sustainability>—a joint program to help U.S. manufacturers drive energy productivity improvements, become more energy efficient, and tell their sustainability stories. We're very excited to be working with DOE on this project. Read the NAM's press release at <http://www.shopfloor.org/2018/04/the-nam-and-doe-better-plants/>

What does this mean for your company or association? This means better access to the DOE's Advanced Manufacturing Office and the expertise and programs they provide to manufacturers seeking to improve their efficiency, become more sustainable, or just get a handle on what others are doing. I encourage you to check out the Better Plants Program's website – <https://betterbuildingssolutioncenter.energy.gov/better-plants> – for an overview of the programs DOE offers in this space.

This also provides an important spotlight on the sustainable practices your companies are already embracing. Going forward, when you send us content for the NAM Sustainability Blog, our partners at DOE will also help publicize your stories. This dramatically increases the reach of our content, which can now reach the massive audience DOE communicates with on social media.

Most importantly, this is what we hope will be a long-term partnership between DOE's Advanced Manufacturing Office and the NAM to communicate the good work you are all doing to protect the environment and work together to solve our emerg-

ing energy and environmental challenges.

Laura Berkey-Ames is the NAM's staff lead on this project; feel free to contact Laura ([lberkeyames@nam.org](mailto:lberkeyames@nam.org)) or Tonya Muse ([tmuse@nam.org](mailto:tmuse@nam.org)) if you have any questions. ☺



## What Does Tax Reform Mean for NAM Members?

BY KEITH SMITH, NAM SENIOR VICE PRESIDENT, PUBLIC AFFAIRS and MOBILIZATION

Last year, NAM members worked together to call for Washington to deliver on historic tax reform. President Donald Trump and Congress did their job, but as NAM President and CEO Jay Timmons detailed in a recent letter to us, manufacturers have an obligation to keep our promise.

Tax reform will allow many members to do some amazing things, such as invest more, hire more, raise wages, and bring cash from overseas back home, to name a few.

The White House and congressional leaders have asked us to share how manufacturers are benefitting from tax reform. Emerson Chairman and CEO and NAM Board Chair David Farr recently asked every NAM member to let us know what tax reform means to them

and the impact it is having on their business and the lives of their employees by completing this questionnaire: <https://www.surveymonkey.com/r/LSBGG38>

The NAM will not attribute any information to any specific company without their permission, and our team will consolidate the data by state or district to break down the impact as much as possible. If you have any questions, please contact me or CMA Executive Director Tonya Muse at [tmuse@nam.org](mailto:tmuse@nam.org) or (202) 637-3130.

The hard-won policy gains of the past year were just that – hard won – and they can easily be reversed. We must let the public know how our more competitive tax code will lift all Americans to ensure that it endures. ☺

Thank you.



### GET THE APP

Download the conference app (Android and Apple versions available). In one place, you'll access schedules, agendas, speaker bios, list of attendees with photos, meeting rooms/floor plans, as well as local points of interest.



Search "FEMSA/FAMA" on the Google Play or Apple App Store



Follow the FEMSA Group on LinkedIn for updates.

# The Will-Burt Company Celebrates 100th Anniversary

January 31, 1918 was the day Burton W. Cope signed the incorporation documents creating The Will-Burt Company in Orrville, Ohio – a company founded on hard work, integrity, creative thinking, and a relentless drive to succeed.

The Will-Burt Company's history can be traced back to 1894 when the Cope brothers opened a general repair shop. Soon after they purchased a patent for drilling equipment then grew the business to the point where they took on partner William Tschantz and began doing business as The Will-Burt Company in 1916.



Will-Burt began performing contract manufacturing work shortly after incorporation in 1918 and continues to offer these services today with state-of-the-art metal fabrication capabilities and a world-class powder-coat line.

Alongside contract manufacturing, Will-Burt has designed, manufactured and sold many different products over the years. Coal stokers and heaters were



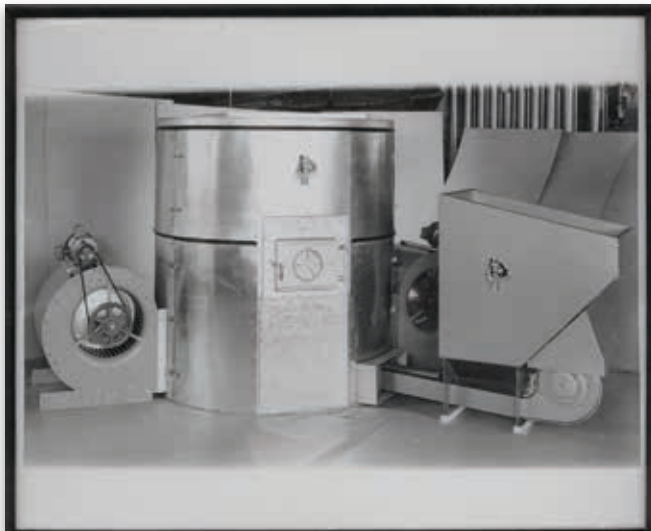
a mainstay from the 1920's through the 1960's. These were sold throughout the United States and Canada and many are still in use to this day. Versa-Vise, a flexible home workshop vise was a part of the product line from the early 1900's until the 1990's.

The 1970's ushered in the "Age of Elevation." The purchase of a local company that had been making telescoping pneumatic

masts for the U.S. Army was the beginning of Will-Burt's climb to becoming a worldwide leader in the design, manufacture and sales of mobile elevation products. Will-Burt has made several acquisitions over the years in support of this business while receiving numerous patents as elevation products have become Will-Burt's primary product range.

During the 1980's, the company transitioned from a family-owned business to a 100% employee-owned company via an ESOP (employee stock ownership plan). This evolution was natural for a company that has always had an "employees first" philosophy made evident by the many generations of families that have been employed by the company.

Will-Burt's centennial, 2018, is the year to celebrate past accomplishments, current successes and a bright future. There are several employee and customer-focused programs scheduled throughout the year. A community event will be held August 25th for all to come and join the celebration in Orrville, Ohio. ☺



FEMSA INTERNATIONAL TRADE COMMITTEE

## Intersec Review

BY NATHAN CALABRESE

Intersec is the largest Fire, Rescue, Safety, and Security trade show and exhibition event for the Middle East. It is organized and hosted by Messe Frankfurt, takes place annually in Dubai, U.A.E., and is typically three full days of exhibits with two days of setup. The event has shown considerable growth over the past five years, and each year management has attempted to expand and build the event to make it a more versatile and valuable event for the exhibitors. The 2018 event brought in 1,337 exhibitors from 59 countries to welcome 29,532 visitors.

This year we saw multiple FEMSA and FAMA member companies in attendance including Akron Brass, AMKUS, Elkhart Brass, Groves/Ready Rack, Bullard, Hale, MSA, Paratech, PBI, Task Force Tips, Tempest, U.S. Fire Pump and W.S. Darley, just to name a few. Discussions with the companies in attendance gave very common and similar views that the show, in fact, did continue to grow and expand, there was very good presence, and traffic throughout the event was solid. There was some displeasure with the

operating times as the exhibition ran from 10:00

am to 7:00 pm each day. Day 1 traffic began to strengthen around 11:00 and tapered off by 4:00 pm. Day 2 traffic began soon after the opening bell, and tapered off around 5:00 pm. Day 3 traffic began closer to 11:30 am and tapered off by 5:00 pm. A dinner put on by Messe Frankfurt for exhibitors only was a nice gesture, however, choosing to attend that event took time away from potential entertainment with customers and visitors.

Among the named attendees were numerous and plentiful fire and rescue equipment distributors and dealers from the entire Middle East, Civil Defense Authorities from U.A.E., Oman, Saudi Arabia, Iraq, Turkey, India, Pakistan, and Industrial fire authorities from numerous locations, as the event has a heavy industrial presence. In addition to the dozens of manufacturers exhibiting, there were numerous other manufacturers in attendance as guests. This was also the first year that an American fire apparatus was present, with a pump and trailer built by US Fire Pump placed in the outdoor area. ☉

er built by US Fire Pump placed in the outdoor area. ☉



# FEMSA / FAMA Trade Show Review: 2018 Firehouse World, San Diego, CA – March 4-8

FEMSA / FAMA asks – Ed Nichols, Vice President – Events, Firehouse answers.

BY GEOFF EVANS

**F/F:** In 2017, Firehouse World advised the FEMSA / FAMA show report that you would be co-locating with a number of different groups for 2018 to improve attendance. Can you tell us what other organizations co-located with Firehouse World in 2018?

**EN:** While we continued to work closely with San Diego County Chiefs and their Burn Institute, San Diego Fire Rescue and the California State Firefighters Association, and have actively pursued co-location opportunities with other associations and for-profit events, we have not been able to align the mutual goals to make co-locations possible in San Diego over the past three years. Our lack of success has not been for lack of aggressively pursuing.

**F/F:** Number of attendees, consistency of traffic and cost continue to be areas where the membership gives lower marks to Firehouse World. What do you feel worked for the 2018 show, and what do you plan to try for 2019 to improve these aspects of the show?

**EN:** I believe we improved our non-competing show-to-conference hours, boasting 75% non-competing in 2018, which is up from 2017. This kept the attendees that we had engaged and on the floor longer. With that said, we do believe we've maximized our current potential in the San Diego venue as we see attendance numbers statistically flat over the past three-plus years.

Cost is the necessary evil of doing business, and in the fire service is the manufacturers' concern for a number of events. As we've frequently said, our job is to improve the product we deliver – qualified buyers. With that, the cost doesn't go away, but is more easily

justified. Our move to Los Angeles is part of our plan to improve this.

**F/F:** Tell us about the move to Los Angeles for 2019?

**EN:** The strategy for positioning Firehouse World and Firehouse Expo as complimentary events, with Firehouse World focusing on mid-level to senior leadership, primarily (not exclusively) in the professional, urban fire ranks, has been developed for the past three years. We identified Los Angeles as the location for the event over a year ago; thus, we've been working on this for over a year.

We enjoy the full support of the Los Angeles Area Fire Chiefs Association (LAAFC) and its 30 member organizations in making this event a national – and ultimately international – event.

Our goal is a multi-year goal – delivering not only more attendees from north and east of Los Angeles, but a

## QUICK FACTS FROM 2018

Number of attendees who visited the exhibit hall: **3,245**

Overall number of exhibitors: **210**

Number of FEMSA / FAMA member exhibitors: **59**

What was undiscounted advertised cost per square foot of a 10x10 booth: **\$18.75**

Number of Fire Departments represented at Firehouse World: **Over 1,500**

national audience in our first two years. As we develop our international network we plan to see the fruits of those labors fully by year three.

We fully anticipate delivering a very different Firehouse World event in 2019 – larger, more attendees, more diverse attendees with more diverse national content and participation. ☉

## Trade Shows by the Numbers

<b>FIREHOUSE WORLD</b>	2018	2017	Change from Previous Year
<b>Number of Departments / Agencies / Municipalities Represented</b>	1,500	1,823	-18%
<b>Number of FEMSA / FAMA Exhibitors</b>	59	52	13%
<b>Number of Attendees</b>	3,245	3,426	-5%
<b>Undiscounted List Price Per Sq. Ft.</b>	\$18.75	\$18.25	3%
<b>Average Leads Generated per FEMSA / FAMA Member</b>	14		
<b>FEMSA / FAMA Member Avg. Cost per Sq. Ft.</b>	\$13.91		
<b>10x10 Cost per Attendee</b> <small>(List Price Per Sq. Ft. *100 / Number of Attendees)</small>	\$0.58		
<b>Most Recent Overall Show Grade</b>	B-		

# People, Purpose and Passion - All

## KEYNOTE SPEAKERS



### JOHN O'LEARY

#1 National Bestselling Author & Speaker

Expected to die. Now teaching others how to truly live.

In 1987, John O'Leary was a curious nine-year-old boy. Playing with fire and gasoline, John created a massive explosion in his home and was burned on 100% of his body. He was given 1% chance to live.



### STUART DIAMOND

Stuart Diamond is one of the world's experts on negotiation. His negotiation course at top-ranked Wharton Business School has been the most sought-after by MBA students there over the past 20 years. Professor Diamond's book on negotiations, *Getting More: How To Be A More Persuasive Person in Work and Life*, is a New York Times bestseller and #1 U.S. business bestseller on the Wall Street Journal and USA Today lists.

## FEATURED SPEAKERS



### FRANK BABINEC

Frank Babinec, Fire Chief Coral Springs-Parkland Fire Department; Chair of the Florida Fire Chiefs Safety and Health Committee; President of the Fire Chiefs Association of Broward County.



### ANIRBAN BASU

Anirban Basu is Chairman & CEO of Sage Policy Group, Inc., an economic and policy consulting firm headquartered in Baltimore, Maryland with offices in Pennsylvania and Indonesia.



### CHRIS BATOR

Christopher Bator, Captain-Safety Officer, Coral Springs-Parkland Fire Department; President and Co-Founder Florida Firefighters Safety and Health Collaborative.



### BILL BOYES

Bill Boyes is the fire chief for Brampton Fire & Emergency Services in Ontario.



### RICHARD BOYES

Richard Boyes is the Executive Director for the Ontario Association of Fire Chiefs (OAFIC).



### GARRY BRIESE

Garry Brieze is the Executive Director of the Colorado State Fire Chiefs representing and supporting Colorado's senior fire service leaders. He is also a Principal in the professional services and consulting company, Brieze Associates LLC, established in 2002.



### STEVE FREY

Steve Frey is the Assistant Fire Chief Coral Springs-Parkland Fire Department, Shift Commander for A-Shift, and Chair of the Fire Department's Apparatus Design Committee.



### DAVID GATTON

David Gatton is Chair and President, Development Initiatives, Inc.; Senior Advisor to the FAMA/FEMSA Governmental Affairs Committee; Director of the Council on Metro Economies and the New American City within the U.S. Conference of Mayors.



### JOHN GRANBY

John Granby is presently Vice President of Government Relations for Lion Inc. representing the company and all its operating groups.



### CALEB HOLT

Caleb Holt serves as the Program Director for the Defense to Response Technology Program (D2R) and the Testing and Evaluation manager for Department of Homeland Security Science.



### CHARLES HOOD

Charles Hood, Fire Chief of the City of San Antonio. Chief Hood leads one of the largest fire departments in the nation, commanding over 1800 uniform and civilian personnel with a budget of over 318 million dollars.



### SARA A. JAHNKE, PHD

Sara A. Jahnke, PhD is the Director of the Center for Fire, Rescue and EMS Health Research at the National Development and Research Institutes, Inc.



### NATASHA SCHAEFER SOLLE

Dr. Natasha Schaefer Solle is a Research Assistant Professor in the Department of Medicine at University of Miami Miller School of Medicine and Sylvester Comprehensive Cancer Center (SCCC).



### TIMOTHY SENDELBACH

Tim Sendelbach is the Editor-in-Chief of Firehouse overseeing the content and editorial direction of *Firehouse Magazine*, Firehouse.com, Firehouse Expo, Firehouse World, and related products.



### BILL WEBB

Bill Webb has served as Executive Director of the Congressional Fire Services Institute (CFSI) since 1995.



### JOHN WHALEN

John Whalen, Assistant Fire Chief Coral Springs-Parkland Fire Department; Shift Commander for B-Shift; Safety and Health Officer for the department.



### MIKE WORRELL

Mike Worrell is the Senior Fire Services Advisor for FirstNet.



### RUDOLF "RUDY" WALDNER

Rudolf Waldner is an inspiring author and fiercely effective business consultant, known as the "The Turnaround Specialist."

## GET THE APP

Download the conference app (Android and Apple versions available). In one place, you'll access schedules, agendas, speaker bios, list of attendees with photos, meeting rooms/floor plans, as well as local points of interest.



Search "FEMSA/FAMA" on the Google Play or Apple App Store



Follow the FEMSA Group on LinkedIn for updates.



Arrival	Monday – September 24, 2018   Arrival Boards
	Tuesday – September 25, 2018   Arrival Members
12:00 pm - 3:00 pm	FEMSA Board Meeting
1:00 pm - 3:00 pm	FAMA Board Meeting
3:15 pm - 4:00 pm	Joint FEMSA/FAMA Board Meeting
4:00 pm - 6:00 pm	FAMA Board Meeting with Committee Chairs
6:00 pm - 9:00 pm	FAMA Technical Committee Planning Meeting
	Wednesday – September 26, 2018
7:00 am - 8:00 am	Breakfast – All Members and Guests
8:00 am - 12:00 pm	Kick-Off Speaker Presentations (Joint Session)
8:00 am - 8:05 am	Official Welcome to Austin
8:00 am - 9:30 am	Chiefs Panel Prep Session
8:05 am - 9:10 am	Joint Presentation: Kick-off Keynote Stuart Diamond – “ <i>Getting More</i> ”
9:10 am - 10:00 am	Joint Presentation: Garry Briese • “ <i>Good Enough is Good Enough Is the Path to Excellence</i> ”
10:00 am - 10:20 am	Break
10:20 am - 12:00 pm	Joint Presentation: Chiefs Panel on Firefighter Safety, Health and Wellness Moderator: Timothy E. Sendelbach – Editor-in-Chief, <i>Firehouse Magazine</i> Panelists: <ul style="list-style-type: none"> <li>• Chief Frank Babinec – Coral Springs-Parkland (FL) Fire Department</li> <li>• Chief Charles N. Hood – San Antonio (TX) Fire Department</li> <li>• Sara Jahnke, Ph.D – Principal Investigator, National Development and Research Institutes</li> <li>• Chief Bill Boyes – Brampton (ON) Fire and Emergency Services</li> </ul>
12:00 pm - 1:15 pm	Lunch Break (on your own)
1:15 pm - 2:30 pm	Joint Presentation: “ <i>Carcinogen Particulate Exposure: How Equipment Design and Use Impacts Firefighter Safety, Health and Wellness</i> ” Coral Springs (FL) Fire Department (Chris Bator, Steve Frey, John Whalen, Chief Frank Babinec, Dr. Natasha Schaefer Solle)
2:30 pm - 3:00 pm	Joint Presentation: Washington + AFG Updates • CFSI – Bill Webb; GAC – Dave Gatton / John Granby
2:30 pm - 3:00 pm	Canadian Members Breakout Session • Richard Boyes, Moderator
3:00 pm - 3:30 pm	Break
3:30 pm - 5:00 pm	FEMSA Business Meeting
3:30 pm - 5:00 pm	FAMA Business Meeting
5:30 pm - 6:00 pm	New Attendee Reception
6:00 pm - 8:00 pm	Welcome Reception – All Members and Guests
	Thursday – September 27, 2018
7:15 am - 8:30 am	Breakfast – All Members
8:00 am - 10:00 am	FAMA Business Meeting
8:30 am - 10:00 am	FEMSA Member Caucus Groups
10:00 am - 10:30 am	Break
10:30 am - 12:00 pm	Joint Presentation: Anirban Basu • <i>Today's Economic Outlook</i>
12:00 pm - 1:15 pm	Lunch – All Members
1:15 pm - 1:55 pm	Joint Presentations: <ul style="list-style-type: none"> <li>• Fire Lane #1 - select one:  » FirstNet – Mike Worrell  » <i>Diversity in the Fire Service Needs FEMSA's and FAMA's Leadership</i>– Garry Briese</li> </ul>
2:00 pm - 2:45 pm	<ul style="list-style-type: none"> <li>• Fire Lane #2 - select one:  » Marketing from the Trenches - Rudy Waldner  » Future of Firefighting and New Innovations - Caleb Holt, TEEX</li> </ul>
2:45 pm - 3:15 pm	Break
3:15 pm - 4:30 pm	Joint Presentation: John O'Leary, Keynote/Closer • “ <i>Live Inspired</i> ” (All Members and Guests)
6:00 pm - 7:00 pm	Reception – All Members and Guests
7:00 pm - 9:30 pm	Dinner – All Members and Guests
Departure (Most)	Friday – September 28, 2018

# Thank You Conference Sponsors

2018 ANNUAL MEETINGS | AUSTIN, TX

The following firms have generously supported the annual conference through their sponsorships.



## IN MEMORIAM

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

Mark Steven Allen  
APR Plastic Fabricating, President

William J. Darley  
W.S. Darley & Co.  
Chairman of the Board and CEO

Roger A. Hannay  
Hannay Reels, CEO/Board Chairman

Ernest A. Kussmaul  
Kussmaul Electronics, Founder

Patricia Jean North  
mother of Grady North

Herbert Hilton "Skip" Williams  
Sam Carbis Solutions Group

## Remembering William "Bill" Darley

William Joseph Darley, age 89, of River Forest, IL and Williams Bay, WI, passed away on April 17, 2018.

Bill's accomplishments throughout his life are a testament to his strong work ethic, adventurous spirit, Catholic faith, and devotion to his family and the W. S. Darley & Company, where he served as Chairman of the Board and CEO.

Many will recall Bill's years of involvement in FAMA, leading as its President in 1987. He was recognized as a FAMA Star Achiever recipient in 2000 and was inducted as an Honorary Member in 2004. Bill was the only FAMA President to have two sons follow him in that role—Paul in 2000, and Peter in 2010. Rest in peace, Bill.



# 2018 Spring Meeting Overview

BY GRADY NORTH

As I begin this article about the FAMA 2018 Spring Meeting, I am reminded that my first event with FAMA was a Technical Meeting at the Chicago O'Hare Airport Hilton in 1972. My last official FAMA event was the 2018 Spring Meeting. Over those 46 years I have been privileged to serve in many positions within the FAMA organization. The 2018 Spring Meeting, like other meetings before it, seemed to get better and better each year. The event continues to attract more and more new or first-time attendees and companies. The Meeting Planning Committee is exploring future meeting sites that can meet the extensive requirements for FAMA including airport access, hotel accommodations, climate and activities to mention a few.

Committee reports may seem like a boring topic but many FAMA committees have been active doing work that you may not be aware. You can review all committee presentations on the FAMA website under the Members-only FAMA Vault tab, Meetings – 2018 FAMA Spring Meeting

Friday's keynote speaker was Stephen Shapiro whose topic was Innovate the Way You Innovate. Some of his key phrases were, "Ask better questions to find better solutions," "Asking for ideas is a bad idea," and "Don't think outside the box, find a better box." One of my favorite expression was "Innovate where you differentiate." His presentation included a lot of audience participation that was interesting to say the least.

Saturday opened with everyone's favorite speaker Anirban Basu on FAMA Macroeconomic Indicators and the second keynote speaker, Robert Tucker. Tucker spoke on Driving Growth Through Innovation. His message was everyone in the organization should be involved with innovation and your company should have an innovation process. You will have to ask someone who was at the meeting how an airline eliminated the wait for baggage without significantly speeding up the baggage delivery process.

And that leads to my final thought. You can read the reports and view the presentations after the meeting. However, if you don't attend, you miss out on all of the audience interaction, questions and discussions that go along with the programs. You also miss all of the networking opportunities with the 120 attendees and over 60 companies at one venue. So, take the opportunity to attend and participate in the FAMA meetings. You won't regret the relationships and friendships you develop with fellow FAMA members. ☺

## Stephen Shapiro: Innovate the Way You Innovate

BY BILL DOEBLER

Hall of Fame speaker Stephen Shapiro energized the audience from the moment he stepped onto the stage. My expectations were high having read his bio and knowing that he had brought his innovation knowledge to Fortune 500 companies all around the world.

Right out of the gate, Stephen challenged us to think differently and engaged everyone through an exercise called "How Fast Is Your Brain." Well, that certainly left a number of us scratching our heads and realizing that while we thought we had the ability to drive quickly toward a correct answer, in fact, right in front of us may be an entirely different viewpoint or answer.

A great lesson learned was "Asking for ideas, is a BAD idea." The following example was cited when the UK asked the web users to unleash their creative energy in naming the lead boat in the long range class of autonomous underwater exploration vehicles. The astonishing answer was...



When the audience was asked what UPS and FedEx feared most, almost all in the room answered simultaneously, "AMAZON!!" However, the answer is 3D printing for as time progresses the individual will be able to create what they need right at their fingertips, thus lessening the need for "transportation;" again, the challenge to think differently and innovate directly.

The key quote from Albert Einstein, "If I had an hour to save the world, I would spend 59 minutes defining the problem... and one minute finding solutions." This truly is a different way of thinking.

Based on Stephen's insights, NASA, Marriott, 3M, P&G, and USAA have revolutionized the way they tackle innovation and continuously inspire their teams to enhance their creative abilities.

Throughout the presentation, Stephen used many examples where we could all apply the tactic and logic to innovating within our industry. ☺




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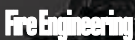
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# What Fuels a Culture of Innovation?

BY DAN VESELSKY

Let's face it – when seconds count, the fire professionals and emergency responders that we work alongside are second to none. That's why when it comes to discovering new ways to better protect, advance, and serve their interests, they deserve our best. And, our best is realized through innovation.

Robert B. Tucker, renowned author and speaker, stressed the importance of innovation in our business when he addressed FAMA attendees at the Spring Meeting in San Diego. Tucker, who wrote the best seller *Driving Growth Through Innovation*, noted that innovation is first a mindset. When you drive a culture which encourages and rewards new ideas, you fuel innovation. Why is this important in the fire apparatus business? Because if we don't continually work to innovate for the future, someone else will. I'd suggest you ask companies like Blackberry, Polaroid, or

Blockbuster why it's important to stay focused on the future, but they aren't around anymore. In fact, according to Tucker, in 10 years over 40% of Fortune 500 companies will be gone. And in that same time frame, the S&P 500 will add 200 companies that we haven't even heard of yet. Does that get your attention? Because it sure got mine. As the leading supplier of passive safety systems for fire apparatus, the possibilities to innovate in this area are endless. Your business is no different. But it will take a culture and commitment to innovation to move our industry forward.

What defines an innovative company? Tucker says first and foremost, it's a mindset. And he's categorized that mindset into these five best practice buckets:

- **Growth Mindset** – Develop people within your company who are creative as well as innovative thinkers, and make innovation a strategic imperative.

- **Implement Idea Management Systems** – Innovative ideas are precious. They are your future revenue drivers. Treat them as such.
- **Collaborate with Customers and Strategic Partners** – Think about what it is that the customer needs, but just doesn't know it yet.
- **Cultivate Risk Taking Culture** – Keep looking forward and don't rest on present day successes.
- **Involve Everyone in the Enterprise** – Innovation does not have to be in someone's title for it to be in his/her head. Everyone in your company can contribute.

So as FAMA looks toward the future, we must strive to innovate. It's what drives our ultimate goal – to advance and protect the interests of the tens of thousands who put their lives on the line for us every day. They deserve our best. ☺

## Thank You to the 2018 Spring Meeting Sponsors

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### WELCOME NEW FAMA MEMBER



#### BATTLESHIELD INDUSTRIES LTD.

Luc Thibault, President  
347 Corduroy Road  
Vars, Ontario K0A 3H0  
Phone: 613-443-1911  
www.battleshield.ca  
lthibault@battleshield.ca

From concept to design to delivery, this company has become a leader in the emergency vehicle service and manufacturing industry. Battleshield specializes in fire truck manufacturing, annual pump testing, repair and maintenance, with a 24/7 emergency service. A good portion of its work force encompasses firefighters, which is one of the company's greatest strengths.

# Anirban Basu—Sage Policy Group Report

Access to industry statistics is one benefit of being a FAMA member, and while these can be insightful, the data has always had a rearward view. This past year, your FAMA Board initiated a project to create a more forward-looking view of our industry. Accordingly, the Sage Policy Group was challenged to find a correlation of key economic indicators and historical industry data to answer two primary questions:

1. Why has the North American firefighting fleet failed to recover in conjunction with the broader economy?
2. What can the industry expect in light of broader economic forecasts and known demographics?

To answer these questions, the report takes into account the following observations:

**The US economy** is in its 10th year of economic recovery, the number of firefighters has been on the rise since 2010, and the number of engines over 15 years of age has decreased since 2001. While all of these statistics suggest new apparatus bookings should be at pre-recession levels, they are not.

**Local and state government spending** shows a shift in funding toward Medicaid, health insurance, and underfunded pension funds. Furthermore, these governments are taking on less debt to finance capital expenditures, and corre-

spondingly 2005-2015 fire protection outlay fell by as much as 10.5% in the 2005-2015 period.

**Units booked per 100,000 housing units** in much of the US have remained remarkably stable over time. The implication is that in much of the nation, the number of units booked has expanded at roughly the rate of household formation. However, in other regions such as the South and Midwest, the ratio of units booked per 100,000 housing units has fallen sharply. The likely explanation is that many communities in these states no longer have the wherewithal to invest in modern fire apparatus.

**Federal grant programs**, in addition to funding that is predominately provided by state and local governments, exist to support firefighting operations. The most relevant is the Assistance to Firefighters Grants (AFG) program. The amount of this funding has shrunk close to 40% since 2009. It is also noteworthy that in 2014 there were 2,585 applications submitted for vehicle acquisition and only 201, or 7.8% applicants were awarded grants and 92% were denied. Today no more than 25% of the available AFG funds may be used for the purchase of vehicles and 10% of that amount is set aside for ambulances.

From these observations we can find four primary factors that explain why the North American firefighting fleet has failed

to recover in conjunction with the broader economy: 1. State/local governments are shifting expenditures toward non-infrastructure categories; 2. These same governments are collectively taking on less debt; 3. AFG is shrinking; and, 4. There are sharp declines in units booked per 100,000 housing units in parts of the American Midwest and South.

Finally, the report concludes that the industry can expect units booked to stay relatively flat over the next few years with occasionally strong quarters followed by weak ones. The primary driver behind this conclusion is the lack of funding caused by underfunded pensions and rising healthcare costs. These issues are heavily tilting state and local government budgets toward these and other priorities that are unlikely to change. Another factor is that elected policy makers are unwilling to raise taxes.

Both the report and presentation provided by Anirban Basu from the Sage Policy Group contain additional and more detailed information. We encourage FAMA members to read the industry report and presentation located in the "2018 FAMA Spring Meeting" folder in the members-only FAMA Vault under "meetings" and titled *"FAMA Industry Report by Sage Policy Group" and "Speaker Presentation – Anirban Basu – 2-24-18."* ☉

## SAVE THE DATES...

### FEMSA/FAMA Annual Fall Conferences:

- **2018** – September 26-28  
Austin, Texas (USA)
- **2019** – October 9-11  
Toronto, Ontario (Canada)
- **2020** – October 7-9  
New Orleans, Louisiana (USA)

### FAMA Spring Meetings:

- **2019** – March 16-19  
Hollywood Beach, Florida (USA)
- **2020** – March 21-24  
St. Pete Beach, Florida (USA)

# ANNUAL AWARDS



**GOOD EGG**  
Philip Gerace



**STAR ACHIEVER**  
David Durstine



**HONORARY MEMBER**  
Grady North



**PAST PRESIDENT**  
Scott Edens



**TUBE STEAK**  
Chris Crowel



**BEST DRESSED**  
David & Bernadette Durstine



**GOODWILL AMBASSADOR**  
Jamie Durstine



**STAR ACHIEVER KEEPSAKE**  
Roger Lackore

# FAMA SPRING MEETING



# FAMA Technical Committee Meeting Highlights

*FDIC 2018, Indianapolis, Indiana.*

BY DOUG MILLER, CO-CHAIR

On April 26, 2018, in conjunction with FDIC, the first Technical Committee of the year was held with 149 member representatives of 52 member companies attending. Special thanks to the meeting sponsors: PennWell Fire Group, Spartan Emergency Response, W. S. Darley & Co., and Whelen Engineering Co., Inc.

During this meeting each year, the Technical Committee Chairs award the prestigious Chairman's Award to a deserving member of the Technical Committee who has been instrumental in moving the work of the committee ahead. This year Peter Luhrs from Elkhart Brass, co-chair of the Electrical Subcommittee, was chosen and awarded the "big bird" trophy for his work in moving several Buyer's Guides forward for publication on the FAMA website.

Roger Lackore asked for volunteers for the Body Subcommittee Co-chair position to fill a vacancy. After the meeting, John House of Danko agreed to fill that position. Thank you, John for stepping up. We thank Wayne Kirvida of Custom Fire Apparatus for his past work in this position.

An update for the 2019 FDSOA Fire Apparatus Symposium was given.

The event will be held in Orlando, Florida, January 13-15. At the Technical Committee Planning Meeting held in conjunction with the FAMA Spring Meeting, a list of possible presentation topics and instructors was created and forward to the FDSOA administration for review and feedback. The list can be found in the meeting presentation file on the FAMA website in the Vault (secured documents section).

The FAMA Technical Committee wishes to thank Grady North for all his years of service as the FAMA liaison to FDSOA. With Grady's retirement from E-ONE, Doug Kelley of KME will be the FAMA representative on the FDSOA Board.

Fire hose companies are beginning to provide data for the Hose Bed Capacity Standard initiative with the help of our partners at FEMSA. We encourage all FEMSA member hose companies to provide the necessary data to assist fire de-

partments and truck manufacturers in specifying effective apparatus.

The FAMA Chassis Subcommittee created a public input concerning seating which was reviewed again in the breakout session. The comment and justification is planned to be submitted as a public comment from FAMA.

The status of the Buyer's Guide project was reviewed. Several have been published, several are in various stages of draft, and many need a draft copy created. The subcommittees were tasked with pushing all Buyer's Guides forward to completion. During the breakout sessions much progress was made, including adding a few other topics that the guides will cover. The goal is to have all guides completed by the fall FAMA/FEMSA meeting in September.

The next meeting of the Technical Committee will be held in Nashville on Wednesday, October 17, 2018, in conjunction with the Firehouse Expo show. All FAMA member representatives are also invited to the Technical Committee Planning Meetings. The next planning meeting will be held in conjunction with the FEMSA/FAMA Annual/Fall Meeting in Austin, TX on Tuesday, September 25<sup>th</sup> from 6:00 – 9:00 PM. ☉

## FAMA TECH MEETING SPONSORS



**CHAIRMAN'S AWARD**

Doug Miller, Peter Luhrs, Roger Lackore

## PennWell/FDIC Continues their Support of the FAMA GAC and Other Industry Advocacy

*Special thanks to PennWell and FDIC for their ongoing loyalty and generosity.*

PennWell/FDIC contributed toward FAMA's governmental affairs and other critical advocacy activities. This contribution is made to benefit the health and safety of the fire service, as well as the FAMA member companies. FAMA works in partnership with FEMSA, IAFC, IAFF, NVFC, CFSI and other fire service organizations for legislation that supports a stronger, safer fire service. ☉



## ► MEMBER FAMA



### AMDOR

**Don Mayo** has joined the team as Quality Manager, responsible for implementing and standardizing quality systems across divisions. Don brings over 20 years of quality leadership experience across various industries, including Tier 1 and OEM Automotive.



## ► MEMBER FEMSA



### Casco

*New Outside Sales Representatives and Service Technicians*

**Chris Fields** was an Oklahoma City firefighter and worked part-time for several years for Casco Industries, Inc. Chris is the firefighter in the iconic photo carrying the baby out after the explosion at the Murrah Building bombing in Oklahoma City. Chris has since retired from the OKC FD and joined Casco as a full-time sales representative.



**John Bell** joined the Service Technician Team in Texas covering the far west Texas panhandle and counties bordering eastern New Mexico.

**Marshall Foote** joined the Sales Team in Houston. Marshall has been a volunteer firefighter with the City of Seabrook Fire Department for over 25 years.



### John Borrows

joined the Service Technician Team in Oklahoma. John is the retired Asst. Fire Chief of Little Axe Fire Department and has been a public servant for most of his career.



**Blaine Richardson** joined the Service Technician Team in Oklahoma. Blaine is a volunteer firefighter and lieutenant with the Marlow Volunteer Fire Department and his father is a salesman for Casco Industries' Oklahoma office.



## ► MEMBER FEMSA



### Cosmas USA

Cosmas USA (Cosmas) has acquired Australian footwear manufacturer Taipan Footwear (Taipan), a firefighter and first responder footwear manufacturer based in Melbourne, Australia. The acquisition will allow both companies to better serve clients globally. Cosmas, an Italian company, provides innovative footwear solutions to first responders internationally. Taipan was founded in 1962 and has become a market leader in Australia for first responder footwear.

## ► MEMBER FEMSA



### CURTIS

**Steve Price** has transitioned to Outside Sales Professional for the Napa and North Coast Counties of California. Steve has been with the company for more than 23



years and has served in numerous positions since joining CURTIS.

After 41 years with CURTIS, **Ken McNair** retired at the end of 2017 from the same territory.



### Steve Martin,

Outside Sales Professional, now supports Alaska municipal fire customers in addition to his current U.S. Government cus-

tomers in the Western part of the United States. CURTIS' former Alaska sales representative, John Cefalu, has turned his focus towards additional opportunities within his role as Northwest Sales Manager.

**Brian Bird** joined CURTIS as a Heavy Rescue Specialist, handling Arizona and New



Mexico. He recently retired from the City of Santa Fe (NM) Fire Department.

**Thomas Parascandola** joins CURTIS as an Outside Sales Professional for Southern Colorado.



## MEMBER FEMSA, FAMA



### Darley

**Bruce Ireland** joins the sales team as Municipal Sales and Dealer Development Manager. He will support the Darley Pump Division as well as several other Darley di-

visions that serve the fire and emergency markets.

Bruce's office is located in Granbury, TX. He will be serving Darley customers in the Central U.S.



► MEMBER FEMSA



### Dinges Fire Company

#### Kathleen Harris

joins Dinges as Chief Financial Officer. She has more than 25 years' experience in investment management and financial analysis in the US and international equity markets for hedge fund SDK Capital, and as a partner for institutional investor Oechsle International Advisors.



► MEMBER FAMA, FEMSA



### E-ONE, Ferrara and KME

Mike Virnig joins REV Fire Group as Vice President of Sales. With over 14 years of prior experience in fire apparatus sales and as a dealer, Mike brings a wealth of experience and knowledge to the position. Reporting to Virnig will be Bill Himstedt, Jason Louque and William Gray, the sales directors of each of the three brands in the group.

► MEMBER FEMSA



### FDSOA



Health and Safety tab of the [www.FDSOA.org](http://www.FDSOA.org) website.

Hayes, a former fire chief and emergency management coordinator, also served with the National Center for Fire and Life Safety and as Columbia Southern University's vice president of University Relations. He is a published author and speaker on fire, life safety, and leadership.

► MEMBER FEMSA, FAMA



### Ferrara

Lone Star Emergency Group has been named Ferrara's new dealer for Texas. With service centers in Dallas and Houston, Lone Star Emergency Group is ready to meet the fire apparatus sales and service needs in Texas.

► MEMBER FEMSA



### Firefighter One

Greg DeForge has joined the FF1 team as the Director of Apparatus Sales and Service. Greg brings



26 years of experience in the emergency vehicle industry, having worked for several manufacturers and leading dealerships in the fire, EMS, and specialty vehicle markets.

► MEMBER FEMSA



### Fire-Dex

**Steve Allison** has been promoted to President. As successor to Bill Burke, Company Owner and Chief Executive Officer, Allison will take over operational responsibilities for the company worldwide. Allison is a 28-year veteran of the fire service personal protective equipment (PPE) manufacturing and sales marketplace.



**Denise Bradley** has been promoted to the newly created position of Product Engineer. In her new role, Denise joins the Product Development team that focuses on innovative solutions for firefighter health and safety.

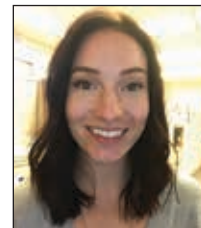


through a series of rotations and gain exposure to various departments.

**Lindsey Anderson** on-boards as the new Quality & Compliance Coordinator based out of Medina, Ohio. Lindsey will be responsible for developing, implementing and managing



**Jared Harmon** on-boards as the new Operations Management Trainee based out of Medina, Ohio. In this newly designed role, Jared will work



Fire-Dex quality control systems, product specifications, while insuring all industry regulatory requirements are met.

## ► MEMBER FEMSA



### FireRescue1.com

**Marc Bashoor**, formerly chief of Prince George's County (MD) Fire/EMS, has joined FireRescue1.

As Executive Editor, Bashoor will play a lead role in shaping FireRescue1 and Fire



Chief's original editorial content. He will be writing a monthly column on leadership and providing regular analysis of major fire events and issues. In

addition, he will be working closely with FireRescue1 editorial staff, its Editorial Board and its network of expert contributors to advance the site's coverage of critical firefighting topics.

## ► MEMBER FAMA



### Firetrucks Unlimited

Announces the opening of a second fire apparatus refurbishment plant in Henderson, Nevada. The newly constructed 24,000 square foot facility houses the paint production, metal fabrication, training, and



design room. Firetrucks Unlimited expects increased staffing by 20% as a result of the increased production capacity.

## ► MEMBER FAMA



### HME Ahrens-Fox

HME Ahrens-Fox announces the addition of 15 new national dealers.

- Chief Fire & Rescue Apparatus Sales, Inc. (Long Island)
- Danko Emergency Equipment (NE, KS, IA, SD, MO)
- Derotic Emergency Equipment (CA)
- Firehouse Apparatus (NY, NE PA)
- Firefighter Trucks of TX (West TX)
- Global Emergency Vehicles (SE PA)
- Ken Garff Emergency Products (UT, ID, WY)
- Kodiak Emergency Vehicles (MI)
- ITI Truck & Trailer (SW PA)
- Lynn Kolaja Fire Equipment (NW PA)
- Mahugh Fire Equipment (Montana)
- Patriot Emergency Solutions (NJ)
- Red Sky Fire Apparatus (AZ, NV)
- Red Storm Fire & Rescue (MD, DE, VA)
- Triton ERV (GA)

## ► MEMBER FEMSA



### Holmatro Inc.

**JoAnn Tyler** has been promoted to National Sales Manager. JoAnn has been with Holmatro in the capacity of Regional Sales Manager since 2012.

She brings with her prior experience as a firefighter on the Chanhassen, MN Fire Department, as well as several years as a dealer sales representative in the fire industry.



## ► MEMBER FEMSA, FAMA



### Kussmaul Electronics

**Loni Marcus** on-boards as Vocational Sales Manager and will be responsible



for managing and developing the Vocational Sales Division. Loni has more than 12 years of diversified work experience in work truck markets including construction, utility, towing, fire and ambulance, RV, bus, and trailer.

### Brian Cassell

on-boards as Northeast Regional Sales Manager for the Emergency Vehicles Business Unit. Brian will be responsible for supporting, training, planning and execution of sales activities in his region.



Brian has more than 20 years of experience in the fire service as a firefighter, and industry experience as a Marketing Manager and Trade Show Manager.

## ► MEMBER FAMA



### Marion Body Works named Navistar Diamond Supplier Award Winner

Navistar honored 32 top performing suppliers in February with the Navistar Diamond Supplier Award. The suppliers recognized represent the top one-half of one percent of the supply base.

Curtis Ignacio, President CEO, and Mike Foley, Vice President of Sales and



(Pictured: Troy Clarke-President and CEO Navistar, Mike Foley VP Sales and Marketing Marion, Curt Ignacio-President and CEO Marion, Phil Christman-President, Operations Navistar, Persio Lisboa-COO Navistar)

Marketing, were honored to represent Marion Body Works and receive their first Navistar Diamond Supplier Award for providing Navistar Commercial and Military custom engineered truck bodies. The award recognized Marion Body Works for rapid responses to complex proposals, extraordinary support, and excellent quality on many different Model 7000 trucks offered under the programs.

#### ► MEMBER FAMA



### MIDWEST FIRE.

#### Midwest Fire Celebrates 30th Anniversary

Midwest Fire Equipment & Repair Company (Midwest Fire) celebrated 30 years of manufacturing and more than 900 trucks manufactured and delivered.

In 2013, the company was acquired by Midwest Fire CEO Sarah Atchison, named one of the Top 25 Women in Business by Prairie Business magazine. Her leadership of Midwest Fire is characterized by a passion for the firefighting and manufacturing industries and unwavering commitment to her employees. The company has experienced record sales growth under Atchison's leadership, and has been a finalist for numerous awards.

#### ► MEMBER FEMSA



#### Milliken ResQ

#### Milliken Wins Ethics and Safety Awards, Brings Ethically Minded Textiles to Fire Service

With safety, ethics and integrity as core values, Milliken was recently recognized as one of the 2018 World's Most Ethical Companies, an honor presented by the Ethisphere Institute, a global leader in defining and advancing the standards of ethical business practices. This is Milliken's 12th year on the list — one of only 12 companies included each year since the award was first presented.

A three-time honoree, Milliken was named as the first-ever inductee to the America's Safest Company Hall of Fame. Milliken's dedication to safety transcends our internal processes and is infused into every innovation we create.

#### ► MEMBER FEMSA, FAMA



#### PAC

#### Tammy Trzepacz

has been promoted to the Customer Service Team. She previously worked in Order Processing. In her new role, Tammy is the contact for all International customers and part of the domestic Fire Market team.



contact with buyers and purchase orders.



**Christina Ziolkowski** has joined the Order Processing team. In this position, she will be the first line of contact with buyers and purchase orders.

#### ► MEMBER FAMA



#### Rosenbauer America

New Jersey Emergency Vehicles (NJEV) has been named the authorized sales and service dealer for Rosenbauer America brand fire apparatus and products for Northern New Jersey. Included in this territory are the New Jersey counties of Bergen, Essex, Hudson, Middlesex, Monmouth, Morris, Passaic, Sussex, Union and Warren.

NJEV, a division of P.L. Custom Body & Equipment Co., has been a dealer in the fire and emergency industry since 2007.

#### ► MEMBER FEMSA



#### Shipman's

Shipman's was once again proud to be the corporate sponsor of the 2018 New England Association of Fire Chiefs Show at Foxwoods Resort Casino June 22-23. Shipman's staff was on hand at the show displaying what's new from the premier manufacturers in the fire industry. On Friday night, June 22, Shipman's hosted a hospitality event for all show vendors and attendees in the Celebrity Ballroom featuring food and beverages, a live magic performance by magician David Oliver, followed by a show by Comedy Hypnotist Jim Spinatto.

#### ► MEMBER FAMA



#### Trident

#### Mike McCracken

on-boards as a Foam Products Specialist responsible for foam product inventory, purchasing, assembly and testing units. Mike spent 30+ years at Feecon where he worked in sales, purchasing and customer service.



## MEMBER NEWS

Trident has been honored as a PATRIOTIC EMPLOYER for its support of an employee participating in America's National Guard and Reserve Force.

**Dave Clark**, a Trident warehouse worker has just returned from a one-year Army National Guard deployment in Iraq, where he participated in Operation Inherent Resolve and Operation Spartan Shield during which he was personally awarded the Army Commendation Medal.



### ► MEMBER FAMA



### US Fire Pump



**Bob Gliem** has been named Technical Sales Director. Bob joins the team from Ferrara Fire Apparatus and brings with him 29 years in the fire service, both municipal and industrial. He has extensive training and knowledge of industrial firefighting and advanced foam firefighting, and has served as a foam firefighting subject matter expert and instructor for various agencies around the world.

### ► MEMBER FAMA



### Valor

**Steve Toren** has been promoted to Executive Vice President of USSC Group, Inc.'s Valor First Responder Seating division. In his new role, Toren will actively participate on the Executive Team of USSC.



## WELCOME NEW FEMSA MEMBERS



### BLASTMASK

#### BLAST MASK, LLC

Justin Dickstein, CEO  
5817 Constellation Circle  
Rockwall, TX 75032  
(973) 922-FIRE  
info@blastmask.com  
www.blastmask.com

Blast Mask, LLC manufactures training regulators that attach to an SCBA face piece enabling firefighters to conduct multiple training and fitness exercises (with and without SCBA packs) that can dramatically improve tactical preparedness. BlastMask is an effective and ideal tool for firefighter recruitment, physical ability testing, and orientation.



#### DINGES FIRE COMPANY

Nicholas Dinges, CEO  
243 E. Main  
Amboy, IL 61310  
(815) 857-2000  
ndinges@dingesfire.com  
www.dingesfire.com

A distributor of over 200 lines of firefighter gear and equipment serving the states of Illinois, Iowa, Michigan, and Wisconsin.



#### FYRELANE USA

Robert Rodrick, Business Development Manager  
8701 John Carpenter Fwy., Ste. 230  
Dallas, TX 75247  
(972) 252-8696  
rrodrick@fyrelaneusa.com  
www.fyrelaneusa.com

Fyrelane USA (a division of Hydra Shield Manufacturing) designs, patents and manufactures water flow valves, hydrant valves and suppression systems.



### Deutsche Messe

#### HANNOVER FAIRS USA

Bill Fox, Senior Sales Director  
8755 W. Higgins, Ste. 900  
Chicago, IL 60631  
(773) 796-4250 x24  
bfox@hfusa.com  
www.hfusa.com

Hannover Fairs USA owns the world's largest trade show facilities where Interschutz 2020 will be held.



#### JAMES P. THOMAS, ESQ.

205 Abbey Brook Lane  
Venetia, PA 15367  
(412) 334-3641  
jimthomas205@gmail.com

James P. Thomas is a lawyer in a large multi-state firm. His practice concentration is in labor, employment and labor relations law. He is also a 21-year volunteer firefighter looking to grow and blend his advocacy with his passion while being a resource to fellow members.



#### PAUL CONWAY SHIELDS

Paul Conway, President/CEO  
14100 W. Cleveland Ave.  
P.O. Box 510086  
New Berlin, WI 53015  
(262) 782-1886  
pconway@paulconwayshields.com  
http://fire.paulconwayshields.com/

Paul Conway Shields is a leader in manufacturing fire and law enforcement protective gear, and creating educational resources to support peak mental and physical preparedness. We operate production facilities and a retail store in New Berlin, WI, plus have certified dealers across the globe.



#### PPE SOLUTIONS INC.

Daryl Kretzschmar, President  
1585 Josephine Drive  
Val Caron, Ontario P3N 1N2 CANADA  
(888) 999-0316  
daryl@ppesolutions.ca  
www.ppesolutions.ca

A distributor and provider of firefighter protective apparel and equipment to the Ontario Fire Service.



#### SCOTTY FIREFIGHTER

Brian Baart, Fire Division Assistant Manager  
2065 Henry Ave. W.  
Sidney, BC V8L 5X6  
CANADA  
(250) 656-8102  
brian@scottyfire.com  
www.scottyfire.com

A manufacturer of lightweight, dependable and affordable fire fighting nozzles and foam/gel delivery equipment. Wildland back pack systems, hand tools, adapters and connectors are other specialties.

## FAMA BOARD OF DIRECTORS



**PRESIDENT** Steve Toren  
Valor First Responder Seating  
Cell: (612) 963-5158  
storen@usscgroup.com



**VICE PRESIDENT** Curt Ignacio  
Marion Body Works, Inc.  
(715) 754-1139, Cell: (715) 281-9624  
cignacio@marionbody.com



**TREASURER** Jeff S. Darley  
W.S. Darley & Co.  
(715) 720-2527, Cell: (715) 829-0904  
jeffdarley@darley.com



**SECRETARY** Bev Lowery  
HAAS Alert  
Cell: (224) 216-9566  
bev@haasalert.com



**PAST PRESIDENT** Scott Edens  
Fouts Bros, Inc.  
(800) 948-5045, Cell: (404) 808-0907  
sedens@foutsfire.com



**DIRECTOR-AT-LARGE**  
Andrew Lingel  
United Plastic Fabricating, Inc.  
(978) 989-0260, Cell: (978) 360-5574  
alingel@unitedplastic.com



**DIRECTOR-AT-LARGE**  
Jerry Merges  
VisionMark Nameplate Company, LLC  
(419) 977-3131 x-914, Cell: (937) 638-1491  
jmerges@vmnameplate.com



**DIRECTOR-AT-LARGE**  
Michael Moore  
Pierce Manufacturing, Inc.  
(920) 832-3137, Cell: (920) 277-1258  
MMoore@piercemfg.com



**DIRECTOR-AT-LARGE**  
John Slawson  
Cell: (630) 488-7131  
jwslawson@gmail.com

## FEMSA BOARD OF DIRECTORS

### OFFICERS/EXECUTIVE COMMITTEE



**PRESIDENT** William Van Lent  
Veridian Fire Protective Gear  
(712) 262-5200  
bvl@veridian.net



**VICE PRESIDENT** James Long  
W.S. Darley & Co.  
(708) 345-8050  
jameslong@darley.com



**SECRETARY/TREASURER** David Russell  
Fire & Safety Services, Inc.  
(800) 400-8017  
drussell@f-ss.com



**EXECUTIVE COMMITTEE MEMBER**  
Mike Natchipolsky  
FireRescue1.com  
(240) 606-4297  
mike.natchipolsky@praetoriangroup.com



**EXECUTIVE COMMITTEE MEMBER**  
John Granby  
Lion Apparel, Inc.  
(937) 415-2843  
jgranby@lionprotects.com

### BOARD MEMBERS



Paul Andrews  
PennWell Fire Group  
Marketing Solutions  
(240) 595-2352 (Cell)  
pandrews@pennwell.com



Peter Askey  
Ricochet Manufacturing Company, Inc.  
(215) 849-1971 x16  
paskey@ricochet-gear.com



Richard Boyes  
Ontario Association of Fire Chiefs  
(905) 426-9865  
richard.boyes@oafc.on.ca



Nathan Calabrese  
Task Force Tips, Inc.  
(800) 348-2686  
nathan.calabrese@tft.com



Geoff Evans  
Streamlight, Inc.  
(800) 523-7488  
gevans@streamlight.com



Melinda Freeman  
GML Industries LLC  
(352) 615-0177  
melinda@gmlindustries.com



Crosby Grindle  
FireRescue GPO / NPPGov  
(206) 494-4567  
crosby.grindle@nppgov.com



Rick Singer  
Akron Brass Company  
(330) 287-7023  
rsinger@idexcorp.com

## PROFESSIONAL RESOURCES



**FEMSA ADMINISTRATOR**  
Karen Burnham  
(781) 334-2771  
info@femsa.org



**FAMA BUSINESS MANAGER**  
Sonya Kelly  
(352) 843-3404  
skelly@fama.org



**LEGAL COUNSEL**  
James J. Juneau  
(972) 866-3333  
jjuneau@juneauboll.com



**GAC CONSULTANT**  
David Gatton  
Development Initiatives, Inc.  
(202) 957-6530  
dgatton@initiatives.com



**NEWSLETTER/WEBSITE DEVELOPMENT**  
PennWell Fire Group Marketing Solutions  
Paul Andrews  
pandrews@pennwell.com



Kaci Wheeler  
kaciw@pennwell.com



FAMA/FEMSA NEWS

#### FAMA

P.O. Box 3065, Ocala, FL 34478

TEL: (352) 843-3404

EMAIL: [info@fama.org](mailto:info@fama.org)

WEBSITE: [www.fama.org](http://www.fama.org)

FACEBOOK: <https://www.facebook.com/FAMAnorthamerica/>

#### FEMSA

P.O. Box 147, Lynnfield, MA 01940-0147

TEL & FAX: (781) 334-2771

EMAIL: [info@femsa.org](mailto:info@femsa.org)

WEBSITE: [www.femsa.org](http://www.femsa.org)

TWITTER: [www.twitter.com/FEMSANews](http://www.twitter.com/FEMSANews)

#### FEMSANews

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EDITORS: Karen Burnham, Peggy Glenn,  
Sonya Kelly, Steve Toren, Bill Van Lent

PRODUCTION: Kaci Wheeler

DESIGN: Meg Fuschetti

PHOTO CREDITS: Nathan Calabrese,  
Kaoma Massa

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## 2018 FIRE SERVICE EVENTS

July 8-13  
**Texas A&M Spanish  
Fire School**  
College Station, TX  
[teex.com](http://teex.com)

July 10-12  
**AZ Chiefs and AZ  
Districts Conference**  
Glendale, AZ  
[azfirechiefs.org](http://azfirechiefs.org)

July 12-16  
**Ohio Fire Chiefs and  
Firefighters Convention**  
Columbus, OH  
[ohiofirechiefs.com](http://ohiofirechiefs.com)

July 13-16  
**Maritime Fire Chiefs  
Conference**  
Moncton, NB  
[mfca.ca/index.php/conferences/  
upcoming-conferences](http://mfca.ca/index.php/conferences/upcoming-conferences)

July 15-20  
**Texas A&M Industrial  
Fire School**  
College Station, TX  
[teex.com](http://teex.com)

July 19-21  
**Louisiana State  
Fireman's Association**  
Shreveport, LA  
[lsfa.net](http://lsfa.net)

July 22-27  
**Texas A&M Municipal  
Fire School**  
College Station, TX  
[teex.com](http://teex.com)

August 8-11  
**Fire-Rescue  
International (FRI)**  
Dallas, TX  
[iafc.org/fri](http://iafc.org/fri)

August 8-11  
**South Atlantic Fire  
Rescue Expo**  
Raleigh, NC  
[southatlanticfirerescue  
expo.com](http://southatlanticfirerescue<br/>expo.com)

August 16-18  
**Georgia Fire Service  
Conference and expo**  
Dalton, GA  
[conference.georgia  
firefighter.org](http://conference.georgia<br/>firefighter.org)

August 28-30  
**Kentucky Assoc. of  
Fire Chiefs Conf.**  
Bowling Green, KY  
[kychiefs.com](http://kychiefs.com)

September 14-15  
**New Jersey State  
Firemen's Convention**  
Wildwood, NJ  
[njfireexpo.com](http://njfireexpo.com)

September 16-19  
**Fire Rescue Canada**  
Ottawa, Ontario  
[cafc.ca/800-775-5189](http://cafc.ca/800-775-5189)

September 24-28  
**Alaska Fire Chief  
Conference**  
Kenai, AK  
[alaskafireconference.com/  
events.html](http://alaskafireconference.com/<br/>events.html)

September 25-28  
**FEMSA/FAMA  
Annual Conference**  
Austin, TX  
[femsa.org | fama.org](http://femsa.org | fama.org)

September 28 - October 1  
**NM Fire Service  
Conference**  
Ruidoso, NM  
[nmfirechiefs.com](http://nmfirechiefs.com)

October 6-7  
**NFFF Memorial Weekend**  
Emmitsburg, MD  
[firehero.org](http://firehero.org)

October 9-12  
**Texas Municipal League  
Annual Conference & Expo**  
Fort Worth, TX  
[tml.org](http://tml.org)

October 14-17  
**Illinois Fire Chief's  
Association Conference**  
Peoria, IL  
[illinoisfirechiefs.org](http://illinoisfirechiefs.org)

October 16-20  
**Firehouse Expo**  
Nashville, TN  
[firehouseexpo.com](http://firehouseexpo.com)

October 23-26  
**Fire Leadership Challenge**  
Keystone, CO  
[colofirechiefs.org](http://colofirechiefs.org)

Oct/ Nov 28-2  
**EMS World Expo**  
New Orleans, LA  
[emsworldexpo.com](http://emsworldexpo.com)

November 5-8  
**FireShowsWest**  
Reno, NV  
[fireshowswest.com](http://fireshowswest.com)

November 8-11  
**Volunteer & Combination  
Officers' Symposium**  
Clearwater Beach, FL  
[iafc.org/VCOSymposium](http://iafc.org/VCOSymposium)

November 15-18  
**Hawaii Fire Chief  
Conference**  
Kauai, HI  
[hawaiiirechiefs.org/events](http://hawaiiirechiefs.org/events)