



# ELEVATING EXCELLENCE

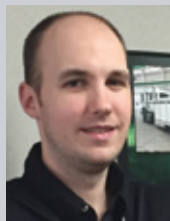


**NEWS | WINTER | 2021**



 **First Arriving** 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.



**By Andrew Lingel**  
FAMA President  
2020

Scott Edens said in his last Presidents' Message, "Time flies when you are having fun!" I think I can speak for most of us when I say, it has been a terribly long year! I am grateful to have served as your FAMA Board President over this difficult time in our nation's history, and this challenging time for our association, as well. I was lucky to serve with a wonderful Board of Directors. Their help along with the guidance of Past Presidents was monumental in seeing the organization through the COVID-19 pandemic.

We started 2020 with high expectations, only to have to shift quite suddenly to face the issues at hand. I hope the future boards will continue the progress made from defining the purpose of the organization and continue the pursuit of achieving our goals.

Aside from charting our progress in pursuit of these objectives, there were some noteworthy achievements. The first, and likely the most important, was the work our Governmental Affairs Committee (GAC) and our partners in D.C. did to ensure the necessary wording was included in the Department of Homeland Security Federal Guidelines that defined essential workers. Their work made it possible for the manufacturers of apparatus and equipment to continue operations during

the COVID-19 pandemic's government mandated shut-downs. Great kudos again to the GAC and our friends in D.C.

Beyond holding our first-ever virtual Fall Meeting, with tremendous member support, FAMA was able to hold a carefully planned, safe in-person meeting in order to conduct a member vote. The vote was to change the association bylaws to allow virtual voting during these, and possibly future, uncertain times. The revised bylaws will allow the board and association to function effectively in the future if we are unable to meet in person.

Other successes include the development and publication of the quarterly, one-page Public Statistical Report, and the association's ongoing initiatives such as

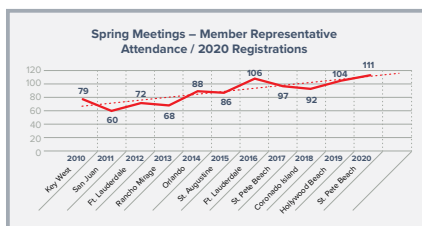
member and industry surveys, Buyer's Guides, and FAMA Forum articles.

I would like to express my sincere thanks and appreciation to the 2020 Board and the Past Presidents that helped to make this difficult year a success: Curt Ignacio, Bev Lowery, David Durstine, Jeromie Johnston, Jeffrey Mazza, Oran McNabb, Bert McCutcheon, Bruce Whitehouse, Scott Edens and Philip Gerace. Thanks also to Sonya Kelly, the FAMA Business Manager.

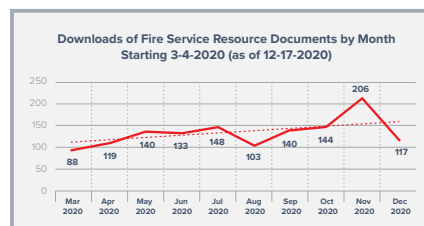
I look forward to the opportunity to officially pass the FAMA president's baton to Jeromie Johnston when we can all meet in person again. Thank you and stay safe. 🍌

## The following graphs recap our objectives:

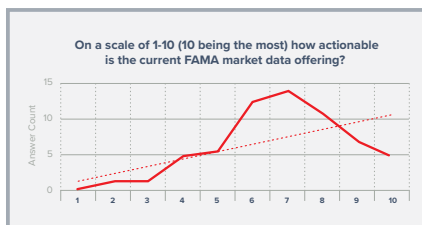
**Increase Spring Meeting Member Company Representatives:**



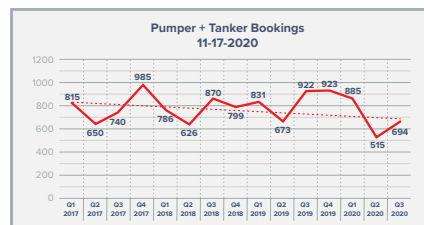
**Be a Resource for the Fire Service:**



**Provide Actionable Market Information:**



**Increase Sales of New Apparatus:**



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By  
**Jeromie Johnston**  
FAMA President  
2021

It is my distinct honor to accept the position of 2021 FAMA President, following in the footsteps of so many great leaders from our honorable and unique industry. I want to extend a special thank you to Andrew Lingel for his tireless service to the organization, and look forward to his support and contributions as past president.

As a very special note, this year FAMA celebrates its 75th Anniversary. History tells us that the wartime ban on production of non-military vehicles had left the fire service with a worn and outdated fleet. This led a small group of manufacturers to form the Fire Truck Manufacturers' Association (not a typo, as this was the predecessor of FAMA) in 1946 to cooperatively accelerate the adoption of post-war technology, with the primary mission of improving safety standards in the fire service. I hope you all agree, over the years FAMA has stayed true to its original mission, continually "Elevating Excellence" in the fire service – which is our theme for this diamond anniversary year.

I would also like to take this opportunity to thank the FAMA membership for all they have done in helping the organization to navigate through this pandemic. It has been a challenge for the organization to find ways to engage our membership and to continue to function in a manner that holds true to our mission. We have persevered, reaching out to membership through Zoom conference calls, holding virtual membership meetings and (of course) traveling to Indianapolis to make a crucial change to the bylaws so the organization could continue to hold votes and complete critical functions remotely. Though we look forward to resuming all of our in-person meetings, we are now fully equipped to continue functioning remotely.

Given this backdrop, I would like to take some time to reflect on what we have accomplished over the last few years and where we should focus our time and attention over the next year. The real work of FAMA continues to be done by each committee. They essentially keep the FAMA "lights on" and execute on the guidance from the board. These committees ensure: 1) our industry contributions and interests are well represented to other associations and the industry as a whole, 2) ensure members have the opportunity to hear about major issues and legislation impacting their businesses, 3) present the latest industry

data and relevant macroeconomic drivers in a manner that is actionable and 4) create opportunity for personal connections (yes, difficult these days...).

Though my time in this industry is comparatively short versus many of yours, I am still acutely aware of the structural shifts we have faced since the Great Recession, with unit volumes never fully recovering to peak. This challenge remains and has been exacerbated by the current pandemic-triggered economic slowdown. So, our goal as an organization remains relevant, to "advance and protect the interests of the fire and emergency services community" by 1) promoting and protecting FAMA to other standards and governmental organizations, 2) developing safety and performance standards to improve apparatus and 3) promoting the need for newer and safer apparatus.

Rest assured, I will use my time as FAMA Board President to ensure we are both focused on these objectives and actively listening to the needs of our members. There will be many opportunities to have your voice heard, but in the meantime, feel free to reach out to me directly via email: [jjohnston@piercemfg.com](mailto:jjohnston@piercemfg.com) or call: 920-832-3117. I wish all of you a prosperous year and look forward to serving you over the months ahead. 🍷



By **James Long**  
FEMSA President  
2020 – 2021

One of my New Year's resolutions is to talk far less about COVID-19 than I did in 2020. While I was wrong last spring to believe the crisis couldn't possibly last for more than a couple of months, I'm extremely confident that we will be returning to normal later this year.

The common thinking is the new normal won't exactly be the old normal, and we all need to adapt or be left in a wake of change. This notion even holds true for us as members of FEMSA.

Fifty-five years ago, industry leaders founded the Fire and Emergency

Manufacturers and Services Association. We are blessed to be part of a thriving organization with a solid foundation shaped by bright minds and a passion for the fire service. Your board of directors continues to look for ways to address new norms and to position FEMSA for another 55 years of success.

This past fall, we broke with tradition and formed a new partnership with First Arriving. By working with an association management company, FEMSA gained access to additional resources which will be essential for achieving scalable growth.

What made First Arriving particularly appealing was their engagement with the public safety community along with a strong technology and marketing solution skill set. Those talents were on display as they helped us navigate through our very first webinar featuring the ever-popular economist Anirban Basu, and assumed the technology lead for an even more carefully orchestrated virtual Fall Conference.

Behind the scenes, I'm excited that FEMSA will be converting to a web-based platform that will allow us to modernize administrative functions and improve communication.

Last year, we were unable to move forward with Hill Day and the Congressional Fire Services Institute dinner in Washington, D.C. Regardless of whether this year's event is held in person, virtually or as a hybrid, we need a strong showing from our members to ensure future appropriations for the fire service. This is not the time to take a year off.

While it is true we have contingency plans for all events, I'm really looking forward to seeing and celebrating with you in person in Tampa this fall at our annual conference.

If your 2021 goals include getting more involved with FEMSA, please feel free to reach out to me ([jameslong@darley.com](mailto:jameslong@darley.com) – 708-369-3657). We'll put you to work. 🍷

# Celebrating 75 Years of FAMA

All FAMA records known to exist—meeting minutes, correspondence, photographs, and the like—have been researched and examined. Every living past president and several active leaders of the past were contacted. Many chose to share memories of their involvement and shed light upon FAMA's progress through the decades. This collaborative effort uncovered treasured facts that will frame a historical overview of the Fire Apparatus Manufacturers' Association from its early beginnings to current times, in celebration of its 75th anniversary.

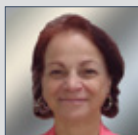
**We are excited to share this compendium of information with you in the coming months.**



## Changing of the Guard

**Looking back** on the successes of FEMSA and FAMA over the years, we acknowledge with sincere appreciation, the following dedicated individuals and their member companies, whose voluntary contributions have had significant impact on the Associations.

### FEMSA

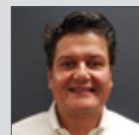


**Stephanie McQuade**  
*Globe Manufacturing Company, LLC*  
Served on the board:  
2019 - 2020

### FAMA



**Curt Ignacio**  
*Marion Body Works*  
Served on the board:  
2013 - 2020.  
Total years on the FAMA  
Board: seven years



**Jeff Mazza**  
*Bulldog Fire Apparatus, Inc.*  
Served as Treasurer:  
2019 - 2020.  
Total years on the FAMA  
Board: two years

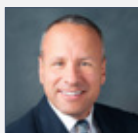
**Entering 2020**, the Boards welcome and look forward to working with the following talented individuals elected to serve the FEMSA and FAMA memberships through their Board terms:

### FEMSA

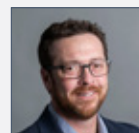


**Derek Roy**  
*3M*

### FAMA



**Gary Pacilio**  
*E-ONE, Inc.*  
Elected as Treasurer  
December 2020



**Jason Darley**  
*W.S. Darley & Company*  
Elected as Director-at-Large  
December 2020.



## Welcome New **FEMSA** Members



Kuriyama of America, Inc.  
Daniel Olm, General Manager  
360 E. State Parkway  
Schaumburg, IL 60173  
Phone: 603-924-2122  
KFPsales@kuriyama.com  
www.kuriyamafireproducts.com

Description: Kuriyama of America, Inc has been eminently successful in developing and marketing a complete line of thermoplastic hose and accessories. Today the group of companies includes eight subsidiaries and six distribution centers providing a complete line of thermoplastic, rubber and metal hose products and accessories including couplings and fittings, for use in industrial and commercial applications.



Rosenbauer America, LLC  
Bev Lowery, Equipment Sales Manager  
PO Box 549  
Wyoming, MN 55092  
Phone: 651-426-1000  
blowery@rosenbaueramerica.com  
www.rosenbaueramerica.com

Rosenbauer America is a global leader in firefighting technology and resources. As the world's largest manufacturer of fire equipment with eleven manufacturing locations worldwide, Rosenbauer has built global partnerships that have helped us build the most innovative and safest firetrucks on the market.

## Welcome New **FAMA** Members



Emergency Fire Equipment  
Matt Wilson, President  
414 N. Osborn Street  
Mayfield, KS 67045  
Phone: 800-544-6038  
matt@e-fire.net  
www.e-fire.net

Founded in 1986 by Dick and Rose Goodrum, Emergency Fire Equipment offers honest, small-town values and service to the fire and rescue community.



PyroUHP  
Scott Alexander, President  
7731 SE 59th Street, Suite 100  
Ocala, FL 34472  
Phone: 352-203-3186  
Cell: 214-649-5564  
scott@pyrouhp.com  
www.pyrouhp.com

PyroUHP focusses on Ultra High Pressure (UHP) fire suppression systems and offers the PyroBlitz and PyroLance products. UHP adds pressure to water which breaks down the water to droplets 1/64th the original size. The result is the ability to cover at least 12-16 times more surface area; making the water more efficient in reducing heat energy. PyroBlitz systems generally flow at 8, 10, 20, 30, 45gpm and up. 20gpm systems are our most common and match up favorably to a conventional 1-1/2" flowing at 130-150gpm. PyroBlitz is excellent for Brush Trucks, Wild-land, Quick Attack, and First Response Vehicles as it fits easily into a pick-up, UTV or compartment on a larger truck. The PyroLance product offers the added advantage of the piercing technology. This allows the firefighter to fight the fire from outside the building or container.

## IN MEMORIAM



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

#### **Catherine Adolph**

Mother of Dave Iannone  
First Arriving

#### **Wayne Batley**

Formerly of  
Pierce Manufacturing, Inc.

#### **Chris Blackwelder**

Rosenbauer  
America, LLC

#### **Susan "Trica" Coffman**

Wife of Dexter Coffman  
Tempest Technology

#### **Delwin Smeal**

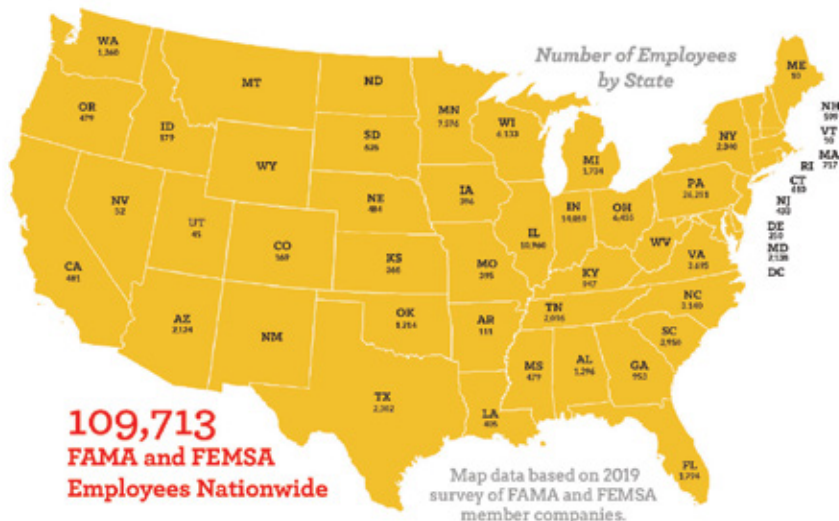
Formerly of  
Smeal Fire Apparatus

#### **Michael Peter Waldoch**

Formerly of  
The Waterous Company

Please share appropriate member representative information with [info@fama.org](mailto:info@fama.org) or [info@femsa.org](mailto:info@femsa.org).

# COMPLETE THE 2021 FAMA / FEMSA EMPLOYMENT SURVEY TODAY!



The 2021 FAMA and FEMSA Employment Survey is now open! All FAMA and FEMSA member companies are strongly urged to complete it by **March 15, 2021**.

Every two years, FAMA and FEMSA ask our members to provide important employment data about their companies. This survey data plays a critical role in helping to fund AFG and SAFER.

The map allows Congress to see the economic impact of the Fire Service Industry and how support for AFG and SAFER creates American jobs.

Help the FAMA/FEMSA GAC advocate for AFG and SAFER and [complete the survey today](#).

[SurveyMonkey.com/r/JW8DDVR](https://www.surveymonkey.com/r/JW8DDVR)

## Your responses will be held in strict confidence.

You can rest assured no member company or representative will have access to the raw data you submit. All member company data is maintained as confidential and used only in an aggregate manner. For administrative purposes only, please be sure to include your information.

For questions about the survey, please contact your Association's Administrator:

FAMA: Sonya Kelly — [skelly@fama.org](mailto:skelly@fama.org)

FEMSA: Nicole Newville — [nnewville@femsa.org](mailto:nnewville@femsa.org)





# Change in the Making—2020 and the COVID-19 New Year

by Dave Gatton



We live these days in a time warp, or maybe two. As FAMA and FEMSA members convened for their virtual Fall Meeting,

we were in an environment of pre-election, not knowing its outcome. As I write this article in December we now know that President-elect Joe Biden has won the election, despite President Trump's response that Biden did not. The courts, including the now conservative Supreme Court, are having nothing of Trump's attempts to create an alternative reality that the election somehow was won by him. By the time you read this article, President-elect Biden will be President Biden and our hope is the country will settle down and rely on its democratic institutions to do what they were designed to do—run fair elections (and if not, effectively rely on the courts to correct them and serve the people equitably).

As we sit here in February, all this is now postlude and we can get down to the practicality of serving the American people both nationally and within their communities. We are pleased that Congress, after much horse trading in its lame duck session, agreed to a pandemic relief bill that included many important provisions, including funds for vaccinations, schools, small businesses (PPP) and rental assistance. But it did not include fiscal aid to state and local governments, important to the fire service that relies on steady and stable local revenues. This was disappointing news for FAMA and FEMSA members whose customers are the very local governments which have been hit hard financially from the negative economic effects of COVID-19. The state and local aid died because Congress could

not agree on "liability shield" language to protect small businesses. The two issues were tied together—the Democrats supporting local aid, and the Republicans liability protections.

Ed Somers, chief of staff for the U.S. Conference of Mayors, was one of a handful of insiders who made the pandemic relief bill happen, and his presentation at the GAC Forum during the Fall Meeting gave an insider's view as to all the moving parts of the legislation. We owe a great deal of gratitude to Mr. Somers for his work on the bill and look forward to having him back.

**The pandemic relief bill was passed in concert with an omnibus FY 2021 appropriations bill funding the federal government through this fiscal year. We are pleased that the bill included \$360 million for each of SAFER and AFG (\$720 million total). Although this represents a modest increase of \$5 million for each program, we consider the fire grants funding a good outcome given all the uncertainty swirling around the Capitol.**

## The Real Stories in 2020

There are two really historic stories to tell from 2020. First is the incredible sacrifices our first responders and health care professionals have made to save lives during the coronavirus pandemic. We are privileged to work

for an industry that provides essential equipment to them in their public service. We should never take them for granted and it is part of our mission to make sure that they are properly honored and appreciated.

The second story is the new president of the United States, Joe Biden, whose humble dedication to the fire and rescue service is unmatched. No one, and I mean no one, holds our first responders closer to his heart than Biden. I am convinced as our 46th President, he will continue to do so. In my view, his desire to unite the country beyond politics stems from his experience of tragedy early in life when first responders were by his side. He knows deep down that a rescue worker does not ask party affiliation before saving a person's life while putting their own at risk. The nation is about this kind of service and dedication—putting the principles of human dignity and sacrifice first.

In the coming months we have a rough road ahead of us while we wait for the dissemination of various vaccines. Through it all, firehouses, which have been the homes of many testing sites, will remain places of security and symbols of stability to the American public. First responders who will face a particular challenge as hospitals come under strain, will themselves experience their own strain. We are not out of the woods yet, and as an industry that serves them, we must remain vigilant and supportive.

This will be a year of re-emergence and, in many ways, reckoning, as we overcome the virus. Our first responders will be there, as will we, to see America through. 🇺🇸

**For more updates and news from the FAMA/FEMSA GAC, head to [famafemsagac.org](https://famafemsagac.org) and keep an eye out for more email updates!**





# Report from the Congressional Fire Services Institute

by Bill Webb, Executive Director, CFSI



Now that we have elected a new president, the question is if he will be a strong supporter of the fire and emergency services. The answer is quite apparent. Yes, Joe Biden will support the fire service as he has throughout his political career. But we need to keep in mind the inner workings of a presidential administration and its interaction with the legislative branch. While we anticipate much support from President-elect Biden, we need to temper our optimism with the realities of the federal budget process – starting with the submission of the budget to the enactment of appropriations legislation. To succeed in sustaining support for federal fire programs, we must continue developing working relationships with key individuals who will advise both the president and congressional leaders on our issues. This is where the rubber meets the road.

How many times have you heard a reporter talk about White House staff? When you hear this reference, you might get the impression that the staff consists of a small cadre of aides. On the contrary, the White House staff occupies two large buildings: the Eisenhower Executive Office Building (formerly known as the Old Executive Office Building) and the New Executive Office Building. Hundreds of senior executives and staff serve at the pleasure of the president and vice president. These appointed staff perform various duties including as policy advisors. In 2021, we need to start establishing working relationships with the advisors assigned to homeland security, health and human services, the wildland-urban interface, public safety communications, and other issues.

During the Bush Administration, we formed strong working relationships with key presidential advisors, including Deputy Chief of Staff Joe Hagin. For those of you who recall, President Bush attended the CFSI

Dinner and two National Fallen Firefighters Memorial Services. Mr. Hagin was the primary reason for the president's appearance at these events. He also helped us with other issues, including a problem we were having with the Department of Justice in implementing the Hometown Heroes legislation that authorized the Public Safety Officers Benefits for firefighters who succumb to heart attacks in the line of duty. Historically, we have developed working relationships with key staff in other administrations, but the task has never been easy, as competing interests vie for their time and attention.

In 2021, we will also need to establish working relationships with federal agency officials, starting with the U.S. fire administrator. The fire administrator is the only USFA executive appointed by the president. Throughout USFA's history, all but one administrator possessed a fire service background, a key criterion for the position. I do not foresee this trend changing with the next fire administrator, nor do I anticipate changes in the interactions between USFA and the national fire organizations.

There are many other federal agency officials we must engage with, including the administrator of the Federal Emergency Management Agency (FEMA). Ideally, I would like to see an administrator appointed like former administrator Dave Paulison, who possesses a fire service background as well as an extensive emergency management background, which will give the fire service an influential seat at FEMA's table during discussions on all disaster-related issues. The list of officials is lengthy, including representatives from the U.S. Forest Service (WUI), Health and Human Services (Medicare/Medicaid), Transportation (HazMat and EMS), Labor (OHSA), Justice (PSOB), and Commerce (Public Safety Communications). Virtually all 13 federal agencies have oversight of at least one federal fire program, which is why developing and maintaining

relationships across the broad spectrum of the federal government is imperative.

And lastly, there is Congress. As the saying goes, the president proposes while Congress disposes. In other words, the president prepares an annual budget, but Congress appropriates the funds. FAMA and FEMSA conduct Hill Day each year primarily for this reason. If you never understood the value of this program, it is time to start doing so. Who knows when we will be able to take off our masks and COVID-19 will no longer put a chokehold on the economy? Until then, businesses and local governments will need support from the federal government to stay afloat. Congress is responsible for dispersing the federal assistance, not the executive branch. So, funding for AFG and SAFER will take on heightened importance in 2021 and subsequent years, which is why the Hill Day program will be critical to our lobbying efforts.

**Be prepared to engage in 2021, supporting the efforts of the FAMA/FEMSA GAC. The essence of advocacy in Washington, DC is in building relationships. Let us do it together. ☺**





# Post-Election Analysis

by Lee Morris, GAC Committee Co-Chair



Having secured 290 electoral votes in a closely divided election, Joseph Robinette Biden Jr. was inaugurated as the 46th president of the United States in a historically low-key ceremony marked by low attendance due to the continuing pandemic, as well as thousands of National Guardsmen in response to the recent storming of the Capitol by supporters of former President Donald Trump.

For President Biden, this is the culmination of a political career launched half a century ago when the then 27-year-old won election as a member of the New Castle County Council in Delaware, barely two years out of law school. He won his first U.S. Senate term in 1972 at the age of 29. He remained a senator until January 2009 when, at age 66, he became our country's second oldest vice president. That was widely thought to mark the capstone of his political life. But the pinnacle of Biden's political career lay 12 years in the future.

For now, however, House Democrats will celebrate a victory for their standard-bearer and little else. House Republicans significantly exceeded expectations by flipping eight seats so far and not losing a single incumbent race. This has occurred after most pollsters estimated they would lose 10 or more seats. What's more, most of these pick-ups are seats that are now going to be held by GOP women. While House Republicans remain in the minority, their gains will present a greater challenge for Speaker of the House Nancy Pelosi to unite her caucus, and make it harder for the Progressive Caucus to have the kind of influence to which they have become accustomed.

Initially, Senate Democrats were frustrated in their attempts to expand their map. Control of the Senate remained uncertain with two outstanding Senate seats in Georgia previously held by Republicans. The Democrats, however, clinched both

those seats in special elections in January, giving them narrow control of the Senate. Democratic Senate candidates, however, failed to unseat vulnerable Republican incumbents in Maine, Montana, Iowa, North Carolina and South Carolina.

Winning control of both the Senate and the White House while retaining control of the House provides Democrats a golden opportunity to promote the president's agenda. Furthermore, under reconciliation rules, Democrats will likely roll back much, if not all, of former President Trump's previous tax legislation, and the Senate will be able to rapidly confirm President Biden's picks for open federal judiciary positions with little effective opposition from Senate Republicans.

The first order of business for the Biden administration is addressing the pandemic. According to campaign officials, they are planning to create a task force that reportedly includes former Surgeon General Vivek Murthy, former Obama aide Ezekiel Emanuel and former FDA Commissioner David Kessler. The task force will immediately seek to draw a contrast between President Biden's and former President Trump's administrations' responses. Specifically, we expect Biden's team to emphasize a national response as opposed to the state-driven response. This will include a strategy for the distribution of vaccines, enhanced testing availability, and ensuring a robust supply chain.

One of the president's first executive orders pertained to mask-wearing. One of his campaign ads proclaimed that Biden backed a "nationwide mask mandate, immediately" but his executive order more modestly only applied to federal property.


The president has also called on Congress to immediately consider a stimulus package. The details of a package likely will come from the party's congressional wing, which has been actively legislating in this area since March. Nearly ten months

have elapsed since the CARES Act was enacted, a period during which the House has passed a \$2.2 trillion dollar package as part of ongoing negotiations with Treasury Secretary Steve Mnuchin.

The HEROES Act (H.R. 6800), which passed the House in mid-May, may provide the best guide to the direction future pandemic relief packages will take in the new administration.

The \$3.5 trillion measure allocated more than \$900 billion to state (\$540 billion) and local (\$375 billion) governments, created a \$180 billion public health emergency fund, provided \$554 billion in various tax credits and deductions (EITC expansion, removing the cap on deductibility of state and local taxes), and \$557 billion in relief to workers, including expanding and extending unemployment relief.

The previous Senate GOP package provided \$187 billion in additional benefits to the unemployed, \$258 billion more Paycheck Protection Program funding, liability protections for providers and businesses, \$105 billion for the Education Stabilization Fund and additional resources for testing, contact tracing and vaccines. With such a vast difference in cost between the two measures, there seemed little room for compromise.

The recent election radically changes those dynamics. It is unclear as of this writing whether or not Senate Democrats will tamper with the long-standing filibuster rule which grants the minority party significant power to block legislation, but in any event, Democrats now have a much stronger hand in shaping and passing legislation and transforming President Biden's agenda into public law. 



## Standing Together in Crisis

by Erin Ward

This year FEMSA and FAMA had to make the difficult decision to cancel the 2020 Annual / Fall Conference, which was to be held in New Orleans, due to the COVID-19 Pandemic. Instead, the FEMSA and FAMA Annual Meeting Planning Committees worked together to plan an online meeting to engage members with webinars and hold the annual business meetings. The theme of the year's conference was appropriately titled "Standing Together in Crisis."

Through strong collaborative efforts, FEMSA and FAMA hosted four successful virtual events. The conference kicked off on Wednesday, October 6 with the FAMA Fall Business Meeting. The next day FEMSA's Annual Business Meeting was held. Both meetings featured Association leadership giving

key updates to members. Both meetings were also recorded and posted in the secured, members only, area of the respective association website.

Following the FEMSA Business Meeting was the FEMSA/FAMA Washington Update. This presentation featured Dave Gatton, CFSI's Bill Webb and the U.S. Conference of Mayors Chief of Staff, Ed Somers.

Finally, attendees ended their conference with a session titled "Great Leaders Pivot, Not Panic" by Keynote Speaker, Betsy Allen-Manning, on October 8. Allen-Manning centralized her presentation around the concept of "Managing Change" and offered ways to combat change and turn it into an opportunity to benefit your team.



The FEMSA/FAMA 2020 Virtual Annual Conference was a huge success, despite the obstacles faced. Without the tireless efforts of the FEMSA and FAMA leadership and planning committees, this year's conference would not have been the successful event it turned out to be. 🍷

## FAMA/FEMSA Washington Update

by Dave Gatton

Ed Somers, chief of staff of the U.S. Conference of Mayors, addressed FAMA and FEMSA members at their fall virtual conference and gave an "insider's view" of Congressional negotiations on the pandemic relief and stimulus bill. At the time of Mr. Somers' presentation, the bill's outcome was far from certain, but Congress came to an agreement right before the Christmas holiday.



Congress also passed the Consolidated Appropriations Act, 2021 ([H.R. 133](#)), which included the coronavirus stimulus and emergency relief bill and funding for the federal government through FY 2021. It was signed by President Trump on December 27, 2020. While H.R. 133 did not include direct fiscal assistance to state and local governments, the bill did include major provisions of interest to FAMA and FEMSA members. Key appropriations provisions included: \$360 million each for both AFG and SAFER (an increase of \$5 million each from FY2020), \$355 million for Emergency Management Performance Grants, \$17.142 billion for FEMA's Disaster Relief Fund (DRF), \$610 million for the State Homeland Security Grant Program, and \$705 million for the Urban Area Security Initiative.

Key coronavirus emergency relief provisions in the bill included: an additional \$284.45 billion for the Paycheck Protection Program (PPP), a Coronavirus Relief Fund expenditure extension to December 31, 2021, the extension of payroll tax credits for Paid Sick and



Family Leave, expanded unemployment insurance (\$300 per week per individual) until March 14, 2021, and a second round of economic impact payments of \$600 each for taxpayers making up to \$75,000 AGI - including \$600 for each qualifying child.

We look forward to having Mr. Somers return to FAMA and FEMSA future meetings and to his insights into the 117th Congress. 🍷



# Great Leaders Pivot, Not Panic


by David Durstine

Although our 2020 Fall Meeting took on a different virtual perspective, our keynote speaker kept the FAMA/FEMSA tradition of providing an actionable, educational presentation to apply to your business: Betsy Allen-Manning's "Great Leaders Pivot, Not Panic."

With change comes many challenges. Often, team members begin to operate out of fear rather than focus. This goes hand in hand with reduced productivity, conflict and disengagement, placing a significant burden on your business. Ultimately, results and profits take a hit. Ms. Allen-Manning's unique, engaging presentation equipped everyone in attendance with what she proposed as the top skill required to help you and your teams navigate change: The Ability to Pivot.

Don't worry if you missed this great presentation. You still have a chance to discover the importance of proper communication, key techniques, and her six steps to leading through change:

1. **CONFIDENCE**
2. **COMMUNICATION**
3. **COLLABORATION**
4. **CREATIVITY**
5. **CONFLICT**
6. **CULTURE**

Visit the secure portions of the FAMA and FEMSA websites and watch, or for that matter re-watch, Betsy Allen-Manning's interactive presentation, "Great Leaders Pivot, Not Panic." 



**2020 Annual / Fall Conference**



## 2021 FEMSA/FAMA Annual/Fall Conference

**Westin Tampa Waterside** | 725 S. Harbour Island Boulevard | Tampa, FL 33602 USA



**SEPTEMBER 21 – 24**

*Details Coming Soon!*  
[femsafamafallconference.org](https://femsafamafallconference.org)



# FAMA Stats You Can Share!

by Andrew Lingel



One FAMA board initiative I was proud to see completed in 2020 was the creation of a public executive overview on the FAMA statistics. The original rationale to develop the statistics overview was to provide a general market report intended specifically for the public. As the FAMA statistical data is highly confidential and is not supposed to be shared with non-FAMA member companies, the report was developed to eliminate confidentiality breaches.

The report is a reference tool for FAMA members to use when talking with outside organizations, as it does not reveal any specific numbers. In addition, the report is helpful for FAMA members

to share as a market overview internally and for members who are not versed at mining the FAMA statistics for their specific data needs. In recognition of the positive feedback received on the two initial reports, I am confident the report is also a benefit to member companies by summarizing the current market trends we are seeing.

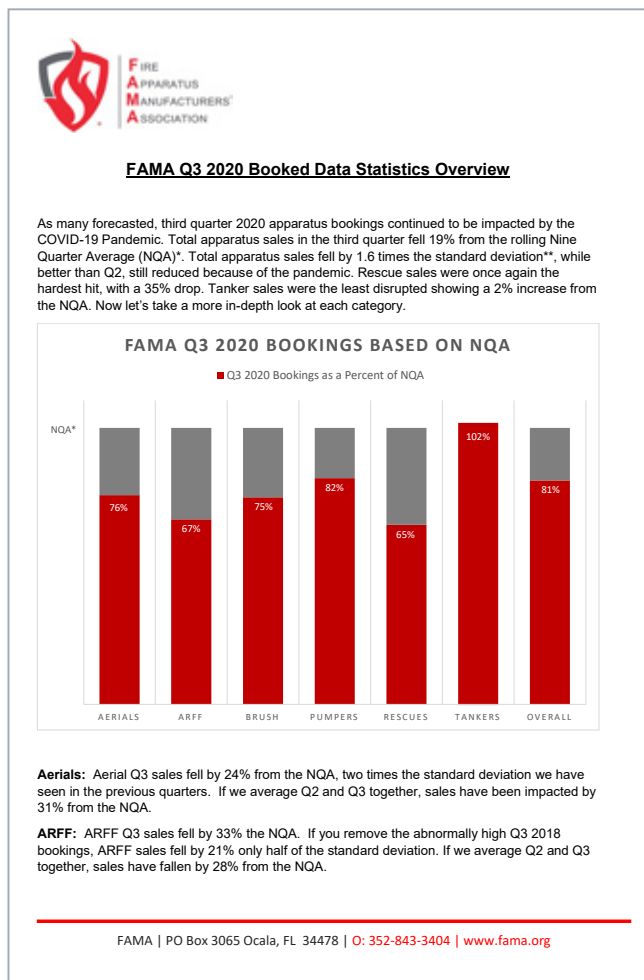
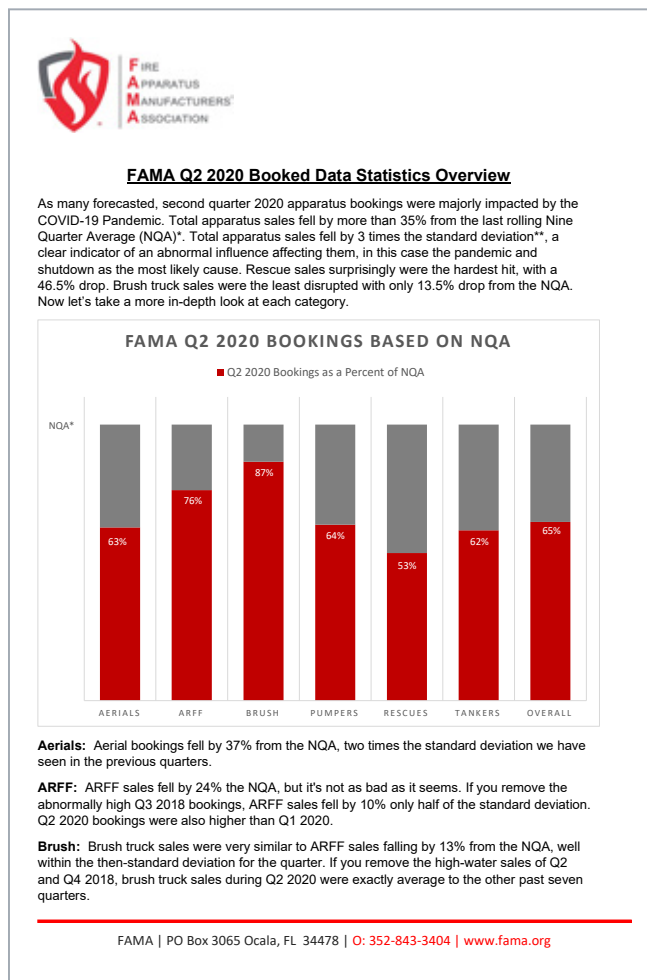
Currently the report breaks out the data by apparatus categories: Aerials, ARFF, Brush Trucks, Pumpers, Rescues, Tankers and a combined total. From the first two reports, we have created a baseline number to use as an anchor point to understand current market trends. That baseline is called the NQA (Nine Quarter Average), which represents the data from first quarter

2018 through first quarter 2020.

The report proved to be especially helpful when the Government Affairs Committee used it in their effort to provide numerical details to representatives in Washington, D.C. on the impacts of COVID-19 on fire apparatus sales.

As part of our core mission is to provide FAMA members with actionable market data, the FAMA board of directors feels this report is another valuable tool for our membership. Although this report is meant for public distribution, your feedback is especially important to help make it the best content we can provide. Please be on the lookout for the fourth quarter 2020 report and share your feedback with us! 🗨️

To view or download the complete FAMA Public Statistic Reports visit the [Fire Service Resources](#) section of the FAMA website.





# 2021 FAMA VIRTUAL SPRING MEETING

MARCH 14 • 1:00 -3:00 PM EDT

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Mark your calendars and plan to attend on Wednesday, March 14th  
Meeting Times: 1:00 PM – 3:00 PM EDT

Featuring a Keynote Presentation  
from Dr. Anirban Basu

Please watch your FAMA Member  
Notices for additional details!



**F**IRE  
**A**PPARATUS  
**M**ANUFACTURERS'  
**A**SSOCIATION



**KEYNOTE SPEAKER: DR. ANIRBAN BASU**

**TITLE: ANIRBAN BASU AND THE CHAMBER OF DATA**

At last, 2021 is here. This presentation supplies economic data and analysis juxtaposing the pre-pandemic and pandemic world, and then supplies a forecast for the post-pandemic one. Among the areas of focus are labor markets, financial markets, real estate, construction, consumer spending, business investment, international trade and government finances.

## NFPA Updates

by Roger Lackore



The NFPA apparatus committee is in the process of a major formatting revision. The NFPA decided to combine all the vehicle standards into a new document that will be titled, "NFPA 1900: Standard for Aircraft Rescue and Firefighting Vehicles, Automotive Fire Apparatus, Wildland Fire Apparatus, and Automotive Ambulances." As the title suggests, it will include all of what is currently NFPA 414, 1901, 1906 and 1917. A similar revision will be done for the maintenance and refurbishment standards.

There are still three distinct committees for airport, fire and ambulance, but all three committees are working on the same new document. At this time, it appears that there will be few useful formatting changes such as, common chapters for references and definitions. Other than that, the individual chapters

from each of the current standards are just being sewn together to become one large standard with many more chapters.

For fire apparatus manufacturers, the only thing we are gaining is greater confusion. All the chapter numbers we have memorized in the past will change. To make the situation even more challenging, the commonality of chapter numbers between NFPA 1901 and 1906 will go away. For example, currently there is a Chapter 14: Driving and Crew Areas in both books. The paragraphs are all numbered the same, and any difference between the books is highlighted in each paragraph in 1906. This made it simple for us when working between 1901 and 1906 to pick up on the differences. In the new 1900 standard, Chapter 14 becomes Chapter 17 for Automotive Fire Apparatus and Chapter 42 for Wildland Apparatus. The paragraph notations showing the unique differences between the two will be lost.

As for the substantive changes, the draft proposals that the committees worked on in 2018 and 2019 will be voted on again, along with any new proposals from the subcommittees. The perennial favorite debates on VDRs, chevrons and top speed are all still in play. I anticipate a few other passionate discussions around a night-mode for warning lights and digital alert warning.

The subcommittees have nearly finished their preliminary preparation for the re-start of the revision process. The full committee will be meeting in the next few months to create a first revision. This will then be published in the fall for another round of public comments, more revisions, and publishing of the new 1900 standard in 2022. If you have concerns or questions, feel free to reach out to any of the NFPA committee members, or FAMA's official NFPA 1901 representatives, Sam Massa and Philip Gerace. 📍

## Marty Back Retires From Akron Brass Company

by David Durstine



On September 11, 2020 (Patriot Day), Akron Brass held a bell ceremony for Marty Back to celebrate her retirement after 47 years of service. The bell ceremony is a fire service tradition Akron Brass borrowed to honor Marty's service not only to the company, but to the fire service.

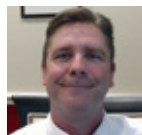
The ceremony was followed by a fire truck escort from the Orrville Fire Department, where her husband is an officer and she serves as a key member of the Ladies Auxiliary.

*Congratulations, Marty!*



# "Welcome to 2021" Trade Show Status Report

by Burke Genthner



Welcome to the new year. If you made it this far, you have done better than most trade shows. They certainly have suffered over the past year with the challenges presented to the world. Many of the shows have altered their platforms, opting for video call-in type presentations. This has allowed their usual live audiences to have a sense of normalcy, and a way to carry on with business despite everything that prohibits live gatherings.

Without getting into the political football that opinions about the pandemic can so easily slip into, (putting it in the neighborhood of taboo subjects like sex and religion at a dinner party) the wait for vaccine distribution leaves society

in the current flux of unknowns. The unpredictability and asymmetry with which the virus affects each individual furthers uneasiness. As a substitute, live conference organizers have put together video conferences. While the video conference method aids in at least making us aware of new advancements in fire control and suppression, it is difficult for them to match meeting face-to-face. Many agree live conferences are still a better way for vendors to get their new products to perspective new clients.

The new year has already seen changes in the fire conference world: Intersec, traditionally held in January in Dubai, has been postponed until January 2022. FDIC is now rescheduled to be held in August. Deutsche Messe representatives have announced Inter-

schutz has been put off for another year 'til June of 2022. Although they rescheduled the European event, they currently are hoping to keep Interschutz USA alive for October of 2021.

Regardless of your feelings or thoughts about COVID-19, society will be challenged to regain the momentum it had at the end of 2019. New medical advancements and time will be the most critical components of getting us back together. Certainly, one of the shows will be first to break the current stoppage. Depending on its success to get us together safely, others will be watching closely so they can carry on that momentum in a safe capacity for all of us to gather to see the shiny, new toys! 🎁

## Check out the new Fire Industry Index Report

By Mike Natchipolsky



If you haven't seen the new Fire Industry Index Report, you should take a moment to log into the Member's Area of the FEMSA or FAMA website. This new report was created with high-level data from both associations' statistics programs to create a new report which provides a visual snapshot of the fire industry.

CliftonLarsonAllen (CLA), the accounting firm that tabulates the statistics programs for both FEMSA and FAMA, was commissioned to develop the report. The statistical information collected by each organization was used to create the new report which aggregates data for three product sets to create an industry index.

**The product sets include:** • Trucks • Turnout Gear • Boots

The Fire Industry Index Report identifies the quarterly percentage increase or decrease in sales from an index representing the rolling 5-year average for each of the product sets, plus a single aggregated "Overall Index" line.

To access the report, which will be updated quarterly, please visit the Secured Documents Area of the FEMSA or FAMA website (username and password required to access).

Thank you to the participating FEMSA and FAMA member companies that provide data to the statistics programs, without which we could not have created this report, and thank you to CLA for compiling this new resource. 🎁





## Chiefs Speak

by Nathan Calabrese



### General Questions

**Q:** How long have you been with the department?

**A:** Two years.

**Q:** How long have you been in the fire service?

**A:** 38 years.

**Q:** Are you aware of the FEMSA and FAMA organizations, and what they do?

**A:** Yes.

**Q:** Is your staff paid/volunteer/mix?

**A:** Mix.

**Q:** How many stations do you operate?

**A:** 19.

**Q:** How many personnel do you have?

**A:** 250.

**Q:** How many apparatus do you operate?

**A:** 35 fire, 14 EMS.

**Q:** What size is the population that you serve, and the square mileage of your jurisdiction?

**A:** A population of 100,000 across 1,100 square miles.

**Q:** How many calls does your department run per year?

**A:** Around 25,000.

**Q:** What is your call ratio in terms of fire, accidents, EMS, natural disasters or other?

**A:** 75% EMS, 25% fire/rescue.

### Budgetary Questions

**Q:** Would you be willing to tell us the size of your annual budget?

**A:** \$13 million.

**Q:** Are you satisfied with the department budget in terms of budget size versus department demands?

**A:** No.

**Q:** What are your top three - five equipment purchase expenses?

**A:** Apparatus would be the largest, but for loose equipment I'd say SCBA, radios, and PPE.

**Q:** Are there challenges you face in the procurement and purchasing process while utilizing your budget?

**A:** Yes. The internal processes are the biggest headache for us, and a lack of a standardized acceptance of other procurement processes.

**Q:** Does your department actively seek out and apply for government grants either local, state or federal?

**A:** We are just beginning to.

**Q:** Does your department actively seek out and apply for private grants from businesses and nonprofit organizations?

**A:** Not actively right now, but we are discussing on implementing that going forward.

### Product and Purchasing Questions

**Q:** How far in advance do you plan your purchases for vehicles and equipment?

**A:** At least one year in advance, but our goal is working on a strategic 10-year plan.

**Q:** In terms of products, would you describe your department as brand loyal, function loyal or price loyal?

**A:** I'd say we are both brand and price loyal.

**Q:** Do you have a standard time in which you review equipment? Is it done as the equipment nears the end of its useful life, or is it driven by input from your personnel?

**A:** This is mostly driven from personnel input. They're the ones out there using the equipment and they're pretty good about realizing when something is in need of being replaced.

**Q:** When you seek to replace vehicles or equipment, do you tend to evaluate many manufacturers and products, or do you tend to stick with what you have purchased in the past?

**A:** We tend to evaluate many manufacturers and products, even if we like what we've purchased in the past.

**Q:** How much do you rely on resellers (dealers, distributors) to assist you in trying out products and purchasing products?

**A:** Heavily. We really look at a lot of resellers and providers to help us with demonstrations and trials.

**Q:** Do you maintain a relationship with a few local or specific resellers, or do you tend to shop around from a larger and broader base of resellers?

**A:** We do try to stay geographically loyal, but it doesn't always work. Sometimes you can't find someone nearby who carries what you want to see or use, so you have to expand outwards a bit, or sometimes online or manufacturer-direct may be the only option if there isn't a reseller nearby.

**Q:** What is your opinion of the work manufacturers are doing in terms of presenting and offering new technology into the industry?

**A:** We get distressed by blind brand

loyalty, and when manufacturers try and push or force a department into that. It's the job of the manufacturer and service provider to continuously prove themselves to us, not to lock us into a system that limits our options going forward. Using or applying proprietary parts that make up a system and locking us into their offerings only creates an unsustainable fiscal plan for the department. It may take a while, but when we are able to get out of that, it's unlikely that we will want to do business with you again. Manufacturers and service providers also need to understand the difference between big city and rural departments. Sometimes those are viewed the same, but that's just not how it works; those two are not connected or related. The manufacturers and service providers should do a better job at serving them independently. If they're not, it just shows that they do not understand the end user.

**Q:** What are the top three challenges you face in managing the organization?

**A:** People (human dynamics), budget and the related procurement/legal processes.

**Q:** What are the top three challenges your department faces in responding to calls?

**A:** Staffing levels, geographic territory and political apathy.

### Open Ended Questions

**Q:** If you could directly communicate anything you wanted to the manufacturers, resellers and service providers of the industry, what would it be?

**A:** The manufacturers and service providers in this industry are responsible for knowing and understanding the big difference between a New York, Chicago, or L.A.-type department, and the departments out in the middle of a cornfield. It is your job to understand that, we do not have discretionary funding to spend on extras. You need to come into our department offering me what we need, not what you want us to buy. If your goal is to lock us into some system that turns into a continuous loop, requires us to use more and more of your product without an option, costing us more of our budget, you are going to end up losing, and for a very long time. Know your departments, cater to their needs and not yours, and stop trying to "lock us in." You should know better. 🗣️



# 10 key facts

## about the Fire Service & Industry

The American fire service, as first responders, serve as the first line of defense in the event of a fire, natural disaster, pandemic, terrorist attack, or other emergency. Here, FAMA and FEMSA members present 10 vital facts about the American fire service.

As America's first responders combat the COVID-19 Pandemic, they not only face personal health risk, but their departments are also threatened by fiscal pressures, furloughs, and layoffs.

- ▶ **Fire and EMS budgets now face an average cost increase of over 30% due to COVID-19.**
- ▶ **Fire and EMS teams are facing longer shifts by over 26%, on average, so that teams can plan and prepare for COVID-19-related calls and priorities.**
- ▶ **Through 2022, local government shortfalls are projected to be over \$500 billion.**



### Fire & All-Hazards First Response

- 1 Fire departments responded to over **36.7 million calls** in 2018, up from 34.7 million in 2017.
- 2 In 2018, there were **1.3 million fires** in the United States, virtually the same as in 2017. These fires caused 3,655 civilian deaths and 15,200 civilian injuries.
- 3 In 2018, the United States suffered **\$25.6 billion** worth of property damage from fire, up from **\$23 billion** in 2017 and **\$10.6 billion** in 2016. This increase includes a \$12 billion loss due to major wildfires in California.
- 4 In 2018, **64%** of the 36.7 million emergency calls nationwide were for EMS and medical aid.

### Personnel & Capabilities

- 5 In 2018, there were approximately **1,115,000 firefighters** in the U.S., up from 1,056,200 in 2017. Of the total number of firefighters in 2018, 370,000 (33%) were career firefighters and 745,000 (67%) were volunteer firefighters. Services contributed by volunteer firefighters save localities across the country an estimated \$46.9 billion per year.
- 6 In 2018, most **career firefighters (67%)** were in communities that protected 25,000 or more people. Most **volunteer firefighters (95%)** were in departments that protected fewer than 25,000 people.
- 7 From 2016-2018, **62% of all fire departments provided EMS service**. Among departments that perform EMS, 55% have not trained all of their involved personnel.

### Apparatus, PPE, & Communications

- 8 In 2015, **72% of all fire departments** had at least one piece of personal protective clothing that was 10 years old, up from 63% in 2010.
- 9 The U.S. currently has approximately: **72,100** pumpers **7,400** aerial apparatus **80,900** other suppression vehicles **50,700** other vehicles **57,500** stations **43%** of all fire engines and pumpers were at least 15 years old in 2015, down from 46% in 2010. There were also roughly 5,620 pumpers that were at least 30 years old.
- 10 In 2015, **50% of all fire departments** did not have enough portable radios to equip all emergency responders on a shift, down from 51% in 2010.

## Meet First Arriving

First Arriving is thrilled to grow its role serving FEMSA as a technology and marketing services agency specializing in public safety and local government.

Since the company launched in 2018, our team has managed FEMSA's marketing, including social media and blog posts, newsletter production, conference marketing and more. With that successful partnership established, First Arriving offered in the later part of 2020 to take on administrative services for FEMSA.

First Arriving's role now includes supporting the organization's meetings and events, communications, marketing, financial reporting, membership management and other general administrative assistance.

By adding professional management services to our offerings, First Arriving will support FEMSA to the fullest in 2021 and beyond. Our solutions will work to grow the organization, streamline its operations and technology, and develop new initiatives and products for existing members.

Our team is excited for the days ahead as we continue to support FEMSA through the pandemic as it impacts operations, communications and organizational needs. We are grateful for the opportunity to continue growing and adapting together with FEMSA, as we begin 2021 more innovative than ever before.

### About First Arriving

As a company created by firefighters, First Arriving understands the unique needs and challenges of the public safety industry. Our services include website content and design; digital dashboards; social media and search strategy; video production; recruitment and retention; and association management.

We have worked with hundreds of fire departments, industry nonprofits and related companies across the country. As a FEMSA member, First Arriving has also partnered with member companies to execute their marketing efforts.

We continue to develop new partnerships and boost our offerings,



## First Arriving

growing every facet of our business as we enter the new year.

### The First Arriving Team

First Arriving's team is made up of innovative marketers, strategists, project managers and creative specialists. Our staff spans the country with more than 30 full-time, part-time and regular consultants. Our core personnel serving FEMSA include the following:



**Nicole Newville,**  
First Arriving's  
Director of  
Marketing  
& Operations

*Duties include:* coordinating board meetings and the board manual, managing membership requests, assisting committee initiatives, coordinating with First Arriving's team and resources, FEMSA Administrator



**Dave Iannone**  
First Arriving's CEO

*Duties include:*  
strategic oversight



**Shannon Gilliland**  
First Arriving's VP of  
Business Development

*Duties include:*  
annual conference and  
event management



**Kendra Goode**  
First Arriving's  
Bookkeeper

*Duties include:* financial  
management



**Erin Ward**  
First Arriving's  
Marketing Coordinator

*Duties include:*  
website and social media  
management


## First Arriving To Lead Administrative Services For FEMSA

First Arriving announced that it will serve as the administrative services provider for FEMSA. The role includes supporting the organization's meetings and events, communications and marketing, financial reporting, membership management and general administrative support.

Since 2018, First Arriving's team has managed FEMSA's social media, blog, newsletter production, websites and conference marketing.

As a FEMSA member, First Arriving has also partnered with several member companies to execute their marketing efforts as well as supporting hundreds of fire departments, industry nonprofits and related companies across the country. In its new role, the First Arriving team will remain committed to providing a robust suite of solutions that serve existing FEMSA members and support the association through continued growth.

"We are very excited to have First Arriving taking an expanded role with FEMSA. This gives us a lot of stability and flexibility for future growth, by leveraging a team of professional managers," said James Long, President, Fire and Emergency Manufacturers and Services Association. "It's a perfect fit to have a resource like First Arriving that is passionate about serving the firefighting community and does so with a modern approach."

Nicole Newville will serve as the lead Administrator for FEMSA, supported by First Arriving's team of marketers, webmasters and office support staff. 

# MISSION-CRITICAL TECHNOLOGY & MARKETING SOLUTIONS

Websites, Search & Social Media

Strategic Marketing & Biz Ops Services

Video, Multimedia & Animation

PROUDLY SERVING  
FEMSA, FAMA and their members

“We’ve been very pleased with our First Arriving partnership. Our marketing strategy includes website design and content, social media, online advertising, and email communications. We are able to target the right customers with the right trucks to close the deal.”

– Glenn Usdin, Owner  
Command Fire Apparatus



## First Arriving

**FirstArriving.com**

240-667-7754 | [getstarted@firstarriving.com](mailto:getstarted@firstarriving.com)





## MEMBER FEMSA



### Curtis



CURTIS is pleased to announce **Jason Kastrinos** is the new Outside Sales Professional for the State of Washington counties of King, Snohomish, Skagit, Whatcom, and San Juan. His previous experience makes him a valuable resource for customers and colleagues alike.



**Randy Royal** joins the CURTIS team as an Outside Sales Professional for the North-Central California counties of Monterey, San Luis Obispo, San Mateo, and Santa Cruz. Randy is familiar with emergency equipment from his 21-year career with the California Highway Patrol. His desire to continue supporting the public and fellow emergency responders brought him to CURTIS.

**Chris Flores** joins the CURTIS team as the Heavy Rescue Specialist for the North-western States. Chris served 35 years as a firefighter. His firefighting career and personal use of the tools has proven Chris to be an outstanding resource to his customers and colleagues.

## MEMBER FAMA, FEMSA



### Dependable Emergency Vehicles & Fire Equipment

Dependable Emergency Vehicles is excited to announce that Associated Fire Safety Group Inc., of Burnaby BC, has signed on as a dealer to serve departments in British Columbia. This new partnership will allow Associated to offer their customers cost-effective vehicles with custom design options available. Dependable values partnering with a company who shares similar core values and is committed to outstanding customer support.

## MEMBER FAMA, FEMSA



### E-ONE, Ferrara, KME and Spartan



KME Fire Apparatus is pleased to announce **Andrew ("Drew") Baney** has joined the company as Vice-President/General Manager.

With over 20 years in various operations leadership roles, Drew has vast experience with multiple plant campuses as well as with complex products. Most recently, Drew was with NETZSCH Premier Technologies and JLG Industries.

A Pennsylvania native, Drew earned a Bachelor of Science in Business Management from Indiana University of Pennsylvania and is a Six Sigma Green Belt.



**Chris McClung** has joined KME as the Director of Sales. Chris brings to KME a successful 20-year track record in sales leadership within various industries. He will report to Mike Virnig, Vice President of Sales, REV Fire Group.

Before joining KME, Chris served as Southeast Region Director for Blue Bird Bus Company. Chris previously held senior roles with other organizations serving municipal markets via dealer networks.



Spartan is pleased to announce that **Christopher (Chris) Wade** has joined as Director of Sales. Previously with E-ONE for 14 years, Chris held roles of Aerial Sales Manager and Regional Sales Manager. Chris previously held positions with Spartan Motors and Ladder Tower, Inc.



REV Fire Group announced the creation of its Dealer Development organization. **Stephen Carleton**, previously Director of Sales for Spartan Emergency Response, will lead the team as Director of Dealer Development and report to Mike Virnig.

Stephen has had a long career in the emergency vehicle industry, including serving as a volunteer and paid firefighter from 1988.

## MEMBER FAMA, FEMSA



### Fire Research Corporation



**Jeffrey Benker** has been hired as Mid-Atlantic Regional Sales Manager for Safe Fleet Fire, EMS, and Industrial Group (Fire Research Corporation, Elkhart Brass, R•O•M). In this role, Jeffrey will be responsible for supporting established Fire & EMS customers and expanding our presence through distribution channel development in the Mid-Atlantic territory which includes: MD, VA, NC, SC, and TN. Jeffrey has an extensive fire industry sales background working the first 23 years of his career as a fire equipment distributor in Florida.



**Khalid Naha** has joined Safe Fleet Fire, EMS, and Industrial Group as Regional Sales Manager for Europe and the Middle East. Khalid will be responsible for channel development and support in his territory for the Fire Research Corporation, Elkhart Brass, R•O•M brands. Khalid previously worked for Elkhart Brass as Global Inside Technical Sales for six years and over a year as Sales Engineer.



**Deron Stambaugh** has joined Safe Fleet Fire, EMS, and Industrial Group (Fire Research Corporation, Elkhart Brass, R•O•M) as Vice President of Global Fire/EMS Sales. In his new role, Deron will be responsible for the leadership of the sales team, developing new business opportunities, and expanding into new markets. Deron most recently served in a senior sales leadership position at Diehl Controls where he led a team that helped grow global OEM customers' businesses.



## MEMBER FEMSA



### The Fire Department Safety Officers Association (FDSOA)

The Fire Department Safety Officers Association is pleased to announce that **Michael Johnson**, battalion chief, Loudon County (VA) Fire and Rescue, and **Lance Vinson**, safety captain, City of Amarillo (TX) Fire, have both been re-elected to the board of directors.

Additionally, **Trevor Shea**, deputy fire chief, City of Woodstock (ON) was elected to his first term.

Johnson, an eastern director, and Vinson, a western director, were elected to their second (two year) terms on the board. Shea was elected to his first term as international director.

## MEMBER FEMSA



### Fire & Safety Services

**Devin Vogel** joined Fire & Safety Services in August. Devin is a road service technician in northern New Jersey with five years of experience as a fire apparatus technician.



**Rick Pumphrey** joined Fire & Safety Services in September. Rick works with Sam Squire in Atlantic and Cape May Counties in apparatus sales. Rick has over 12 years of experience in loose equipment sales and five years of experience in apparatus sales.



**Christopher Vallat** joined Fire & Safety Services in September. Chris is focused on the growth of our Law Enforcement and EMS sales area, selling command apparatus and smaller 1- and 2-ton light rescue/command/ESU type apparatus. Chris has many years of experience in the industry.

## MEMBER FEMSA



### Fire-Dex

Fire-Dex announces the acquisition of Done Right Fire Gear, a verified Independent Service Provider (ISP) of clean and repair services, based out of Hudson, FL. This is the second ISP Fire-Dex has acquired.

This acquisition will continue to expand Fire-Dex's efforts to provide NFPA 1851 PPE clean and repair maintenance to mitigate contamination exposure risks.

Fire-Dex announced its recognition as a 2020 Cascade Capital Business Growth Honoree. This is the fourth consecutive year and seventh time that Fire-Dex has received this award as one of the fastest growing businesses in Northeast Ohio. This year, Fire-Dex was recognized in a special category for the Manufacturing Employee Growth Award. The Business Growth Awards recognize and honor businesses from a seven-county region in Ohio for superior growth in sales and/or employment over the past five years, creating major economic benefits for the local economy. Fire-Dex received the award at the Cascade Capital Business Growth Awards virtual conference in October.

Fire-Dex is proud to be recognized as a 5-time recipient of the NorthCoast99 Award. This distinguished award is distributed annually by the ERC, a Northeast OH Human Resource Organization and honors the 99 greatest workplaces for top performing people that drive results, provide competitive advantages, allow businesses to innovate and grow and provide economic vitality within their community.



Fire-Dex is pleased to announce **Julie Spragg**, a North Carolina native with a background in front end web development, will fill the remote position of Marketing Technology Specialist. Within her role, Julie will assist in the planning and execution of Fire-Dex's online marketing efforts, including web design, optimization and CRM management.

## MEMBER FAMA



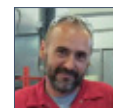
### Fort Garry Fire Trucks



**Dave Sturgeon** recently celebrated his 30th anniversary at Fort Garry working in our service department. Congratulations, Dave!



Service and Warranty Manager, **Ron Lavalley** celebrated his 30th anniversary with Fort Garry Fire Truck in June. In addition to his Service and Warranty role, Ron also manages all septic and water truck builds.



In August, **Jan Pierzchala** celebrated 15 years of service with Fort Garry Fire Trucks.



In September, **Rob Stewart** celebrated 25 years of service with Fort Garry Fire Trucks.

## MEMBER FAMA, FEMSA



### H.O. Bostrom

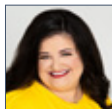


H.O. Bostrom Company is pleased to announce the addition of **Ron Truhler** as Vice President of Sales. In his new role Ron will lead the Bostrom sales team, strengthening customer relationships, growing sales, and developing new markets for seating products. He brings over 20 years of fire industry expertise most recently as Divisional V.P. of Domestic Sales at Safe Fleet.

## MEMBER FAMA



### Harrison Hydra-Gen



Harrison Hydra-Gen LTD. has hired **Stacia Taylor** as their new Marketing Manager. Stacia brings with her over 15 years of experience in building marketing departments and teams. She has an extensive background in digital and partner marketing, which she'll use to spearhead Harrison's strategy in these changing times.

## MEMBER FAMA



### Ahrens-Fox



**Alissa McGlone** has joined the HME Ahrens-Fox team as Marketing Manager. Alissa will utilize her 20 years of industry sales and marketing experience to increase the company's brand awareness and overall marketing strategy. Alissa will continue to serve on the FAMA Marketing Committee.



**Ed DeVito** has recently joined the HME Ahrens-Fox team as the VP of Operations. Ed brings extensive experience to the West Michigan manufacturer. In his new role, Ed will focus on driving scalable business processes within the Operations team to allow greater flexibility in the vehicles produced.



**Doug Worden** has been promoted to VP of Engineering with HME Ahrens-Fox. Doug will be responsible for the day-to-day direction and operations of the Engineering Department. Doug has over twenty-three years of experience engineering specialty vehicles, fifteen years with fire apparatus.

## MEMBER FAMA



### IMMI



**Melissa Dobbs**, an engineer and longtime Senior Program Manager for Emergency Vehicles was recently promoted to Sales and Test Engineer Manager for CAPE. CAPE is the Center for Advanced Product Evaluation. If you're an Engineer, Program Manager, Purchasing Leader or Executive in our industry, then you know CAPE is the test house for every OEM in North America, and most in Europe. We congratulate Melissa on this new role.

## MEMBER FEMSA



### INNOTEX



**Lollie Gagnon** joined the team as Communications and Marketing Director, and will play a key role in strategic development and building strong branding for INNOTEX's complete range of products. She will develop and produce creative campaigns, working closely with Innorex experts in order to drive business growth.



**Caroline Langlois** also joined the INNOTEX team as a Customer Service Manager. Caroline has experience in many different roles including: CRM expert, Territory Development Manager, and Operations Manager.



**Dominique Lepage**, INNOTEX's new Product Strategy Director, will lead the business's product planning and execution. With more than 15 years of product development experience in the

textile industry, Dominique is responsible for the development of effective product strategies aligned with our market and company's goals.

## MEMBER FAMA



### Midwest Fire



Midwest Fire announced industry veteran, author, speaker, and former Fire Chief, **Dr. Rich Gasaway** has joined their team as sales representative. With 33 years in the fire industry, Dr. Gasaway brings a wealth of experience and knowledge to the Midwest Fire team.

For the fourth time in six years Midwest Fire was named one of fifty winners in Prairie Business Magazine's "50 Best Places to Work 2020" contest. This is the second time the company has received the award in back-to-back years.

The magazine holds this competition each year to reward and highlight the region's best places to work, based solely on employee appeal and nomination. Midwest Fire also received this recognition in 2015, 2016, and 2019. The award recognizes employee-nominated companies for exceptional benefits, work culture, general employee happiness and various other pull-factors that retain employees.

## MEMBER FAMA, FEMSA



## Performance Advantage Company



After 23 years of employment with Performance Advantage Company, **Diane Lehnis** will be retiring. Diane has filled many roles over the years. As one of Dick Young's first employees, Diane helped get PAC off the ground. An avid traveler, Diane will no doubt enjoy her free time to explore more of the countryside than ever before. A new journey awaits and we wish her the best in retirement!



**Eric Koeth** has been hired as a new shop technician. A proud firefighter who enjoys his hobbies, Eric brings a technical skillset to the shop.

## MEMBER FAMA



## Rescue 1



P.L. Custom Body and Equipment Co., Inc. (PLCB) is celebrating its 75th Anniversary in 2021. Owned by the Smock Family since 1970, PLCB remains an independent, family-owned business today.

PLCB has three operating divisions – PL Custom Emergency Vehicles, Rescue 1 (a FAMA member company), and New Jersey Emergency Vehicles (NJEV). Overall, PLCB has 158 employees and enjoys a tremendous amount of longevity in our workforce.

## MEMBER FEMSA



## Ricochet Manufacturing



Ricochet Manufacturing is pleased to announce and welcome **Nathan Calabrese** to our team as Vice President Sales and Marketing. Nathan's knowledge, experience and relationships throughout the industry will continue forward with the Ricochet team as we continue to grow and expand our products and our reach throughout the USA, Canada and the rest of the world.

## MEMBER FEMSA



## Snap-tite Hose

Snap-tite Hose has recently expanded testing abilities by procuring the necessary equipment to emulate UL testing in our facility in Pennsylvania. This expansion allows hose testing to be done in accordance to UL standards to ensure the product meets and exceeds testing standards. The safety of our customers is of utmost importance and this expansion allows us to continue to deliver on our promise.

## MEMBER FEMSA



## Sourcewell



For the fifth consecutive year, Sourcewell has earned the Achievement of Excellence in Procurement® Award by the National

Procurement Institute, Inc. Sourcewell was the only organization in the state of Minnesota to achieve this honor in 2019 and again in 2020.

Public and nonprofit agencies earn the AEP Award by demonstrating a commitment to procurement excellence. This annual program recognizes procurement organizations that embrace innovation, professionalism, productivity, leadership, and e-Procurement.

## MEMBER FAMA



## SVI Trucks



On Jan. 27, **Bob Sorensen** celebrated his retirement from SVI Trucks, and his 35th anniversary with the company. Sorensen began working at SVI Trucks drawing rescue trucks, which became instrumental in custom truck sales. Eventually, Sorensen transitioned into a sales manager role, holding the VP Sales title for 25 years. In 2003, Sorensen became a joint owner of Super Vacuum Manufacturing, the parent company of SVI Trucks and the family owned and operated business. Sorensen will retain ownership duties in retirement.



**Joel Konecky** joined SVI Trucks in April 2020, bringing 30 years of volunteer firefighting experience and 17 years of fire truck sales experience with Smeal Fire Apparatus and Spartan Motors. Konecky has a firm grasp on the internal workings of engineering, production, purchasing, and satisfied customers.



SVI Trucks hired **Jay Adams**, who brings 25 years of firefighting experience and 12 years of fire apparatus sales to his new role. A former firefighter with the Charlotte Fire Department with a Bachelor's in Fire Science, Adams retired from the department in July of 2019 as acting Battalion Chief / Captain.

Adams has previously represented brands, including Ferrara and Seagrave, throughout the southeast.





## MEMBER FAMA



### Trident Emergency Products



**Jim Maher** and **Rich Teske** both retired in 2020 after 35 years in the fire industry. Jim and Rich co-founded and lead Trident Emergency Products for 20 years. They were an integral part of the growth and success of Trident. While their leadership, guidance, creativity, and expertise will be greatly missed, their invaluable work has assured that the company's future is bright.

## MEMBER FEMSA



### Turtle Plastics



Turtle Plastics is pleased to announce a strategic organizational change for its second generation phase by converting to a Women Owned Small Business. With over 40 years of entrepreneurship and multitudes of successes, **Tom Norton**, Founder of Cleveland Reclaim Industries dba Turtle Plastics has shifted the majority of his shares in the organization to existing



female leadership within the company. Clinical EHS Advisor, **Karen Bradley, MD** and President



**Liz Demetriou** will now comprise as the majority shareholders.

## MEMBER FAMA, FEMSA



### W. S. Darley & Company



Darley is pleased to announce **Bill Alm** as Dealer Development and Municipal Sales Manager for the South-eastern United States. Bill brings a breadth of experience and expertise in fire apparatus sales. He has served in numerous sales and management roles within E-ONE and Hall-Mark Fire Apparatus, in Florida.



Business Magazine recognized **Audrey Darley** (fourth generation Darley) in its NextGens to Watch Class of 2020. The article, from the July/August 2020 issue, cited Audrey's work experience before joining the family business, as well as her active involvement in company initiatives and other business organizations. Audrey is currently the Director of Supply Partner Relationships for Darley's fast-growing Defense division.



We are excited to announce Darley headquarters is going solar! With solar panels installed, over 75% of the facility's annual energy load will be covered, with an estimated 203,565 solar energy output (kWh). It is expected to generate 4,631,104 kWh of energy over the next 25 years.

In September, W.S. Darley & Co. teamed up with Golden State Fire Apparatus to deliver a truckload of desperately needed water to the district.



Together, Darley and Golden State paid for and arranged a semi-truck loaded

with 24 pallets of water – more than 5,000 gallons – to be driven from Dallas to the San Lorenzo Valley Water District office.

## MEMBER FAMA



### Waterous



Waterous announced the retirement of **Bill Smith**, President and CEO of Waterous effective January 1, 2021. Bill started his career at Waterous in June, 1997 as Director of Manufacturing and became President and CEO in November, 2009.



**Dan Reese**, previously Vice-President of Operations, will succeed Bill Smith as President and CEO. Dan has held key management positions at Holmatro, Alexis Fire Equipment, and Akron Brass Company.

## MEMBER FAMA



### Weis Fire Safety Equipment, LLC



Weis Fire & Safety Equipment is excited to announce the hiring of **Steve Touchton**, the new National Sales Manager for Draft Commander. Previously with ROM Corporation, Steve has extensive experience in the fire industry.



**Due to the COVID-19 pandemic and the ongoing schedule changes, FAMA and FEMSA encourage you to check the event websites for the dates of the industry trade shows and events.**

FIRE SERVICE EVENT	WEB ADDRESS
AFAC by Interschutz	<a href="http://afaconference.com.au">afaconference.com.au</a>
Alabama Fire Chiefs Summer Conference	<a href="http://alfirechiefs.com">alfirechiefs.com</a>
Alabama League of Municipalities Conference	<a href="http://alalm.org/AnnualConvention.aspx">alalm.org/AnnualConvention.aspx</a>
Alaska Fire Chief Conference	<a href="http://alaskafireconference.com">alaskafireconference.com</a>
Alberta Fire Chiefs Conference and Tradeshow	<a href="http://afca.ca/about-us/conferences">afca.ca/about-us/conferences</a>
Arizona Fire District's Assoc. Winter Conference	<a href="http://azfiredistricts.org">azfiredistricts.org</a>
Arkansas Fire Chiefs and Firefighters Conference	<a href="http://arfirechiefs.org">arfirechiefs.org</a>
AZ Chiefs and AZ Districts Leadership Conference	<a href="http://azfirechiefs.org">azfirechiefs.org</a>
BC Fire Expo & FCABC Annual Conference	<a href="http://bcfireexpo.ca">bcfireexpo.ca</a>
CFSI National Fire & Emergency Symposium and Dinner	<a href="http://cfsi.org/events/">cfsi.org/events/</a>
China Fire Expo	<a href="http://fireexpo.cn">fireexpo.cn</a>
Community Risk Reduction Leadership Conference	<a href="http://iafc.org/events/crrl">iafc.org/events/crrl</a>
EMS Today	<a href="http://emstoday.com">emstoday.com</a>
EMS World Expo	<a href="http://emsworldexpo.com/future-meetings">emsworldexpo.com/future-meetings</a>
FDIC International	<a href="http://fdic.com">fdic.com</a>
FDSOA Apparatus Symposium and Annual Health and Safety Forum	<a href="http://fdsoa.org">fdsoa.org</a>
Fire & Security India Expo (FSIE)	<a href="http://fsie.in">fsie.in</a>
FIRE Fire Industry, Rescue & EMS Expo (NYSAFC)	<a href="http://nysfirechiefs.com">nysfirechiefs.com</a>
Fire India	<a href="http://fireindia.net/conference/">fireindia.net/conference/</a>
Fire Rescue Canada	<a href="http://cafc.ca/page/Conference">cafc.ca/page/Conference</a>
Firehouse Expo	<a href="http://firehouseexpo.com">firehouseexpo.com</a>
Fire-Rescue EAST	<a href="http://ffca.org">ffca.org</a>
Fire-Rescue International (FRI)	<a href="http://iafc.org/events/fri">iafc.org/events/fri</a>
Fire-Rescue Med (FRM)	<a href="http://iafc.org/events/frm">iafc.org/events/frm</a>
FireShowsWest - Virtual Conference	<a href="http://fireshowswest.com">fireshowswest.com</a>
Georgia Fire Service Conference and Expo	<a href="http://gsffa.org">gsffa.org</a>
Hawaii Fire Chiefs Association Conference	<a href="http://hawaiiifirechiefs.org/events">hawaiiifirechiefs.org/events</a>
IAFC Southeastern Division	<a href="http://seafc.org">seafc.org</a>
IAFF Legislative Conference	<a href="http://client.prod.iaff.org">client.prod.iaff.org</a>
IAWF Fire & Climate Conference	<a href="http://iawfonline.org/events">iawfonline.org/events</a>
IL Fire Chiefs Association Annual Conference	<a href="http://illinoisfirechiefs.org">illinoisfirechiefs.org</a>
Illinois Association of Fire Protection Districts Annual Conference	<a href="http://iafpd.org">iafpd.org</a>
Illinois Fire Chiefs Association Symposium	<a href="http://illinoisfirechiefs.org">illinoisfirechiefs.org</a>
Illinois Fire Inspectors Association	<a href="http://illinoisfireinspectors.org">illinoisfireinspectors.org</a>
Indiana Volunteer Firefighter's Convention	<a href="http://ivfa.org">ivfa.org</a>
International Association of Fire Fighters Convention	<a href="http://iaff.org/events/">iaff.org/events/</a>
International Hazardous Materials Response Teams Conference	<a href="http://iafc.org/events/hazmat-conf">iafc.org/events/hazmat-conf</a>
International Wildland Fire Safety Summit	<a href="http://iawfonline.org/events/">iawfonline.org/events/</a>
INTERSCHUTZ	<a href="http://interschutz.de/en/">interschutz.de/en/</a>
INTERSCHUTZ USA	<a href="http://hfusa.com/interschutzusa">hfusa.com/interschutzusa</a>
Intersec Safety & Security Expo	<a href="http://intersecexpo.com">intersecexpo.com</a>
Kentucky Assoc. of Fire Chiefs Conf.	<a href="http://kychiefs.com">kychiefs.com</a>
Long Island Mega Show	<a href="http://liproductions.net">liproductions.net</a>
Louisiana Fire Chiefs Assoc. (LFCA) Annual Conference	<a href="http://louisianafirechiefs.org/annualevents">louisianafirechiefs.org/annualevents</a>
Louisiana State Fireman's Association	<a href="http://lsfa.net/index.php/events">lsfa.net/index.php/events</a>

LSU Fire & Emergency Training Equipment Show	<a href="http://feti.lsu.edu">feti.lsu.edu</a>
Manitoba Emergency Services Conference	<a href="http://mafc.ca/resources/conferences/">mafc.ca/resources/conferences/</a>
Maritime Fire Chiefs Assoc. Annual Conference	<a href="http://mfca.ca">mfca.ca</a>
Maryland State Firemen's Association	<a href="http://msfa.org/event/">msfa.org/event/</a>
Metropolitan Fire Chiefs Conference	<a href="http://metrofirechiefs.net">metrofirechiefs.net</a>
Michigan State Firemen's Assoc. Annual Conf. & Spring School	<a href="http://msfassoc.org/spring-school/">msfassoc.org/spring-school/</a>
New England Fire, Rescue, EMS Conference	<a href="http://newenglandfirechiefs.org">newenglandfirechiefs.org</a>
New Jersey State Firemen's Convention	<a href="http://njfireexpo.com">njfireexpo.com</a>
NFFF Memorial Weekend	<a href="http://firehero.org/events/memorial-weekend/">firehero.org/events/memorial-weekend/</a>
NFPA Conference & Expo	<a href="http://nfpa.org/conference">nfpa.org/conference</a>
NM Fire Service Conference	<a href="http://nmfirechiefs.com">nmfirechiefs.com</a>
North Carolina Mid-Winter Conference (NCAFC)	<a href="http://ncafc.com">ncafc.com</a>
Northern IL Alliance of Fire Protection Districts Conference	<a href="http://niafpd.org/events--news.html">niafpd.org/events--news.html</a>
Northwest Fire Expo	<a href="http://northwestfirerescue.com">northwestfirerescue.com</a>
Ohio Fire & Rescue Officer Development Conference	<a href="http://ohiofirechiefs.org/aws/OFCA/pt/sp/conference">ohiofirechiefs.org/aws/OFCA/pt/sp/conference</a>
Ohio Fire Chiefs and Firefighters Convention	<a href="http://ohiofirechiefs.com">ohiofirechiefs.com</a>
Ohio Fire Chiefs Winter Symposium	<a href="http://ohiofirechiefs.org">ohiofirechiefs.org</a>
Oklahoma Fire Chief's Conference	<a href="http://osfa.info/events/">osfa.info/events/</a>
Oklahoma State Firefighter's Assoc. Convention	<a href="http://osfa.info/events/">osfa.info/events/</a>
Oklahoma State Firefighter's Assoc. State Fire School	<a href="http://osfa.info/events/">osfa.info/events/</a>
Ontario Association of Fire Chiefs Conference and Trade Show	<a href="http://oafc.on.ca/events">oafc.on.ca/events</a>
Oregon Fire Chiefs Association Conference	<a href="http://ofca.org/events">ofca.org/events</a>
Oregon Firefighters Conference	<a href="http://ovfa.org/conference/registration/">ovfa.org/conference/registration/</a>
Orlando Fire Conference	<a href="http://orlandofireconference.com">orlandofireconference.com</a>
PA Fire Expo	<a href="http://lcfa.com">lcfa.com</a>
Piedmont Fire Expo	<a href="http://forsythcountyfire-rescue.com/expo.php">http://forsythcountyfire-rescue.com/expo.php</a>
Pittsburgh Fire, Rescue & EMS Expo	<a href="http://simoneventmanagement.com">simoneventmanagement.com</a>
Quebec Fire Chiefs Convention	<a href="http://acsiq.qc.ca/cms/congres">acsiq.qc.ca/cms/congres</a>
RETTmobil	<a href="http://rettmobil.org/index.php/en/">rettmobil.org/index.php/en/</a>
Saskatchewan Fire Chiefs Annual Conference	<a href="http://safc.sk.ca">safc.sk.ca</a>
Secutech Security and Fire & Safety	<a href="http://secutechexpo.com">secutechexpo.com</a>
Smoky Mountain Fire/Rescue Expo	<a href="http://smokymtnweekend.com">smokymtnweekend.com</a>
South Atlantic Fire Rescue Expo	<a href="http://southatlanticfirerescueexpo.com/schedule/">southatlanticfirerescueexpo.com/schedule/</a>
South Carolina Fire Rescue	<a href="http://scfirefighters.org">scfirefighters.org</a>
Southeast MI Chiefs Midwest Fire Rescue Expo	<a href="http://smafc.org">smafc.org</a>
Southeastern Association of Fire Chiefs Leadership Conference	<a href="http://seafconference.org">seafconference.org</a>
State Firemen's and Fire Marshals' Association Conf	<a href="http://sffma.org">sffma.org</a>
Texas A&M Industrial Fire School	<a href="http://teex.org/Pages/events/texas-annual-fire-training-school.aspx">teex.org/Pages/events/texas-annual-fire-training-school.aspx</a>
Texas A&M Municipal Fire School	<a href="http://teex.org/Pages/events/texas-annual-fire-training-school.aspx">teex.org/Pages/events/texas-annual-fire-training-school.aspx</a>
Texas A&M Spanish Fire School	<a href="http://teex.org/Pages/events/texas-annual-fire-training-school.aspx">teex.org/Pages/events/texas-annual-fire-training-school.aspx</a>
Texas A&M Spring Fire School	<a href="http://teex.org/Pages/events/texas-annual-fire-training-school.aspx">teex.org/Pages/events/texas-annual-fire-training-school.aspx</a>
Texas Municipal League Annual Conference & Expo	<a href="http://tml.org/ed_calendar">tml.org/ed_calendar</a>
United Fire Conference	<a href="http://unitedfireconference.com">unitedfireconference.com</a>
Utah Winter Chiefs Conference and Winter Fire School	<a href="http://utahfirechiefs.org/events/">utahfirechiefs.org/events/</a>
VCOS Symposium in the Sun	<a href="http://iafc.org/events/vcosun">iafc.org/events/vcosun</a>
Virginia Fire & Rescue Conference	<a href="http://vfca.us">vfca.us</a>
Washington St. Fire Fighters' Assn. Annual Conference & Fire School	<a href="http://wsffa.org">wsffa.org</a>
Wildland-Urban Interface (WUI) Conference	<a href="http://iafc.org/events/wui">iafc.org/events/wui</a>
Wisconsin Chiefs Conference	<a href="http://wsfca.com">wsfca.com</a>
Wisconsin State Firefighters Conference	<a href="http://wi-state-firefighters.org">wi-state-firefighters.org</a>

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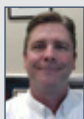
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**SUMMER ISSUE DEADLINE: MAY 28, 2021**

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## IMPORTANT



The health of both FAMA and FEMSA relies on our ability to communicate with our members.

FAMA and FEMSA communicate with our member company representatives through emails developed and disseminated via Constant Contact.

***Please help us maintain effective communications with you by requesting your IT department white-list the following four email addresses:***

E-Mails Come From	FAMA/FEMSA GAC and Joint Association Communications	FAMA Member only Communications	FEMSA Member only Communications
info@fama.org	YES	YES	
info@fama.ccsend.com	YES	YES	
info@femsa.org	YES		YES
info@femsa.ccsend.com	YES		YES

If you do not believe you are receiving all the email communications, please email info@fama.org or info@femsa.org.

***Thank you for your help in this important matter.***