

BACK TOGETHER IN

TAMPA

2021 FEMSA/FAMA ANNUAL/FALL CONFERENCE



SEPTEMBER 21 – 24

WESTIN TAMPA WATERSIDE

NEWS | SUMMER | 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
Jeromie Johnston
FAMA President
2021

Reflecting on the past 18-24 months, the world, North America, and our industry has persevered through a pandemic that triggered a host of unprecedented obstacles that, even as I write this, continue to present challenges for our organization, businesses, customers, suppliers, and partners. Like many of the challenges faced throughout the last 75 years, FAMA adapted to the environment and found effective mechanisms to deliver value to our membership, the industry, and stakeholders.

The FAMA Virtual Spring Meeting, held on April 14, delivered exciting and informative content to our members that included updates from five committees (Statistics, Technical, GAC, Meeting Planning, Education-Surveys). A big thank you to the Committee Chairs that presented. We were also treated to an always entertaining presentation by the Sage Policy Group's Dr. Anirban Basu. Dr. Basu acknowledged the challenges the industry faced in 2020, calling it a "lousy year" with booked units lagging the previous year by 12%, but was optimistic about the future of the industry citing three reasons:

1. **The economy has improved faster than expected.**
2. **State governments did not experience the magnitude of revenue loss that was predicted.**
3. **The continued injection of federal stimulus, including a potential infrastructure package.**

Dr. Basu also highlighted that construction spending related to fire and rescue in 2020 was at a record level of \$2.65 billion, 7% higher than the previous peak. All reasons to be optimistic!

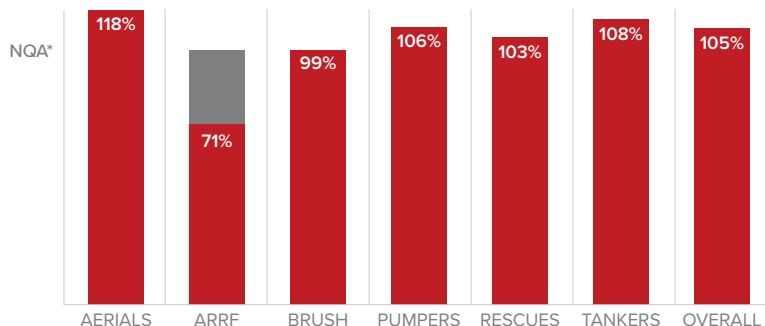
The **Q4 2020 FAMA Public Statistics Report** confirms this optimism, indicating, "total apparatus sales in the fourth quarter rose 6% from the rolling pre-pandemic Nine Quarter Average (NQA)."

The FAMA/FEMSA Government Affairs committee also pivoted due to the pandemic and organized a Virtual

Hill Day. As a participant in the event, I can attest it was well organized, well attended, and a remarkably effective forum for delivering the core messages underpinning the need for funding the Assistance to Firefighters Grants (AFG). Again, a huge thank you to the GAC for ensuring our collective voices were heard on Capitol Hill. Mark your calendar now for Hill Day 2022 on April 6-7. Across the organization, important work continues." The Technical Committee remains steadfast in their efforts to provide valuable input into the NFPA standards revision process (1900, 1910 and 1585). The Technical Committee and FAMA Board made improvements to the FAMA Forum article process, expanding the number of contributing authors (be sure to read the latest article!). And, of course, joint planning continues in preparation for the FEMSA/FAMA Annual/Fall Conference, to be held in Tampa, FL September 21-24. Hope to see you all there! 📍

FAMA Q4 2020 BOOKINGS BASED ON NQA

Q4 2020 Bookings as a Percent of NQA



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By James Long
FEMSA President
2020 - 2021

I am extremely proud of our FEMSA Board of Directors who continue to step up and have never missed a beat throughout this long pandemic. We figured out monthly Zoom meetings, arranged for a timely economic update from Dr. Anirban Basu and even ran the first ever virtual FEMSA / FAMA Annual / Fall Conference allowing everyone to participate from comfort of their home offices.

This fall when we are "back together", FEMSA members will be voting to update our By-Laws. These changes will allow the Board to call remote or hybrid membership meetings should another extreme circumstance prohibit us from holding in-person sessions. This is particularly important for elections which currently can only be voted on in a public setting.

I reported earlier on a changing of the guard moving from a FEMSA adminis-

trative assistant to a new partnership with First Arriving. They clicked with us immediately and helped deploy new technologies including a new cloud-based software which has already been a huge boost to our productivity in terms of managing member accounts and activities.

One my favorite events is always the annual Hill Day and CFSI dinner hosted every spring in our nation's capital. Every year, I look forward to ensuring that my suit is well pressed, my shirts are not too tight around the collar and my ties are politically correct for meetings on either side of the aisle. The 2021 Hill Day regrettably was not held in person, but it did have that feel with 35 members attending representing 27 FEMSA and FAMA companies. We participated in meetings with 65 congressional offices. We made sure our message also got across to the majority and minority staff of the Senate Appropriations Committee and Homeland Security Subcommittee. A tip of my cap goes to Dave Gatton, Joni Goodman, James Kirby, Jillian McNamara and all the GAC members involved with setting up meetings, preparing the talking points and making sure all our team was singing from the same hymnal.

On behalf of both the FEMSA and FAMA boards, I would like to invite you to our in-person **2021 Conference**, which is being held September 21-24, 2021, at the beautiful Westin Tampa Waterside hotel. David Russell and Crosby Grindle have done a masterful job scheduling speakers who are excited to share their insights into teamwork, leadership, marketing and crisis management. Let us also not forget about the networking and comradery that members say is the number one reason for attending.

For the past year, I've often used a baseball analogy saying we are in the third, sixth or eighth inning of the COVID pandemic. I'm a Chicago Cubs fan, so now I'm saying it feels like the "W" flag is flying atop the Wrigley Field centerfield scoreboard and it's time to celebrate.

I'd like to go back to seeing old industry friends and be able to shake the hands of new members and first-time attendees who I'm delighted chose to join FEMSA, a great organization.

Conference Information and registration is made easy on the femsa.org website. We are all looking forward to an exceptional turnout. 🍀

SAVE THE DATES

2022 🗓 FAMA Spring Meeting
February 26–March 1
Don CeSar Hotel
St. Pete Beach, FL

2022 🗓 FAMA/FEMSA Hill Day in conjunction with the CFSI Symposium and Annual Dinner:
April 6–7
Washington, DC

2022 🗓 FEMSA/FAMA Annual/Fall Conference
September 21–23
Hilton Salt Lake City Center
Salt Lake City, UT

2023 🗓 FAMA Spring Meeting
March 18–21
The Westin Fort Lauderdale Beach Resort
Fort Lauderdale, FL

2023 🗓 FAMA/FEMSA Hill Day in conjunction with the CFSI Symposium and Annual Dinner:
Tentative Dates: May 22-23, 2023
Washington, DC

2023 🗓 FEMSA/FAMA Annual/Fall Conference
September 27–29
JW Marriott New Orleans
New Orleans, LA

Welcome New **FEMSA** Members



Cooperative Services, LLC
Crosby Grindle, President
64682 Cook Ave. #199
Bend, Oregon 97703
(541) 948-3146
crosby@gocooperativeservices.com
www.gocooperativeservices.com

Cooperative Services, LLC focuses on cooperative procurement opportunities that add value to governmental procurement programs and suppliers who sell to governmental organizations. Our strength is in the public safety industry with an extensive network of related associations, organizations and vendors. We excel at creating collaborative partnerships between organizations that mutually benefit from the relationship.



Decon7 Systems, Inc.
Michael Elwood, Vice President of
Defense and Public Safety
110 North Freeport Parkway, Suite 120
Coppell, Texas 75019
melwood@decon7.com
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Decon 7 Systems mission is to provide value to our customers by improving cleaning, disinfection, and safety for everyone. We achieve this by reducing and sanitizing microbial contamination while achieving operational savings. With a vision toward the future, we continuously refine and develop our offerings in order to progress and maintain our core values: Environmentally-friendly solutions that create a more sustainable future, revolutionary application methods that increase usability and save labor, as well as reliable and proven results in any scenario.



Emergency Technical Decon
Mike Duyck, Vice President
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Beaverton, Oregon 97007
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Proforma Marketing
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Rocky Brands, Inc.
Stuart Brooks, National Sales Manager
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Founded in 1932 Rocky Brands, Inc. designs, develops, manufactures and markets premium quality Outdoor, Work, Western, Duty and Military footwear as well as Outdoor and Work apparel and accessories. The Rocky Brands family of brands includes owned brands Rocky, Georgia Boot, Durango, Lehigh, The Original Muck Boot Company, XTRATUF, Servus, Ranger, and the licensed brand Michelin Footwear.

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Waterous Co.
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www.waterousco.com

Waterous has been making quality, American-Made firefighting related products since 1886. Still building revolutionary fire suppression systems today, Waterous holds true to the philosophy - "Cast, Machined, Assembled and Tested in America." Departments worldwide count on Waterous to provide the utmost in quality products and customer service. What started as a single factory in the quiet riverside city of South Saint Paul, Minnesota, has grown into an internationally recognized company that continues to develop leading products and services for the global firefighting community.

Welcome New **FAMA** Members



Camions Helie Inc. – Helie Fire Trucks
Jean-Francois Helie, President
705, Blvd Joseph-Arthur
Joliette, Quebec J6E8T4
Phone: 450-795-4833
jfhelie@camionshelie.com
www.camionshelie.com

Helie Trucks has all the necessary certifications to build a truck that will meet all your needs to get the job done. Rest assured all the rules established by ULC and NFPA as well as our ISO quality system are strictly followed.



Krah Health Solutions
Beth Krah, Owner & CEO
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Cell: (770) 354-8948
beth@krahcorp.com
www.krahhealthsolutions.com

Since 2009, Krah Health Solutions has been dedicated to serving First Responders to satisfy Clean Cab initiatives and infection prevention measures. Providing Healthy Environments in EMS/Fire with a non-toxic continuous air and surface decontamination for ambulances, fire apparatus and rescue vehicles. ActivePure Technology greatly improves indoor air quality by providing non-invasive, continual treatment of any vehicle or facility without chemicals or toxic by-products. Made in America, this Dry Hydrogen Peroxide goes out on a search and destroy mission as it's dispersed with the air current – exploding the shell of contaminants on contact in the air, on surfaces and through fabrics in real time. ActivePure is proven effective against SARS-CoV-2 Virus (Covid-19), Carcinogens, Toxins, and more.



SoundOff Signal
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The seeds of SoundOff Signal were planted across safety solutions industries in West Michigan in 1992, when George Boerigter took the reigns of a small motorcycle flasher startup. He branched out to emergency vehicles and, by the 2000s, the company had expanded its offering of high technology safety solutions across the globe.

SoundOff Signal has matured into an integrated, strategic lighting & controls manufacturer with approximately 400 employees across our Corporate Headquarters and Customer Center in Hudsonville, MI.



First Virtual Hill Day a Success

by Dave Gattton



One of the long-lasting changes brought about by COVID 19 is the opportunity to conduct meetings via Zoom. The 2021 FAMA/FEMSA GAC Hill Day was no exception. During the week of May 18th, over 60 virtual meetings were held with key members of Congress, their lead staff, and committee appropriations staffers responsible for developing legislation to determine funding levels for FAMA/FEMSA priority programs.

The GAC Chairs and the Presidents of both FAMA and FEMSA met with key staff from the offices of Rep. Rosa De Lauro (CT), chair of the House Appropriations Committee; Senator Patrick Murphy (CT), chair of the Senate Appropriations Homeland Security Subcommittee; Senator Richard Shelby (AL), ranking member of the Senate Appropriations Committee; and Shelley Moore Capito, ranking member of the Senate Appropriations Homeland Security Subcommittee.

The efforts, as usual, were productive. FAMA/FEMSA members presented the congressional offices with reports on how their states and/or congressional districts benefited from the Assistance to Fire Grants (AFG) program, listing

every grant received over the last four years. In addition, the offices received the updated "10 Key Facts of the Fire Service" along with the FAMA/FEMSA jobs map showing aggregate employment levels, by state, of the fire industry. It all added up to a comprehensive briefing for the offices.

Over years the Hill Days have worked. As of this writing, the House Appropriations Homeland Security subcommittee has marked up its FY 2022 appropriations bill, providing \$370 million each for AFG and SAFER. This is a \$20 million increase for the combined programs, double the annual increase of the last several years.


While the Fire Service Coalition has asked for full authorized funding of the AFG and SAFER programs (\$750 million each), it is an encouraging sign that Congress has started the legislative process with a larger funding level. The GAC will keep FAMA and FEMSA members informed as the legislation unfolds over the summer.

In the meantime, it is very important that FAMA and FEMSA members continue to push for full funding levels as you meet with your congressional



offices over the summer and fall. We encourage you conduct Home Days by reaching out to the district offices of your congressional delegations and establishing relationships with them. The updated 2021 Home Day Toolkit is now available on the GAC website, and includes easy to follow resource materials to make your events highly successful (<https://famafemsagac.org/home-day/homeday-resources/>). Please take the opportunity to pass them along, virtually or over a cup of coffee.

Next year we hope to reconvene in Washington, D.C. to resume our "in person" Hill Days, but what we have learned during the last year, is that we can continually keep in touch with congressional offices throughout the year. We hope you take advantage of this new capability.

Virtual or in person, the FAMA / FEMSA GAC Hill and Home Days remain key to our efforts to secure more funding and support for the Fire Service. 



IN MEMORIAM

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

Roger Johnson

Formerly of Elkhart Brass Mfg. Co., Inc.
and Cummins Inc.

Heather Schafer

National Volunteer Fire Council

Please share appropriate member representative information with info@fama.org or info@femsa.org.



16th Annual Illinois Fire Service Home Day a Huge Success

by Paul Darley



The 16th Annual Illinois Fire Service Home Day was held Thursday, June 3rd at the Mutual Aid Box Alarm

System (MABAS) Readiness Center in Wheeling, IL.

Nearly 150 attendees turned out for the event including fire chiefs from roughly 50 different Illinois departments, Congressional staffers from 11 offices and staffers from Senator Durbin's and Senator Duckworth's offices as well as 45 representatives from 10 FAMA and FEMSA member companies.

The event was a huge success in advancing issues important to the fire service and all attendees were delighted

to be in a mask free post-pandemic environment.

The following FAMA and FEMSA member companies participated: Air One Equipment, C.E. Niehoff, Darley, Dinges Fire Company, HAAS Alert, Hendrickson, Municipal Emergency Services, Paratech, RealWheels and Telma Retarder.

Speakers included Chief Rich Mikel, 2nd Vice President of the Illinois Fire Chiefs Association, Vikki Hanson, FEMA Fire Program Specialist, Glenn Erickson, CEO of MABAS and James (JP) Moore from the Illinois Fire Service Institute.

Key Messages for FAMA/FEMSA 2021

THE AFG PROGRAM

- The Assistance to Firefighters Grant (AFG) equipment program is one of the most effective and efficiently run programs in the Federal Government. Essentially, all funding goes to local fire departments, both career and volunteer. The selection process includes peer review.
- The AFG program fills critical equipment gaps for the over 1.1 million first responders who serve as the backbone of our nation's response capability for natural disasters and terrorist events. For example:
 - » 50% of all fire departments lack enough portable radios to equip all responders on a shift.
 - » 53% of all fire departments cannot equip all firefighters on a shift with self-contained breathing apparatus (SCBA).
 - » 72% of all fire departments have at least one piece of personal protective clothing that is 10 years old.

HISTORIC FUNDING OF AFG

- In FY 2021, Congress funded the AFG program at \$360 million, down 36% from its FY 2009 level of \$565 million and 11% from its FY 2011 level of \$405 million. These are significant cuts.
- We thank Congress for acknowledging this shortfall by modestly increasing the AFG program by \$5 million for FY 2021 (in addition to \$5 million for SAFER).
- We also thank Congress for providing \$100 million in AFG funding provided through the CARES Act and \$100 million in the American Rescue Plan (in addition to \$200 million for SAFER) to combat COVID-19.
- These acts of Congress are much appreciated, but more needs to be done.

JUSTIFICATION FOR THE AFG AND FIRE GRANT PROGRAMS

- First responder calls continue to be in the millions. In 2019, the fire and rescue service responded

to 37.3 million calls, up from 36.7 million in 2018. Calls are likely to increase as the population ages and the demands of our emergency services increase from future disasters.

- By funding the AFG program, Congress supports our first responders as they meet increasing security and rescue needs. This is particularly important given the outbreak of the COVID-19 Pandemic, combined with the recent increase in the frequency, severity, and cost of natural disasters — hurricanes, tornadoes, floods and wildfires.
- As America's first responders combat the COVID-19 Pandemic, they face tremendous personal health risk while their departments are threatened by fiscal pressures, furloughs, and layoffs.
- This comes at a time when they are needed most for COVID-19 response, along with the increasing intensity of storms and natural disaster continues to grow.



Paul Darley, Co-Chairman of the event, served as the emcee. He addressed the congressional staffers, saying, "This day is about you, and we ask that you carry home the following messages: Thank you for your reauthorization of the AFG & SAFER programs. We need your

continued support and ask that congress continue increases. Last, please join the Congressional Fire Services Caucus."

Video messages were featured from Congressman Krishnamoorthi, who recently joined the Congressional Fire Caucus, and Congressman Quigley.

After 90 minutes of formal presentations, staffers had the opportunity to operate rescue tools and other fire-fighting equipment, as well as tour the 25,000 sq. ft. facility that houses specialized fire and rescue equipment.

Plans already are underway for next year's 17th Annual Illinois Fire Service Home Day on Thursday, June 2, 2022! 📺



- In 2020 alone, there were 22 disasters in the U.S. that cost over \$1 billion in damage. Together these disasters cost \$95 billion total.
- To put this in perspective, between 1980 and 1989, there was an average of 2.9 disasters in the U.S. that cost over \$1 billion per year. The average cost of these disasters per year was \$17.9 billion.
- Compared to 2020, these numbers reflect an over 658% increase in frequency of billion-dollar disasters and an over 430% increase in annual cost.
- The frequency and cost of these large-scale disasters is expected to rise dramatically in the coming years, and it will be the responsibility of our nation's fire service to respond.
- As our first responders continue to fulfil their role to

locally execute the nation's response to COVID-19 and other disasters, it is critical that AFG funding is expanded to support them in meeting the nation's emergencies.

THE ASK: SUGGESTED FUNDING LEVELS FOR FY 2022

- In FY 2022, FAMA and FEMSA recommend funding the AFG and SAFER programs at full authorization levels of \$750 million each – \$750 million for AFG and \$750 million for SAFER.
- The U.S. Fire Administration should be funded in FY 2022 at the full authorization level of \$76.5 million. USFA supports critical training for first responders – key to maintaining a cutting edge force nationally.

- We also are calling for The Urban Search and Rescue Response System (USAR) to be funded at no less than \$50 million in FY 2022 (from \$37.8 million in FY 2021). The nation depends on USAR for its disaster response by sending specialized response units, based locally, to disasters across the country.

CONCLUSION:

We thank you for funding the AFG and SAFER programs in the past. We ask that you restore the funding of these programs at \$750 million each for FY 2022.

Your support is much appreciated.

Local first responders are an integral part of the National Response Framework, and therefore, funding to support them supports a national security purpose. First responders also protect thousands of federal facilities daily.



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– Glenn Usdin, Owner
Command Fire Apparatus



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Report from the Congressional Fire Services Institute

by Bill Webb, Executive Director, CFSI



Unfortunately, the Congressional Fire Services Institute (CFSI) was unable to host the annual National Fire and Emergency Services Symposium and Dinner program in-person for a second consecutive year. It was frustrating for us because the event is our major fundraising program and provides a rare opportunity for representatives of national fire service organizations, fire industry leaders, and federal officials to engage in discussions about important fire service issues.

Who is to say how the pandemic will impact future travel to programs such as our own? Will the benefits of Zoom meetings outweigh the benefits of direct social interaction that we derive by attending trade shows and conferences? I would be quite content if I did not have to participate in another Zoom meeting. But unfortunately, with the pandemic still posing a threat – although a milder threat due the availability of vaccination – we have a way to go before resuming our pre-pandemic way of life.

In the meantime, I have circled September 22-24 on my calendar, the dates for the annual FAMA/FEMA joint conference. I look forward to reconnecting with friends from the fire service industry and discussing how the pandemic has impacted their businesses. Once again, I have been given the opportunity to share the podium with Dave Gatton and John Granby to discuss the work of the FAMA/FEMSA GAC and CFSI on Capitol Hill.

Despite congressional offices remaining closed to visitors, including lobbyists, representatives of the national fire service organizations continue to engage in discussions with members of Congress and their staff on fire service issues. We are requesting full funding for the United States Fire Administration, as well as both the AFG and SAFER grant programs. The pandemic has only added more burdens to the work already being performed every day by our nation's fire and EMS personnel and additional funding can help fire departments and EMS agencies continue to meet the demand for services.

We are also focused on infrastructure issues that affect the fire and emergency services, including the need for up-to-date facilities.



Both FAMA and FEMSA play a critical role in our work on Capitol Hill. We often cite the data provided by your two organizations in letters and in meetings with congressional staff. What is the average cost of a self-contained breathing apparatus? How much for an engine and truck? How have the AFG and SAFER grant programs benefited the industry and local economies? This type of data bolsters our message and resonates with members of Congress.

Let us hope for a resumption of our conferences and trade shows soon. My hope is to spend three days in September with members of FAMA and FEMSA to discuss how we can continue to work together in Washington, DC to strengthen our nation's fire and emergency services. ●

Returning from COVID

by Dave Gatton



Now that we are on our way to returning to normal, after fifteen months of cloistering in our homes, most Americans believe we are on the other side of COVID-19. Through the miracles of science that develop vaccines in months not years, we are poised to put our lives back together again.

We must remain vigilant, just as all first responders do, knowing that one tragedy does not make us immune from another. Once a fire is out, we must find its cause and ensure it does not rekindle.

The same goes for COVID-19 and other possible global viral threats. The delta variant now is marching around the world and could become the dominant source of infections soon in the U.S. COVID-19 reminds us that we are part of a global community, both the good and the bad. For this reason we must stay

on guard. It is in our self-interest for the world and U.S. residents to be vaccinated.

The first responder community has a role to play here. It always has. In community after community, first responders are looked upon as leaders in public safety. And while public health departments take the lead on the pandemic, without question firefighters and emergency responders, who save people's lives, are looked upon as people to be trusted.

In some cities, firefighters are going door-to-door to encourage folks to get vaccinated. They are spreading the word those vaccinations save lives, just as their own actions do the same.

As an industry that helps first responders save lives I hope you and your company find ways to spread the word to encourage vaccinations. Nothing is more powerful than living by example, and this is no different.

As we return to normal, one reason we are looking forward to summer as opposed to shutting down again is because the American people have stepped forward to protect themselves from the virus. Because of this, we should say thank you and encourage more to step forward.

Throughout all of this, FAMA and FEMSA members have responded as an essential industry to protect the American people. Your persistence, bravery, and ingenuity have played an important part in beating the virus, and so I thank you and your teams for their service.

We still have to finish the game. We are in the fourth quarter, maybe with only about five minutes left to play. It's not over until the buzzer sounds.

Until then, as all first responders do, we'll begin to prepare for the next one. ●



EDITORIAL



FAMA

2021 FEMSA/FAMA Annual/Fall Conference

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

SEPTEMBER 21 – 24



REGISTER NOW!

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KEYNOTE SPEAKERS:



Colonel Mike Mullane

Colonel Mike Mullane was commissioned in the United States Air Force following his graduation from West Point in 1967. As a Weapon Systems Operator aboard RF-4C Phantom aircraft, he completed 134 combat missions in Vietnam. He holds a Master's of Science Degree in Aeronautical Engineering from the Air Force Institute of Technology and is also a graduate of the Air Force Flight Test Engineer School at Edwards Air Force Base, California. Colonel Mullane has established himself as an acclaimed professional speaker on the topics of teamwork, leadership and safety.



Dawn Hudson

Whether serving as CEO, Chief Marketing Officer, or Chairman of the Board, Dawn Hudson has led an impressive career spanning high-level posts in media, retail, consumer goods, consulting, and health-care at some of the biggest corporations in the world including the NFL, PepsiCo, Lowe's Home Improvement, Allergan, PF Chang's, the LPGA, and NVIDIA. From "Super Bowl Babies" to the return of the "Pepsi Challenge," Hudson's track record of success is packed with groundbreaking ideas born of an ability to see what's around the corner and an expertise in crafting revenue-boosting competitive advantages.



Anirban Basu

Anirban Basu is Chairman & CEO of Sage Policy Group, Inc., which provides strategic analytical services to energy suppliers, law firms, medical systems, government agencies and more. He lectures at Johns Hopkins University in Global Strategy and hosts a radio show weekdays on 88.1FM, WYPR, Baltimore.



Ken Holland

Ken Holland is a Senior Specialist with the National Fire Protection Association. Ken's work at the NFPA involves working with several technical committees that develop and maintain various safety standards revolving around fire department apparatus, aircraft rescue and fire fighting, fire department organization and deployment, fire department rescue tools, individual and organization technical rescue, automotive ambulances, fire investigations, and several other projects relating to emergency responders and the responder community.



Tim Shurr, MA

Tim Shurr is an award-winning Leadership Speaker and author who has helped numerous companies develop high-performing teams while doubling employee satisfaction survey scores, and adding millions of dollars to their bottom line.



Lisa Toren

Lisa Toren founded Inside Track Marketing and Media in 2002. Since then, she's won large contracts, managed domestic and international media planning, negotiation, and execution and is a gold-certified sales and marketing automation expert.



Bill Webb

Bill Webb is the Executive Director of the Congressional Fire Services Institute, the Vice Chairman of the National Fallen Firefighters Foundation and an honorary member of the Vienna (VA) Volunteer Fire Department, Delaware Volunteer Firefighter's Association and the International Association of Fire-Fighters Local 36.



Stephanie York

Stephanie York is Vice President and In-House Counsel at Hennes Communications, Assistant Director of Law and spokesperson for the City of Akron and former Mayor Don Plusquellic. She also serves on many local non-profit boards, including United Way of Summit County, Leadership Akron Alumni Association, Akron Symphony and the Jewish Community Board of Akron.

CONFERENCE SCHEDULE

2021 ANNUAL/FALL CONFERENCE TAMPA, FL




Monday – September 20, 2021 Arrival Boards	
Tuesday – September 21, 2021	
8:30 AM – 12:00 PM	FAMA Board Meeting & Breakfast
12:00 PM – 3:00 PM	FEMSA Board Meeting & Lunch
1:00 PM – 2:00 PM	FAMA Long-Range Planning Committee Meeting
1:00 PM – 4:00 PM	FAMA Technical Committee Planning Meeting
3:15 PM – 4:00 PM	Joint FAMA/FEMSA Board Meeting
4:00 PM – 6:00 PM	FAMA Board Meeting with Committee Chairs
5:00 PM – 11:00 PM	Networking Hours
Wednesday – September 22, 2021	
7:00 AM – 8:00 AM	Breakfast
8:00 AM – 8:05 AM	Welcome to Tampa with Chief Barbara Tripp
8:05 AM – 9:10 AM	Kick-off Keynote Colonel Mike Mullane <i>Countdown to Teamwork</i>
9:10 AM – 10:00 AM	Tim Shurr <i>Mesmerizing Leadership Secrets!</i>
10:20 AM – 12:00 PM	Anirban Basu <i>Return of the Economist: COVID-19 Economic Update</i>
10:00 AM – 2:30 PM (TENTATIVE TIMES)	Spouse / Guest Luncheon / Event
12:00 PM – 1:15 PM	FAMA Lunch for New Members and First Time Attendees
1:15 PM – 2:30 PM	Stephanie York <i>High-Stakes Crisis Management, Social Media and Communications</i>
2:30 PM – 3:00 PM	CFSI – Bill Webb; GAC - Dave Gatton / John Granby / Lee Morris / David Durstine <i>Washington + AFG Updates</i>
3:30 PM – 5:00 PM	FEMSA Business Meeting
3:30 PM – 4:00 PM	FAMA Business Meeting
4:00 PM – 5:00 PM	FAMA Networking Event
5:00 PM – 6:00 PM	Networking Hours
5:30 PM – 6:00 PM	New Attendee Reception (FEMSA/FAMA)
6:00 PM – 8:00 PM	Welcome Reception All Members and Guests
8:00 PM – 11:00 PM	Networking Hours
Thursday – September 23, 2021	
7:15 AM – 8:30 AM	Breakfast
8:00 AM – 10:00 AM	FAMA Business Meeting
8:30 AM – 10:00 AM	FEMSA Member Caucus Groups
10:30 AM – 12:00 PM	Panel discussion
12:00 PM – 1:15 PM	Lunch – All Members
1:15 PM – 2:45 PM	Fire Lanes
3:15 PM – 4:30 PM	Dawn Hudson , Closing Keynote <i>Inclusive Leadership</i>
5:00 PM – 6:00 PM	Networking Hours
6:00 PM – 7:00 PM	Reception – All Members and Guests
7:00 PM – 9:30 PM	Dinner – All Members and Guests
9:30 PM – 11:00 PM	Networking Hours

★ PLATINUM LEVEL ★



FIRE & RESCUE GROUP

★ GOLD LEVEL ★



First Arriving



★ BRONZE LEVEL ★



SAFETEK PROFIRE



★ COPPER LEVEL ★



★ PEWTER LEVEL ★



MEMBER FAMA



Innomotive Solutions Group, parent company of AMDOR, is pleased to announce the acquisition of Fire and Marine Incorporated (FMI) of Springfield Ohio.

Founded in 2007, FMI delivers fully customized compartment management solutions and contract manufactured components for fire apparatus and emergency response vehicles.

FMI's 100,000 square foot facility will see significant investments from ISG involving new hires, information technology, administration, and full support of AMDOR's dedicated U.S. and Canadian Sales and Marketing team.



In June, AMDOR Territory Manager Chick Granito began easing into retirement along with his wife and high school sweetheart Karen.

His 60+ year fire service included stops as Deputy Director NYS Office of Fire Prevention and Control, Director of Research NFPA, Deputy Superintendent US Fire Academy and Superintendent for Nassau County Fire. Chick is an active FAMA member and has been awarded the Good Egg Award for his efforts.



Ryan Major joins AMDOR serving as Deputy Fire Chief at Humane Fire Company in Royersford, PA and as a service technician, installer, and sales representative in Southeastern Pennsylvania. Ryan's passions in life outside of work are his three children Ashton, Giada and Colton as well as traveling, cooking, sports and movies.

MEMBER FEMSA



Clarion Fire & Rescue Group is happy to announce the two newest members of its media sales team.



Chris Colina will assume the role of regional sales manager and brings significant experi-

ence in digital, print and event based sales and management, most recently as Informa.

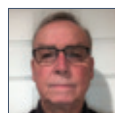
His responsibilities include print and digital media sales for Fire Engineering, Fire Apparatus & Emergency Equipment, Firefighter Nation, JEMS, FDIC.com and EMS Today.com. His territory consists of accounts located in ME, VT, NH, MA, NY, CT, RI, OH, PA, NJ and CA. In addition, Chris is also selling sponsorships in our new FDIC Product Network lead-gen and product demo platform.



Janet Fischer will assume the role of regional sales manager and has an extensive background in media and is knowledgeable and experienced in digital and print advertising.

Her responsibilities include print and digital media sales for Fire Engineering, Fire Apparatus & Emergency Equipment, Firefighter Nation, JEMS, FDIC.com and EMS Today.com. Her territory consists of accounts located in DC, MD, DE, VA, WV, TN, NC, SC, GA, AL, LA, MS, AR. In addition, she is also selling sponsorships in the new FDIC Product Network lead-gen and product demo platform.

MEMBER FEMSA



Nick Lloyd has been promoted to Vice-President of Fire and Industrial Sales. During his 18 years with Curtis, Nick has served in various sales and management roles, most recently as Executive Director of Fire Sales. His personal values and full embracement of our culture have markedly contributed to an increased overall performance of Curtis with customers.



Angela Mackey has been promoted to Director of Customer Service - Fire & Rescue. Angela started her career with Curtis in 2008 providing sales and administrative support within our Northwest operations. She advanced to become Customer Service & Opera-

tions Manager and contributed significantly to our growth in the Northwest. Angela's passion for supporting customers and developing staff will serve her well in her new role.



Curtis says goodbye to Nik Taranik who is retiring after 32 years of service. Nik joined Curtis in 1988 and over the years has filled many positions including outside sales in Alaska and Northwest Washington, supervising inside and outside sales in the Northwest, before working as a PPE Specialist providing technical support. Nik looks forward to spending more time with his family which now includes eleven grandchildren. He plans to continue woodworking and traveling with his wife, Cathy.

MEMBER FAMA, FEMSA



Elkhart Brass welcomes Kyle Huston as Product Manager, Municipal Products. In his new role, Kyle will be responsible for overseeing Elkhart's complete portfolio of municipal products. Kyle will be focus on the development of new municipal products, working closely with our customers to meet their unique and diverse requirements.

During his career, Kyle has served in a variety of positions and possesses a great deal of mechanical engineering experience. Previously, Kyle served as an engineer at Medix Specialty Vehicles responsible for ambulance design and served as Project Leader at Honda North America, leading the manufacturing planning for Powertrain Division products.



Matt Pitzer has been hired as National Sales Manager, OEM Accounts for Elkhart Brass, Fire Research Corporation, and ROM. In his new role, Matt will continue to strengthen relationships with our North American Fire & EMS OEM customers and provide support to meet their unique needs.

Matt has more than 13 years of industry

and product knowledge, serving in a variety of positions and brings extensive experience working with customers at the OEM level. Matt began his career in the fire industry with FRC in 2007 as a Regional Sales Manager.



Kurtis Rood has joined the North American sales team. In his new role, Kurtis will be responsible for supporting Midwestern OEM customers and dealers while expanding use of our portfolio of safety products. Kurtis was previously a territory representative with TTI (Milwaukee Tool).

Aaron is a Wisconsin state certified firefighter, fire officer and is active on the Oconto Fire Rescue department. He is also an NFPA 1041 certified fire instructor and is a part time instructor at the local technical college for future firefighters.

MEMBER FEMSA



Fire-Dex recently announced transitions their executive leadership team with Steve Allison, former President, becoming the new CEO, succeeding Bill Burke who will transition to Chairman.



Burke's daughters, Lauren Burke DeVere and Taylor Burke Gilman joined the company in 2019. Bills' eldest daughter, Lauren, will take on the role of President while his youngest daughter, Taylor, will take leadership as President of



Gear Wash, the clean and repair side of the organization.

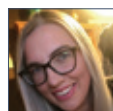
Lauren and Taylor will report to Steve with the rest of the Executive Leadership Team reporting to Lauren.

These changes will take Fire-Dex to the next level of generational development as the business continues to thrive.



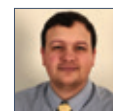
Fire-Dex continues to expand its team, announcing today the hiring of Jamie Brown. Brown will take on the newly created position of Database Coordinator on the Sales Operations team.

Based out of her home office in Georgia, Brown will focus on maintaining the data integrity within Fire-Dex's CRM systems including monitoring data quality, migrations and integrations.



Fire-Dex is pleased to announce the addition of Agnes Baker, the new Office and Accounting Assistant. Agnes will be responsible for a variety of clerical duties including, payable and receivable account activities

while overseeing the front desk at the company's headquarters.



Fire-Dex is happy to announce Alex Lafond has accepted the position of Business Development Representative, a newly created role.

Alex will closely collaborate with the sales and service teams to develop new business in and expand the company's existing customer base.

Alex's experience in EMS as a volunteer firefighter adds an insightful perspective to the growing sales team.

MEMBER FEMSA



The Fire Department Safety Officers Association, in cooperation with Darley and FAMA, held a very successful Virtual Fire Apparatus Conference in May.

Presentations were given from leading apparatus and equipment manufacturers to help emergency vehicle technicians stay on top of trends and industry changes.

Hosting the conference virtually provided the opportunity to record the presentations and make them available for those who were unable to attend. All presentations are available and can be accessed from our website.

MEMBER FAMA



Fire Lion Global is proud to announce Aaron Johnson has joined their team as Business Development/Sales. Aaron has over 14 years of experience in R&D, foam system applications and training. His knowledge of the industry and foam will be a benefit for Fire Lion Global.

MEMBER FEMSA



Firefighter One is excited to announce that they are the official Ferrara Fire dealer for the State of Pennsylvania.

Firefighter One has been a Ferrara Fire dealer since 2015, selling to departments in New Jersey. With their 3M Scott Safety sales division in Pennsylvania, the territory expansion was a natural fit.

MEMBER FEMSA



Fire service and industry media veteran Bill Carey has joined First Arriving in the newly created role of Fire/EMS Content Marketing Manager.

Carey will drive social media, brand awareness and content marketing programs across First Arriving's portfolio of department, agency, B2B, non-profit, and association clients and partners, as well as our own product and service offerings.

MEMBER FAMA



H.O. Bostrom is pleased to announce the addition of Ryan Rollins as Northwest Regional Sales Manager.

Ryan has been in the fire industry for over 15 years and has worked for a major component manufacture and a major OEM.

The new manufacturing facility will have the primary mission of making protective equipment.

MEMBER FEMSA



Bill Fox has been named Director of Sales for Hannover Fairs USA and now is part of exhibit and sponsorship sales team for INTERSCHUTZ USA.



Hannah Kinsey joins Blanca Delgado, Bill Fox and Show

Manager Rachel Lesczynski as exhibit and sponsorship Sales Managers.



Robin Estey, Director of Operations for Hannover Fairs USA, now heads up Event Operations.

MEMBER FAMA



Hansen International Inc. announced Anthony Saputo has been promoted to Director of Quality and Environmental Management.

As Quality Engineer, Saputo was instrumental in positioning Hansen International Inc. as a premier vehicle hardware manufacturer.

In his new role, Saputo will be responsible for spearheading Hansen's quality control, assurance and customer satisfaction teams with a focus on domestic and global supply chains.

MEMBER FAMA



KME Fire Apparatus adds Campbell Supply Company to their dealer network with designated counties in Eastern Pennsylvania. Headquartered in South Brunswick, NJ Campbell Supply has additional locations in Newark, Lafayette, Bridgeton, Absecon, Woodbridge, plus Montgomery, NY. They offer a full-service maintenance shop containing 94 bays as well as mobile services.

Sunbelt Fire joins KME as the exclusive dealer of KME apparatus in Alabama and Mississippi.

Headquartered in Fairhope, AL, Sunbelt Fire is equipped with eight mobile service trucks, a 22,000 square foot service center, and a 25,000-gallon state-of-the-art pump test facility.

KME Fire Apparatus adds Jones Fire

Apparatus Sales LLC to their dealer network.

Jones is a partner company of Fire Apparatus Service and Repair. Since 2006, Fire Apparatus Service and Repair has been a KME warranty provider. Combined they will serve as the KME dealer for sales and service in Ohio.

KME Fire Apparatus announced Safe Industries as its new dealer and service provider for Tennessee. Safe Industries, an established dealer for KME since 2012, has served more than 30,000 customers throughout South Carolina, North Carolina, and Tennessee.

MEMBER FAMA



Link Suspensions of Canada LP, has appointed Mark Molitor to the position of Senior Product Manager of

Chassis Suspensions. Mark brings more than 25 years of experience with engineering in the heavy-duty trucking industry. Prior to his appointment at Link, Molitor held several roles with SAF-Holland including: Vice President Product Engineering, Americas and Vice President Product Engineering, Powered Vehicle Systems Business Unit.

MEMBER FEMSA



INNOTEX acquired Technofil, a manufacturer in Laurierville, Canada to increase its production capacity and support its expansion projects. The addition, adds to the knowhow of INNOTEX's team, which totals 250 employees divided among four plants - three in Canada and one in Alabama.

MEMBER FAMA



MAXIMETAL is expanding its operations by adding 10,000 ft of space to meet demand for its products. MAXIMETAL will move its utility truck finishing line to a second plant and expand the fire apparatus lines in the current facility. They expect to increase the workforce over the coming months by more than ten percent.

The first deliveries will roll out of the new facility this winter.

MEMBER FEMSA



For the fifteenth straight year, Milliken & Company is included on the World's Most Ethical Companies list curated by Ethisphere Institute, joining a list of 134 other companies from 22 countries and 47 industries.

Milliken is one of eight industrial manufacturers honored in 2021. Notably, the company is also one of only six honorees included every year since the program began.

MEMBER FEMSA, FAMA



Rosenbauer America announced Vince Anevicus as the new Vice President of Engineering.

A Wisconsin resident, Vince has worked across the United States and Europe. He has achieved a diverse 30-year career in many industries; among which include automotive, heavy truck, and defense.

Vince's multifaceted career gives him a unique understanding on interdisciplinary relationships.



After 38 years of distinguished service, Donley Frederickson, Rosenbauer America's Consortium Purchasing Manager, has retired.

Donley began his career with former Central States Fire Apparatus, now Rosenbauer South Dakota, in 1982 as one of the company's very first employees.

Donley was National Sales Manager for Rosenbauer America for 25 years. Starting in 2016, Donley established Rosenbauer's consortium purchasing department. Donley was instrumental in growing Rosenbauer's dealer network, industry relations and creating the company's consortium purchasing processes.

Donley regards the relationships with

fellow employees, dealers, fire chiefs and departments as some of his most valued memories.

MEMBER FAMA



Seagrave Fire Apparatus, LLC is pleased to announce that it is celebrating its 140th year in business – a benchmark with even greater importance in these unprecedented times.

Seagrave has remained in continued operation throughout many challenges over its loaded history, including two world wars, the 1929 Depression, many economic crises, and uncountable technological shifts. The COVID-19 pandemic was the latest one that Seagrave has overcome with the support of the employees, the community, and the continued confidence of trusted customers.

Seagrave is working to recognize its 140th year in business, celebrating its workforce, customers, and partners in a long and successful journey.

MEMBER FEMSA



Snap-tite Hose hosted the first ever Snap-tite Hose Connection. The event, streamed for free on April 21, 2021, was viewed by more than 6,000 people.

The all-day celebration was divided into various segments, including a roundtable discussion hosted by



Snap-tite's Mike Woods and National Fire Radio's Jeremy Donch, with an impressive panel of industry experts including Jerry Herbst of Elkhart Brass.

The Snap-tite Hose Connection series was created with the intention of designing

and manufacturing hose products that solve problems and make the firefighter's job easier.

MEMBER FEMSA



Despite COVID concerns, Sourcewell's annual supplier forum, known as H2O, was close to capacity at their four-day event in early June. A high percentage of first-time attendees were present as many new cooperative purchasing contracts have been awarded since the last time the event was held in 2019.

This was the 13th time Sourcewell hosted the networking and educational conference for contracted suppliers. The event created a unique opportunity for sales and national contract managers from companies across North America to learn from each other and share ideas.

MEMBER FEMSA



Streamlight®, Inc., announced a donation of \$18,200 to the National Fallen Firefighters Foundation, which included \$8,200 in proceeds from sales of the company's specially marked products. The donation also included a \$10,000 contribution for the renewal of its "Bronze Helmet" NFFF sponsorship.

Streamlight's donation will assist NFFF in commemorating the lives of firefighters who have died in the line of duty and supporting their families and co-workers.

Streamlight's sponsorship helps fund National Fallen Firefighters Memorial Weekend October 2-3.

The sponsorship also helps fund scholarships awarded to spouses and children of fallen firefighters and counseling programs for agencies that have lost colleagues in the line of duty.



Streamlight®, Inc. announced that Alyssa E. Hicks has joined the company as Regional Sales Manager – Midwest for the Industrial/Fire Division.

In her new role, Hicks will be responsible for driving sales and working with manufacturer representatives and distribution in the industrial and fire markets.



Sebastian del Valle joined Task Force Tips as the Latin American Territory Sales Manager. He will focus on growing TFT business and supporting TFT dealers and end users in Mexico, Central America, South America and the Caribbean. Sebastian has strong public safety and industrial experience with past roles in product management, marketing and sales.

► MEMBER FAMA, FEMSA



Dominic Colletti has joined Task Force Tips as a Channel Manager for the Industrial/Commercial sector worldwide. Dominic is a Certified Fire Protection Specialist, Certified Fire Plan Examiner and a published fire service author of multiple training guides. Dominic will oversee the product development, communications and support related to industrial clients with fire suppression and water flow product needs.

► MEMBER FEMSA



Tempest Technologies earned the GreenScreen Silver certification for their fluorine-free foams: Ecopol and Ecopol F.

GreenScreen is the first ecolabel for PFAS-free firefighting foams. This certification attests that our firefighting foam is completely free of fluorinated derivatives.

GreenScreen certification is supported by Clean Production Action, an independent organization promoting the use of safer chemicals in products.

► MEMBER FAMA



UNITED SAFETY
& SURVIVABILITY CORPORATION™



United Safety & Survivability Corporation is pleased to announce Adam Graves has joined the team as a Regional Sales Manager in the Valor division of the company.

Adam has vast experience in the fire apparatus market with previous experience as a Product Manager for both an OEM and an equipment supplier. Adam's market expertise makes him a valuable asset to OEM's, dealers and end users in the market. He will report to Jason Witmier, Director of Valor Sales.

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.

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

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

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