

# FOCUSED ON SERVING THE FIRE SERVICE



**NEWS | SPRING | 2022**

 **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.



As FAMA entered its 76th year we introduced a new Board of Directors, which I am humbled to serve as President. For 2022 our Past President will continue to be Andrew Lingel, moving up to Vice President is Bert McCutcheon, continuing in their current roles are Treasurer, Gary Pacilio and Director at Large, Jason Darley. New members on the Board include Secretary, Ron Truhler and Director at Large, Bill Doebler.

During the past several years we have been very fortunate to have the active board participation and guidance of Past Presidents' Dave Durstine, Curt Ignacio, Andrew Lingel and Jeromie Johnston. Andrew and Jeromie had the unfortunate task of leading, organizing and then cancelling multiple Spring and Fall Membership meetings. Our membership did not have an opportunity to enjoy and recognize their efforts at these meetings. The Board would like to express our sincere gratitude for their contributions.

During the last week of February, we held the 2022 FAMA Spring Meeting in St Pete Beach, Florida at The Don

Cesar. Post event feedback indicates that everyone was very excited to be back together in person. FAMA added 12 new member companies since our last in person meeting and we had an incredible 33 first time attendees registered for the event! The weather was great, and we enjoyed two incredible guest speakers in Jake Wood from Team Rubicon and Commander Kirk Lippold USN (Ret.). Both shared their valuable experiences for managing and leading organizations in times of chaos. During the event FAMA recognized several special individuals who have gone above and beyond the call of duty in support of the organization. These included honoring our Past Presidents' Curt Ignacio and Andrew Lingel. The Tube Steak award went to John Schultz for his impact on the Statistics Committee. The Good Egg award went to Pat Cahill for his efforts in organizing FAMA members in support of relief efforts in Louisiana. Chick Granito was recognized with a lifetime honorary membership to FAMA for his 60 plus years of service to the fire service. My beautiful wife, Brittany McNabb was recognized with the Goodwill Ambassador award. Curt Ignacio won the Best Dressed award. Last but certainly not least Phil Gerace was honored with our most prestigious award as FAMA Star Achiever.

During 2022 FAMA plans to hone our skills in four key areas including: statistical data, technical committee, governmental affairs and networking.

Additional financial resources are being allocated to these programs along with a significant investment in the Apparatus Replacement Project. We are also reviewing strategies to increase membership engagement from a wider number of member companies.

The FAMA Board often benefits from the experience of our incredibly talented pool of Past Presidents. For 2022 the Board has decided to formalize this process under the new Compass Committee. This group will be comprised of FAMA Past Presidents who remain active within the emergency services sector with a member company.

Even though the Spring Meeting may be viewed as our marquee in person event of the year, FAMA has a very busy slate of events remaining for 2022. In early April we participated in another successful Hill Day in Washington DC which will soon be followed by our annual Technical Committee meeting at FDIC. Throughout the year we will be pursuing new committee initiatives and publishing multiple papers on significant business topics facing our membership. In September we will be co-hosting with FEMSA our Annual / Fall Conference from September 21 - 23rd in Salt Lake City, Utah.

As is the case with any volunteer organization the more you put in the more you get out. Please reach out to any board member or committee chair to discuss how you can get involved! 📍

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Congratulations to FAMA on their anniversary and the release of a new book celebrating "75 Years of Advancement."

While I love reading the history, it is more about the people that have raised their hands and made an impact on our industry. Over the years, these collective voices have led to new safety standards, product innovation and the birth of federal grant programs.

I feel fortunate to have met so many terrific BOD members from both organizations. I spent many a FDIC visiting with the iconic Dick Young who served as FAMA President way back in 1968 and 1969. To me, it's all about being one big happy family.

The fire service wouldn't be where it is today without organizations like FAMA and FEMSA rowing together advocating on behalf of the men and women who answer the call. I can't say enough about the decades of great leadership from Karen Burnham, our legal counsel Jim Juneau and Dave Gatton's team at GAC.

We all experience change in our daily lives but intended change means progress. A couple of our objectives at FEMSA this year have been to improve our marketing communication and modernize our record keeping. During the pandemic, the BOD achieved those goals with a brand-new FEMSA.org website complete with a cloud based back office.

The new website contains a full calendar of 2022 events, history of FEMSA, member news, statistics, Buyers Guide, committee information and BOD members. It's worth taking a look if you haven't been on recently. Special thanks to Nicole Newville, Shannon Gilliland and the team at First Arriving for an incredible job overseeing this project from start to finish. We are really in for a full schedule of in-person events this year.

Before I accepted the position as FEMSA President a few years ago, I wanted to make sure we had a new wave of energized directors waiting in the wings. David Russell, President of Fire & Safety Services, took the baton from me in January and has served in both in the capacity of the FEMSA Treasurer and Vice President. While many of the past FEMSA BOD Presidents have come from manufacturing, Dave's company has proudly sold and serviced Pierce Fire Apparatus for over four decades. He will be an advocate not only for the equipment brands you rely on, but also the dealers and distributors, media companies and all the members who make up our diverse organization.

My days of serving on the board are NOT over and any feedback is always welcome.

The FEMSA BOD and committees are all made up of volunteers. I'm fortunate to have the support from Darley to be able to give back. Anybody that serves will gladly tell you we've gotten far more back in return. 🗣️



As I start in my new role of President of the FEMSA Board for the next two years, I would be remiss if I did not begin by thanking James Long for his leadership and stewardship over the last two years. As some very sage musicians once said, "what a long, strange trip it's been..."

When James took over in January of 2020, COVID was just beginning to make the news in the US. I don't think anyone then would have thought that we'd still be dealing with the issue over two years later. James' cool and calm leadership led us through uncertain times - he led the movement to make sure that FEMSA was a resource to help our members navigate through the ever-changing information on shut-downs, essential businesses and making sure

we all had the latest on safeguarding our businesses, employees, and our customers. I am glad I will continue to have him on the Board so I can utilize his experience, wisdom and use him as a sounding board when I need it.

We have incredible people as Board members. I'd like to thank their employers for allowing them the time to be on the Board and do the work that is entailed. These people volunteer their time and work very hard along with all our committee members to grow and improve the organization every day. We have a lot of exciting things in the works, so be a part of it and join a committee today. Learn more at [femsa.org/volunteer](https://femsa.org/volunteer).

I look forward to implementing some of the projects that we have been looking to do over the last couple of years, but because of everything else going on in the world we haven't been able to fully implement. The first noticeable improvement has been the new and improved FEMSA website and the members area. The website has a much cleaner look and feel to the page and its navigation and makes all the data on member news, statistics, buyers guide and calendar of events right there at your fingertips. A huge thank you to Nicole Newville, Shannon Gilliland and the rest of the team at First Arriving for your work on this project. Based on the success of some of the things we did when we couldn't be together, we are working to develop programs throughout the year in the form of webinars and speaker series to keep the information for our members at a premium, and of course this will culminate in our incredible annual meeting event in Salt Lake City September 20-23, 2022. We have a great line-up of speakers, and the setting is absolutely fantastic.

Finally, I would like to congratulate FAMA on their milestone 75th Anniversary in 2021. That is quite an achievement and wishing them another 75 years of success. I look forward to continuing working with their Board and members in the future.

Here is to a great 2022 - and being back together in Salt Lake City this fall! 🗣️

# SAVE THE DATES

## 2022 FEMSA / FAMA Annual / Fall Conference September 20-23

Hilton Salt Lake City Center  
Salt Lake City, UT

NOTE: Plan to arrive Tuesday, September 20th  
and depart Friday, September 23rd

## FAMA Spring Meeting March 18-21

2023

The Westin Fort Lauderdale Beach Resort  
Fort Lauderdale, FL

## FAMA / FEMSA Hill Day May 22-23

2023

Washington DC

## 2023 FEMSA / FAMA Annual / Fall Conference September 26-29

JW Marriott New Orleans  
New Orleans, LA

NOTE: Plan to arrive Tuesday, September 26th  
and depart Friday, September 29th

## 2024 FAMA Spring Meeting February 24-27

Don CeSar Hotel  
St. Pete Beach, FL

## 2024 FAMA / FEMSA Hill Day April 24-25

Washington DC

## 2024 FEMSA / FAMA Annual / Fall Conference September 24-27

The Westin Tampa Waterside  
Tampa, FL

NOTE: Plan to arrive Tuesday, September 24th  
and depart Friday, September 27th

## 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



**Bill Van Lent**  
Veridian Fire  
Protective Gear

Bill has served on the FEMSA Board from 2012 through 2021 and served as President 2018-2019.



**Jenny Surovey**  
FireDex

Jenny served the FEMSA Board from 2019 through 2021.

### FAMA



**David Durstine**  
Akron Brass  
Company

As a Past President, David filled Board vacancies July 2020 thru December 2021.



**Curt Ignacio**

As a Past President, Curt filled a Board vacancy October 2021 thru December 2021.

Entering 2022, 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



**David Eskew**  
Milliken

January 2022



**Bev Lowery**

January 2022

### FAMA



**Ron Truhler**  
H.O. Bostrom  
Company, Inc.

Elected as Secretary  
December 2021.



**Bill Doebler**  
HME Ahrens-Fox

Elected as  
Director-at-Large  
December 2021.

# Welcome New FAMA / FEMSA Members

## Welcome New FAMA Members



**CCI**  
**Jerry Brown**  
Fire Sales Specialist  
413 ABC Road  
Lake Wales, FL 33859  
Phone: (800) 346-7867  
Cell: (863) 528-8538  
jbrown@chemicalcontainers.com  
chemicalcontainers.com

CCI manufactures custom designed and built firefighting equipment for sale including fire skid units for UTVs and ATVs, slide in units for pickup trucks, fully and partially enclosed spray trucks, and brush trucks. Each skid is designed and built specific to the customer's needs. Whether the skid unit you need is for a specific function or needs to be multi-purpose, we'll ensure the design fully encompasses the intent.

## New FAMA / FEMSA Members



**Firecom**  
**Ted Billick**  
Public Markets Manager  
17600 SW 65<sup>th</sup> Avenue  
Lake Oswego, OR 97335  
Phone: (503) 608-3415  
Cell: (801) 870-1768  
ted.billick@firecom.com  
firecom.com

Since 1989, Firecom has supplied leading edge technology in advanced communication devices to the fire and rescue industry. From our completely wireless headsets to our rugged, durable intercom systems, Firecom has built the most trusted name in the industry by continuously developing innovative products. With a first-class customer service department and a knowledgeable dealer network, Firecom leads the way in communication equipment by continually focusing on quality, hearing protection, ease of use, and system features that improve fire crew safety and effectiveness.

## Welcome New FEMSA Members

**Costo Fire Consulting, LLC**  
**Henry Costo**  
Owner/President  
20050 Oak Rd East Unit 2912  
Gulf Shores, Alabama 36542  
Phone: (215) 327-9406  
hcostofire@gmail.com

Following his retirement from the Philadelphia Fire Department as the Deputy Commissioner of Technical Services and a forty-one year career with the PFD, Henry Costo started Costo Fire Consulting to provide advising services to a variety of fire service manufacturers and affiliates.

## FOL-DA-TANK

**Fol-Da-Tank, LLC**  
**Joel Wright**  
President  
1275 W 11th St PO Box 110  
Milan, Illinois 61264  
Phone: (309) 787-3640  
jwright@fol-da-tank.com  
Fol-da-tank.com

Fol-Da-Tank manufactures portable water tanks and tank accessories for firefighters and environmental first responders and sells to a network of distributors in North America and we export to many countries throughout the world. The company was founded in 1954 and is located in a modern manufacturing facility in Milan, Illinois.

**Hurst Engineered Advanced Technologies (HEAT)**  
**Stephen Hurst**  
Owner  
1325 Airmotive Way Suite 175A  
Reno, Nevada 89502  
(775) 219-0131  
slhurst915@me.com

HEAT manufactures utility skids for pickup trucks, including innovative first attack wildland fire apparatus employing proprietary HEAT technologies.

**JHG Consulting**  
**John Granby**  
President  
1200 Little Sugarcreek Rd  
Dayton, Ohio 45440  
Phone: (937) 709-9050  
jhgconsulting01@gmail.com

After 45 years working within the Fire Service industry with the LION Group, John Granby has formed a consulting service specializing in the health and wellness of first responders, government relations to help promote the Fire Service to both the Federal and state governments to continue the funding streams for both the AFG and SAFER programs, teaching appropriate OSHA related courses in PPE, and working for additional funding streams for occupational cancer and other occupational related illnesses.



**Krah Health Solutions**  
**Beth Krah**  
Owner & CEO  
5805 State Bridge Rd. Su. G-150  
Johns Creek, Georgia 30097  
Phone: (770) 686-4015  
beth@krahcorp.com  
Krahhealthsolutions.com

Located just outside Atlanta, Krah Health Solutions is dedicated to providing a higher standard of infection control with excellence and integrity utilizing Active-Pure Technology. Special focus includes EMS/Fire, Disaster Preparedness/Response, and our Military.



**Ring Rescue Inc.**  
**Blake Smith**  
Chief Operations Officer  
20 Orion Court Dartmouth  
Nova Scotia B2Y 4W6  
Phone: (888) 640-7464  
blake@ringrescue.com  
ringrescue.com

Ring Rescue is the authority in stuck ring removal creating safe, effective, and efficient solutions for stuck ring removal in the fire, medical, jewelry, and funeral services professionals worldwide. The Ring Rescue product line currently consists of a patented, FDA-registered compression device, and their non-hydrating lubricant.



**Toxic Suppression, LLC**  
**Scott Hacker**  
Vice President of Sales and Marketing  
3165 Summit Dr Port  
Neches, Texas 77651  
Phone: (409) 724-1704  
scott@toxicsuppression.com  
toxicsuppression.com

Toxic Suppression's mission is to provide products and services to help firefighters detox from toxins faced in the line of duty. They protect firefighters from the time they leave a structure fire until they return for their next shift.



**VFT North America**  
**Scott Reimann**  
Director of Operations  
1925 County Rd 54G Unit B  
Fort Collins, CO 80525  
Phone: (970) 988-0389  
vallfirest.com

Vallfirest is a manufacturer of equipment, tools and solutions for wildland firefighting. Why does Vallfirest exist? With a mission to change wildland firefighting, VFT North America works to equip professionals with tools, equipment and services based on technological innovations and analyses of lessons learned to efficiently fight 21st century fires.

# 2022 FEMSA/FAMA ANNUAL/FALL CONFERENCE

SEPTEMBER 21 - 23

# SALT LAKE CITY

U T A H

Hilton  
Salt Lake  
City Center

FemsaFamaFallConference.org



## SCHEDULE

### TUESDAY, SEPT. 20TH

- FEMSA and FAMA Board Meetings
- FAMA Board and Committee Chairs Meeting
- FAMA Technical Committee Planning Meeting

### WEDNESDAY, SEPT. 21ST

- Conference Kick-off and General Sessions
- FEMSA and FAMA Membership Meetings
- Welcome Reception

### THURSDAY, SEPT. 22ND

- General Sessions
- FEMSA and FAMA Membership Meetings (continued)
- Annual / Fall Conference Dinner

### FRIDAY A.M., SEPT. 23RD

- Departures

## 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 healthcare 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.

## FEATURED SPEAKERS:

### 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.

### TIM SHURR, MA



Tim Shurr is an award-winning Leadership Speaker and author who 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 Firefighters 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, as well as serving 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.

# Anthony Chick Granito Retirement

By *Oran McNabb*

A sixty-year career in the fire service could easily fill a novel. "Chick" Granito started out as a volunteer firefighter in his teens but his first and only non-fire related job was as a history teacher in Colonie, New York. From there he made the permanent jump into the fire service serving as Deputy Director for the Office of Fire Prevention & Control in Albany, New York.

During the 1970s Chick worked with the NFPA while he and Karen raised their family. He served as the NFPA Director of Research, then Deputy Superintendent at the US Fire Academy followed by another stint at the NFPA as the Director of Overseas Technical Services. During this period, he simultaneously held the position as Fire Chief for Norfolk, Massachusetts. If that was not enough Chick found the time to become a published author when his 200-page book *Fire Instructor's Training Guide* was released in 1972. In 1975 the NFPA published his follow up 278-page book titled *Company Leadership and Operations (A Fire Officers Guide)*.

In the 1980s Chick acted as Superintendent for the Nassau County Vocational Education and Extension Board (VEEB)



while also working as a consultant for VFIS where he testified before the House of Representatives on the topic of Fire Science Research and Technology.

In the 1990s Chick entered the private sector but remained in support of the emergency services as Vice President of ESIP, an insurance provider to the Fire and EMS sectors. With this move he also became Fire Commissioner for Courtland, New York.

In 2002 Chick and Karen relocated to Albany where he started The Safety Group, another insurer for the emergency services sector. During this time, he served as the Executive Director of the NYS Association of Fire Chiefs between 2002 and 2004. In 2004 Chick joined FAMA member Performance Advantage Company to work with his lifelong friend Richard "Dick" Young. As he reached the ten year mark with



PAC, Chick started Mounting Technology Canada with his son, Jeff Granito.

Over lunch one day Chick informed me that he felt that it was time to retire. By the end of our meal he was convinced to spend at least one year with AMDOR. One year eventually became six where Chick has served as a friend and mentor to many within our organization.

During the 2022 FAMA Spring Meeting in St Pete Beach Chick was made an honorary member of FAMA. When he realized he had a lifetime membership he promptly volunteered for a new Technical Committee!

The word "icon" is thrown around with ease these days but in the case of Anthony "Chick" Granito it certainly applies. We know that the entire FAMA organization wishes Chick and Karen a very well-deserved retirement. 🍷

# Jim Stopa Retirement

By *Matt Kehoe*

James "Jim" Stopa retired from Whelen on Monday, January 31st after 49 years of dedicated service to Whelen and helped grow the company.

Jim started his illustrious career in 1974 with Austin Electronics and was an early study of Bill Corthell. Jim quickly shifted to Whelen as an Engineering Technician under the mentorship of John Bosnak, who passed the torch of Chief Electrical Engineer in 1987—a position Jim held for 20+ years. Each day, Jim valued working alongside his peers, Tom Fredericks and Geoff Marsh, under John Olson's highly respected mentoring/leadership. His most recent years have been spent in both product management and leading the technical charge in the Fire and EMS markets, and his many contributions towards this market's lighting standards will stay with us for years to come.

Jim tackled his work with the highest degree of passion as he led Whelen through the innovation of two major lighting technologies: strobe and LED. Google credits Jim with 22 patents, but we all know he had his hands in just about everything. Jim designed the Power Supply Circuit for a Gaseous Discharge Tube Device in 1990 and our first Linear LED Lighthead Assembly in 2003—both pivotal designs in propelling Whelen's growth. His commitment to Whelen and its employees helped to build their foundation. Jim is firmly etched into Whelen's Mt. Rushmore for his many contributions and years of dedicated, loyal service.

Jim, Whelen and its employees will miss your curiosity, passion, sarcasm, and "spot-on analogy" for everything that came your way. Enjoy bowling, pickleball, playing music without interruption, and



all the time you spend with Eva and the grandkids. A job well done on a well-deserved retirement. You will be missed but often remembered. 🍷



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

**Terence “Terry”  
Franklin Bay**

ROM Corporation

**Marge Billick**

Mother of Ted Billick  
Firecom

**Earlie (Earl) Everhart**

formerly of  
Maxim Motor Co.

**Jacob Ignacio**

Father of Curt Ignacio  
Marion Body Works

**Wade Ignacio**

Brother of Curt Ignacio  
Marion Body Works

**Frederick “Joe” Lingel**

United Plastic  
Fabricating

**Patricia D. Long**

formerly of  
Darley

**Margaret (Peggy) McKeever**

formerly of  
Fire Research  
Corporation

**Albert (Al) Morganelli, Jr.**

formerly of FMC, E-ONE Inc.,  
Whelen Engineering Co., Inc.,  
and Havis Shields

**William (Bill) Savage**

of E-ONE, Inc.  
and formerly of  
R.D. Murray Fire Apparatus

**Robert Douglas  
“Doug” Schaumburg**

Casco  
Industries

**Tamea Sutphen**

Sutphen  
Corporation

**Clare Weber**

founder of  
Weber's Fabricating and  
C-Max Fire Solutions

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

# Virtual Conference Recap: “Supply Chain Turbulence with Gerrit Reepmeyer”



For this past year, automotive and industrial companies had to manage two things simultaneously:

Meeting strong customer demand while managing massive disruptions in their supply chain as well as material, part and labor shortages across many areas have required companies to find innovative ways to address supply chain turbulences.

On Tuesday, November 16, 2021, FAMA and FEMSA held a webinar presentation for members only with Gerrit Reepmeyer, to discuss how businesses are navigating these circumstances. Reepmeyer, an experienced management consultant, has held senior leadership positions in steel, energy and utility, and technology industries.

This presentation provided several examples how industrial and automotive companies are successfully managing supply chain disruptions in the short term, while creating more resilient supply chains, organizations and processes to prepare themselves for the future. Throughout the webinar, Reepmeyer addressed important member questions while discussing how businesses can find new materials, address price inflation and emerge stronger from the ongoing crisis.



The presentation garnered positive feedback from members and can be viewed in the secure members areas of both the FEMSA.org and FAMA.org websites. 🎧

## 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
<a href="mailto:info@fama.org">info@fama.org</a>	YES	YES	
<a href="mailto:info@fama.ccsend.com">info@fama.ccsend.com</a>	YES	YES	
<a href="mailto:info@femsa.org">info@femsa.org</a>	YES		YES
<a href="mailto:info@femsa.ccsend.com">info@femsa.ccsend.com</a>	YES		YES

If you do not believe you are receiving all the email communications, please email [info@fama.org](mailto:info@fama.org) or [info@femsa.org](mailto:info@femsa.org).

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



# Some Thoughts on Ukraine, First Responders, and Back Home Funding

By Dave Gatton



As images of bombed and burning Ukrainian cities shock our sensibilities of a stable world order, I notice in much of the footage Ukrainian first responders putting out fires and attempting rescues in the midst of outright war.

On the geopolitical stage these first responders may go unnoticed, but I know members of FAMA and FEMSA see them. They see their bravery and their almost futile attempts to save their cities and hold onto remnants of their beautiful culture, at great danger to themselves. Most importantly, they are trying to save lives. They are David standing in the rubble of Goliath's destruction and knowing their side will eventually win.

When all this Putin destruction is done and over with—and it will come to an end—the rebuilding will be enormous. Germany has already stepped forward, willing to lead a Marshall Plan for Ukraine's rebuilding. The democratic world will need to respond. I have

no doubt that will include some form of replenishing the equipment and capacity of Ukraine's first responder community.

Of course, the war is not yet won. Perhaps by the time of this article's printing, it will be. That's our hope and prayer. I know when the time is right, FAMA and FEMSA member companies in their own way will find ways to restore Ukraine as a country and to help fortify the Ukrainian people's spirit, which by then will be tested, traumatized, yet made stronger.

Ukraine will need, more than ever, devoted first responders and rescue services to sort through the rubble and be a symbol of healing and public service. I know somehow, we will be there.

## On the Home Front

Back at home, Congress still conducted its business and passed an omnibus appropriations bill funding federal agencies through FY 2022, which ends September 30, 2022. AFG and SAFER received level funding of \$360 million each.

The U.S. Fire Administration was level funded and the Urban Search and Rescue system was given a small uptick in funding. All of this must be viewed in the context of AFG and SAFER each receiving a combined \$200 million in the CARES and American Rescue Plan emergency appropriations bills in FY 2020 and FY 2021 in response to the Covid public health emergency.

In advance, the GAC thanks all those who participated in Hill Day this year. Our continued education of Congress on the importance of these critical first responder programs is more important than ever. This year we will be asking for full funding of AFG and SAFER at \$750 million each. That's a big lift, and we'll need everyone's participation throughout the year.

In the meantime, keep doing what you are doing. Your work on behalf of the U.S. and global first responder community has never been more needed and relevant. 🙏

## Key Messages for FAMA / FEMSA 2022 Home Day Events

### 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 approximately 1.1 million first responders who serve as the backbone of our nation's response capability for natural

disasters and terrorist events.

For example:

- » 49% of all fire engines and pumpers are at least 15 years old;
- » 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);
- » 64% of all fire departments have at least one piece of personal protective clothing that is 10 years old.

- Since 2019, the average cost for turnout gear has increased by 35-40%, while the cost of fire apparatus (pumpers) has increased by around 32%. However, over the last decade, AFG funding has remained largely flat, as costs to the American fire service continue to rise.

### HISTORIC FUNDING OF AFG

- In FY 2022 Congress flat-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.

- But 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 to build up our basic response capacity.

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### **JUSTIFICATION FOR THE AFG AND FIRE GRANT PROGRAMS**

- First responder calls continue to be in the millions. In 2020 the fire and rescue service responded to 36.4 million calls. We anticipate calls 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 recent increase in the frequency, severity, and cost of natural disasters—hurricanes, tornadoes, floods and wildfires.
- As America’s first responders continue to protect our communities from a growing list of threats and disasters, they face tremendous personal health risk while their departments are threatened by fiscal pressures and recruitment challenges.
- This comes at a time when they are needed most as the intensity of storms and natural disasters continues to grow.
- In 2021 alone, there were 20 disasters in the U.S. that cost

over \$1 billion in damage. Together these disasters cost our country \$145 billion total.

- To put this in perspective, between 1980 and 1989, there were 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 \$19 billion.
- Compared to 2021, these numbers reflect a 590% increase in frequency of billion-dollar disasters, and an over 663% 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 disasters, it is critical that AFG funding is increased to support them in meeting the nation’s emergencies.
- 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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### **THE ASK: SUGGESTED FUNDING LEVELS FOR FY 2023**

- 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 \$55 million in FY 2023 (from \$37.8 million in FY 2022). The nation depends on USAR for its disaster response by sending specialized response units, based locally, to disasters across the country.

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### **THE FIRE SERVICE INDUSTRY: FAMA AND FEMSA**

- FAMA / FEMSA members are U.S. based, smaller manufacturing companies accounting for 107,919 direct U.S. jobs. Therefore, when Congress funds AFG, it also supports U.S. manufacturing.

#### **CONCLUDE YOUR HOME DAY PRESENTATIONS WITH:**

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 2023.

**Your support is much appreciated.**



# HILL DAY 2022



# Sustaining Strength and Resilience in Challenging Times: 1,200 Fire Officials Demonstrate Their Strength in Washington, DC

by Bill Webb, Executive Director, CFSI



For the first time in three years, the Congressional Fire Services Institute was able to conduct the annual National Fire and Emergency Services Symposium and Dinner Program in Washington, DC. Taking full advantage of the opportunity to attend the event, over 1,200 fire and emergency officials from across the country made full use of their time in our nation's capital by visiting with members of Congress, attending seminars, and engaging in conversations with their friends and colleagues.

Once again, a large delegation of FEMSA and FAMA members participated in the event, most of whom attended meetings with members of Congress and their staff. The focus of their message was the Assistance to Firefighters and Staff for Adequate Fire and Emergency Response Grant programs. Although both programs are authorized through September 2024, the fire service continually needs to remind Congress about the importance of maintaining funding for both programs and how the programs benefit the fire service and the fire service industry.

An integral element of the two-day event was the seminars program. CFSI conducted nine seminars that featured nationally-recognized fire service leaders. Their presentations focused on a broad range of current fire service issues, including COVID-19, the wildland-urban interface, volunteer recruitment and retention, and research and data collection. The final seminar was more of an informal town hall session featuring Bill Webb as moderator and US Fire Administrator Lori Moore-Merrell as speaker. She took the opportunity to outline her agenda and solicit thoughts from the attendees on how USFA can better serve the fire and emergency services.

The event culminated with the 32nd Annual National Fire and Emergency Services Dinner. Once again, Dr. Moore-Merrell was given the opportunity to present her agenda as US Fire Administrator, this time to a much larger audience. Congressman Steny Hoyer was the only co-chair to speak. Following his address, CFSI presented its four leadership awards to both individuals and organizations.

Former US Fire Administrator Greg Cade received the Mason Lankford Fire Service Leadership Award. The National Volunteer Fire Council and the Volunteer and Combination Officers Section of the IAFC were co-recipients of the Senator Paul S. Sarbanes Fire Service Safety Leadership Award. The Excellence in Fire Service-Based EMS Award was presented to three departments: South Metro (CO) Fire Rescue, Loudon County (VA) Combined Fire and Rescue System, and Fairfax County (VA) Fire and Rescue Department. Rebecca Booker of the Spring Lake Park-Blaine-Mounds View (SBM) Fire Department in Blaine, MN received the Dr. Anne W. Phillips Award for Leadership in Fire Safety Education.

CFSI thanks the members of FAMA and FEMSA who attended this year's program. Unity plays such a significant



role in delivering our message to Congress and it was clearly on display when 1,200 representatives of the fire service and fire industry joined together in Washington, DC on April 6th and 7th to demonstrate their political strength. Keep up the great work! 🇺🇸



# FAMA AWARDS AND MEETING

2022 St. Pete Beach, FL





# 2022 Annual Awards



★ Star Achiever ★

Philip Gerace



★ Good Egg ★

Patrick Cahill



★ Tube Steak ★

John Schultz



★ Best Dressed ★

Curt Ignacio



★ Goodwill Ambassador ★

Brittany McNabb



★ Honorary Member ★

Chick Granito



★ Past President ★

Curt Ignacio



★ Past President ★

Andrew Lingel

# Golf Awards



★ 1st Place ★

Front row: Patrick Hester; Back Row  
Left to Right: Oran McNabb, Damon Lewis,  
Mike Franckowiak, Ron Truhler (presenter)



★ 2nd Place ★

Left to Right: Matt Pitzer, Lou Milanovich,  
Scott Edens, Ron Truhler (presenter)



★ Longest Drive ★

Jason Darley



★ Closest to the Pin ★

Marty Gura

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**M**ANUFACTURERS'  
**A**SSOCIATION

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## BRONZE SPONSORS



## FEMSA Receives Robust New Site

FEMSA, the Fire and Emergency Manufacturers and Services Association, rang in the new year with a brand new robust and highly functional website with First Arriving dedicated towards driving member communication and easier administration.

FEMSA represents over 130 manufacturers and companies that provide products and services to millions of fire and EMS professionals throughout the world. For 55 years, FEMSA has been committed to strengthening member companies through networking and marketing opportunities, legislative advocacy education, buyer's guide participation, and events.

First Arriving has been a partner with FEMSA for several years and most recently as their administrative services provider supporting the organization's meetings and events, communications and marketing, financial reporting, membership management and general administrative support.

"First Arriving created a beautiful website and found us a technical partner that could handle our membership management backend needs. This gives us one solid platform to handle all our FEMSA data and to better handle registrations, newsletters and member-only information in one place," said James Long, the outgoing FEMSA President.

While the website has a sleek modern design and added content, the backend functionality allows FEMSA to roll up years' worth of data stored in a variety of platforms into one system. This will drive member communication, registration and secured information like the Statistic report that is available to members only.

"I hope everyone who feels a part of the fire service community will visit the new FEMSA.org website. Although we are officially called the Fire and Emergency Manufacturers and Services Association our organization has grown to include manufacturers, dealers and

distributors, fire science universities, fire truck builders, public safety media, CFSI, NFPA and the Ontario Fire Chiefs. A full listing of our members as well as news from many of these organizations is provided," said Long.

Incoming FEMSA President David Russell said that the new site "has so much to see and is dynamic. The navigation is much more interactive and it's easier to find things. Members will like the upfront design." Information on government affairs, the buyers' guide, conference information and newsletters, and archived newsletters, is easier to find.

"This gets us into the current decade of technology," said Russell.

Companies interested in joining this fire service community can apply online. We invite current members to review and update their company profile, add to the Buyers Guide, submit industry news and sign up for events. ●



MISSION-CRITICAL  
MARKETING SOLUTIONS

# YOUR MARKETING AGENCY

Strategic Marketing  
Websites, Search & Social Media  
Video & Multimedia  
Online & Offline Events

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



Absolute Fire Protection

Mike Pizio has retired as President and Partner of Absolute Fire Protection, and Anthony "Tony" Amoroso has been named President of the Corporation.

Tony started in the fire service in 1986 in South Bound Brook, where he is currently a Life Member. In 1995, Tony joined Relief Fire Company #4, where he is currently the Chief Engineer, Vice President and a Life Member



Gary Billings officially "hung up his spurs" from AMDOR on March 31. Gary started in the fire service selling hovercraft prior to working with Tele Lite and Harrison Hydragen. His relationship with AMDOR spanned nearly 20 years. Gary has always taken a customer first approach and is notorious for traveling anywhere at the drop of a hat to support an OEM, Dealer or Fire Department. Over the years he was involved in numerous product design initiatives and was part of a team that secured numerous patents. He will be greatly missed by his coworkers and his many friends and associates in the fire service. Everyone at AMDOR wishes Gary, his incredibly supportive wife Linda and their family, a healthy, enjoyable and well-deserved retirement.

MEMBER FEMSA



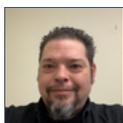
Congressional Fire Services Institute

After a two-year break due to the pandemic, CFSI hosted the 32nd Annual National Fire and Emergency Services Symposium and Dinner on April 6th and 7th in Washington, DC. The program provides opportunities for leaders from the fire service organizations and industry to come together to discuss important public safety issues being addressed by our federal legislators. The FAMA / FEMSA Hill Day program plays an important role in our efforts to sustain funding for the AFG and SAFER programs.

MEMBER FAMA



AMDOR



AMDOR is pleased to announce the hiring of Drew Baney as Vice President of Manufacturing.

Drew brings over 20-years of experience in manufacturing operations, including proven success working with global operating companies including JLG, NETZSCH Premier Technologies and KME where he most recently held the position of VP/General Manager. Drew brings with him an attention to detail, and enthusiasm for supporting employees and customers alike. He will support all ISG brands including AMDOR and oversee manufacturing and operations at each of our North American sites. Drew will be based at FMI in Springfield, OH, while also spending significant time at the AMDOR facilities in Lancaster, NY and Burlington, ON.

MEMBER FAMA



FIRE TRUCKS

BME Fire Trucks

BME has recently joined in a strategic alliance with Pierce Manufacturing, shifted to an independent distribution model, moved their facility location and changed their name from Boise Mobile Equipment to BME Fire Trucks.

BME has added Siddons-Martin Emergency Group, Front Range Fire Apparatus, Hughes Fire Equipment, Golden State Fire Apparatus and South Coast Fire Equipment to their dealer network.

MEMBER FEMSA



CURTIS



CURTIS is pleased to announce the promotion of David Lindley to Outside Sales Professional for the U.S. Departments of Agriculture, Energy and Interior. David has worked for CURTIS for 14 years holding several positions, most recently as a Program Manager of U.S. Government contracts including DLA and GSA. His product and contract knowledge makes him a dependable resource within our company as well as for his new customers.



Randy Dollins joins the CURTIS team as an Outside Sales Professional for the Northern California wine country and the counties: Colusa, Del Norte, Glenn, Humboldt, Lake, Marin, and Mendocino. Randy has



called these areas of California “home” for his entire life. His familiarity with the area, experience in sales, and commitment to ensure satisfied customers are valuable assets. Randy strives to provide outstanding service through a committed focus.

#### MEMBER FAMA, FEMSA



#### Darley



Darley, along with partners SVI Trucks, Max Fire Apparatus, and Rosenbauer of America came together to send a full trailer of Darley Safe Water Boxes to Erie,

Colorado, to help those evacuated by the wildfires. The shipment was delivered to Mountain View Fire Protection District, where members of the department assisted with delivery and distribution of the water to the evacuation centers. The Marshall Fire started on December 30th and burned approximately 6,200 acres and over 1,000 homes.

W.S. Darley & Co. was among the winners of the Entrepreneur of the Year Award in the Midwest region of Illinois, Wisconsin and Indiana, announced in a virtual celebration held to honor 34 finalists from 27 companies.



Entrepreneur of the Year is one of the preeminent competitive business awards for entrepreneurs and leaders of high-growth companies. Paul Darley, chairman, president and CEO of Darley accepted the award, “on behalf of our employees who were considered essential and came in day after day, and for the first responders we serve who were out there during the pandemic working to keep us safe.”

#### MEMBER FAMA, FEMSA



#### Elkhart Brass, FRC, ROM



**Mike Cesarz** has been hired as OEM Sales Manager for Elkhart Brass, Fire Research Corporation, and ROM. Mike previously served as Midwest Regional Sales Manager and as an Aerial Product Specialist, covering the U.S. and Canada while conducting new delivery training, troubleshooting, and providing sales support. Mike’s extensive product and industry knowledge will provide substantial value to our OEM customers as we continue to find innovative solutions to their unique needs.



**Bill Eletto** has been hired as Northeast Regional Sales Manager. In his role, Bill will be responsible for supporting established Fire and EMS customers as well as developing new relationships in the Northeast territory which includes CT, DE, MA, ME, NH, NJ, NY, PA, and RI. Bill brings an extensive firefighting background, having most recently served at E.D. Bullard Company as Northeast Territory Manager. Bill’s ability to build lasting relationships, in addition to his 27 years of experience as a volunteer firefighter, will be a significant benefit to our sales team and Northeast customers.



**Steve Meekhof** has been hired as Midwest Regional Sales Manager for Elkhart Brass, Fire Research Corporation, and ROM. In his new role, Steve will continue to build and strengthen relationships with Fire and EMS customers in the Midwest. His territory will include: IL, IN, KY, MI, OH, and WI. Steve has over 20 years of industry and product knowledge, serving in a variety of positions over his career. Steve previously served as Regional Sales Manager at Snap-Tile Hose company. In addition to his previous experience, Steve’s 16 years as

a volunteer firefighter will make him a great asset for our Midwest customers. Steve is also a U.S. Navy veteran.

#### MEMBER FEMSA



**Euramco Safety**

#### Euramco Safety

Euramco Safety is proud to announce that **Norm Mansfield** has agreed to join our team as Regional Sales Manager - North. Norm will be responsible for the training and development of our dealers in the northern U.S. as well as working with both our industrial and firefighting customers as a product specialist.

For the last 34 years, Norm has been employed by the Midwest’s largest fire apparatus and equipment dealer, spending the last 17 years as VP of equipment sales.

Norm has been a volunteer firefighter for 33 years in the state of Ohio. In his career as a firefighter he has served at all ranks, including 17 years as Chief of his department.

#### MEMBER FEMSA



#### FDSOA

The Fire Department Safety Officers Association (FDSOA) started the new year looking at its programs and establishing a strategic plan focused on five



key areas: membership, leadership, partnerships, programs and sustainability.

The year started with the annual conferences, both Apparatus and Safety, held in Scottsdale. While at the conference, the Board of Directors met and decided to separate the Apparatus and Safety Conferences, beginning in 2023. This is intended to better serve the members, partners and vendors.

The FDSOA Annual Health and Safety Conference will be held in St. Petersburg Beach, Florida at the Tradewinds Island Hotel January 15-20, 2023. The Annual Apparatus Safety and Maintenance conference will be held in Arizona January 8-10, 2023.

MEMBER FEMSA



Fire Safety Services



Fire & Safety Services recently announced the hiring of **Ashley Ross** as their new Director of Brand Development. In this role,

Ashley will take on the focus and duties of creating and overseeing the overall company brand development. This includes working both internally and externally to develop brand strategies and communications - this includes review of all media aspects and coordinating a consistent and robust message for Fire & Safety Services.

Ashley comes to Fire & Safety Services after having worked for the last 2+ years in the fire industry for another apparatus and equipment dealer and another 10+ years in product development and brand strategies in other industries.

MEMBER FEMSA



FireDex

Fire-Dex announced the promotions of six key associates.



**Jenny Surovey** has been named Vice President of Marketing, just one year after being promoted to Director of Marketing. In addition to overseeing the marketing team and their initiatives, she will play a bigger part in making company-wide decisions to help support the continued growth of the organization.



The Sales Operations team continues to grow with the newly created position of Director of Sales Operations, which has been awarded to **Jackie Dobro**, and the promotion of **Jordan Smitek** to Sales Operations Manager.



**Tim Hall, Jeff Paul, and Josh Dancey** have all been promoted from Territory Sales Representatives to Regional Sales Managers, adding additional states to their territory coverage.



Fire-Dex is recognized as a six-time recipient of the prestigious NorthCoast99 Award for top organizational talent distributed annually by the ERC. The award honors the 99 greatest workplaces in the community.

Fire-Dex received the Family Business Achievement Award from Smart Business for the second year. This award recognizes organizations that best demonstrate a strong commitment to both business and family.

Fire-Dex was recognized as a 2021 Cascade Capital Business Growth Honoree for the fifth consecutive year and eighth time overall.

Fire-Dex was recognized as one of the top 100 fastest-growing companies in Northeast Ohio for the seventh time with the 2021 Weatherhead 100 award.

MEMBER FEMSA



FireNews

Fire News announced the expansion of both their print and online media titles. The print edition of Fire News now serves 12 states with 9 editions. FireNews.com has expanded to cover regional and national news as well individual pages for all 50 states.

Fire News also completed the redesign and relaunch of its website FireNews.com. The new site features a new modern design, with many more features and content, including exclusive web content, webpages for every state. All users will have the option to submit content to be published on our website or print editions.

MEMBER FEMSA



FireRescue1

Lexipol's FireRescue1 has been honored with a first-place award for Best News Feature in the 2021 International Association of Fire Fighters (IAFF) Media Awards. The awards program recognizes the work of fire service journalists and publications that seek to increase awareness of the challenges and successes of the profession and the role of the fire service in protecting the public.

MEMBER FEMSA



First Arriving



First Arriving announced that **Nate Davis** has joined as Chief Revenue Officer. Nate will be responsible for managing First Arriving's technology sales, marketing and client success and business development teams. In this newly created role, Nate will build strategic partnerships with other industry technology and software platforms and develop programs that grow First Arriving's products.



First Arriving announced that **Stephen Hawley Martin** has joined as Chief Marketing Officer. Martin will manage First Arriving's strategic services and brings expertise in brand and marketing campaign strategy, advertising development, media planning and related marketing services. In this new role, Martin will be tasked with leading First Arriving's strategy development and campaign planning efforts and growing its business into new markets.



First Arriving announced the addition of **Rob Kight** to its growing team. As a sales engineer for fire and EMS, Rob will work closely with First Arriving's Digital Dashboard clients. Rob comes to First Arriving after serving for more than 30 years as a firefighter/medic lieutenant in the Prince George's County Fire/EMS Department (PGFD) in Prince George's County, Maryland.



First Arriving announced the creation of First Arriving IO, a new subsidiary which will focus on rapidly scaling its existing dashboard and data infrastructure to help simplify communication for fire and police departments and local government agencies. First Arriving IO serves as a software framework that sits on top of existing SaaS tools to streamline workflow and centralize mission-critical information for front-

line staff—making it available when and where it's needed most. First Arriving IO will be led by First Arriving Founder, Dave Iannone. Alex Ford, founder and CEO of Praetorian Digital, will serve as Chairman.

First Arriving has been named by Government Technology as a one of the top 100 companies in GovTech for 2022. The GovTech 100 is an annual list compiled and published by Government Technology as a compendium of the top 100 companies focused on, and making a difference in, state and local government agencies.

MEMBER FEMSA



FSI North America

25 years ago the Conron family started FSI North America® with a unique product grouping of portable inflatable decontamination shower and shelter systems that many said were not needed in America because "there are no terrorists here like in many other parts of the world."

9-11 changed all that and FSI® has grown steadily since then.

As FSI® prepares to welcome the second generation aboard we look forward to serving the Life Safety Market worldwide for the next 25 years.

MEMBER FAMA



HiViz Lighting, Inc.



**Ryan Baldwin** has joined the HiViz team as the Vice President of Sales. Ryan is a Sales and Marketing professional with extensive, broad-based knowledge and over

24 years of experience in sales, sales management and new product development in various industries. HiViz is excited to have Ryan's talent and personality leading the sales charge for the FireTech Brand!



**Spencer Carter** has joined HiViz as Videographer. Spencer manages and creates content in HiViz's new state-of-the-art video studio, works in the field shooting content with customers, creates content for social media, training videos and much more.



**Chelsea Lassen** has joined HiViz as Marketing Director. Chelsea loves to find new and unexpected ways to reach customers.



**Chloe Ornellas** has joined HiViz as Executive Assistant to the CEO, Sam Massa. Chloe works with Sam Massa on strategic new business initiatives, planning and presentations, day-to-day logistics and everything that assists with keeping the executive team firing.

  
Please mark your calendars, the deadline for Member News for the SUMMER ISSUE DEADLINE is June 13, 2022.

## MEMBER FEMSA



## Lakeland



Lakeland Industries is celebrating two major milestones this year: the relocation of the company's corporate offices to Huntsville, Alabama and 40 years of excellence in the protective clothing business.

Over the past four decades, Lakeland has grown to a multinational worker safety company, building trust, experience, expertise, and a proven track record of superior performance. Relocating the corporate offices allows Lakeland to tap into a workforce defined by military, space, telecommunications, biotechnology and diversified manufacturing.



**Allen E. Dillard** was promoted to Chief Operating and Financial Officer, effective January 1, 2022.

Dillard has served as Chief Financial Officer of Lakeland Industries since August 12, 2019. In his new capacity, Dillard will add manufacturing, planning and procurement functions to his reporting responsibilities.

## MEMBER FAMA



## Marion Body Works



Marion Body Works is excited to announce **Kevin Ignacio's** promotion to Vice President. Integrating Ignacio into the executive level of leadership is being done with consideration of the company's culture and core values, while also embracing the great ideas another generation brings to the fold. Ignacio's prior sales

and finance experience, in addition to his years of involvement on Marion Body Works' Board of Directors, equipped him with the knowledge to hit the ground running when he joined Marion full-time in early 2020 as Director of Business Development. The transition to Vice President is a natural next step given Ignacio's success leading various facets of the business and driving commercial sales resulting in the company's largest and healthiest backlog to date.



Marion Body Works is excited to announce **Cal Kanowitz's** promotion to Director of Sales and Marketing. Cal will remain

responsible for the development of our dealer network, Fire and Emergency sales, and key accounts, while continuing to drive Marion Body Works' marketing efforts to new levels. Cal has done an incredible job leading the Fire and Emergency team in transforming the product that has been a key facet of the business since 1964. Kanowitz started at Marion building the Marketing presence to what it is today. Cal's efforts in the Fire and Emergency product line and marketing will continue to drive Marion Body Works forward.

## MEMBER FEMSA



## Milliken



**Annika Dahlgren** joins the Milliken & Company team as a Marketing Communications Specialist. She began her career at a

full-service marketing agency, where she managed comprehensive marketing campaigns and created materials to support client needs

**Bob Keys**, a decorated Battalion Chief, with a 31-year career with FDNY will now be responsible for End User Engagement. Keys has held many firefighting and leadership positions, including Battalion 39 Commander and

Chief in Charge of the R&D Unit, where he oversaw equipment testing, development and certification.



Milliken was recently named among the 2022 America's Best Midsize Employers by Forbes magazine and Statista, Inc. Now a four-time honoree, Milliken appears alongside 500 highly rated employers in the U.S. and is one of only 28 manufacturing companies included.

## MEMBER FAMA, FEMSA



## PAC



**Dick Young**, (former president of FAMA and former president of Young Fire Equipment) will be celebrating 92 years young this

year! Dick Young is the founder of Performance Advantage Company.

He is excited to attend FDIC once again this year and visit with all his friends across the fire industry. Stop by booth 5101 at FDIC and say hello to a true fire industry pioneer.

## MEMBER FAMA



## SoundOff Signal



SoundOff Signal is pleased to announce **Bryan Nye** as president following the retirement of

Mark Litke. Litke had been with the company for nearly 20 years, holding previous positions, and for the past 12 years, president and CEO.

Nyeholt has been with SoundOff Signal for over two years as the senior vice president of operations. Nyeholt joined SoundOff Signal with an extensive background in automotive tier one companies where he held executive level positions.

SoundOff Signal has been chosen a 2021 EMS World Innovation Winner for the mpower® 7x3 light. The Innovation Awards program recognizes the industry's most pioneering products of the year that have the potential to transform EMS care.



SoundOff Signal is expanding its operations by adding 69,000 square feet of manufacturing, warehousing and office space to their Corporate Headquarters in Hudsonville, Michigan. The expansion project is expected to enable SoundOff Signal to double the size of its production space.

MEMBER FEMSA



Sourcewell

Sourcewell has restructured and is expanding our client relations team that works directly with government agencies to support their use of Sourcewell cooperative contracts. More team members have been added and are now assigned specific geographic regions by state since procurement processes are often established by state statute. Additional staff are assigned to focus on larger cities, counties and school districts. This expansion better serves our government agency clients and our awarded suppliers.

MEMBER FEMSA



Streamlight



Streamlight announced the promotion of **Mike Garrett** to National Sales Manager-West for the company's Industrial/Fire division.

Garrett will be responsible for leading the Industrial/Fire sales team in the West. Additionally, Garrett will be responsible for maintaining distributor and agency relationships as well as developing marketing strategies for the division.

Garrett joined Streamlight in 2011.

MEMBER FEMSA



Tempest



Tempest Technologies has hired **Josh Howard** as National Sales Manager to deliver on our promises of unsurpassed service to the firefighting industry.

Tempest is very excited to have Josh as part of the sales team and looks forward to his energy, enthusiasm and technical expertise as Tempest continues to build high-quality firefighting, industrial and search and rescue equipment.

MEMBER FAMA



Trident Emergency Products



Trident Emergency Products welcomes **Brian Van Daalwyk** as our Midwest Regional Sales Manager. In his new role, Brian will work with our OEM customers to support their needs.

Brian comes to Trident with over two decades of experience at the OEM level. His wealth of knowledge and experience greatly enhances our working relationships.



Trident also announces the retirement of **Steve Tolbert** from his role as Foam Products Manager. After nearly 40 years of working and many accomplishments in our industry in various roles, Steve has decided to move on to the next stage. His many contributions will continue to serve our industry for many years. He will be missed very much.



**Kevin Sullivan** assumes the duties of Foam Products Manager. Kevin has been with Trident for several years as Senior Engineer. He has had many roles in our industry from Engineering to Plant Manager for hydraulic rescue tools. In his new role, Kevin will build upon and enhance Trident's capabilities.

MEMBER FAMA



UPF



United Plastic Fabricating, Inc. is pleased to announce **Jeromie Johnston** has joined the UPF team as Director of Engineering.

Jeromie will work closely with Vice President Michael Ashley and will report directly to President Andrew Lingel.

Jeromie comes to UPF with many years of diverse experience from Oshkosh and Pierce Manufacturing.

United Plastic Fabricating, Inc. is proud to announce their partnership with Tideman Boats BV of The Netherlands, a world leader in high-density polyethylene (HDPE) boat building.

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://almonline.org">almonline.org</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>
Community Risk Reduction Leadership Conference	<a href="http://iafc.org/events/crrl">iafc.org/events/crrl</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 (NYS AFC)	<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/Fire-rescue-canada-2022">cafc.ca/page/Fire-rescue-canada-2022</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	<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://hawaiiirechiefs.org/events">hawaiiirechiefs.org/events</a>
IAFC Southeastern Division	<a href="http://seafc.org">seafc.org</a>
IAFF Legislative Conference	<a href="http://iaff.org/legcon22/">iaff.org/legcon22/</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>
Intersec Safety & Security Expo	<a href="http://intersecexpo.com">intersecexpo.com</a>
JEMS Conference & Expo	<a href="http://jemscon.com">jemscon.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://lcfac.com">lcfac.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-international.com/en/start-page/">rettmobil-international.com/en/start-page/</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://seafcconference.org">seafcconference.org</a>
Texas 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/Calendar.aspx">tml.org/Calendar.aspx</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/vcossun">iafc.org/events/vcossun</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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