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FAMA

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news



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

FALL 2014

Elevating Effectiveness

Finding Inspiration, Motivation and Efficient Productivity — Fall/Annual Meeting, San Antonio 2014



San Antonio



Giff Swayne



Anirban Basu



Bill Webb

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Three industry friends who inspired and motivated the associations during a productive 2013 fall/annual meeting. Even more is in store for 2014!

PennWell is the official newsletter partner of FAMA / FEMSA News



By Bruce Whitehouse
FAMA President

The theme of our Fall Meeting in San Antonio, "Elevating Effectiveness," is something each of us can, and should, apply in our daily lives—both at work and at home. Focusing on how we can be more effective is also a theme that

"Elevating Effectiveness," is something each of us can, and should, apply in our daily lives..."

applies to FAMA. Your Board has been working to elevate our effectiveness and I am pleased to report significant progress.

The journey I spoke of in the summer newsletter continues. We are "Building Our Future" and from where I stand, that future looks pretty good.

Karen Burnham and Bob Grimaldi have each expressed an interest in staying active until the end of 2015. With the benefit of a defined

schedule, we are preparing to transition the knowledge that Karen has perfected over the last 19 years.

The new FAMA Safety Guide is a tremendous success. Your Technical Committee is working on the next edition plus on a new initiative to help fire departments navigate the specification process.

One of our focus areas for 2014 is to continue improving member engagement. A value-packed Spring Meeting was held in Orlando. A new and improved "New Attendee" program and a robust Fall Meeting will continue that trend.

You will undoubtedly notice that this publication has a different look. While the FAMA and FEMSA organizations have some obvious differentiators, including membership and culture, over the years we have developed several areas where our combined and collaborative efforts have helped to benefit our memberships and first responders in the United States and Canada. Examples include our joint Governmental Affairs Committee (GAC) and our joint Trade Shows Committee. We are now adding this newsletter to that list of combined initiatives. Many thanks are due to the folks at PennWell for helping to prepare and print this publication.

Your FAMA Board is committed to providing programs that help deliver value to our members. One of the ways we can do so is to leverage the efficiencies and effectiveness of our close relationship with FEMSA. While maintaining our focus on FAMA, we feel there are opportunities to develop further initiatives with FEMSA and where it makes sense, we will undertake to do so.

I look forward to seeing you in San Antonio where our Fall Meeting will be a great opportunity to learn more about how we are addressing key initiatives for 2014, how FAMA is evolving, and how we are "Elevating Effectiveness" as we "Build our Future." ☉



By Bill Lawson
FEMSA President

The world is going to hell in a handbasket, or so it seems. In 1908, an asteroid exploded over a remote area of Siberia, Russia. The explosion had the power of 10-15 megatons of TNT, or 1000 times more powerful than the atomic bomb dropped on Hiroshima. The explosion leveled an area of 830 square miles and came to be known as the Tunguska event. However, the world did not learn of this devastating impact until Leonid Kulik lead an expedition to the area in 1927.

During World War II, Americans at home flocked to the movies every week not to see their favorite actors (most of them were fighting in the war), but to see newsreels of the progress our

Throughout our discussions around the theme "Elevating Effectiveness," FEMSA and FAMA have striven to bring our memberships a thought-provoking program that will help you in your everyday business.

troops were making around the globe. It was their first chance to see actual war footage. But, most of the footage they were seeing was filmed weeks, sometimes months, before showing up in their hometown theater.

Fast forward to today...
Communication satellites, ocean-laid fiber optic cable, the Internet, and smartphones all bring us news at our fingertips from any corner of the world. Wars have not stopped, nor has disease, natural disasters, or ethnic tensions. But our knowledge of these events has been expanded exponentially by the technology we all use everyday. For some, all this "news" can seem overwhelming.

Which brings me around to our meeting in San Antonio. Throughout our discussions around the theme "Elevating Effectiveness," FEMSA and FAMA have striven to bring our memberships a thought-provoking program that will help you in your everyday business, and also, a focus on the things that we can influence to improve the fire service we all serve and love. While the "news" goes on in the rest of the world, we can make a positive impact on the things we can control. I want to thank Bill Van Lent, Janet Wilmoth, and the FEMSA Education Committee for their efforts to bring this program to you. ☉

How's Business? Really, How is Business?

BY JAMES LONG

There isn't a week that goes by when someone doesn't ask me the question, "How's business?" For most of my 25 years in the industry, the response was always exceedingly optimistic. "We killed it last month with orders. We are absolutely swamped...but these are really nice problems to have."

The recession hit in 2008. Despite this, our industry continued to send the message that funding would never be cut to the fire service. After all, we were recession-proof.

If you sold fire apparatus, you had the luxury of reporting old news. In 2009 or even 2010, you could honestly say that sales had never been better. But that was based on orders received a year or more earlier during a time when backlogs were incredible. The truth eventually came out that we were feeling economic pains like everyone else.

FAMA has been compiling detailed statistics for apparatus and pumps for nearly 50 years. Not only do they track quarterly shipments (sales), but they also keep a pulse on the new order activity which is equally as important. The quarterly FAMA results are talked about in our industry more than ever these days. Many members use this information as the definitive benchmark not only because the reports

include vehicles and pumps, but also because the compartments are loaded with equipment.

Based on these reports, if your company's numbers are good, you will mention that you are doing better than the market. And if not, you have a crutch to fall back on by noting that "everyone" was off.

A few years ago, FEMSA followed FAMA's lead and began to deliver to its members and participants information on PPE and boot sales. Participants include Black Diamond, Cosmas, Fire-Dex, Globe, Haix NA, Honeywell, Innotex, Lion, Thorogood, Veridian and Quaker Safety.

What might be surprising to some is that the truck and turnout gear trends don't always correlate. I've seen recent quarterly reports where truck manufacturers are really worried about declining new orders, while at the same time, turnout gear manufacturers are all smiles. The sales process and funding required to purchase turnout gear or boots is simply not the same as it is for a custom pumper.

While vehicle and PPE sales are strong barometers of the market, there are other segments that we'd like to see join in the fun including SCBA, rescue tools, water supply, lighting, helmets, gloves, medical and ventilation. By expanding the base, we might truly be able to answer the question, "How's business in the fire service?" ☉

Winner of \$5000 Equipment Giveaway

The 2013 FEMSA/FAMA State of the Fire Service Survey equipment award winner is **New Hamburg Fire District, Wappingers Falls, NY**. Jason Caulfield was the person responsible for completing the survey for his department. Jason is not pictured in this photo as he has been selected to become an Arlington, NY



Members of New Hamburg Fire District pose with equipment won by taking the FEMSA/FAMA State of the Fire Service Survey. Bottom l to r: Kevin Caulfield, Ryan Gallagher, Jason Perez, Charlie Straley; Top l to r: Dan McKenna, Samantha Baker

firefighter and is now in the fire academy training for his new full-time position.

Jason deferred to the fire chief of New Hamburg to choose the equipment that fulfills the giveaway. The District selected the following equipment to round out their water flow needs:

- Task Force Tips Blitzfire Combination Package
- Task Force Tips hand nozzles
- Akron Brass Water Thief ☉

FAMA and FEMSA offer condolences to the family of our industry friend:

*Tom Heiman, 62, brother of Ron Heiman (Heiman Fire Equipment),
passed away peacefully on July 12, 2014.*

Illinois Home Day

The ninth annual Illinois Home Day was held in June at the College of DuPage's Homeland Security Center in Glen Ellyn, Illinois. Over 125 fire chiefs and officers were on hand to meet with Illinois congressional leaders and their staffers. Several Illinois members of FEMSA and FAMA participated and displayed a sampling of their equipment and fire apparatus.

Illinois' Home Day was first created to help state and local legislators understand firsthand the importance of grant funding in Illinois. The meeting was co-chaired by Chief Tom Deegan, Metropolitan Fire Chiefs; Paul Darley, president, W. S. Darley & Co., and past president of the Fire Apparatus Manufacturers' Association; and Janet Wilmoth, representing the Fire and Emergency Manufacturers and Services Association.



Paul Darley, president, W.S. Darley & Co.

Darley served as master of ceremonies and welcomed attendees, acknowledging, "The Illinois Home Day program is really a role model for all the other states."

Since founding the Illinois Home Day nine years ago, Darley has been dedicated to working with Illinois' Metropolitan Fire Chiefs, the Illinois Fire Chiefs Association, the Mutual Aid Box Alarm System (MABAS), the International Association of Fire Chiefs, the Congressional Fire Services Institute, and members of FEMSA and FAMA to bring Illinois congressional leaders and their staff members to an annual event to better understand the role of each other.

This year's keynote speaker was Michael Quigley, U.S. Representative, 5th Congressional District of Illinois. Quigley serves on the House Appropriations Committee and commented, "As near as two-thirds of fire stations across the country are understaffed; that's not just unfor-



U.S. Representative Michael Quigley (IL-5th)

fortunate, it's downright dangerous." The heroes of 9/11 were government workers. I believe it's important to make government as efficient as possible [however] there are going to be difficult times for us because the economy in the state of Illinois is not going to get better."

In an update on the Assistance to Firefighter Grants, Don Mobley, U.S. Department of Homeland Security, had encouraging news that the grant funding had increased for 2014, including \$340 million for Assistance to Firefighters Grants.

Mobley said that in reviewing the grants that were received, there is a real focus on basic needs: boots, gloves, air packs, and basic communications. Mobley specifically mentioned Blue Card Training programs and said, "Training is probably one of the best investments we can make." He added that auto-CPR machines were "highly fundable" items and advised chiefs to look at the possibility of the highly-fundable Micro Grants for items less than \$25,000.

Mobley added that the grants focus on wellness and fitness efforts in the fire service, specifically, "entry-level physicals, immunizations and behavioral health programs." He added, "We encourage you to develop programs to address the health of your personnel." New this year, under the SAFER Grants, Mobley said there are benefits to hiring veterans.

To date, more than \$5.6 billion in funding has been provided in grants directly to local fire departments.

"Mobile Integrated Healthcare—MIHC" was the title of a presentation by Fire Chief Mark Puknaitis, Naperville Fire Department. MIHC, a new concept and community-driven service, Puknaitis stated, "It's something that we haven't been doing on a regular basis."

Since the mid-1970s, fire departments have evolved from non-transport to transport and basic life services to advanced life services to cardiac care, stroke management and, recently, trauma care. "What we're not used to providing is non-emergent services," said Puknaitis.

Through the recently implemented Affordable Health Care Act, the focus of medical care in the community is widening and extending from hospitals and health



Fire Chief Mark Puknaitis

care providers deeper into the community and offering fire-based EMS departments the opportunity to partner and work as a team in these efforts.

Mobile Integrated Healthcare, or partnerships in providing broader healthcare services and including fire departments, is already in existence in some areas of the United States. Puknaitis advised the Illinois fire chiefs in attendance to be proactively involved in collaborative partnerships.

After presentations concluded, congressional staffers had the opportunity to don firefighter gear and enter a smoke-filled



room to learn what firefighters might feel when entering a smoke-filled building in turnout gear. Plans are already underway for the 2015 Illinois Fire Service Home Day.

Read more about the 9th annual Illinois Home Day and see snapshots of the event on the FAMA/FEMSA GAC website: famafemsagac.org.

June 28, 2014 Valparaiso, Indiana

Annually, Task Force Tips hosts...well... a party. The purpose is really threefold. First, being held at its world headquarters in Valparaiso, this is a unique opportunity to invite emergency responders from around the tri-state area for a day of food, fun, plant tours and a chance to meet with the TFT family.

Secondly, with fire apparatus, local emergency responders, medical helicopters, and all sorts of response equipment as a backdrop, this is also a perfect opportunity to host members of our local, state and federal governmental organizations. By creating this sort of event, our elected officials and their senior staff can better understand the unique nature of our business, while getting a glimpse of TFT's infrastructure growth in both the domestic and global business. This is a wonderful,



TFT President/CEO Stewart McMillan (left) and Justin Mount, regional director for Senator Joe Donnelly, discuss the importance of Fire Act Grant funding as well as the Skills Gap legislation that Justin works on with the senator.

informal venue to discuss not only the importance of funding our responders, but the resources necessary for small businesses to be successful in today's competitive global business climate.

Finally, we invite all of the TFT employees and their families to the party as well. This is a great chance to show family and friends the equipment we build, to meet the emergency responders that count on it, and to greet the elected officials that work to help make the funding happen.

In summary, TFT's annual "Home Day" program looks a lot more like a picnic with water flowing, barbecue and ice cream being consumed, fire apparatus extensively displayed, and guests from all over tour-



TFT employees, families and friends, responders, and local elected officials and staff all enjoyed the picnic atmosphere.



Family and friends all got the opportunity to "squirt a little water" using TFT equipment.

ing the facility and just generally connecting with each other. If you are interested in learning more about our little annual event, I would be happy to discuss it.

Rod Carringer
Chief Marketing Officer
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Celebrating 50 Years with Open House and Home Day

Guests tour the shop at Fire & Safety Services

On June 1, 1964 Fire & Safety Services, Ltd. opened its doors to sell and service equipment to the fire and emergency services in the area. On June 21, 2014, it held an open house to celebrate 50 years in business.

Approximately 300 people attended the event which included apparatus that spanned the 37 years the company has represented Pierce Manufacturing. In addition, the Guardian of the Ribbon—North Jersey Chapter "Pink Heals" "Gemma" Mack, which Fire & Safety Services donated, was on hand as well as the Middlesex County Fire Academy fire safety trailer. Also on hand to help Fire & Safety Services celebrate this achievement was the artist

Joseph Getsinger, who has partnered with Fire & Safety Services for the last 14 years to help build awareness and funds for the Burn Foundation, through his fire service-related artwork.



Guests tour vehicles on display at Fire & Safety Services.

Several representatives from Pierce Manufacturing flew in for the day and joined Fire & Safety Services President David Russell in giving a tour of the facilities to New Jersey state and local officials who attended the event. In attendance was Assemblywoman Nancy Pinkin (District 18) who sits on the Assembly Homeland Security and State Preparedness Committee and the Law and Public Safety Committee; South Plainfield Mayor Matthew Anesh; and South Plainfield Councilman Derryck White.

Assemblywoman Pinkin, Mayor Anesh and Councilman White got to meet several of the nearly 50 employees who work for Fire & Safety Services as well as dozens of customers and attendees at the event. During the tour, distinguished guests and Fire & Safety Services leaders initiated a discussion regarding the increased pres-



Mayor Matthew Anesh of South Plainfield addresses the audience. (l to r) Bobby Williams, vice president, Sales and Marketing, Pierce Manufacturing; William Russell, president emeritus, Fire & Safety Services, Ltd; South Plainfield Councilman Derryck White; Assemblywoman Nancy Pinkin; Mayor Anesh; David Russell, president, Fire & Safety Services, Ltd.

sure the fire service is experiencing to provide more services, while receiving static or reduced funding due to reduced tax revenue. This pressure is especially severe in communities such as South Plainfield that rely on volunteers for their fire protection. Assemblywoman Pinkin noted that the AFG and SAFER grant programs, as well as efforts on the state level, aim to maintain funding levels for fire service grant programs.

Home Day hosted in Florida

Pro Poly of America President Tim Dean and Congressman Rich Nugent (FL-11th) struck up a conversation at a local Rotary luncheon. That's all it took to put in motion a Home Day hosted by Pro Poly with the Congressman touring the Ocala, Florida



Congressman Rich Nugent (FL -11th)

plant. During the visit, they talked about manufacturing and the importance of funding Assistance to Firefighters Grants (AFG).

Tim Dean reports, "It was very helpful to establish rapport between the congressman's office and the fire industry. Our Home Day effort in early April also made for a better Hill Day experience in late April."

"I had the privilege of visiting Pro Poly's facility in Ocala, said Congressman Nugent. "Far too many people in our area don't realize how much impressive, high-tech manufacturing actually goes on in America. We've got some great companies in this community and I am glad to say that Pro Poly has decided to call Marion County Home." ☉

The Next Generation



BY DAVE GATTON

I don't know about you, but recently I have begun

to survey the room during meetings only to discover that often the attendees are predominately 55 years of age or older. In the long run, this is good news for a millennial generation that entered the workforce during the worst of times. Many have found it hard to launch their careers during a recovery characterized by anemic economic growth and even slower job growth. But, as my generation retires, job openings should be available for younger generations.

"Millennials will be moving away from those areas where volunteer firefighters are needed most"

What is a bit sobering, however, is that the wages of new jobs gained during the recovery average 23% less than the wages of lost jobs during the Great Recession.

Documented in a report by the U.S. Conference of Mayors and prepared by IHS Global Insight, extensive job losses in high-wage manufacturing (\$63K) and construction (\$58K) sectors were replaced by jobs in the lower wage sectors of hospitality (\$21K), health care (\$47K), and administrative support (\$37K). The report can be viewed at usmayors.org/metroeconomies.

Adjusted for inflation, average household income fell 3.0%, while median income dropped by 5.5% from 2005-2012. The report projects that income inequality will continue to grow for the foreseeable future and is structural to the U.S. economy.

Within a week of the release of these findings, an op-ed article appeared in the New York Times entitled, "The Disappearing Volunteer Firefighter," by Andrew Brown and Ian Urbina (NYT, August 18). The premise of the article was that the ranks of volunteer firefighters are

"Income inequality will continue to grow for the foreseeable future..."

diminishing (11% since the mid 1980s) because "the work is a lot less fun than it used to be"; it is far more expensive to outfit a firefighter today than 30 years ago, thereby requiring more time devoted to fundraising; and the nature of the volunteer service requires so many more roles than just fighting fires.

These realities, coupled with the fact that 94% of future economic growth and 90% of future jobs will be created in cities, not in small-town America, mean that millennials will be moving away from those areas where volunteer firefighters are needed most. Plus, with wage pressures moving downward, many will seek to supplement their income with longer hours in traditional jobs or second jobs that are not volunteer in nature.

These are challenges that the nation and local governments will face, particularly given that volunteer firefighters contribute \$139.8 billion in services annually according to National Fire Protection Association.

As the fire service coalition continues its dialogue with Congress and all levels of government about the future of the fire service, this is just one aspect that cries out for policy study and action. The future of how we provide universal first responder service to the nation will be at stake.

It is a debate, I know, in which FAMA and FEMSA, will want to play an important part. ☉

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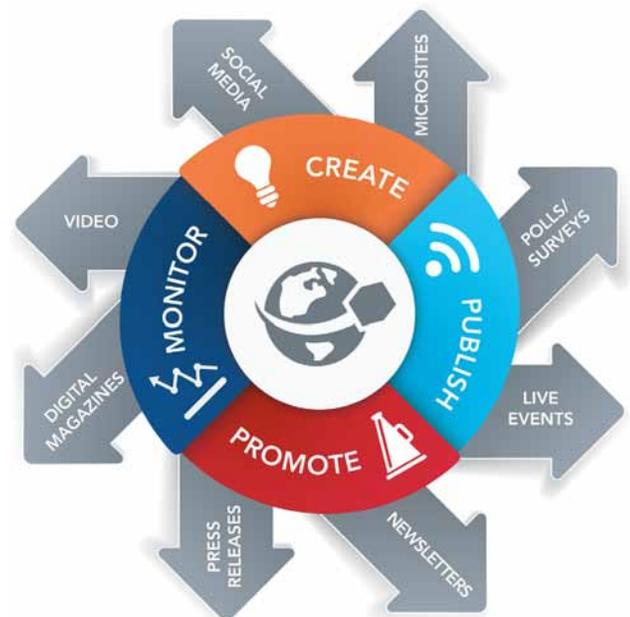
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- » Competitive Due Diligence



FAMA Technical Committee Meeting

BY ROGER LACKORE

The FAMA Technical Committee met at the Fire-Rescue International Conference & Expo in Dallas, Texas on August 14th. Our sincere thanks to FAMA member companies Kussmaul Electronics, Pro Poly of America, Task Force Tips, and W.S. Darley & Co. for generously sponsoring this meeting.

Another big thank you to the Technical Committee authors whose educational articles appear monthly in *Fire Apparatus and Emergency Equipment* magazine under the "FAMA Forum" header. Articles this year have covered a variety of topics including aerial safety, pump selection, camera systems, NIOSH seating, air bags, foam, generators, and ARFF. We are certain that at least a few people read the FAMA Forum section because the piece about the newly published FAMA *Fire Apparatus Safety Guide* resulted in a significant increase in online sales from the firefighting community.

The NFPA Apparatus Committee held its final meetings for this revision cycle and many FAMA members participated. Decisions were made on standards changes that will affect apparatus contracted for after January 1, 2016. Highlights of the changes were presented at the FAMA Tech meeting in Dallas and can be found online at FAMA.org in the secure documents area—username and password required. The final revision will go to ballot this December, so FAMA companies should plan to begin product design changes early in calendar year 2015 to be ready in time for production in 2016. Thanks to Dave Durstine and Mike Schoenberger for representing FAMA at the NFPA.

One significant topic being addressed by the new NFPA 1906 revision is the practice of riding on the back of brush trucks while fighting wildland grass fires. These types of

apparatus are popular in the plains states, but the practice has never been sanctioned by the standard. New provisions will set minimum standards for a pump-and-roll firefighting position that will include a seat, seat belt, and roll cage.

With only a few short months before the annual FDSOA Apparatus Symposium, several FAMA Tech



Technical Committee Meeting sponsors (l to r) Jeff Darley and Peter Darley of W.S. Darley & Co. and Tim Dean of Pro Poly of America.

members are working on their presentations. FAMA is again supporting the symposium with presenters. FAMA member companies are encouraged to post links to the FDSOA website and encourage departments to send representatives to this unique opportunity for apparatus and ambulance specification and safety training.

Another cooperative venture this year has been our work with NIOSH on its firefighter anthropometric study. FAMA members provided input throughout the project which studied firefighter shapes, sizes, and weights, both with and without protective ensembles. The final NIOSH report is in its final stages of revision. While publica-



Meeting sponsor Task Force Tips was represented by Doug Miller (left) shown here with Tech Committee Co-Chair Damon Lewis.



Meeting sponsor Tom Nugent (left) of Kussmaul Electronics with Tech Committee Co-Chair Damon Lewis.

tion of the report can only happen after peer review is complete, some of the initial results were considered by the NFPA committee at their last meeting.

The next NFPA revision with apparatus and equipment impact will be NFPA 1500 Standard for Firefighting Occupational Safety and Health. While the 1901 and 1906 stan-

dards dictate apparatus design, the 1500 standard dictates how apparatus should be safely used. Wes Chestnut and Roger Lackore will be representing FAMA in this process, and we encourage FAMA members to submit public comments that will make the standard more pertinent to apparatus and equipment usage, and help encourage safer use of our products.

The next big thing for the Tech Committee is our planned *FAMA Apparatus*

Selection Guide. This will be a way for us to help our customers through the specification creation process, and help promote FAMA companies in the process. While this initiative is being spearheaded by the subcommittees, motivated individuals with a willingness to write are encouraged to submit

draft selection guides. Each guide should walk a truck committee through the essential aspects of selecting equipment and creating specifications for each feature of an apparatus. Our FAMA Tech Committee can do great things, but only when we all pull together. Get excited and get involved. ☉



The FAMA Fire Apparatus Safety Guide was launched at the FAMA Spring Meeting in Orlando. Association member companies have been very supportive of the program with almost 2,000 manuals being sold for use in apparatus deliveries since March. The National Fire Protection Association has a proposal to add this FAMA Safety Guide to the new Standard. To promote the Safety Guide, the FAMA Board will be presenting a comprehensive marketing campaign to the membership at the fall meeting in San Antonio. This initiative will target the largest 2,500 departments in North America. The FAMA board of directors looks forward to releasing more details of the Safety Guide campaign at our meeting on October 3rd. ☉

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TRADE SHOW REPORT CARD

BY KEN NEILSEN AND SUMMER JOHNSTON

This issue is packed with information we've collected from trade show evaluations you've submitted for FDIC International, PA Fire Expo and NYSAFC Fire 2014.



April 10-12, 2014

Responses from Eric J. Schlett, Executive Director/VP.

Q: *There are continuing complaints about Saturday visitor traffic. Are there any plans to encourage more attendance or change show hours?*

A: There are no plans to change show hours. FDIC continues to develop incentive programs and promotions, like Volunteer Day and 2 for 1 on Saturday to increase traffic. Saturday is typically the slowest of the exhibit traffic due to the fact that classroom education ends on Friday afternoon. Every day offers something different to our attendees. Our main goal is to get attendees to the exhibit whether it is Thursday, Friday or Saturday. With Saturday being the concern, exhibitors might want to look at ways to encourage people to come to their booths on that day.

Q: *Regarding comments about costs, hotels in particular, keeping attendees away: Is show management doing anything to address this for future shows?*

A: FDIC realizes this is an ongoing issue. We work closely with the City of Indianapolis and our housing company to provide the most economic hotel fees and availability. As a popular convention city, Indianapolis provides competitive hotel, transportation and entertainment expenses relative to other similarly-sized cities. Given the demand for hotel rooms

relative to the number of attendees, hotels set prices accordingly. We are kind of at their mercy. It is supply and demand. We do our best to keep costs down.

Q: *Anything to coordinate staging better: reduce amount of staging locations, better communication amongst staff, etc.?*

A: FDIC has only one staging location which is in the Lucas Oil Stadium parking lot. All marshalling is under the management of our official contractor, Brede/Allied, to streamline communication. If you have any complaints, you should have them immediately addressed.

Q: *Any plans to change the booth selection process?*

A: No, the booth selection process will remain consistent based on priority points earned.

Q: *Regarding complaints about not having enough 10x10 booths available: Any comments?*

A: FDIC has many exhibitors who take 10x10 booths. However, since priority point leaders select their space in rank order from highest to lowest, these customers typically select large booth sizes. Ultimately, companies wanting smaller booth sizes typically select later in the process but these booths are always available. Bear in mind, FDIC typically is near or at sold out in terms of space. If you are interested in a 10x10, you should sign up as soon as possible to obtain the best location.

Q: *There were numerous service complaints related to the show services including several about Brede and Preferred Convention Services. Are you aware of these complaints? What are your plans to address them?*

A: It is our responsibility to work with our vendors to make every exhibitor's

experience seamless. We address any complaints we get on site to handle as expeditiously as possible. If you are not satisfied with the answers you are getting from Brede, please get with Lauren Brenner or Jared Auld our exhibit service managers and raise it up to Mary Beth and Eric Schlett if needed.

PA Fire Expo

May 16-18, 2014

Responses from John Alexander, Chairman

Q: *There were a lot of comments about a 3-day show being too long. Have you considered cutting out Sunday?*

A: For 43 years this show has been basically run by a volunteer committee. It has been a family as well as a professional thing for many years. Any change like taking the show to a two-day show would mean my volunteers have to go home, which means we make less money for Lancaster County. Anything we make for our show is based off of how long we are open. We use our attendance to pay our bills. If attendance is down and it is costing us more money to be open, then that would be a different thing.

Q: *There are some questions as to why you have bracelets instead of badges. We find badges helpful so we can see the attendees' names. Have there been any discussions to have badges instead of bracelets?*

A: We are a volunteer organization. For two years back at the Dutch Wonderland location, we tried typing up the name tags. My volunteers were able to type badges up as people came in. I am not sure that our current volunteer committee would want to take it on. We try to keep as bare bone as we can, but still provide a good show with good facility and to do the advertising to get the word out.

Q: *There were a few comments on the show personnel being difficult or rude. Do you*

YEARLY GPA

TRADE SHOW	2010	2011	2012	2013	2014
FIREHOUSE WORLD	2.92	2.99	2.68	2.86	3.07
FDIC	3.14	3.44	3.45	3.57	3.51
NY CHIEFS	3.33	2.76	2.93	2.90	2.88
FIREHOUSE EXPO	2.88	2.36	2.49	2.65	-
FRI	2.48	2.63	2.38	2.62	-
PA EXPO	-	-	3.07	3.12	3.3

2014 ATTENDANCE RESULTS

TRADE SHOW	EXHIBITORS	ATTENDEES	FEMSA/FAMA MEMBERS EXHIBITING
FIREHOUSE WORLD	1,245	5,094	70
FDIC	5,500	31,936	144
NY CHIEFS			53
FIREHOUSE EXPO			
FRI			
PA EXPO	2,852	14,989	59

have any comments on this? How would you like us to respond to these comments?

A: It may not seem like it but to get everything in and have it out of there again in one day requires a precise operation. Some of the situations of personnel being difficult or rude I have been apprised of. Our show is a working committee of a handful of people and the remainder are all volunteers. We try to tell people that our volunteers are not all business people. Our rules are our rules. We have always worked under this principal. I know my guys do get a little heated when situations are abused such as when a 20-minute, come-in-and-unload-your-truck turns into 2 ½ hours or is due to subletting. There are a lot of people bringing other people in to sell out of their spaces. Then there comes a parting of the ways—that person calls me saying, “I have been a registered vendor for [such and such] years.” I check my records, and they are not down as a vendor. The vendors get seniority.

Q: Are you, John Alexander, going to continue to be the main contact at the show?

A: Yes, I have been appointed by the board as chairman of committee.



June 12-14, 2014

Responses from Sue Revoir, Conferences Coordinator

Q: There were numerous comments about weather being an issue with some of the displays being outside. Have there been any talks of finding another venue that would bring the entire show together indoors?

A: We continue to do site inspections. There really is not any place in New York that is going to allow us to bring everything indoors other than the State Fairgrounds that would allow us to do both, but even there, we had trucks outside. The biggest problem with the State Fairgrounds is everyone was not happy with the distance of the hotels. We are working with the Turning Stone to add indoor booth space for the outside vendors, so they have a place to have meetings in the event of rain.

Q: There were several comments about signage directing the attendees to the downstairs area. Are there any plans to address this?

A: We do have some signs. We have only been able to hang signs in certain areas,

which left us with putting floor signs around that you could not see if there was a crowd of people around them. We talked to the venue and this year it looks like we are going to be able to put a hanging sign with an arrow pointing down.

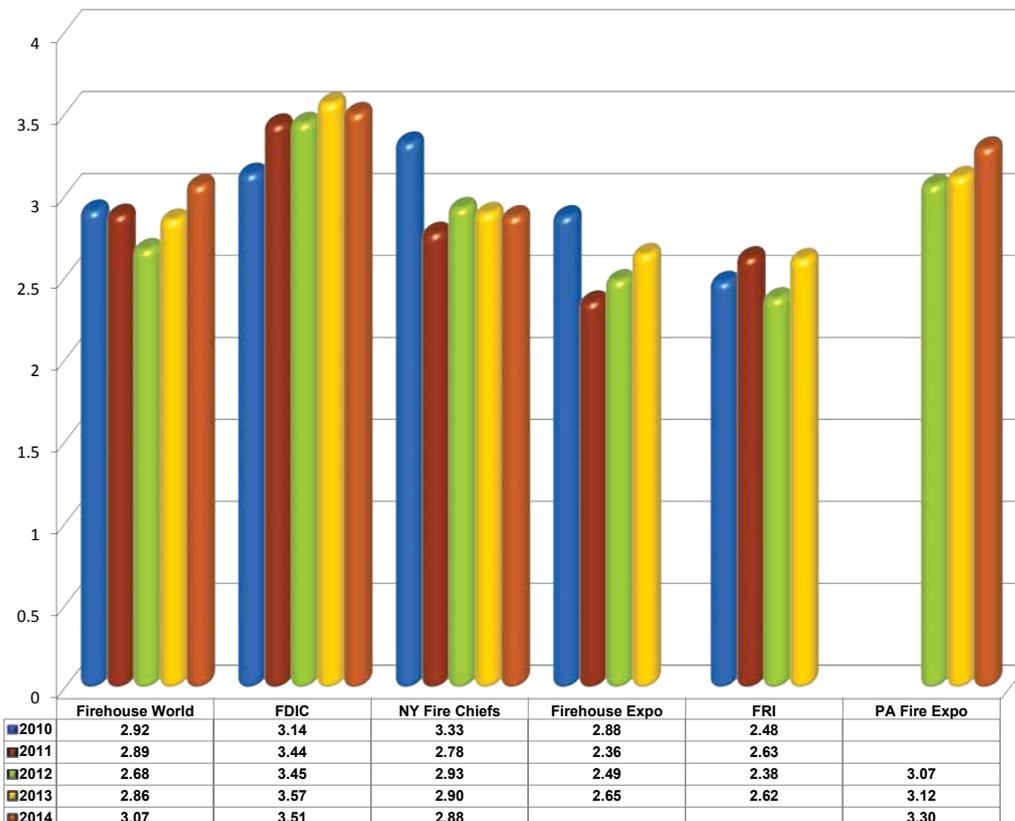
Q: Are there any plans for improving the staging area and the staging process?

A: We really do not have a staging process right now. Once vendors are done washing their vehicles, they usually move them right inside because there is enough parking lot room for this process.

Q: All shows seem to have a problem with exhibit organization communication with the exhibitor during the show. Do you think this is a problem at your show? Would you like to speak to the membership on that?

A: No, I do not think this is a problem at our show. Personally, I make it a point to walk the show every year. If an exhibitor is talking to someone, I do not interrupt them if they are doing business. I just give them a quick wave. I do know that CMG, our exhibit company that sells our exhibit space, makes it a point to walk the floor too. Additionally, this year we split up our exhibitor list and gave it to our board of directors who were given a certain number of vendors inside and outside to visit. We make sure that our vendors see not only us, but our board members as well. ☺

We are now closing out the trade show season and have collected your responses for Firehouse Expo and Fire-Rescue International which will be presented in the next edition of FAMA/FEMSA News. We make note of your survey questions and comments as well as the overall rankings so that we can provide our membership good feedback. Your participation is absolutely essential and greatly appreciated! Thank you for being actively engaged in the process.



FAMA Awards 2014 Scholarship

FAMA has awarded its 2014 Phillip L. Turner Fire Protection Scholarship to Gary Dominguez, a student at California Polytechnic State University, San Luis Obispo.

Dominguez graduated from the University of California, Santa Cruz with a degree in Business Management and Economics. He is currently a Fire Protection Engineering graduate student at California Polytechnic State University, San Luis Obispo, and maintains a 3.925 GPA. He received the \$5,000 scholarship in recognition of his outstanding academic achievement and commitment to the fire service. The award is given annually by FAMA and has been sponsored since 2009 by FAMA member Akron Brass Co., a worldwide marketer and manufacturer of high performance life-safety, fire fighting and emergency rescue equipment. The scholarship presentation was made at the FAMA Technical Committee meeting held in conjunction with the Fire-Rescue International conference in Dallas, TX.

During the application review process, the FAMA Education Committee asked, "Why this person?" Gary mentioned in his



Dave Durstine (l) with winner Gary Dominguez and Akron Brass representative Tim VanFleet.

application that, "My dad was a career firefighter and retired as a fire chief.

I grew up in the fire world and knew I wanted to be a part of it. It was my aspiration as well as my life goal to become a firefighter," noted Dominguez. However,

after graduating with a 4-year degree from UCSC he injured his knees prohibiting him from becoming a career firefighter. He now is moving forward with a career in the fire protection field. "His goal is to be a fire protection engineer," stated Lou Milanovich, FAMA Education Committee co-chair. **"The funds from this scholarship will help Gary pay for his schooling to finish his final year of the Fire Protection Engineering MS program at Cal Poly SLO,"** noted Milanovich.

"Akron Brass is honored to sponsor the Phillip L. Turner Scholarship. Education is a key part of the philosophy at Akron Brass, and we feel it is our responsibility to provide individuals like Gary an opportunity to build the critical skills and knowledge to be successful in life and as leaders within the fire and emergency service industry," stated Dave Durstine, vice president of Akron Brass.

On behalf of FAMA, we wish Gary much success in his future endeavors. ☉

CFSI Seeking Industry Support for the Robert J. Barraclough Internship Program

The Congressional Fire Services Institute established the Robert J. Barraclough Internship Program in 2011 as a way of paying tribute to our former board member and industry leader. Bob was a true believer in CFSI, understanding that the fire service could achieve a lot by working together to advocate for the common needs and concerns of the fire and emergency services community. This includes the involvement of the fire industry.

Whereas the internship program was formally named to honor Bob's memory three years ago, CFSI has provided internship opportunities since the organization was first established in 1989. Throughout our history, a number of outstanding young men and women have participated in the

program and used their experience to pursue successful careers in a number of fields, including Homeland Security, Secret Service, Federal Bureau of Investigation, and the International Association of Fire

"We have a responsibility to help prepare the next generation of fire service leaders."

Fighters. Many of them remain active members of the fire service, climbing the leadership ladder in their departments and associations.

This is why your support of the Robert J. Barraclough Internship Program is so important. Our interns gain an invaluable experience, learning important skills in leadership and consensus building. They achieve these skills by attending congressional hearings and meetings with lawmakers and federal agency officials. They also conduct research on important fire service issues and contribute to the planning of the annual National Fire and Emergency Services Dinner. Recognizing that we have a responsibility to help prepare the next generation of fire service leaders, CFSI is committed to making the Robert J. Barraclough Internship Program something special.

Please visit www.cfsi.org under the Ways to Support tab to learn more about the Barraclough Internship program and how you can make a contribution. If you have any questions, call CFSI at 202-371-1277. Thank you for your consideration. ☉

Bob Barraclough (1941-2011) was a past president of FAMA and a two-time recipient of the FAMA Star Achiever Award.

Thank You Conference Sponsors



The following firms have graciously supported our annual conference with their sponsorships. Please be sure to seek them out and learn about the services and/or products they represent. Their support is an integral reason why we can offer such a great conference program!



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 FEMSA/FAMA Business Speaker: Ontario Assn of Fire Chiefs

FEMSA/FAMA Banquet Open Bar: FireRescue1.com
 FAMA/FEMSA Friday Breakfast: Spartan
 FEMSA/FAMA Round Table: AMDOR + Rosenbauer America
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Welcome To San Antonio

FEMSA



2014 Annual/Fall Meetings and Conference Program

Featured Speakers



Maura Nevel Thomas

A 20-year veteran of personal productivity, she is founder and chief trainer of Regain Your Time.com and creator of the Empowered Productivity™ System, a process for managing the details of life and work.



Chief Richard Boyes

Executive Director for the Ontario Association of Fire Chiefs (O AFC). Served as Chair of the Transportation Emergency Rescue Committee for the IAFC and First Vice President of the World Rescue Organization. Certified Municipal Manager III and Fire Service Executive as well as a CEMC.



Anirban Basu

Chairman & CEO of Sage Policy Group, Inc. One of the Mid-Atlantic region's most recognizable economists, who has written several high-profile economic development strategies, including co-authoring economic development strategies for Baltimore City and Baltimore County, Maryland.



Chief Jason Oliphant

Fire Chief, Montgomery County ESD. Served Cut-N-Shoot Volunteer Fire Department from age 13 and served as Fire Chief for the last 16 years of his service there. Actively served on numerous committees, committing himself to better the fire service.



Bill Webb

Executive Director of the Congressional Fire Services Institute (CFSI) since 1995. Bill works with members of Congress and fire service leaders on developing federal legislation and enhancing federal programs designed to improve the readiness of our nation's fire and emergency services.



Nathan Calabrese

Task Force Tips VP of International Sales. Has an extensive background in international business development, export rules and regulations, and the creation and expansion of distribution networks throughout the world.



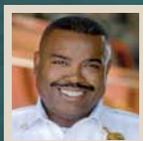
Chief Dennis Compton

Currently serves as a respected advisor to the fire service and other disciplines as well. He is a well-known speaker and the author of several books including his latest titled Progressive Leadership Principles, Concepts, and Tools.



Paul Andrews

Vice President, PennWell's Marketing Solutions division. He has worked within the online public safety arena since 1999. He leads the marketing efforts for FEMSA. Min Magazine named him Top Sales Leader of the Year. Paul routinely presents at industry conferences and state fire associations.



Chief Charles Hood

Fire Chief of the City of San Antonio. Presented in 2010 with the Metro Chief of the Year from the members of the Black Chief Officer's Committee, IABPFF. Serves on the Board of Directors for the National Fallen Firefighters Foundation.



Steve Barnett

Regional sales manager for Bullard, a manufacturer of personal protective equipment and systems marketed worldwide. Dedicated over 27 years in the fire industry and is currently an instructor at the annual Texas A&M Fire School.



Chief Rhoda Mae Kerr

Fire Chief of the Austin Fire Department and member of the IAFC. Treasurer of the Metropolitan Fire Chiefs' Association, member of the FireRescue magazine Editorial Board and the Austin Area Urban League. Serves on the Advisory Committee for St. Edward's University's Public Safety Management Program.



Dr. David Griffin

Captain with City of Charleston (SC) Fire Department. Author of the best seller In Honor of The Charleston 9: A Study of Change Following Tragedy, a national speaker and instructor, currently in the Executive Fire Office Program at The National Fire Academy, and owner of On A Mission, LLC at drdavidgriffin.com.



Chief F. C. (Fred) Windisch, EFO CFO

Fire Chief of the Ponderosa Fire Department (Houston, Texas). A member of the IAFC since 1983, he's a charter member of the VCOS, was Chairman and is currently the VCOS Secretary-Treasurer. Selected as the Fire Chief Magazine Volunteer Fire Chief of the Year (2000).



Tim Sendelbach

Editor-in-chief of FireRescue magazine and a 28-year student and educator in fire and emergency services. President and founder of TES² Training & Education Services. Awarded Innovator of the Year from the ISFSI, the writer/developer for the FETN featured "SURVIVAL!" program.



Asst Chief Mark Turvey

Assistant Fire Chief of the Lubrizol Corporation Texas sites. Response Specialist, Channel Industries Mutual Aid (CIMA). Program coordinator, Advanced Fire Apparatus Practices at the Texas A&M annual Industrial School. Master certified firefighter and instructor, NFPA Certified Fire Protection Specialist.



John and Diana Cone

John and Diana Cone together have more than sixty years of experience in intellectual property law, both in the U.S. and abroad. Indeed, their backgrounds include work experience in other countries, giving them particular insights into the differences between U.S. and foreign law.



FOLLOW THE FEMSA GROUP ON LINKEDIN FOR UPDATES.

Event Schedule



Wednesday - October 1, 2014

12:00 pm - 12:30 pm	FEMSA Board Lunch	Arciniega House
12:30 pm - 3:15 pm	FEMSA Board Meeting	Arciniega House
3:30 pm - 4:00 pm	Joint FAMA/FEMSA Board	Arciniega House
4:00 pm - 6:00 pm	FAMA Board Meeting	Arciniega House

Thursday - October 2, 2014

7:30 AM	FAMA Board/Committee Chairs Breakfast	Arciniega House
8:00 am - 10:00 am	FAMA Board/Committee Chairs Meeting	Arciniega House
7:30 - 8:30 am	FEMSA Member Breakfast	La Villita B C Classroom
8:30 am - 10:15 am	FEMSA Annual Business Meeting	La Villita B C Classroom
10:15 am - 10:30 am	Break (FEMSA)	Fountain Foyer
10:30 am - 12:00 pm	FEMSA Annual Business Meeting	La Villita B C Classroom
12:00 pm - 1:00 pm	Lunch Break (on your own)	
	FEMSA/FAMA Joint Session	
1:00 pm - 2:15 pm	Economic Forecast : Anirban Basu	La Villita B C Classroom
2:15 pm - 3:00 pm	Washington Update : Bill Webb	La Villita B C Classroom
3:00 pm - 3:15 pm	Break (FEMSA and FAMA)	
3:15 pm - 5:00 pm	Roundtable Discussion : Chief Dennis Compton (Moderator); Chief Charles Hood-SFD; Chief Rhoda Mae Kerr – Austin FD; Chief Fred Windisch – Ponderosa Volunteer FD; Asst Chief Mark Turvey - Lubrizol Corporation Texas FD ; Chief Richard Boyes - Ontario Association of Fire Chiefs; Chief Jason Oliphant - Montgomery County ESD	La Villita B C Classroom
5:30 pm - 6:00 pm	FEMSA/FAMA New Attendee Reception	Country Yard & Back up
6:00 - 7:00 pm	FEMSA/FAMA Welcome Reception	Country Yard & Back up

Friday - October 3, 2014

7:30 AM	FAMA Member Breakfast	Foyer
8:00 am - 10:00 am	FAMA Business Meeting	La Villita B C Classroom
7:30 AM	FEMSA Member Breakfast	La Villita A Rounds
8:30 am - 10:00 am	FEMSA Caucus Groups	La Villita A Rounds
10:00 am - 10:30 am	Break (FEMSA and FAMA)	Fountain Foyer
10:00 am - 2 pm	Spouse/Guest Program : Luncheon River Cruise	off site
10:30 am - 11:45 am	KEYNOTE SPEAKER: Elevating Effectiveness: Maura Nevel Thomas	La Villita B C Classroom
11:45 am - 12:45 pm	Lunch (FEMSA/FAMA Members)	Conf. Court Yard
1:00 pm - 3:00 pm	"Fire Lanes" Presentation: Going Global? The Top Ten Resources You Need to be Successful (Nathan Calabrese); Social Media / Apps (Paul Andrews); (Steve Barnett); Trademarks & Copyrights (John and Diana Cone); H.R. (TBA);	La Villita B C Classroom
3:00 pm - 3:15 pm	Break (FEMSA and FAMA)	Fountain Foyer
3:15 pm - 4:05 pm	In Honor of The Charleston 9: A Study of Change Following Tragedy: Dr. David Griffin	La Villita B C Classroom
4:10 pm - 5:00 pm	Observations from 30,000' - Modern Challenges and Opportunities for the Modern Fire Service: Tim Sendelbach	La Villita B C Classroom
6:00 - 7:00 pm	FEMSA/FAMA Reception	Primavera A&B
7:00 - 9:30 pm	FEMSA/FAMA Dinner	La Villita B C Rounds
Departure	Saturday - October 4, 2014	

► FAMA/FEMSA MEMBER



Please help us welcome **Gregg Brennecke** to the Elkhart Brass executive team in the position of vice president of operations.



Greg brings to Elkhart Brass 20+ years of senior operations management experience for international organizations including Boeing, Quixote and, most recently, Weil-McLain.

While serving as VP of global operations for Weil-McLain, Greg managed nine foundries between the United States and China. His hands-on approach to leading organizations through major growth periods will complement the existing Elkhart team and the growth trajectory of the company. Plus, Greg's responsibilities will allow him to experience his full professional potential and provide him with the platform to fulfill his operations vision for Elkhart Brass.

Greg and his wife Megan reside in Valparaiso, IN with their three daughters and one son. Greg and Megan enjoy golf and travel, but spend most of their spare time attending their children's football, softball, track and basketball games.

Elkhart Brass also announces the promotion of **Scott Warbritton** to vice president of sales. Scott was selected for this expanded role based on his experience delivering targeted sales growth by deploying customer specific sales and implementation plans.



Scott will be responsible for growing current and new target audiences both domestically and internationally. Reporting to the COO, Scott will focus on aligning and executing sales strategy and guiding sales opportunities. Given that many of Elkhart's U.S.-based customers have expanded into worldwide markets, we have made a commitment to support them in all ways possible in this global expansion. In regards to sales and sales support, Scott is leading the charge.

Since joining Elkhart Brass as director of U.S. sales five years ago, Scott has demonstrated his ability to foster team growth and unity and deliver projected sales results.

Please join us in congratulating Scott on his promotion!

Elkhart Brass is pleased to announce the promotion of **Ken Riches** to director of quality and continuous improvement.

Ken's new responsibilities will focus on helping Elkhart Brass to produce the highest quality products possible by closely evaluating manufacturing processes. His



experience as the new product development manager at Elkhart has provided Ken with the background to fully analyze everything pertaining to end products from design to materials to assembly and shipping of final product.

Twenty-five years in the nuclear power industry with American Electrical Power has made Ken an expert in analysis, and process management. Everyone at Elkhart Brass looks forward to the new innovations he will help develop for our new and existing products.

► FEMSA MEMBER



Fire Apparatus & Emergency Equipment Magazine Named Official Media Partner of the FDSOA 2014 Apparatus Symposium

FAIR LAWN, NJ - *Fire Apparatus & Emergency Equipment* magazine has partnered with the Fire Department Safety Officers Association (FDSOA) in support of its 2014 Apparatus Symposium, being held in Orlando, FL on January 18-20, 2015.

"*Fire Apparatus & Emergency Equipment* is a natural fit to be the official publication for the FDSOA Apparatus Symposium," says Chris McLoone, editor. "The Apparatus Symposium's content covers every facet of apparatus ownership, maintenance,

specification, and operation. We are looking forward to our involvement with the Symposium and helping deliver its message to the fire service."

"*Fire Apparatus & Emergency Equipment* has always provided great information and reaches those who have specific needs regarding apparatus," says Rich Marinucci, executive director, FDSOA. "The FDSOA Apparatus Symposium is intended for the same audience. This arrangement between the two organizations is a natural partnership that will benefit the fire service and both organizations."

► FAMA MEMBER

FWD Seagrave Expands Student Internship Program



CLINTONVILLE, WIS. - FWD Seagrave employs high school students and college interns through youth apprenticeship and career placement programs. Seagrave works with the Wolf River School-To-Work program to employ students from local high schools and with Career Placement Centers of Wisconsin universities, such as UW-Platteville, UW-Stout, and UW-Fox Valley, for college interns and co-op students, as



well as employing students who apply directly to the company for temporary work.

"These are mutually beneficial programs," said Seagrave Chairman & CEO, AJ Neiner. "The student benefits by the training and wide variety of experience we provide and they benefit us by bringing fresh ideas and lots of energy."

The students are mentored and work in Engineering, Facilities, Human Resources, Information Technology, Sales and other areas of the company. "The company is committed to hiring high school and college interns and has expanded its intern-

ship program as the company continues to grow," concluded Neiner. FWD Seagrave has increased its intern workforce more than 200% in 2014 and the plan is for further increase in 2015.

► FAMA/FEMSA MEMBER



HOLDEN, LA - Ferrara Fire Apparatus, Inc., announced that **Kaler Fire Equipment** located in Hatfield, Pennsylvania is their newest dealer.

Ferrara Fire Apparatus President/CEO Chris Ferrara said, "In keeping with our publicly stated goal of expanding and improving our dealer network, we are extremely happy to announce Kaler Fire Equipment is a dealer for Ferrara Fire Apparatus in Pennsylvania. Kaler brings with them an excellent reputation in the apparatus service side of the business, as they provide their customers with both a large brick and mortar service center and mobile service. Bob Kaler is a master EVT and his service techs are EVT certified. Kaler's 10 years in the business says a lot about their ability to keep their customers happy."

Ferrara Fire Apparatus, Inc., has announced that **C2 Emergency Solutions** is their new dealer in Virginia, Maryland and Delaware. C2 is based in Purcellville, Virginia.

Chris Ferrara, president/CEO of Ferrara Fire Apparatus said, "Our mission for the past 18 months has been to increase the footprint of our dealer network. We're very selective in the companies we've added and C2 Emergency Solutions has the service and sales qualities we are looking for in our dealers. They have service capabilities based in all three states, as well as sales representatives living in Virginia, Maryland and Delaware. We are very excited to have them in the Ferrara family."

Ferrara Fire Apparatus, Inc. announced that **American Emergency Response Training** will be their new dealer in Tennessee. American Emergency Response Training is led by President Jody Rood from their Rockford, Tennessee headquarters. Working alongside Mr. Rood will be longtime Ferrara sales representative,

Jeff Bagwell. In addition to servicing his accounts, Mr. Bagwell will also be the sales manager for American.

"We're extremely excited to have American ERT on board as our dealer in Tennessee," said Chris Ferrara, president/CEO of Ferrara Fire Apparatus. "We have a large number of customers across the state and the team that Jody Rood has assembled, given their experience with our products, will be very successful."

► FEMSA MEMBER

FIREHOUSE

Timothy E. Sendelbach Named Firehouse® Editor-in-Chief

Cygnus Business Media is proud to announce the appointment of **Timothy E. Sendelbach** as the editor-in-chief of *Firehouse*. In this newly expanded role,



Tim will be responsible for the content and editorial direction of *Firehouse Magazine*, *Firehouse.com*, *Firehouse Expo*, *Firehouse World*, and related products.

Tim is a 29-year student and educator of the fire and emergency services, having previously served as editor-in-chief for *FireRescue Magazine* and *Firefighternation.com*. Tim is a past president of the International Society of Fire Service Instructors (ISFSI) and has served as an assistant fire chief with the North Las Vegas (NV) Fire Department, as the chief of training for Savannah (GA) Fire & Emergency Services, and as assistant fire chief for Missouri City (TX) Fire & Rescue Services. Tim has earned a master's degree in Leadership from Bellevue University, bachelor's degrees in Fire Administration and Arson, and an associate's degree in Emergency Medical Care from Eastern Kentucky University.

As a nationally recognized leader in the fire service, Tim joins longtime Editor-in-Chief **Harvey Eisner**, who will serve as editor emeritus, along with the rest of the *Firehouse* editorial staff, to support a unified editorial theme that continues to lead and educate the fire service via *Firehouse's* multiple media platforms.

"I've known and admired Tim for nearly 10 years as a fire-service leader at the forefront of firefighter safety," said Ed Nichols, VP, Events. "His skills and experience are exactly what we need to lead our brand and properties as we move forward. The opportunity for Tim to lead an accomplished team that includes Harvey Eisner, an icon for over 40 years with *Firehouse*, as well as *Firehouse* veterans Jeff Barrington and Pete Matthews, provides us with experience and leadership unrivaled by anyone serving the fire service today."

Dan McKinney Named Regional Sales Manager for Firehouse®

Gene Prall to retire after 10 years of service

Cygnus Business Media is pleased to announce that **Dan McKinney** has joined the *Firehouse* franchise as a regional sales manager and will manage East Coast accounts for *Firehouse's* print and digital products.

Dan comes to *Firehouse* with over 20 years of marketing and communications experience in both corporate and non-profit organizations. Most recently, he served as a marketing consultant where he developed marketing plans and advertising campaigns for small and mid-sized businesses.

Prior to opening his own business, Dan worked as director of marketing for BullEx, a New York-based manufacturer of fire training equipment where he was responsible for strategizing and managing demand generation programs and branding campaigns. He also worked for nine years as global marketing communications manager for Scott Safety, where he directed the company's various marketing communications activities involving advertising, trade shows, public relations, sales collateral and corporate websites.

"**Gene Prall's** retirement marks the end of an era, both in the fire service and *Firehouse*," notes Greg Toritto, *Firehouse* group publisher. "Gene has been an in-



Editor Emeritus
Harvey Eisner



tegral part of the Firehouse family for 10 years and the fire service since 1991. His contributions will always be valued and remembered and his hard work has assured our success into the future. We wish Gene the best as he enters this new chapter in his life."

Cygnus Business Media is also proud to announce the appointment of **Brian Cassell** as group show manager for Firehouse



events. Brian will be responsible for the overall performance of Firehouse Expo in Baltimore, MD.

Brian is a 20-year fire service veteran, serving on the marketing team for fire apparatus manufacturer KME for 10 years and as a volunteer firefighter with the Tamaqua, PA, Fire Department. In addition to his experience both as a manufacturer and firefighter, Brian has previously served on the Exhibitor Advisory Boards of Firehouse Expo and Firehouse World, as well as FDIC and Fire-Rescue International. Brian has also served as the Fire Apparatus Manufacturers' Association (FAMA) Trade Shows Committee co-chair, responsible for communicating manufacturer needs and concerns to fire service trade shows.

Brian fills the role previously held by Tom Tobiason. Tobiason resigned from the position and left the fire market at the end of May.

► FEMSA MEMBERS



Globe, DuPont, and NVFC Name First Three Winners in 2014 Gear Giveaway

Departments in NJ, CA, and Canada will each receive 4 sets of new Globe gear

Globe, DuPont Protection Technologies (DuPont), and the National Volunteer Fire Council (NVFC) have partnered for the third year to provide new, state-of-the-art turnout gear to fire departments in need. This year, a total of 13 departments will receive four sets of gear each. The first three

recipients of the 2014 Globe Gear Giveaway Program are the Highlands (NJ) Fire Department, Nicasio (CA) Volunteer Fire Department, and Osler Fire Department (Saskatchewan, Canada).

"We received over 500 applications for gear, demonstrating the real need that exists for this type of program. Many departments are struggling to provide gear to their members and often have to make do with gear that is old, non-compliant, ill-fitting, and otherwise inadequate, putting the safety of the firefighters at risk. Thank you to Globe and DuPont for recognizing this need and supporting our nation's volunteer fire departments through this remarkable donation initiative," said NVFC Chairman Philip C. Stittleburg.

The **Highlands (NJ) Fire Department** is comprised of 50 volunteer firefighters who respond to an average of 170 calls per year. When Hurricane Sandy hit on October 29, 2012, the department was inundated by about 15" of water due to the storm surge. The small town of Highlands was under 8-10 feet of water, and the firefighters rescued over 90 people that were stranded in their flooded houses. In the days following the storm, the firefighters supplied food, water, cleaning materials, life safety for power restoration, and set-up of a temporary borough hall, police station, and first aid squad, putting their own flooded houses on hold until the needs of the community were met.

Despite their best efforts to secure equipment and supplies before Sandy hit, the Highlands Fire Department still lost crucial equipment in the storm. The unexpected costs created by Sandy have left the department struggling to fulfill their normal operating expenses, including replacing outdated gear. The donation of the four sets of new Globe gear will enable the department to keep more firefighters in compliant gear while they focus their limited funds on other expenses created by Sandy.

The **Nicasio (CA) Fire Department** is an all-volunteer organization with 15 active firefighters serving a population of 1,200. Half of the 10 sets of gear the department has available are over 10 years old. Relying entirely on grants and donations, the department is unable to provide all of its members with the gear they need to be safe. The firefighters respond to all emergencies in their rural, wooded area, as well

as provide defensible space and fire prevention consultations and materials for local residents. The four sets of new Globe gear will help the department better outfit their volunteers so they can be safer when protecting their community.

The **Osler Fire Department** in Saskatchewan, Canada, is an all-volunteer department serving a population of 1,500. The department is currently operating out of the town shop as it works to build its first fire hall. With fundraising over the past 10 years focusing on the fire hall, the gear and equipment have started to suffer. Much of the gear is mismatched and ill-fitting, and over half of it is more than 10 years old. Despite these limitations, the department provides vital protection to the community in addition to serving as part of a mutual aid agreement with four other volunteer departments. It also maintains a robust fire prevention education and community outreach program, and participates in community charity projects. The four new sets of gear will make a big difference in helping the department provide proper protection for those who serve.

Globe, DuPont, and NVFC Announce More Winners in 2014 Gear Giveaway *Departments in OR, CO are awarded 4 sets of new Globe gear*

The **Cape Ferrelle Rural Fire Protection District** in Brookings, OR, is a small department in a very rural area. All 10 of the volunteer firefighters make do with gear that is over 10 years old and does not meet current safety standards. The department has worked to update their equipment through fundraising efforts, but has not been able to meet the need on their own. The donation of the four sets of Globe gear will provide increased safety to the department's firefighters so they can more effectively respond to their community's needs.

The **Stratton Volunteer Fire Department**, located in Stratton, CO, has 24 members that respond to a variety of emergencies. In addition to training for motor vehicle accidents and fires, the volunteers have formed a technical rescue team focused on high angle rescue and confined space rescue so they can better serve the many farmers and local grain elevators within their coverage area. Currently, many

of the firefighters wear turnout gear that does not fit right or is over 10 years old. The new Globe gear will help more of Stratton's firefighters be better prepared and protected for the next emergency.

Additional awards will be made each month through December.

► FAMA/FEMSA MEMBER



OCALA, FL - Hale Products, Inc. is pleased to announce the hiring of **Christine Tarro** as customer service manager – North



America. Christine has over 24 years of experience working in the customer service field. She brings a broad range of knowledge, best-in-class practices and a customer-centric focus

that will assist her in continuing to provide excellent service to customers. Christine will have responsibility for the North America Customer Service and Technical Service teams.

► FAMA MEMBER



HOUSTON, TX - Harrison Hydra-Gen is pleased to announce that **Mike Bednar** has been added as the Northeastern Region manager. In this position, Mike will be responsible for the forecasting, marketing, training and sales of Harrison products.



Mike is based in the Slatington, PA office, where he has been with Harrison Hydra-Gen since June, 2014. Mike joined the Harrison team to cover the Northeast territory and comes with 8+ years of experience in the fire and automotive industry including Mack Trucks/Volvo, Kovatch Mobile Equipment (KME), and Hansen International Inc. His educational background is from

Pennsylvania State University with degrees in business marketing and management and studies in electrical engineering. Outside of work, his passions include racing sprint cars, playing golf, anything automotive, and being a proud father of two young boys.

Harrison Hydra-Gen is also pleased to announce that **Justin Majzel** is the



Midwestern Region manager. In this position, Justin will be responsible for the forecasting, marketing, training and sales of Harrison products.

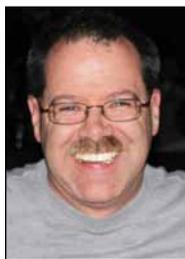
Justin is based in the New Athens, IL office, where he has been with Harrison Hydra-Gen since March, 2014. Justin has a Bachelor of Science in engineering and is a licensed professional engineer. He is a captain on his hometown fire department where he has served for over 17 years. Justin also has an extensive background as a fire/rescue specialist and is a fire science instructor for Southwestern Illinois College where he provides classroom instruction and hands-on training in all aspects of the fire and rescue service.

► FEMSA MEMBER



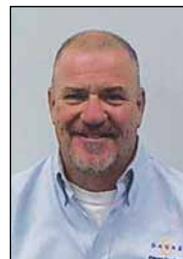
First Responder Products

Honeywell First Responder Products is pleased to announce that **Jim Walter** has been named HFR North American sales manager, effective August 4th, 2014. In this role, he is responsible for leading the Honeywell First Responder Products efforts in Sales for North



America. Jim will continue to report to Jeff Morris, general manager, and the sales team will be realigned to report to Jim. Jim has been with the organization

for 18 years as regional sales manager and national accounts manager and brings a wealth of knowledge and experience to the role. Congratulations Jim!



HFR also welcomes **Patrick Noonan** who has been named HOS site leader for Honeywell First Responder Products. Patrick will be responsible for deploying tools, processes, and

the training/guidance needed to deploy the Standard Implementation Framework for HOS. Patrick comes to us with over 20+ years of lean manufacturing experience with organizations such as Johnson & Johnson, GE and most recently, Dagaz.

HFR is pleased to announce that **Mark Winters** has joined the Honeywell engineering team as senior project engineer responsible for the boot

product line. Mark brings a strong engineering and project management background gained from 20-plus years in the automotive industry, and four years with the Department of Defense. Mark has a passion for safety products, with previous contributions in automotive safety restraints and precision systems.



Mark has a bachelor's degree in engineering from Michigan Technological University and a master's degree in engineering sciences from Rensselaer Polytechnic Institute.

► FEMSA MEMBER



Bone Feted at Retirement Luncheon

The University of Illinois Fire Service Institute (IFSI) recognized retiring firefighting program and Academy director **Brad Bone** during a luncheon at the Institute on July 8. Bone retired after 27 years of teaching at the Institute.

Bone served six years in the U.S. Air Force as a SSGT/emergency room medic and



two years in the Illinois National Guard. Bone has been part of the fire service since 1983, first serving with Edge-Scott Fire Protection District, and later with the Champaign (IL) Fire Department where he retired as a lieutenant in 2009. He was also the city's deputy EMS coordinator.

In the early years, Bone taught the EMS portion of Academy, as well as working with the LP program. In 1991, he helped organize and lead the first research project on heat stress and turnout gear.

IFSI instructors deployed for Idaho and California wildfires

Three Illinois Fire Service Institute (IFSI) Wildland Program firefighting instructors were deployed to the Upper Micah Complex Fire outside St. Maries, Idaho. The instructors were part of a Type II Initial Attack Hand Crew. Jason Sartin, Anthony Longbucco and Jim Tresouthick were deployed on August 4.

While on the fire, the crew worked under the direction of a National Type II Incident Management Team from the Northern Rocky Mountain Region. The crew engaged in fire suppression and support functions on the incident. The crew was composed of personnel from structural fire departments, the Illinois Department of Natural Resources, U.S. Forest Service and U.S. Fish & Wildlife Service. Sartin served as the assistant crew boss; Tresouthick and Longbucco served the crew as sawyers.

A fourth instructor, Leon Duncan, left Friday, August 8 for the July Complex Fire in the Klamath National Forest in California to serve as a documentation unit leader for the National Type I Incident Management Team from the California region.

A fifth instructor, Bill Altman, was deployed on August 8 to the Thompson River Complex Fire six miles northwest of Thompson Falls, Montana on the Lobo National Forest. Altman served as the safety officer on the Northern Idaho Type II Incident Management Team for the Northern Rocky Mountain Region.

These five instructors are among 25 IFSI instructors who are trained to respond to and serve functions under national incident command structures.

► FEMSA MEMBER

L.N. CURTIS & SONS
TOOLS FOR HEROES® since 1929

L.N. Curtis & sons is pleased to announce our two newest sales professionals! We welcome **Chris Mackey** who is serving



our hero customers in western/southwestern Washington and northwestern Oregon.

With broad experience in the fire service, Chris was crew boss for the U.S. Forest Service in eastern

Washington for 12 years. To partner his on-the-job expertise with fire equipment, he gained exceptional sales experience working for six years with one of our partner suppliers. When Chris is not out visiting customers, he is tending to his two young boys, spending time with them outdoors hiking, camping or fishing.

We also wish to introduce **Jason Richards**, our full-time sales professional



representing our law enforcement product lines. His territory extends from Utah to Colorado, Idaho, Montana and Wyoming. Jason comes to us with an extensive law enforcement

background. In the positions of deputy sheriff with Palm Beach County Sheriff's Office in Florida, and police officer with Clearfield Police Department in Utah, Jason developed a wide range of expertise working in various divisions in law enforcement and on two different S.W.A.T. teams. We are pleased to have such a consummate professional working with our law enforcement customer base. Jason and his wife have four children and live in South Ogden, UT. As a family, they enjoy just about anything outdoors including scuba diving, boating, hiking, camping, hunting, fishing, and snowboarding.

With sadness for us, but with anticipation of great things to come for him, **Dave Horowitz** has retired after 14 years of service with L.N. Curtis & sons and 40 years total service in the fire equipment sales industry. Dave has quite a talent working with various wood projects. He enjoys

building planters for friends and one of his most memorable projects was a doll house bed for his granddaughter. Dave and his wife look forward to spending a lot of time with grandkids and traveling to visit family. Thank you, Dave, for your many years of dedication in support of the fire service!

► FAMA MEMBER



ROCK RAPIDS, IA - Maintainer Custom Bodies (MCB) found strong local talent to fill the role of plant manager.



David Jans, a Rock Rapids resident, brings 25 years of production management experience to help MCB expand production on its line of rescue trucks and other

emergency vehicle bodies.

Jans most recently worked as the production manager at a Sioux Falls, SD, manufacturer of premium pumps and spray equipment. Jans holds certification in Production and Inventory Management from APICS. Jans, who currently serves on the Central Lyon school board, has lived in Rock Rapids the past seven years with his wife Amy and their two children, Joe and Liza.

► FAMA MEMBER



A Tradition of Quality. Since 1905

Marion Body Works announced that it has promoted **Vincenzo Speziale** to the position of vice president of Information Technology and Information Systems (IT/IS).

In this role, Vincenzo will lead the company's ongoing efforts to enhance its IT/IS capabilities, and lead strategic direction and day-to-day management of Marion's process systems.

Vincenzo brings Marion Body Works 12 years of experience in technology and sys-



tems in the areas of communication, virtualization, VOIP telephony, ERP, systems integration and business intelligence. In the last three years, Vincenzo has used his expertise to raise the standards by which Marion's efforts are measured and improve delivery solutions to both internal and external customers.

Marion Body Works announced that it has hired **Nathan A. Nick** as the company's vice president of operations.



In this role with Marion, Nathan will be a member of the executive team and responsible for managing production, engineering, materials, and production control. He brings 24 years of practical experience in plant engineering and industrial technology to this job.

Prior to joining Marion, Nathan was director of operations at EJ Metals, and held roles of increasing responsibility at relevant operations including EJ Metals, Seagrave Fire Apparatus, Pierce Manufacturing and Nordberg.



Marion Body Works announced the promotion of **Mike Foley** to vice president of sales and marketing.

Mike has been a key part of the Marion Body Works team and its success since 1988,

having earned roles of increasing responsibility over his 25+ year tenure with the company. In this new role, Mike will take responsibility to develop, with the marketing and sales team, strategies that are in line with customers' needs and company goals. Mike will also serve as a member of the Executive Team, alongside Nathan Nick, VP of operations, and Vincenzo Speziale, VP of IT/IS. This team, in addition to the company's Strategic Planning Team, assists the company president, Curt Ignacio, and the board of directors to set and implement long-term corporate goals as well as short-term operational goals.

Prior to joining Marion, Mike worked for two Milwaukee-based truck equipment houses.

► FEMSA MEMBER



Supporting Those Who Serve

Guide for Family Members of Volunteer Responders Now Available

Joining the volunteer fire service means a lifestyle change not only for the individual volunteer, but also for their entire family. To help family members navigate the volunteer fire service life, the National Volunteer Fire Council (NVFC) partnered with FirefighterWife.com to create the new resource, *What to Expect: A Guide for Family Members of Volunteer Firefighters*.

This guide is intended for spouses, children, parents, siblings, or significant others of volunteer and paid-on-call responders. It introduces family members to the basics of the volunteer firefighter life and provides guidance for keeping family relationships strong, being part of the fire department family, and more. There are also first-hand accounts from volunteer firefighters and their family members along with an array of tips and resources to help first responder families adjust to this lifestyle.

The guide is available as a free download from the NVFC website, or order print copies from the NVFC store. For a limited time only, NVFC members can order up to 25 print copies for free; access the discount code in the Members-Only section of the NVFC website.

► FAMA MEMBER



Oshkosh Sales and Support Team Update

Oshkosh Airport Products announced that sales management territories for ARFF products have been realigned – plus a new addition to the marketing team!

Tom Carle is responsible for Texas, New Mexico, Colorado, Utah, Wyoming and Idaho. Tom began his truck industry career in 1995 and joined Oshkosh Airport Products in 2004, most recently serving as

sales support manager. Tom enjoys the opportunity to work with airport customers. He earned an MBA from University of Wisconsin, Oshkosh in 2013. Tom is married and enjoys spending time with his wife, Amy. He also enjoys fishing, kayaking and sailing.



Rich Voakes is sales manager for the Western states – from Arizona to Alaska – as well as the western Canadian provinces. Rich brings a wealth of experience to his new responsibilities. He has been with Oshkosh Airport Products for more than 17 years. During that time, Rich has served in a wide range of positions; most recently, he was government products sales manager, and before that he was snow products order and production manager, international sales analyst, and new product development technician.

Greg Pfaff continues to handle the Midwestern states. Greg has worked for Oshkosh Corporation since 1979. During that time, he has served in a number of areas, including aftermarket service and contract administration. Before joining Airport Products in 2009, Greg was a regional sales manager for Pierce Manufacturing. In his spare time, Greg enjoys traveling. He is also an avid fisherman, and a scuba diver.

Gary Kogut remains Eastern states and provinces regional sales manager. With a 40-year career in the aviation field, he is well known and respected by airport operations teams across the eastern U.S. and Canada. Kogut is a former FAA air traffic controller, and has held management positions at Port Columbus International and Buffalo Niagara International Airports. He



is an active member of the AAAE and the International Aviation Snow Symposium.

Brianna Propson has joined Oshkosh Airport Products as sales associate in the company's sales force. Prior to joining the Airport Products team, Propson worked as a program manager with a contract manufacturer. She graduated from the University of Wisconsin, Oshkosh, where she completed her studies with a double major in finance and Spanish. While attending college, Brianna interned with Oshkosh Corporation in the International Shared Service department.



Sam Lowe was named marketing representative for Oshkosh Airport Products in May of this year. Lowe is a 2013 magna cum laude graduate of the University of Wisconsin, Oshkosh with a double major in economics and marketing. He is no stranger to the fire and emergency industry; while attending college, he served as a sales intern at Pierce Manufacturing and then as a marketing intern at Oshkosh Airport Products. Lowe comes to Oshkosh from a digital marketing agency, where he rose through the ranks and most and most recently served as a project manager.



► FEMSA MEMBER



Fire Engineering Magazine Partners With Russell Johns to Launch an Online Career Center for Fire and Emergency Services Personnel

TULSA, OK - *Fire Engineering* magazine has announced that it is partnering with Russell Johns Associates on a new digital employment resource named Fire Engineering CareerCenter. The URL is www.FireCareerCenter.com.

As a publication, *Fire Engineering* (www.fireengineering.com) has served the needs of fire and emergency services per-

sonnel for 137 years. Russell Johns is providing *FE* with an innovative, customizable, state-of-the-art online platform developed specifically to meet the needs of its highly specialized audience.

The goal is to provide an online recruitment environment that is both efficient and effective for employers and job seekers alike. This full-service job board is part of *FE*'s continued commitment to be a complete and comprehensive resource to fire and emergency services personnel, connecting qualified job seekers with available jobs—and at the same time maintain the high level of integrity for which *FE* is known and respected.

Chief Bobby Halton (retired), editor-in-chief of *Fire Engineering* magazine and education director of the Fire Department Instructors Conference (FDIC) has watched the industry change and become ever more sophisticated, with younger, better-trained individuals—both men and women—entering the profession, many with military backgrounds, who enjoy the esprit de corps they encounter.

Russell Johns helps trusted publications with a loyal following like *Fire Engineering* leverage the power of the Internet to create and implement online platforms spotlighting job opportunities for highly targeted audiences. "Employers and recruiters with career opportunities can post jobs, upgrade their account status, advertise online banners and integrate with print advertising for cross-channel promotion," said RJA's CEO Blaire Fanning.

"This is a completely free service for job seekers," Fanning said, adding that participants will be able to post resumes, receive job updates via email, save and track jobs, and apply online. In addition, individuals can search the regularly updated jobs database by category and geographical location. Keyword search and additional advanced options will also be available.



Kaci Wheeler, manager at PennWell Marketing Solutions, has been recently nominated for a new PennWell corporate award. As a result of her tireless efforts



and quality of work, Kaci is in the running for PennWell's Central Service Award. Kaci has been integral in promoting the FEMSA/FAMA Annual/Fall Meeting through weekly emails and in this newsletter!

► FAMA MEMBER



Pierce Manufacturing and the IAFC Honor 2014 Volunteer and Career Fire Chiefs of the Year

Chiefs from Manchaca, Texas and Tuscaloosa, Alabama receive national awards at Fire-Rescue International

APPLETON, WIS. - The International Association of Fire Chiefs (IAFC) and Pierce Manufacturing Inc., an Oshkosh Corporation, announced the 2014 winners of the annual "Fire Chief of the Year" awards at Fire-Rescue International. Volunteer Fire Chief Chris Barron of the Manchaca Volunteer Fire



l to r: Fire Chief Bill Metcalf (IAFC President), 2014 Career Fire Chief Honoree Alan J. Martin, 2014 Volunteer Fire Chief Honoree Chris Barron, and Jim Johnson, Oshkosh Corporation executive vice president and president, Fire & Emergency.

Department in Manchaca, Texas and career Fire Chief Alan J. Martin of the Tuscaloosa Fire & Rescue Department in Tuscaloosa, Alabama received the awards.

Winners (selected by a committee appointed by the IAFC) are honored for their dedication and leadership in fire and emergency services. Sponsored by Pierce, the 19th annual awards were presented during the opening session at the 2014 International Association of Fire Chiefs (IAFC) Fire-Rescue International Exhibits and Conference in Dallas, Texas. "We acknowledge and appreciate the many achievements that both Chief Alan Martin and Chief Chris Barron have made to their departments, the fire service, and their

communities," said Jim Johnson, Oshkosh Corporation executive vice president and president, Fire & Emergency.

Career Fire Chief Honoree – Alan J. Martin of the Tuscaloosa Fire & Rescue Department in Tuscaloosa, Alabama

The impact that Chief Alan J. Martin has had on the fire service in Alabama is both deep and wide. A 40-year veteran of the fire service, Martin began his career in 1974 with the Birmingham Fire and Rescue Service. There, he served in positions of increasing responsibility (including four different assistant chief positions) until 2002 when he was appointed as fire chief of the Tuscaloosa Fire and Rescue Service (TFRS). During his tenure, Chief Martin has led a transformation of the TFRS to become an excellent, progressive fire department operating optimally as a result of structural and operational changes. For his outstanding leadership, in 2013, Chief Martin was named Fire Chief of the Year by both the Alabama Association of Fire Chiefs and the Southeastern Association of Fire Chiefs. Throughout his career in the Alabama fire service Chief Martin has spearheaded a number of outstanding fire service related programs, including "Get Alarmed! Tuscaloosa," a smoke alarms installation program. He was also instrumental in the recent rollout by the Alabama Association of Fire Chiefs of the statewide fire prevention "Turn Your Attention to Fire Prevention" campaign. Chief Martin has, during his career, also furthered his own education, and participated in a variety of community organizations unrelated to the fire service, including Habitat for Humanity and Leadership Tuscaloosa Board.

Volunteer Fire Chief Honoree – Chris Barron of the Manchaca Volunteer Fire Department in Manchaca, Texas

Chief Chris Barron has served in the demanding positions of volunteer fire chief of Manchaca Fire/Rescue and executive director of the State Firemen's and Fire Marshal's Association (SFFMA) of Texas concurrently since 2006 (while his service with Manchaca Fire/Rescue began back in 1990). His track record in both roles illustrates his commitment to the fire service and to professionalism. As Manchaca Fire/Rescue fire chief, Barron led the de-

partment's transition from an all volunteer to a combination department serving an area of 12 square miles and a population of over 17,000 during a period of tremendous growth. As executive director of the SFFMA, he has garnered respect for his focus on firefighter education and for coordinating and supervising the construction of the new SFFMA headquarters. Chief Barron also served on the NFPA 1720 Committee on Standards for Staffing Volunteer Emergency Services and the North Central EMS Cooperative Board of Directors. Further, he served as chairman of the national search committee for the associate director of the Texas Forest Service and as a national representative at the IAFC's Landmark Fire Service Summit. He secured a \$1M grant for SFFMA from the Department of Homeland Security for the recruitment and retention of firefighters, and he created and administered the Texas Wildfire PPE Relief Fund. He has been recognized and received a number of awards for his commitment and service, including the VCOS John M. Buckman III Leadership Award. Chief Barron earned a B.B.A. and an M.B.A. from Southwest Texas State University.

► FAMA MEMBER



Pro Poly of America is pleased to announce its new customer service team of **Ric Fort** and **Dianne Anderson**.

Ric has a rich history in manufacturing including over a decade of work in production for Pro Poly as well as engineering and design positions in the mining industry. Ric is a native Floridian, which is a rare in Florida



where most people are transplants. Ric says, "Customer service is critical to any organization and I am excited to be able to participate in our industry in such an important role."

Ric is a darn good race car mechanic and in his spare time is in hot demand in the local racing scene.

Dianne is a longtime member of the Pro Poly administration staff. In her 15 years of service, she has increasingly aided our customers, making her the perfect choice to move onto our customer service team. Dianne is from Michigan originally but now has sand in her shoes having lived in Florida since the mid 1980s. When not helping Pro Poly customers, Dianne enjoys riding her motorcycle with her husband Dan and also working in her yard and cooking.

► FAMA/FEMSA MEMBER



PyroLance is pleased to announce that **Jim White** and **Dan White** have joined our management team.

Jim White has been appointed president of PyroLance. Jim began working in the fire apparatus industry at E-One in 1974. He was the manufacturing leader for all of the E-One facilities in the U.S. and abroad. Jim was part of the Federal Signal Fire Rescue management team including general manager of the Bronto Skylift facility in Finland. His experience includes all aspects of factory operations and general management.

In 2003, Jim and Dan White along with Jim Weigle and others started Classic Fire to build firefighting vehicles. The company was very successful and was sold to Spartan Motors in 2011. Jim then served as general manager of the Spartan Ocala factory until earlier this year. Dan White has been appointed vice president of sales and marketing. Dan White began working in the fire apparatus industry at E-One in 2002. In 2003 he was appointed vice president of sales of Classic Fire and helped grow that business on a global basis. In 2011, Dan was appointed national sales manager at Spartan and served in that role until earlier this year.

PyroLance is pleased to announce that we have opened a new production facility in Ocala, Florida USA.

Due to our success in attracting major customers, we felt that a new state of the art factory was necessary. We began sales,



manufacturing, assembly and warehousing operations in a 6000 sq. ft. (600 sq. meter) facility in August 2014.

Ocala, Florida is a major center for fire-fighting apparatus and equipment innovation. It is home to several of the major players in the industry.

This new facility will allow us to achieve the highest levels of quality and on-time delivery. Additionally, this will facilitate our introduction of additional innovative products to the fire-rescue market.

We look forward to you visiting with us in Ocala.

► FEMSA MEMBER



Scott Dunlap has joined Sentinel Emergency Solutions as a sales representative and his sales territory is central Indiana. Scott has been a volunteer firefighter and a paramedic and, most recently, he sold medical devices. Scott is an elected board member and public safety chair of Broad Ripple Village Association. He attended Ivy Tech where he earned a degree in Fire Service. A lifelong resident of Indiana, he now resides in Indianapolis with his wife Kristina.



Rob Barker was hired to cover the northeast part of Indiana. His fire experience includes eight years as a volunteer and 12 years as a career firefight-

er. Rob is currently a battalion chief at Warsaw-Wayne Fire Territory. He has sold fire equipment for the past three years and he has an associate's degree from Ivy Tech College. Rob (a lifelong Indiana resident), his wife Ann and two children live in Winona Lake.

► FAMA MEMBER



Smeal Acquires U.S. Tanker Fire Apparatus

SNYDER, NE - Smeal Fire Apparatus Co. (Smeal) announced that it has purchased U.S. Tanker Fire Apparatus, LLC (UST) effective July 1st. The acquisition expands Smeal's product offering to include stainless steel custom and commercial tankers, tenders, and other apparatus. "Considered by many to build the premier stainless steel apparatus line in the industry, we are excited to add UST's expertise and technical knowledge in stainless to Smeal. Stainless steel is the material of choice for many fire departments that face corrosive operating environments, particularly those in the Snow Belt and the salt-water environment of coastal areas," said Mark Huber, Smeal's president.

John Woltman will remain as President of UST. UST's team of dedicated craftspeople is based in Delavan, Wisconsin. Smeal plans to continue production of UST products in the newly acquired 50,000 square-foot, state-of-the-art production facility.

► FAMA/FEMSA MEMBER



Spartan Emergency Response Vehicles (ERV), is pleased to announce the following additions to our sales team.

Randy Hummer has joined Spartan ERV as aerial sales manager. Randy comes to Spartan ERV with significant aerial experience and has been in the fire apparatus industry for a number of years, having

started his career in 1974 in manufacturing with Ladder Towers Inc. (LTI). During that time frame Randy served as a shop supervisor, sales and contract administrator/manager, Western regional sales manager and most recently aerial sales manager for American La France.

In his new position as aerial sales manager, Randy will interface with the dealers and customers supporting their aerial needs to help improve and grow our business.

Jeff Tudgay has been appointed the Southeast regional sales manager for Spartan ERV. Jeff comes to Spartan ERV with over 20 years of fire apparatus experience. His fire apparatus career began as a service technician at County Fire Apparatus, continued at Red Diamond Fire Apparatus in sales and production and then to KME as the factory direct sales representative for Northeast Pennsylvania.

Jeff also brings with him 35 years of fire service experience with 20 years having been spent with the Hanover Township Fire Department with multiple rank levels including chief. He is also a Pennsylvania state fire instructor.

► FAMA/FEMSA MEMBER



For charity, Spartan Motors, Inc., led by President and CEO John Szytykiel, took part in the ALS Ice Bucket Challenge while also



extending the challenge to Spartan ERV, Smeal Fire Apparatus Co., and Toyne Fire Apparatus.

► FEMSA MEMBER



Over the summer season, Tempest Technology Corporation welcomed a number of new members to its family.

Matilda Alviso and **Malia Martinez**, both long-term Central Valley, California residents, come on as new recruits to the Customer Service Department at Tempest.



Their eagerness to learn and their warm personalities make them perfect additions to the department, and they will be sure to strengthen Tempest's well-known reputation for excellent customer service and support.

Matilda brings 15 years of customer service experience with her.

Malia, also a workforce veteran, has had a few years of preparation for this new role through her years working in the restaurant work force and in various receptionist positions. In the few weeks they've been training, Malia and Matilda have both hit the pavement running, quickly learning all there is to know about Tempest customer service.



Anthony Taylor, the youngest of the new Tempest members, comes on board to handle the shipping and receiving department. A bright and hardworking young man, Anthony is an aspiring fitness/bodybuilding competitor, which proves to be useful when shipping and moving goods up to 150 lbs. in weight. Anthony has already shown his dependability and thorough work ethic numerous times since joining Tempest.



Everyone at Tempest welcomes its new members with open arms and high hopes. They ask that their friends and family in the fire service help do the same!

► FAMA MEMBER

TRIDENT

EMERGENCY PRODUCTS, LLC

Trident Emergency Products LLC is pleased to announce the appointment of **Bill Graves** as our East Coast sales representative. Bill has extensive industry experience in a variety of fire, safety and government services. He is an active participant on the NFPA hose and coupling committee. His territory encompasses 17 Eastern states and stretches from Maine to Florida. Bill resides in Ridgefield Park, New Jersey. "We are confident that Bill will use his extensive experience in the fire and safety marketplace to grow the Eastern territory and we welcome him to the Trident team," said Jim Maher, president of Trident Emergency Products.



► FAMA MEMBER



The Valor Seating team at USSC is excited to announce that **Dr. John-Paul McGovern** has joined the Fire and Emergency Vehicle Engineering Group. John-Paul has a background in materials science and mechanical engineering with multiple degrees including a BSE from Princeton University and a Ph.D. from Drexel University. His proficiency with energy attenuation and absorption systems is based upon over 10 years of experience. John-Paul looks forward to meeting and working with each fire apparatus manufacturer and bringing his military seating expertise to these markets. Please join us in welcoming John-Paul to the USSC Valor Fire and Emergency Vehicle Team.



► FAMA/FEMSA MEMBER

WATERAX



WATERAX Inc. (formerly known as Wildfire Environmental Inc./WAJAX Manufacturing) is pleased to announce the addition of **Chris Efta** as its national sales manager, USA.

Chris has over 10 years of experience in sales within the first-responder industry, including four years of instruction. Chris is a well-rounded sales professional having successfully occupied several regional sales positions focused on dealer and OEMs networks.

Chris also designed and spearheaded training programs tailored for the U.S. Navy and U.S. Coast Guard and will thus be instrumental in further developing our own WATERAX pump training school. He studied marketing and management at the University of North Dakota and holds an Associate of Arts degree in business administration.



WATERAX Inc. is also pleased to announce the addition of **Marvin O. Johns** to its Regional Sales Team. Marvin's experience in the fire industry is quite impressive. In fact, between 1979 and 1993 he owned and operated Marco Inc., a manufacturing company producing fire equipment products, namely brush trucks, skid units and pump-tankers. He later sold his manufacturing company to Mertz Inc. and ran its apparatus division for the following eight years. He then joined Hale Products as the South Central regional sales manager in 2001, serving OEMs / dealers and remained there until May 2014.

As WATERAX's latest regional sales manager, Marvin's role is to introduce the WATERAX product line to the municipal fire market in the South Central USA. Marvin holds an engineering degree from Oklahoma State University. ☉



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2015 FAMA Spring Membership Meeting

March 21-24

Casa Monica Hotel

St. Augustine, Florida

2015 FEMSA/FAMA Annual Fall Membership Meetings

October 7-9

Marriott Renaissance Hotel

Baltimore, Maryland

2016 FAMA Spring Membership Meeting

April 2-5

Harbor Beach Marriott Hotel

Ft. Lauderdale, FL

2016 FEMSA/FAMA Annual Fall Membership Meetings

October 5-7

Nashville Marriott @ Vanderbilt

Nashville, Tennessee

2017 FAMA Spring Membership Meeting

March 18-21

Lowes Don Cesar Hotel

St. Pete Beach, Florida

2017 FEMSA/FAMA Annual Fall Membership Meetings

October 4-6

Location TBD