



# FAMA

ANSWERING THE CALL



# FEMSA

THE RESOURCE FOR PUBLIC SAFETY BUSINESSES

NEWS | SUMMER | 2015



## TAKING CARE OF BUSINESS

 is the official newsletter partner of FAMA/FEMSA News

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



By Bill Lawson  
FEMSA President

## Hope for Washington??

*\$405 million.* That's the number we were proposing during Hill Day for 2016 AFG and SAFER grant programs. This is an increase from the current year's budget of \$340 million. We are making this pitch to politicians who have told us in the past that everything is getting cut, and the best to hope for is to stay even. Fat chance, right?

But the Governmental Affairs Committee (GAC) of FEMSA and FAMA didn't think so. Led by John Granby (FEMSA co-chair) and Lee Morris (FAMA co-chair), and supported by Dave Gatten (Advisor and Coach), they put together statistics that showed that the grant programs are working, and that more needs to be done.

First, they polled FEMSA and FAMA members producing trucks, PPE, and SCBAs to get average cost increases over the past five years. They then updated the employment map of FEMSA and FAMA

member companies and the jobs supporting the fire service (106,900 jobs!). They worked with CFSI to get other key stakeholders in the fire service to support an increase in the grant program. That was just the start. The message had to be delivered.

The GAC organized a push for companies to come to Washington, DC, for Hill Day and the CFSI dinner. While the timing was not optimal (the week before FDIC), 33 companies from 21 states sent 44 representatives to meet with members of Congress. More than 100 meetings were organized with individual packets prepared for every visit. Each packet included key statistics about grants that were awarded in the respective district and state, the price increases and employment data from FEMSA and FAMA, NFPA data on needs of the fire service, and more.

Even with all this, there was still some skepticism in the room about whether we could influence Congress to increase these grants. Me included.

Then the meetings started. It is hard to argue against these facts: (1) the AFG and SAFER grants are two of the most efficiently run programs in DC, with over 90% of the program monies going directly to fire departments; (2) the fire service has made progress, and the need still exists for equipment, personnel, and train-

ing; (3) keeping grant program funding at current levels would decrease purchasing power; and, (4) the grant programs support American manufacturing jobs.

After two days of meetings, there is now optimism that the grant programs may receive increased funding. Me included.

## See you in Baltimore!

The Annual Conference for FEMSA/FAMA is coming up, so watch for your invitation to register. This year's meetings will be held September 30–October 2 in Baltimore, MD, and like every meeting we have, it will be well worth your time. Based on the success of recent meetings, we have secured a larger room block. Please register early. We have exceeded our room block the last several years.

The Annual Conference is a great place to learn more about what FEMSA and FAMA do to support their members. It is also a great place to expand your contacts. And, we are working to get more industries represented in the meetings. There is a great deal of effort put into providing an educational and exciting meeting, so sign up to be there!

I am looking forward to seeing everyone in Baltimore! ☺



The National Fallen Firefighters Foundation invites all FAMA and FEMSA members to attend the National Candlelight Service and the Fallen Firefighters Memorial Service paying tribute to all firefighters who died in the line of duty during the previous year. These National events take place following the Annual FAMA/FEMSA Conference, and they are a close ride to Emmitsburg from Baltimore. We hope you will consider adding these to your travel plans.

### **SATURDAY, October 3, 6:30 p.m.—Candlelight Service**

*Families often describe this beautiful evening service as a highlight of the Weekend. It is held at the site of the National Fallen Firefighters Memorial. Talented survivors and firefighters provide music, and luminaria are displayed for each firefighter.*

### **SUNDAY, October 4, 10 a.m.—National Fallen Firefighters Memorial Service**

*This public ceremony is the official national tribute to America's fallen firefighters. It features fire service traditions, including an honor guard and bagpiper procession. During the ceremony, each family receives an American flag, and a Presidential Wreath is placed at the Memorial. The service concludes with the unveiling of the plaque listing the names of the honored fallen fire heroes.*

The Candlelight and Memorial Services are open to the public. For more information on the Memorial Weekend or questions please contact the NFFF or visit the website at <http://www.firehero.org/events/memorial-weekend/>.



By Phil Gerace  
FAMA President

**A plan for success...** It's surprising to me how quickly the year is moving along, but FAMA has been able to accomplish several key initiatives since our last newsletter.

- Our Spring Meeting in St. Augustine was one of our best attended meetings ever and included three top-notch speakers. The opportunity to peer into the future of manufacturing, hear about automotive innovations and be inspired for a great work/life balance was both enjoyable and informative. In addition, the quality of our committee presentations and our breakout discussions seems to get better every year. Thank you to everyone who contributed their time and energy at this event.
- The modifications to the FAMA Board structure that were approved at the Spring Meeting are somewhat historic. They are a strategically planned break from our past in order to continue the success we've enjoyed for years to come.
- This year's FAMA/FEMSA GAC Hill Day and CFSI symposium were also quite historic. We had a record number of member companies that attended over 100 meetings with both legislators and staff. In addition, we were also joined on the Hill by our partner organizations. During those meetings we stressed the importance of the AFG and SAFER grants and even looked for increased funding. We also sought renewed support and additional funding for the US Fire Administration and our Urban Search and Rescue teams.
- In conjunction with PennWell, FAMA and FDIC International held a New Technologies presentation just before the FDIC International exhibits opened.

This session featured Ricky Riley, Chief of Clearwater Florida, sharing his speaking experiences along with a presentation by Chris Mc Loone from *Fire Apparatus and Emergency Equipment* magazine. Chris's presentation highlighted several dozen new products being shown by FAMA members. We plan to hold the breakout again next year, so be sure to look for opportunities to promote your company!

- We've also begun a significant redesign and upgrade of the current FAMA website with improved navigation and functionality. The new site will go live this year and you'll hear more about this soon.

As I mentioned, the changes to the Board structure lay strong groundwork for FAMA's future. You will see the first effects of these changes at the Fall Meeting in Baltimore as we hold elections. A detailed overview can be found in the Day 2 slides from the Spring Meeting and in a recap article in this issue. These changes allow participation at the Board level without a seven-year commitment, so we're hoping more of our membership can participate, even if only for two years. The structure also allows Executive Board members to focus more on long-term strategic issues that will help the organization prepare for the ever-changing challenges we face as US and Canadian manufacturers in a global market. Also, persons with special skills (i.e., Treasurer) can serve without a long-term commitment to all Board positions. Lastly, and perhaps most importantly, the addition of two Directors-at-Large allows better support to our Committee Chairs and Committees.

I'm excited about what we've been able to accomplish this year and what we'll accomplish in the years to come. After my term ends, the FAMA Board has no shortage of bright and dedicated members. And, our Committee Chairs are engaged, creative and extremely hard working. I hope that you will join us September 30-October 2, 2015, at our joint FAMA/FEMSA Fall Meeting. ☺

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# A Special Message to my FAMA Family



BY KAREN BURNHAM

In the spring of 2014, I announced to the FAMA Board my intention to retire. Since that time, I've been on an emotional roller coaster. To step away from a career I have loved for so long is truly painful. This was a decision that took a great deal of thought, and I know it is the right path for me personally as well as my family.

It's not easy to properly convey how special the last 20 years have been working with all of you, many of whom I knew before coming on board to assist the association. For about eight years before that time, I enjoyed the privilege of being a spouse of a member representative, attending the Spring and Fall meetings, and enjoying all that has to offer.

Ron Ewers, 1996 FAMA President, was responsible for creating the position that I hold today. It was my husband, Allan, the Board Treasurer at the time, who saw the need for a part-time administrative assistant to record minutes (2 Board Meetings and 2 Annual Meetings a year), maintain the association records, publish a newsletter, and provide continuity year-to-year as the Board rotated. He consulted with the Board about filling that need. The FAMA Board agreed, and the rest is history. It wasn't but a few months later when the next Board President, Lloyd De Wald, decided it would be beneficial to hold monthly Board meetings, thus adding another 10 meetings to the mix in addition to providing support for the two Technical Committee meetings. OK ... now what did I get myself into?

I was hired to do a job, and I'd like to believe I gave it all I had. But, in the long run,

it's not about me...it's about the leadership of the association that has strengthened FAMA over the years. It's about the leadership – the presidents of FAMA – those who volunteered their time and wisdom to help move the association forward. It's not an easy job when you have only one year, in most cases, to make your mark.

Looking around at the Spring Meeting, there were 13 past presidents of FAMA in attendance, true gentlemen I have worked with closely for a concentrated period of time. How special is it that they continue to attend and support the association and industry with such passion and dedication? I sing the praises of those with whom I have served:

- Ron Ewers
- Lloyd De Wald
- Dennis Chamberlain
- Al Burnham
- Paul Darley
- Danny Brogdon
- Rollie Myers
- Dan Peters
- Bill Ballantyne
- Jeff Resch
- Tim Dean
- John Szytkiel
- Jerry Halpin (2yrs – for Phil Turner and himself)
- John Szytkiel
- Peter Darley
- Grady North
- Greg Kozey
- Harold Boer
- Bruce Whitehouse
- Phil Gerace

I've always said that we're all one very special family, and I am truly grate-

ful for the lasting friendships I've made over the years. It's been a privilege to be part of such a tremendous group of caring professionals, and I am sincerely grateful, and honored, to have had the opportunity to help in whatever way I could to provide support to our members and the Board.

Thank you for all your warm wishes and ovations. You've always treated me like one of your own, and you have no idea how special that has made me feel. I don't accept compliments and praise well – I turn into a “puddle” at the least mention – so forgive me for my inability to express these sentiments publicly at recent callings. I hold you all very dear to my heart.

As you know, Sonya Kelly was hired as the new full-time Business Manager last December to pick up where I leave off AND where Bob Grimaldi left off when he served his last Spring Meeting for FAMA this year as its travel planner. Sonya has some shoes to fill, but already I feel confident in her abilities to carry the ball forward for the next 20 years. She and I are working well together through the process and beyond. While I will hang up my FAMA hat this year, I look forward to continuing my work with FEMSA, assisting FAMA through the final stages of the transition, and working with Sonya on a number of joint FAMA/FEMSA projects – the Fall Annual Conference, newsletters, governmental affairs committee, trade show report cards, combined board meetings, and more.

This is not good-bye, it's more “...until next time.” I'm sure our paths will continue to cross for the foreseeable future. I look forward to that as well as visiting with you at Spring Meetings as a spouse! ☺



## Looking For a Few Good People...

BY JUDY WEIGAND,  
FEMSA NOMINATING COMMITTEE BOARD LIAISON

Throughout the year, and especially as we begin planning for the Annual Meeting, the Nominating Committee begins the search for a few good people who are willing to serve on the FEMSA Board of Directors.

Give it some thought. To serve on the Board you must be employed full-time by a member company in good standing for at least one year prior to the election. You should be willing and able to:

- Serve for the full three-year period of the term
- Attend monthly Board meetings – most held by conference call
- Attend the spring (May) and fall (November) Board retreats
- Attend the Annual Meeting (September/October)
- Be available when called on for any special meetings or events that may occur

Are you interested but not quite sure whether you are ready to make the commitment to serve on the Board?

Then test the waters...serve on a committee! Committees are where the work really happens, and being part of a committee provides great networking opportunities.

Committees looking for volunteers include Education, Insurance, Membership, Marketing/Internet, Nominating, Statistics and Research, Trade Shows and Report Cards, and the User Information Guide Program.

If you are interested in working on a Committee or serving on the Board, please contact a Board member, Committee chairperson, or Karen Burnham for more information.

Consider getting involved, we'll be looking for you! ☉



## Seeking FAMA 2016 Board Nominations

BY BRUCE WHITEHOUSE

FAMA 2016 Board nominations are now open to all member representatives who meet the qualifications below, and who may have interest in serving on the FAMA Board of Directors.

The following positions are open for 2016:

- Director at Large – Apparatus – 1 year term\*
- Director at Large – Apparatus – 2 year term
- Director at Large – Component – 2 year term
- Secretary – 2 year term
- Treasurer – 1 year term\*
- Vice President – 1 year term with automatic progression to President in 2017 and Past President in 2018.

\* NOTE: Due to the new board structure, the two positions denoted with \* will each be for a 1 year term. (In 2017 and beyond, they will both be for 2 year terms.)

Any elected Board of Director position that is open for election is available to any qualified representative of a member company who has previously served in a leadership position within the association as a committee or subcommittee chair, co-chair, vice-chair, or similar leadership role. The Vice President position carries the additional requirement that the candidate has served two years on the Board prior to being nominated. The Board of Directors is empowered to determine the qualifications of candidates seeking election to the Board.

If you missed the July 25th deadline to submit a nomination in writing, an opportunity for floor nominations will also be afforded to attending members during the 2015 Fall Meeting in Baltimore, Maryland (September 30–October 2).

If you have questions regarding Board service for 2016, or future years, please contact a member of the Nominating Committee or Sonya Kelly.

Greg Kozey, Chair (gkozey@kocheck.com)

Harold Boer, Co-Chair (haboer@rosenbaueramerica.com)

Bruce Whitehouse, Board Liaison (bruce@amdor.com) ☉

**FDIC PHOTOS**



*Duo-Safety Ladder*



*FireCom*



*National Foam*



*North American Fire Hose*



*Harrison Hydraulic Solutions*



*Globe Manufacturing*



*IMMI*



*Red Head Brass*



*Knox*



*Seagrave Fire Apparatus*

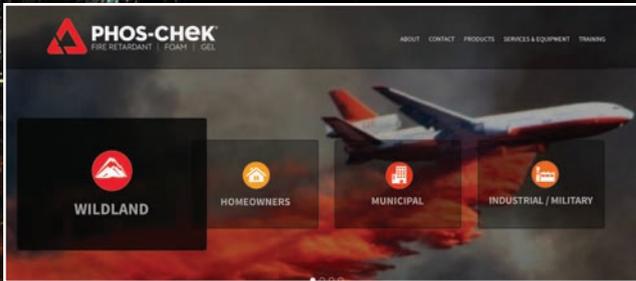


*Streamlight*



*Signature 4*

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- Trade show signage and display
- Lead Gen and Thought Leadership Programs

# FAMA Spring Meeting Recap

BY GRADY NORTH  
Meeting Planning Committee Chair

The Spring Meeting in St. Augustine was well received by the nearly 130 attendees representing 50 companies. The two days of business meetings were highlighted by three guest speakers and a revamping of the FAMA board structure (approved by the membership) to better align with the future growth of FAMA. The enhanced speaker program was made possible by contributions of the many member company sponsors. Attendees got a first look at year-end statistics, the results of the fire industry survey and results from the annual member survey.

Jim Carroll, a futurist, trend and innovation expert, provided us with a look at our changing world and what things might be like five years from now. By 2017, we could see voice-activated vehicle commands, heads-up displays as standard, glasses-free 3-D dash boards, interactive in-car billboards, aerial drones linked to multi-screen in-truck video, instant spectrometry air sampling analysis with intelligent fire suppression suggestions, robotic explorers, and much more. These forecasts were backed up with examples of previous five-year cycles. "Some people see a trend and others see a threat." His advice was to think BIG, start small, and scale fast.

For the first time, spouses and guests were invited to join member representatives for a presentation from a very special guest speaker. Vallie Collins was a passenger on US Airways Flight 1549



2015 FAMA Board and Professional Staff

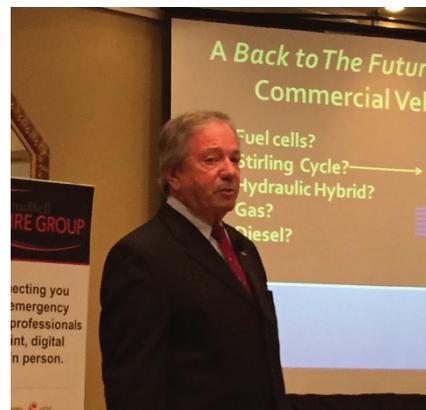
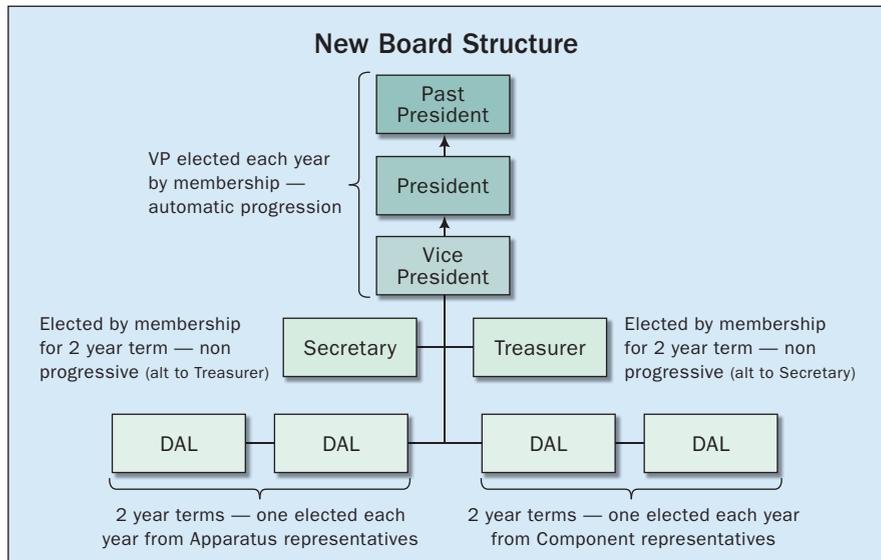


St. Augustine Chief James "JC" Costeira welcomes FAMA members to his city.

that landed in New York's Hudson River on January 15, 2009. Vallie shared heartwarming details (sprinkled with some humor) of her experience during the flight and rescue of the event that has become known as the "Miracle on the Hudson." In addition, she shared key lessons from the experience that she hopes will inspire and motivate all to treasure each and every day because "every day is a lucky day!"

Day 2 included Technical Committee and NFPA updates, as well as Statistics and Meeting Planning reports. The guest speaker for the day was Bob Aquaro who took FAMA Spring Meeting attendees "Back to the Future." The journey began with a look back to 1884 and through the years to a 1935 Mack and a 1965 Mack. Bob predicted that the future will be different.

Instead of applying the same 162-year-old solution for all trucking applications, we are likely to see powertrains configured for the application. More information is covered in



"Commercial Trends and Regulations," presented by Bob Aquaro.

the full article on Aquaro's presentation.

The morning meeting concluded with small group discussions focused on future meeting locations, future speakers and topics, and brainstorming on ways that FAMA could improve for 2015.

During the Tuesday morning session, the attending spouses and guests enjoyed a morning of chocolates and wines, touring the Whetstone Chocolates factory and San Sebastian Winery.

If you were unable to attend this year's meeting, don't miss out on the next great events: FAMA/FEMSA Fall Meeting in Baltimore, MD Sept. 30-Oct. 2, and the 2016 Spring Meeting in Fort Lauderdale, FL April 2-5. ☺

## Spring Meeting 2015 Speaker Jim Carroll

BY BRUCE WHITEHOUSE

Participants at the Spring Meeting in St. Augustine experienced several excellent speakers on a variety of subjects. “What Do World Class Innovators Do that Others Don’t?” was the title of the presentation from Jim Carroll, a futurist, trends and innovation expert from Canada.

Employing 20 years of experience in challenging himself and others to look at the future through a different lens, Jim led off with three statistics to establish the framework of his presentation:

1. Any child in pre-school today has a 70% chance that they will work in a field/job/career that does not currently exist. He cited the emerging field of “location intelligence professionals” – using location data from a phone or similar device to assess patterns and predict actions.
2. If you are pursuing a science degree in college today, 50% of what you learn in your first year will be obsolete or revised by the time you graduate.
3. The pace of change in our world has increased dramatically. It is no longer the big beating the small but the fast beating the slow.

Carroll went on to identify a number of characteristics that world-class innovators employ to separate themselves from peers within their industries:

- Think big and align themselves for the



long term. He used the example of Tesla Motors – and not just from the perspective of pioneering a high end electric vehicle but also for their innovation of establishing dealerships in shopping malls.

- Put the speed of change into perspective – he referenced “customer-oriented innovation” where the fire apparatus of the future will be defined by what the community needs, not by what the fire department is used to delivering.
- Check their speed – citing the example of Apple where 40% of current revenues come from products that didn’t exist 4 years ago, Jim suggested that we embrace the concept of “chameleon” revenue by challenging ourselves to reinvent/

change our revenue generating products and services on a more frequent basis.

- Challenge themselves with process – focus on agility and be ready to change how we do things to respond to shifts within our markets.
- Ride the generational wave to take advantage of generational change – Carroll spoke to the fact that 50% of the global population is less than 25 years old and this cohort is: wired, entrepreneurial, collaborative and change-oriented.

Referencing a comment made by Bill Gates, Jim reflected that people tend to overestimate the pace of change in the next 2 years but underestimate the pace over the next 10 years. In the Q&A session following his presentation, a question was raised about the heritage of the fire service being “50 years of tradition hampered by progress.” In his response, Carroll challenged us to think about “small” changes that have long-term impact – in other words, don’t try to change the shape of the fire apparatus today but rather change how components inside are designed and used.

Jim closed by challenging us to think like innovators – rather than seeing a trend and focusing on the “threat,” we should instead focus on the “opportunity.” He suggested that this might be best and most comfortably achieved by:

*Thinking Big, Starting Small, and Scaling Fast.*

## Back to the Future

BY GRADY NORTH

Bob Aquaro took FAMA Spring Meeting attendees “Back to the Future.” Bob has more than three decades of experience in the commercial motor vehicle and contract engineering industries. He has seen “the good, the bad, and the ugly” through his tenure with Mitsubishi, Star Design, Inc., and Philco Ford. As the former Vice President



of Product Planning and Development for Mitsubishi Fuso Truck of America, Bob challenged his teams to think outside the box. Bob is a frequent speaker for the NTEA Work Truck Show and Product Conference.

The “*Back to the Future*” journey began with a look back to 1884 and through the years to a 1935 Mack and a 1965 Mack. The similarity carries foreword to today’s commercial chassis – a piston engine, transmission, cab, pump



and body. Basically 162 years of applying the same solution to all trucking needs.

As we moved to the present, Bob pointed out that most of our technological advances rely on computer power which doubles every two years (Moore’s Law). We are

able to increase fuel economy, retain or increase horsepower and reduce emissions for piston engines.

Bob predicted that the future will be different. With rapid development of fuel cells, Stirling cycle, hydraulic and electric hybrids, improvements in conventional gas engines (compression ignition gas en-

gines) and diesel engines (turbocharged, supercharged, 2-stroke diesel), there will be a lot of new powertrain choices to consider. Instead of applying the same 162-year solution for all trucking applications, we are likely to see powertrains configured for the application; e.g., electric trucks for intercity delivery, hybrid electric for urban delivery routes and utility trucks, hydraulic hybrid for stop-and-go application (garbage trucks, fire trucks), solar power for refrigeration units, and many others. Add to that advances in materials (aluminum pick-up trucks, polymer frames, etc.), and the trucking industry is poised for rapid changes.

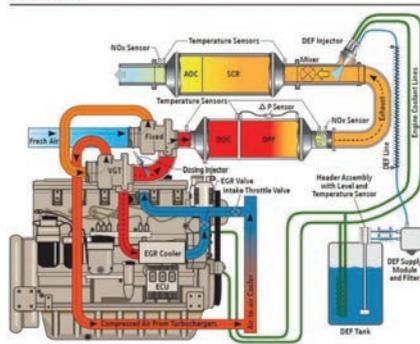
However, as we are well aware, government regulations drive technological development. Bob's advice is to be informed – maintain contact with government regulators. Don't get caught off guard. Become

the inventor not just the adopter – out-think the thinkers.



This brief synopsis does not do justice to the detailed information that was presented – you had to be there. If you were unable to attend this year's Spring Meeting, make plans now to attend the next FAMA meeting and be educated by great speakers like Bob Aquaro. ☺

Final Tier 4



## Miracle on the Hudson

### *An insider's perspective*

BY DOUG MILLER

Member representatives, spouses and guests at the FAMA Spring Meeting were on the edge of their seats, focused on every word, as a biomedical engineer and graduate of the University of Tennessee spoke to the group. Vallie Collins was not speaking of her profession, but of her survival of a harrowing experience known by most as the "Miracle on the Hudson."

US Airways Flight 1549 took off from LaGuardia Airport in New York and was scheduled to fly to Charlotte, North Carolina, during the afternoon of January 15, 2009. The aircraft, piloted by Captain Chesley B. "Sully" Sullenberger and First Officer Jeffery Skiles, was an Airbus A320.

Vallie's aisle seat was at the rear of the plane, and the takeoff was nothing out of the ordinary for the 150 passengers and crew of five. The first 90 seconds or so were just like every other flight: uneventful.

Then, multiple bird strikes (a flock of

geese) took out both engines. Vallie knew they were in trouble because of the "burning goose flesh smell and smoke from the engines."

You know when it's your last moments alive: "Who do you call? What do you say?" She had her phone in hand and quickly sent her husband a text message, "my flight is crashing."

Everything was very quiet except the loud wind noise of the unpowered aircraft losing altitude. She looked around the cabin, noticing people from all religions, all walks of life, all ages. Some people said later they saw their life flash before their eyes.

"My thoughts were about things I'm going to miss—kids' graduations, marriages, grandkids' first steps..."



Then the Captain's booming voice was heard overhead, "Brace for impact! Brace for impact!"

As she braced herself, she looked at the man sitting in the window seat of her aisle. He was looking out the window stating, "We are going in the water." Seconds later, a very hard hit as "Sully" brought the plane down, ditching it into the Hudson River

near midtown Manhattan. All this happened in about six minutes after takeoff.

Once the aircraft stopped, Vallie assisted the flight attendant who was attempting to open the rear doors. That wasn't happening, probably due to the impact and tail being in the water. Ms. Collins began telling people to move forward and exit at the wings. Within a minute or two the icy water went from her knees to about chest high. At that point, it was all about getting out.

There was a certain amount of chaos as people were exiting from the front exits and onto the wings. The door slides acted as rafts, holding some of the people, while others huddled on the wings and others jumped into the water. Almost without hesitation, the ferries and other watercraft in the area arrived, rescuing all 155 people onboard, taking them to the safety of shore.

Vallie was soaked with both water and jet fuel. One of the strongest memories of the day was how good it felt to put on dry socks. It's the small things in life that count! She was able to use someone's phone to call her husband.

From her experience she wanted to share some perspectives that she now embraces that may help all of us in our daily lives.

1. Importance of kindness
2. Empathy
3. Importance of physical fitness
4. Perspective. Readjust your calibration of how upset to get in any particular situation.
5. Concept of time. We don't know how much time we have left.

How great it would be if we lived a little bit of it everyday.

She was truly overwhelmed by the outpouring of love and how much people really care.

Vallie was so kind to answer questions from our group. Yes, she has flown many times since. Yes, she did get her luggage and most of her personal items back, cleaned and nicely packaged. Yes, she did get a refund on the ticket AND received 14 frequent flyer miles!

What an amazing story! Thank you Vallie for sharing! ☺

## Award Winners



*Star Achiever Award winner Harold Boer (right)*



*Tube Steak Award winner Doug Miller*



*Best Dressed Award winner Lee Morris*



*Honorary Member Jack McLoughlin (right)*



*Goodwill Ambassador Award winner Karin Dean*



*Golf Tournament winner Daniel Olm (left)*



*Good Egg Award to Mike Schoenberger*



# Special Thanks to FAMA Spring Meeting Sponsors



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Monday Luncheon



Member/Guest Speaker



Bringing innovation to the surface.™

Keynote Speaker



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Welcome Reception



Hospitality Cups



Monday Coffee Break

THANK YOU FOR YOUR SUPPORT OF THE 2015 FAMA SPRING MEETING

## FAMA and FEMSA's Growing Role in the Fire Service



BY DAVE GATTON  
GAC Consultant and Coach

Well, we did it. In the course of 36 hours, FAMA and FEMSA visited over 100 Congressional offices during 2015 Hill Day held in conjunction with the Congressional Fire Service Institute's 27<sup>th</sup> Annual National Fire and Emergency Services Dinner. The meetings, held to educate Congress on the needs of the Fire Service and the industry which serves it, provided the information and background needed to inform leaders on the role and importance of first responders.

This year the Fire Service is recommending to Congress that the Assistance to Firefighters Grants (AFG) and SAFER (hiring) programs be funded at a total of \$810 million (\$405 million for each program), the level of funding the programs received in Fiscal Year (FY) 2011. Funding for FY 2015 was \$680 million, evenly divided between the two programs. Armed with data on the cost increases of fire equipment and apparatus provided by FAMA and FEMSA, the Fire Service was able to document how the AFG program, in particular, had experienced a significant ero-

sion in purchasing power over a five-year span. The information was received well by members of Congress, as it was made potent and inarguable, in large measure, because of the analysis provided by FAMA and FEMSA.

FAMA and FEMSA have become an integral part of the Fire Service coalition, consisting of CFSI, the IAFF, IAFC, NVFC, and other organizations. Our efforts during Hill Day to educate Congress are rivaled by none. The information that the GAC is providing is one of the keystones for the Fire Service's recommendations. Congratulations to the more than 44 individuals representing 33 FAMA and FEMSA member companies who participated in Hill Day 2015. Your presence was crucial.

### The 27<sup>th</sup> Annual Dinner

It was hard not to be somewhat nostalgic and saddened at this year's fire dinner. Chief Glenn Gaines, a long-standing icon in the fire service, had recently and unexpectedly passed away. U.S. Fire Administrator Ernest Mitchell's tribute to the Chief during the dinner was absolutely heart-warming. From FAMA and FEMSA, "So long, Chief. Job well done."

Vice President Joe Biden was the evening's keynoter and perhaps the highest ranking government official in recent mem-

ory to devote so much attention and support to the Fire Service. He summed it up, really, in one phrase: "To me, it's personal." Everyone knows by now the Vice President's family tragedy early in life and how the fire and emergency service was there to support him. What is great about Joe Biden is that he understands his personal story gets played out daily for Americans in every walk of life. It is this empathy that drives the Vice President and makes him one of the nation's most "human" politicians. The Fire Service is fortunate to have him.

FAMA and FEMSA extend their deepest sympathies to the Biden family on the recent passing of Mr. Biden's son, Beau.

Giff Swayne, past president of FEMSA, was selected to give the awards this year to the localities that had brought unique innovation to their fire and emergency response departments. These awards are given toward the end of the program and they are always the most informative. These awards remind the 2,000 people who fill the Grand Ballroom of the Washington Hilton the reasons they are there.

I am certain that 2015 will be a banner year for FAMA and FEMSA. Congratulations on becoming such an integral part of the nation's Fire Service as the industry that helps first responders save lives. ☉

## PennWell/FDIC donates to FAMA GAC and More

Special thanks to PennWell/FDIC for their generous contribution of \$25,000 toward FAMA's governmental affairs efforts and other critical advocacy activities.

This contribution is not only a benefit to FAMA member companies, but also contributes greatly to the health and safety of the fire service as a whole. FAMA, in partnership with a number of other fire service organizations including the IAFC, IAFF, NVFC, CFSI and many others, continues to work with legislators for a stronger and safer fire service. PennWell's loyalty and generosity are very much appreciated.



(l-r.) David Durstine (FAMA VP), Eric Schlett (PennWell VP Fire Group), Chief Bobby Halton (PennWell Editor-in-Chief), and Phil Gerace (FAMA President)



**Tom Sutphen (Sutphen Corporation)**

The FAMA and FEMSA Boards are saddened to report the passing of Tom Sutphen, 90, the President of Sutphen Corp., on February 13, 2015.

Mr. Sutphen is survived by his wife of 67 years, Tamea Bartholomew Sutphen; daughters, Susie Herb, Pat (Marcus) Aden, and Julie Phelps; son Drew Sutphen, and several grandchildren.

Tom loved life and lived it to the fullest. He went to work for his father selling fire equipment and developed the aerial platform that revolutionized the firefighting industry. His passion was selling his product. He won the Iacocca Award recognizing excellence in the auto industry. Tom touched many lives within the fire service and will be remembered fondly.

Industry friends who wish to offer condolences and remembrances are asked to do so through [www.schoedinger.com](http://www.schoedinger.com). Contributions may be made to the Sutphen Family Fund at the Columbus Foundation, 1234 E. Broad St. Columbus, OH 43205, or the American Cancer Society of Central Ohio, 5555 Frantz Road, Dublin, OH 43017, in his memory.



**Dennis M. Chamberlain**

The FAMA and FEMSA Boards are saddened to report the passing of Dennis M. Chamberlain, 69, of Concord, NC, on May 2, 2015.

Dennis served on the FAMA Board of Directors and as its 1998 President. He retired from Spartan Motors after many years of service. He will be remembered fondly for his grand sense of humor, warmth and compassion.

Please feel free to send your notes of condolence and share your memories of Dennis with his mother and son at the following addresses: Dennis Chamberlain II, 825 Legacy Lake Lane, Charlotte NC 28269; Henrietta Chamberlain, 201 South First Street, McConnellsburg PA 17233.

We learned from his son that Dennis was mowing his lawn, felt ill, went into the house, laid down, and passed quietly. It was Dennis's wish that his ashes be spread at his favorite NASCAR track ... Daytona! He figured this would put a "smile" on many faces!

Dennis helped the Christian-based Motor Racing Outreach Program to receive a donated motor coach from Spartan Motors in his NASCAR hobby travels. He attended these weekly church services before each race. God will now be entertained by Dennis and his life stories. We will miss him.

**Ten-8 Celebrates 30<sup>th</sup> Anniversary**

Don Bower's career in the fire service began as a volunteer with the Cedar Hammock Fire Department in Bradenton, FL, advancing to the position of Assistant Chief during his 25-year tenure.

Don was constantly faced with the challenge of obtaining service for the department's fire trucks. Don thought that there might be an opportunity to start his own business based on a commitment to provide both sales and service to customers. Don Bower Fire & Safety was formed. In 1985, Don was awarded the Pierce dealership for the Southwest Florida Region and the company name was changed to Ten-8 Fire Equipment, Inc.



The first service center was built in Bradenton, FL, in 1986. As time passed, Ten-8 was assigned as the Pierce dealer for all of Florida and Georgia.

In addition to Pierce fire apparatus, Ten-8 represents hundreds of equipment vendors and also sells ambulances. Ten-8 is proud to partner with three family-owned and operated ambulance companies.

Ten-8 has earned numerous awards from vendors throughout the years including the President's award from MSA in 2010, dealer of the year from Fire-Dex in 2013, dealer of the year from Pierce in 2002, 2003, 2004, and 2013. Bower served the Florida Fire Chief's Association as a



member of the Board of Trustees from 2010 to 2014. At the 2014 Florida Fire Chief's Conference, Bower was presented with the Lifetime Achievement award. ☺

## Fire Service Leaders Representing Industry and Personnel Gather Together in Washington, DC to Deliver Important Messages to Federal Officials

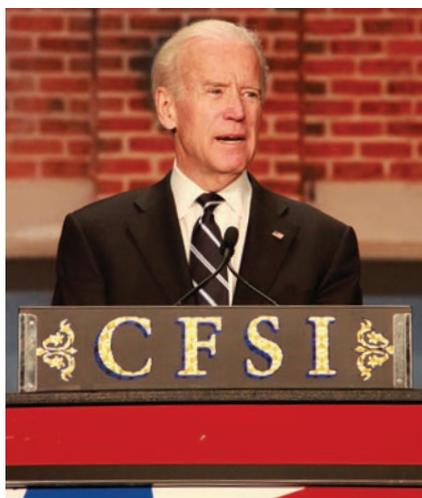
BY BILL WEBB, CFSI EXECUTIVE DIRECTOR

Over 1,800 representatives of the fire and emergency services – including leaders from the fire service industry – came to Washington, DC, to participate in the 2015 National Fire and Emergency Services Symposium/27<sup>th</sup> Annual National Fire and Emergency Services Dinner. Sponsored by the Congressional Fire Services Institute (CFSI), the program took place April 15<sup>th</sup> and 16<sup>th</sup> and featured a number of events that allowed attendees to engage in important discussions with federal officials and preeminent national fire service leaders on a broad range of public safety issues.

“We extend our thanks to the members of FAMA and FEMSA who attended this year’s program,” said CFSI Executive Director Bill Webb. “Like the leaders representing fire service personnel, industry leaders have important messages to share with members of Congress during our two-day program that can help the fire service advance its agenda on Capitol Hill. The FAMA/FEMSA Government Affairs Committee deserves special recognition for organizing Hill Day activities that engaged many industry leaders in discussions with their elected representatives.”

By design, CFSI schedules this program each year in the spring. This is when Congress begins work on appropriations legislation that will fund federal programs in the subsequent fiscal year. An informed and targeted delegation of fire service representatives delivering the same message about supporting federal fire service programs – including the FIRE and SAFER grant programs, USFA and the Urban Search and Rescue System – can have a profound impact in influencing the amount of funding Congress is willing to approve for the upcoming fiscal year. This is why a large turnout from both the industry and the fire service is so important to ensure that our message gets heard.

This year, Vice President Joe Biden delivered the keynote address at the National Fire and Emergency Services Dinner –



Vice President Joe Biden

his third time behind the podium as Vice President. The program also included a number of award presentations and a special tribute to the late Chief Glenn Gaines, Deputy Administrator of the United States Fire Administration, who died of a heart attack on April 11<sup>th</sup>. Chief Ernie Mitchell, the US Fire Administrator, delivered the tribute, capturing Chief’s Gaines’s enduring legacy and contributions to our nation’s fire and emergency services.

The Congressional Fire Services Institute is a privately-funded organization. With a national advisory committee comprised of 38 national fire service organizations, CFSI is a consensus-building organization in which different entities discuss and develop consensus positions on key



*l-r: Doug Schaumburg, Bill Lawson, Dan Reese, Paul Andrews, Judy Weigand, James Long, Tony Barboza, Mike Natchipolsky, John Granby, Rick Singer, and Bill Van Lent*



*l-r: Sonya Kelly, David Durstine, Bruce Whitehouse, Steve Toren, David Gatton, James Kirby, Joni Goodman, Karen Burnham*

federal legislation and programs. Through CFSI, the fire service is able to present a unified message to Congress and the Administration, urging our federal leaders to address the needs of our one million first responders.

Please visit the CFSI website – [www.cfsi.org](http://www.cfsi.org) – to learn more about its mission. The CFSI staff maintains a close working relationship with both FAMA and FEMSA to ensure that the message they deliver to Capitol Hill incorporates the concerns of the fire service industry. ☉

# TAKING CARE OF BUSINESS

## FEATURED SPEAKERS



### **Dr. Denis Onieal**

Newly appointed Deputy US Fire Administrator, succeeding Chief Glenn Gaines due to his recent passing. Dr. Onieal has served as the Superintendent at the National Fire Academy of the US Fire Administration in Emmitsburg, MD since 1995, and previously as the Chief of the Jersey City Fire Department.



### **Lt. Frank Borelli (ret)**

Editorial director for the Cgyusn Law Enforcement Group which encompasses Officer.com, Law Enforcement Technology magazine and Law Enforcement Product News. Frank has been producing equipment evaluations and articles for the police and military communities since 1999.



### **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.



### **David Denniston**

Director of Risk Management for McNeil & Co and FireWatch Insurance. Dave has been in Emergency Services for 25 plus years with the Cortlandville Fire Department in Upstate NY. He has served as Chief of the Department, Vice President and Chairman of the Board of Directors.



### **Chief Jeff Johnson**

Has an extensive public safety and technology background, with broad experience at both the local and national level. He is currently CEO of the Western Fire Chiefs Association and a Board Member of the First Responders Network Authority, better known as FirstNet, which is building a nationwide public safety voice and data broadband network for public safety. He has authored 2 books, serves on the boards for Brycer Technologies and Beyond Lucid Technologies.



### **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 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.



### **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.



### **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.



### **David Durstine**

Vice President with the Akron Brass Company, is an excellent resource having grown up in the fire service and worked in the industry for over 14 years. David is a 4th generation firefighter with the Apple Creek Volunteer Fire Department in Ohio. He also serves as a board member for the Fire Apparatus Manufacturers' Association (FAMA), and is a member of the NFPA 1901 Committee.



### **David Gudinas**

David joined FEMA in 2011 as a Section Chief working to support the Assistance to Firefighters Grant (AFG) Program. David currently serves as FEMA's Deputy Director for Grant Operations. David has spent the majority of his career supporting the fire & emergency services through a variety of non-profit, for profit and government positions.



### **Rod Carringer**

Rod is a firefighting, Harley riding, BBQ cooking, handgun toting, Camaro racing, wine drinking, drone flying, Chief Marketing Officer for Task Force Tips...and he used to be a florist.



### **Barbara Mitchell**

Managing Partner of The Mitchell Group, is an author, speaker, business coach, and human resources and organization development consultant. She consults with organizations to help them put practices in place to ensure they have the best HR function possible so that they can hire, engage, develop, and retain the right people to help them be successful.



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**FAMA**  
ANSWERING THE CALL

# 2015 Annual Meeting - Baltimore, MD | Sept 30 - Oct 2

<b>Monday - September 28, 2015</b>		
8:00 am - 5:00 pm	TFT Advisory Committee Meeting	Gibson
<b>Tuesday - September 29 to Friday - October 3, 2015</b>		
8:00 am - 5:00 pm	TFT Advisory Committee Meeting	Gibson
<b>Arrival</b>	<b>Wednesday - September 30, 2015 - Hospitality 3pm-11pm</b>	<b>Federal Hill</b>
12:00 pm - 12:30 pm	FEMSA Board Lunch	Suite 10029
12:30 pm - 3:15 pm	FEMSA Board Meeting	Suite 10029
3:30 pm - 4:00 pm	Joint FAMA/FEMSA Board	Suite 10029
4:00 pm - 6:00 pm	FAMA Board Meeting	Suite 10029
<b>Thursday - October 1, 2015 - Hospitality 4pm-6pm; 7pm-11pm (closed during reception)</b>		
<b>Federal Hill</b>		
7:30 am	FAMA Board Breakfast	Suite 10029
8:00 am - 10:00 am	FAMA Board Meeting w/Committee Chairs	Suite 10029
7:30 am - 8:30 am	FEMSA Member Breakfast	Baltimore Ballroom
8:30 am - 10:15 am	FEMSA Annual Business Meeting	Baltimore Ballroom
10:15 am - 10:30 am	Break (FEMSA)	Baltimore Ballroom
10:30 am - 11:45 pm	FEMSA Annual Business Meeting	Baltimore Ballroom
11:45 pm - 12:45 pm	Lunch Break (on your own)	n/a
<b>FEMSA/FAMA Joint Session</b>		
12:45 pm - 2:30 pm	Purchasing Roundtable : Buyers: Vol Chief; Apparatus; PPE-etc. Support Services Moderator: Chief Dennis Compton	Baltimore Ballroom
2:30 pm - 2:45 pm	Break (FEMSA and FAMA)	Baltimore Ballroom
2:45 pm - 3:30 pm	Economic Forecast: Anirban Basu - Chairman & CEO of The Sage Policy Group, Inc.	Baltimore Ballroom
3:30 pm - 5:00 pm	Washington Update   AFG Update: Bill Webb; David Gudinas or designee	Baltimore Ballroom
5:30 pm - 6:00 pm	FEMSA/FAMA New Attendee Reception	Maryland DF
6:00 - 7:00 pm	FEMSA/FAMA Welcome Reception	Maryland DF
<b>Friday - October 2, 2015 - Hospitality 4pm-6pm; 9pm-11pm (closed during reception and dinner)</b>		
<b>Federal Hill</b>		
7:30 am	FAMA Member Breakfast	Watertable Ballroom
8:00 am - 10:00 am	FAMA Business Meeting	Watertable Ballroom
7:30 am	FEMSA Member Breakfast	Baltimore Ballroom
8:30 am - 10:00 am	FEMSA Caucus Groups	Baltimore Ballroom
10:00 am - 10:30 am	Break (FEMSA and FAMA)	Baltimore Ballroom
<b>FEMSA/FAMA Joint Session</b>		
10:00 am - 2 pm	Spouse/Guest Program - Baltimore Harbor Views Lunch Cruise	Spirit of Baltimore
10:30 am - 11:45 am	Keynote Speaker - Dr. Denis Onieal, Deputy U.S. Fire Administrator: Taking Care of Business in the Fire Service	Baltimore Ballroom
11:45 am - 12:45 pm	Lunch (FEMSA/FAMA Members)	Baltimore Foyer (rounds)
1:00 pm - 3:00 pm	"Fire Lanes": 45-50 min. ea; select 2-of-4: Succession Planning - Barbara Mitchell, Author Social Media/Apps - Paul Andrews and Steve Barnett Active Shooter Response in Your Business - Lt. Frank Borelli Catastrophic Contingency Planning - Dave Denniston	Baltimore Ballroom and Watertable Ballroom
3:00 pm - 3:15 pm	Break (FEMSA and FAMA)	Baltimore Ballroom
3:15 pm - 4:00 pm	INTERSCHUTZ ... Gesundheit !!!: Rod Carringer/David Durstine	Baltimore Ballroom
4:10 pm - 5:00 pm	Emerging Technology & Communications Trends in Public Safety: Chief Jeff Johnson	Baltimore Ballroom
6:00 - 7:00 pm	FEMSA/FAMA Reception	Baltimore Foyer (rounds)
7:00 - 9:30 pm	FEMSA/FAMA Dinner	Baltimore Ballroom (rounds)
<b>Departure</b>	<b>Saturday - October 3, 2015</b>	

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# State of the Fire Service Survey

BY MELINDA FREEMAN

Congratulations to 2014 FEMSA/FAMA State of the Fire Service Survey winner, Erick F. Solera, of the Special Ops Command/HazMat Team, Department of Fire Rescue and EMS, Broward Sheriff's Office in Broward County, FL.

Erick, together with the Broward Sheriff's Office, has selected equipment from National Foam, Darley, Streamlight, and Heiman Fire Equipment.

The 2015 State of the Fire Service Survey on the economy may be accessed online through the FEMSA and FAMA websites. We thank our friends at PennWell who generously provided a kiosk at the FDIC to enable us to reach out to attendees during the show. Our staff representative, Kristen, helped us obtain 275 completed surveys during this recent event.

Please encourage other fire departments to take the survey for a chance to win \$5,000 in equipment for their departments. The survey will close early in September, and the results will be shared



with members at the annual conference in Baltimore this fall. We hope to see you there! ☺

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**5 MINUTE ONLINE SURVEY**



Complete the survey now at:  
[www.femsa.org/survey](http://www.femsa.org/survey) OR [www.fama.org/survey](http://www.fama.org/survey)




It's quick - and completion of this survey qualifies you for a chance to win \$5000 worth of equipment for your department from FEMSA member companies, as well as an iPad for the person who submits the winning survey. This survey helps member companies better understand the issues facing our fire and emergency services.

FEMSA is the Fire and Emergency Manufacturers and Services Association. FEMSA includes nearly all major manufacturers of SCBA personal protective gear, rescue equipment, water delivery equipment and many of the top fire equipment dealers. FAMA is the Fire Apparatus Manufacturers' Association. Members include the major manufacturers of fire apparatus and components that are affixed to or carried upon the apparatus for use in connection with the apparatus performing its firefighting function.

## FDIC International/FAMA Showcase

### Presentation—2015 Apparatus Buying Experience

BY RICHARD D. RILEY

Thank you to the Fire Apparatus Manufacturers' Association and Fire Engineering for their invitation to speak at this year's FDIC International/FAMA Showcase event. It was an honor and a privilege to speak to you about our experiences in purchasing fire apparatus.

The discussion for the session was mediated by our friend Chris Mc Loone of

*Fire Apparatus & Emergency Equipment* magazine. He also presented a number of new innovations and equipment that would be on display on the show floor.

The presentation revolved around the experience that we had in Clearwater, Florida, with the updating and replacing of our aging fire apparatus fleet. This all started in 2005/06 when our Fire Administration approached our City Council and City Manager with short-

anced team of firefighters, drivers, and officers, each with their unique perspective on how the rig should be designed to meet their needs. Tackling the cab size and amenities was first on their list. We viewed a number of different cab sizes, as the committee wanted room for all their PPE, electronics, and map books. They wanted all of this without sacrificing comfort, sight lines, and most importantly safety. They were highly concerned with crash protection, roll-over protection, and airbags that each cab offered, and believed that all this should be standard equipment on fire apparatus.

We looked extensively at all the available body options with our chosen tank size, pump capacity, cab room, and desired wheelbase. Through the knowledge of the manufacturers' engineers and the ingenuity of today's firefighters, some very interesting and functional options were created to enhance each unit's capabilities and storage space. Our group considered all the options we could put on our rig.

An important component in our buying experience was our salesperson. He provided us with all the information we required and answered our many questions without fail. The company's responsiveness and knowledge of the apparatus they sell is a direct reflection of their commitment to education about their products. This knowledge and education goes far in business today where a salesperson can be fact checked in seconds from the palm of the customer's hand on their smartphone. Our salesperson is top notch and dedicated to his product line and customer service.

There were other topics that we touched upon during this session, but these were the top ones covered. Once again, thank you to FAMA for the opportunity. This group builds the best fire apparatus in the world, and those of us who ride in them appreciate your efforts and dedication. ☺



term and long-term plans to purchase apparatus to meet the NFPA standard on front line service and reserve status. We chose not to do a large one-time purchase, but rather to spread our fleet replacement out over a number of years.

One of the first things we did was form a committee to look at what equipment we needed to carry on each type apparatus in order to meet the expected service needs. We then wanted to design our apparatus around each unit's mission. The group was a bal-

## FAMA Technical Committee Meeting Summary

BY WES CHESTNUT

On April 23, 2015, the FAMA Technical Committee meeting was held in conjunction with FDIC. Even though the meeting began before 8:00 a.m., there was an exceptional turnout with 185 representatives from 60 member companies.

Roger “Rog” Lackore (Technical Committee Chair) opened the meeting with the introduction of Wes Chestnut as co-chair. Wes called the meeting to order and progressed through the agenda. There was a slight deviation from the agenda to introduce Sonya Kelly who is taking over for Karen Burnham. Ms. Burnham received a well-deserved thank you for her service, support, and leadership with the Tech Committee. She is, and has been, a great resource for the group.

As the meeting progressed, Rog presented various updates on the on-going work within the committee. The hot topic

is the white paper initiative for each sub-committee. Sub-Committee Chairpersons provided a status reports on their white papers. There appears to be a positive energy towards developing the needed white papers, which will serve as the basis to support the Buyer’s Guide.

Being a part of the Technical Committee and fulfilling the necessary work required takes great commitment and time, as we all have full-time jobs. Each year, one individual is selected to receive the Chairman’s Award for outstanding efforts for contributions made within the committee. This year’s recipient was Doug Miller of Task Force Tips. Congratulations, Doug, and thank you for all your hard work.

With a great turnout at the meeting, we expect to make considerable progress on the white paper initiative, and look forward to seeing the group again at Fire-Rescue International in Atlanta, Georgia. Thanks to all who attended. ☺



From left to right: Roger Lackore, Wes Chestnut, Phil Gerace and Doug Miller

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Steve Toren



# A Review of the Annual Industry and Member Survey Results

BY JASON NAWROCKI

In February of this year, the FAMA Education Committee completed the annual “*Industry Outlook*” survey and reported the results at the Spring FAMA Meeting.

A total of 1,416 Fire Departments participated in this survey. Twenty-five percent of respondents were fire chiefs/commissioners; 19% were company officers and another 19% were firefighters. The Survey was geographically well distributed. Each of the Canadian provinces and US states was represented with the US distribution as follows:

- Pacific West–7%
- West–5%
- Central–9%
- Mid-West–22%
- Mid-South–11%
- Southeast–11%
- Mid Atlantic–21%
- Northeast–14%

Forty-one percent of respondents anticipate making a major purchase during the next fiscal year. This is a slight increase from last year. Of those who anticipate making a purchase, 93% will purchase an apparatus and 74% anticipate purchasing equipment.

### Trends:

The Industry Survey concluded that the top three biggest trends affecting our industry are:

1. Economy/money/lack of funding/budgets; indicated by 29% of participants
2. Reduced manpower/lack of volunteers/membership; indicated by 21%
3. Cost/apparatus replacement/refurbish/upgrade; indicated by 10%

### Funding:

Almost three-fourths of respondents have applied for a grant for equipment and 34% for apparatus. There is an increase in the percentage of respondents applying for equipment grants.

	2014 (n=1,192)	2013 (n=1,280)
Yes, for equipment	72%	66%
Yes, for apparatus	34%	32%
Yes, for other	16%	17%
Yes, for staffing	15%	17%
No	14%	17%
Not sure	5%	8%

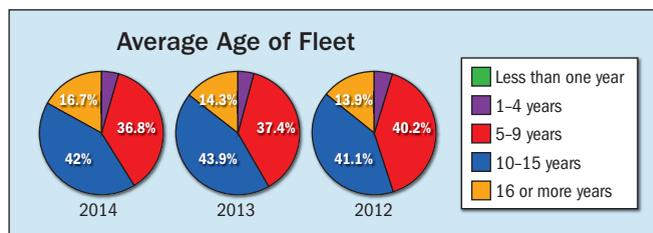
Twenty-four percent of respondents received a grant for equipment during the last two years and 6% received a grant for staffing

	2014 (n=1,192)	2013 (n=1,280)
Yes, for equipment	24%	19%
Yes, for staffing	6%	8%
Yes, for other	4%	4%
Yes, for apparatus	5%	3%
No	61%	62%
Not sure	10%	11%

Three-fourths of apparatus budgets and 85% of equipment budgets are funded by tax revenue. The equipment budget figures are similar to 2013 except that the tax revenue percentage increased, which could be a function of the improving economy. Fundraising, municipal bonds and grants declined for apparatus budgets from 2013 to 2014.

### Average Age of Fleet:

The majority of respondents have a fleet with an average age of five years or more; 17% have a fleet with an average age of 16 years or more.



### Anticipated Purchases / Factors:

Slightly more than four out of ten fire departments anticipate making a major purchase during the next fiscal year; 34% indicated they would not be making a major purchase.

Just less than two-thirds of the departments anticipate purchasing a pumper during the next two years and 25% anticipate purchasing an aerial. In many of the apparatus categories, there is an increase from 2013 to 2104. Safety and quality are the two

	2014 (n=607)	2013 (n=607)	2012 (n=769)	2011 (n=127)
Apparatus	93%	92%	92%	81%
Equipment	74%	67%	76%	77%
Training	47%	40%	44%	46%
Computer hardware/software	43%	33%	36%	47%
Fire station furnishings	28%	26%	25%	31%
Fire station	17%	19%	--	21%
Other	2%	1%	--	--

	2014 (n=565)	2013 (n=441)	2012 (n=614)	2011 (n=225)
Pumper	61%	57%	56%	56%
Aerial	25%	23%	23%	5%
Ambulance transport	21%	18%	18%	20%
Rescue	14%	12%	14%	14%
Wildland	14%	8%	10%	13%
Utility truck	12%	8%	7%	13%
Heavy rescue	8%	6%	7%	7%
Command center	5%	2%	2%	4%
ARFF (Airport Rescue Firefighting)	1%	2%	2%	3%
Tanker	--	--	--	10%
Other	13%	17%	15%	28%

None/don't know/NA/ no/doing fine	48%
Lower cost/funding/grants/ price/financing/ lease/free	22%
Quality control/maintenance	4%
After sale service/work with us/listen/personable/ customer service	4%
Standardize//basic/simple/ stock/mechanical	4%
Newer/better trucks/multi- functional/dependable/reliable	3%
Needs assessment/options/ consider our plans	3%
Clear communication/flexible/ open/ responsive/interaction	2%
Knowledgeable/meet/ inspect/demos	2%
Better design/cab size/basic/ reach/storage/height	2%
Faster delivery/faster repairs/ warranty/stand behind	2%
Detailed/specifics on specs/manuals/info	2%
Innovative/customized/ technology	2%
Other	4%

most important factors in choosing apparatus and equipment. Fuel efficiency and use of alternative fuels are the least important factors in an apparatus/equipment purchase.

#### So how can we help our customers?

Some additional notable observations from the industry survey are: Two thirds of respondents have a current apparatus replacement plan. Two thirds of respondents are interested in equipment with touch screen controls and our customer base responded that they rely heavily on word-of-mouth/colleagues, manufacturer salesperson, and dealership salesperson for their information.

#### FAMA/FEMSA Member Survey

The Education Committee also surveyed the FAMA/FEMSA members (Member Survey) again this year. A total of 87

member companies participated in the survey. The online survey consisted of 26 questions.

#### Summary of Findings

Members are positive about their industry and anticipate growth: increased factory utilizations, increased capital investments, export growth, and an increase in employment levels.

- Members anticipate an increase in their business: 97% anticipate their business will grow over the next three years.
- Eighty-four percent of respondents believe their capital investments will increase over the next three years.
- Eighty-two percent of respondents expect exports to grow over the next three years.
- Ninety percent of members are projecting full-time employment growth over the next three years.

The Education Committee encourages members to go to the FAMA and FEMSA websites and download the survey results in their entirety. This is useful data that can help us listen to our customers, help us improve our companies, and positively impact the industry we serve. ☺

## WELCOME NEW FAMA MEMBERS



### CUSTOM COMPOSITES, LLC

Chris King, Sales Manager  
1018 E. Madison  
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cking@customcomposites.com  
www.customcomposites.com  
Custom Composites manufactures both polypropylene and fiberglass fire apparatus tanks.



### EASTWAY 911

#### EASTWAY 911 EMERGENCY VEHICLES

Andrew Armstrong, President  
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Eastway 911 manufactures firefighting/protection apparatus.



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Skeeter Brush Trucks manufactures firefighting/protection apparatus and rescue/special service vehicles

# TRADESHOW REPORT CARD

BY KEN NIELSEN and SUMMER JOHNSTON

Welcome to our first installment of the FEMSA/FAMA 2015 Trade Show Report Card. In this issue we have the results from Firehouse World. Thank you to Brian Cassell, the new Firehouse World Show Manager, for working with us to bring you this article.

## FIREHOUSE WORLD

**Q:** There were multiple comments about low attendance. What are your plans on improving this for next year?

**A:** It was interesting moving to this side of the equation. It may have to do with the effort the team and I put into bringing attendees, but as I walked the floor, not being able to get down many aisles, I didn't feel that attendance was low at all. As a matter of fact, we saw exhibitor satisfaction with this year's event climb to 85%—a 20% increase over last year's event—so we feel that we are moving in the right direction. That said, we work every year to improve ROI, not only bringing bodies, but bringing the right people. In 2016 you will see the results of Tim Sendelbach's efforts, expanding our relationships in California and the Western US with organizations like the Northern and Southern California Training Officers and the regional Chiefs' Associations. From the

perspective of bringing the "right people," we will build on our successful Apparatus Buying Committee program, putting those attendees with the budgets and interests in buying apparatus in front of the apparatus manufacturers, and broaden that to other product segments.

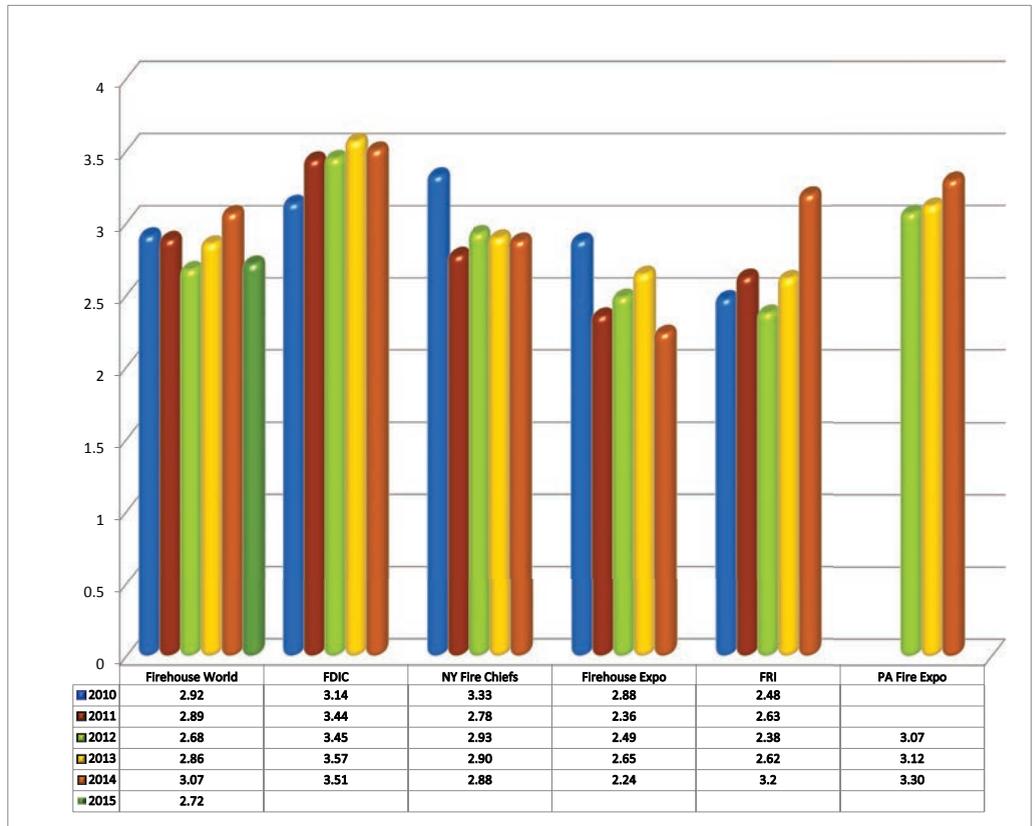
**Q:** Are there any plans to change the show location?

**A:** As Ed always tells me, no option is ever off the table. We will be in San Diego for 2016. The relationships that Tim and I are developing in both the region, as well as the state, should pay dividends beginning in 2016 with more attendees. I've heard the feedback that mid-state would make

sense, however, the model needs to work with a venue that doesn't take advantage of our exhibitors with high rates, a city that is affordable for attendee and exhibitor travel costs, and strong support from the local and regional departments. We have discussed this as part of our Exhibitor Advisory Board meeting and I would encourage any FAMA or FEMSA member representative who would like to join that conversation to reach out to me.

**Q:** Is there discussion about show days and hours? Either changing days or extending hours?

**A:** This year we changed the exhibit hall pattern so both the conference and exhibit



2015 ATTENDANCE RESULTS			
TRADE SHOW	EXHIBITORS	ATTENDEES	FEMSA/FAMA MEMBERS EXHIBITING
FIREHOUSE WORLD	260	3,106	58
FDIC			
NY CHIEFS			
FIREHOUSE EXPO			
FRI			
PA EXPO			

YEARLY GPA							
TRADE SHOW	2010	2011	2012	2013	2014	2015	Ave
FIREHOUSE WORLD	2.92	2.99	2.68	2.86	3.07	2.72	2.87
FDIC	3.14	3.44	3.45	3.57	3.51		3.42
NY CHIEFS	3.33	2.76	2.93	2.90	2.88		2.96
FIREHOUSE EXPO	2.88	2.36	2.49	2.65	2.24		2.52
FRI	2.48	2.63	2.38	2.62	3.2		2.66
PA EXPO	-	-	3.07	3.12	3.3		3.16
<b>Average</b>	<b>2.95</b>	<b>2.84</b>	<b>2.83</b>	<b>2.95</b>	<b>3.03</b>		

hall opened on the same day – Tuesday – and the conference ran an additional day beyond the exhibits closing. Based on the satisfaction levels above, and anecdotal feedback on the floor, it sounds like that decision worked. As far as extending hours, yes, as the attendance increases next year and in future years, we are going to need to provide more time for attendees to get to the exhibit floor – and for exhibitors to engage those attendees. This will start with longer exhibit hours in 2016.

**Q:** *Are there plans for HOT classes next year?*

**A:** As you know, we partnered with the Northern and Southern California Training Officers this year to bring HOT back to Firehouse World after a one-year hiatus. Tim's vision was aggressive, with 16 classes offered initially. Despite having to scale back on some classes, we saw an increase of nearly 70% in the number of students taking HOT classes in 2015 versus the last year we ran it in 2013. Yes, we will continue to grow the HOT offerings at both Firehouse events in 2016 and beyond.

**Q:** *What do you think went well at Firehouse World 2015? What did not go well?*

**A:** What I feel went well was the nearly 70% increase at the HOT classes, the Opening Ceremonies was a packed

room for the first time in recent memory and the conference Tim developed had an increase of over 60% participation. Additionally, we received positive feedback from the exhibitors for moving the show floor opening to the same day as the conference and for running the conference one day longer. The Apparatus Committee program was a success in that we were able to mine and bring over 30 qualified departments to our apparatus customers. I also think the moderated panel discussions that Tim put on the show floor, bringing strong conference content – and those attendees – to the exhibitors worked well based on attendance. Where I think we fell down was the Mechanics Clinic, where we had planned to offer certified sessions to EVTs. Unfortunately we could not bring the content together to make that happen. I also see areas to improve the Buying Committee programs. We offered content on the show floor to the Apparatus Buying Committee attendees, content they had asked for, but the turnout for the sessions was light. We will regroup with those attendees to improve that program, and the model for a similar program for additional product types in 2016.

**Q:** *What will we see new for next year?*

**A:** In 2016 you will continue to see improvements to HOT and the conference. Why this matters to our exhibitors is that we are clear as an organization in our USP,

that being our ability to provide national –and soon international – education to the fire service leaders of today and tomorrow. As we improve that content and the attendance for that content, we improve both the quality and the quantity of the attendees we are providing for our exhibiting companies.

I mentioned that we will offer additional targeted buying programs for specific product types, looking next at SCBA and rescue tools for 2016.

For our exhibitors we have a series of improvements, we are researching with exhibitor input whether to replace the complimentary Lead Retrieval units currently provided to all exhibitors and instead buying out the wireless in the exhibit hall so all exhibitors, and attendees, will have complimentary wireless access. We will also transition the Lead Guarantee program, providing pre-show names per exhibitors request, with a program where we provide each exhibitor with access to the pre-registered attendees who have selected an interest in their product or service. We have also introduced a FAMA/FEMSA space rate for Firehouse World, which allows current members in good standing to enjoy a .50/SF discount on their booth space.

And more telling it like it is, most of you know me, have heard my complaints about the major events in our market, and I will continue to practice what I preach with real numbers, just the facts...and no deals! ☉

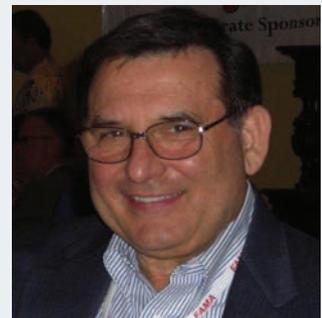
## Happy Retirement, Bob!

The Boards of Directors for FAMA and FEMSA, and their members, congratulate Robert "Bob" Grimaldi on his recent retirement.

In 2015, Bob celebrated 25 years of service to both associations as the Meeting Travel Planner. He worked diligently throughout those years taking care of every detail of FAMA Spring and FEMSA/FAMA Annual/Fall Meetings. He also assisted many members individually with their personal travel planning needs.

In recognition of your exemplary stamina, patience, and dedicated service to FAMA and FEMSA, we thank you, Bob, and wish you and Karen years and years of happiness and good health as you enjoy retirement. We will miss you, but don't forget that you'll always be part of the FAMA/FEMSA family.

Cheers! ☉



## ► FAMA MEMBER



### AMDOR Facility Acquisition and Personnel Appointments

AMDOR recently acquired a facility in Lancaster, NY. Expansion and renovations are currently underway.



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**Gordan Milicic** named Vice President of Manufacturing: Gordan is a highly seasoned manufacturing professional with a professional mechanical engineering degree and military service. He will be responsible for all manufacturing-related activities including U.S. manufacturing operations, and will assist with continuous improvement program and LEAN initiatives.

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**Anthony "Chick" Granito** named Territory Manager (U.S. Northeast): Chick was Vice President of Marketing for a company which supplies tool mounting solutions within the military and emergency vehicle markets. He brings decades of experience within the fire service industry, NFPA and the specialty vehicle market. Chick will focus primarily on the U.S. Northeast region, helping to support the Lancaster, NY location, and is responsible for the further development of the AMDOR, Luma Bar, and ArtLIFT brands.

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**Arnold Post** named Territory Manager (Europe): Arnold most recently was Benelux Sales Manager for Junge, a German truck body manufacturer. He has an extensive background in the field of composite laminates, a wealth of sales experience, and

technical expertise. Arnold is responsible for the further development of the AMDOR and Actual Innomotive brands throughout the European market.

## ► FEMSA MEMBER



### BulEx and LION Announce Changes in Executive Leadership Team, New Role for Founder

BulEx and LION are pleased to announce the following changes in their executive team: Co-founder and President, **Ryan O'Donnell**, transitions into a strategy and business development role; **Leon Timmermans** assumes the role of Division President; and **Craig DeVoe** begins work as BulEx General Manager.

In 2009, BulEx began working with the Netherlands based HAAGEN Fire Training Products. In 2012, BulEx and HAAGEN became one organization under the LION Group known as the Lion Training Resources Group (LTRG). The BulEx brand is utilized in North and South America as well as Australia.

For more information on BulEx, contact them at 888-428-5539 or visit the company website at [www.bullex.com](http://www.bullex.com).

## ► FAMA/FEMSA MEMBER



### Gruber Joins Darley as CFO

**John Gruber** joined Darley on December 30, 2014 as Chief Financial Officer. John will oversee all of the financial functions within Darley. John has previously worked for Federal Signal. He was most



recently with GVW Group, LLC as its Executive Vice President of Finance. John obtained his BS degree from Marquette

University in Accounting and began his career with Deloitte. He subsequently obtained his MBA from Northwestern University and his CPA in the State of Illinois. He has held various senior level finance positions with Federal Signal and Medline as well. John and his family reside in River Forest, IL. In his spare time, John is an avid tennis player and enjoys spending time with his wife, Peggy, and their young children.

## ► FAMA/FEMSA MEMBER



### Elkhart Brass Purchased by Safe Fleet

Elkhart Brass, founded in 1902, was acquired by Safe Fleet on February 25, 2015.

John R. Knox, President and CEO of Safe Fleet, said, "This acquisition supports our vision to be the leading global provider of safety solutions for fleet vehicles. The combination of Elkhart Brass with FRC and FoamPro will enable us to develop integrated systems of monitors, valves, foam proportioning and electronic controls for the global emergency market."

"Safe Fleet is an excellent home for Elkhart Brass, our employees, customers, partners, and suppliers around the world," said Hans Ashbaugh, CEO and Owner of Elkhart Brass. "Although I'm retiring, the remainder of the Elkhart management and organization will continue to run Elkhart Brass. It is business as usual."

Elkhart Brass is the third acquisition for Safe Fleet which was formed in September 2013 when ROM Corporation and SMI Corporation merged. The Safe Fleet portfolio includes ten brands, five of which are leaders within the emergency market: Elkhart Brass, FoamPro, FRC, ROM, and Bustin.

## ► FAMA/FEMSA MEMBER



### Fire Research Corporation Adds and Promotes Personnel

**Thomas Fahrenbach** has joined FRC in the newly created sales position for the European/Middle East product sales for the complete Fire & Emergency Division of Safe Fleet Brands.



As a Regional Sales Manager, Thomas will

be conducting business with OEMs, their dealer networks and end users in growing FRC's market share for the complete product lines under the Fire & Emergency Group lineup.

Thomas brings a wealth of experience to this market from his previous positions with Pentair/FoamPro and Hale Products. He also served 18 years as a volunteer firefighter.

**Tim Schanno** has joined FRC in the newly created position for Asia/Pacific and South America Sales Manager.



In this new position, Tim will give FRC a dedicated manager to develop sales and service growth in this very important market.

Tim has significant fire service-related experience which includes 13 years with Waterous as its Asia Sales Manager.



**Norbe Puroll** has been added to the FRC team as Regional Sales Manager for the Southwest territory.

Norbe brings an extensive fire-related sales background from working as a loose equipment dealer and US Tanker truck sales in the Midwest. He was also a volunteer firefighter and fire academy instructor.

**Bill Brown** has been promoted from Southwest Regional Sales Manager to Industrial Sales Manager for all Fire

Research product lines.

Bill has been with FRC for four years and will be developing new markets for the FRC product lines in Mining, Marine, Oil & Gas, Agricultural, and Industrial markets.



## ► FEMSA MEMBER



### Fire-Dex Announces Formal Consulting Agreement with Bob Keys

Fire-Dex, a leading manufacturer of firefighter protective apparel, announces its formal consulting partnership agreement with **Bob Keys**, FDNY Battalion Chief (Ret.) and Principal at Fire-Research and Development of New York Consulting, LLC. Bob will be assisting METRO Department Sales Manager, Allen Rom, and Fire-Dex with sales efforts at large departments in the US and Canada.

Keys recently retired from a 31-year career with FDNY as a decorated Battalion Chief. During his tenure with FDNY, he held a number of firefighting and leadership positions including Chief in Charge for the Research and Development Unit. While leading the Research and Development Unit, he was responsible for the testing, development, and certification for all new and existing equipment utilized by over 11,000 Firefighters in the FDNY.

Keys is considered an industry expert on the incorporation of new technology into the fire service to improve communication and personnel safety.

## ► FEMSA MEMBER



### Janelle Foskett Named Executive Editor for Firehouse

Firehouse is pleased to announce that **Janelle Foskett** has joined the Firehouse franchise as Executive Editor for *Firehouse* magazine, overseeing the editorial oper-

ations for the print edition in addition to working closely with the web team.

Janelle comes to *Firehouse* with nearly a decade of experience in fire service publishing, previously serving as the managing editor for *FireRescue* magazine.

"Janelle is a gifted editor with impeccable news judgment. Her strong background in the fire service and publishing industry will help to build upon the editorial excellence and relationships that have made *Firehouse* a leading multi-platform educational resource for the fire service," states Timothy E. Sendelbach, *Firehouse* Editor-in-Chief.

"I am honored to have the opportunity to join a first-class team like the one at *Firehouse*," Janelle says. "I am excited about all the possibilities ahead as I assume my new role, and look forward to working closely with all the writers, contributors, editors and others who make this such a fantastic team."

As Janelle transitions into her new position, *Firehouse* also announces that longtime Associate Publisher Jeff Barrington and Managing Editor Elizabeth-Friszell Neroulas decided to step away from their positions to pursue personal passions and interests effective April 1, 2015.

"Jeff and Liz have both been an integral part of the *Firehouse* family—Jeff for 20 years and Liz for 11 years," stated Greg Toritto, Group Publisher. "Their significant contributions to the fire service and *Firehouse* will always be valued and remembered, and we wish them both the best as they enter a new chapter in their lives—Jeff to follow his passion for international travel and Liz to spend more quality time with her husband and three children."

## ► FEMSA MEMBER



### FireShowsReno Announces Name Change to FireShowsWest

FireShowsReno, has expanded its prominence into the 10 western states and announced a new name and logo: FireShowsWest. "We have re-branded the

name to reflect our growing market presence on the West Coast," stated CEO Dayle Wellbrock. "By adding 'West' to the name, it represents more of what our company is about and the demographic area it serves."

The show management team of FireShowsWest has been producing fire service trade shows since 1997 in Reno, NV. All aspects of show management and operations will remain the same.

FireShowsWest is scheduled to be held at the Reno-Sparks Convention Center on October 5-8, 2015 in Reno, NV.

► FEMSA MEMBER



### First Line Technology Expands its Sales Team

First Line Technology expanded its sales team to include an additional sales person, **Colleen Cauley**, a multi-lingual U.S. Army veteran and experienced sales person.

"We couldn't be more pleased to welcome Colleen to the First Line Technology sales team," said Vice President Randy Sakowitz. "The experience she brings to the table will contribute immeasurably to our continued business growth. We look forward to all she has to offer and to many years of working with Colleen."

Colleen Cauley brings a wealth of industry and sales experience to the First Line Technology sales team. A U.S. Army veteran, Colleen came to First Line from Coca-Cola, where she was a Sales Account Manager. She is fluent in Korean and Spanish, and worked as a pastry chef before she got into sales. In her free time, Colleen enjoys baking and spending time with her son.

► FEMSA MEMBER



### 2014 Globe Gear Giveaway Provided 13 Departments with Needed Turnout Gear

Thirteen volunteer fire departments are starting off 2015 with more protection

than they had at this time last year. That is because Globe and DuPont Protection Technologies, in partnership with the National Volunteer Fire Council (NVFC), awarded 52 sets of state-of-the-art Globe turnout gear to departments in need in the 2014 Globe Gear Giveaway program.

Just wrapping up its third year, the Globe Gear Giveaway program has provided 247 sets of turnout gear to 43 departments since launching in 2012. The 13 newest winners each received four sets of gear, significantly enhancing the safety of their firefighters, who previously made do with old, worn, and non-compliant gear that provided less-than-optimal protection.

"There are many volunteer departments that are struggling to make ends meet and provide their firefighters with the best protection possible. We are pleased to work with Globe and DuPont to help some of those departments obtain much-needed gear and enhance the safety of their personnel," said NVFC Chairman Philip C. Stittleburg.

"Volunteer firefighters make a difference in people's lives every day and for that we thank them," said Globe Senior VP of Marketing Rob Freese. "Globe is glad to donate new turnout gear through this program to protect and help keep them safe while they protect others."

Over 500 departments applied for the gear, demonstrating the urgent need for this type of program.

The 2015 Globe Gear Giveaway application period opened in February. Tune in to the NVFC web site at [www.nvfc.org](http://www.nvfc.org) for details.

► FAMA MEMBER



### H.O. Bostrom Promotion and Addition

H.O. Bostrom Company announces the promotion of **Brianna Adams** to Customer Care Manager. In her new role, Brianna will focus on ensuring our customers receive the highest level of quality custom-



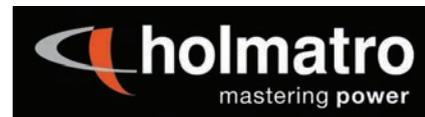
er service through continuous training and development of the customer care and sales specialists. This includes a focus on establishing, implementing and maintaining customer service standards, policies and procedures. Brianna is also a participant on a cross-functional team that addresses and responds to opportunities for product improvement to ensure the on-going advancement of the service and sales process.

**Lea Dawson** is now one of H.O. Bostrom's customer care specialists. Lea



has been in customer service for over 10 years and will focus on responding to customer inquiries, providing technical and troubleshooting information to ensure customer satisfaction and supporting the coordination of company events, including trade show attendance and marketing initiatives. Lea graduated from Alverno University with a degree in business and management and is currently attending Mount Mary College for her Masters in English. In her free time, Lea enjoys reading, traveling and crafting.

► FEMSA MEMBER



### Holmatro Employees Take Initiative, Win Green Award

The Maryland Green Registry has recognized Holmatro for its dedication to improvements and achievements in environmental stewardship. The award highlights Holmatro's solid waste reduction and reuse. The company recycles 100 percent of all waste in its manufacturing process, including the steel and aluminum chips and bar drops, as well as the motor oils, hydraulic oils and coolants.

"This honor is the result of a committed group of employees appropriately deemed 'The Green Team.' They wanted Holmatro

to demonstrate its commitment to the environment, so they voluntarily assembled and kick-started an initiative to adopt sustainable practices across the facility. We couldn't have done it without their leadership and dedication," offered Daniel Reese, President and General Manager—Holmatro USA.

In addition to recycling all its waste in the manufacturing process, Holmatro has reduced its energy consumption over a five year period. As a result of joining the RMI program, the company committed to making upgrades using the Maryland Energy Administration Lawton Loan program. Projected annual savings with the upgrades are approximately 500,000 kWh.

### *Holmatro Welcomes Kelly Tarver as Marketing Manager*

Holmatro, Inc. welcomes **Kelly Tarver** as Marketing Manager, a newly created position, reporting directly to Daniel Reese, President and General Manager, Holmatro USA.

Kelly brings 15 years of professional experience in marketing communications, product marketing, brand management, and sales generation. Prior to joining Holmatro, Kelly held marketing/leadership positions at Hydro Aluminum, Danfoss and Verizon Wireless.

Kelly is responsible for creating and implementing effective marketing strategies and programs, strengthening brand identity, increasing lead generation and overseeing public relations programs.

#### ► FEMSA MEMBER



### **McNeil & Company Recognizes Jacobs-Weber Milestone**

At a sales meeting held recently in conjunction with the FDIC in Indianapolis, Indiana, **Pat Hull** and **Rose Rudolph** (Jacobs-Weber Insurance) were recognized for an insurance company milestone by McNeil & Company Executive Vice President William R. Dixon. Jacobs-Weber is now



the largest writer of business in the FireWatch program, designed nationally for fire equipment and apparatus dealers and fire suppression specialists. Jacob-Weber has been doing business with McNeil & Company since 2005, and also writes fire departments with McNeil & Company in their ESIP program. Jacobs-Weber Insurance has been in business since 1981. Their agency specializes in insurance for the emergency services industry. Congratulations to you both, and we look forward to the future.

#### ► FAMA MEMBER



### **Karen Mellette Changes Companies**

On behalf of the entire staff and family of Sam CARBIS Solutions Group and Alco Lite ladders, we would like to announce that **Karen Miller Mellette** has resigned her role as manager of fire sales in order to pursue her new role as sales manager for Quality Air Tool.

Karen was with Alco Lite a very long time – first as a customer service rep, then as a manager, and finally as manager of fire sales. She has been a wonderful asset to our family. We are certain that all of her friends in the fire service join us in wishing her well in her new career.

#### ► FEMSA MEMBER



### **NFFF Raised \$61,000**

The National Fallen Firefighters Foundation (NFFF) raised \$61,000 during its 2014 end-of-year giving campaign. Each of the 107

firefighters who died in the line of duty in 2013 and previous years were honored at the National Fallen Firefighters Memorial Service.

NFFF assisted 538 family members in attending the National Fallen Firefighters Memorial Service and Memorial Weekend activities. Additionally, 41 children of fallen firefighters attended a weekend bereavement camp.

While the rest of the world moves on, family members of fallen firefighters must figure out how to live without their loved one. NFFF provides families and co-workers with peer support and grief resources to help during their most difficult time.

NFFF's Mission: To honor and remember America's fallen fire heroes and to provide resources to assist their survivors in rebuilding their lives and work within the Fire Service Community to prevent firefighter deaths and injuries.

#### ► FEMSA MEMBER



### **PennWell Marketing Solutions Announces New Creative Director**

PennWell Marketing Solutions has expanded its team, hiring **Liz Stubbs** as Creative Director.

Liz Stubbs comes to the team as a veteran graphic artist and web developer, with over 12 years of professional experience. In her career, Liz has created corporate identities, developed brands (including logos and marketing materials), and designed over 250 websites.

In this new position, Liz will work with the Marketing Solutions team and their clients to develop branding, campaigns, print materials, and websites.

"We are thrilled to have Liz on board. Her experience and creativity will truly be an asset and will contribute to our continued business growth," said Paul Andrews, Vice President of PennWell Marketing Solutions.



## ► FAMA MEMBER



### Rosenbauer America Continues to Expand

Rosenbauer America has made significant expansions in the previous 12 months and has plans to expand further still in the near future. The first expansion added an additional 22,000 sq. ft. of assem-



bly space, as well as a new, top-of-the-line laser. Another project added more than 30,000 sq. ft. of production space, an additional paint booth, and an expanded parking lot for truck testing. A third expansion is planned for late 2015 at the Rosenbauer Motors Division to add approximately 30,000 sq. ft. of chassis production space. The goal of all of these expansions and improvements is to better serve customers and dealers well into the future.

## ► FEMSA MEMBER

### Safety Components, Inc.

Safety Components, Inc. (SCI) is pleased to announce the addition of **Jamie Martin** to its Fire Service sales and marketing team as Sales and Marketing Representative. Jamie has been with Safety Components since



2011 as a member of the Outdoor Products division. Jamie will be responsible for supporting garment manufacturers, distributors and end-use customers in the expansion of SCI fabrics for use in structural firefighting, wildland, USAR and station wear garments.

## ► FAMA/FEMSA MEMBER



### Task Force Tips, Inc.

**Jeff Hicks** joined Task Force Tips as Western Regional Manager in March. Hicks has a decades-long career in educating, training, and managing teams of sales and marketing professionals. He has also spent countless hours doing hands-on hydraulics training and water demonstrations at fire departments and training facilities across the western region.

## ► FAMA MEMBER



### USSC Organization Announcement

#### Deanna McGough

joined the USSC Valor team in January 2015 as a Marketing Specialist. Deanna graduated from Bloomsburg University with a degree in Business Management with emphasis in Human Resources. Deanna brings enthusiasm and a great attitude to her daily work, and has already become a member of the FAMA Marketing Committee. At USSC, Deanna will be responsible for trade show prep, marketing the Valor product line and supporting the Valor team.



## ► FEMSA MEMBER



### Veridian Fire Protective Gear adds Kirk Owen as Regional Sales Manager

**Kirk H. Owen** has joined Veridian Fire Protective Gear in support of its growing regional and national account base.

Kirk brings over 30 years of fire service industry experience to the organization including 8 years with TenCate Protective Fabrics and 30 years with the Plano (TX) Fire Department, from which he retired as Assistant Chief.

Kirk was active on the National Fire Protection Association (NFPA) Structural and Proximity Fire Fighting Protective Clothing and Equipment Technical Committee for 16 years, including 10 years as chairman.

## ► FAMA/FEMSA MEMBER



WATERAX Inc. announces the addition of **Michael Purvis** as Regional Sales Manager, SE/NE USA, reporting directly to Chris Efta, National Sales Manager.



Michael is a well-rounded sales professional with over 14 years of experience in regional sales management within the fire industry, specifically fire pump manufacturers. He is also fluent in Spanish, and previously was responsible for overseeing the Latin American market for Hale Products.

Michael has worked closely with numerous OEMs and fire equipment dealers, and has maintained an uncompromised commitment to customer service balanced by the highest degree of integrity in every relationship.

"We are proud to welcome Mike as part of our WATERAX family, and look forward to leveraging his industry knowledge and know-how to better service our US customer base," said Marcello Iacovella, Waterax VP of Sales and Business Development. ☉

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FAMA/FEMSA NEWS

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## 2015 FIRE SERVICE EVENTS

June 20-25  
**Maryland State  
 Fireman's Association**  
 Ocean City, MD  
[msfa.org](http://msfa.org)

June 22-25  
**Metro Chiefs**  
 Chicago, IL  
[www.nfpa.org](http://www.nfpa.org)

June 22-25  
**NFPA Conference & Expo**  
 Chicago, IL  
[nfpa.org](http://nfpa.org)

June 22-26  
**Florida Association of  
 Special Districts Conf.**  
 Ponte Vedra Beach, FL  
[fasd.com](http://fasd.com)

June 25-27  
**Illinois Association of  
 Fire Protection Districts**  
 Peoria, IL  
[iafpd.org](http://iafpd.org)

June 25-28  
**Wisconsin Chiefs Conference**  
 Milwaukee, WI  
[wsfca.com](http://wsfca.com)

June 25-28  
**Michigan State Fireman's  
 Assoc. Conf.**  
 Alpena, MI  
[msfassoc.org](http://msfassoc.org)

June 26-27  
**NEAFC Fire, Rescue, EMS**  
 West Springfield, MA  
[nefireexpo.com](http://nefireexpo.com)

June 26-28  
**Louisiana State  
 Fireman's Association**  
 New Iberia, LA  
[lsfa.net](http://lsfa.net)

July 5-7  
**Maritime Fire Chiefs  
 Conference**  
 Summerside, NS  
[mfca.ca](http://mfca.ca)

July 16-18  
**Firehouse Expo**  
 Baltimore, MD  
[firehouseexpo.com](http://firehouseexpo.com)

July 16-19  
**Ohio Fire Chiefs and  
 Firefighters Convnention**  
 Columbus, OH  
[ohiofirechiefs.com](http://ohiofirechiefs.com)

July 19-24  
**Texas A&M Municipal  
 Fire School**  
 College Station, TX  
[teex.com](http://teex.com)

August 12-15  
**South Atlantic Fire Expo**  
 Raleigh, NC  
[southatlanticfirerescueexpo.com](http://southatlanticfirerescueexpo.com)

August 22-23  
**Kentucky Assoc. of  
 Fire Chiefs Conf.**  
 Bowling Green, KY  
[kychiefs.com](http://kychiefs.com)

August 26-29  
**IAFC Fire-Rescue  
 International (FRI)**  
 Atlanta, GA  
[iafc.org/fri](http://iafc.org/fri)

August 27  
**FAMA Technical  
 Committee Meeting**  
 Atlanta, GA  
[fama.org/781-334-2911](http://fama.org/781-334-2911)

September 8-11  
**Continuing Challenge  
 HazMat Conference**  
 Sacramento, CA  
[hazmat.org](http://hazmat.org)

September 8-13  
**Arizona Fire School**  
 Mesa, AZ  
[azfiretraining.org](http://azfiretraining.org)

September 13-17  
**EMS World Expo**  
 Las Vegas, NV  
[emsworldexpo.com](http://emsworldexpo.com)

September 15-19  
**Georgia Fire Service  
 Conference**  
 Jekyll Island, GA  
[gsffa.org/annual-conference](http://gsffa.org/annual-conference)

September 18-20  
**New Jersey State  
 Firemen's Convention**  
 Wildwood, NJ  
[njfireexpo.com](http://njfireexpo.com)

September 20-24  
**Fire Rescue Canada**  
 Victoria, BC  
[cafc.ca](http://cafc.ca)

September 21-25  
**FDSOA Annual  
 Safety Forum**  
 Ft. Lauderdale, FL  
[fdsoainfo@gmail.com](mailto:fdsoainfo@gmail.com)

September 22-25  
**Texas Municipal League**  
 San Antonio, TX  
[tml.org](http://tml.org)

September 24-25  
**Ohio Fire & EMS Expo**  
 Columbus, OH  
[ohiofireexpo.com](http://ohiofireexpo.com)

September/Oct 30 - 2  
**FAMA/FEMSA Fall Meeting**  
 Baltimore, MD  
[fama.org](http://fama.org)

October 1-3  
**Manitoba Emergency  
 Services Conference**  
 Brandon, MB  
[firecomm.gov.mb.ca](http://firecomm.gov.mb.ca)

October 2-4  
**NFFF Memorial Weekend**  
 Emmitsburg, MD  
[firehero.org](http://firehero.org)

October 5-7  
**Fire India**  
 New Delhi, India  
[fire-india.com](http://fire-india.com)

October 5-8  
**FireShowsReno**  
 Reno, NV  
[fireshowsrreno.com](http://fireshowsrreno.com)

October 11-14  
**Illinois Fire Chief's  
 Association**  
 Peoria, IL  
[illinoisfirechiefs.org](http://illinoisfirechiefs.org)

October 20-23  
**China Fire**  
 Beijing, China

October 22-24  
**Washington Fire  
 Commissioners**  
 Tulalip, WA  
[wfca.wa.gov](http://wfca.wa.gov)

November 12-15  
**Volunteer & Combination  
 Officers' Symposium**  
 Clearwater Beach, FL  
[iafc.org/VCOSSymposium](http://iafc.org/VCOSSymposium)