



STANDING TOGETHER

IN A CRISIS



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

NEWS | SUMMER | 2020



First Arriving is the official newsletter partner of FAMA/FEMSA News

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By James Long
FEMSA President
2020

Going into 2020, I had a sneaking suspicion this was going to be a memorable year.

“Twenty - Twenty” had such a magical ring signifying vision, clarity and focus. Major events were also lining up including the summer Olympics, U.S. Presidential elections, Interschutz in Germany and on a personal level, my youngest child’s graduation from college. So much for the best laid plans.

While 2020 always sounded like a time in the distant future, I have taken inspiration from leaders who are looking to the past for ways to navigate the future through these uncharted waters. Many of us have turned to the history books for lessons from the Spanish Flu of 1918, economics of the Great Depression or the Stockdale Paradox.

The advice offered from Admiral Jim Stockdale, a Hanoi Hilton prisoner-of-war during the Vietnam War, is that we all need to keep a positive perspective. We will survive and come out stronger regardless of the difficulties, but at the same time, we need a reality check to be able to understand and confront the serious challenges we all are facing.

I could not be prouder of our FEMSA board for their willingness to step up

and ensure our members stay informed with COVID-19 updates, best business practices, CDC guidelines, webinars and legislative news. Since March, we have released more than 35 digital newsletters and posted over 150 reference documents on FEMSA.org in a special COVID-19 section of the website. A tip of my hat goes to the Marketing Committee of Jenny Surovey, Derek Roy and Cynthia Leighton for their marketing and communication leadership.

FEMSA continues to look for new ways to engage our members and on June 2, we sponsored a free webinar with Anirban Basu, CEO of Sage Policy Group, Inc. If you missed his insights on the impact of COVID on our economy, a download of his presentation is available on FEMSA.org in the members only section. Based on the incredibly positive comments from our members, we hope to deliver more educational webinars to you in the upcoming months. A special thanks goes to the Education and Marketing Committees of Bryan Bolden, Catalina Ciobanu, Jenny Surovey, Derek Roy and Cynthia Leighton for their leadership in bringing this first FEMSA webinar to you.

Once the FEMSA/FAMA 2019 Conference concluded in Toronto last October, our Planning Committee under the leadership of David Russell and Crosby Grindle began work on New Orleans 2020. Hotel contracts were signed, speakers were selected, marketing decisions were made and just before we were ready to launch registration, we pulled back on the reigns. Your Board weighed the pros and cons of cancelling an event that wasn’t scheduled to take place for another six months and with binding contracts in place. Despite all the hard

work that went into planning this event, I’m comfortable with our decision not to host an in-person conference this year. In its place, we are working on a virtual business meeting along with additional presentations for later this fall.

Cynthia Leighton, who has admirably served the FEMSA Board of Directors as the Administrator for the past two years, announced her plans to move on to other challenges this summer. We will miss her passion for the fire service, innovative new ideas to provide member value and dedication to FEMSA. We appreciate her desire to spend more time with her family, particularly her 18-month-old granddaughter.

Her shoes will be filled by First Arriving, LLC who will assume the FEMSA Administrator responsibilities. First Arriving brings a wealth of talented resources to support our multi-functional needs and will help us grow through new technology and marketing applications and platforms. Nicole Newville will continue to be our Project Manager and main point of contact, joined by Shannon Gilliland, VP of Business Development, formerly with the IAFC.

I would also like to thank all the first responders for their selfless dedication especially during the COVID-19 pandemic.

It is impossible for me to close out this letter without reflecting on the unrest in our nation today due to discrimination and social inequality. I encourage the fire service community, as well as both FEMSA and FAMA member companies, to step up and ensure that we truly represent the diversity found in our great nation. 🇺🇸

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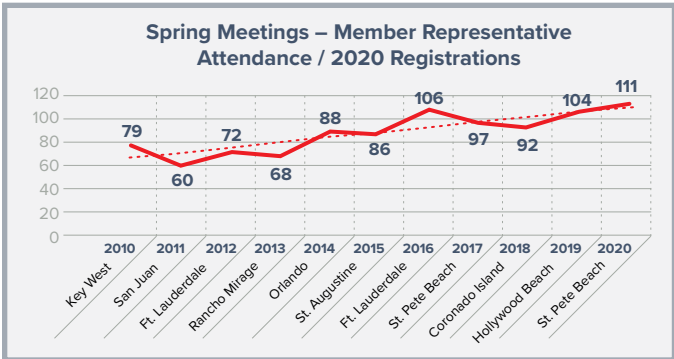


It has been a whirlwind first half of the year as your FAMA Board President. Even with the challenges of the COVID-19 crisis, it is a great honor to serve the members of FAMA.

I want to take a moment to recognize Bev Lowery and thank her for the many years of service she has provided to FAMA. Due to employment changes, Bev is currently unable to serve on the Board and maintain her position of Vice-President. It has been a pleasure to get to know Bev and work with her over the last 10 years. I hope that she finds her way back into our industry and FAMA. In addition, as Board President, I am very thankful and appreciative that David Durstine, Past-President, kindly agreed to fill Bev's term on the Board.

This is typically where I would give a great recap of our Spring Meeting and give a promo to sign up for the Fall Meeting. Unfortunately, 2020 had different plans. Faced with the reality of COVID-19 we were forced to keep our distance and cancel both meetings. Even with this crisis, I am pleased with the work of our board and our committees. I want to share with you an update on the Board's Key Performance Indicators (KPI) put in place last November to track our success towards what we feel are the key objectives for the Board and the organization. From my review, I think we are succeeding during the crisis.

The first goal is to bring industry leaders

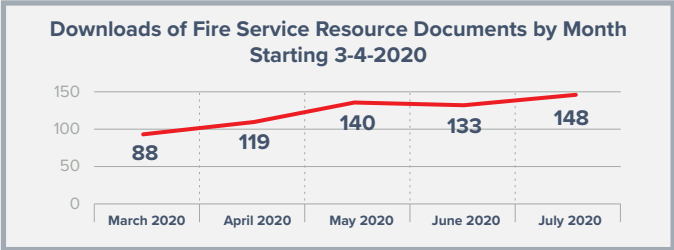


together and discuss opportunities and challenges facing our organizations and the industry. The measurement for this KPI is the number of member representatives in attendance at our Spring Meetings. Prior to the event cancellation we had 111 members registered to attend the meeting in St. Pete Beach. This is highest number in ten years. As you can see from the chart, it has been a steady upward trend, as past Boards and Meeting Planning Committees have done a great job at making the meeting of value to our members. Although the meeting had to be canceled, I would say as a Board we met our objective by setting a new standard for the Spring Meeting.

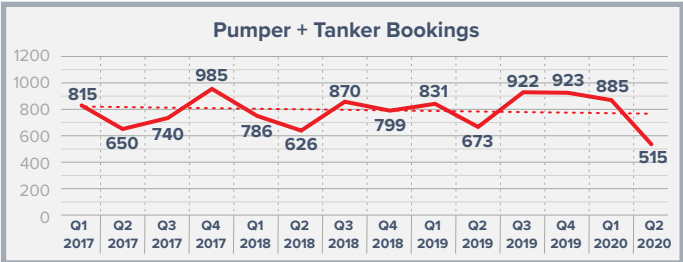
Our second objective is to provide our members with actionable market data to help guide business decisions. We currently do this by providing booking and shipping statistics by apparatus type each quarter, conducting industry outlook surveys with the fire service, and most recently partnering with Sage Policy Group to develop the next report, The Fire Apparatus Industry - An Update V3. To see how well we are doing, we will initiate a survey of our members to determine the value of the market information provided and track that score yearly in order to monitor and adjust as required.

Another objective was to increase FAMA's visibility as a resource to the fire service. Our committees have produced a lot of excellent information to ensure safety in the fire service. It is the Board's responsibility to ensure the information is distributed to the fire

service. We chose to track our success by looking at the number of downloads of the Buyer's Guides from the FAMA website. We started collecting the download data in early March, which corresponded with beginning to promote the Buyer's Guides via e-blasts distributed by Clarion Fire & Rescue Group. As you can see the numbers have increased since March.



Our final objective is of course the promotion and sales of new fire apparatus. We determined the combined tanker and pumper sales by quarter to be the best baseline statistic to determine our success towards meeting this objective. As you can see the numbers have been relatively flat over the last 3 years until 2nd quarter 2020, where the affects of COVID-19



are obvious. Beyond educating the fire service regarding apparatus safety, our main course of action towards this goal is through the GAC, supporting the continuation and growth of AFG and SAFER. An initiative that was postponed due to COVID-19 was to meet with the Grants Office to further understand the distribution process and how the organization can ensure more money is directed towards the purchase of new fire apparatus.

I am disappointed that I was not able to share this information with you in person and look forward to the next time we will meet. I hope that the next Board will continue with the progress made in defining our key performance metrics and how each Committee and Board Member can contribute towards meeting our objectives.

For now, I wish you all the best and much success in beating the crisis. 🙏

Welcome New FEMSA Members



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AAH Acquisition LLC, DBA Snap-Tite Hose, is a lay flat woven hose manufacturer in Erie, Pennsylvania, and Wexford, Ireland. We operate a hose finishing facility in Burlington, North Carolina and employ 195 employees worldwide. We sell premium U.S. made hoses under Snap-Tite Hose, PONN, National Fire Hose products, and value-priced hose under Firequip by Snap-Tite Hose brand. We recently rebranded as Snap-Tite Hose to expand our product offerings and be able to service more clients with a wider variety of quality sourced hose products. With many hose brands under our product portfolio, we can create customized water flow solutions for customers in industries such as municipal, industrial, oil, gas, agriculture, forestry, military, and more.



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Atlantic Emergency Solutions is a leading supplier of apparatus and equipment to the fire and emergency services market in the mid-Atlantic region. Atlantic operates a total of thirteen fully staffed service centers throughout our geographic region to offer ongoing service to our customers after the sale. Atlantic maintains a staff of certified Emergency Vehicle Technicians including several Master Technicians to comply with all DOT and NFPA standards and provide service and repairs to our customers. Atlantic represents several premier apparatus brands including Pierce Manufacturing, Road Rescue, and Wheeled Coach and over three hundred equipment brands including Scott Safety, Blowhard, Akron, Elkhart, TFT, Innotex, and Key Hose. Atlantic maintains exclusive distribution rights for many manufacturers within certain geographic regions and maintains strong relationships with all of our vendors.



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Westnet, Inc.'s First-In Fire Station Alerting is a state-of-the-art system designed for use in small, large, military, ARFF, career or volunteer

fire stations. It can be activated via Computer Aided Dispatch, IP, network, radio system or pagers. First-In is used to assist departments in meeting NFPA 1221, 1710 and 1720 by monitoring alerting functions, lowering on-scene response times, improving firefighter health and safety and providing critical information to responding crews. First-In's Dynamic Audio Technology automatically adjusts speaker audio levels' fluctuating noise for clear dispatch transmissions received in the fire station. Westnet, Inc. has been providing leading edge dispatch and alerting products for over 26 years.

Welcome New FAMA Members



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Acres Industries Inc. manufactures emergency vehicles. The company is located in Manitoba and serves the Canadian market. Our product line includes tenders, engines, rescues, and wildland emergency vehicles. The Acres apparatus model is built with proprietary extruded aluminum profiles which offer "a lifetime of service."



General Truck Body
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General Truck Body (GTB) is a fourth generation, woman-owned and operated, custom fabrication and equipment distributor, headquartered in Houston, Texas. Additional offices are in Arlington, TX and Louisville, KY. The First Responder and Government Division is also in Houston. GTB's First Responder and Government Division has been at the forefront of developing and delivering one of a kind mobile solution concepts to customers all over the world. Over the last half decade, GTB has supplied specialty (Fire, EMS, Law Enforcement) apparatus to different local, state, and federal government agencies. Utilizing seasoned sales representatives, talented engineers, and factory trained production staff, GTB is ready to facilitate the highest quality equipment and service to meet the needs of our customers.



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Link Suspensions of Canada develops and manufactures a variety of suspension systems specially engineered to address the unique needs of Fire and Rescue vehicles. Our premium air suspensions are designed to increase your carrying capacity, protect your investment, and give your drivers greater control and maximum comfort. Link's single or tandem-drive suspensions safeguard your investment and protect your crew with the stability you need and the ride you want.



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TOMAR has proudly protected those who protect us through innovative warning, illumination, and preemption solutions. Founded in Chicago in 1969 and now headquartered in Gilbert, Arizona, TOMAR is a pioneering family owned and run business providing warning solutions across the globe serving government, public, and private communities. TOMAR is committed to protecting people, property, the environment, and budgets by enhancing each community's Envelope of Safety. From product development to delivery, TOMAR continues to increase value by improving manufacturing efficiencies, preserving quality standards, and honoring the environment synonymous with the TOMAR name. The TOMAR staff, partners, and family are humbled to celebrate over 50 years of life-saving technology through intensive research and highly efficient designs.



Emergency Fire Equipment
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Established in 1986, Emergency Fire Equipment, also known as E-Fire, is a family-owned fire and rescue equipment supplier serving Kansas, Oklahoma and beyond. We specialize in building wildland firefighting trucks and equipment, but also offer sales and service for fire apparatus from two locations in Kansas. E-Fire carries a large inventory of foam and components from Hale, Class 1, Whelen, Bauer, Zico, Key Hose, and more.

Home Days Build Valuable Relationships

by David Durstine



Over the past several years, FAMA and FEMSA member companies have had a wide variety of Home Day events take place across the country. Through these events, FAMA and FEMSA member companies have begun to forge strong relationships with their Congressional Representatives and key Congressional staff. These relationships are the key to reinforce the importance of our concern for ongoing federal support for the safety of first responders and the vitality of our businesses within the community. It is extremely important for your company to establish relations with your congressional offices. If you already have a relationship with them, now is the time to renew them, as Congress annually at this time makes important decisions on future appropriations with key FAMA and FEMSA priorities. Remember the old adage: "Out of sight, out of mind." We cannot assume that the strong congressional support we have enjoyed in the past will continue in today's pandemic era with massive federal deficits, political

gridlock, and significant change.

The GAC and I strongly encourage all member companies to visit with your local congressional delegation and staff sharing first-hand the importance of your company to your congressional district and state. A Home Day event, as has traditionally been conducted, may be a bit difficult in these current COVID times, but it doesn't have to be! A simple individual telephone conversation or a virtual video meeting is all you need to initiate or further forge relationships with your delegates and their staff.

I also feel it is important to emphasize the critical role staffers play in this political world. A meeting with them in many cases is more impactful than a call or a meeting with the congressional delegate themselves. The staffers are the worker bees behind the scenes gathering and building the details and cases for the delegates. Remember, when you see the Members of Congress on the House or Senate floors speaking intelligently (and yes, I use this word vaguely in this refer-

ence) on an issue, in most cases the details they are reporting were created and formulated by their staffs.

In order to help facilitate Home Day activities in whatever form this year, the GAC has prepared a Home Day toolkit to help guide you, which is available for download on the FAMA/FEMSA GAC website (<https://www.famafemsagac.org/wp-content/uploads/2020/06/2020-Home-Day-Toolkit-Final-6-18-2020.pdf>).

The GAC members and I are always here to help answer questions or provide insight for your next Home Day event or congressional meeting. The relationships we have all created have been instrumental in our success over the past few years and, even more importantly, over the past few COVID months. Please do your part to contribute and schedule your next meeting or call with a delegate or their staff today. ●

Illinois Fire Service Home Day Webinar

by Paul Darley

The 15th Annual Illinois Home Day was hosted virtually on June 4th. Fire service leaders shared their insights about the affects of COVID-19 on the Illinois Fire Service, including the legislative impact, grants currently available, and what this funding means to the fire service.

This event was sponsored by the Metropolitan Fire Chiefs Association of Illinois, which has partnered with the Fire Apparatus Manufacturers' Association (FAMA) and the Fire and Emergency Manufacturers and Services Association (FEMSA). The Metropolitan Fire Chiefs Association has also formed alliances with the Illinois Fire Chiefs Association, Mutual Aid Box Alarm System (MABAS), International Association of Fire Chiefs

(IAFC), the National Volunteer Fire Council (NVFC), and the Congressional Fire Services Institute (CFSI). ●

Focus:

- How is the COVID-19 pandemic affecting the Illinois Fire Service?
- What are the U.S. legislative issues impacting the fire service?
- What grants are currently available?
- What's ahead for our first responders?

Speakers Included:

Keynote:

Mike Bost, U.S. Congressman, Co-Chair, Congressional Fire Services Caucus

Greg Earle, President, Illinois Fire Chiefs Association

Glenn Ericksen, Chief Executive Officer, Mutual Aid Box Alarm System (MABAS)

Thomas Styczynski, President, Metropolitan Fire Chiefs Association

Matt Perez, Illinois State Fire Marshal

Royal Mortenson (Col. Ret.), Director, Illinois Fire Service Institute



Ward Diesel Filter Systems Hosts Two Home Day Events

On May 14, Scott Beecher of Ward Diesel Filter Systems welcomed Congressman Tom Reed, along with New York State Senator Tom O'Mara, New York State Assemblymen Chris Friend and Paul Palmesano, to Ward Diesel's facility in Horseheads, NY.

After a tour, the Congressman held a press conference and discussed plans to reopen the state of New York and the country. Ward Diesel Filter Systems, an essential business, has maintained operations throughout the pandemic and continues to function at 100% to support the health and safety of our first responders. This was a unique opportunity to advocate for the fire service with our government officials.

On July 15, Ward Diesel Filter Systems hosted US Senate Minority Leader Charles Schumer. During his visit, Senator Schumer unveiled his push to provide much-needed federal funding for small businesses. The Prioritized Paycheck Protection Program Act (P4), would provide much-needed relief to small business owners by extending the

PPP loan period to the end of the year. P4 also provides an optional second PPP loan for eligible small businesses that are in need of additional assistance to survive.

"The original PPP funds enabled us to retain all of our employees, despite a slow-down in business related to the pandemic. Keeping those employees allowed us to shift operations to make face shields for first responders and continue to serve the Fire and EMS community," said Scott Beecher, President/Owner, Ward Diesel Filter Systems.

Per Senator Schumer, "Everyone wants small businesses to reopen, but the federal government must do more if that's going to be possible. We need to do even more for businesses hardest-hit by the pandemic, making loans more accessible for small businesses and nonprofits that are struggling the most."

Schumer's visit to Ward Diesel Filter Systems was held one week before the US Senate considered the new P4 plan. ●



Report from the Congressional Fire Services Institute

by Bill Webb



Canceling the 32nd Annual National Fire and Emergency Services Symposium and Dinner was undoubtedly a setback for the Congressional Fire Services Institute (CFSI). The event is our major fundraising program of the year, which enables us to maintain an active presence on Capitol Hill educating members of Congress about the needs of our nation's firefighters and emergency services personnel. Like every other organization or business that has suffered from the pandemic's financial impact, we will do what we can to sustain the organization during these difficult times while continuing to serve our mission.

CFSI remains actively engaged on Capitol Hill advocating for increased federal support of our firefighters and emergency services personnel. We have been calling for additional

funding and certain waivers for the AFG and SAFER programs. We have been supporting efforts to ensure that first responders who succumb to COVID-19 are eligible for the Public Safety Officers Benefits Program, and other efforts to prevent the auction of spectrum in the T-Band. We have also been asking Congress to support legislation that will provide economic incentives to help volunteer fire and emergency services departments with recruitment and retention programs.

The theme of the 2020 symposium and dinner would have been "Recognizing Our Nation's All-Hazards Firefighters." Fighting fires will always be the primary role of the fire and emergency services, but the role continues to evolve with the existential threats of pandemics and natural and manmade disasters. These threats necessitate the increased level of training and additional equipment our firefighters and emergency services

personnel need to perform their work safely and effectively. Moving forward, this is the message we must continue delivering to our federal legislators.

As we wait to see what the rest of 2020 has in store, we extend appreciation to FEMSA and FAMA for your support of CFSI. We also want to recognize your members for their commitment to the health and safety of our firefighters and emergency services personnel. Stay safe during these challenging times.

As a privately funded organization, the cancellation of the 2020 CFSI Symposium and Dinner has caused a significant financial setback. Please help CFSI sustain their mission by making a contribution to the Associates Club Program. Visit www.cfsi.org and click "Ways to Support."

CARES Act Provides \$100 Million in Assistance to Firefighters Grants

By Corey Carlson, GAC Member



The Coronavirus Aid, Relief, and Economic Security Act ("CARES Act") provides \$100 million in the Fiscal Year (FY) 2020 Assistance to Firefighters Grants Program - COVID-19 Supplemental (AFG-S) funds for the purchase of personal protective equipment (PPE) and related supplies for our nation's first responders.

Fire departments, nonaffiliated emergency medical service (NAEMS) organizations, and State Fire Training Academies (SFTAs) were eligible to apply. The application period opened on April 28th and closed on May 15, 2020. AFG-S funds can be used to reimburse for eligible PPE purchased after Jan. 1, 2020. All activities under this solicitation are limited to the purchase of PPE and related supplies to prevent, prepare

for, and respond to the COVID-19 public health emergency. Specific high priority items include: eye protection, isolation gowns, protective coveralls, gloves, footwear covers, respirators and surgical type face masks.

AFG-S applications are reviewed through a multi-phase process. All applications are electronically pre-scored and ranked based on how well they align with the funding priorities outlined in the Notice of Funding Opportunity (NOFO). Applications with the highest pre-score rankings are then scored competitively by (no less than three) members of a Peer Reviewer Panel. Applications will also be evaluated through a series of internal FEMA review processes for completeness, adherence to programmatic guidelines, technical feasibility, and anticipated effectiveness of the proposed project(s).

It is expected that 1,000 awards will be granted. As of August 19th, 866 awards have been announced for a total of \$43.2 million. **A list of the awards can be found at:** <https://www.fema.gov/grants/preparedness/firefighters/assistance-grants#awards>.

On August 10, the Federal Emergency Management Agency announced that it will provide an additional opportunity for volunteer and combination fire departments to apply for funding under the FY 2020 Assistance to Firefighters Grant COVID-19 Supplemental (AFG-S) program to help agencies purchase personal protective equipment and other supplies to support COVID-19 response.



Doing Our Part in a Time of National Crisis

by Dave Gatton and John Granby



Since we last met the world has been turned upside down by a perfect storm: the Coronavirus global pandemic, the deepest economic crisis since the Great Depression, and civil protest calling for police reform and racial justice.



Any one of these events would have been challenging, but all three at once, or at least sequentially, required us to be at our best, especially in the fire service and our industry that helps first responders save lives.

As an industry, we met the call as essential businesses continue making critical first responder equipment and apparatus. But nothing goes without the need to maneuver bureaucracy during a national crisis. So your FAMA/FEMSA GAC went into full gear to make sure that DHS guidance in fact listed our critical industry as essential. We were successful, with a lot of work by your GAC behind the scenes to get the necessary language.

As Congress began to respond to the incredible economic fallout of the Coronavirus, your GAC monitored and conveyed information on the various programs available to small businesses and their employees, including the Paycheck Protection Program – providing forgiv-

able loans to employers with fewer than 500 employees. The GAC also provided information on additional programs that provide small business tax credits to help businesses maintain payroll.

One large concern for FAMA/FEMSA members is the fiscal condition of our primary customers, state and local governments and their agencies. Local governments are expected to experience nearly a \$500 billion shortfall over the next two years; state governments are projected to experience a \$650 billion shortfall over the next three years. This means that many capital budgets and operating budgets will be frozen, possibly leading to fewer purchases of equipment and apparatus.

The latest stimulus law passed by Congress contained \$150 billion in State and local assistance, administered by the Treasury through its Coronavirus Relief Fund. But these funds only go directly to states and local jurisdictions over 500,000 in population and cannot be used for revenue replacement.

In May, the House passed its next phase of COVID stimulus, its HEROES bill, that includes \$375 billion in local fiscal assistance evenly divided between cities and counties. These funds can be used for revenue short falls. The HEROES bill also includes \$500 million for AFG, but limited to COVID-19 expenses, and \$500 million for SAFER. But the Senate will be a much

tougher haul, with some senators skeptical of any form of additional fiscal assistance. Still, the Senate Majority wants liability protections for reopening businesses, and there is growing consensus that an agreement could be reached in late July or early August.

In the meantime, the regular FY 2021 appropriations process will begin soon in the House. Your FAMA/FEMSA GAC has met with House Appropriations DHS Subcommittee staff to convey the Fire Service Coalition “asks” for FY 2021--\$405 million for each of AFG and SAFER; \$50.7 million for the U.S. Fire Administration and \$50.7 million for the Urban Search and Rescue system.

In a crisis year, it is important that we keep our eye on the ball, and make sure we do not lose sight of the regular appropriations process. Please contact your Congressional delegations to express your support for our key programs. The FAMA/FEMSA GAC Key Messages (below) and supporting documents can be found on our website. (https://www.famafemsagac.org/home-day/#home_day_resources)

As an industry who supports first responders, we must make sure we do our part to preserve these programs as our customers, the fire and emergency response personnel, do their jobs to help save lives. ●

GAC Key Messages

The Assistance to Firefighters Grant (AFG) equipment program is one of the most effective and efficiently run programs in the Federal Government. Essentially all funding goes to local fire departments, both career and volunteer. The selection process includes peer review. The AFG program fills critical equipment gaps for the over 1.1 million first responders who serve as the backbone of our nation's response capability for natural disasters and terrorist events.

For example:

- 50% of all fire departments lack enough portable radios to equip all responders on a shift;

- 53% of all fire departments cannot equip all firefighters on a shift with self-contained breathing apparatus (SCBA);
- 72% of all fire departments have at least one piece of personal protective clothing that is 10 years old.

HISTORIC FUNDING OF AFG

In FY 2020 Congress funded the AFG program at \$355 million, down 37% from its FY 2009 level of \$565 million and 12% from its FY 2011 level of \$405 million. These are significant cuts.

We thank Congress for acknowledging this shortfall by modestly increasing the AFG program by \$5 million for

FY 2020 (in addition to \$5 million for SAFER). This was much appreciated, but more needs to be done.

JUSTIFICATION FOR THE AFG AND FIRE GRANT PROGRAMS

First responder calls continue to be in the millions. In 2018 the fire and rescue service responded to 36.7 million calls, up from 34.7 million in 2017. Calls are likely to increase as the population ages and the demands of our emergency services increase.

By funding the AFG program, Congress supports our first responders as they meet increasing security and rescue needs. This is particularly important



FAMA Awards 2020 Phillip L. Turner Scholarship to Genevieve Tan

In early August, FAMA awarded its 2020 Phillip L. Turner Fire Protection Scholarship to University of Maryland student Genevieve Tan. Genevieve was selected to receive the \$5,000 scholarship in recognition of her outstanding educational accomplishments and commitment.

Tan graduated high school with an Associate Degree in General Engineering. She originally enrolled in the University of Maryland's Bioengineering program but, found the emphasis on micro-scale processes to be too disconnected from serving humanity. When she discovered the Fire Protection Engineering program, she immediately knew it was a perfect fit. A career in fire protection will allow her to help people through improving safety.

To gain more exposure in disaster mitigation and improve her fire protection

research skills, Tan is currently working with a social scientist at the National Institute of Standards and Technology (NIST). In 2019, Tan participated in a Summer Undergraduate Research Fellowship at NIST where she gained great experience in lab procedures and drafting technical notes.

Tan's future plans include pursuing a master's degree in Fire Protection Engineering and possibly working to ensure codes are up to date with best practices and research for the National Fire Protection Association (NFPA) or International Building Code (IBC).

The Phillip L. Turner Scholarship is awarded annually by FAMA and has been sponsored since 2009 by FAMA member Akron Brass Company, a worldwide marketer and manufacturer of high-per-



formance life safety, firefighting and emergency rescue equipment.

"As a leader in innovative fire suppression products for over 100 years we understand the importance of education and the role it plays in the advancement and progression of our industry. The Akron Brass Company is pleased to continue our longstanding commitment to FAMA and the Phillip L Turner scholarship program and are thrilled to recognize Genevieve Tan as this years' scholarship recipient," stated Brian Houk, Vice-President, IDEX Fire & Safety.

David Williamson, FAMA Education Committee Co-Chair, stated, "Tan was selected to receive the scholarship because of her determination, academic performance, and future impact to the fire service; all of which are truly impressive."

FAMA wishes Genevieve great success in her future. ●

given the outbreak of the COVID-19 Pandemic, as well as recent increase in the severity of natural disasters—hurricanes, tornadoes, floods and wildfires.

As America's first responders combat the COVID-19 Pandemic, they not only face tremendous personal health risk, but their departments are threatened by fiscal pressures, furloughs, and layoffs. Fire and EMS budgets now face an average cost increase of over 30% due to COVID-19. Fire and EMS teams are facing longer shifts by over 26%, on average, so that teams can plan and prepare for COVID-19 related calls and priorities. Nearly 90% of all cities and towns, which typically employ first responders and legally cannot run budget deficits, expect severe budget shortfalls in 2020.

Through 2022, local government shortfalls are projected to be over \$500 billion.

In April 2020 alone, local government employment was down by 801,000 employees, compared to pre-COVID levels. It is estimated that COVID-19 could lead to state revenue shortfalls of

nearly \$650 billion over the next three years. As our first responders continue to fulfill their role to locally execute the nation's response to COVID-19, operating budgets are decreasing and capital budgets risk being frozen or zeroed-out. As state and local budgets are constrained, it is critical that AFG funding is expanded to support first responders in our nation's hour of need. Local first responders are an integral part of the National Response Framework and therefore funding to support them supports a national security purpose. First responders also protect thousands of federal facilities daily.

THE ASK: SUGGESTED FUNDING LEVELS FOR FY 2021

In FY 2021, FAMA and FEMSA recommend restoring fire grant programs to 2011 funding levels - \$405 million for AFG and \$405 million for SAFER (total: \$810 million). The U.S. Fire Administration should be funded in FY 2021 at \$50.7 million. USFA supports critical training for first responders - key to maintaining a cutting edge force nationally.

We also are calling for The Urban Search and Rescue Response System (USAR) to be funded at \$50.7 million in FY 2021 (from \$37.83 million in FY 2020). The nation depends on USAR for its disaster response by sending specialized response units, based locally, to disasters across the country.

THE FIRE SERVICE INDUSTRY: FAMA AND FEMSA

FAMA and FEMSA member companies account for 109,713 direct U.S. jobs. Therefore, when Congress funds AFG, it also supports U.S. manufacturing.

Conclusion: Repeat the ASKS

- We thank you for funding the AFG and SAFER programs in the past. We ask that you restore the funding of these programs at \$405 million (\$810 million total) for FY 2021.
- Your support is much appreciated. If you are not a member of the Congressional Fire Caucus, we encourage you to join. ●



Fort Garry Fire Trucks Goes Virtual

Part of buying a fire truck with Fort Garry Fire Trucks is customer involvement throughout the process but, when COVID-19 hit we could no longer conduct in-person pre-construction meetings, mid-build meetings or final inspection meetings.

Utilizing the Internet and various video conferencing platforms, we connected with our customers to complete pre-construction and mid-build meetings. We also provided our customers with

detailed inspection videos and operations videos on trucks scheduled to be delivered.

Prior to COVID-19, when a truck was ready for delivery an experienced off-duty firefighter was hired to drive the truck to its new location and train the fire department staff on the use of their new rig. However, with border crossing and quarantine restrictions in place, it was unrealistic for the drivers to drive trucks across provincial borders and then come back and



self-quarantine for 14-days, so now trucks are delivered by flat-bed transport companies along with a demonstration training video.

Customers have appreciated these endeavors that ensure they are involved in the development and approval phases of their vehicle's build, from the comfort of their own fire department. [▶](#)

Black Diamond Group, Inc. Adapts During the COVID-19 Pandemic

Amid the COVID-19 pandemic, all our Black Diamond clients are reporting to work on the front lines, doing what they do best, serving and protecting the public.

To best serve the front-line workers, we have taken every precaution to work safely, while not interrupting operations.

Our team has set up remote work capabilities, training, and resources necessary to handle all customer orders and service needs. [▶](#)



Fire-Dex Starts Production of Isolation PPE in Response to COVID-19 Pandemic

In response to the COVID-19 pandemic, Fire-Dex announced that they are starting production of AAMI Level 3-compliant reusable isolation gowns and coveralls.

These garments have been tested to 100 wash, dry, and sanitization cycles and still far exceed the AAMI Level 3 requirements.

The standard gown is a universal fit featuring elastic wrists and an adjustable tie back, while the coveralls are alpha sized and boast elastic wrists, ankles and a hood with an elastic facial opening. [▶](#)





Cummins Inc. and DuPont Protection Technologies Partner to Supply Critical Material to Produce N95 Respirator Masks

As the COVID-19 pandemic spread across the globe, Cummins and DuPont partnered to address the nation's shortage of N95 respirator masks. A Cummins' technology used in air, fuel and lube filtration products in heavy-duty diesel engines to prevent long-term engine wear, was used to produce N95 respirator masks to filter harmful airborne particles preventing the spread of COVID-19.

Cummins re-evaluated their supply base and manufacturing capabilities to identify a way to support health-care professionals who rely on critical personal protective equipment to do their jobs.

The first prototype masks using Cummins' donated material were assembled in March by a team of designers, engineers, chemists, surgeons, anesthesiologist and apparel

and clothing experts. The team came together for an initiative to provide masks to M Health Fairview and other Minneapolis-based healthcare systems.

Experts from the Center for Filtration Research recognized the Cummins filtration materials are an excellent alternative source for both disposable and re-usable masks.

While DuPont's innovative and unique Hybrid Membrane Technology (HMT) is typically integrated with Cummins' synthetic fibers to protect sensitive engine components, it has multiple other applications that can include filtration media used in N95 respirator masks.

DuPont's Hybrid Membrane Technology goes beyond the limits of traditional semi-porous or nonwoven membranes for air and liquid filtra-

tion. Made using a proprietary spinning process, the hybrid technology materials are comprised of continuous sub-micron fibers. The end result is a "membrane-like" sheet structure that balances breathability and high filtration efficiency of particulates.

The N95 designation means the respirator can block at least 95 percent of particles from entering the wearer's nose and mouth. The new mask using Cummins' technology was tested using an industry standard testing method, it exceeded the performance requirements for N95 designation. Cummins' manufacturing facilities have since provided media samples to mask manufacturers across the globe to test its effectiveness. ●



Rosenbauer America Donates 24,000 KN95 Facemasks to Thank First Responders

Rosenbauer America is donating 24,000 KN95 facemasks to first responders as a thank you for their dedication through the COVID-19 pandemic. The facemasks will be distributed to fire departments across the United States and Canada.

Rosenbauer's partner network has been surveying fire departments to determine where this donation can fill gaps in KN95 supplies. "In early March our network partners were going on product demo calls to fire departments; their focus has transitioned to that of ally against COVID-19," said Slawson. "More than 40% of fire departments

lack adequate PPE according to industry experts. We wanted to help in whatever way we could to keep our first responders safe. We are all in this together; we are an ecosystem, and we must continue to be vigilant and support our first responders."

In addition to helping protect our first responders, Rosenbauer's purchase of the 24,000 masks is helping the Johnny Mac Soldiers Fund with 100% of the purchase price donated to the charity. Established in 2014, the Johnny Mac Soldiers Fund is a 501(c)(3) nonprofit organization dedicated to honoring military service and



sacrifice by providing college scholarships to veterans and military family members, especially to children of our nation's fallen or disabled. The fund is inspired by Colonel John "Johnny Mac" McHugh, KIA in Kabul, Afghanistan, on May 18, 2010. To date, Johnny Mac Soldiers Fund has awarded over \$16 million in college scholarships and education programs, funding over 2,000 students. ●

COVID-19 Response Impact on Face-to-Face Training Deliveries: Illinois Fire Service Institute Offers Free Virtual Training To Responders And Departments

Despite these uncertain times, the Illinois Fire Service Institute (IFSI) has worked diligently to adapt traditional training and education opportunities utilizing online platforms.

Within ten days of stopping face-to-face deliveries in mid-March, IFSI launched the Facebook Forum, a live streaming platform offering no cost training and information resources. This engagement has included participants from Illinois, thirty states, and seven countries capturing over 200,000 views.

IFSI has also offered Virtual Cornerstone Program classes during this response period. These no cost training courses deliver content in a more formal media platform. Since April, IFSI has offered six virtual Cornerstone sessions reaching over 1000 students. While Cornerstone

Programs traditionally have only been offered to Illinois students and departments, the virtual platform was opened to all participants to support emergency preparedness and community safety.

STATE OF ILLINOIS PRELIMINARY EXPOSURE REDUCTION PROJECT:

On May 1, the Illinois Fire Service Institute, Office of the Illinois State Fire Marshal (OSFM), and Mutual Aid Box Alarm System Illinois (MABAS) launched the Illinois Preliminary Exposure Reduction Project. The project was developed to deliver critical firefighter health and life safety research, education, training, and basic equipment to fire departments across the State of Illinois. The intent of the project is to raise awareness of the increased cancer risks faced by firefighters, provide departments

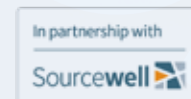
with free basic equipment that can be used for preliminary exposure reduction for personnel on incident response scenes, and training on how to properly use those tools. While the decontamination equipment is available only to Illinois departments, the project training resources, and equipment allocation lists are available at no cost to all fire departments. [➤](#)



Sourcewell's COVID-19 National Response

Serving our members has always been a priority at Sourcewell. These challenging times of navigating uncharted territory is no exception. Sourcewell is providing a central-

ized location of resources for our government members and our supplier community on our COVID-19 webpage. [➤](#)



Safety is Key During COVID-19

The health and welfare of employees, customers, and suppliers is Key Hose's top priority. Key Hose has instituted a pandemic plan across the organization to include health and safety protocols that will allow us to continue to serve.

Key Hose is deemed as an "essen-

tial commodity supplier" by the federal government and remains open for business. Our products and services are necessary to maintain many of the 16 essential sectors the government has deemed critical for our nation's infrastructure. Manufacturing operations and customer



"The Hose Company"

service are continuing to build inventory, fulfill orders and keep shipments on schedule while maintaining social distancing according to CDC recommendations. [➤](#)

Ricochet Manufacturing and Milliken and Company Partner to Support First Responders

To support first responders, Ricochet Manufacturing transitioned capacity to the design, development, and manufacture of Level 1 gowns and surgical style face masks in April. Ricochet partnered with Milliken and Company, another FEMSA member company, who is supplying the fabric to Ricochet for both the gowns and masks. Ricochet will be donating the proceeds from the sale of these items

to the National Fallen Firefighters Foundation (NFFF).

As of the end of May, Ricochet has donated \$10,000 to NFFF. Ricochet will continue to offer masks and gowns, through dealers and our website, and will be sharing the profit with NFFF for the remainder of 2020. Ricochet's dealers, particularly Empire Emergency Equipment in New York and



Garner Sales in Illinois, have done a great job getting these items out to the first responders and to other essential employers in the fire and emergency service industry that support first responders. ●

Darley Supports First Responders During Coronavirus Pandemic

During the Coronavirus pandemic, Darley has quickly responded by moving resources and shifting into high gear to support our first responders. While most of our supplies of items like masks, gowns, hand sanitizers, remote thermometers and gloves sold out by early March, our inventory has been replenished and most items are now

in stock for immediate delivery.

We are also extremely proud of the Darley employees who have been called to active duty in the National Guard. They have selflessly served our country helping build temporary hospitals, handling logistics and supporting FEMA relief efforts. They are the real heroes along with the medical professionals and first



responders both in the fire service and law enforcement communities.

Before the Coronavirus pandemic, much of the fire service was focused on cancer awareness issues plaguing our first responders. When things return to normal, we can't lose sight of this critical issue. Darley has a new cancer prevention resource section on our website. ●

Streamlight Aids First Responders During COVID-19 Crisis

Streamlight received a state waiver during the COVID-19 crisis as a life-sustaining business and a critical infrastructure supplier to many essential markets.

During these unprecedented times, essential operations employees are working at Streamlight's location in Eagleville, PA. Employees who can perform their jobs remotely are doing so for the foreseeable future until the CDC deems it safe to return. The

company's mandatory CDC compliance plan focuses on the health and safety of its employees, including a screening process for employees entering the building, education and follow through on social distancing practices and protocol in the workplace, and procedures for dealing with sick employees.

Streamlight has focused its attention to ensure critical lighting tools get into the hands of police, fire-



fighters and all emergency responders nationwide.

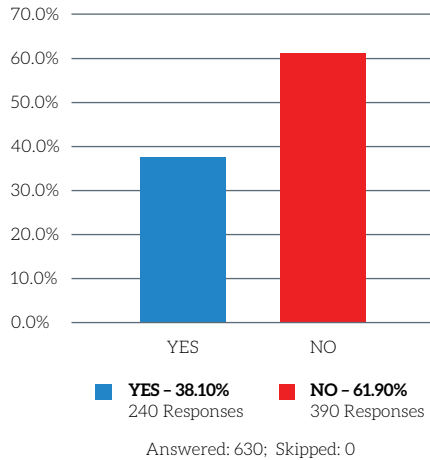
Streamlight also continues to support the National Fire Fighters Foundation (NFFF) and Concerns of Police Survivors (C.O.P.S.) organizations during this time. ●

FAMA/FEMSA COVID-19 Industry Survey Results

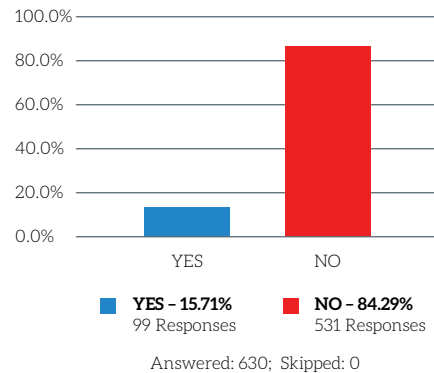
In late May, FAMA and FEMSA released a quick survey to the fire industry in an effort to provide FAMA and FEMSA members valuable and timely data regarding the economic effects of COVID-19 on fire department budgets and their purchase plans. The survey closed on June 30 and received 630 responses. The following is a report of the survey results.



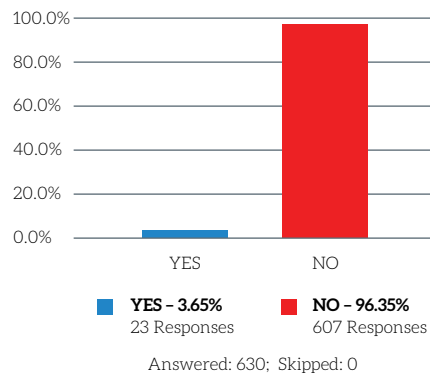
Question 1. IS YOUR DEPARTMENT ON A SPENDING OR HIRING FREEZE?



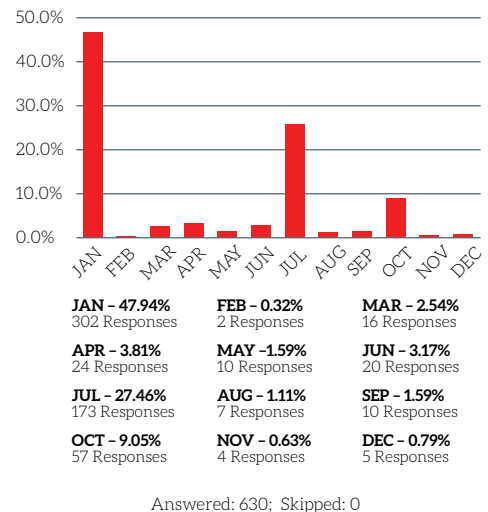
Question 3. ARE YOU SEEING ANY CONSOLIDATION OF FIRE DEPARTMENTS OR EMS IN YOUR AREA?



Question 2. IS YOUR DEPARTMENT CONDUCTING OR HAS IT ANNOUNCED FURLOUGHS OR LAYOFFS?

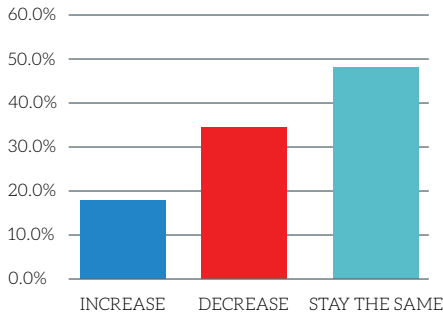


Question 4. WHEN DOES YOUR FISCAL YEAR BEGIN?



Question 5.

DO YOU THINK YOUR 2021 BUDGET WILL INCREASE, DECREASE OR STAY THE SAME?

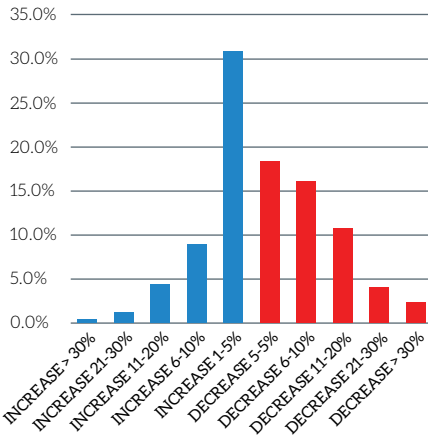


- **INCREASE - 18.25%**
115 Responses
- **DECREASE - 33.17%**
209 Responses
- **STAY THE SAME - 48.57%**
306 Responses

Answered: 630; Skipped: 0

Question 6.

IF YOUR BUDGET WILL CHANGE, WHAT DO YOU ESTIMATE THE CHANGE TO BE?

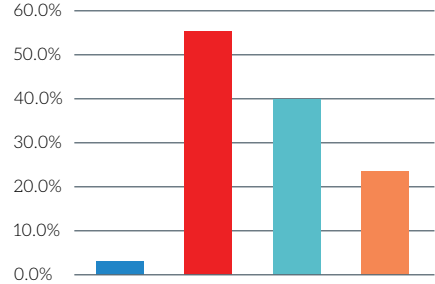


- **INCREASE > 30%: 0.85%** 4 Responses
- **INCREASE 21-30%: 1.69%** 8 Responses
- **INCREASE 11-20%: 4.65%** 22 Responses
- **INCREASE 6-10%: 8.88%** 42 Responses
- **INCREASE 0-5%: 31.71%** 150 Responses
- **DECREASE 0-5%: 18.18%** 86 Responses
- **DECREASE 6-10%: 16.49%** 78 Responses
- **DECREASE 11-20%: 10.99%** 52 Responses
- **DECREASE 21-30%: 4.02%** 19 Responses
- **DECREASE > 30%: 2.54%** 12 Responses

Answered: 473; Skipped: 157

Question 7.

HOW WILL THIS AFFECT YOUR APPARATUS PURCHASE PLANS?

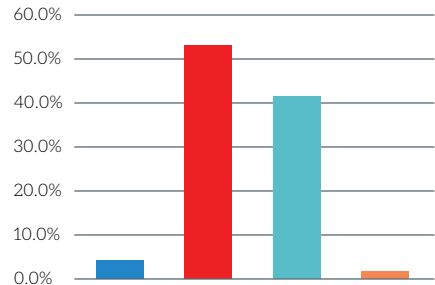


- **INCREASED SPENDING - 2.70%**
17 Responses
- **NO AFFECT - 55.08%**
347 Responses
- **PURCHASE PLANS ON HOLD - 40.0%**
252 Responses
- **CANCELLATION OF PURCHASE ORDERS - 22.2%**
14 Responses

Answered: 630; Skipped: 0

Question 8.

HOW WILL THIS AFFECT YOUR LOOSE EQUIPMENT PURCHASE PLANS?



- **INCREASED SPENDING - 4.29%**
27 Responses
- **NO AFFECT - 52.70%**
332 Responses
- **PURCHASE PLANS ON HOLD - 40.95%**
258 Responses
- **CANCELLATION OF PURCHASE ORDERS - 2.06%**
13 Responses

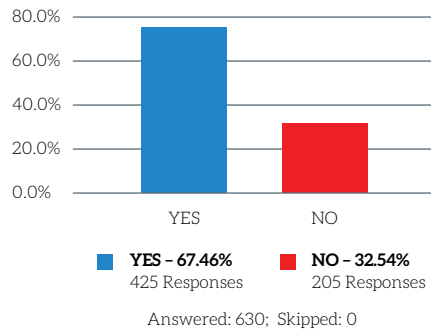
Answered: 630; Skipped: 0

FAMA/FEMSA COVID-19 Industry Survey Results

(continued)

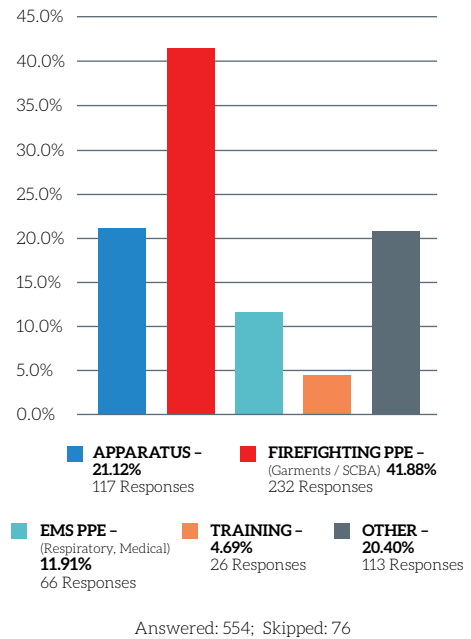
Question 9.

HAVE YOU APPLIED FOR (OR WILL YOU BE APPLYING FOR) FEDERAL GRANT FUNDING TO SUPPLEMENT BUDGETS?



Question 10.

IF APPROVED AND RECEIVED, WHAT WILL THE FUNDING BE SPENT ON?



SAVE THE DATES

2021 🗓️ **FAMA Spring Meeting**
March 20-23
 The Westin Fort Lauderdale Beach Resort
 Fort Lauderdale, FL

2021 🗓️ **FAMA/FEMSA Hill Day**
April 28-29
 Washington, DC

2021 🗓️ **FEMSA/FAMA Annual/Fall Conference**
September 22-24
 The Westin Tampa Waterside
 Tampa, FL

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

2022 🗓️ **FAMA/FEMSA Hill Day**
April 6-7
 Washington, DC

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

★ PROUDLY SERVING ★ FEMSA, FAMA and their members



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**– Bill Webb, Executive Director
Congressional Fire Services Institute**



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Chiefs Speak

by Nathan Calabrese



General Questions

Q: How long have you been with the department?

A: 28 years

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

A: 28 years

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

A: Yes

Q: Is your staff paid/volunteer/mix?

A: Volunteer

Q: How many stations do you operate?

A: 4

Q: How many personnel do you have?

A: 100 active members

Q: How many apparatuses do you operate?

A: 12

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

A: Population of 20,000 in a territory of 200 square miles

Q: How many calls does your department run per year? What is your call ratio in terms of fire, accidents, EMS, natural disasters, or other?

A: Around 800 in 2019. 30% fire calls, 60% accidents and medical, 10% other additional calls

Budgetary Questions

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

A: Around \$750,000

Q: Are you satisfied with the department budget in terms of budget size vs. department demands?

A: Yes

Q: What are your top 3-5 equipment purchase expenses?

A: Apparatus is the largest, then rescue tools (hydraulic), and SCBA

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

A: Not really

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

A: Yes

Q: Does your department actively seek out and apply for private grants from businesses and non-profit organizations?

A: Yes

Product and Purchasing Questions

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

A: Long range apparatus planning is 5 years; Small equipment purchase planning is year to year.

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

A: A little of all the above. Brand loyal to apparatus and some equipment, but we do look at what is out there.

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

A: For our equipment we usually review it on a yearly basis together with our annual budgeting, so we look at the needs and the budget each year.

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

A: We typically do an across the board evaluation to see what is out there, but if we have something we are happy with, we may often end up staying with that manufacturer. So yes, we are brand loyal for what works for us, but we do still look around.

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

A: We rely heavily on resellers.

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

A: Yes, we maintain a very close relationship with a specific local reseller.

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

A: I think they are doing a good job.

Q: Are there challenges your department faces on the job which require products and/or technology that is not being addressed by the manufacturers in the industry?

A: None that I can think of.

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

A: The only two that come to mind are personnel, in making sure that we have enough active members to meet the needs, and then working to get the funding from our local municipalities.

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

A: Enough people for the calls that come in, and having adequate training in advance to make sure we are prepared for the calls that come in.

Open Ended Questions

Q: How did you feel about this interview?

A: Oh, it was fine, painless.

Q: Would you be open to participating on a Fire Chief's panel at the annual FEMSA conference?

A: Yes.

Q: Anything you would like to add?

A: No. 🗣️

Consolidation of the NFPA Emergency Response and Responder Safety (ERRS) Standards Underway

by Bill Van Lent



In April 2019, The National Fire Protection Association (NFPA) Standards Council approved a plan to consolidate the information currently contained in the 114 NFPA Emergency Response and Responder Safety (ERRS) standards, guides, and recommended practices into 38 overarching standards.

According to NFPA, this consolidation was to address prominent member issues:

- 1. Lack of coordination among related standards.**
- 2. Lack of knowledge about the different technical committees work and progress.**
- 3. The inability to have proper representation on some committees due to the sheer number of standards and the overlap of related standards.**

In January 2020, this consolidation process began with a schedule to address all standards over the next five years. Annually 20-25 standards are expected to be consolidated. Some ERRS related standards will be merged into single all-inclusive standards with the legacy standards becoming separate chapters to ensure there is no loss of important content. This merging is expected to allow the overall number of administration, reference and definition chapters to be reduced by 312 chapters, thus making it a more user-friendly, streamlined standard.

NFPA expects the following benefits from these restructured standards:


- 1. The ability of Technical Committee members to gather in one location.**
- 2. Less time commitment**
- 3. Allow more committee interaction**
- 4. Fewer document conflicts**
- 5. Greater travel efficiencies**

NFPA envisions a new revision cycle specifically for ERRS standards. Both the First and Second Draft Meetings

of the standards process, as well as any necessary Correlating Committee meetings, will now occur during the same year - with one meeting taking place in January and another in November. If additional meetings, such as pre-draft sessions are required, they will occur on an as-needed basis.

This NFPA initiative has elicited concerns and reservations from some committee members. While NFPA has indicated that these changes are in response to committee member requests, many committee members indicate they were never consulted. Examples of concerns include: committee members have criticized how associations of some standards in the consolidation don't seem to make sense, (i.e. wildland respirators (NFPA 1984) in with turnout clothing (NFPA 1971), SCBA (NFPA 1981), station/work uniforms (NFPA 1975) and SCBA air quality testing (NFPA 1989). After consolidation, these existing standards will be under a new/different standard number. Additional concern has been raised regarding the many places where existing industry references and/or specifications of NFPA standards may be documented and difficult to change. Given the magnitude of the changes, many committee volunteers, fire service representatives and targeted users believe NFPA missed an opportunity to get buy-in from this critical group.

In the end, there are many benefits that will accrue from this reorganization. While there will undoubtedly be challenges, you can count on the 800+ ERRS committee members to continue delivering high-quality consensus NFPA documents.

As always, as a FEMSA and/or FAMA member, you are represented in this important NFPA standards development process. Please contact us if we can be of assistance. 

Bill Van Lent
FEMSA NFPA Representative
bvl@veridian.net

According to a letter from Jim Pauley, NFPA President & CEO, dated June 3rd to the Technical Committee on Fire Department Apparatus, due to the cancellation of the NFPA Conference and Expo the 2020 Tech Session will be conducted in an electronic format and will kick off in June. Adapting to the changes brought on by the COVID-19 pandemic, the standards development process has continued without missing a beat. Using video and teleconference capabilities, the NFPA's 5000+ technical committee volunteers have continued to work on the standards development. For the remainder of 2020, all scheduled NFPA committee meetings will be conducted remotely.



FEMSA / FAMA Trade Show Report: 2020 Firehouse World, Las Vegas, NV – February 24-27

FEMSA / FAMA asks - William McRae, Group Publisher, Firehouse

by Burke Genthner

F/F: *Firehouse World was held in Las Vegas this year, were you happy with the results/turn out?*

WM: Firehouse World was held in Las Vegas this year and the event received a lot of positive feedback from attendees and vendors. Firehouse World received excellent support from fire departments in the Las Vegas region which allowed us to offer hands-on training (HOT) for the first time in five years. The feedback on this year's hands-on training was outstanding with several new and unique programs being offered. The conference included 15 new speakers and more than 25 first-time sessions, along with a day-long Apparatus Purchasing Committee program to help departments navigate their way through the purchasing process.

F/F: *Is the "touring show" model working for Firehouse World? Do you see it becoming a "stationary" event back in San Diego or another city?*

WM: The idea was never to become a "touring show." Lack of support of the event and numerous unexpected political challenges in Los Angeles, resulted in seeking a new location. While the return to San Diego was discussed, the root of the move from San Diego was because interest in the city waned and the venue plateaued. Fire departments in the Las Vegas Valley were eager to work with Firehouse and the interest in attending an event in Las Vegas was strong. We are in the process of finalizing our 2021 plans.

F/F: *How do you think Firehouse World benefited end users (attendees)? Vendors (exhibitors)?*

WM: This year's conference program offered a variety of new sessions, including HOT training that brought new attendees to the event. The Apparatus Purchasing Committee's exhibit floor tour created an opportunity for the program to end on the floor and begin immediate engagement with exhibitors. We had

several first-time attendees this year that provided exhibitors the opportunity to engage with new attendees in the market for various products. A large percentage of exhibitors shared they obtained new leads. The size of the crowd allowed more time to answer questions and discuss the attendees' needs.

F/F: *With the cancellation of many tradeshow due to the pandemic, do you think it will be the only big show this year?*

WM: It is hard to speculate which events will be cancelled or postponed, especially with the myriad reopening policies, travel restrictions, and current budgets.

F/F: *Between the fiscal and the physical concerns of the COVID-19, where do you think trade shows can draw large crowds safely?*

WM: The large majority of our attendees have played an active part in responding to the COVID-19 pandemic, from engine company and ambulance crews, to chiefs and officers who developed and refined response policies, staffing and budgets. The safety of responders is paramount for attendees and exhibitors. Firehouse's show management is exploring new safety. With the potential for budgets to be tightened, shows need increased access to content and products to make the attendees

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2020 Virtual FEMSA / FAMA Annual / Fall Conference



more positive in their purchasing decisions and to find more value from the events.

F/F: *Update on merger of Firehouse World and Firehouse Expo from William Macrae after the interview:*

WM: “Our decision to leverage the best of Firehouse World and Firehouse Expo into one powerhouse event comes at a critical time in our industry when the need for affordable and effective training is so important. This merger of these events will provide an exciting new platform where attendees and exhibitors can come together to train, exchange information and network in a larger, unified environment,” said Mr. Bill MacRae, Vice President and Group Publisher of Firehouse. The Firehouse brand will continue to serve the West Coast with a series of hosted buyer summits in 2021.”

Quick Facts from 2020

Number of attendees who visited the exhibit hall: **1041**

Number of exhibitors: **156**

Number of departments represented at Firehouse World: **433**

FEMSA / FAMA Trade Show Report: Intersec, Dubai, UAE – January 19-21

by Catalina Ciobanu

The 22nd edition of the Intersec Security, Safety and Fire Protection show was held in the Dubai World Trade Center January 19-21, 2020. This year’s show featured over 1,000 exhibitors from more than 56 countries who presented regional and global opportunities to approximately 33,800 visitors from 136 countries. 14% of exhibitors were local UAE vendors while 86% were international companies and organizations.

The United States had 72 companies exhibiting at the show, many of whom are active FEMSA and FAMA members. While Intersec poses cost and logistical challenges for U.S. based companies, most find the ability to meet directly with the region’s civil defense leaders and decision makers worth the investment. The Middle East Firefighting Systems and Equipment market is about U.S. \$1.16 billion however, most companies enjoying success in this market have been at the Intersec show for a least three years. If your company is interested in the Middle East market, please speak with other FEMSA and FAMA members that have exhibited at Intersec about their experiences.

Intersec has become the largest Security, Safety and Fire show in the Middle East powered by a nearly 80% increase in visitors since 2012. As the largest show in the region, Intersec is the best opportunity for companies to reach the Middle East market. The Fire market in the Middle East is projected to grow at 2.6% CAGR through 2025 estimates the organizer, Messe Frankfurt. The next Intersec will be held at the Dubai World Trade Center January 24-26, 2021 and will host many new features such as an Intelligent Building Forum, Events Security Conference, ZERO DAY Theatre, Tech Center of Excellence, Ergonomics Area / Health at Work, Future of Fire Fighting Forum, and the Architectural Mobility Conference. Also, the Drone Zone, Outdoor Demonstration, VR Fire Fighting Competition, Intersec Future Security Summit, Intersec Fire Conference, and the Intersec Awards are back by popular demand.

 **INTERSEC 2021**
January 24-26, 2021
Dubai, UAE

MARK YOUR CALENDARS:

October 2020

Event details coming soon!



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

MEMBER FAMA



AMDOR Inc.



Steve Toren's career has spanned over 30 years in the fire industry as a sales and marketing leader. In his new role as Vice President of Marketing, Steve will lead the company's efforts to expand brand capacities and industrial market penetration. Steve will play an instrumental role in sales, marketing and business development initiatives.



Trevor Smith joined AMDOR in March 2019 and has demonstrated exceptional talent for leading the production teams in both of our facilities. Through his customer focus and leadership, Trevor earned the promotion to Vice President of Manufacturing. His responsibilities include providing strategic leadership to the production and warehouse operations in a way that will support continuous improvements and growth at all levels within the organization.



Kiel Lowe was promoted to Production Manager in early 2020 and is responsible for all production departments located in Burlington, Ontario. Over the past six years, Kiel has steadily assumed additional supervisory responsibilities.

MEMBER FEMSA



Curtis



Curtis is pleased to announce that **PJ Kurpinsky** has been promoted to the newly created position of Pacific North Sales Manager. PJ will be responsible for training and developing the Pacific North Outside Sales Team. He began his career with CURTIS seventeen years ago as an inside sales representative. He has successfully supported our customers in Northern California and Nevada, and then the San Francisco Bay Area for the past thirteen years.

MEMBER FAMA, FEMSA



Dependable Emergency Vehicles & Fire Equipment



Dependable Fire Equipment and Dependable Emergency Vehicles is pleased to welcome **James Watt** as our newest Sales Representative for Ontario, Canada. James brings years of experience in the fire equipment industry from his previous roles as a hazmat and SCBA technician and as a volunteer firefighter.

MEMBER FAMA, FEMSA



E-ONE, Ferrara, KME and Spartan



Alissa McGlone has joined the REV Fire Group as Director of Marketing. In this role, Alissa will oversee the marketing efforts for E-ONE, Ferrara, KME, Spartan plus other fire brands. Alissa also serves on the FAMA Marketing Committee.



Kent Tyler was appointed President of REV Fire Group. He will oversee all fire brands including E-ONE, KME, Ferrara, and Spartan and will be based in Ocala, Florida. Over his career, Kent served as Corporate Vice President – Sales & Marketing of Collins Industries, Inc., President of the Collins Bus Corporation, President/CEO of the E-ONE fire business and President/CEO of the Bus and Mobility Group.



Joseph Belle has been appointed the REV Fire Group Vice-President of Operations overseeing operational excellence across all fire brand facilities and undertaking

day-to-day leadership of the E-ONE business as Vice President and General Manager. A veteran of fire apparatus manufacturing and seasoned operations leader, Joey has worked with REV Group brands throughout his career including Vice President and General Manager for Goshen Coach, Vice President of Operations for Capacity Trucks and as Director of Operations and Scheduling for E-ONE. Joseph specializes in operations, Lean Manufacturing, and 5S. He is also a trained firefighter and EMT rescuer.



Daniel Blatt has joined the REV Fire Group as Vice-President and General Manager overseeing the fire chassis operations in Charlotte, MI. Dan brings over 30 years management experience in manufacturing and industrial environments.

On February 1, 2020, Spartan Emergency Response and its portfolio of brands were acquired by REV Group, Inc. With the acquisition, Spartan is pleased to announce the following:

Amanda Van Duyn has been promoted to Vice President General Manager of Spartan Emergency Response and is located in Brandon, SD. Amanda joined Spartan in 2005 as a Finance Manager and advanced within the company to her recent Director role. As Vice President General Manager, she will be responsible for operations at all Spartan Emergency Response campuses.

Jeff Seal has been promoted to Director of Sales for Spartan Chassis. Jeff has been with Spartan for 24 years in various roles such as Purchasing, Customer Inspection Lead, and most recently as a Regional Sales Manager. As Director of Sales, Jeff be responsible for leading sales and expanding market share among our OEM partners.

Stephen Carleton has returned to Spartan as the Director of Sales for its apparatus brands. Prior to his return, Stephen was the Director of Sales for KME. Stephen is responsible for growing the company's market share, dealer development and support, driving new sales, and overseeing the emergency response outside sales functions.

MEMBER FAMA, FEMSA



Fire Research Corporation



Dan Richardson retired May 1, 2020 from Fire Research Corporation after many years in the fire industry. He spent the past 13 years with FoamPro as a Product Specialist. His knowledge, background and expertise of the fire industry and fire apparatus were a huge asset to our group and our customers. Dan provided an extensive level of training and technical guidance, to OEMs, dealers and end-users worldwide.

MEMBER FEMSA



Fire-Dex



Fire-Dex announced the hire of a new Regional Sales Manager, **Kelly Varwig**. Varwig, who will focus on building and strengthening customer relationships throughout the state of Texas, began his career as a Firefighter/Paramedic in 1988 while attending the University of Northern Colorado. His diverse and advanced experience as a City of Eules Shift Captain, Fire/EMS Educator, and CareFlite Medic will make for a smooth transition into the PPE sales industry.



Rob Milideo was promoted to Regional Zone Director from Regional Sales Manager since joining the organization in May 2017. In this new role, Milideo manages an expanded geographic region, including CT, DC, DE, MA, MD, ME, NH, NJ, NY, PA, RI, VA, VT, and WV. He joins three other Regional Zone Directors, Jim Cedar, Tory King and David Moore.



Alexa Green, a recent graduate of Kent State University, was hired to fill the newly created role of Content Marketing Coordinator. In this role, Green will assist with communica-

tions, content strategy and creation. She will be responsible for internal and external communications, public relations, email marketing, and creative and technical writing.



Fire-Dex continues to grow its sales team with the addition of two new Territory Sales Representatives, **Josh Dancey** and **Tim Hall**. Dancey will focus on connecting and growing relationships throughout Florida and Georgia. With



23 years of experience, he has filled numerous roles from Fire Service and Live Burn Instructor, to Training Product Specialist. His extensive time serving with the Charlotte Fire Department and his experience working for a Fire-Dex distributor will make him a key player in the PPE sales industry. Hall, who will build customer relationships in Virginia, West Virginia, and Maryland, began his journey into sales by first selling ambulances and fire trucks. As a retired volunteer firefighter, he brings 23 years of first-hand fire service industry knowledge to the table.

MEMBER FEMSA



Firehouse



Firehouse, publisher of *Firehouse Magazine*, announces **Bill MacRae** has joined the team as Vice President and Group Publisher. He will be responsible for managing, cultivating, and developing the publications' print, digital, market research and event portfolios. His publishing and event operations background will be instrumental in developing transformative content and event experiences for the firefighter community.

MEMBER FAMA



H.O. Bostrom Company, Inc.



H.O. Bostrom is pleased to announce **Andy Reuss** and **Kaleigh DeJarlais** have been promoted to Senior Customer Care Specialists. In their four years with Bostrom, Kaleigh and Andy have developed an extensive knowledge of Bostrom's FireFighter™ seats and related service components. Their cumulative customer service experience with Bostrom's OEM, dealer and fire department customers is an asset in support of first responders.



MEMBER FEMSA



First Arriving



First Arriving announces that industry marketing and business strategy executive, **Shannon Gilliland** has joined its team as Vice President of Business Development. Gilliland will be responsible for planning and implementing new business initiatives across First Arriving's suite of technology, marketing solutions and strategic services.



First Arriving has tapped **Alex Ford**, a nationally recognized public safety leader, to join its team as a Strategic Advisor. In his new role, Ford will work closely with First Arriving's leadership team to identify opportunities for growth and expansion across public safety and local government.

MEMBER FAMA, FEMSA



HAAS Alert

This past January, HAAS Alert was named as a GovTech 100 company for the third year in a row. HAAS Alert was also featured in a Snapshot article from the U.S. Department of Homeland Security, highlighting its work with the agency.

MEMBER FAMA, FEMSA



Kussmaul Electronics Company



Kussmaul Electronics Co., Inc. is proud to announce the promotion of Daniel W. Graham to Senior Regional Sales Manager.

Graham will be responsible for the guidance of the U.S. sales team while still managing the Midwestern Region. Graham will continue to report to Colin Chambless, VP of Sales and Marketing.

Graham has over 24 years of experience in the vehicle market and four years fully dedicated to the emergency vehicle industry.

MEMBER FAMA



Pierce Manufacturing

Pierce Manufacturing was recently honored with an Energy Efficiency Excellence Award from Focus on Energy, Wisconsin's statewide energy efficiency program.

Focus on Energy, the statewide energy efficiency and renewable resources

program, worked with its partner utilities across Wisconsin to choose 13 winners this year, each honored for their efforts to reduce energy waste.

Pierce Manufacturing's energy efficiency projects have included extensive production changes, building envelope upgrades, indoor and outdoor lighting upgrades, compressed air improvements and improved motor controls. Projects from 2018 to present are saving the company a half-million dollars annually, enough energy to power more than 600 homes.

MEMBER FAMA



Rosenbauer America, LLC

Rosenbauer America is excited to announce its new partnership with Specialty Vehicles, Inc. (SVI) in Plainville, Massachusetts, which will be leading the way as the authorized sales and service dealer for Rosenbauer for the entire New England region - MA, RI, CT, VT, NH, and ME. SVI recently moved into a new state-of-the-art facility, enhancing their top-notch service capabilities. With five drive-thru service bays, a dedicated detail bay, and an in-ground 20,000-gallon concrete test pit, this new facility is more than ready to serve any customer's needs for Rosenbauer.

Rosenbauer America has also expanded its dealer family with Gabrielli Truck Sales. The family-owned business will be the premier provider of the Rosenbauer product line in the following New York counties: Bronx, Kings, Nassau, Richmond, Suffolk, Queens, Westchester, and New York City.

MEMBER FEMSA



New York State Association of Fire Chiefs

The New York State Association of Fire Chiefs board of directors regretfully announced the cancellation of the NYSAFC 114th Annual Conference & FIRE 2020 Expo. FIRE 2021 will be held from June 16-19 in Syracuse, N.Y.

All attendees and exhibitors have the option to receive credit for next year's FIRE 2021 registration or a refund.

This is the first time the NYSAFC conference has been canceled since 1917 and 1918, due to World War I.

MEMBER FEMSA



Snap-tite Hose

All American Hose is entering a new phase in its development by going back to its roots as Snap-tite Hose. The company logo and name will change to make it easier to show customers our entire product portfolio and how we truly have a solution for your hose flow issue. We have also combined forces with Firequip and are excited at the possibility of helping even more customers around the globe.

MEMBER FEMSA



Streamlight, Inc.

Streamlight, Inc. announced that they donated \$18,500 to the National Fallen Firefighters Foundation (NFFF), which included \$8,500 in proceeds from sales of the company's specially marked products.

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

Streamlight's sponsorship helps fund the National Fallen Firefighters Memorial Weekend, scholarships awarded to spouses and children of fallen firefighters, and counseling programs for agencies that have lost colleagues in the line of duty.

MEMBER FAMA, FEMSA



Task Force Tips, Inc.



Christopher C. Vazzana has been named President and CEO of Task Force Tips. Chris was formerly President and CEO of Hydra-Stop, the leading provider of water control solutions for municipalities and private water utilities.

He also held numerous executive positions with Fortune 500 companies in manufacturing, supply chain, Asian operations, lean manufacturing, and strategy. In addition, Chris serves on the Steering Committee and is an active judge of the Edison Awards.



Philip Gerace has been named Senior Vice President of Sales and Marketing. Phil has 28 years of experience in serving first responders. He was most recently TFT's VP of Marketing and previously, Director of Sales and Marketing at KME Fire Apparatus. Phil will lead the growth and commitment to innovation within TFT's marketing team, OEM, domestic and international sales divisions, and customer service.

MEMBER FAMA



The Will-Burt Company

The Will-Burt Company is pleased to announce the following changes to the lighting sales team.



Chris Bullock has joined Will-Burt as the Northeast US Regional Sales Manager and he will be based out of Phoenixville, PA. Chris has over 14 years of professional experience in the fire industry and has served as a volunteer firefighter for 17 years.



Tim Copper has joined Will-Burt as the Western US Regional Sales Manager and he will be based out of Littleton, CO. Tim has over 20 years of experience in the fire industry as a firefighter and in various sales roles.



Ryan May has transitioned from the Northeast Regional Sales Manager to the North Central Regional Sales Manager. He continues to be based out of Orrville, OH and is excited about taking on the challenges of a new territory.

MEMBER FAMA, FEMSA



W. S. Darley & Company



The Darley company announced **Mike Adams** as Dealer Development and Municipal Sales Manager for the western United States including AK, AZ, CA, CO, HI, ID, MT, NV, OR, UT, WA, and WY.

In this role, Adams will provide solutions and information to municipal customers and will support western OEM's and dealers.

Adams joins Darley after a fulfilling career as a Fleet Operations Manager and Master Level EVT at South Metro

Fire, an agency serving several Denver, CO suburbs. Adams was also the 2015 recipient of Firehouse Magazine's EVT of the year award.



Darley is also pleased to announce that **Lou Vicelli** has been promoted into the position of Manager of Business and Staff Development in the Fire Equipment Division at W.S. Darley. In this role he will focus on increasing company revenue by identifying, assessing, and developing new business opportunities and products, expanding brand presence as well as maintaining and growing existing key account business. Lou started with Darley in 2017 as an Outside Sales Rep for our Fire Equipment Division.

MEMBER FAMA



Waterous Company

Waterous is pleased to announce the promotions of Gregg Geske and Jason Nawrocki.



Gregg Geske has been promoted to the position of Global Director of Sales, Marketing and Customer

Service - Pumps. In his new position, Gregg will be responsible for Domestic and International Pump Sales, Pump Marketing and Pump Customer Service. Gregg has been at Waterous for over 30 years and has been progressively promoted in the Pump Sales group over those years. Gregg also leads the FAMA Membership Committee as co-chair.



Jason Nawrocki has been promoted to Sales Manager, North America - Pumps. In this position, Jason will apply his years of industry experience and lead a team of five Sales Managers covering the North America market.

Don Wendt Retires After 50 Years at Marion Body Works

by Cal Kanowitz

On June 3, Marion Body Works celebrated the extensive achievements of Don Wendt after 50 remarkable years with the company.

In 1970, Don began his journey with Marion working on cattle racks and beverage bodies. Don played a key role in expanding the company's defense customers and capabilities. Don spent his last 30 years at Marion as the Production Manager for Cab and Defense product lines. The impact he made and the wisdom he has passed on will forever be ingrained in the Marion legacy.

The longevity of Don's career is a testament to his dedication to Marion

Body Works as well as the company's commitment to its employees.

"Don was my lead-man over thirty years ago working as a welder." Don Schinke, Technical Specialist, shared. "He taught me that there's only one Marion way of doing things. You either did it right or you fixed it. Don certainly did his part to train the current generation of workers the Marion way."

As Don retires from his responsibilities at Marion Body Works, he plans to fish and hang out with his grandkids.

Congratulations on a well-deserved retirement! 🍷



(Left to Right) Curt Ignacio and Don Wendt

IN MEMORIAM



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

Carl Becker

(most recently Ferrara
Fire Apparatus)

Robert Capuano

father of Judi Sutphen
(Sutphen Corporation)

Geri Grindle

mother of Crosby Grindle
(Sourcewell)

Daryl Kretzschmar

(PPE Solutions)

Margaret (Peggy) Rozzi

wife of Sam Rozzi
(previously with
Grumman Emergency
Products, Inc.)

George Truhler

father of Ron Truhler
(Elkhart Brass Mfg. Co.,
Fire Research Corp.,
and ROM Corp.)

FAMA

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WINTER ISSUE DEADLINE: NOVEMBER 2, 2020

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FUTURE FIRE SERVICE EVENTS

October 2020
**FEMSA/FAMA Annual
Fall Conference Virtual**
(Dates TBD Soon)

September 28-
October 16, 2020
FireShowsWest Virtual
fireshowswest.com

December 2020
Firehouse Expo Virtual
firehouseexpo.com

January 17-21
**FDSOA Apparatus
Symposium and Annual
Health and Safety Forum**
St. Petersburg, FL
fdsoa.org

January 20-23
Fire-Rescue EAST
Daytona Beach, FL
ffca.org

January 20-23
**Utah Winter Chiefs
Conference and
Winter Fire School**
St. George, UT
utahfirechiefs.org

January 24-26
**Intersec Safety &
Security Expo**
Dubai, UAE
intersecexpo.com

January 25-29
**International Association of
Fire Fighters Convention**
Las Vegas, NV
iaff.org

January 29-30
**LSU Fire & Emergency
Training Equipment Show**
Baton Rouge, LA
feti.lsu.edu

February 24-27
**Virginia Fire & Rescue
Conference**
Virginia Beach, VA
vfca.us

February 25-27
**Wisconsin State Firefighters
Conference**
Green Bay, WI
wi-state-firefighters.org

March 5-10
**Louisiana Fire Chiefs Assoc.
(LFCA) Annual Conference**
Houma, LA
louisianafirechiefs.org

March 7-12
Texas Spring Fire School
College Station, TX
teex.org/event/spring-fire-school

March 20-23
FAMA Spring Meeting
Fort Lauderdale, FL
fama.org

April 19-24
FDIC International
Indianapolis, IN
fdic.com

April 22
**FAMA Technical
Committee Meeting**
Indianapolis, IN
fama.org

April 28-29
**CFSI National Fire &
Emergency Symposium and
Dinner**
Washington, DC
cfsi.org/events

April 28-29
FAMA/FEMSA GAC Hill Day
Washington, DC
famafemsagac.org

April 27-30
**Oregon Fire Chiefs
Association Annual Spring
Conference**
Bend, OR
ofca.org

April 29-May 1
**O AFC Conference and
Trade Show**
Toronto, ON
oafc.on.ca

May 6-8
**VCOS Symposium in the
Spring**
Minneapolis, MN
iafc.org/events/vcos-spring-conf

May 13-16
**Oklahoma State Firefighter's
Assoc. State Fire School**
Tulsa, OK
osfa.info/events

May
RETTmobil
Fulda, Germany
rettmobil.org/index.php/en/

May
**International Wildland Fire
Safety Summit**
Virtual Conference
iawfonline.org/events/

May 14-16
PA Fire Expo
Harrisburg, PA
lcfca.com

May 15-22
**Metropolitan Fire Chiefs
Conference**
Pittsburgh, PA
metrofirechiefs.net/

May 16-18
**Alberta Fire Chiefs
Conference and Tradeshow**
Calgary, AB
afca.ca/about-us/conferences

May 25-27
**Community Risk Reduction
Leadership Conference**
Murfreesboro, TN
iafc.org/events/crrl

May
**IL Fire Chiefs Association
Symposium**
East Peoria, IL
illinoisfirechiefs.org