



**NEWS** Summer | 2017

**TURNING UP THE**

**HEAT**

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



FIRE  
APPARATUS  
MANUFACTURERS'  
ASSOCIATION

By Scott Edens  
FAMA President

**Are market conditions improving?** Due to the nature of our industry's busy Spring schedule, it is often tough to tell. I have always been amazed at the number of trade shows, dealer trainings, industry events and client meetings that occur during the first six months of the year. The travel (domestic and international) schedule for a lot of our colleagues can be very impressive during any competitive Sky Club conversation. Recently on a family getaway, my mother-in-law marveled at how I can avoid airport lines and accumulate perks from the airlines. However, most of us understand that these simple airport / airline accommodations are just dubious honors clarifying that we Travel Too Much!

Travel is just part of our culture and a requirement for us to participate in the industry we love. Not to be outdone, FAMA has executed many events and initiatives during the first half of the year for our members and the Fire Service.

1. Spring Meeting (St. Pete Beach) – The results are in! The Meeting Planning Committee has received members' reviews of the 2017 Spring Meeting, and based on a comparison of previous meeting results, it was a huge success. As stated in many of your survey comments, I was also very pleased with the hotel, content and networking events. The meeting broke two records: the highest participation for member companies and largest number of first-time attendees. Thank you, Sonya Kelly and all the members of the Meeting Planning Committee for another memorable and record-breaking Spring Meeting.
2. Hill Day–Still in committee! FAMA, FEMSA, multiple Fire Chief associations, the Congressional Fire Services Institute, and oth-

er stakeholders were on Capitol Hill April 5 and 6. We had record participation levels and received great bi-partisan feedback that legislators are ardent supporters of the AFG/SAFER grants. However, it was also very apparent that these are interesting times in Washington D.C., and we need to be very diligent in our efforts to push the reauthorization bill to a vote in 2017. The Governmental Affairs Committee continues to provide updates to our members, as well as detailed instructions and tools to contact your Senators and Representatives. Please review the GAC information and act. Call, write and/or meet with your Congressional members and explain the financial need and benefits of the AFG/SAFER grants to our members and the Fire Service.

3. FDIC Events – A few years ago, in cooperation with PennWell, FAMA developed a product showcase event to promote the new technologies of FAMA members, as well as discuss the technology benefits and challenges for the Fire Service. In 2017, the topic shifted to a more pressing issue of "Reducing Cancer Risk for the Fire Service." While FAMA's primary objective is to provide the fire and emergency services community with essential tools and information to help promote the need for newer and safer apparatus, this educational program was determined to be at the forefront of the fire service needs.
4. Market Conditions & Statistics – The participation of the new FAMA Statistics site continues to increase monthly, but could be better. The new functions provide FAMA members with tools that analyze booked and shipped product through many geographical and product type variables. To continue promoting the new site that was provided through the commitment of our Statistics Committee, I encourage you to review the data and tools to answer the question – Are market conditions improving?

I hope everyone had a very successful Spring and our record-breaking participation continues at our Fall Meeting in Glendale, Arizona. Please travel safe, and have a great Summer.

## **“Save the Date” 2018 FAMA Spring Meeting**

**MEETING KICKS-OFF: Wednesday, February 21, 2018**

**MEETING ENDS: Saturday Afternoon, February 24, 2018**

**Marriott Coronado Island Resort & Spa  
Coronado Island, CA**

**NEW MEETING PATTERN:**

- **Boards and Committees–Arrive Tuesday, February 20**
  - **Members–Arrive Wednesday, February 21**
- **Departures–Saturday afternoon, February 24 ... or stay and enjoy the San Diego area!**



By Bill Lawson  
FEMSA President

Thank you to everyone who attended the FEMSA and FAMA sponsored Hill Day. We had a record number of companies represented, which was especially important this year. The current authorization of the Fire Grants contains a sunset clause which, in the case of the Grant program not being reauthorized, would end the program in fiscal year 2017. Therefore, there is a very strong effort by all the stakeholders in the Fire Service to get the Grant program reauthorized this year. This will take legislation to pass both houses of Congress and be signed by the President.

Even if you and your company were not able to participate in this year's Hill Day, *you can still help*. There is a bill in the Senate called S. 829. Its sponsors are Senators John McCain, Jon Tester, Susan Collins, and Tom Carper. Please call, write, or meet with your Congressional Representatives to support S. 829. The bill has just been introduced and there are many more hurdles required to gain passage. Please contact your Senators and Congressmen to ask for their support. If you have any questions on how or what to say, contact anyone on the Governmental Affairs Committee (GAC) listed in this newsletter. Thanks to all GAC members for their energy to get our industry behind this effort.

Our annual meeting and conference will be held in Glendale, Arizona, October 3-6. Event details can be found in the center-fold section of this issue. We have listened to your feedback and have moved the dates of this year's meeting so that everyone can be home for the weekend. The line-up of speakers and events, as well as the networking opportunities, is not to be missed. We have surpassed our room block the last two years, so sign up early. Thank yous to Janet Wilmoth, Bill Van Lent, and the FEMSA education committee for their hard work in putting together this year's program.

The new User Information Guide (UIG) program is up and running. FEMSA is happy to offer this program to member companies that require UIGs to be attached to their product. The new program is digitally based, so instead of attaching a physical document, a hangtag with a QR code, text access, and a URL address will be attached. Any of the access methods (QR code, text, or URL) will connect the end user with a digital copy of the product UIG. This will greatly simplify our member companies' workload while saving many trees, and will benefit the Fire Service with digital copies that easily can be saved and accessed for training. Thank yous to Rick Singer and Don Welch for getting this program in place and supported by the fire service.

I look forward to seeing you in Glendale this October.

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# 2017—The Pivotal Year



BY DAVID GATTON  
GAC CONSULTANT

I doubt if the Fire Service has faced such a pivotal year as the one we have entered. Our two stalwart programs, the Assistance to Firefighters Grant program (AFG) and the SAFER (hiring) program are both up for reauthorization in 2017. If Congress fails to authorize the programs again, they will expire in January of

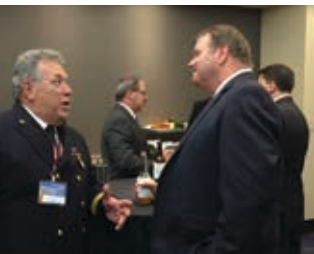
the response. This critical role fulfills a federal and national need to protect the public from forces foreign and domestic. For this reason alone, Congress should reauthorize the AFG and SAFER programs with full bipartisan support.

### 2017 Hill Day

FAMA and FEMSA members understand the importance of Congressional action this year. Fifty-two members convened in Washington DC, April 5-6, for our 2017 Hill Day, where 11 FAMA and FEMSA teams met with 117 Congressional offices to promote reauthorization and encourage funding the programs at \$405 million each for FY 2017 and FY 2018.

grams, along with their fire, rescue and response rationale.

During the first day of Hill Day, Senators McCain (AZ), Tester (MT), Carper (DE) and Collins (ME), all senior senators, introduced S. 829 which reauthorizes AFG and SAFER. The bill is a straightforward reauthorization which keeps the essential structure of the existing programs, minus the sunset provision. Many thanks to the Congressional Fire Services Institute for their leadership in the introduction of S. 829. The House Science, Space and Technology Committee is expected to hold hearings soon on their reauthorization package.



2018. Hundreds of local fire and rescue departments that depend on AFG and SAFER to fill critical equipment and staffing gaps would find that the federal government had abandoned them, even though these very departments form the first line of responders in our nation's National Response Plan.

Whether it's a major weather event, a terrorist act, a hazardous spill, or other catastrophes, it is our local fire and rescue departments that are on the scene for the first 72 hours, and then remain there throughout

These teams met with the decision makers, including members and staff of the House and Senate Appropriations committees, the Senate Government Affairs and Homeland Security Committees, and the House Science, Space and Technology Committee which have jurisdiction over the reauthorization. These meetings were substantive and timely. Only FAMA and FEMSA members can uniquely articulate the manufacturing and economic benefits of the two pro-

All told, it will be our responsibility, along with all the other Fire Coalition members, to push Congress to act this year. This means now is the time to arrange for your Congressional delegation to visit your facility this summer, so they can witness first-hand the economic and jobs impact of our industry on communities all across the U.S.

We are the industry that helps first responders save lives; we simply now must do all we can to make sure they have the tools they need to do their jobs. ☉

## CFSI ... Forging New Relationships



BY BILL WEBB  
EXECUTIVE DIRECTOR

On April 5th and 6th, fire service leaders from across the country were in Washington, DC to attend the National Fire and Emergency Services Symposium and Dinner Program. Hosted by the Congressional Fire Services Institute, the event provided a unique opportunity for fire service leaders – including over 60 FEMSA and FAMA members – to interact with federal legislators and federal agency officials on a broad range of issues impacting our nation's fire service and the fire service industry.

The issue first and foremost on the minds of the 1,500 attendees is the reauthorization of the Assistance to Firefighters and Staffing for Adequate Fire and Emergency Response grant programs. Senator John McCain, an original Co-Chairman of the Congressional Fire Services Caucus, introduced reauthorization legislation on April 5th which was co-sponsored by the three other Fire Caucus Co-Chairs: Senator Susan Collins (ME), Senator Tom Carper (DE) and Senator Jon Tester (MT). During the two-day program, fire service officials were omnipresent on Capitol Hill, attending meetings with their members of Congress to express support for the reauthorization of the two grant programs.



“Many FEMSA and FAMA members have often heard me use the quote from former House Speaker Tip O’Neill that ‘All politics is local,’” said CFSI Executive Director Bill Webb. “That is why it was critical to have a large presence of fire service officials on Capitol Hill during our event conducting meetings with their elected representatives. FEMSA and FAMA have such an important message to share with Congress about these two programs – how they provide jobs for businesses that strengthen our local economies. We thank FEMSA and FAMA members for sharing that message with their representatives. It will make a difference.”

On the evening of April 6th, everyone gathered together in the ballroom of the historic Washington Hilton for the National Fire and Emergency Services Dinner. Three Co-Chairs of the Fire Caucus – Senator Collins, Senator Carper, and Congressman Bill Pascrell (NJ-09) – were the featured speakers, delivering important messages to the audience about engaging in the legislative process.

The program also featured four award presentations. Jim Dalton, a 50-year veteran of the fire service and former government affairs director of the National Fire Sprinkler Association, was the recipient of the CFSI/Motorola Solutions Mason Lankford Fire Service Leadership Award. The International Fire Service Training Association received the CFSI/NFFF Senator Paul S. Sarbanes Fire Service Safety Leadership Award. The CFSI/Masimo Excellence in Fire Service-Based EMS Award recognized the Orange County (FL) Fire Rescue Department and the Montgomery County Fire and Rescue Service. And the final award presentation, the CFSI/IFSTA Dr. Anne W. Phillips Award for Leadership in Fire Safety, recognized Marsha Giesler of the Downers Grove (IL) Fire Department.



Winston Churchill Pascrell



Indiana delegation of fire service leaders meeting with Vice President Mike Pence



Senator Susan Collins



Jim Dalton, 2017 CFSI/Motorola Solutions Mason Lankford Fire Service Leadership Award Recipient. Flanked between Dave Paulison and CFSI Board Member Chris Neal

Plans are already in the works for the 30th Annual National Fire and Emergency Services Symposium and Dinner Program which takes place on April 18-19, 2018. CFSI is offering a number of sponsorship and branding opportunities for companies seeking to elevate their presence at the event. Please contact CFSI at 202-371-1277 for details.

# Trade Show Committee Report

BY GEOFF EVANS, FEMSA CO-CHAIR

It's been a busy couple of months on the Trade Show Committee. Since the FEMSA / FAMA Annual Fall Meeting, the committee has spent time reviewing what we do, how we do it, and how **YOU**, the members, could be better served.

We heard loud and clear that members are desperate for more value from trade show reviews, with less noise and more concise, easily digestible data for making marketing decisions. Currently, the committee is studying how it can incorporate more quantitative information to the currently collected qualitative grades for a more complete and valuable snapshot of each show.

The comments sections in the current trade show survey continue to provide a valuable feedback loop from exhibitors to organizers, and is still a critical value function for the organization. The associations have an obligation to not only provide useful feedback to organizers, but also to demonstrate and recognize when members' voices were heard and improvements were made. We hope to get better at closing that loop on this aspect of our trade show report card program in the future.

With all this focus on data, it's also critical to avoid having the process become a transactional spotlight of a specific show. Enhancing the ongoing dialog between event managers and the industry to drive more value for everyone is the real goal. It's a tall order to balance cold hard data with respect for long standing partnerships, but that formula is what will make our shows better for everyone in the long run.

Finally, efficiency is key. Your time is valuable and, frankly, you should be rewarded for it! Without the contributions of members like you, we wouldn't have any data or comments to review. We're committed to making the trade show surveys shorter and easier to complete, and when you submit your survey, you are automatically entered into a drawing for a \$100 gift card! Our first winner was Bob Towe from W.L. Gore; he won \$100 for taking the Firehouse World survey ... congratulations Bob!

## Firehouse World 2017 Trade Show Review

### Quick Facts from 2017:

- Number of attendees that visited the exhibit hall: **3,426**
- Number of exhibitors for 2017: **265**
- Number of Departments / Agencies / Municipalities represented: **1,823**
- Advertised cost per square foot of a 10x10 booth: **\$17.25 space draw pricing, \$18.25 standard. We also offered a \$1.00/square foot FEMSA/FAMA and \$1.50/square foot advertiser stackable discount.**

### FEMSA / FAMA asks—Brian Cassell from Firehouse answers:

**F/F:** "Event cost continues to come through the comments as an issue for our members. Does San Diego still offer the best ROI and value for a western US show? Can you explain what factors drive your conclusion?"

**BC:** Firehouse World is still the event to meet with Fire Departments/

Agencies/Municipalities that are making purchases in the coming year. ROI is very much there for those exhibitors that come to Firehouse World with the expectation to write orders.

**F/F:** 79 members exhibited at Firehouse World in 2016 and just 52 members exhibited at the 2017 show. What do you say to those who left for 2017? What do you say about Firehouse World 2018 to those who are on the fence or have not exhibited in the past?

**BC:** While we had 35 members represented in distributor booths and understand that does benefit the distributor and the member, there is a TON of value to the branding, marketing, and sales opportunities afforded by having your own booth.

### What to look for in 2018:

**"Firehouse Cash"**— Firehouse will award funds to attendees to spend with exhibitors on the show floor and drive some business activity.

**More Co-location**— Firehouse World started work in 2017 to collaborate with other western US events and outside organizations to co-locate at Firehouse World. Because schedules are set years in advance, 2018 will be the year that those partnerships flush out more, and you'll see more draw to the event.

Special Thanks to Brian Cassell from Firehouse who took the time to answer our questions and review *your* comments. ☺

## COMPANY PROFILES NEEDED!!



BY BILL LAWSON, PRESIDENT

Since FEMSA launched its new website late last year, 50% of our member companies completed their company profiles. I encourage every member company to complete their profile. Why? Because the new Buyer's Guide utilizes the profiles to list companies when a search for a product or service is performed. If a company has not updated its profile, their products or services will not be listed in any search, potentially losing an opportunity. If you have any questions on how to update your profile, please contact Karen Burnham—info@femsa.org.

# “Why would I use a marketing firm? I can build my website for almost nothing on my own”.

We know you can learn how to use an inexpensive, drag and drop tool. However, if you want to create a website to reach your customers, giving them the experience they deserve and plays well with search engines, these “easy” site builders just won’t do the trick.

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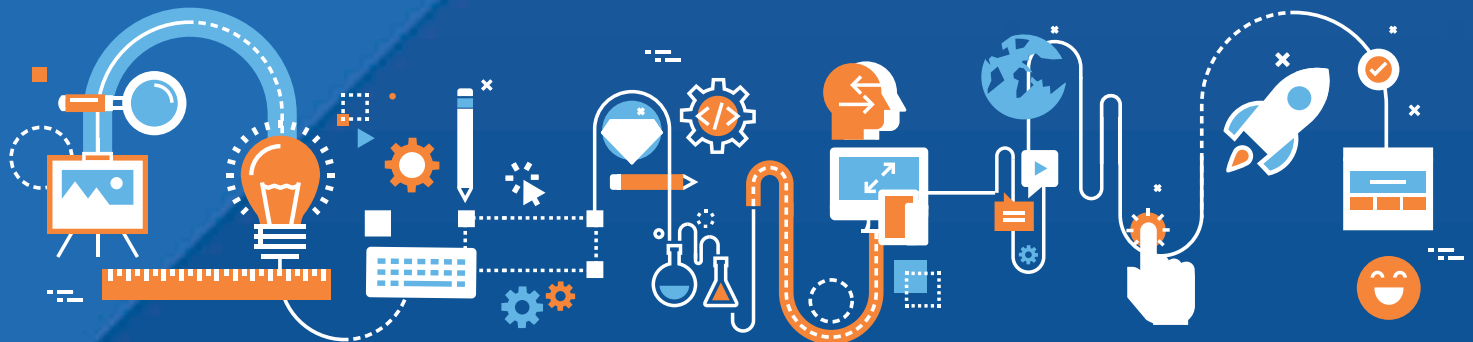
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# 2017 FAMA Spring Meeting Recap

BY JEFF RESCH, MEETING PLANNING COMMITTEE CO-CHAIR

The 2017 FAMA Spring Meeting was held at the world famous “Pink Palace” – the Don CeSar Hotel–in St. Pete Beach, Florida. It was one of our highest attended meetings in recent years with a total of 148 attendees including a record 21 first-time attendees. Overall, 66 member companies were represented including 3 new FAMA companies.

The weekend’s events started with various committee meetings, highlighted

by a well-attended technical committee planning session. The day was capped off with a new member social hour connecting first-time attendees with FAMA leaders. That was followed by an ice-breaker event for all attendees. Sunday began early with Board and Committee Chairs meetings.

In addition to the keynote presentation by Brian Shul, Monday morning included reports of the Board and committees. Monday afternoon’s outdoor networking event was very well attend-

ed and was followed by a reception and awards dinner.

Tuesday morning continued with additional committee reports. Legal counsel, Jim Juneau, reviewed the Department of Justice Regulations of collusion and restraint of trade. Speaker Anirban Basu provided an international and domestic economic update.

If you were unable to attend this year’s Spring Meeting, we hope you will join us for the FAMA/FEMSA Fall Meeting October 3-6 in Glendale, AZ. ☉





# Anirban Basu Economic Forecast

BY CHICK GRANITO

The FAMA Spring Meeting hosted Anirban Basu, noted economist and author. Mr. Basu has served as Senior Vice President and Chief Economist of the World Bank and is the current President of the International Economic Association. His remarks detailed an overview of the global economy as well as predictors of the U.S.

Basu predicts in 2017 that global output growth will be 3 to 4%. He predicts that the U.S. will be at 2.3% and Canada at 1.9%. His comments are based in part on the political changes in the U.S. and the impact that the Trump administration and the Republican majority of Congress will react legislatively. Basu says the global economy does impact US potential for growth. The last quarter of 2016 created a drag on the

U.S. with lower exports. He states, like it or not, the U.S. is tied to a number of global economic measures which forces us to be a member of the world economic structure. Pointing to the United Kingdom's vote to leave the EEC, Basu reminds us that many of these changes will have an impact on the U.S. economic picture, but we have yet to see full outcomes. The economic crystal ball is not always clear to read.



In 2016 in the U.S., there were winners and losers in education and health in a number of states. Topping the winner list were Idaho, Nevada and Florida

where educational growth in classroom and standardized test scores were up 3% to 4%, and health statistics in key areas showed marked improvement. States showing decreases in these two measures were Wyoming, Alaska, North Dakota,

and West Virginia. In the areas of public safety, Basu sees an increase in infrastructure construction and related equipment purchases as the economy gains momentum because of federal and local governments' desire to meet the public safety needs of an aging population that is growing rapidly.

What is the overall forecast? Expect spending to increase as the business climate improves. Indicators for 2017 are strong for imports and exports but unknown for 2018, as the federal tax package will influence future years.

What are the current drags on U.S. economic growth? A lack of qualified trained manufacturing and construction labor. In summary, Basu said we need to focus on education and training of the trades so the U.S. can build things and grow again. ☺



# FAMA Spring Meeting Keynote Speaker – Brian Shul

BY PATRICK CAHILL



Brian Shul is a Vietnam War era attack pilot and a retired major in the United States Air Force (USAF). He flew 212 combat missions and was shot down near the end of the war. He was so badly burned that he was given next to no chance to live. Surviving, he returned to full flight status, flying the SR-71 Blackbird. Major Brian Shul completed a 20-year career in the Air Force. He has written four books on aviation and runs a photo studio in Marysville, California.

The above description is how Wikipedia describes our guest speaker. The words only give you a snapshot. Hearing Brian Shul speak is truly an experience.

FAMA Spring Meeting attendees gathered in a sun-lit room surrounded by picturesque windows with a startling backdrop of the ocean from every angle. With a title like “From Butterflies to Blackbirds,” you would think we would start visualizing a spring garden from the words of our guest speaker Brian Shul. Hence, the very moment we saw this staunch man appear with his bright white shirt splattered with

the beauty of the American flag, we knew we were in for something special.

We read his bio; Vietnam pilot, shot down in enemy territory, crippled with life threatening injuries, rescued by special forces and considered a potential casualty from severe burns over all of his body. Labeled as a terminal burn assessment, he was originally flown to an Okinawa hospital just to wait out the inevitable. What the doctors couldn't see was the indomitable spirit behind the scar tissue. In 1974, Shul was flown to the Fort Houston Institute of Surgical Research and told he was lucky to be alive and would never fly again. Fifteen surgeries in one year and permanently scarred, he decided his own fate.

Now, over 40 years later, this remarkable human being is alive and standing in front of us to tell his story. We learned about his tenacity of perseverance to recover even when his medical team lost hope. We heard the journey of finding his second chance at life. He captured our attention with his drive to not just live but fly again when the Air Force had zero medical tolerance for pilots. We felt his tenacity when he told the military that scars don't disable the body, only the mind can.

But Brian Shul was quick to tell us regardless of what we read, don't refer to him as a hero. He told us, he is no hero. He made a commitment to his country and was only doing his job. He wanted to share his experiences of life not near-death. He carried a camera in the cockpit and was proud of his crew, his plane and his job. He reminded us he chose his career.

It was both ironic and entertaining to hear how gallons of Kool-Aid saved his life when his body rejected every other fluid or food. He defied the requests of superiors to take an honorable discharge when the sounds of children playing soccer from his hospital bed encouraged him to get up and “do what you want to do!” He chose not to give up. He wanted to fly again. He would leave that Houston hospital and arm himself with a camera.

Major Shul would go on to train the Top Gun pilots at Miramar and then to fly the biggest, baddest, fastest plane in the world. The SR-71 nicknamed “Blackbird.” He would fly at Mach 3.5, or over 2100 mph. He would out run missiles on spy missions over The Soviet Union, North Korea, and Libya.

His second chance at life exposed a new hobby which pointed his camera in the direction of uncharted images. My FAMA colleagues witnessed the majestic scenery of Major Shul's prized photos as he mesmerized us with his missions. He flew over ice caps and deserts, as well as a self-indulging fly-by return to the alpha of his second chance. He shared his current life's work photographing nature and the establishment of a museum where both butterflies and his Blackbird are on display.

In closing, he invited us into his cockpit for one last ride as the music played loudly and the noise from the rumble of his SR-71 jet took flight. We experienced Brian Shul, a friend, a man, a pilot, a photographer, an author, and speaker. We were in the presence of a Patriot.

Live the life you choose to the fullest! ☺

## FAMA “Old Timers” Club in St. Pete Beach

The 11th annual reunion of 25 friends was held in St. Pete Beach in March. Phil and Ann Schwab have hosted these gatherings as a way to keep life-long friends in touch with each other. Sadly, we lost Phil this year, but his friendship and memory lives on. Sincere thanks to Ann and the Vandersees for orchestrating another fabulous event.

*Pictured top to bottom—left to right: Harold & Helen Boer, Joe & Nancy Lingel, Jerry Spotts, Grady & Teresa North, Gary & Bonnie Towers, Karen & Al Burnham, Ron & Phyllis Ewers, Roger Ruth, Ken & Diana Fritz, Ann Schwab, and Kate Ruth.*



# FAMA 2017 AWARDS



*Golf Tournament Winners (left to right):  
Matt McLeish, Paul Darley, Mark Albright*



*Past President Plaque presented to  
David Durstine*



*Best Dressed Award presented to Oran  
McNabb*



*Tube Steak Award presented to Sam  
Massa*



*Goodwill Ambassador Award presented to Nancy Ignacio*



*Good Egg Award presented to Wes  
Chestnut*



*Star Achiever Award presented to Roger Lackore*



*Star Achiever keepsake presented to  
Bruce Whitehouse*

# FAMA Technical Committee Meeting Recap

BY ROGER LACKORE  
TECHNICAL COMMITTEE CHAIR

The FAMA Technical committee met in Indianapolis on April 27 at FDIC. Scott Edens addressed the attendees and stressed the importance of the FAMA Buyers Guide initiative. This is our effort to better communicate to fire departments what items they should be considering when specifying a fire apparatus. Volunteers from throughout the FAMA organization have stepped forward to author drafts on topics that cover the breadth of apparatus features and options. The FAMA Board has asked that the bulk of the work be completed, edited, approved, formatted and published by the FAMA Fall Meeting. To meet this ambitious deadline, everyone has come on board with high enthusiasm. The timeline to meet this aggressive schedule follows:

**April 27, 2017** – First draft documents to subcommittee chairs.

**July 1, 2017** – Final Subcommittee approved drafts should be submitted to the Technical Committee Chairs for review prior to Board review and approval.

**Sept 1, 2017** – Individual documents sent to publisher to be organized into a completed draft Buyers Guide.

**Oct 4, 2017** – Buyers Guide document reviewed by FAMA membership at FAMA Fall meeting.

Special thanks to the individuals who are working on draft guides:

- Mike Adams
- Bob Albano
- Scott Beecher
- Denis Bleile
- Chris Crowel
- John Doperalski
- Michael Dupay
- David Durstine
- Ken Fritz
- Gregg Geske
- David Guynn
- Tim Johnson
- Wayde Kirvida
- Roger Lackore
- Andrew Lingel
- Morgan Look
- Bev Lowery
- Peter Luhrs
- Sam Massa

- Bert McCutcheon
- Doug Miller
- Drew Newman
- Grady North
- Will Pilcher
- Matt Pitzer
- Greg Polka
- Woody Savage
- Eddie Smith
- Pete Sremac
- Steve Stein
- Michael Sulmone
- Drew Sutphen
- Dan Veselsky
- Bruce Whitehouse
- Reed Wissler
- Greg Young

In addition to the Buyers Guide work, the Chassis and Aerial subcommittees took up discussions on NFPA topics. While we are a year away from the NFPA apparatus committee re-starting its revision cycle, the standards are open now for public comment. If we can vet the topics of special interest to FAMA members now, we will be better prepared to champion them when the time comes. ☉



*Congratulations to Sam Massa! Sam received the FAMA Technical Committee Chairman's Award for his outstanding work for the benefit of FAMA and the committee.*

**Special Thank You to the Spring Technical Committee Meeting Sponsors**






## FEMSA Launches New Digital UIG Program

BY DON WELCH AND RICK SINGER

As many of our avid newsletter readers may recall, we have been working to provide electronic access to the user guides via a hang tag attached to the PPE elements. The hang tags will include a website address, QR code and text number for electronic access to the user guides in place of the current printed guides.

Providing digital guides rather than paper versions offers benefits to both end users and manufacturers, and several member companies have been moving forward to utilize this new method to provide user information. This will be especially beneficial for small items such as gloves and hoods where a previously printed guide may have been too large or bulky for inclusion with the product.

As part of this process, several UIG consortium member companies inquired

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about third-party testing agency approval. The NFPA 1971 Technical Committee and the NFPA Correlating Committee on Fire and Emergency Services Protective Clothing and Equipment have indicated their support for the use of digital UIGs. It is our understanding that the testing agencies are now allowing companies to move forward with the digital guides, but you will need to con-

Scan this QR Code to get your  
**KIDS GEAR NFPA 1971 Clothing  
User Information Guide.**



Or Text  
<Gear> to 63975  
Or Visit  
<http://www.femsa.org/uig/categories/view/lid>

firm this with your testing agency.

To our UIG consortium member companies—we will be sharing a list of the user guides that are available electronically along with the website address (URL), key words for texting and specific QR codes for each guide. We look forward to you trying these out – we think you will find them very easy to use! ☺

## FDSOA Apparatus Symposium Celebrates 30<sup>th</sup> Anniversary

The Fire Department Safety Officers Association (FDSOA) Annual Apparatus Maintenance & Specification Symposium will celebrate its 30<sup>th</sup> Anniversary in January 2018.

The first symposium was the result of a series of meetings initiated by the International Association of Fire Chiefs staff and various state mechanics' associations, fire chiefs and apparatus and equipment manufacturers to address issues concerning apparatus, maintenance and maintenance personnel.

In 1988, the first Apparatus Maintenance & Specification Symposium was held in Fort Worth, Texas, through the efforts of Fire Chief Larry McMillen, Fort Worth Fire Department; Bob Barracough, Span Instruments; and Mary Mc-



Cormack, International Society of Fire Service Instructors (ISFSI).

In 1989, the FDSOA was established as a subsidiary of the ISFSI, and the Apparatus Symposium was moved to a hotel on Sandlake Road in Orlando. Topics were informative and innovative and covered a range from preventive

maintenance to issues of liability and new safety standards. As the conference grew, it moved to the Rosen Plaza Hotel on International Drive. In 2013, FDSOA headquarters were moved to Michigan and the Apparatus Symposium is now held the same week as the annual Safety Forum, alternating between Orlando and Scottsdale, AZ.

“Thirty years is a major accomplishment to sustain a very unique conference,” said Rich Marinucci, executive director for FDSOA. “Fire apparatus has changed significantly over the past 30 years, and most importantly, the focus on safer apparatus for fire and EMS personnel. FDSOA is proud to continue to support improvements and education in safety.” ☺

# FAMA Addresses Firefighter Cancer at FDIC International 2017 Event

BY CHRIS MC LOONE, SENIOR EDITOR  
FIRE APPARATUS & EMERGENCY EQUIPMENT

"Cancer is one of the most significant concerns in the fire service in this day and age," said Gavin Horn, IFSI director of research, as he began his presentation at the 2017 FDIC International/FAMA Product Showcase. The session, titled "Reducing Cancer Risks for the Fire Service" revolved around what firefighters and departments can do now to reduce their risk of developing cancer. "We're losing more firefight-



Presenter Dr. Gavin Horn—Illinois Fire Service Institute

ers due to cancer than many other causes. We're still trying to understand how to reduce those risks," he continued.

Horn's presentation gleaned data from research performed by IFSI Research, NIOSH, and UL. The research involved 12 scenarios in June 2015 where various exposure risks were observed on the fireground. But, before getting into much of the data, Horn cautioned that firefighters must understand what the risks are before working to reduce them. "What are those cancer risks for the fire service," he said. "We can't reduce the risks until we understand them. And, there's no question that awareness is increasing. Think about where we were in the fire service five years or 10 years ago. It really wasn't on many firefighters' radar – at least not like it is today. There was fortunately a lot of discussion starting to focus on some of the cardiovascular concerns, but chemical exposure wasn't something we really discussed. Think about how far we've come."

Part of understanding the risks is un-

derstanding exposure pathways, which Horn described in a way those in attendance could understand and generating three top considerations:

1. Know what's in the air.
2. Contamination on firefighter PPE.
3. Skin Contamination.



*Special thanks and appreciation to Fire-Dex for contributing the drawing prizes.*

It's important to know what's in the air around you at a fire scene because anything that is in the air can end up on your PPE, your skin, and potentially in your body. Some common air contaminants include fire retardants, volatile organic compounds (VOCs), and various particulates. In terms of contaminated PPE, it depends on your job assignment on the fireground.

Horn suggested that firefighter gloves may potentially be more contaminated than bunker gear for those operating inside the structure. He also noted that off-gassing PPE inside an apparatus cab can cause additional exposure to VOCs. Finally, regarding skin contamination, Horn reemphasized that studies are indi-



After Horn's presentation, FAMA awarded four attendees with Fire-Dex H41 Interceptor™ hoods. (Front row from left to right) Chris Mc Loone –Senior Editor of Fire Apparatus & Emergency Equipment; Allen Rom–METRO Account Manager of Fire-Dex; Christina Dietz–Montgomery County MD Fire Rescue; Lt. Gary Langerock–Watertown, SD Fire Rescue; Chief Monty Strong–Bay St Louis, MS Fire Department; Gerald Hayden–District of Columbia Fire Department; Dr. Gavin Horn–Director of Research for Illinois Fire Service Institute; (Back row) Scott Edens–2017 FAMA Board President.

cating that contamination on the hands may potentially be as significant or more than that on the neck.

For both PPE and skin contamination, Horn stated that decon is critical. For example, for PPE, gross decon at the fire scene using water, soap, and a brush was shown to remove about 80 to 90 percent of the PAH (polycyclic aromatic hydrocarbon) contamination. And, skin wipes were found to remove approximately 50 percent of contamination on the neck skin. Already, two exposure pathways are addressed through decon.

Horn concluded his presentation by admitting that some of what he discussed would be easy to implement, while others might take time. However, he said, "I would ask that you consider these. Keep an eye on the research that's coming out. If you have any comments, let me know. We're going to blast this information out to the fire service by the end of the year. We want to make it as translatable, as usable, and as user-friendly as possible." ☺



### **PennWell/FDIC Supports the 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.

PennWell's loyalty and generosity are very much appreciated. This contribution is made to benefit the health and safety of the fire service, as well as the FAMA member companies. In partnership with a number of other fire service organizations including the IAFC, IAFF, NVFC, CFSI and many others, FAMA works with legislators for a stronger and safer fire service.

# **Give Us Your Two Cents - It Could Be Worth \$5,000 In New Equipment**

Help us better understand disaster preparedness that encompasses the many disasters our first responders faced in 2016 by participating in our

## **2017 Annual State of the Fire Service Survey**

**Your opinion counts –**  
give us your two cents and you could win **\$5,000 worth of equipment** for your department from any FEMSA or FAMA member company!

Complete the survey and qualify to win today at [www.femsa.org/survey](http://www.femsa.org/survey) or [www.fama.org](http://www.fama.org)

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# TURNING UP THE HEAT

2017 ANNUAL FALL CONFERENCE  
OCTOBER 2-6, 2017 GLENDALE, ARIZONA

## FEATURED SPEAKERS



### Janine Driver

Janine Driver is the New York Times Best Selling author of *YOU SAY MORE THAN YOU THINK* (Random House), and recently *YOU CAN'T LIE TO ME* (HarperOne), popular keynote speaker, media expert for NBC's TODAY Show, 20/20, CNN, Anderson Cooper, Katie, Dr. Drew on HLN, and the Dr. Oz Show, and she's the founder, president, and lead instructor for the Body Language Institute (BLI).



### Jay Acunzo

Jay Acunzo is an award-winning podcaster and dynamic keynote speaker. Working as a digital media strategist at Google convinced him that the tried-and-true often leads to stale work. Now, as the host of the audio documentary series *Unthinkable*, Jay spends each week telling the stories of people and companies who break from the convention to do exceptional things.



### Anirban Basu

Anirban Basu is Chairman & CEO of Sage Policy Group, Inc., an economic and policy consulting firm headquartered in Baltimore, Maryland with offices in Pennsylvania and Indonesia. The firm provides strategic analytical services to energy suppliers, law firms, medical systems, government agencies, and real estate developers among others.



### Tomi Bryan

Dr. Tomi W. Bryan is a government contracts and leadership consultant with Point Compliance Group in Greensboro, NC. She began her career in government contracts in 1999, as a general counsel that provided fire and life safety solutions to the Federal Government. She presents on a variety of compliance topics, working to simplify the complex so complying is made easy.



### Jefferson Davis

Jefferson Davis is President of Competitive Edge, a highly-specialized training and consulting firm on a mission to inspire, lead and direct businesses on how to more effectively use exhibiting to visibly support core business objectives and generate measurable financial value, far beyond cost.



### Bill Webb

Bill Webb is the Executive Director of the Congressional Fire Services Institute educating Congress about the challenges and needs of the fire and emergency services. During his 22 years as CFSI Executive Director, Bill has delivered presentations and written many articles on advancing fire service issues on Capitol Hill.

## NEXT GEN CHIEFS PANEL



### Assistant Chief Cori Hayes

Assistant Chief Cori Hayes began her employment with the City of Mesa in 1996 and joined the Mesa Fire and Medical Department in 1998. She began her career as a Firefighter/paramedic and worked her way up through the ranks of Engineer, Captain, Battalion Chief and Deputy Chief to her current position as the Assistant Fire Chief.



### Chief Cheryl Horvath

Chief Cheryl Horvath has been serving as Fire Chief at Mountain Vista Fire District since January 2016. Chief Horvath has been in the fire service since 1992. Chief Horvath is the past President of the Board of Trustees for the International Association of Women in Fire & Emergency Services and a frequent speaker at the conference in leadership and fire ground tactics.



### Chief Tom Kuntz

Tom Kuntz is the Fire Chief for Red Lodge Fire Rescue. He was the founding chair of the International Association of Fire Chiefs Wildland Fire Policy Committee, and a past board member for the Volunteer and Combination Officers Section. He has represented local government on the Wildland Fire Leadership Council, and has participated on many advisory committees on national fire policy. Tom was selected as Volunteer Fire Chief of the Year in 2006.



### Chief Matt Pegg

Matthew Pegg is the Fire Chief of Toronto Fire Services. Prior to being appointed as Fire Chief in Toronto, Matt served as a Deputy Fire Chief in Toronto, Brampton, Ajax and Georgina. Matt is a past member and former co-chair of the Ontario Fire Service (Section 21) Advisory Committee to the Ontario Minister of Labour and past NFPA 1971 / 1851 Technical Committee member.

## GET THE APP

Don't forget to download the conference app (Android and Apple versions available). In one place, you'll access schedules, agendas, speaker bios, list of attendees with photos, meeting rooms/floor plans, as well as local points of interest.

Search "FEMSA/FAMA" on the Google Play or Apple App Store



FOLLOW THE FEMSA GROUP ON LINKEDIN FOR UPDATES.





Arrival	Monday – October 2, 2017   Arrival (Boards)
	<b>Tuesday – October 3, 2017   Arrival Members   Hospitality Hours: 5pm to 11pm</b>
12:00 pm - 12:30 pm	FEMSA Board Lunch
12:30 pm - 3:00 pm	FEMSA Board Meeting
1:00 pm - 3:00 pm	FAMA Board Meeting
3:15 pm - 4:00 pm	FEMSA/FAMA Board Meeting
4:00 pm - 6:00 pm	FAMA Board Meeting with Committee Chairs
6:00 pm - 10:00 pm	FAMA Technical Committee Planning Meeting
	<b>Wednesday – October 4, 2017   Hospitality Hours: 5pm-6pm; 8:00pm-11:00pm</b>
7:00 am - 8:00 am	FEMSA/FAMA Member Breakfast
8:00 am - 12:00 pm	Kick-Off Speaker Presentations (Joint Session)
8:00 am - 9:30 am	Joint Presentation: Keynote Speaker • Janine Driver – Body Language Institute – "You Say More Than You Think" (All Members/Spouses/Guests are Invited)
9:30 am - 10:00 am	Break
10:00 am - 12:00 pm	Joint Presentation: Next Gen Chiefs Panel • Bill Webb, Moderator; Cori Hayes, Mesa, AZ; Cheryl Horvath, Tucson, AZ; Tom Kuntz, Red Lodge, MT; Matt Pegg, Toronto, ONT
12:00 pm - 1:30 pm	Lunch Break (on your own) (1.5 hrs)
1:30 pm - 2:30 pm	Joint Presentation: Jay Acunzo • Traction: How Marketers Spark Change and Inspire Movements by Doing the Unthinkable
2:30 pm - 3:00 pm	Joint Presentation: Washington / AFG Updates: CFSI – Bill Webb; GAC – John Granby and David Gatton
2:30 pm - 3:00 pm	Canadian Members Breakout Session - Moderated by Richard Boyes
3:00 pm - 3:30 pm	Break (FEMSA and FAMA)
3:30 pm - 5:00 pm	FEMSA Business Meeting
3:30 pm - 5:00 pm	FAMA Business Meeting
5:30 pm - 6:00 pm	New Attendee Reception
6:00 pm - 8:00 pm	Reception – All Members, Spouses / Guests, and Valley Fire Chiefs
	<b>Thursday - October 5, 2017   Hospitality Hours: 5pm-6pm; 9pm-11pm (3 hours)</b>
7:00 am - 8:30 am	FEMSA/FAMA Member Breakfast
8:00 am - 10:00 am	FAMA Business Meeting wrap-up
8:30 am - 10:00 am	FEMSA Business Meeting • Caucus Group Breakouts / return for final wrap-up
10:00 am - 10:30 am	Break
10:00 am - 2:00 pm	Spouse/Guest Program
10:30 am - 12:00 pm	Joint Presentation: Fire Lanes (3 topics) <ul style="list-style-type: none"> <li>» Fire Lane Set #1 – Janine Driver • Headed in the Right Direction: Top Strategies to Instantly Upgrade Your Rapport and Influence With Everyone You Interact With</li> <li>» Fire Lane Set #2 – Tomi Bryan • Anti-Trust Investigations ... You've Been Served, Now What? David Gatton and John Granby • Home Days ... Keeping up the Momentum</li> </ul>
12:00 pm - 1:30 pm	Lunch as a group
1:30 pm - 3:00 pm	Joint Presentation: Anirban Basu • Economics ... Beyond 101
3:00 pm - 3:30 pm	Break
3:30 pm - 5:00 pm	Joint Presentation: Jefferson Davis • 7 Powerful Ways to Optimize Trade Shows
6:00 pm - 7:00 pm	Reception – All members and guests
7:00 pm - 9:30 pm	Dinner – All members and guests
<b>Departure (Most)</b>	<b>Friday - October 6, 2017</b>

# 50 Years of FEMSA: An Association Success Story, Part III

BY KAREN BURNHAM

The mid-to-late 1990s marked significant changes for FEMSA. In this issue, we pick up the history of FEMSA with the year ...

**1996 ... A blizzard buries eastern US causing at least 50 deaths; the longest US government shutdown ended after 21 days; Endeavour 10, Columbia 19 and Atlantis 16 were launched; "Twister" premiered; and FEMSA celebrated its 30<sup>th</sup> anniversary with 179 member companies!**

The FEMSA Warning Label and **User Information Guide** project showed significant progress. The results were impressive and received support from PPE manufacturers. The next phase established a process for fire service reviews. Five (5) PPE product guides would be ready for release in the spring of 1997.

After many years of hard work, the FEMSA **Insurance Program** was launched. General Star Indemnity Co. and Tri-City Brokerage handled the insurance program for FEMSA members. This represented a historic time for FEMSA as members consistently rated the need for such a program high on the list of desired member benefits. The insurance segment would be part of an overall project to manage losses through a centralized legal defense pool and risk management program, and members were able to maintain their current brokers. After a very brief time period, members reported savings on their premiums through this program.

**Product Liability Veto Sustained** – The Senate and House passed product liability reform, but President Clinton vetoed the bill despite attempts by the House to override it. The final vote was 258-163, 23 votes shy of the two-thirds majority necessary to override the veto. In the end, just 33 Democrats joined 225 Republicans in voting to override the President's veto. This ended consideration of such reform for this

session of Congress. President Clinton's veto on April 30<sup>th</sup> was widely recognized as a pay-back to his largest campaign contributors: trial lawyers. The Center for Responsive Politics said that "lawyers and law firms" donated \$2.5 million to the President's re-election campaign during a nine-month period.

The FEMSA Annual Meeting in San Antonio, Texas, brought together the largest group of fire service industry companies to date. Over 160 representatives from 80 companies networked and discussed issues affecting the fire service industry. Presentations included Technology by an AT&T representative with an overview of the Internet and how websites are a must; Warning Label Project coun-



sel George Parry updated members on the warning label program and shared a copy of the new guide for Protective Garments; Mark Conron (Technical Fire Services International) discussed what is involved in doing business internationally, customs, and negotiation techniques used in other countries and cultures; Kevin Kirvida (General Safety) described the sales volume of fire apparatus in the U.S. and in-

ternationally as a case study of a product's sales in the international marketplace; retired Boston Fire Commissioner Leo Stapleton offered his perspective on the changes and challenges that have affected the fire service during his tenure.

With the results of Board elections tabulated, the 15-member FEMSA Board for the next year included:

President: Bruce T. Bowling (Firehouse Magazine)

Vice President: Bob Montgomery (Hoechst Celanese)

Secretary-Treasurer: Sue Tribble (Southern Mills)

Executive Committee Members:

Kit Cafaro (MC Products)

Mary Grillo (Morning Pride)

Directors:

Jeff Bean (Ferrara Fire Apparatus)

Don Conley (VFIS)

Mark Conron (TFISI)

Paul Darley (W.S. Darley & Co.)

Al Frazier (Fire Apparatus Magazine)

Steve Houchin (Spartan Motors)

Dan Juntune (Waterous Company)

Doug McMillan (Task Force Tips)

Marlin Nichol (Will-Burt Co.)

Jack Petrone (Global Fire Equipment)

**1997 ... Newt Gingrich narrowly re-elected Speaker of the House; Madeline Albright sworn into office as the first woman Secretary of State; O.J. Simpson liable for the deaths of his ex-wife, Nicole, and her companion, Ronald Goldman; the first FEMSA User Information Guides are released; the Cooperative Purchasing Plan of 1994 was Repealed; and FEMSA and FAMA open lines of communication.**

**FEMSA Guides for Innovation/Safety** – Stressing the fact that emergency responders get the most from their protection when operating at an incident, FEMSA ensured that one of its Official **User Information Guides** (UIGs) for protective clothing and ensembles is attached

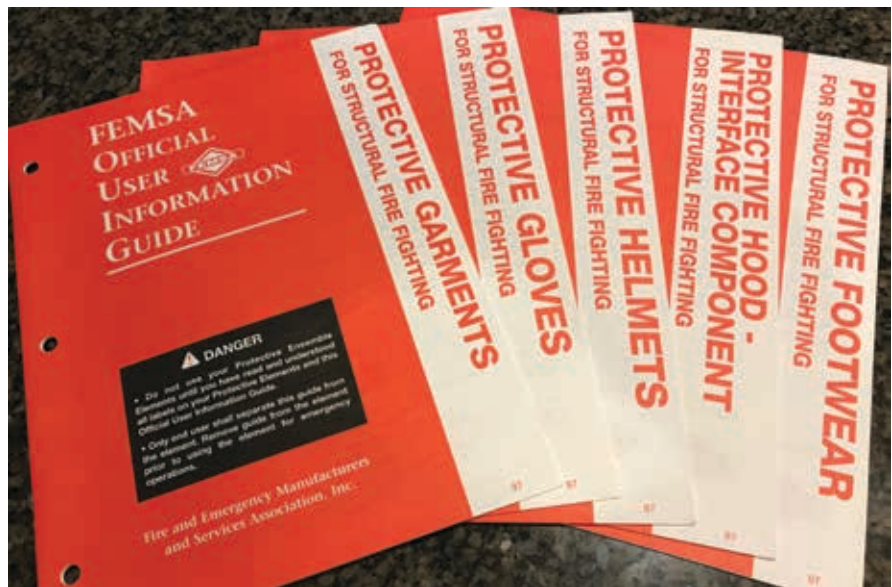
to every product their members supply to first responders.

FEMSA's UIGs grew out of what manufacturers felt was a dire need to replace the old National Fire Protection Association (NFPA) warning labels for NFPA-certified products. Mary and Bill Grilliot (Morning Pride) are credited with organizing a consortium that developed the 20-page manuals. The group relied on product-labeling lawyers, technical authorities, fire service groups, and a linguist to produce easily understandable text that also was reviewed by emergency personnel before final adoption.

The two-year effort resulted in the large, red books being shipped with new orders beginning in January 1997. The publications supersede labeling that was required in pre-1997 editions of NFPA 771, **Protective Clothing and Equipment for Structural Firefighting**. The UIGs address common misconceptions and training items with which firefighters may need to be re-familiarized. A UIG is attached to every garment, boot, helmet, hood, and pair of gloves issued by participating consortium manufacturers. Original companies included Belleville Shoes, Cairns & Brother, Inc., Fire-Dex, Inc., Fire Gear, Inc., Globe Manufacturing, LaCrosse Footwear, Morning Pride Manufacturing, Inc., Norcross Safety Products, Quaker Safety Products Corp., Securitex, Inc., Warrington Group Ltd./Cove Shoe, and Weinbrenner Shoe Co., Inc.

**Cooperative Purchasing Plan (of 1994) Repealed**—After a year of hard work and intense lobbying by FEMSA and others in the emergency equipment industry, the repeal of the Cooperative Purchasing Plan was approved by both houses of Congress and signed by the President. While a huge sigh of relief could be heard across the country, the fight was far from over.

In 1994, as part of the Federal Acquisition Streamlining Act, a rider was passed known as the “Cooperative Purchasing Plan” that would have allowed state, municipal and county governments to purchase everything from paper clips to fire trucks through the General Services Administration (GSA) at volume discounts usually available only to federal agencies.



The act was passed without a thorough understanding by many in Congress of the impact it would have on our industry. While the idea may have seemed beneficial at first, it would have had a devastating effect on the multimillion dollar industry that has developed around the nation's fire and rescue community. By inserting itself as a dealer, the federal government would have destroyed the distribution network that has added value to the marketplace for years. Dealers would no longer exist to handle service, technical training, education, local conferences, and trade shows. There would be no local contact with sales and services technicians, and no easy access to local maintenance facilities. Technical advances and product innovations, which often filter through the dealer network to the manufacturer, would be at risk.

Buying through GSA would be more restrictive than buying on the open market with many maintenance and warranty options available only as a separate purchase. Without the local dealer, repairs would have to take place at the manufacturer's designated site. The travel cost for some would quickly eat up any savings gained through the plan. With manufacturers scrambling to offer the lowest prices through GSA, they would have little incentive to channel resources into the development of innovative, better, often more ex-

pensive technologies. The entire industry would suffer as a result.

When the full impact of the Cooperative Purchasing Plan became evident, the industry convinced Congress to grant a moratorium allowing time for a full assessment. Three subsequent moratoriums were granted, the last of which required a published report from the General Accounting Office (GAO), the research arm of Congress, and the General Services Administration before Congress could act on the request for repeal. The GAO report of June 1997 was ambivalent. While it did not champion either side, it found little to support the GSA's claim the Cooperative Purchasing Plan would save the industry money and be more efficient. The dealers, however, were far more vocal. They let Congress know the plan would impact them if government became involved in their industry, negotiated contracts, and took over their businesses.

The first request for repeal passed the Senate as part of the Supplemental Appropriations Bill for FY 1997. It died in conference between the House and Senate. A second repeal request became part of the Treasury Appropriations Bill for FY 1997, and, after an agreement was reached in conference, passed both the Senate and House.

While most bills are revised or altered in some way, the Cooperative Purchasing

Plan was actually repealed. This was due, in part, to the intense, successful lobbying by a national coalition composed of the United States Chamber of Commerce, the National Federation of Independent Businesses, the National Association of Wholesalers and Distributors, and dozens of associations and businesses.

While FEMSA was actively involved every step of the way, our lobbying efforts intensified as the final vote neared. The resulting repeal was a direct consequence of this effort by FEMSA and other organizations involved in the industry. Our victory, however, was not to be taken for granted. The Cooperative Purchasing Plan was still strongly supported by mayors, governors and public hospitals across the country. Lobbyists representing these formidable opponents were hired to try to get the legislation reinstated.

The success in Washington demonstrated that many small voices can make a noise that is heard. For many of our members, this was their first experience communicating with Congress. Most were impressed by the impact they had in getting Congress to do something for the small business owner. But the effort would not stop here if we were to keep the Cooperative Purchasing Plan from resur-

facing. Because the final vote was a voice vote, there was not much of a record as to how individual members of Congress voted. Therefore, every member was encouraged to write a letter to their Congressional Representatives and Senators to keep the pressure on Congress and keep the bill out of any future legislation.

**FEMSA and FAMA Open Communications** – During the annual fall meetings of FEMSA and FAMA held October 1997 in Tucson, Arizona, the Executive Committees of FEMSA and FAMA met officially for the first time to discuss their mutual missions and goals, and to begin exploring creative, new ideas to benefit members of both associations. Agenda topics included different classifications of membership, joint promotion of firefighting safety, the creation of a unified voice for the fire and emergency services industry, and promotion of a “strength in numbers” concept.

To benefit members of both associations, it was agreed that the Boards of FEMSA and FAMA would:

- Coordinate the content of business sessions, scheduled speakers and other aspects of the annual fall meeting so as not to interfere with either association;
- Keep meeting rates consistent; and,
- Provide networking opportunities by

bringing members of both groups together for presentations.

Other areas discussed where both associations could work together for their mutual benefit included: the establishment of a link between website home pages, the sharing of knowledge on insurance carrier rates and policy coverage, joining together to present the Industry Achievement Awards, and coordinating the Trade Show Report Card project together. It was also noted that legislative issues, NFPA issues, product liability reform, CFSI support, and research all could be tackled more efficiently and effectively if FEMSA and FAMA worked together.

A group of three representatives, each from FEMSA and FAMA, were appointed to address the issues and suggestions discussed at the meeting, and report their findings back to their respective Boards. It was also agreed that the Executive Committees themselves would meet on a yearly basis.

**Association Management** moved from The Bostrom Company (DC) to the Drohan organization (VA), and within the year, Karen Burnham (MA) was retained as the Administrative Assistant to the Board, replacing Drohan. ☺

## Barbara Connolly (Fire News) has volunteered to maintain and update FEMSA's Facebook page.

Barbara will begin promoting information on the upcoming

- ◇ Annual Conference in Glendale, AZ–October 2-6, 2017
- ◇ Trade Shows throughout the year
- ◇ Products and happenings within your company

To share posts from your company page, or if you have any questions, please feel free to reach out to Barbara at: [Barbara@FireNews.com](mailto:Barbara@FireNews.com)

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CELL 631-921-0391



## WELCOME NEW FEMSA MEMBERS



### ICL PERFORMANCE PRODUCTS, LP

Craig McDonnell, Business Manager Class B Foam  
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(906) 424-4536; craig.mcdonnell@icl-group.com; www.phoschek.com

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### MAC1 PRODUCTS

Mark Coley, CEO  
1909 NE 25 Avenue, Ocala, FL 34470  
(352) 895-8090; mark.coley@cox.net

MAC1 Products is a designer and manufacturer of fire truck pumps.



### S&H FIRE PRODUCTS, INC.

Steve Larson, President  
5891 Nolan St., Unit 1, Arvada, CO 80003  
(303) 421-2001; slarson@shproductsinc.com

S&H Products is a manufacturer of a product line that supports the wildland firefighting market with nozzles, valves and accessories related to water flow.

## WELCOME NEW FAMA MEMBERS



### BRONTO SKYLIFT, INC.

Tom Goyer, North American Sales  
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# A Look Back at FAMA's Early Years ... Part III

BY KAREN BURNHAM

This segment picks up with the transition of FAMA ... when it cut the apron strings from NTEA and took over management of the association on its own.

Where we left off ... FAMA separated from TBEA-Truck Body and Equipment Association—in 1985 due to “differing views.” It is said that FAMA wanted to handle some projects on its own, and sought information about the association’s treasury to support those projects only to learn there was basically no treasury left; that funds paid for dues went toward the management of FAMD. In the early days, FAMA was considered an information-sharing, small business association and “vacation club.” Most members were small business entrepreneurs – not large corporations. Owners of these small companies got to know each other through Technical Committee meetings as company owners were all technical by nature.

In 1985, FAMA became a division of NTEA – National Truck and Equipment Association. After a few years, NTEA became an “absentee landlord” with very little communication. Dues were \$750 with \$600 going to NTEA and \$150 to FAMD. The 1989 Spring Meeting was the last meeting for which NTEA represented FAMA after an apparent mutual decision to part ways. True story: Jim Johnson, employee of Pierce, was President of FAMA that year. “Things got a little crazy;” Johnson put all hotel expenses generated by the meeting on his company credit card. He called his boss, Mr. Ogilvie, from the meeting, explained the circumstances, expecting to get his walking papers over the phone, but Mr. Ogilvie said it was okay, and it all worked out.

FAMA timed its separation from NTEA so it was a clean break. Once parted, FAMA would collect the entire \$750 dues for its treasury. There were approximately 35 member companies at the time, and FAMA felt it could do a lot on its own with an additional \$25,000+ in dues revenue if it



*Top-to-bottom, left-to-right:  
1981–Cancun: Dennis Chamberlain (Spartan), Catamaran snorkeling cruise  
1991–Maui: MaryJo and Jim Kiefer (Elkhart), Kit Cafaro's hula lesson  
1992–Barbados: Danny Brogdon (Elkhart) with Bob Barraclough (Span), yet another Catamaran snorkeling cruise  
1993–Aruba: Dan Kreikemeier (Danko) playing spoons!, Tony Ashbaugh (Elkhart)*

took control; it would also put FAMA in a stable financial position.

In the late 80s/early 90s, Fall meetings were held at the “tired” (yet acceptable) Sheraton Orlando – sitting at school desks in hotel meeting rooms. Two Technical Committee meetings (May and November) were held at a hotel in Chicago and lasted one day. In the early years, the Technical Committee was really the only committee that had a function. In the early 1990s, the Tech meeting venue changed to holding meetings at two major trade shows – FDIC and FRI – so that more member rep-

resentatives could attend and participate. The key reason to join FAMA was the strong and active Technical Committee.

In 1990, FAMA had little money. Regardless, and after stepping out on its own, FAMA began to restructure itself based on the goodwill of members who were willing to volunteer their time and talents to get the association up, running, and established in the name of FAMA. Bill Bruns worked with Denise Cafaro-Hammond, then FAMA legal counsel, to develop new bylaws, articles of organization, and other required documents. This was a significant turning point for FAMA. There was really no discussion about the association of

the past as very little interaction had occurred on a business level prior to this time. FAMA was moving forward and members became more engaged in the operation and management of the organization.

FAMA's culture shifted dramatically in the 1990s from mostly small family-owned businesses to larger corporations with a demand on the association to perform at a higher level. Mike Waldoch became the Membership Committee Chair and was quite influential in campaigning and attracting new members. The goal was to recruit truck builders to join with the in-

tent that component manufacturers would follow. The 1990s was really the transition period for FAMA when the association experienced its major growth.

On April 20, 1990, Fire Apparatus Manufacturers' Association was incorporated in Virginia. The incorporators were George Szykiel, Daniel Kreikemeier, Robert Barraclough, and William Bruns. On April 29<sup>th</sup>, FAMA held the organizational meeting of incorporators as well as James Johnson (1989 President), Robert Zoller, and Denise Cafaro. At that meeting, officers of FAMA were elected:

- President: George Szykiel
- First Vice President: Daniel Kreikemeier
- Second Vice President: Robert Barraclough
- Treasurer: William Bruns

A checking account would be opened, and the corporate seal was adopted.

Bob Zoller of Edwardsburg, MI (1980 FAMA President), was hired as the Executive Secretary to record meeting minutes. Application was approved by the Michigan Department of Commerce for FAMA to conduct business in that state.

*Resource Credits: Bill Bruns, Phil Schwab, FAMA Records*

After two years, Bob decided to retire.

Denise Cafaro-Hammond was hired as of July 1, 1990, to prepare and release to FAMA's Executive Secretary for distribution six (6) Legislative Bulletins per year. The bulletins would digest federal and state legislative and regulatory developments.

On October 17, 1990, FAMA's application for recognition of exemption from Federal income tax under section 501(c)(6) was approved by the Internal Revenue Service.

For the 1990 fall meeting, then FEMSA President Kit Cafaro invited FAMA to join FEMSA at their annual meeting. Kit served as a major catalyst for both associations. Joint fall meetings continue today.

There were two critical concerns to members in the early 1990s: (a) tort reform – companies were being sued on presumptive product liability claims – FAMA joined forces with FEMSA on this charge; and (2) the “bridge and weight” laws which became the Technical Committee's key focus as it related to the weight of fire apparatus crossing bridges, an issue that continued through the years.

Kit Cafaro was clearly the most influential and important cog in bringing FAMA

and FEMSA together on the tort reform issue. At the time, Kit was not only President of FEMSA, but was extremely active in the activities of FAMA. Clearly, she deserved the MVP award for her all-out efforts for the industry and her endless energy.

In 1993, FAMA President Bill Bruns' mission was to charge committees with tasks. Up until that time, the Board was handling all association activities. Previously, committee chairs would come to a membership meeting, report their plan to members, and then meet with their committee members to determine how to execute the plan. That practice changed in 1993 ... chairs would first meet with their committees, report to the Board to get direction on the plan, and then report to members with a Board-approved plan. This practice remains intact today.

A “must” for FAMA Spring meetings back in the day was that the meeting site had to be near water so that people could go scuba diving and snorkeling off a boat or catamaran! Social activities and network building continues to be a valued benefit of Spring meetings today. ☺



## 2017 FAMA Board of Directors

- (left to right):*  
**Bev Lowery**–Director  
**Curt Ignacio**–Secretary  
**David Durstine**–Past President  
**Andrew Lingel**–Director  
**Scott Edens**–President  
**Steve Toren**–Vice President  
**Jeff Darley**–Treasurer  
**Mike Schoenberger**–Director  
**Sonya Kelly**–Business Manager

► MEMBER FEMSA



**Casco Industries, Inc.**



**Jessie Gentry** has joined the outside sales team in the Dallas/Fort Worth Metroplex area. He holds a Master's Degree in Executive Fire Leadership and a

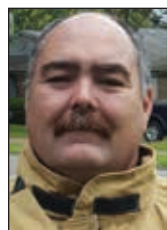
BASc in Public Safety Administration. Jessie recently retired from the DFW International Airport as the Assistant Fire Chief.

**Rick Stevens**

joins as a Service Technician and outside salesman for Casco's Houston, TX, office, covering the northern area of the Houston office up to the East Texas sales territory. Rick is currently the Volunteer Fire Chief for the Pumpkin Evergreen Vol. Fire Dept., and a Flight Paramedic for AirVac/Air Rescue in Crockett, TX.



**John Calender** has joined the Arkansas office sales team and will cover Eastern Arkansas. John is currently employed with the Memphis, TN, Fire Department Service



Division and has been in the fire service for 30 years. John served as a Volunteer Fire Chief for Rocky Branch (TX) Volunteer Fire Department.

**Jeff Hayden** has joined the Grand Prairie office as a Service Technician serving the North Texas area. Jeff is a Lieutenant, Firefighter/Paramedic with the Euless, TX, Fire Department.



**Perry Manuel** was hired as a Service Technician. Perry will service the Eastern Gulf Coast region known as the Golden Triangle which covers Beaumont, Port Arthur, and Orange, Texas. Perry will also handle some cities in Louisiana that border Texas. Perry has worked for over 30 years with Port Arthur Fire Department.

► MEMBER FEMSA



**Curtis**



The Seattle operational center has moved to Kent, WA. Exciting features of the Kent facility include a larger showroom, increased product stocking capacity, and larger in-house Curtis Care shops to service PPE, Breathing Air, and Rescue Tool products.

**Nik Taranik** has transitioned to Personal Protective Equipment (PPE) Specialist for the Northwest. He's served in numerous positions since joining Curtis more than 28 years ago, with the most recent being sales professional in Northwest Washington.



**Joe Clark** has been promoted to Customer Service and Operations Manager – Oakland, CA. Joe began his career with Curtis three years ago after graduating from UC Santa Cruz. He's been focused on supporting customers in California, and managing key contracts.



**Matt Foust** has been promoted to Customer Service and Operations Manager – U.S. Government. The core values instilled in Matt through his industry experience spanning more than 20 years have been key to successfully supporting U.S. Government customers during his time with Curtis.



► MEMBER FEMSA



**Fire-Dex**

**Rose Warington** joined Fire-Dex as a Customer Service Representative. She will take over as the point CSR for T30 with Bruce Scheck. Rose has over 15 years of customer service experience, eight of them specific to a manufacturing environment.



**Rob Milideo** joined Fire-Dex as Regional Sales Manager for T45 which will now include MD, DE, and NJ, in addition to the previous T45 states—PA & WV. Rob comes with vast experience and success, selling for First Due Emergency Services and most recently The Nat Alexander Fire Equipment Co.



► MEMBER FEMSA



**Firehouse**

**John Kosik** has joined the organization as an associate editor. Kosik is based in Chicago, reporting to Executive Editor Peter Matthews.





**Firehouse Expo**

Firehouse Expo was honored by *Trade Show Executive (TSE)* Magazine as one of the country's "Fastest 50" growing trade shows at the prestigious Fastest 50 Awards & Summit.

Acquired by SouthComm Business Media, LLC in 2014, Firehouse Expo topped all three Fastest 50 growth metrics two years later with: a 56.2% increase in exhibit space, an 86.4% jump in exhibitors, and a 100.9% increase in attendance. Firehouse Expo earned three Fastest 50 Grand Awards, including the coveted Rockstar Award, which honors exceptional growth, execution and overall excellence.

"Being the only national event honored across all three categories is a testament to the commitment and efforts of Editor-in-Chief Timothy Sendelbach, Group Show Manager Brian Cassell, and the entire Firehouse team to produce such a successful event," said Ed Nichols, Vice President of Events at SouthComm. "We are thankful to our industry-leading instructors and exhibitors for joining us on our mission to bring the latest technology, ideas and inspiration to our nation's firefighters so they can be the best, the brightest and the bravest in the fire service," said Cassell.

Kosik is a seasoned news writer and editor, having worked as a supervisory editor in the Associated Press' New York Sports Department while also writing about music for the company's Arts & Entertainment sector. More recently, Kosik served as an editor for STATS, LLC, a leading provider of sports data.



► MEMBER FEMSA AND FAMA



**Peter Luhrs** has been hired as Director of Integrated Control Systems. Peter brings a wealth of industry experience in sales and market development for multiplexing systems, automotive lighting and electronic control solutions. Early in



his career, Peter worked as a Fuel Injection Engineer where he was a key member of the R&D team, and helped develop an advanced electronic control system.

► MEMBER FEMSA



**GML Industries LLC**

"Here we Grow Again" is the message we sent our customers to say that we have once again moved to a larger facility at



5542 SW 6 Place, Ocala, FL 34474. Open House is planned for early summer 2017.

► MEMBER FEMSA



**Groves Incorporated / Ready Rack**

After the untimely passing of Groves Incorporated's founder, Hank Groves, in June of 2016, the organization completed a realignment to ensure a seamless transition for all.

**John Groves**, previously VP of Sales, stepped into the role of CEO. John, with his 20+ years of experience and leadership at Groves Incorporated, maintains key relationships across all aspects of the business and continues to work on setting the strategy for the company as we look forward.

**Brent Hostler** joined the team in June of 2016 as President, bringing more than a decade's worth of business management,

strategic planning and execution, and continuous improvement to the organization.

**Julie O'Toole Cordes** joined the company in February 2017 as SVP of Operations, reporting to Brent. Julie brings extensive experience with operations management, financial planning, and data analytics.

**Chris Sheppard**, previously Media Manager, was named National Sales Manager. In his 13+ years with the company, he has gained exceptional product knowledge, contacts in the industries, and sales focus.

**Kelsey Adams** joined the Groves team in October of 2016 as Media Associate overseeing all things media. **McKenna Ritthaler** joined the team in October 2016 as a Customer Service Associate and **Nate Herriges** joined the Groves team as Warehouse Associate in March 2017.

► MEMBER FEMSA AND FAMA



**Hale Product Inc.**

**Joseph "Joe" Neal** has joined Hale as a Technical Service Team Leader and will manage the internal technical support team. Neal has both technical and mechanical expertise from his years of service with Spartan Motors where he served as a Field Engineer. Prior to his work at Spartan, Joe also supported mechanical equipment at E-ONE, HMA, and the US Army as a helicopter mechanic.



► MEMBER FAMA



**Hansen International, Inc.**

**Lisa Hansen Beebe** was promoted to President effective January 1, 2017, replacing John Seehof, who retired, yet remains



as a consultant to the company. During her 22 year career with Hansen, Beebe held a variety of positions from Sales to Human Resources and more recently

Vice President. "Over the years, Beebe has displayed, through her various roles, the type of leadership, dedication, and versatility that is necessary to succeed in this industry," said Seehof.

► MEMBER FAMA



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

**Kaleigh Lueker** has been hired as a Sales Specialist. Kaleigh brings experience in communication, logistics, and technical skills. She spent the last five years leading and developing logistics operations for a large retail location at the store level.



**Lynda Howard** has been promoted to Sales Operations Supervisor, focusing on special projects to expand our services.



► MEMBER FAMA



**KME**

In August 2016 KME, in collaboration with the REV Group, established a project team, led by Terry Baughn (ME/IE Supervisor | Production Manager), to evaluate KME's multi-building production floor layout and inefficiencies. By November 2016 work began on the multi-phase, 1.6 million dollar

upgrade moving a previously five-building truck assembly into one. The overall goal is to standardize the work process allowing more control in production and eliminating excessive parts and assembly movement.

► MEMBER FAMA



**KOCHEK**

**George J. Wessner** transitioned from Vice President of Operations to President and Chief Executive Officer. Wessner's broad



experience includes holding positions of Sales Representative through Vice President of Sales & Marketing with both public and private compa-

nies and serving as General Manager of a privately held German company servicing North America. Just prior to joining Kochek Company, LLC as Vice President of Operations in October 2016, he was employed as an Operations Manager at Jacobs Vehicle Systems (JakeBrake).

► MEMBER FEMSA AND FAMA



**Kussmaul Electronics Celebrates 50 Years**

The year-long celebration incorporates a 50th anniversary crest design which will be seen on printed material and displayed during trade shows. The 50th Anniversary mantra is Quality, Integrity, Durability and Service. Thomas H. Nugent, President, has been an integral part of the company's history for 35 of those years. The company holds numerous patents on products that have served the industry well.

► MEMBER FAMA



**MIDWEST FIRE.**

**Midwest Fire Equipment & Repair Company (Midwest Fire)**

**Darcie Johnson,**

Vice President of Accounting and Business Manager, was named to Prairie Business Magazine's 40 Under 40 List. The award recognizes 40 of the top business professionals under the age of 40 in the Dakotas and western Minnesota. The list is made up of entrepreneurs, industry experts, executives and nonprofit and community leaders.



► MEMBER FEMSA



**NPPGov**

**Bill DeMars,** new

VP - Business Development, has over 35 years of public safety and executive level leadership experience from the clinical, administrative, vendor and procurement perspectives. Over the last 11 years, Bill successfully managed an international consultancy company, which supported manufacturers and distributors of medical products in the Public Safety space. Bill will be focused on vendor outreach and contract management.



► MEMBER FEMSA



**NVFC**

The National Volunteer Fire Council (NVFC) announced the winners of

this year's Lifetime Achievement, Fire Prevention and Education, and Junior Firefighter of the Year awards which were selected through a competitive nationwide process. Award winners were recognized during the NVFC's spring board meeting in April in Alexandria, VA. Recipients received a trip to Alexandria to attend the award ceremony, complimentary registration for the NVFC spring meeting, and a personalized award. The recipients are:

**Chief Freddy Johnson, Sr.**

NVFC Lifetime Achievement Award  
*Award sponsored by Rosenbauer*

**William Wren**

NVFC Fire Prevention and Education Award

*Award sponsored by Nest*

**Parker Ketler**

Junior Firefighter of the Year Award  
*Sponsored by California Casualty*

► MEMBER FEMSA



**PennWell Fire Group Marketing Solutions: Award Winning Creative**

PennWell Marketing Solutions was recently recognized for creative campaigns by the Business Marketing Association of Houston, for campaigns in the Fire Service. Our team took home "Lantern Awards" for work with the National Fire Protection Association for full-page ad design and another "Lantern Award" for the Road to Demers print campaign. Our commitment to creating high-quality, high-impact creative and messaging for the Fire Service continues to catch the eyes of those within and outside our industry.

**PennWell Fire Group Marketing Solutions - New Team Members**

**Larry Robkoff, Video Sales Development Manager**

Larry is an award-winning writer, director, producer and marketing com-



and even better, he has ideas for how to make your brand sing.

**Jennifer Lindsey, Event Marketing Solutions Team Lead**

Jennifer is our new, on-staff trade show consultant. Jennifer brings with her 25 years of experience in planning events ranging from 100 to 20K attendees including POWER-GEN and POWER-GEN Europe, Subsea Tieback Forum and Exhibition, and many, many more! She meets clients' objectives by offering creative solutions and identifying budget-saving opportunities.



► MEMBER FAMA



**ProPoly**

**James "Danny" Martin** was promoted to Lead Service Technician and Tech



Trainer. Danny has been with ProPoly for 15 years.

Danny not only works in our Florida plant as a welder, but also travels throughout the world servicing tanks, most recently visiting Colombia and Curacao in South America.

► MEMBER FEMSA AND FAMA



EMERGENCY RESPONSE

**Spartan**

**Stephen Carleton** has been promoted to Account Manager for Spartan's Emergency Response business unit. He began his career as a volunteer firefighter and an ARFF Specialist for the State of Texas. Stephen has been in the industry for over 20 years and has represented and sold Spartan cabs and chassis, as well as Spartan complete apparatus at valued OEM partners. Stephen now works out of Spartan's Brandon, SD office.



**Brian Connelly** has been promoted to National Sales Manager for Spartan's Emergency Response business unit. Brian began his career representing KME Fire Apparatus in various sales roles, most recently as a Regional Sales Manager. Brian is a 27 year volunteer firefighter veteran in his hometown, for the Tamaqua, PA Fire Department.



**Wade Phillips** joined Spartan Motors as Corporate Vice President of Manufacturing in January 2017, bringing with him strong cross-functional experience and successes in manufacturing and business. Wade has a strong background in lean processes and operations leadership. Prior to his current role, Wade has had a succession of leadership roles in manufacturing and general management with 25 years in both military and manufacturing environments.



► MEMBER FEMSA



**Streamlight®**

Streamlight®, Inc. has donated a total of \$27,000, generated from specific product sales, to the National Fallen Firefighters Foundation (NFFF). The donation will assist the non-profit organization in commemorating the lives of firefighters who have died in the line of duty, and supporting their families and co-workers.

► MEMBER FAMA



**Superwinch**

Founded 45 years ago in Connecticut, Superwinch has signed a lease for 38,812-square-feet in a new building under construction at the Koch Corporate Center in Tualatin, Oregon. In addition to hosting manufacturing and distribution operations, the new building will also serve as Superwinch's corporate headquarters. The company currently has a research and design center in Tualatin which opened in September 2015. The transition is expected to be complete when the company fully occupies the new space. The company will also continue its operations in Connecticut and in the United Kingdom.

► MEMBER FEMSA AND FAMA



**Task Force Tips**

**Philip Gerace**, former KME Director of Sales and Marketing, has been named as Task Force Tips' Vice President of



Marketing, and will be based at the company's worldwide headquarters in Valparaiso, Indiana.

**TFT Gets Social**

**Jessica Bach** has joined TFT's Marketing Department as the new Social Media Coordinator on staff to manage many of the digital campaigns and multiple social media platforms. Jessica came to Task Force Tips after previously working in the marketing of industrial magnetic products.



► MEMBER FEMSA



**Tom Smith Fire Equipment Company**

**Randy Marshall, Gary Garrison** and **Kevin Riehle** comprise the new outside sales team. All three are retired Air Force Fire Chiefs



and bring a wealth of knowledge to the company, particularly as it relates to military efficiencies and best practices in procurement.

## ► MEMBER FAMA



## USSC Group Valor Seating

**Mike Bowman** has been appointed Sales Manager. Mike will report to Steve Toren, Vice President of Sales, to continue the expansion of the company's strategic growth plan throughout North America. Bowman has been involved in the fire service for over four decades. He served as a fire chief for 13 years. For the last 15 years, Bowman has held active roles in sales, manufacturing, distribution, and customer service. He has been active within FDSOA, FAMA and more.

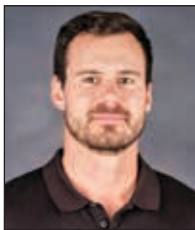
**Tim Johnson** has been hired as Western Area Sales Manager and will lead business development efforts for the western half of the United States and Canada. Tim brings extensive experience on all sides of the industry. After 20-years in the industrial and civilian fire service, Tim spent 14 years in sales and support in various positions. Tim also brings a breadth of teaching and leadership experience as an ISFSI Instructor and Advisory Board Chairman with the Colorado Firefighters Academy.

## ► MEMBER FEMSA



## Veridian Fire Protective Gear

**Cyrus Van Lent** has joined Veridian as International Sales Manager. Cy has spent the past two years with Municipal Emergency Services (MES) supporting sales and customer service, in addition to technical support with MES's SCBA Service program in Southern California. Prior to Cy's position with MES, he served



five years in the US Army as a Sergeant in the 82nd Airborne division. He was deployed to Europe, the Middle East and Haiti where he worked directly with local and coalition governments and militaries.

## ► MEMBER FEMSA AND FAMA

Darley  
W.S. Darley & Co.

**Reg Darley**, the youngest child of founder, William S. Darley, began working at W.S. Darley & Co. in 1961 and retired on January 1, 2017, a 55 year career. Reg worked in the equipment division and with large municipal customers. Reg reflected, "These were the best days of my life and I have so many fond memories: from selling hundreds of pipe thawers in the cold winter of 1968 to working the first Interschutz show in Germany."



**William Darley** has advanced to Export Sales Manager. He was hired in February of 2016 in international sales, with a primary focus in the Equipment Division. He is the son of Peter and Karen Darley, and the great-grandson of the company founder, William S. Darley.

**Jim Weigle** joined the W.S. Darley & Co. team on April 4, 2017 to assist in the growth of the industrial and special hazards business. Jim has 50 years of diversified fire industry experience. He will be working closely with distributors, OEMs and their dealer networks as well as end-users.

*Governor's Export Award*

W.S. Darley & Co. received the Export Continuing Excellence Award at the 2016 Governor's Export ceremony. Illinois is the largest exporting state in the Midwest and the fifth largest exporting state in the nation. Darley has more than 50 international dealers in 40 countries.



(from left to right): Peter Darley; Lt Governor Evelyn Sanguinetti; CEO of Intersect Illinois Jim Schultz; Darley Product Manager Matt Darley; Darley Business Development Manager Kevin Sofen; Assistant Director of the Illinois Department of Commerce & Economic Opportunity Brittany Lass.

## IN MEMORIAM

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

Joseph H. Adams, Jr.

Francella Ruth Darley

Mary Darley-Mattio

Krystyna Sztzykiel

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FAMA/FEMSA NEWS

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**WINTER ISSUE DEADLINE:  
NOVEMBER 1, 2017**

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## 2017 FIRE SERVICE EVENTS

June/July 29-2  
Arkansas Fire Chiefs and  
Firefighters Conference  
Hot Springs, AR  
[arfirechiefs.org/convention](http://arfirechiefs.org/convention)

July 9-12  
Maritime Fire Chiefs  
Conference  
Dieppe, NB  
[mfca.ca/index.php/  
conferences/upcoming-  
conferences](http://mfca.ca/index.php/conferences/upcoming-conferences)

July 11-16  
AZ Chief Desert  
Southwest Fire & EMS  
Expo (AFCA conf)  
Glendale, AZ  
[azfirechiefs.org](http://azfirechiefs.org)

July 13-17  
Ohio Fire Chiefs and  
Firefighters Convnention  
Columbus, OH  
[ohiofirechiefs.com](http://ohiofirechiefs.com)

July 15-17  
Keystone Firefighter  
Conference  
Oaks, PA  
[keystonefirefighterconference.  
com](http://keystonefirefighterconference.com)

July 24-29  
Texas A&M Municipal  
Fire School  
College Station, TX  
[teex.com](http://teex.com)

July 26-29  
IAFC Fire-Rescue  
International (FRI)  
w/ South Atlantic  
Charlotte, NC  
[iafc.org/fri](http://iafc.org/fri) PH:703-537-4838

July 26-29  
South Atlantic Fire Expo  
Charlotte, NC  
[southatlanticfirerescueexpo.  
com](http://southatlanticfirerescueexpo.com)

August 11-13  
Louisiana State  
Fireman's Association  
Houma, LA  
[lsfa.net](http://lsfa.net)

August 19-21  
Kentucky Assoc. of  
Fire Chiefs Conf.  
Bowling Green, KY  
[kychiefs.com](http://kychiefs.com)

August 23-26  
Georgia Fire Service  
Conference and expo  
Macon, GA  
[gsffa.org/annual-conference/](http://gsffa.org/annual-conference/)

September 6-7  
Continuing Challenge  
HazMat Conference  
Sacramento, CA  
[hazmat.org](http://hazmat.org)

September 7-9  
Fire India  
Chennai, India  
[fire-india.com](http://fire-india.com)

September 14-18  
NW Florida Volunteer  
Fire Show  
Niceville, FL  
[nwflvolunteerffweekend.com](http://nwflvolunteerffweekend.com)

September 16-17  
New Jersey State  
Firemen's Convention  
Wildwood, NJ  
[njfireexpo.com](http://njfireexpo.com)

September 18-21  
Alabama Fire Chiefs  
Summer Conference  
Birmingham, AL  
[alfirechiefs.com](http://alfirechiefs.com)

September 19-24  
Alaska Fire Chief  
Conference  
Fairbanks, AK  
[alaskafireconference.com/  
events.html](http://alaskafireconference.com/events.html)

September 25-28  
Fire Rescue Canada  
St. John's Newfoundland  
[cafc.ca](http://cafc.ca)

September 26-28  
Minexpo International  
Las Vegas, NV  
[minexpo.com](http://minexpo.com)

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

September  
NM Fire Service Conference  
Ruidoso, NM

[nmfirechiefs.com](http://nmfirechiefs.com)

October 3-6  
FireShowsWest  
Reno, NV  
[fireshowswest.com](http://fireshowswest.com)

October 4-7  
Texas Municipal League  
Annual Conference  
and Exhibition  
Austin, TX  
[tml.org](http://tml.org)

October 3-6  
FEMSA/FAMA Annual  
Conference  
Glendale, AZ  
[femsa.org](http://femsa.org) | [fama.org](http://fama.org)

October 5-8  
China Fire Expo  
Beijing, China  
[fireexpo.cn](http://fireexpo.cn)

October 7-8  
NFFF Memorial Weekend  
Emmitsburg, MD  
[firehero.org](http://firehero.org)

October 10-13  
Colorado Leadership  
Conference  
Keystone, CO  
[colofirechiefs.org](http://colofirechiefs.org)

October 16-21  
Firehouse Expo  
Nashville, TN  
[firehouseexpo.com](http://firehouseexpo.com)

October 18-20  
EMS World Expo  
Las Vegas, NV  
[emsworldexpo.com](http://emsworldexpo.com)

October 27-29  
Washington Fire  
Commissioners  
Association Conference  
Yakima, WA  
[wfca.wa.gov](http://wfca.wa.gov)

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

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

October  
Kansas Technical  
Rescue Conference  
Salina, KS  
[midwestsearchandrescue.org/  
events](http://midwestsearchandrescue.org/events)

November 6-14  
Volunteer & Combination  
Officers' Symposium  
Clearwater Beach, FL  
[iafc.org/VCOsSymposium](http://iafc.org/VCOsSymposium)

December  
Hawaii Fire Chief  
Conference  
Honolulu, HI  
[hawaiiirechiefs.org/events](http://hawaiiirechiefs.org/events)