YOUR HELP IS CRUCIAL!

MAY 22-24, 2023

WASHINGTON, D.C.

The AFG and SAFER Programs ★ MUST BE REAUTHORIZED





Due to the sunset provision and budgetary pressures on the funding for the Department of Homeland Security, 2023 is a critical year for the future of the AFG and SAFER programs.

Register at

FamaFemsaGAC.org

Registration deadline is April 1, 2023



To maintain the public's safety, it is extremely important that we educate both seasoned and new members of Congress on the importance of AFG and SAFER.















It seems like only a short time ago Dave Durstine started encouraging me to start attending the FAMA meetings and take advantage of my company's FAMA membership. Now today as I have the honor of serving as the President, I have come to understand the work that goes into running a member driven organization and making a difference for and giving the maximum benefit to a diverse membership. I have the benefit of a FAMA team, Board Members and Committee members, that work hard and care about the organization.

As the Spring Meeting approaches, I re-commit to executing some of the goals I presented at the 2022 Fall Meeting.

Increase Communication to the Membership

Our Technical Committee and the GAC do great work and we should increase and improve our communication of the committee activities. I would also like to improve Regular NFPA updates communication.

Continue to Increase Involvement On Our Committees

I believe we have great resources within our membership and should involve a broader selection of our membership on our committees. We are asking members to limit themselves to one committee so that we may have larger involvement of the membership and let them focus on that committee. For many years, a dedicated few have carried a majority of the workload.

Work to Provide Greater Value to Our Members

We are working to be more than statistics and the technical committee. Our committees should be addressing the issues that you face. Our GAC has made real progress in their connection with the legislative arm of the government and recently has been sought out by other

organizations on their activities. We also look to present ideas at the upcoming meeting to increase our visibility within the industry.

I encourage you to attend both the Spring and Fall Meetings. This gives you unprecedented access to your peers and allows your input to our current and future activities. The breakout sessions give us your valuable feedback, opinion and ideas on our current and future activities. We also need greater involvement and member support for Hill Day. The GAC works hard to gain us access to the government representatives that control the grants and other valuable funding for our industry.

As I serve as FAMA President, I want to be a resource to our members and continue to drive our organization forward as our industry changes. The Board and I want your input, so I encourage your ideas and feedback by contacting myself or one of the board members. You can reach me at bmccutcheon@bulldogfa.com or 225-773-5624. I hope that I can help FAMA meet your expectations and look forward to seeing you in Fort Lauderdale, Washington, DC and New Orleans.

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As I approach the halfway point of my term as FEMSA President, I find myself looking back on the previous year as much as looking forward to the upcoming year.

We are, by our nature, social beings, and one of the things I most enjoyed this past year was the true return of in-person gatherings. This, for me, started with doing one of the things I enjoy the most - advocating for the support and growth of the fire service. Early April had us in Washington, D.C. just as the Congressional offices were re-opening to visitors to meet face-toface with staffers to call for increased funding for AFG, SAFER, USAR, and the National Fire Academy. We had some very good meetings, and helped several offices understand the need for funding, especially considering what has transpired with supply chain and costs over the last 18 months or so.

We then slid seamlessly into a great FDIC last year. I think everyone was excited to get together again, and it showed in the exhibition areas where things were constantly buzzing. The other show I attended, the FRI show in San Antonio, was well attended as well, and it was wonderful to see and talk to some of our international partners who hadn't been able to visit for the last few years.

Thankfully, we were able to have our first LIVE annual meeting after canceling the last two due to the pandemic. It was great to see everyone in Salt Lake City and in such a scenic venue. I know the FEMSA and FAMA annual meeting committees worked extremely hard to put on a great show to celebrate our return, and I think they definitely hit the mark. I also appreciate our presenters who continued to work with us over two the last years.

As we look forward to 2023, the annual meeting committees are well underway

in working to produce another stellar event in late September in New Orleans. Stay tuned, as information will be coming soon with more details.

I was very pleased with how the change from caucuses to sections was received at our annual meeting. We want to continue to grow this concept and make it more of a year-round concept that is guided and led by our individual members. The Board sees this as a way for the members to provide us feedback on what they feel is of importance in their respective groups, and to help us guide other areas we want to enhance - such as a continuing speaker series on topics that are timely and relevant to what is going on in our industry, as well as topics for upcoming annual meetings.

We have the upcoming FEMSA/FAMA Hill Day in Washington, D.C. from May 22-24. With the recent redistricting and elections, it is important that we show up and be heard. This can be done in two ways: First, you can complete a survey about where your facilities are and the number of employees at each of these locations. The SOLE purpose for this is to show the employment impact our industry has ties to AFG and SAFER programs. Our message loses credibility when only 60% of FEMSA and FAMA members respond. Second, you can come to Washington and talk to staffers directly. This helps by getting our message to more members of Congress, but you also meet people you can then invite to your facilities so they can SEE first-hand your impact. There are legislators who feel that there is no reason the federal government should fund local emergency services; we help support the fire service to provide a different perspective as to why this is essential. So please join us.

Lastly, I would be remiss if I did not note those who we lost who helped build this industry to where it is now, including with the sudden passing of Chief Bobby Halton, who for years was a champion of the fire service and a good friend to all of us in the industry. All those we lost will be dearly missed, but their legacies will live on. As the saying goes – Rest easy Brother, we'll take it from here...



Welcome New FAMA / FEMSA Members

Welcome New FAMA Members



Advanced Wheel Sales, LLC Patricia Meisenholder Vice President Business & Development 400 W Wilson Bridge Road, Suite 300 Worthington, OH 43085 Phone: (877) 714-3741 Cell: (864) 966-9695 pmeisenholder@advancedwheelsales.com www.advancedwheelsales.com

AWS is North America's largest tire/wheel sub-assembler and wholesale distributor of wheels for commercial and vocational vehicles. Founded in 1997, AWS operates 12 facilities across the United States and Canada. AWS has direct relationships with tire and wheel manufacturers to streamline equipment manufacturer's tire and wheel ordering. AWS delivers assemblies just-in-time, upholding the manufacturers' quality criteria and coordinating access to necessary technical information.

FOL-DA-TANK 🍪

FOL-DA-TANK, LLC Joel S. Wright President 1275 W 11th St / PO Box 110 Milan, IL 61264 Phone: (309) 787-3640 Cell: (563) 343-3402 jwright@fol-da-tank.com www.fol-da-tank.com

Fol-Da-Tank manufactures portable water tanks and water supply accessories for structural and wildland firefighters. The company sells to a

network of OEM's, dealers, and lose equipment distributors in North America and beyond. The company was founded in 1954 and was sold by the founding family to the current ownership team in late 2020. The business is in a modern manufacturing facility in Milan, Illinois along with its rescue equipment manufacturing division, EVAC Systems.



Mile Marker Industries, Inc.
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Director of Business Development – Area Vice
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Mile Marker Industries has been in business for thirty-nine years, providing high quality, highly durable hydraulic and electric winches, mounting systems, locking hubs, snatch blocks, shackles, tow and rigging ropes, recovery kits and vehicle accessories. Our products are available across the U.S. and throughout the world.



Vengeant Apparatus William Rockey Chief Operating Officer 702 West Main Street Annville, PA 17003 Phone: (717) 473-3843 Cell: (717) 997-7399 Bill@vengeantmfg.com www.VengeantApparatus.com Vengeant Apparatus is focused on building quality, functional long-lasting apparatus. Vengeant Apparatus was created to focus on custom rear modular units for F-4/550 style chassis'. Here at Vengeant you will find both Paid and Volunteer Firefighters, Police, EMS and many other first responders with unique requirements giving us leading edge on building your next emergency vehicle. Don't see what you want, that's ok...we will build it.

Welcome New FEMSA Member



Will-Burt Company
Drew Newman
401 Collins Blvd
Orrville, Ohio 44667 United States
Phone: (330) 347-7168
dnewman@willburt.com
www.willburt.com

The Will-Burt Company is the world's premier manufacturer of mobile telescoping masts, towers, trailer systems, and pan and tilt positioners. We offer virtually every mobile payload elevation solution and full integration services for defense, government, first responders, telecommunications, energy production and other markets. Will-Burt also offers contract manufacturing, metal fabrication, powder-coating, and rapid prototyping services.



The Annual Passing of the Baton

Created by 2004 FAMA President Bill Ballantyne

The Office of the FAMA Presidency is very similar to running a relay race:

- You are in the race for only a short period of time.
 There are many who have run it before you,
 and many more who will come after you.
- 2. At the very least, your goal is to maintain the position that was handed you. Ideally, when you pass the organization on to the next person, you will have advanced it to a position better than when you received it.
- 3. Last, there are many who have gone before you with ownership in this race whose desire is for you to succeed and to further advance what they have started. They stand by to help you in any manner. Use that support.

Toward that end, you are being handed the baton. Run well and run hard.



Bert McCutcheon (2023 FAMA Board President) and Oran McNabb (2022 FAMA Board President)



Left to right: Ron Truhler, Gary Pacilio, Jason Witmier, Bert McCutcheon, Oran McNabb, Jason Darley, Jim Juneau, Andrew Lingel

Changing of the Guard

Entering 2023, the Boards welcome and look forward to working with the following talented individuals elected to serve the FEMSA and FAMA memberships through their Board terms:

FAMA



Jason Witmier United Safety & Survivability Corporation

Elected as Director-at-Large, September 2022

FEMSA



Phil Gerace
Task Force Tips
Elected
September 2022

Looking back on the successes of FEMSA and FAMA over the years, we acknowledge with sincere appreciation, the following dedicated individuals and their member companies, whose voluntary contributions have had significant impact on the Associations.

FAMA



Andrew Lingel
United Plastic
Fabricating
6 years of Board
Service 2017-2022

FEMSA



James Long
Darley
9 years of service
(2014-2022,
President
2020-2021)



Bryan Bolden PBI (2019-2022)

2023 FAMA Spring Meeting Overall Event Schedule						
Times	Date / Event	Location (Floor / Level)				
	Saturday, March 18, 2023					
11:00 am – 5:30 pm	Networking Room / Area	North End of the Pool Area				
1:00 pm – 4:00 pm	Technical Committee Planning Meeting	Atlantic IV, V, VI Level 1 (South Tower)				
	NOTES: Attendance is limited to full-time, direct-paid, active employees of FAMA member companies in good standing. Consultants of member companies are NOT permitted. This meeting is OPEN to all FAMA member company representatives with or without a full conference registration. An additional R.S.V.P. is required for this meeting for planning reasons.					
5:30 pm – 6:00 pm	New Member / First-Time Attendee Reception	Sky Terrace - Level 4 (South Tower)				
6:00 pm – 8:00 pm	Welcome Reception (All Members, Spouses and Guests)	Sky Terrace - Level 4 (South Tower)				
8:00 pm – 11:00 pm	Networking Room / Area	Oceanside - Level 3 (South Tower)				
	Sunday, March 19, 2023					
7:00 am – 7:30 am	Breakfast (Board of Directors')	Oceanside - Level 3 (South Tower)				
7:30 am – 9:30 am	Board of Directors' Meeting	Oceanside - Level 3 (South Tower)				
9:30 am – 11:00 am	Board of Directors & Committee Chairs Meeting	Oceanside - Level 3 (South Tower)				
11:00 am – 5:30 pm	Networking Room / Area	North End of the Pool Area				
11:30 am – 5:30 pm	Golf Tournament NOTE: An additional registration and fee is required for this event.	The bus will depart at 11:30 AM promptly from The Westin's Porte Cochere on Granada Street (located on ground level between the North and South Towers).				
6:00 pm – 11:00 pm	Networking Room / Area	Oceanside - Level 3 (South Tower)				
	Monday, March 20, 2023					
7:00 am – 8:00 am	Breakfast (Member Representatives)	Atlantic - Level 1 (South Tower)				
8:00 am – 12:30 pm	FAMA Member Business Meeting	Atlantic II-V - Level 1 (South Tower)				
9:30 am – 12:00 pm	Spouse / Guest Event Charcuterie Board Building Class & Mimosas NOTE: There is no additional fee for this event but, advance registration is required for planning reasons.	Las Olas Ballroom I-III Level 3 (South Tower)				
12:15 pm – 1:15 pm	Lunch (All Members, Spouses and Guests)	Sky Terrace - Level 4 (South Tower)				
1:30 pm – 4:30 pm	90-120 Minute Cruise on the Jungle Queen (All Members, Spouses and Guests)	At 1:30 PM promptly the buses will depart from The Westin's Porte Cochere on Granada Street (located on ground level between the North and South Towers).				
6:00 pm – 7:00 pm	Reception	Atlantic Foyer - Level 1 (South)				
7:00 pm – 9:30 pm	Awards Dinner	Atlantic II-V - Level 1 (South Tower)				
Tuesday, March 21, 2023						
7:00 am – 8:00 am	Breakfast (All Members, Spouses and Guests)	Atlantic - Level 1 (South Tower)				
8:00 am – 9:05 am	Keynote Speaker Presentation (All Members, Spouses and Guests)	Atlantic II-V - Level 1 (South Tower)				
9:20 am – 12:00 pm	FAMA Member Business Meeting (cont.) Meeting Ends at Noon	Atlantic II-V - Level 1 (South Tower)				



SPECIAL THANKS TO THE 2023 SPRING MEETING SPONSORS

The high quality and tremendous value the FAMA Spring Meetings offer would not be possible without the generous support of our sponsors. Please be sure to seek them out, thank them and learn about the services and products they represent.

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Special Thanks to the 2023 FAMA Annual Golf Tournament Sponsors















FAMA/FEMSA GAC History

1980s -1990s

From the late 1980s through the 1990s, FAMA (Fire Apparatus Manufacturers' Association) and FEMSA (Fire and Emergency Manufacturers and Services Asso-

ciation) supported their own legislative/ government affairs committees (GAC) that focused on matters unique to each association.



-2000

In the summer of 2000, the fate of the Firefighter Investment and Response Enhancement (FIRE) Act was dependent on the effectiveness of the fire service in grassroots lobbying. FAMA and FEMSA immediately aligned

themselves with several influential fire organizations. Collectively, they were credited with the successful passage of the FIRE Act. Not long after, several pieces of legislation were introduced that affected both the FIRE Act (aka Assis-

tance to Firefighters Grant Program, or AFG) and the industry over the next few years. Throughout that time, FAMA and FEMSA maintained their presence among constituents in the fire service.

2004

Initiatives of the FEMSA GAC, led by then-chair and Board Member, Steve Lawrence (Spec Rescue International), delivered a successful "Evening with Congress" in the summer of 2004.

The reception hosted congressional members and staffers to introduce FEMSA as a resource while introducing members to business practices of Congress. FAMA members were invited to participate and engage as a unified voice for the fire industry.

Based on the success of this event, FAMA's then-GAC chair, John Sztykiel (Spartan Motors), approached FEMSA's GAC leadership with the thought of forming a combined GAC. Both Boards were pursued and then directed their committees to explore how the new joint committee would work. After numerous meetings, a Memorandum of Understanding (MOU) was presented and approved. The MOU reflected the understanding that the GACs of FAMA and

FEMSA would work together on issues of common interest while maintaining their autonomy on issues specific to their organizations. A strategic plan was later presented and approved. The FAMA/FEMSA GAC comprised chairs, co-chairs, and member representatives from both associations. Effective communication impacted the success of the program through the years.

-2005

The first "Day on the Hill," (aka "Hill Day") was held in the fall of 2005. The event included a business luncheon with speakers who shared their perspectives on

a national level. FAMA/FEMSA members then visited congressional members and staffers on Capitol Hill and hosted a reception for them that evening. The success of the 2005 programs also included the Congressional Fire Watch, a weekly e-newsletter and attending Fire Side Chats with other fire service organizations.

2006-

In 2006, the FAMA/FEMSA GAC expanded its program by hosting annual luncheons in Washington, D.C. to forge alliances with organizations having similar interests by attending Congressional Fire Services Institute (CFSI) National Advisory Committee meetings; and through sponsorship of CFSI's holiday events. The GAC also kicked off its Home Day program complete with a "Tool Kit." (Two tool kits, one for Hill Day and one for Home Day, were developed by the GAC to arm members with important documentation and information needed when meeting or communicating with congressional members and staffers either in Washington, D.C. or in

their home districts.) The 2006 Hill Day culminated in the hosting of a reception at the Library of Congress in conjunction with the National Fallen Firefighters Foundation (NFFF). Further, both boards authorized the GAC to hire a Washington, D.C. consultant to help guide their members through the political process. David Gatton, Development Initiatives, Inc. (DII), continues in that role today.

Through the efforts and support of FAMA and FEMSA member companies – which account for approximately 108,000 direct U.S. jobs – and the invaluable expertise of team DII, the GAC has done extraordinary work to properly

educate and arm members with critical documentation focused on three key initiatives:

- » Support funding of the AFG and SAFER grant programs
- » Support funding of the U.S. Fire Administration
- » Support funding of the Urban Search and Rescue Response System (USAR)

The GAC pursues its support for AFG and SAFER appropriations and continues to build relationships with members of Congress as well as the fire service and industry.

COMING SOON

The GAC Website Gears Up for Launch

The FAMA/FEMSA Governmental Affairs Committee has partnered with First Arriving to rebuild and launch a new website. The website will serve as a tool for the FEMSA and FAMA memberships as well as those in the industry looking for more information on fire grant funding.

The new website will have enhanced features and navigation to improve the overall user experience. The content on the website will also be refreshed to showcase the work of the committee and the associations.

The website is expected to launch very soon. Watch for a GAC E-News Member Notice. •

For more updates and news from the FAMA/FEMSA GAC, head to famafemsagac.org and keep an eye out for more email updates!



2018

In 2018 the FAMA/FEMSA GAC worked diligently with its Fire Service partners to secure the reauthorization of AFG, SAFER and the USFA. It was a monumental achievement being one of the last bills passed in the 116th Congress and represented continued and coveted bi-partisan support for the programs.

In the ensuing years the Fire Service was hit with triple challenges. The nation experienced an opioid epidemic that hit both rural and urban communities, followed by the growing intensity of natural disasters including more devastating hurricanes and wildfires, and the COVID-19 national health emergency.

Any one of the three would have been challenging to both fire and rescue departments and the industries that support them. But they came back-to-back. The FAMA/FEMSA GAC, through its Hill Days, briefed over 100 congressional offices annually on the impact of these crises on the Fire Service as a whole.

2020

During COVID the GAC monitored numerous laws that provided relief to the nation and secured the designation of FAMA and FEMSA employees and industries as "essential," allowing continued operations through the height of the pandemic. The GAC also helped to secure provisions that provided more funds for AFG and worked with key administration and congressional figures on supply chain issues facing the industry in the later

Covid years. All in all, FAMA and FEMSA continued their supply of essential equipment to fire and rescue departments through one of the most devastating modern day public health threats the nation has experienced.



2023 Hill Day Needs You!

By Dave Gatton



This year's Hill Day, May 22-23, is probably the most important Hill Day FAMA and FEMSA have ever held. Organized by

the FAMA/FEMSA Government Affairs Committee. FAMA and FEMSA member company representatives will convene in Washington DC to make over 100 Congressional visits in conjunction with CFSI's Fire Service Dinner. The purpose: to encourage Congress to support first responders by funding the AFG and SAFER grants. This year's appropriation was flat funded at \$360 million for each program.

During Hill Days, FAMA and FEMSA members carry the message to each Congressional office that the fire service industry provides the equipment and apparatus to help first responders save lives. And in so doing, also create over 100,000 jobs in U.S.-based small- and medium-sized businesses across the country. The story? AFG and SAFER support not only career and volunteer fire departments, but local economies in hundreds of U.S. communities.

But this year is like no other. When AFG and SAFER were reauthorized five vears ago, one senator insisted that a sunset provision be included. This means that the program terminates if it is not reauthorized. Without a reauthorization, the programs will end in 2023.



As a result, it is extremely important that FAMA and FEMSA members come to participate in the 2023 Hill Day 2023 event to make their voices heard on Capitol Hill. Only we can make the argument that AFG and SAFER assist not only fire departments but also the U.S. economy and small manufacturers.

Never has it been more urgent to continue AFG and SAFER. Volunteer and career fire and rescue departments must respond to growing needs and crises that hit communities hard: more intense storms, flooding, drought, heat waves and wildfires; a fentanyl epidemic that kills over 100,000 annually; an elderly population requiring more services as they "age" in homes; and an aging first responder workforce that must be replaced with new recruits to meet these needs.

The local fire service is an essential component of our national response system. First responders are first on the scene in natural and man-made disasters. FEMA is not. Local fire departments rescue U.S. residents when hurricanes and tornadoes hit. During a terrorist attack, we are there, first and throughout. Fire and rescue personnel protect federal courts and facilities located throughout the entire country. We are there, and we are essential.

Sound public policy is on our side. But that does not always win the day. At the end of the 117th Congress, the same forces that insisted on the sunset clause. also insisted that the AFG and SAFER reauthorization bill not be passed in the waning days of the session, despite the full support of the entire Fire Service coalition. This spells potential rocky seas, so we must show up and be counted. We must make our voices heard, and we must walk the halls in numbers. This is not an issue where just a few can carry the day.

So please, register and be part of Hill Day 2023. Uncle Sam's first responders need you!

CFSI to Host National Fire and Emergency Services Symposium and Dinner

By Bill Webb



Congressional Fire Services Institute will host the 33rd Annual National Fire and Emergency Services Symposium

and Dinner from May 22-23, 2023, in Washington, D.C. The event provides a unique opportunity for leaders of the fire service and fire service industry to assemble in our nation's capital and interact with members of Congress and federal agency officials about legislation and programs benefiting our nation's fire and emergency services.

CFSI appreciates the support we receive from members of both FEMSA and FAMA who attend the program. During their time in Washington, D.C., we encourage all guests to schedule meetings with their members of Congress to seek their support for federal fire and emergency services programs and legislation. The large delegation of FAMA and FEMSA

members who participate in the Hill Day program has had a tremendous positive impact on our efforts. However, we can always use more support.

Please visit our website at cfsi.org to learn more about the symposium and dinner. It is a unique experience - one that will introduce you to both federal and national fire service leaders who work together to make our nation's fire and emergency services stronger and better prepared.





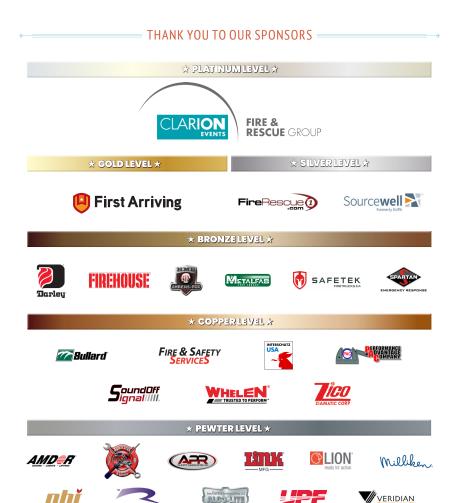
2022 FEMSA / FAMA ANNUAL / FALL CONFERENCE RECAP

The 2022 meeting and conference in Salt Lake City, Utah welcomed over 160 representatives from FAMA and FEMSA member companies. The conference carried throughout three full days of meetings, presentations, section breakouts, and networking events bringing members together to learn.

The generosity of FEMSA and FAMA member companies that sponsored conference events was greatly appreciated and without this high level of support, the conference would not have been such a successful event for our members. FEMSA and FAMA are truly grateful to all sponsors!

Meetings on Day 1 were spent by the Board and committees to be sure all was in order for the membership meetings and events that would follow the next two days. The majority of Days 2 and 3 were enjoyed by FEMSA and FAMA members through shared presentations of a remarkable slate of speakers engaged for the conference. These sessions included an opening keynote by Colonel Mike Mullane and a closing session by former NFL and Pepsi CMO, Dawn Hudson. FEMSA and FAMA also separated to conduct their individual member meetings and FEMSA debuted the new sections concept, replacing caucus groups.

The next FEMSA FAMA Annual / Fall Meeting will be held September 27-29, 2022 in New Orleans! Mark your calendars now as registration opens up this May!





FEMSA Inaugural Sections Meeting Recaps

At the 2022 Annual Conference FEMSA transitioned from caucus groups to a new sections model. Previously members were assigned a caucus group in advance of the meeting. This new format allows our members to select which sections they would like to participate in and permits member companies with multiple representatives to participate in multiple section meetings. Our hope is the sections will develop interest from members who will help lead discussions and year-round activity and member value.

The sections formed include:

- Tradeshow and Marketing Effectiveness
- Dealer/Distributors and Manufacturing
- Health and Wellness in the Fire Service
- PPE and SCBA
- Technology and Future Focus

In case you were not able to join us in Salt Lake City, we have included a summary of some of the section conversations below. If you'd like to join a FEMSA section, please reach out to NNewville@femsa.org or a member of the FEMSA Board to be included in the conversation. Full section recaps can be found in the member only area of the **FEMSA.org** website.





Tradeshow and Marketing Effectiveness

By Crosby Grindle



The group reviewed the purpose of the new sections and discussed opportunities to create vear-round FEMSA member value through

education, discussion and resources related to tradeshows, marketing and outreach.

Discussion ensued around tradeshow effectiveness, tips and tricks for exhibiting and metrics for tracking success. The group also discussed creating case studies on larger companies and a smaller company to highlight specific solutions and goals.

Marketing technology was a big topic with the group going into detail about the effectiveness of and best practices using UTMs, geofencing and marketing analytics. The section discussed creating resources for email marketing campaigns as well as a guide on social media to highlight best practices on each platform and how to reach key audiences within the industry. The group shared their experiences and best practices on each platform and discussed paid campaigns along with organic reach.

The section also discussed the possibility of creating information or best practices related to use of relationships, partnerships and sponsorships with professional associations (mainly fire chiefs associations).

There was discussion about the need for member leadership and the work group to take action on the ideas discussed. While no one specifically offered to lead the effort, as one of the Board Liaisons, Crosby is to start a Google Doc draft of the Tradeshow Roadmap to Success and share it with the group for collaborative effort. Any members interested in participating in this section and/or being on the section email list, please submit your information to Nicole Newville (nnewville@femsa.org).



Dealer/Distributors and Manufacturing

By Nathan Calabrese



The group first tackled the discussion of pricing with a member questioning the group as to their thoughts on the frequency and amount of

price increases over the past few years. Conversation began as another member stated that increased pricing was necessary and forced by the increases in raw materials prices, which have been higher and more often than has historically been seen in our industry. A member stated that as a manufacturer, it would be great to hold pricing forever, but the manufacturer cannot alone bear the recent, continuous increases in transportation and raw materials costs.

The group then shifted the conversation to member support, discussing what manufacturers can do to support their resellers. A

member shared that coordination of timing and materials would be helpful (such as timing of price increases and changes, timing of product releases, and coordinating training materials and platforms). Another member responded that detailed training was important, even though marketing was great, and help was needed to understand the right features of specific products. Discussion ensued around this topic and it was proposed that a working group of dealers and distributors should be formed to define what can be done.

There were several individual references in the group to "best practices" on both the reseller and the manufacturer sides. Some of the points that came up on this subject include:

 A lack of coordination on the timing, communication, and implementation of pricing changes.

- Different systems, formats, and timing related to specifications, product updates, and marketing.
- 3. Various requirements for product training, knowledge, and specialization.
- Getting equal or greater representation for a specific product line or brand over another.
- Ensuring that the product line or brand is properly represented in the field to the end user.

The group determined that the knowledge shared would be documented and resources would be created in future meetings for the FEMSA membership.

Technology and Future Focus

By David Eskew



This group was formed to provoke conversation on technological advancements, or need thereof, for the betterment of the fire service. The vision of

this section is to be a source of information and a sounding board for FEMSA members on future technology that will positively impact first responders.

Discussion topics included: Technology impacting manufacturing, drone usage, communication advances, virtual reality and software challenges that technological advances create for your business, as well as resources for learning about new technology.

Key overarching themes from this discussion included:

- Technology is moving faster than laws and standards.
- What does innovation mean in public safety?

- Long-term incremental improvements vs. short-term exponential gains.
- What are the social/political impacts on the fire service?
- First responders, in general, are more reactive to trends instead of being proactive.
- What are new manufacturing technology automations? Hardware/ software?
- What technology and best practices make sense for Clean Cab?
- Reducing injury is always a focus for how technology should assist first responders.
- Don't cast off the boomers adapt technology and solutions around the 40 to 60-year-old firefighter.
- We must balance the senior vs. junior firefighter/technology vs. the basics.



FemsaFamaFallConference.org

In Memory of Chief (Ret.) Bobby Halton

Chief (Ret.) Bobby Halton, editor in chief of *Fire Engineering* and Educational Director for FDIC, passed away at his home in Oklahoma Monday night, December 19th, 2022. Halton served as editor for the past 18 years. Halton led the editorial team and helped build the FDIC into the largest fire service educational conference in the world.

"We are devastated by the news of Bobby's sudden passing. Bobby was a larger-than-life personality who dedicated his life to God, family, and the fire service. Bobby spent his life in service of others and his impact serving as VP of Education and Training for Clarion Fire & Rescue, was a source of great pride and personal responsibility. This is a major loss for the Clarion family and the fire service. In this difficult time, we offer our deepest condolences to Marcia, Dean, Ryan, Evan, and the entire Halton family," stated Eric Schlett, Executive Vice President, Clarion Events – Fire & Rescue.

Chief Bobby Halton was a native New Yorker. He began his career in structural firefighting with the Albuquerque (NM) Fire Department and rose through the ranks to include chief of training. Halton was chief of operations until his retirement from Albuaueraue

in 2004. He then became chief of the Coppell (TX) Fire Department. Halton left Coppell to assume the duties as editor in chief of Fire Engineering.

Chief Halton was a graduate of the University of New Mexico, left a member in good standing with the International Association of Fire Fighters, was a member of the International Associa-



tion of Fire Chiefs, and has served on several of the National Fire Protection Association technical committees. He was active with the National Fallen Firefighters Life Safety Initiatives as well as the Firefighter Cancer Support Network. He was a passionate fire service advocate, speaker, author, and friend to so many.



Please share appropriate member representative information with info@femsa.org.



⋒MEMBER FEMSA



Absolute Fire Protection Co.

In December, Absolute Fire Protection Co. had their annual Christmas party, celebrating the top sales awards. The 2022 honor was split between Michael Thomasey and Jesse Kaar.

⋒MEMBER FAMA



Bulldog Fire Apparatus



Bulldog Fire Apparatus is pleased to announce the addition of Bert McCutcheon as Chief Operating Officer. Bert will

oversee the day-to-day operations of the company with a focus on the recent Louisiana and Pennsylvania acquisitions and assist Jeffrey Mazza in growing the company.

Bert most recently served as VP of Product Management for REV Fire Group. His prior history was at Ferrara Fire Apparatus, starting as a shop helper in 1988 and working his way up to COO under Chris Ferrara. McCutcheon then served as VP/GM of Ferrara for five years under REV Fire Group. He has served 37 years with the Central Fire Department, joining as a Junior Fireman and serving as a District Chief for over 20 years. Bert is currently serving as President of the Fire Apparatus Manufacturer's Association.

Bulldog Fire Apparatus Inc. is pleased to announce the launch and operations of a major refurb and repair center in Nesquehoning, PA. Utilizing the former KME Fire Apparatus facilities, Bulldog will refurbish apparatus, specializing in aerial ladder devices. Bulldog's capabilities include: fabrication, paint, fit and finish, wiring harnesses, and graphics. This facility also offers upfitting and equipment mounting of new apparatus prior to delivery.

Bulldog has hired 35 employees and will continue to ramp up as business grows, utilizing the existing firetruck experience in the local area.

As the market is facing unprecedented pressure from the chassis shortage and other supply chain issues, Fire and EMS departments are being hit by inflation and budget constraints. With long lead times and increasing costs, departments are being forced to run rigs longer and face slower replacement cycles. Refurbishment and repair of existing units is necessary to keep fleets operating.

Bulldog Fire Apparatus Inc. - expands into Louisiana Bulldog Fire Apparatus, Inc. - announced it has acquired the Louisiana Ferrara dealership and will expand into the state as the new Ferrara Fire Apparatus and KME authorized dealer. This is Bulldog's first venture in the Southeast and adds to their current territories in MA, ME, NH, VT, CT, NY, and PA. A 20,000 sq. ft. service facility in Prairieville, LA is the future home of Bulldog's new dealership, located just outside of Baton Rouge and a short distance from Holden, home to Ferrara.

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FIRE & RESCUE GROUP

Clarion Events



Clarion Events announced the promotion of Amanda Champion to Publisher for Fire & Rescue Media, including

Fire Engineering, Fire Apparatus, Firefighter Nation and JEMS. Champion will continue to lead Clarion's Fire Academy, the online training and recertification platform for Fire and EMS departments, agencies and individuals, as well as, Fire Engineering Books & Video.

Clarion Events announced the promotion of David Rhodes to Editor-in-Chief for Fire & Rescue Media, which includes Fire Engineering, Fire Apparatus, Firefighter Nation and JEMS, and Educational Director for FDIC International. Rhodes succeeds the late Chief (Ret.) Bobby Halton.

Rhodes is a 37-year fire service veteran who retired after spending his last

17 years as a battalion chief with the Atlanta (GA) Fire Department. He is a Chief Elder for the Georgia Smoke Diver Program and has been a member of the FDIC Educational Advisory Board, a Hands-on-Training coordinator for the FDIC conference, an editorial advisor and author for Fire Engineering and Fire Apparatus & Emergency Equipment, author of the "Hump Day SOS" column in Fire Rescue, an adjunct instructor for the Georgia Fire Academy, an Advisory Board Member Emeritus for Underwriters Laboratories Firefighter Safety Research Institute, and a Board Member of the Firefighter Air Coalition.

In addition, Diane Rothschild, who served under Bobby Halton for 18 years as executive editor and conference director, has been promoted to Vice President, Editorial Director for Clarion Fire & Rescue Media and FDIC International.



Fire Apparatus & Emergency Equipment is excited to announce that Chris Mc **Loone** has joined the staff as

Editor in Chief. He brings a wealth of knowledge and experience in the fire service and is intimately familiar with all our Clarion Fire & Rescue brands, including FDIC International. He was previously Senior Editor for Fire Apparatus & Emergency Equipment for six years and a contributing editor to Fire Engineering for four years.

⋒MEMBER FEMSA



Community Leasing Partners

Community Leasing Partners announced the appointment of Callan Jarabek to the position of Marketing Lead & Sales Assistant. Jarabek brings with her a wealth of knowledge and experience in the fire industry, previously serving for 14 years as the Marketing Specialist for Rosenbauer America. Jarabek will be responsible for a wide variety of duties including marketing, messaging, strategy, communication, and providing an industry-leading customer service experience.



⋒MEMBER FEMSA

CURT TOOLS FOR HEROES

Curtis





Curtis announces the promotion of Erik Anderson (left) to Director

of Municipal & Industrial Sales, and the promotion of **Tyler Dennison** to Sales Manager - Pacific South & Southwest.



Curtis welcomes **Mike** Lepore, as General Manager of Curtis Care, our brand providing care and mainte-

nance of personal protective equipment.



Curtis is pleased to announce three new Outside Sales Professionals: Jeff Bonser -Orange and San Diego coun-

ties of California; Kevin Henson - New Mexico (excluding Dona Ana, Grant, Hidalgo, Luna, and Sierra counties); and David Birdno - Northern Colorado. Rebekha (Bekha) Rizzo has joined Curtis as the Customer Service Manager for the Salt Lake City sales office.





We are excited to introduce **Tanner** Rice (left) as a Meavy Rescue

Specialist in California and Nevada, and Jason Stiffey as an Air Specialist in the Northwestern States.

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Fire & Safety Services

Fire & Safety Services, Ltd expanded their team in 2022 with new administrative employees, technicians and three new sales representatives. Paul Sickler will be working towards replacing Fred Hundt in Gloucester, Salem and Cumberland Counties as Fred begins the transition to retirement. Paul has been active with the Winslow Township Fire Department and has been selling in the industry for several years. Robert Ross will be working with Kevin Driscoll in Somerset and Mercer Counties, as Kevin also begins to phase towards retirement. Rob is a career firefighter with Hamilton Fire Department and has been involved in sales and service. Matthew Steitz will also be working with Kevin Driscoll in Middlesex County. Matt is a career firefighter, EMT and mechanic. Fire & Safety looks forward to the relationships the new representatives will create and build with new and existing valued customers.

△MEMBER FEMSA



Fire-Dex

Fire-Dex is celebrating another year of tremendous growth and promotions.

- David Moore, Senior Zone Director
- Nick Lino, Director of Supply Chain
- Jamie Marks, Director of Human Resources
- Dan Goble, Director of Information Technology
- Bart Brown, Regional Zone Director
- John Armstrong, Senior Project Manager
- Shannon Lienemann, Communications Manager
- Jon Sawyer, Regional Sales Manager
- Niki Carter, Regional Operations Manager
- Anthony Costanzo, Regional Operations Manager
- Alexa Green, Content Marketing Specialist
- Kaitlyn Ferrell, Product Innovation Coordinator
- Mary Jo Johnson, 2nd Shift Team Lead
- Harrison Creameans. Warehouse Team Lead
- Rebecca Rath, Purchasing Administrator
- Michelle Guthrie has been promoted to Production Planner,
- Elizabeth Martinez has been promoted to HR Business Partner,
- Amber McCloud has been appointed to IT Systems Manager,
- Misty Rackley has been promoted to Production Supervisor,
- April Moore has been promoted to Production Manager,
- Maged Baskhron has been promoted to Industrial Engineering and Training Manager,
- Agnes Baker has been promoted to Accounting Clerk,

- **Destiny Brooks** joined the team as Office and Accounting Assistant,
- Guy Crawford as HR Business Partner,
- Kyle Moye will serve as Quality Assurance Administrator,
- Marcus Brinkley joins the team as Training & Development Specialist,
- Cory McGee joined the team as Quality & Safety Coordinator.

In addition to these promotions, Fire-Dex continues to grow and has added three new hires to the team:

- Allison DeCongelio, Sales Operations Administrator
- Joe Hodge, Regional Sales Manager
- Gary Schofield, International Sales Manager

In 2022, Fire-Dex won several awards including the NorthCoast 99, Smart Culture. Weatherhead 100. Growth and Family Business & Longevity and Cascade Capital Business awards. The organization also won the Huntington Legacy Award, a specialty category of Cascade Capital's Business Growth Awards.

Fire-Dex is growing with a significant expansion of its Pelham, Ga. manufacturing facility and production team with a goal of 100 team members being employed at its Pelham location by the end of 2023.

Fire-Dex is pleased to announce that President Lauren Burke DeVere has been selected as a 2022 Northeast Ohio Smart 50 Award honoree.

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Fire News



Fire News Publisher Frank C. Trotta and Chief Operating Officer Tim Edwards presented

\$10,000 checks to five charities that continue to contribute in a positive way to families affected by the devastating effects of 9/11. The five charities are The Terry Farrell Firefighters Fund, Lt. Joseph P. DiBernardo Foundation, The Ray Pfeifer Foundation, Firefighter Cancer Support Network - NY Chapter and The FealGood Foundation.



MEMBER FAMA, FEMSA



FOL-DA-TANK

FOL-DA-TANK acquired EVAC Systems Fire and Rescue last October. EVAC Systems makes bags, paks and other products for fire and rescue crews. The EVAC manufacturing facilities, showroom and team have been relocated near FOL-DA-TANK's factory in Milan, IL. EVAC Systems will operate as a brand under FOL-DA-TANK, LLC.



Fire Research Corporation

Elkhart Brass, FRC, and ROM are saddened to announce the retirement of Scott Warbritton, Vice President -Industrial. Warbritton has been an integral part of the FEI industrial sales team and leaves the industry after 44 years. the last 14 with Elkhart Brass, FRC, and ROM. Warbritton started as Director of Domestic Sales for Elkhart. We are thankful for Scott's unconditional dedication, leadership, and commitment. His contributions will always be valued and remembered.

Elkhart Brass, FRC, and ROM are excited to announce the addition of Steve Falke as Senior Director of Industrial Sales. In his new role, Steve will be responsible for the leadership of the FEI industrial sales team, developing new business opportunities and creating customized solutions to customer needs

Steve brings more than 20 years of experience in the fire safety industry, including leading the sales teams at Xtralis and Fike Corporation. His extensive experience will make him a great asset to the Industrial sales team

⋒MEMBER FAMA



Hansen International



Hansen International Inc. is pleased to announce the promotion of Mary Hollis to Director of Sales.

Mary has been part of the Hansen International team for 24 years. During this time, Mary has advanced through positions of more responsibility, most recently holding the role of Customer Service Supervisor beginning in 2007. Mary brings a wealth of experience and knowledge to the Sales team, and we are excited about her new role within the company.

In her new position, Mary will lead the Hansen International sales team with a focus on maintaining and developing our customer base as an industry-leading hardware manufacturer.

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Kuriyama Fire Products

Kuriyama Fire Products unveiled their new fire hose pressure testing facility, located at their existing manufacturing location in Williamsport, IN. opening of the Williamsport location increases their testing capacity, and ability to provide fully tested products to their customers in a timely manner.

⋒MEMBER FEMSA



Lakeland Industries



Lakeland Industries is proud to welcome Michelle Tressel as Regional Manager in our Fire Division. Michelle has a

distinguished career in the fire and safety industries, with 23 years of experience at Chief Supply. She comes to Lakeland directly from Mallory Safety and brings her drive for growth, focus on the customer, and sense of humor.

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Marion Body Works

On February 6, Curt Ignacio, President and CEO, stepped down from his role of President after 30 dedicated years. Curt has transitioned to the role of CEO and Chairman of the Board of Directors. This marks the beginning of a new chapter



for Marion Body Works. Kevin Ignacio, previously Vice President, has taken on the role of President.

⋒MEMBER FEMSA



Milliken & Company

Milliken & Company Commits to Net-Zero Future and recognizes Fire Service Textile Team.

Milliken & Company announced its science-based net-zero targets have been approved by the U.N.-backed Science Based Targets initiative (SBTi). SBTi is a collective of international organizations dedicated to helping companies set emission reduction targets consistent with climate science and the Paris Agreement.

Milliken is one of the first 50 companies globally to achieve approval and Milliken is the first South Carolina company to be approved.

Milliken hosted its sixth annual Milliken Honors awards program, recognizing more than 185 associates worldwide.

The Sales Excellence Award was presented to the Fire Service Textile Team: John Ashley, David Cosgrove, Annika Dahlgren, David Eskew, Brian Hargis, Corie Martin, Susie Rippy, and Chris Romansky.



MEMBER FAMA, FEMSA











Dan DesRochers has been appointed as President of REV Fire Group and will oversee E-ONE®, Ferrara™,

KME™, Spartan Emergency Response®, Smeal™, Spartan Fire Chassis™ and Ladder Tower™.

Dan has a proven track record in Manufacturing Operations and Supply Chain Management in multi-plant environments and he has successfully led business turnarounds while building a performance culture.

⋒MEMBER FAMA



SoundOff Signal

SoundOff Signal is proud to have been chosen as a 2022 EMS World Innovation Award Winner for bluePRINT® Sync. The Innovation Awards program recognizes the industry's most pioneering products of the year that have the potential to transform EMS care.

⋒MEMBER FEMSA



Sourcewell

For years Sourcewell Technology has been providing public agency software solutions. Recently, Sourcewell Technology was absorbed by Sourcewell, the largest government-based cooperative program in North America. This transition will allow Sourcewell to develop new solutions and programs that support

government and public-safety agencies and provide new revenue opportunities.

MEMBER FAMA, FEMSA



Task Force Tips





TFT announcesexpansion of sales team with Chris Carson (left) and

Jeff Hicks as OEM Sales Managers. Carson and Hicks bring decades of experience to help apparatus manufacturers reduce lead times and inventory, and increase the performance of their vehicles. Chris Carson, most recently TFT's Eastern Region Sales Manager, brings over 25 years of water hydraulics and foam experience and an in-depth understanding of fire service distribution. Jeff Hicks continues in his OEM Sales Manager role focusing on the support of both apparatus manufacturers and TFT distribution partners.



Tempest Technologies



Tempest Technologies is pleased to announce that Sam Jessup has been promoted to the role of

Service and Marketing Customer Director for Tempest. Sam has over 20 years of experience in marketing, publishing, and manufacturing. He has successfully led teams in integrated marketing communications strategy, team building, digital marketing, and branding.



Tempest Technologies announces that Josh Howard has been promoted to National Sales Manager. Josh

has over 20 years of experience with

Tempest, within the Fire Service and USAR. He is a motivated team leader.



Trident Emergency Products



Trident Emergency Products is delighted to announce our move to a new location at 2950

Turnpike Drive, Building 21, Hatboro, PA 19040. While in the same industrial park, the new 30,000 square feet facility nearly doubles our previous space, allowing us to grow and better serve our customers.

△MEMBER FEMSA

Vallfirest North America



Vallfirest North America is honored to introduce Deane **Seeger** as the new Director of Sales. He has 30 years' expe-

rience designing, developing, manufacturing and selling products to the Wildland fire. Industrial Safety and Outdoor recreation markets. He has worked domestically and internationally with fabric mills and factories



The Will-Burt Company

The Will-Burt Company is pleased to announce that Jacob Short has joined the lighting sales team as the Western US Regional Sales Manager and will be based out of San Diego. His territory includes AK, HI, CA, NE, ID, WA and OR. Jacob is excited to support the OEM's, dealers and customers throughout his territory.

DATE	FIRE SERVICE EVENT	WEB ADDRESS	LOCATION
Mar 7-8, 2023	Ohio Fire Chiefs Winter Symposium	ohiofirechiefs.org	Columbus, OH
Mar 18-21, 2023	FAMA Spring Meeting	fama.org	Fort Lauderdale, FL
Mar 28-30, 2023	Wildland-Urban Interface (WUI) Conference	iafc.org/events/wui	Reno, NV
April 24-29, 2023	FDIC International	fdic.com	Indianapolis, IN
April 24-29, 2023	JEMS Conference & Expo	jemscon.com	Indianapolis, IN
May 3-5, 2023	Oregon Fire Chiefs Association Conference	ofca.org/events	Bend, OR
May 4-6, 2023	Ontario Association of Fire Chiefs Conference and Trade Show	oafc.on.ca/events	Mississauga, ON
May 6-7, 2023	NFFF Memorial Weekend	firehero.org/events/memorial-weekend/	Emmitsburg, Maryland
May 10-12, 2023	RETTmobil	rettmobil-international.com/en/start-page/	Fulda, Germany
May 19-20, 2023	Fire Expo	lcfa.com	Harrisburg, PA
May 22-23, 2023	CFSI National Fire & Emergency Symposium and Dinner	cfsi.org/events/	Washington, DC
May 22-24, 2023	FAMA / FEMSA GAC Hill Day	FamaFemsaGAC.org	Washington, DC
May 22-25, 2023	Community Risk Reduction Leadership Conference	iafc.org/events/crrl	Murfreesboro, TN
June 4-5, 2023	BC Fire Expo & FCABC Annual Conference	bcfireexpo.ca	Penticton, BC
June 8-10, 2023	Saskatchewan Fire Chiefs Annual Conference	safc.sk.ca	Swift Current, SK
June 14-17, 2023	Fire-Rescue South Carolina	scfirefighters.org	Myrtle Beach, SC
June 18-23, 2023	Maryland State Firemen's Association Convention & Conference	convention.msfa.org	Ocean City, MD
June 19-21, 2023	NFPA Conference & Expo	nfpa.org/conference	Las Vegas, NV
June 17-22, 2023	Maryland State Firemen's Association Convention & Conference	convention.msfa.org	Ocean City, MD
Aug 9-12, 2023	South Atlantic Fire Rescue Expo	south at lantic fire rescue expo. com/schedule/	Raleigh, NC
Aug 16-18, 2023	Fire-Rescue International (FRI)	iafc.org/events/fri	Kansas City, MO
Sept 18-22, 2023	EMS World Expo	emsworldexpo.com/future-meetings	New Orleans, LA
Sept 26-29, 2023	FEMSA / FAMA Annual / Fall Conference	femsafamafallconference.org	New Orleans, LA
Oct 15-18, 2023	IL Fire Chiefs Association Annual Conference	illinoisfirechiefs.org/resources/annual- conference/	Peoria, IL
Feb 24-27, 2024	FAMA Spring Meeting	fama.org	St. Pete Beach, FL
April 15-20, 2024	FDIC International	fdic.com	Indianapolis, IN
April 24-25, 2024	CFSI National Fire & Emergency Symposium and Dinner	cfsi.org/events/	Washington, DC
April 24-25, 2024	FAMA / FEMSA GAC Hill Day	FamaFemsaGAC.org	Washington, DC
Aug 7-10, 2024	South Atlantic Fire Rescue Expo	southatlanticfirerescueexpo.com/schedule/	Raleigh, NC
Sept 19-23, 2024	EMS World Expo	emsworldexpo.com/future-meetings	Las Vegas, NV
Sept 25-27, 2024	FEMSA / FAMA Annual / Fall Conference	femsafamafallconference.org	Tampa, FL

The above list of Fire Service Events is readily available for download on both the FAMA and FEMSA websites.

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BE THERE!

YOUR HELP IS CRUCIAL!

MAY 22-24, 2023

WASHINGTON, D.C.

The AFG and SAFER Programs ★ MUST BE REAUTHORIZED★





Due to the sunset provision and budgetary pressures on the funding for the Department of Homeland Security, 2023 is a critical year for the future of the AFG and SAFER programs.

Register at FamaFemsaGAC.org

Registration deadline is April 1, 2023



To maintain the public's safety, it is extremely important that we educate both seasoned and new members of Congress on the importance of AFG and SAFER.

MAY 22-24 WASHINGTON, D.C.





FAMA / FEMSA NEWS

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Summer Issue Deadline: July 1

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IMPORTANT

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The health of both FAMA and FEMSA relies on our ability to communicate with our members. FAMA and FEMSA communicate with our member company representatives through emails developed and disseminated via Constant Contact.

Please help us maintain effective communications with you by requesting your IT department white-list the following four email addresses:

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info@femsa.org	YES		YES
info@femsa.ccsend.com	YES		YES



If you do not believe you are receiving all the email communications, please email info@fama.org or info@femsa.org.