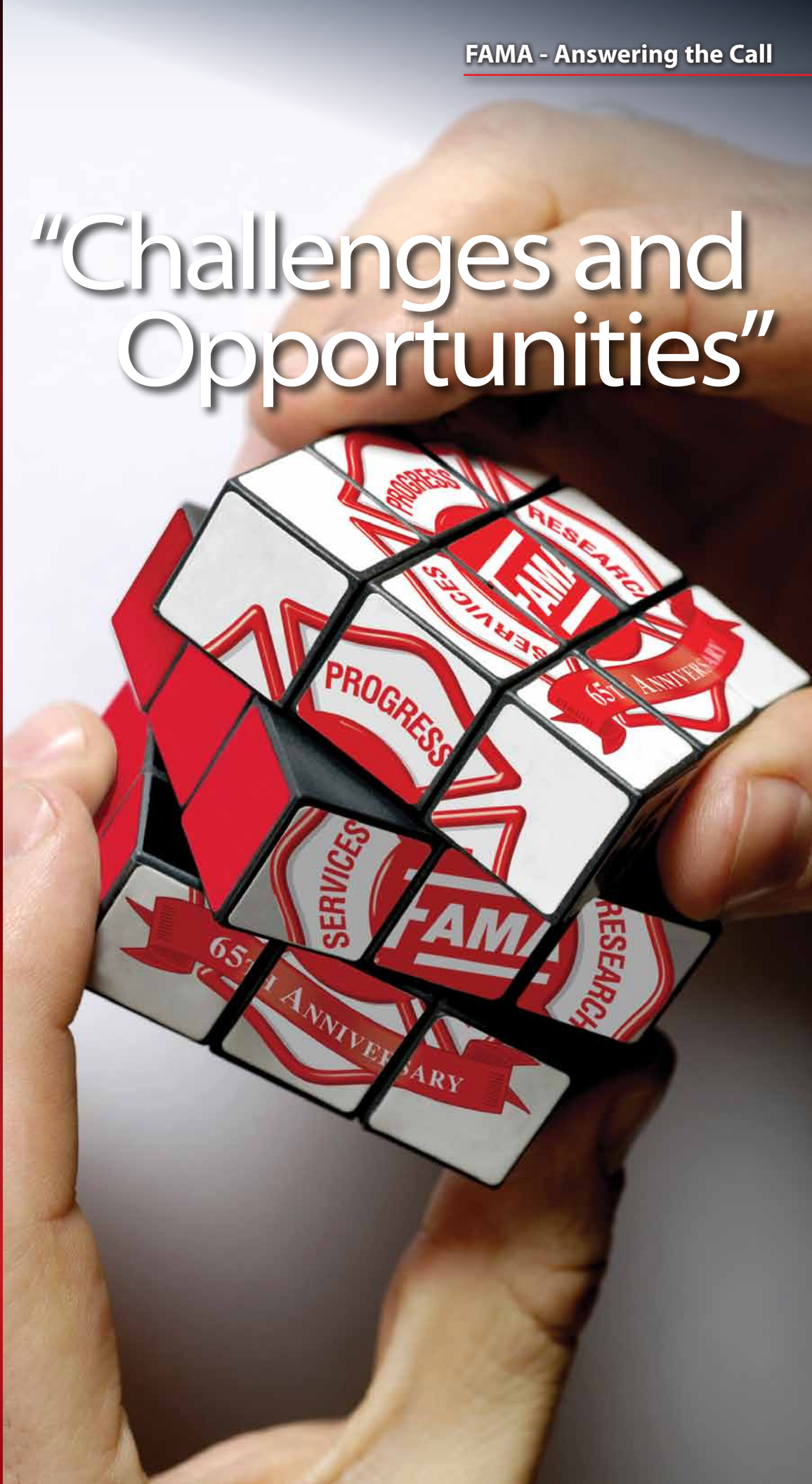


Winter 2010-2011 Issue

President's Message	2
Past President's Message	2
Editor's Notes	3
Welcome New Member	3
Dan Kreikemeier 50 Years	4
2011 FAMA Board Of Directors	4
2011 Professional Resources	4
2011 Standing Committees	5
Fall Membership Meeting Recap	
San Antonio, TX	6-7
2011 Spring Meeting Preview	8-10
Trade Show Report Card Update ..	11
AFG Announces Awards	12
Congratulations To Bob Grimaldi	
20-Years	12
In Memoriam	12
Taking Lessons From A Caveman	13
NFPA 1901 Hydraulic Generator	
Installation Requirements	13
GAC: What First Responders	
Can Teach Politicians	14
FAMA/FEMSA Canadian	
Governmental Committee	15
Cracking The Leadership Code	
In The Manufacturing Industry	16
Member News	17-21
Experience Connects FAMA	
Leadership With Fire Service	21
A New Image Of Firefighters And	
Their Seat Belts	22-23
2011 Events Calendar	24

FAMA - Answering the Call

"Challenges and Opportunities"



FAMA FLYER



A Publication of Fire Apparatus Manufacturers' Association, Inc.

|| PRESIDENT'S MESSAGE



– by Grady North

As we begin 2011, many of us in the fire apparatus and equipment business are seeing a continuation of the effects of the recession – municipalities cutting budgets, laying off fire fighters and delaying major equipment purchases. However, wherever there is a gray cloud there is a silver lining. This recession forces us to examine our core businesses and look for opportunities that we might not otherwise seek out. The same is true for your FAMA organization.

For 2011, we will focus on our core strengths and work towards making our organization stronger:

- Look forward to more frequent communication from the board and committees to keep you up to date with current activities.
- Better analysis of our statistics along with other industry data that can help you make more informed business decisions.
- The Technical Committee will be even more active this year with new proposed government regulations and the new NFPA 1917 Standard for Automotive Ambulances. Note that the Technical Committee has begun publishing the Technical Committee Notes e-news.
- Our Governmental Affairs Committee (GAC) continues its excellent work in Washington DC. With the change in congress and the pressure to reduce government spending, there is much more work to be done to keep the Assistance to Fire Grants program properly funded.
- Your Long Range Planning Committee has set in motion a major initiative to develop a road map for continued improvement of the FAMA organization. The plan for 2011 will not only identify new goals and objectives for FAMA, but also provide programs necessary to carry out these initiatives.

In 2011 you can also look forward to ever improving Spring and Fall meetings. Those members who attended the FAMA/FEMSA Fall Meeting in San Antonio, TX last October can attest to the “awesome” program (to quote the younger generation). Everything from the guest speakers to the fire chiefs’ round table to the “Fire Drill” provided so much information that I am still referring to my meeting notes – all this on top of excellent networking opportunities.

As with any good organization, you get what you pay for. Providing these enhanced services costs money. FAMA has been able to keep dues and meeting costs low – thanks in part to sponsorship support from *Fire Engineering Magazine* and many other organizations (including FAMA member companies). For 2011 your cost to belong to the organization has remained the same. However, it is becoming increasingly difficult to keep a balanced budget. In 2011 we will work towards getting as many eligible companies as we can to join FAMA. We will reach out to these companies by continued communication throughout the year to give them a sample of what FAMA can do for them. We ask for your help to encourage eligible companies to join FAMA. Greater numbers provide additional revenue as well as a larger voice in Washington, DC and a resource of knowledge and talents that we can utilize within our committees.

Speaking of committees, you can best support FAMA by becoming active within a committee of your choice. Each member brings unique talents and prospective that can enhance a committee’s activities. If you would like more information about any of the FAMA committees, contact Karen Burnham [info@fama.org]. Membership is available on the following standing committees:

Bylaws, Education, Governmental Affairs, Internet, Marketing, Meeting Planning, Membership, Statistics, Technical, and Trade Show Advisory

|| PAST PRESIDENT'S MESSAGE



– by Peter Darley

Our company theme for 2011 is “Eye of the Storm...Eye of the Tiger.” This is similar to the theme chosen for this edition of the “Flyer” – ‘Challenges and Opportunities’. I agree with Grady that companies need to look at opportunities in a different light. By addressing challenges where we can, by looking at new opportunities, and by figuring out fresh ways to approach the marketplace, it will make us stronger once the storm passes.

FAMA is a great organization and its member companies benefit greatly by being involved. They are stronger as a result of their involvement. Like other past presidents, I can’t say enough about making sure that you, as members and your employees, get involved and participate in and with what FAMA has to offer.

2010 for FAMA as an organization was a good year. We accomplished a lot of what we said we would, and we continue to get stronger as an organization moving forward. Grady has set forth both good focus and initiatives for 2011 and the organization has a strong, involved board along with dedicated committee chairs to continue with that positive momentum.

Again, I cannot say enough “thanks” to all of the individuals, companies, and organizations that worked with our association in 2010. My hat is off to all of you and I look forward to working with you and supporting your efforts in the future.



|| EDITOR'S NOTES



– by Karen Burnham

It is my privilege to acknowledge individuals and companies who, through their generosity and talents, have contributed to moving FAMA in a positive direction during 2010. The theme of this newsletter, *Challenges and Opportunities*, speaks to a number of issues that face our industry, but it also addresses those who, in spite of every day challenges, have taken the opportunity to reach out voluntarily to help this great organization and the industry as a whole.

A warm thank you to:

Meeting Sponsors ...

AMDOR, Inc.
ArvinMeritor, Inc.
Cummins, Inc.
Fire Chief Publications
Fire Engineering/FDIC
Firehouse Companies
FireRescue Magazine/FirefighterNation.com
FireRescue1.com
Realwheels Corp.
Spartan Motors/Chassis
United Plastic Fabricating, Inc.
W.S. Darley & Co.
Waterous Company

"Flyer" Publication + GAC/Public Relations Donation

Fire Engineering/FDIC

Scholarship Sponsor ...

Akron Brass Company

Committee Chairs ...

Bill Bruns (Bylaws)
Tammy Laridaen and David Reid (Education)
Mike Power (GAC)
Brian Nash (CGC)
Steve Toren (Internet)
Jerry Halpin (Long Range Planning)
Phil Gerace (Marketing)
John Swanson (Meeting Planning)
Tony Gonzalez and Rick Suche (Membership)
Tim Dean (Nominating)
Jack McLoughlin (Statistics)
Rick Fix (Trade Show Advisory)
David Durstine (Technical)

Technical Subcommittee Chairs ...

Jim Salmi/Jeff Aiken (Aerial/Quint)
Steve Cole/Steve Rowland (Ambulance)
Grady North/Marty Huffman (ARFF)
Keith Purdy/Bill Proft (Body)
Roger Lackore/Raff McDougall (Chassis)
John Doperalski/Peter Luhrs (Lo Volt Electrical)
Will Leach/Paul Newton (Hi Volt Electrical)
Dominic Colletti/John Lund (Foam)
Doug Miller/Chad Trinkner (Pumps/Plumbing)

... all committee members, of course

FAMA representatives to NFPA Committees

David Durstine (1901)
Jack McLoughlin/Steve Cole (1917)
Dominic Colletti/ Leroy Coffman (1500)
Dominic Colletti/Jerry Halpin (18)
Grady North (414/ARFF)

... member companies and their representatives who have supported FAMA through their attendance at membership meetings, technical committee meetings, spring Hill Day, those who have sponsored or hosted "Home Days", and those who have represented the association through special speaking presentations

... and, to your 2010 leadership, the FAMA Board:

Peter Darley
Grady North
Greg Kozey
Harold Boer
John Szykiel
Bruce Whitehouse
Jan Polka

who spent countless hours daily, weekly, monthly managing the affairs of the association on your behalf. Sincere thanks to you all. No doubt I have missed someone (and if I did, let me know and I'll make it up to you in the next issue).

May 2011 bring you success in business, good health, and happiness with the love of family and great friends.

Happy New Year ... Cheers!

|| WELCOME NEW MEMBER

U.S. Coupling & Accessories, Inc.

Bob Gourlay, Co-Owner
2926 Columbia Hwy.
Dothan, AL 36303
Tel: (888) 447-6441
Fax: (888) 447-6442
Email: bgourlay@uscouplings.com
Web: www.uscouplings.com
A manufacturer of fire hose adapters, couplings, specialty products and accessories

|| "KREIK'ING" ANOTHER MILESTONE

It is a true privilege to spotlight Dan Kreikemeier in this issue of the "Flyer." In 2010, Dan reached a golden milestone, celebrating 50 years of service in the fire apparatus industry, and 35 years as a member of FAMA.

Some historical fun-facts: Dan was the first employee of Don Smeal's "Smeal Fire Apparatus Company" in 1960. Dan and Don worked so well together that 14 years later (1974), they formed a company called Smeal Fire Equipment which was the marketing arm for Smeal Fire Apparatus and also sold fire equipment accessories. In 1975, one year after partnering, Dan and Don joined FAMA.

In 1994, Dan embraced the opportunity to purchase the remaining stock of Smeal Fire Equipment from Don Smeal. With the buyout, Dan changed the company name to Danko Emergency Equipment, Danko = "Dan And Norma Kreikemeier Operations", thus beginning a family business with his wife Norma, and three of their sons, Mark, Tom and Bruce. At the same time, Danko became a dealer for Smeal Fire Apparatus - both are located in Snyder, Nebraska - and continues that affiliation today.

Through the years, Dan maintained his association with FAMA. He was acknowledged on numerous occasions as FAMA's "best dressed," "good egg," and "tube steak" awards recipient. He served as the Technical Committee chair,



Daniel Kreikemeier receiving his plaque and a Golden Danko watch for his 50 Years of Dedicated Service, with him is his wife Norma.

and did his stint on the Board of Directors, leading FAMA as its President in 1991. In 2003, Dan was heralded as FAMA's "Star Achiever," - the academy award of FAMA - for his outstanding contributions to FAMA and the industry. That same year, Dan was recognized as The Nebraska SBA (Small Business Association) Business Person of the Year.

Dan continues to share his knowledge, expertise and wisdom with FAMA members through his service on the Technical ARFF subcommittee.

Today, Dan and Norma continue their good works as the owners of Danko Emergency Equipment, serving as President and Vice President of the company.

Please join us in congratulating Dan Kreikemeier as he begins his next 50 years in this great industry.

2011 FAMA BOARD OF DIRECTORS



President

Grady North
Crash Rescue Equipment Service, Inc.
Tel: (469) 484-4321
Email: gnorth@crashrescue.com

Board Liaison to: Technical, Trade Show Advisory



Vice President

Greg Kozey
Kochek Company, Inc.
Tel: (860) 963-3377
Email: gkozey@kochek.com

Board Liaison to: Bylaws, Meeting Planning



Treasurer

Harold Boer
Rosenbauer America, LLC
Tel: (605) 543-5591
Email: haboer@rosenbaueramerica.com

Board Liaison to: Education, Statistics



Secretary

Bruce Whitehouse
AMDOR, Inc.
Tel: (905) 333-6745
Email: bruce@amdor.com

Board Liaison to: Internet, Marketing



Past President

Peter Darley
W.S. Darley & Company
Tel: (708) 345-8050
Email: peterdarley@darley.com

Board Liaison to: Long Range Planning, Nominating



Sr. Director-at-Large

Jan Polka
Realwheels Corporation Inc.
Tel: (847) 662-7722
Email: jpolka@realwheels.com

Board Liaison to: Membership



Jr. Director-at-Large

Mike Power
Pierce Manufacturing, Inc.
Tel: (920) 832-3519
Email: mpower@piercemfg.com

Board Liaison to: GAC

FAMA Professional Resources:



Administrator

Karen Burnham
Tel: (781) 334-2911
Email: info@fama.org



Governmental Affairs Consultant

David Gatton
Tel: (202) 957-6530
Email: dgatton@dinitiatives.com



Legal Counsel

Jim Juneau
Tel: (972) 523-1011
Email: jjuneau@juneauboll.com



Travel Planner

Bob Grimaldi
Tel: (904) 495-5055
Email: bobg@rometravel.com



Website Services

Simon & Gabe Steinbach
Tel: (314) 504-0945
Email: simon@windmillhillconsulting.com and gabe@windmillhillconsulting.com

2011 STANDING COMMITTEES STRUCTURE [AS OF 12.1.10]

■ Bylaws

Chair: Bill Bruns
Vice Chair: George Goros
Members: Jim Currin
Tom Garrity
Jeff Hunke
Tim Thuemling
Rob Wirtz
Board Liaison: Greg Kozey

■ Education

Co-Chair: Tammy Laridaen
Co-Chair: Jeff Hupke
Russell Chick
George Logan
Members: Curt Ignacio
Rebecca Schenk
Board Liaison: Harold Boer

■ Governmental Affairs

FAMA Co-Chair: Ken Creese
FEMSA Co-Chair: John Granby (FM)
Consultant: David Gatton
Members: George Goros
Scott Hinterleiter (FFM)
Bill Latta (FM)
Steve Lawrence (FM)
Bill Lawson (FM)
Stewart McMillan (FFM)
John McNulty (FM)
Lee Morris
Mike Natchipolsky (FM)
Craig Sharman (FM)
Steve Stein
CGC: Brian Nash
CGC Liaison: Rick Singer (FM)
Resource Persons: Karen Burnham
Dustin Joyce
Jillian McNamara
Gabe Steinbach
Board Liaison: Mike Power

■ Internet

Chair: Steve Toren
Vice Chair: Ron Truhler
Members:
Webmaster: Gabe Steinbach
Board Liaison: Bruce Whitehouse

■ Long Range Planning

Chair: John Szykiel
Vice Chair: Greg Kozey
Members: Rick Morgan
Jan Polka
Mike Power
Board Liaison: Peter Darley

■ Marketing

Chair: Phil Gerace
Vice Chair: John Lund
Members: Steve Cole
Dave Durstine
Drew Sutphen
John Weber
Board Liaison: Bruce Whitehouse

■ Meeting Planning

Chair: John Swanson
Vice Chair: Mark Albright
Travel Planner: Bob Grimaldi
Members: Ed Dobbs
Dan Reese
Geary Roberts
Board Liaison: Greg Kozey

■ Membership

Co-Chair: Tony Gonzalez
Co-Chair: Tim Van Fleet
Members: Joe Bernert
Larry Dodson
Greg Geske
David Rutterman
Jim Simpson
Rick Suche
Board Liaison: Jan Polka

■ Nominating

Chair: Jerry Halpin
Vice Chair: John Szykiel
Member/Board Liaison: Peter Darley

■ Statistics

Chair: Jack McLoughlin
Vice Chair: Jim Otwell
Members: Stewart McMillan
Dave Drehobl
Board Liaison: Harold Boer

■ Technical

Co-Chair: David Durstine
Co-Chair: Mike Moore
Board Liaison: Grady North

■ Subcommittees - Chairs/Vice Chairs

Aerial/Quint	Jim Salmi
	Jeff Aiken
Ambulance	Steve Cole
	Steve Rowland
ARFF	Grady North
	Marty Huffman
Body	Keith Purdy
	Bill Proft
Chassis	Roger Lackore
	Raff McDougall
Lo Volt Electrical	John Doperalski
	Peter Luhrs
Hi Volt Electrical	Will Leach
	Paul Newton
Foam	Dominic Colletti
	John Lund
Pumps/Plumbing	Doug Miller
	Chad Trinkner

■ Trade Show Advisory

Co-Chair: Brian Cassell (F)
Co-Chair: Ken Nielsen (FM)
Members: Sonya Kelly
Board Liaison: Grady North

■ NFPA Representatives:

1901

Principal: David Durstine
Alternate: Mike Schoenberger
(app pending)

1917

Principal: Jack McLoughlin
Alternate: Steve Cole

1500

Principal: Dominic Colletti
Alternate: Leroy Coffman

414+/ARFF

Principal: Grady North
Alternate: Dave Krajnak
(app pending)

18

Principal: Dominic Colletti
Alternate: Jerry Halpin

"F" = FAMA, "FM" = FEMSA, and "FFM" = FAMA/FEMSA

|| FALL MEMBERSHIP MEETING RECAP ... SAN ANTONIO, TX

-by John Swanson and Grady North

If you did not attend the fall FAMA/FEMSA meetings in San Antonio, you missed one of our most interesting and informative annual events. The theme, "The Future of the Fire Service," was active in both the presentations and the activities.

In addition to the FAMA and FEMSA business meetings the following speakers provided interesting and thought-provoking topics:

Dr Denis Onieal, Superintendent, U.S. Fire Training Academy, served as the keynote speaker and discussed five areas that will affect the future direction of the fire service in North America.

- Technology – roof construction (glued trusses), solar panels (electrical hazard) and ethanol fires.
- Social Communication – Text, email and phone video.
- Demographic – Baby Boomers, more medical calls, fires and health care.
- Managerial – Fire service will be held accountable like law enforcement.
- Governmental – Political changes will affect funding.

Ross Ashley III, Former Assistant Administrator, Grant Programs Directorate, FEMA, talked about developing a plan of action to determine the availability of product for a specific grant, and noted there are almost 20 different grant programs available to the fire service.

Bill Webb, Executive Director, CFSI reported on the political landscape. Because the 2011 budget has not been approved by Congress, we need to keep the pressure on to retain Fire Grant funding.

Mark Light, Executive Director, IAFC, gave his "state of the fire service" presentation and the perception challenges and funding issues that are going to take a while to recover.

Chief Ron Siarnicki, Executive Director, National Fallen Firefighter Foundation, presented his Vulnerability Assessment Project which will determine a department's risk versus resources and how to narrow that gap to reduce line of duty deaths.

Chief Robert "Butch" Cobb, National Director, Community Hazard Mitigation of the Insurance Services Office, brought us up to date on the changes in ISO. He is heading up the first change to ISO in decades.

The popular Fire Chief's Roundtable brought out interesting perspectives on the economy and future purchases of fire trucks and equipment. Guest fire chiefs included paid and volunteer fire departments from large cities and rural areas.

One of the most popular activities is the "Fire Drill". This year 10 different tables topics were offered including Social Media Marketing, Blogging for Business, Trade Show Effectiveness, Apps for Business, On Line Surveys, Consortium Purchasing, Insurance Audit, Selling to the Chiefs, Legal Issues and How to organize a "Home Day".



PRAISE FOR SAN ANTONIO FALL MEETING 2010

"I recently participated in the FAMA/FEMSA joint fall meeting in San Antonio this October and I have to say this was one of the best meetings that I have attended in my ten plus years going to these get-togethers. For anyone that has not truly participated, the networking offers industry insight from many perspectives. The speakers offered up useful and timely information on the state of the economy, changes that are being proposed for the ISO Fire Department Rating Schedule, updates from Capitol Hill, Vulnerability Assessment Project, and many more, presented by the leaders who know their stuff. The Fire Drill breakout sessions are always a huge hit with new information on a broad spectrum of topics. The FAMA board of directors continues to solicit and use the input of our members and the fire service to move our industry forward in the right direction. If you have not attended one of our meetings in a while, (or ever) I urge ALL member companies to send a representative to the next meeting to share the wealth of information that IS shaping OUR future." – Doug Miller, Task Force Tips

"Attending these meetings helps to further build relationships in the business that we love." – Pat Hester, Code 3

As always, there was much networking and interaction among the attendees. There were 135 member representatives (FAMA and FEMSA) plus 29 spouses from 97 companies.

The statement “you had to be there” aptly applies to our fall and spring membership meetings. There is no way to communicate all the detailed information members receive at these meetings through published media or recounts of the activities. You truly have to be there to experience all of the benefits.

“Save the Date” ... Don't forget to make plans for the spring meeting in San Juan, Puerto Rico - March 11-15, 2011.



Photos by Tony Barboza, Holmatro, Inc.



“The San Antonio meeting gave me a whole new perspective. The economic presentations were timely and well done and the other customer-centered discussions looked outward to markets rather than inward to the industry. This solid content makes for a productive meeting.” - David Clarkson, VisionMark

“As a newcomer to FAMA, I couldn't imagine a better venue to get a crash course in related industry issues, as well as developing the personal and working relationships crucial to advocating fire and emergency issues successfully. I will definitely attend the next meeting.” - Lee Morris, Oshkosh Corp.

“I have attended 3 FAMA meetings (Key West, Chicago for a Technical Committee meeting and San Antonio) this year as a new member. San Antonio was probably the most enjoyable. The meeting itself was the most informative and fun. The hotel was great and the location was excellent. Assuming no internal budget restrictions I will be attending the meetings next year.” - Dennis Sadler, Hansen International

|| 2011 SPRING MEETING PUERTO RICO

DATE: December 15, 2010
TO: All FAMA Members

FAMA is pleased to present the following informational package to you in connection with the upcoming 2011 Spring Meeting:

Pursuant to Section 5.3 of the bylaws of the Fire Apparatus Manufacturers' Association (FAMA), notice is hereby given that a meeting of the FAMA general membership will be held

March 11-16, 2011
El San Juan Hotel & Casino
6063 Isla Verde Avenue
Carolina, Puerto Rico 00979
Tel: (787) 791-1000
www.elsanjuanhotel.com



Thanks to our Corporate Meeting Sponsor: Fire Engineering / FDIC

In addition to the warm weather break for most of us in the frigid North, the meeting will focus on the current economy and the outlook for the future. Our meeting planners are working to secure speakers to present valuable information on export business opportunities, forming partnerships to do more business internationally, and identifying where the big markets are for apparatus worldwide.

REGISTRATION: on-line at www.fama.org – click the spring meeting banner on the home page. (See page 3 of this notice for additional registration information.) (Direct link: www.fama.org/meetingReg)

REGISTRATION DEADLINE: February 4, 2011

SCHEDULE OF MEETINGS AND FUNCTIONS:

The preliminary schedule of meetings and events is attached. Please review it before booking your travel to ensure a full meeting experience.

Committee Meetings – Saturday, March 12th, is reserved for committees to meet. If you are on a committee, your chairperson will be in touch to schedule a time and meeting location. If you are interested in joining a committee, email Karen ... info@fama.org.

Welcome Reception – Join us Saturday evening, March 12th, for a Welcome Reception ... a great opportunity to meet new friends and greet old acquaintances.

Board Meeting – The Board of Directors will meet Sunday, March 13th at 7:00 a.m.

Committee Reports to the Board – Committee Chairs will meet with the Board beginning at 8:30 a.m. on Sunday, March 13th. Chairs will be sent a schedule of meeting times.

Membership Meetings – Monday and Tuesday, March 14th and 15th, from 7:30 a.m. to noon. [Details will follow as they are confirmed.]

FAMA Awards Dinner – Monday evening, March 14th at 7:00 p.m. preceded by a reception at 6:00 p.m.

Dress Code - Meetings are casual (shorts are acceptable). Dinner is business casual (no shorts).

Sponsorship Opportunities – The following sponsorship opportunities are available to all members on a first-come, first-served basis. Keep in mind that any sponsorship may be shared with another member company – see options below. (Contact Karen at info@fama.org.)

- Sunday Welcome Reception - \$5,000
(shared by 2 companies: \$2,500 ea.; shared by 3 companies: \$1,700 ea.)
- Spouses Program - \$2,000
(shared by 2 companies: \$1,000 ea.)
- Business Speaker - \$2,500
(shared by 2 companies: \$1,250 ea.)
- Monday Coffee Break - \$2,000
(shared by 2 companies: \$1,000 ea.)
- Monday Reception (preceding banquet) - \$5,000
(shared by 2 companies: \$2,500 ea.; shared by 3 companies: \$1,700 ea.)
- Monday Banquet Open Bar - \$2,500
(shared by 2 companies: \$1,250 ea.)
- Tuesday Coffee Break - \$2,000
(shared by 2 companies: \$1,000 ea.)

|| 2011 SPRING MEETING PUERTO RICO

Sponsor Benefits

- Formal recognition in meeting materials and from podium each day
 - Opportunity to place signage/promotional materials during your sponsored event (*)
 - Exposure to the FAMA membership
 - Build new relationships with potential customers
- (*Sponsors will be recognized from the podium and will be allowed to place banners, literature and promotional materials on the table provided during the sponsored event. Promotional materials must be approved, in advance, by FAMA.)

Periodic updates will be e-mailed to you providing details on the business meetings, a broader interactive member session, as well as other meeting events and hotel/area attractions.

On-line Registration is now available at www.fama.org – click on the 2011 Spring Meeting banner on the home page.. If you do not receive an electronic confirmation within 48 business hours of submitting your on-line registration, contact Bob Grimaldi directly at bobg@rometravel.com. Your confirmation will include a receipt for your requested booking. In addition, an e-mail broadcast listing registered attendees will be sent periodically. If you registered and do not see your name on the list, contact Bob immediately. These procedures will ensure that everyone is accounted for. All members are encouraged to book hotel rooms at The El San Juan Hotel & Casino through the FAMA room block (see on-line registration). Our group is guaranteed the best available rate for the dates of our stay at the hotel – that rate is \$345 p/n++.

In order to accommodate all member requests and fulfill our room block commitment, registration deadline has been set for February 4th. At that time we must advise the hotel how many sleeping rooms will be required each night of our meeting events.

Meeting Fees, Reservation, Cancellation and Refund Policies

- **MEETING FEES** – No “a la carte” meeting fee schedules are available to members, spouses and/or guests with the exception of children under 11 years of age. Meeting fees may be modified as necessary by the Board on notice to the membership.
- **RESERVATION POLICY** – The association negotiates a special room rate each year. After the date the room block closes, the association rate might not be available and attendees may have to pay the full rack rate. A fixed number of rooms are set aside based on anticipated attendance. Reservations are made on a first-come, first-served basis. If the host hotel sells out, the association will make reservations for you at a hotel nearby, where possible.
- **CANCELLATION POLICY** – If you cancel a reservation after the date the room block closes (Feb. 4, 2011), there is a minimum one-night cancellation fee. Also, if you check out prior to your original reservation departure date, you will be charged a minimum one-night cancellation fee.
- **REFUND POLICY** – Annual membership meeting fees will not be refunded, but will be credited toward the next annual membership meeting.

Members are reminded that FAMA policies prohibit direct selling during meeting events and in common areas of the hotel where members socialize and network.

If you have any questions, feel free to contact your meeting planners directly or the FAMA office - info@fama.org - Tel: 781-334-2911.

We look forward to seeing you in March in San Juan, Puerto Rico!

Sincerely,

FAMA Meeting Planning Committee:

John Swanson, Chair – jswanson@kocheck.com
Mark Albright, VChair – Albright@4guysfire.com
Ed Dobbs – ejdobbs@spartanchassis.com
Dan Reese – danr@alexisfire.com
Karen Burnham – info@fama.org
Geary Roberts – geroberts@waterousco.com
Greg Kozey, 2011 VP/Board Liaison - gkozey@kocheck.com
Bob Grimaldi, Meeting Travel Planner - bobg@rometravel.com



|| 2011 SPRING MEETING PUERTO RICO

Preliminary Schedule of Meetings & Events

(as of 12/1/10 - subject to change)

Saturday March 12	Arrival
2:00 PM - 11:00 PM	Hospitality Suite Open Committee meetings (scheduled by committee chairs)
6:00 PM - 7:30 PM	Welcome Cocktail Reception Dinner on your own
Sunday March 13	
6:30 AM - 12:00 Noon	Board of Directors Meeting
11:00 AM - 11:00 PM	Hospitality Suite Open
1:00 PM to 4:00 PM	Golf Tournament Dinner on your own
Monday March 14	
7:30 AM - 12 Noon	FAMA General Meeting <ul style="list-style-type: none">• Treasurer's Report• Board of Directors Report• Committee Reports• Statistical Analysis of Business Climate• Business Speaker
10:00 AM	Spouse Program
11:00 AM - 11:00 PM	Hospitality Suite Open (exclusive of dinner hours)
1:00 PM - 4:00 PM	Group Activity
6:00 PM - 7:00 PM	Cocktail reception
7:00 PM	Awards Dinner
Tuesday March 15	
7:30 AM - 12 Noon	FAMA General Meeting <ul style="list-style-type: none">• Committee Reports• Long Range Plan• Table to Table Break-out Session• Guest Speakers• Open Mike
11:00 AM - 11:00 PM	Hospitality Suite Open Afternoon Open
Wednesday March 16	Departure

Dear FAMA Members,

Looking forward to our next meeting? How does an ocean front hotel in the Caribbean sound with a short walk to our outside hospitality area under a 150 year old Banyan Tree?
... or maybe you might just stand around and network with friends and business associates
... or how about a massage on the beach
... or maybe wander through the hotel casino any time of the day or night
... live music nightly in our hotel lobby, dining at one of many famous 4-star restaurants
... maybe you'd just enjoy a great pizza in the New York pizzeria - all just off the lobby
... how about a western BBQ rooftop overlooking San Juan with live western music
... and still have time to talk business each day
... did I mention shopping in Old San Juan is the best, from factory outlets to specialty shops of every variety - all this with Caribbean charm and a hint of a European atmosphere
... or a tour of the Bacardi Rum Factory

San Juan has it all.

Welcome to the 2011 FAMA spring meeting in San Juan, Puerto Rico

No passport needed. Air fares from Chicago are running \$388.00 round trip (non-stop direct) on American Airlines - and from Dallas are \$440.00. Temperatures are in the 80's. The El San Juan is a Waldorf Astoria Hotel. San Juan Airport is 10 minutes away.

Fill out the registration form early and on-line to guarantee your reservation at our special FAMA rate. Click on the banner at www.fama.org for each access to the registration page. Do not call the hotel yourself -- FAMA has a block of rooms reserved at a special group rate.

If you have special room requirements, just list them on the form. Bring the kids, bring the mother, heck bring the mother-in-law!

Registration deadline is February 4th, unless our block is filled sooner. For more information on the hotel, check out this web site: www.elsanjuan-hotel.com, contact Bob Grimaldi (bobg@rometravel.com), or any member of the meeting planning committee for answers to all your questions.



Be sure to review the preliminary schedule above prior to making your airline reservations. See you in San Juan!

Bob
Bob Grimaldi, Meeting Travel Planner
(bobg@rometravel.com)

|| TRADE SHOW REPORT CARD UPDATE

– by Krystal Higgins, Paratech, Inc.

As the trade show year comes to a close, FEMSA and FAMA members have continued to complete their evaluations as a way to share their insight and opinions on some of the fire industry’s major trade shows. Recently, all members were sent the remaining report cards for 2010 along with the 5-year comparison grades for all shows evaluated. We hope this effort provides helpful information for your future trade show planning.

The Trade Show Report Card Committee publishes not only the trade shows’ grades, but now also summarizes survey comments submitted with the grades to help provide additional detail. Here is an overview of some of the comments received:

This year the **New York State Association of Fire Chiefs** proved to have the highest rating for the second year in a row. Overall, exhibitors were pleased about the cooperation and helpfulness of the show’s management. While some felt that the show should have been held entirely indoors and under one roof, most were pleased by the turnout and overall flow of the show.

Another successful show was **FDIC**. Several exhibitors commented that the show should have been two days only to maximize the show’s value. Others also commented that while the quantity of the attendees was down compared to previous years, the quality of those attendees seemed to have

improved. Some felt that the cost of the show might have been a deterrent for many people to attend.

There was much talk about **Fire-Rescue International** being held at Chicago’s McCormick Place this year. The overall success of the show received mixed responses from exhibitors. While most were pleased with attendance on the first day, many agreed that traffic was light on day two. Many exhibitors were also excited to participate in a show in Chicago, but felt that the show was not very cost effective.

Firehouse Expo rated much higher this year. Several exhibitors commented about the excellent venue and thought that the show hours were very appropriate. Some felt that the free show pass program was a great way to increase attendance, but felt that many decision-makers still did not attend.

Firehouse World remained consistent in its overall show grade this year. Some exhibitors commented that the organization and speed with which crates were handled was excellent. Many exhibitors were pleased with the show overall, but felt that some of the fees were excessive.

Please remember to complete your evaluations after each show. The more respondents who participate in the evaluations, the more valuable the report cards become. This is an excellent way to ensure that each exhibitor’s voice is heard and provides the Trade Show Advisory Committee with membership input to present at trade-show organizing meetings.

2011 Tradeshow Schedule & Information			
Trade Show	Dates & Locations	Show Contacts	
	Feb. 26 - March 2, 2011 San Diego, CA	Neil Southworth (companies A - K) neil.southworth@cygnusexpos.com (800) 827-8009 ext. 3329	Steve Elias (companies L - Z) steve.elias@cygnusexpos.com (800) 827-8009 ext. 4419
	March 21-26, 2011 Indianapolis, IN	Lila Gillespie (companies A - J) lilag@pennwell.com (973) 251-5046	Nanci Yulico (companies K - Z) nanciy@pennwell.com (973) 251-5056
	June 15-18, 2011 Verona, NY	Janet Williams fire@naylor.com (703) 259-6120	
	July 19-23, 2011 Baltimore, MD	Neil Southworth (companies A - K) neil.southworth@cygnusexpos.com (800) 827-8009 ext. 3329	Steve Elias (companies L - Z) steve.elias@cygnusexpos.com (800) 827-8009 ext. 4419
	August 23-27, 2011 Atlanta, GA	Athena Oliff aoliff@iafc.org (703) 273-0911	



|| AFG AWARDS

2010 AFG Award Announcements

[December 21, 2010] As of today, the Assistance to Firefighter Grant (AFG) Program of the Department of Homeland Security's Federal Emergency Management Agency has announced the third round of awards from the Fiscal Year 2010 Assistance to Firefighters Grants application process.

The primary goal of the AFG is to meet the firefighting and emergency response needs of fire departments and nonaffiliated emergency medical service organizations by enhancing their capabilities with respect to fire and fire-related hazards.

Since 2010, AFG has awarded more than \$4.6 billion to fire departments and other first responders to obtain critically needed equipment, protective gear, emergency vehicles, training, and other resources needed to protect the public and emergency personnel from fire and all other hazards. Additional awards are forthcoming.

To view the AFG award announcements, please visit:

<http://www.firegrantsupport.com/content/html/afg/Awards10.aspx>

Locate AFG grant recipients by searching the list of awardees, or find more specific information through searching by state, award amount or by city. Questions regarding the AFG grants can be directed to the Federal Emergency Management Agency's Grant Programs Directorate (GPD) AFG Program staff at 1-866-274-0960 or e-mail firegrants@dhs.gov.

THINKING OF YOU

Dan Peters (2004 FAMA President) continues his road to recovery from a recent hospital stay.

Dennis Chamberlain (1998 FAMA President) is dealing with vision issues. Large printed notes are the ticket for staying in touch with him.



Congratulations to Bob Grimaldi – 20 Years of Service

Bob Grimaldi, owner of Rome Travel Bureau, has served as the meeting travel planner for FAMA and FEMSA for 20 years. Wife Karen, daughter-in-law Sarah, and son Doug serve as Bob's "staff" assisting with marketing flyers, communications, and on-site support. Bob was recognized at the annual meeting banquet in San Antonio, Texas in October by FAMA President Peter Darley and FEMSA President Dan Reese who presented to Bob a framed Certificate of Appreciation "in recognition of exemplary stamina, patience and service to all members for 20 years as Meeting Travel Planner".



"Team Grimaldi" (l-r: Sarah, Doug, Bob, and Karen).

IN MEMORIAM

FAMA is deeply saddened to report the recent passing of:

Shirley Hall

October 31, 2010 (wife of Eugene Hall, former President Of Quality Fire Apparatus)

Joe Lee, Sr.

November 7, 2010 (founder, U.S. Tanker)

Please keep these families and their company colleagues in your thoughts and prayers.

|| TECHNICAL COMMITTEE

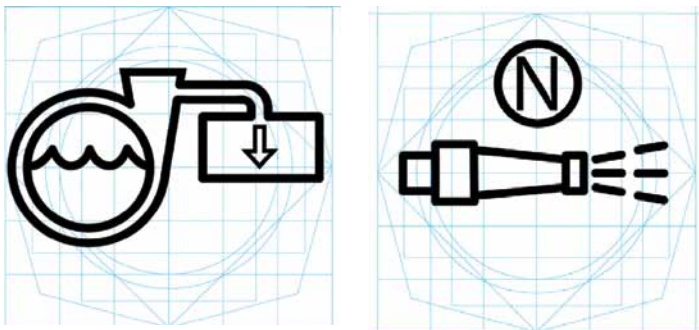
Taking Lessons from A Caveman

– by Roger Lackore, Pierce Manufacturing

Probably the oldest known recordings made by man were pictures painted on cave walls. Later, the ancient Egyptians used stylized pictures in their hieroglyphs for written communication. The ancient Chinese also used pictures that evolved into the characters that they use today. Enter Microsoft in 1985, who introduced a new “language” of icons that are recognized by users of computers, phones, and entertainment systems across the globe.

Now, in 2010, the FAMA technical committee is launching a project to bring fire apparatus in-line with this modern trend. The goal is to establish graphical symbols for all the common controls and functions that today are labeled in English. Rather than needing to read the words “#2 Passenger Side Discharge”, the operator will see the discharge icon on the control with the number above or beside it. The corresponding discharge outlet will have the same icon, with the appropriate number. Similar graphical symbols are being developed for everything from light tower controls to tank drains.

The graphical symbols team has been meeting regularly since FDIC 2010, with several day-long sessions. The engineers on the team have been challenged by some of the more “artsy” members from the label suppliers, and the exchange has been lively at times. At the end of the day the balance has been good, and the list of symbols is really taking shape. The team is attempting to harmonize with some of the work done already in Europe, but is branching out where gaps exist, or where the over-seas symbols just would not be appropriate for U.S.-style fire suppression functions. The initiative is not an attempt to change the industry by mandate.



The advantages of the symbol approach should be self-evident. The greatest advantage will be gained in those areas with more multilingual populations. While some fire departments may begin adopting the symbol approach right away, others may take some time before they are comfortable with the switch.

You don't need to look far, however, to see that our industry is not the first to embrace the symbol approach. Consumer goods from lawnmowers to cell phones have abandoned written words, and almost all industrial equipment is labeled exclusively in graphical symbols.

So will the label “Pump-To-Tank” go the way of the open cab? Only time will tell. But there is a dedicated FAMA team intent on making sure that those who wish to embrace the concept will have a common set of symbols to use.

NFPA 1901 Hydraulic Generator Installation Requirements

– by Paul Newton, Harrison Hydra-Gen



When an OEM installs a hydraulic generator on fire apparatus, several key elements must be accounted for in the installation.

NFPA has addressed those issues very specifically because of potential safety issues that could occur. It is critical that the OEM installs the generator to the established NFPA guidelines.

The following are several areas addressed by NFPA but not always followed:

NFPA Section 22.5.2.4.1 states, “A hydraulic system filter and strainer shall be provided and shall be located in a readily accessible area.” What we have found over the years is that many times it is impossible to change the oil or filter without removing the cover over the generator or removing the generator. Without the ability to change the oil and filter, hydraulic generators is no different than your car if you don't change oil in it...they will fail someday... and hopefully not at a fire scene!

The OEM must be aware of where the oil filter is located, where the oil fill is located and allow room to access both of them. The filters can come as cartridge style filters on the top of the reservoirs or spin on type filters that would be located in the body of the generator.

Keep in mind, that if the hydraulic generator's builder uses a spin on filter in the body of the generator, the OEM must leave 6” – 12” extra on the side of the generator where the filter will be removed, regardless of what the hydraulic generator states for air clearance. This can add significantly to the overall envelope the generator takes up.

If the generators reservoir is located in a compartment, there should be adequate room above the generator to remove the filter and fill the reservoir with fresh oil.

Another item not addressed in NFPA but closely related to accessing the filter and fill neck is being able to drain the oil out of the system. Unless the customer specifically asks for it, it is rarely accounted for by the OEM.

Putting a generator on the floor of the dunnage area or a compartment without providing the ability to drain the oil will result in hydraulic oil never being drained. There are a couple of solutions to this. There is typically a plug on the bottom of the reservoir for draining. New York City, for example,

|| TECHNICAL COMMITTEE

requires a tube to come off this port and run through the floor of the dunnage area so they can drain the reservoir.

Another way is to put a tee in the suction line around the pump with the bottom facing down so that the system can be drained. There are other options that your hydraulic generator manufacturer can work with you on. Talk with them and make sure you are providing a means to drain the hydraulic oil out of the system.

NFPA Section 22.5.2.5 states; "Where the hydraulic hose comes into contact with other surfaces, the hose shall be protected from chafing." While this may seem like a no-brainer, I see it on 10% of the generator installations I inspect; the hose is going across some surface or corner and is not protected. This is anywhere the hoses run, from down on the pump all the way to up at the generator. If hoses are wrapping around the edges of the generator, they need to be moved away and fully protected from any chafing that may occur.

NFPA Section 22.4.6.4.1 states; "The instrument shall be located in a plane facing the operator" and NFPA Section 22.4.6.4 states; "The instrumentation shall be permanently mounted at an operators panel". Simply stated, the fire fighters need to be able to see the meter head.

All hydraulic generator manufacturers use the meter head to convey warnings to the operator. When they get buried in a compartment, nobody ever knows if there is high voltage, high oil temperature, high frequency, etc. This can lead to potential failure of the generator or attached components at the fire scene. Too often the meter head is buried in a compartment and nobody ever sees the warnings on the meter head.

NFPA is specific about this location and locating the meter head where it can clearly be seen is as important as locating the tank level gauge. Both are critical to be able to monitor and react to any issues that may arise. An option if space is at a premium on the pump operator's panel is to use the alarm circuit from the meter head and power a "Check Generator" indicator light and place it in a clearly visible spot. This is similar to the Check Engine and Check Transmission lights that should be on the pump panel or operator's panel as well.

And finally, NFPA Section 22.9.1.1 states; "The size of the main over current protection device shall not exceed 100 percent of the rated amperage stated on the power source specification label or the rating of the next larger available size over current protection device, where so recommended by the power source manufacturer." The hydraulic generator has an alternator that provides the power when needed. There is a finite amount of power that can be achieved from the amount of windings in an alternator. When that amount of power that can be safely produced is exceeded, it will burn up the windings and result in an alternator failure.

The nameplate rating on the generator identifies what the rated amperage is for that particular generator. For example, a 10 kW generator will have a 42 amp rating on the power source specification label. According to what is stated in NFPA, the rating of the main breaker should not exceed that 42 amp rating, which results in a 40 amp breaker being used, since that is the closest commercially available breaker without going over the 42 amps.

However, NFPA provides an additional option that the power source manufacturer can approve a larger commercially available breaker. The key is that the breakers need to be "Commercially available" not a theoretical calculation.

So in the case of our 10 kW generator, most hydraulic generator manufacturers will approve the use of the next commercially available main



Sincere thanks to the Waterous Company for sponsoring the August Technical Committee meeting in Chicago. Pictured l-r: Technical Committee Chair David Durstine with Waterous representatives Tom Mettler, Gregg Geske and Mark Haider.

breaker at 45 amps. This does not always work out like this as the kW ratings get larger. When we get to a 20 kW generator for example, the generator will have an 84 amp rating on the power source specification label. Again, according to NFPA, our main breaker cannot exceed 84 amps, so the closest commercially available size would be 80 amps. The next commercially available main breaker would be 100 amps, so in this case the 100 amp main breaker cannot be used, because it will overload the alternator. It is up to each OEM to work with their Power Source Manufacturer and determine if a larger breaker can be used. Allowing the electrical system to draw more than the generator can put out will result in failure!

These are some of the key points from NFPA that are there for a reason; they have been issues in the past and needed to be addressed in NFPA as safety issues. Following the sections outlined above and reviewing the rest of NFPA 1901, chapter 22 will provide your customers with a trouble free and easy to maintain high voltage electrical system.



GAC: What First Responders Can Teach Politicians

- by Dave Gatton



The 2010 election has sent a shock wave through Washington, DC that will take months, if not years, to figure out. Democrats retained control of the Senate by a 53 to 47 margin, and Republicans regained control of the House with a resounding 242 to 192 majority (one race remains undecided). As a result we now have divided government, and the question is: will this lead to more gridlock, or an understanding that somehow, someway, decisions can be made that put the country on a sustainable path?

The challenge is daunting and the stakes have never been higher. The Obama Administration and Congress must come to grips with mounting budget deficits that, if unaddressed, could jeopardize U.S. global leadership, and they must do so at a time when the economic recovery continues at a slow pace.

Co-chairs of President Obama's deficit commission, former White House Chief of Staff Erskine Bowles (D) and former Wyoming Senator Alan Simpson (R), say that the deficit problem is so big that everything must be put on the table—defense spending, domestic spending, entitlement programs (Social Security, Medicare, Medicaid), tax reform, and tax increases. The Chamber of Commerce, who was instrumental in its support of the Republican takeover of the House, agrees in principle, saying that spending cuts alone will not be enough to put our fiscal house in order. Spending cuts and revenue raisers will be required.

Actually, both sides, Democrats and Republicans, have already agreed that domestic discretionary programs must be restrained or cut. Obama has announced a freeze in such spending and will hold federal civilian salaries level for the next two years. The Republican House wants to cut domestic spending back to 2008 levels. The reality is that both sides have pretty much agreed that some significant level of cuts is necessary. But unfortunately, domestic discretionary spending only accounts for about 17 percent of the total federal budget. So while cuts in these programs represent a first step at fiscal sanity, they cannot be anywhere near the total solution.

Enter, the two Holy Grails of politics: taxes and entitlements (especially Social Security). Many on the right will say, "No new taxes, under any circumstances." Many from the left will say, "No spending cuts for entitlement programs, under any circumstances." Both sides have legitimate points. Reasonable people can truly disagree. But at some point the Nation must come first. Agreement must soon be achieved to secure a future. Patriotism sometimes requires sacrifice and compromise, not just on the battlefield but in the exercise of our civic duty.

As of the printing of this article, Congress has passed and the President has signed an \$858 billion stimulus bill to create jobs by extending the Bush era tax cuts, providing a 2 percent reduction in payroll taxes, and extending small business tax incentives. This will be good in the short run, but only add to the pressure to control deficits and cut spending going forward.

On that note, the House Republican caucus has named Representative Harold Rogers (KY) to be the new Chair of the House Appropriations Committee. Chairman Rogers has in the past been a strong supporter of the Assistance to Firefighters Grants (AFG) program. Probably no Chairman of an appropriations committee will face the challenges that Mr. Rogers will face in the coming two years.

No doubt the debate in the coming months and during the 112th Congress will be discouraging. The tone at times will be too partisan, too political. But what is important is the end game. Can we get to the finish line together? Will we find compromise? I believe we can.

When First Responders, making over 25 million calls annually, rush to a fire or crash scene, we are all Americans. There is no Republican or Democratic daughter or son trapped in a vehicle, no conservative or liberal family saved from their burning home, no terrorism that distinguishes between Oklahoma City and New York City. It is this spirit that we hope our politicians will embrace in the coming years.

As we educate the new Congress and its new members about the fire service, we have more to do than just describe how we wisely spend the taxpayers' money through such critical initiatives as the AFG program. We must remind them of their higher calling, the calling that first responders live every day.

FAMA/FEMSA Canadian Governmental Committee (CGC)



- by Brian Nash

Greetings from the CGC. For many of us, winter has arrived. It is also the time when many organizations reflect on the past year's accomplishments, and develop their goals and strategic plan for the coming year.

Members of the CGC met at the FAMA/FEMSA fall meeting in San Antonio to discuss and further develop a Strategic Plan that will serve as our guide in the coming months and years ahead.

The highlites of the Strategic Plan include the following Key Initiatives which will receive our immediate focus.

Collect Data on Fire Infrastructure:

- a. Conduct a "10 Important Facts" survey for each province/territory that can be rolled up to form a national perspective. This data will be available for use at provincial and federal levels and will be a beneficial tool in discussions with politicians – many of whom will be facing elections in 2011/12.
- b. Collect data on the breakdown of equipment during emergencies. This information can generate public support and create political pressure.
- c. Collect data on the number of jobs created by fire industry manufacturers/distributors, and our contributions to both the fire service and national economy.
- d. Create a "Canada's Burning" white paper that clearly identifies a national problem with Public Safety/Emergency Preparedness, and raises the national awareness for the need of increased funding at all levels of government.

Collection of the above data/facts is critical in forming a true national picture. It should provide vital credibility and impact to the message that the fire service in all areas of the country is in need of increased funding. Further, it should help strengthen and grow our partnerships within the fire service and political arenas. The CGC has identified 10 federal Members of Parliament with ties to the fire service. Our goal is to leverage these relationships, wherever possible, to raise awareness of funding needs within the various political parties and within the House of Commons in Ottawa.

Our committee membership continues to grow, and I would like to welcome newcomers Fire Chief Andy Thiessen / Morden F.D., and Fire Chief Tim Beebe / Upsala F.D. I would also like to take this opportunity to sincerely thank the many people who have supported and assisted the CGC throughout the past year. FAMA/FEMSA – Karen Burnham, Bruce Whitehouse, Rick Singer, Mike Power, John Granby, Steve Lawrence, Gabe Steinbach, all members of the CGC, and Barry Malmsten OAF/CGC.

What Type Of Leader Are You?



-by Dana Borowka, MA, CEO, Lighthouse Consulting Services, LLC

The Manufacturing Industry is in need of leaders at all levels in order to grow and sustain business. Hiring the right people, mentoring and coaching individuals is vital in not only sharing ideas from the past but also for attracting and retaining top talent to ensure performance and survival.

Later in the article we will invite you to take a complimentary leadership assessment. We feel this is very important in order to better understand yourself as a leader but also to gather insight on how to manage others. If you are able to inspire and encourage others to share ideas that can be integrated into your business goals and objectives then... WOW! You know how to tap into unique resources of your team. If not, we'd encourage you to continue reading to find a way to do so.

A number of years ago, a manager that we knew would yell, scream and demean fellow team members. It got to a point where the team wouldn't even talk to this manager. Team members started to gather together and created ideas on their own to implement. After about six to eight months, profitability started to increase – market share improved – overhead costs were reduced. The manager wanted to know what was going on! It turned out that since the team members were selected for their proactive leadership characteristics, the team succeeded despite their obstacle. They strived to rally each other and effectively work together as a team. The manager started to realize what had happened and learned a very valuable lesson about leadership. While his team managed to pull together to be an efficient team, he didn't fulfill his role as a leader. A leader needs to listen, ask non-judgmental questions and communicate in a way that doesn't shut people down.

With the many challenges we all face, now is the time to rally your team members ... now is the time to enhance your leadership style... now is the time to listen to ideas and plan for the future! In-depth work style and personality assessments not only help when hiring, they can be a manager's best tool to connect with employees and identify future leaders. You can manage the hard way or the easy way, the choice is up to you. The hard way is to be the "my way or the highway" type of boss. You know the kind, always forcing workers to do things in a way that isn't natural for them. Wouldn't it be better to use your understanding of work style traits to tap into the natural flow so you can get the best out of your people? Of course, knowing your employees, understanding their concerns, and developing connected relationships with them should be the normal procedure for all managers.

What is the payoff to a manager for developing connected relationships with employees using in-depth work style and personality assessments? Here are three good benefits. First, it enables the manager to better anticipate what roadblocks might occur with a worker, and what to do to reduce this resistance. Second, understanding where employees are coming from will help you plan out how much participation you need from them, and will give some clues as to how change should be communicated to them. Third, building connected relationships builds commitment and loyalty.

Take the Connected Leader Test

How connected are you as a manager? To find out, we asked our colleague Dr. Bruce Heller, an industrial psychologist with 20 years experience, to help us design a quick connected leader self test. Once you answer the questions, we will provide you with specific tips and ideas that you can begin to implement immediately. For most managers, leadership does not come naturally. The tips we share will help you to become a better listener and a more connected leader. Employee buy-in comes when a manager is able to listen attentively, understand their needs and concerns, and to lead using your natural style.

To read more about this topic and how to use in-depth work style and personality assessments during your selection process as well as gathering mentoring and coaching ideas, you can order our book, *Cracking The Personality Code* by visiting www.crackingthepersonalitycode.com.

To begin taking the connected leadership test, please click here: <http://www.crackingthepersonalitycode.com/LeadershipTest.php>

Permission is needed from Lighthouse Consulting Services, LLC to reproduce any portion provided in this article. © 2010

If you would like additional information on this topic or others, please contact your Human Resources department or Lighthouse Consulting Services LLC, 3130 Wilshire Blvd., Suite 550, Santa Monica, CA 90403, (310) 453-6556, dana@lighthouseconsulting.com & our website: www.lighthouseconsulting.com

*Lighthouse Consulting Services, LLC provides a variety of services, including in-depth work style and personality assessments for new hires & staff development, team building, interpersonal & communication training, conflict management, workshops, and executive & employee ccoaching. To order the book, *Cracking the Personality Code*, please go to www.crackingthepersonalitycode.com.*

MEMBER NEWS

American LaFrance

[October 6, 2010] In an effort to provide American LaFrance customers the highest level of service, the company is now offering dedicated service center capabilities at its three corporate facilities: Ephrata, PA; Los Angeles, CA; and Summerville, SC. Additionally, the company will also perform general service and repair on other brands of fire and emergency apparatus.

The Ephrata facility is the home of American LaFrance's LTI aerial products. Under the new model, the company has transformed one of its three buildings in Ephrata into a dedicated service center. "We have all the capabilities and equipment to perform general maintenance, warranty, major aerial repair, as well as total refurbishment and re-warranty," says Tim San Martin, American LaFrance's Ephrata Service Manager. "Leveraging the years of experience we have in our workforce allows us in many cases to assign to refurbishment jobs the same employees who built the original apparatus. We feel this is an asset unmatched in the industry."

[October 12, 2010] After a two year absence from the fire industry, Kevin Hyde will assume the role of Vice President for American LaFrance's Fire Division. In his new position, Hyde will be responsible for overall management of American LaFrance's fire and rescue business.

Up until June 2008, Kevin Hyde served as Vice President & General Manager for Pierce Manufacturing's Bradenton operation, where he led all areas of two key business units. He also previously served as Director of Operations for Pierce at the same units. Most recently, Hyde worked for Johnson Controls, Inc. where he managed their Largo, FL division.

"During our search, it was critical for us to find a person not only with experience in the fire industry, but also with a strong and diverse business management background," says Torben von Staden, President and CEO of American LaFrance. "It is rare to find someone with Kevin's depth of engineering and operational experience and breadth of industry experience, coupled with a solid strategic perspective. These attributes combined with his excellent leadership qualities will help return American LaFrance to a position of strength in the fire industry."

Hyde will be based out of the company's headquarters in Summerville, SC. He is a graduate of Syracuse University with a B.S. in Industrial Engineering and Operations Research. Before entering the fire industry, Hyde held management positions with Honeywell Systems, Lockheed Martin and Eaton Corporation.

Crash Rescue Equipment Service

[November, 2010] Kevin Ashton, CEO of Crash Rescue Equipment Service, Inc., is pleased to announce some major changes in administrative responsibilities.

"Over the past few years we have been developing and promoting talent within our organization. These promotions and changes in responsibility are made to further the growth and strength of our company." Robert Conley has been promoted to President of Crash Rescue. Robert previously held the position of Executive Vice President and continues to work closely with Kevin Ashton in overall operation of the company.

Troy Padgett is now Vice President of Sales. Troy was previously in charge of ARFF and military sales. He will now be in charge of all sales in North America and Europe.

Grady North will assume the responsibility of Vice President of Product and Program Development. Grady will continue to apply his knowledge and technical expertise to improving and expanding the company's diverse product lines.

Lance Morgan has been promoted to Director of Production Operations. Lance will be responsible for all production except for the Pitman Utility Products division. Lance was previously in charge of our Rebuild operations.

Jerry Sanchez has been promoted to Director of Latin American Sales. Jerry was previously in charge of New Product production and has the excellent product knowledge necessary to develop our business in Latin America.

Pitman Utility Products, Inc was recently acquired by Crash Rescue and has been incorporated into the company's product line. Pitman's recently named General Manager, Mark Taylor, will assume production responsibilities for the full Pitman line.

Crimson Fire

Crimson Fire has signed a long-term agreement to lease the former American La France production facility located just 15 minutes away from its current operations in Lancaster, PA. The facility was constructed in 1982 specifically to manufacture aerial trucks. With almost 62,000 sq. ft., the facility provides excellent manufacturing capacity, multiple bays for service and refurbishment work, outdoor facilities for aerial device and fire pump testing, and newly



MEMBER NEWS

remodeled office and conference room space. Relocation was completed the end of October 2010. The growth of Crimson's aerial division has been driven by an experienced engineering and sales team that continues to bring cutting-edge technologies to fire departments around the world.

Elkhart Brass

[December 8, 2010]—Elkhart Brass would like to announce the following internal promotions, effective immediately, including:

- Don Sjolín, Vice President Marketing and Strategic Development, to Chief Operating Officer
- Joe Kiefer, Chief Financial Officer, to Vice President Finance and Administration
- JJ Twitchell, Director of Operations, to Vice President Operations
- Eric Combs, Product Manager, to Product Market Director

Don, Joe, JJ, and Eric have proven to be successful in adding value to our customers and exceeding their expectations in their current roles. Elkhart Brass has renewed its commitment to these customers. These four gentlemen have accepted a tremendous undertaking to drive Elkhart Brass and its team members to rethink, refocus, and recommit.

Fire Equipment Services division of G & G Metal Fabrication, Inc

[November 23, 2010] Fire Equipment Services division of G & G Metal Fabrication, Inc. (Sumter, SC) facilitated the First Annual Firefighter BBQ Challenge to benefit the local American Red Cross.

Tom Garrity, CEO and volunteer station captain, says "the local Red Cross coordinators are very helpful to firefighters. When they came to the Fire Department with an idea for a fund raiser, we were glad to pitch in. BBQ teams and pig cookers play a big role in our area. A challenge to cook the best 'Q' was a good fit and FES had the perfect staging site.

On Friday, November 19 at 6 pm, fourteen teams from Sumter, Clarendon and Lee counties arrived with grills and preparations for a night of cooking and fellowship. By 2:00 pm Saturday, the 20th, 18 pigs had been devoured with nothing left but the 'cracklins'. Over \$10,000 was raised for the benefit and over 2000 guests passed through the company gates. "It was a great way to see another side of the fire service and a facility that builds fire trucks" commented satisfied visitors.

Local and state politicians formed the judging team creating a "hill day" effect at FES.

Fouts Bros. Fire Equipment

[October 5, 2010] Fouts Bros. Fire Equipment announced that Scott Edens has been promoted to President and CEO. Mr. Edens represents the third generation to lead the family-owned business and has served as General Manager since 2003. Scott's grandfather founded the company in 1952, and for the past two decades his uncles Barry and Tim Fouts have served as Co-Presidents of the organization.



Scott Edens

Said Mr. Edens, "I am humbled and excited to direct the company my grandfather founded. While I know there are many challenges, especially during these adverse economic times, I see tremendous opportunities for our company, and I look forward to maximizing our potential in the years to come."

Hale Products

We are pleased to announce that Jeff VanMeter, Value Steam Manager for Pump Modules, has been assigned to the Sales & Marketing Team as the Product Applications Manager. Jeff replaces Mark Coley who has taken a new position with our International Sales Team as Regional Sales Manager for Latin America. Jeff joined Class 1, Inc. in 2006 as a Design Engineer. He has a B.S. Degree in Manufacturing Engineering from Western Carolina University.



Jeff VanMeter

Hannay Reels

[November 24, 2010] – Hannay Reels is recognized by EHS Today as one of America's safest companies. As the smallest company to receive this honor, Hannay's dedication to employee safety and wellness speaks volumes to their corporate culture, setting them apart from other applicants.



Hannay Reels president Roger Hannay accepts EHS Today's America's Safest Company Award.

Founded in 2002, America's Safest Companies is a corporate award recognizing the safest companies in the United States. With over 1000 applicants, only 12 companies were selected for this year's honor. These companies provide a safe working environment for tens of thousands of employees, protect the environment and act as advocates to worker health and safety.

To be considered for the America's Safest Company award, an organization must demonstrate support from management and employee involvement, innovative solutions to safety challenges, and injury and illness rates

MEMBER NEWS

lower than the industry norm. Recipients also offer comprehensive training programs, evidence that prevention of incidents is the cornerstone of the safety process, good communication about the value of safety, and a way to substantiate the benefits of the safety process.

As a small company in Westerlo, NY, Hannay treats everyone like family and spends significant resources to ensure employees are happy and safe. While it is not unusual to see President Roger Hannay walking the floor of the plant, Hannay employs a full-time safety director for its 140-person facility, proving their dedication to training, prevention and the safety process. To encourage open communication, Mark Saker, Hannay's Safety and Training Director, spends at least one hour on the floor with employees every day.

"We are honored to accept this award, recognizing that the open communication among employees has made our safety standards and practices successful," explains Saker. "Worker awareness and the corporate mindset are two of the driving forces behind our extended safety records."

Hansen International

Hansen International, Inc has announced the promotion of Dennis J. Sadler to Director of Engineering of the Lexington, SC based Engineering, Manufacturing, and Global sourcing company of commercial and industrial vehicle hardware and trim systems. Dennis recently celebrated his 20th year with the company.

A veteran Mechanical Design Engineer with over 30 years in the business, some of them with other major manufacturing companies, Dennis has managed and overseen Hansen's Engineering Department and been responsible for many recent major product innovations and reiterations, mostly in the fire and emergency markets, as well as other markets.

"Dennis has been a valuable member of our Executive Management team for years," said company President John Seehof. "His strength in Design and Engineering has been an integral part of our company and we're delighted to be able to promote him to a position that is well deserved."



Dennis Sadler

Harrison Hydra-Gen, Ltd.

[October 2010] Harrison Hydra-Gen, Ltd. has moved to into their new World Headquarters at 14233 West Rd, in Houston, Texas. The facility rests upon 4.5 acres in the heart of the new industrial park. This location provides 37,200 square feet - all in a single building. Delta Q pumps, a sister company to Harrison will also be located in the same building

The new World Headquarters allows for further expansion for Harrison into other key markets. With the 3-test stands on the facility, Harrison can now accommodate more high volume accounts, run standard production and the service center at the same time. This will result in a quicker turnaround time for our customers.

In addition to the test stands, Harrison now has in house overhead cranes to assist with the movement and production of the wide variety of hydraulic products that flows though production on an everyday basis. It also allows Harrison to take on many other projects that could not be built in the old facility.



With doubling the production area, additional air conditioned production space for critical assemblies, and an in house machine shop, Harrison is poised to continue to grow into new markets.

[May 2010] Harrison is pleased to announce the addition of Mike Yurcec to the Harrison Hydra-Gen organization.

Mike Joined the Harrison team in May of 2010. He serves as the Midwestern Region Manager covering most of the Midwest and several major OEMs outside of the Midwest as well.

Like the rest of the Harrison Sales Team, Mike has extensive experience in fire protection, ranging from fire fighter to chief fire officer.

Over twenty two years of Mikes experience have been connected directly to fire engine sales and service, so he knows what it takes to get the job done for his customers.

Mike is a certified fire officer and is a certified fire apparatus engineer, as well as a Principal member of the NFPA Committee on Emergency Vehicle Mechanic Technicians. Mike has many other Professional Qualifications, and is a graduate of the National Fire Academy, Emmitsburg, Maryland.

Mike will function as the Midwestern Region Manager for Harrison Hydra-Gen.

Pierce Manufacturing Inc.

[October 29, 2010] — Pierce Manufacturing Inc., an Oshkosh Corporation (NYSE:OSK) company, today announced that the Fox Cities Chamber of Commerce & Industry, Inc. has named Pierce the Manufacturer of the Year in the Mega Company category. The selection was announced at the Fox Cities Chamber's Annual Meeting held last night. Pierce was chosen based on several measurement criteria – including manufacturing processes, research and development, leadership and technology, operational excellence, community support and involvement, management philosophy and customer focus.

"We are honored to be named by the Fox Cities Chamber of Commerce for this distinguished award, and are proud to be recognized as a leading manufacturer in this important region of the state," said Jim Johnson,

MEMBER NEWS



Pierce Manufacturing Inc.

Oshkosh Corporation Executive Vice President and President, Fire & Emergency; “Hats off to all our employees in our Fox Cities facilities. Through their dedication, and commitment to excellence, Pierce builds the world’s leading custom fire and rescue vehicles right here in Wisconsin’s heartland.”

Pro Poly of America

“Pro Poly of America, Inc. would like to announce the promotion of Christopher Smith (pictured left) to Plant Manager, Floor Operations at their Florida plant.”



Chris Smith

Task Force Tips, Inc.

[November 30, 2010] After nearly three years in the research and work, Task Force Tips has opened its new, multi-million dollar anodizing facility.

“This is yet another addition to TFT’s core competency,” said Rod Carringer, TFT Vice President of Sales and Marketing. “Before this, we had to load all of the products and ship them out to a facility for hard coating. This new facility will save us both time and money by enabling us to hard anodize our fire equipment on site – which allows us to be even quicker in producing what the market demands.”

[November 30, 2010] Ron Truhler has been named as the OEM Sales Manager for Task Force Tips – a new position in which he’ll manage all OEM Sales, in addition to directing the implementation of TFT’s Apparatus Dealer program

“During my work before TFT, I met and got to know a number of individuals in the industry,” Truhler explained. “Growing that contact base, coupled with the experience that I’ve gained during my years of work in the industry, will assist all of us here in building TFT’s market share.”

Hackney Emergency Vehicles

[October 1, 2010] — VT Specialized Vehicles Corporation, Inc. (VT SVC), a subsidiary of VT Systems, Inc. (VT Systems), today announced that effective October 1, 2010, the company’s name will change to VT Hackney, Inc. Hackney and Kidron once functioned separately under the name VT SVC.

We now thrive as one team under a single more industry-relevant moniker, VT Hackney. The name change represents our goal of consolidation, creating one united team focused on one goal - sustainable profitability with absolute focus on our customers. This name change will communicate a stronger, more consistent message to our employees and customers, while sustaining the brand equity of Kidron and Hackney.

W.S. Darley & Company

[December 1, 2010] W.S. Darley & Company was selected The Family Business Winner of the Annual Illinois Family Business of the Year Award sponsored by Loyola University Chicago Family Business Center.

This award program recognizes exceptional Illinois based family businesses that dedicate a strong commitment to business development, family, and the greater Illinois community. This year’s award had nearly 200 nominations in three business size categories and the winners we chosen based on positive family/business linkage, multi-generational family business involvement, contributions to industry and community and innovative business practices and strategies. Darley won the Medium Size business category.

Over 40 members of the Darley Family attended the award ceremony at the Four Seasons Hotel in Chicago held on November 30, 2010.

Paul Darley, President and CEO, accepted the award on behalf of the Darley family and recognized the Darley employees, customers, key strategic partners, and previous generations. “The second generation instilled strong values in the 3rd generation that is currently running the business.

MEMBER NEWS



These values include Integrity, Service to Humanity, Family Unity and Stewardship. These values are all in play every day at Darley. We all truly view ourselves as stewards of this business. It is our sincere hope to pass the company on to the fourth generation – there are currently 32 and a number are here tonight....Family businesses can be best of business or worst of business. Thanks to all of you, in our case, it's clearly the best."

Waterous

[November 29, 2010] Waterous, a global leader in fire suppression technology announced the appointment of Dominick Monico to Director of International Sales & Marketing.

For the past six years Dominick was Vice President of Sales & Business Development for Elkhart Brass. Prior to Elkhart Brass he spent over twenty-seven years within the Moore Corporation, a multi-billion dollar Canadian Corporation.

Bill Smith, President and CEO of Waterous said, "I feel Dominick has the proven expertise to lead our efforts in growing and expanding the Waterous Brand within the global market place."



Dominick Monico

Ziamatic Corp.

[October 18, 2010]- Ziamatic Corp. has been awarded SHARP status by the Occupational Health and Safety Administration (OSHA), joining an elite group of only 43 Pennsylvania businesses to hold the honor and standing alone as the first company from Bucks County.

The Safety and Health Achievement Recognition Program (SHARP) recognizes small, private sector employers that operate an exemplary safety and health management system. Acceptance into SHARP by OSHA singles out a business amongst its peers as a model of worksite safety and health. As a SHARP certified facility, Ziamatic Corp. will be exempt from programmed OSHA inspections for up to 2 years.

"Having a safe work environment creates a better morale among our employees," said President Michael P. Ziaylek. "They know that we as a company have their safety as one of our top priorities."

"I've always felt that, being in the type of industry we're in, the safety services industry, we would be a bit remiss if one of our goals was not to assure that all employees leave our building everyday in the same good health that they arrived," said Darren Kelly, Warehouse/Production Manager.

FEMA LEADERSHIP

Experience Connects FEMA Leadership With Fire Service

In what is believed to be a first, four senate-appointed FEMA positions are held by former first responders.

-by Paul Peluso, Firehouse.com News

For close to a year now, FEMA has firmly had its finger on the pulse of the fire service.

In what is believed to be a first for the agency, four senate-appointed positions are held by former first responders.

"It's been rare that in the FEMA leadership you have people (with experience in emergency services) serving at the same time," FEMA Administrator Craig Fugate said. "We tend to look at things more in terms of outcome based and the standpoint of what it was like to be in the field.

"We have a better appreciation for what the first responders go through. Hopefully (our experience) adds a sense of credibility"

The transformation began in May 2009 when Fugate was confirmed. He previously served as the Director of the Florida Division of Emergency Management since 2001. Early on in his career he was a volunteer firefighter, a paramedic and a lieutenant with Alachua County, Fla. Fire Rescue.

The same month Fugate joined the agency, Tim Manning was confirmed as the Deputy Administrator for Protection and National Preparedness. He previously served as Secretary of the New Mexico Department of Homeland Security and Emergency Management and served as a firefighter, EMT, rescue mountaineer and HAZMAT specialist during his career.

"Tim and I both served as emergency managers and had been doing this for such a long time," Fugate said in a recent interview. "We knew a lot of folks and we knew the issues. It helps when you can talk the talk and walk the walk."

Another first responder joined FEMA's ranks in October of 2009 as Richard Serino began serving as its Deputy Administrator. He was best known as the Chief of Boston EMS and served with the department for more than 35 years.

This past March, FEMA added one more responder as Elizabeth M. Harman was confirmed as Assistant Administrator of the Grant Programs Directorate. She came to the agency from the IAFF and previously served as a volunteer firefighter in Prince George's County, Md. and as a career firefighter in Fairfax, Va.

"I never became a firefighter to write grants; but I'm fortunate that I've always been able to keep fire and EMS as part of my job," she said.

Harman said that the group brings something different to the table that FEMA hasn't seen in past administrations.

"I think it was a wise move and a breath of fresh air to be able to sit in a meeting and not have to explain what's going on. You don't find a lot of resistance to the change that is needed. We know what is needed."

Serino said that during his long career in Boston, he really got a sense for how things worked. From working a Democratic National Convention and responding to numerous high-rise fires and shootings, he saw it all.

"I think those experiences prepare you to look at how things get done and actually happen on the local level," he said. "I think having that experience makes a big difference in how you approach things."

A NEW IMAGE of FIREFIGHTERS and THEIR SEAT BELTS



—by Ronald J. Siarnicki

It is widely recognized that the public safety campaign, “seat belts save lives” has been effective in getting more motorists to buckle their belts when they get in their vehicles. Likewise, similar campaigns within the fire service, including the National Fire Service and EMS Seatbelt Pledge, have resulted in improvements in seat belt use among firefighters when responding to a call. Despite these efforts apparatus accidents account for a significant number of line-of-duty deaths each year and improving compliance is a priority. Vigilance among departments and an increased emphasis on personal accountability, as outlined in the National Fallen Firefighters Foundation’s 16 Firefighter Life Safety Initiatives, are part of the solution. But the question “why” belts are not consistently used still needs to be addressed.

Michael Wilbur, a lieutenant with the Fire Department of New York in the Bronx, began talking with his crew about proper seat belt use. Aside from misperceptions that taking the time to buckle might slow the response time when arriving on a scene, he learned that sometimes the belts did not fit properly.

Wilbur began sharing his findings with others in the fire service. Soon several organizations, including the NFFF, the International Association of Fire Chiefs, and the Safety Task Force of the National Fire Protection Association 1901 Fire Apparatus Standards Committee and the Fire Apparatus Manufacturers’ Association joined forces to explore this issue. They theorized that when firefighters are in full turnout gear – wearing up to 30 extra pounds including SCBA, gloves and tools - the seat belts are difficult to reach and buckle, and consequently not being used.

With funding from NIOSH’s Protective Equipment Branch the group commissioned an anthropometric study to assess variations in human sub-



Physical measurements are taken of each subject in order to compare results with the laser scan.

jects. The findings could help determine how much room is needed to safely accommodate a firefighter wearing personal protective equipment (PPE). Total Contact, Inc., a company that specializes in 3-D anthropometry for improving protective equipment and generating solutions in burn care, was contracted to conduct the study.

The first phase of the study included approximately 700 firefighters from around the country, with the majority from Montgomery County, Maryland. The participants were measured in their full gear but by the end of Phase 1 it was determined that the measurements were not as accurate as necessary for the demands of the study. “At the end of this first phase the principal component analysis illustrated that more data was needed for seated measurements both in an out of gear to better assess proper seating requirements,” said Jennifer Whitestone, a biomedical engineer and president of Total Contact.

The second phase of the study included full-body 3D scans on 120 firefighters, both in and out of full turnout gear. The preliminary results showed that the average firefighter in PPE has a hip width of 27 inches, but the average fire apparatus seat is designed at 18 inches. This confirmed that not only were seatbelts inadequate, but the necessary seating and space inside the apparatus was insufficient.

Furthermore, the team realized that the data being used to outfit equipment was from the 1970s. The size and stature of the general public have changed over this time and needed to be considered. “Looking at recent Census data as well as data from NIOSH we found that there are more than one million firefighters in the United States, including men and women of various ethnic backgrounds,” said Whitestone.

“Therefore it was necessary to account for the different sizes and shapes, not to mention genders, so we needed to expand the representation of participants.”

Now in phase three, the researchers have measured 1,000 firefighters at four locations around the country - Rockville, MD; Phoenix, AZ; Philadelphia, PA; and Fort Worth, TX - with a breakout of 70 percent Caucasian males, 10 percent Hispanic males, 10 percent African-American males and 10 percent females of any ethnicity. “We want to be representative of the national picture and intend to oversample among minorities so that the differences in body sizes are better accounted for,” said Whitestone.



Staff uses electronic measuring device to pinpoint specific measuring points on the firefighter’s body.

During the study, firefighters are scheduled one per hour for a total of 8 per day. Researchers use Internet connections to upload the firefighter anthropometry data immediately to prevent any data loss. Using traditional

tools and high-resolution contour surface scanners, the following measurements are taken:



Firefighter having boot scanned in foot measuring unit.

- Traditional body dimensions with and without their turnout gear;
- Flat-bed scan of the right hand with and without a glove;
- 3D scan of the foot with and without a boot;
- 3D scan of the head 1) wearing no helmet, 2) with face piece and 3) with helmet; and
- 3D coordinate data of body dimensions with and without gear.

Accounting for the variables in sizes and genders means that all equipment could be designed to better meet the wide variety of needs. “More accurate facial measurements would mean that masks and helmets would fit better, while more precise hand and foot measurements could result in better fitting gloves and boots,” Whitestone explained. The researchers have also found that field of vision varies, especially among women in the study. This can have a significant impact on the drivers and those riding in the front cab.

Preliminary data from all four sites should be available by the end of 2010 and the results will then be made available to manufacturers. The goal is for manufacturers and organizations throughout the industry to review the data and provide feedback on the results as well as comments about other types of measurements that could be useful to improving the designs of apparatus, helmets, gloves and other equipment.

Total Contact recently launched a website to view results from the current survey and is asking manufacturers to log on and make suggestions for the next phase of data collection. The next phase, planned for early 2011, will include whole body scans and some ergonomic measurements. “This dialogue can provide a unique opportunity for the industry that has the potential to improve the apparatus manufacturing standards for decades to come,” Whitestone explained.

To access the website go to <http://totalcontact.com/ffstudy>.

|| Thanks to Fire Engineering

Fire Engineering
TRAINING THE FIRE SERVICE FOR 132 YEARS



Lyle Hoyt
Senior Vice President



Eric Schlett
Vice President—Fire Group



Chad Wimmer
Magazine Team Leader



Full body scan of firefighter in seated position with turnout gear.

The FAMA Board and Membership gratefully acknowledge the generosity of Fire Engineering management and staff for the design and printing of the Flyer.



FAMA FLYER

P.O. Box 397
Lynnfield, MA 01940-0397

Prsrt Standard
U.S. Postage
Paid
St. Louis MO
Permit 175

2011 FIRE SERVICE EVENTS CALENDAR

2011 SHOW/MEETING	DATE	PLACE
Fire Rescue East	Jan 21-22	Daytona Beach, FL
FDSOA Apparatus Specification/Maintenance Sym. <i>Contact: Mary McCormack at FDSOA 508-881-3114</i>	Jan 23-26	Orlando, FL
Class A and CAFS Academy Wendi Perez 888-763-8629	Feb 3-5	Glendale, AZ
Firehouse World <i>Contact: Mary Velline 800-827-8009</i>	Feb 26-Mar 2 (Feb 28-Mar 2)	San Diego, CA
EMS Today Conf. & Expo 800-875-7556	Mar 1-5	Baltimore, MD
FAMA Spring Meeting	Mar 11-16	San Juan, PR
FDIC - Fire Department Instructors Conference <i>Contact: Lila or Nanci at Fire Engineering 888-TEL-FDIC</i>	Mar 21-26 (Exhibits 24-26)	Indianapolis, IN
FAMA Tech. Comm.	Mar 24	Indianapolis, IN
IAFC Wildland Urban Interface 703/273-0911	Mar 27-31	Reno, NV
CFSI Fire Caucus Dinner	Apr 6-7	Washington, DC
Station Style Conference by Fire Chief Magazine	Apr 10-12	Overland Park, KS
Industrial Fire World	Apr 12-13	Mobile, AL
Saskatchewan Fire Chiefs	Apr 14-16	Weyburn, SA
Ontario Fire Chiefs	Apr 30-May 2	Toronto, ONT
IAFC Fire-Rescue Med Conference	May 10-14	Las Vegas, NV
Northwest Fire Rescue Expo.	May 13-14	Portland, OR
Metro Chiefs	May 14-19	Charlotte, NC
IAFC Eastern Division	May 18-21	Talleyville, DE
IAFC Hazmat Response Teams Conf. 703-273-0911	May 18-21	Baltimore, MD
Penna. Fire Expo <i>Tina Alexander at 717-464-3291</i>	May 20-22	Harrisburg, PA
Quebec Fire Chiefs	May 21-24	Gatineau, QUE
Alberta Fire Chiefs	May 29-Jun 1	Red Deer, ALB
British Columbia Fire Chiefs	Jun 4-9	Abbotsford, BC
Manitoba Fire Chiefs	Jun 9-11	Brandon, MB
NFPA World Safety Conference	Jun 12-15	Boston, MA
Fire 2010 (New York Fire Chiefs) 703-934-4700	Jun 15-18	Verona, NY
IAFC Southeastern Division	Jun 15-18	Montgomery, AL
New England Fire-Rescue/IAFC N. E. Division	Jun 22-26	W. Springfield, MA

**P.O. Box 397
Lynnfield, MA 01940-0397
Tel & Fax: (781) 334-2911
E-Mail: info@fama.org
Web site: www.fama.org**

Editors: Karen Burnham
Grady North
Editorial Staff:
Tamara Collins
Bruce Whitehouse
Photographer: Tony Barboza
Design: Chad Wimmer

© Copyright 2011, FAMA,
Inc., MA (USA)

DEADLINE
SPRING/SUMMER ISSUE:
APRIL 18, 2011
(release: June 2011)

— CALENDAR UPDATES MAY BE FOUND AT WWW.FAMA.ORG —

For updates or corrections, contact Bob Barraclough at 972-618-1599 or rjbarra@aol.com

FAMA FLYER
A Publication of Fire Apparatus Manufacturers' Association, Inc.