Focusing on Our Future
Following a terrific Spring Meeting and a very busy start to the show season, I expect most of us are ready to celebrate the return of summer and the time to reflect upon our lives, our families and our businesses.

But don’t stop there, because it is also time to look at our association and think about the opportunities we have ahead of us; hence the theme of this newsletter – “Focusing on Our Future.”

In the winter edition of the FAMA Flyer, I wrote about the key initiatives for 2014: improving continuity, increasing the value of our statistics program, and enhancing member engagement. I also highlighted the importance of accomplishing these initiatives within the context of building the FAMA brand as a key step in the journey of improving business and business conditions for our members.

And, FAMA is on a journey. One that began in 1946 and progressed through the 1980s when FAMA was part of the NTEA. We became an individual entity in 1990 and since then have developed numerous programs and initiatives – so many things had been happening that we added an executive assistant. Since Karen Burnham joined FAMA in 1996 to help us manage those programs and initiatives, the workload has increased significantly, and we have come to rely upon her contributions on a daily basis. As many of you know, Karen has indicated that it is almost time for her to step back and spend more time enjoying life with her grandchildren. (Al may have also been mentioned.) That time will come too quickly, and we are going to miss Karen, but the journey continues.

We have also been advised that Bob Grimaldi will be stepping aside after the Spring Meeting in St. Augustine in March, 2015. Bob has served as our meeting planner for many years and has continually helped to ensure our spring and fall membership meetings keep getting better.

As we continue to develop more programs that provide value for our members and increase in complexity, we find ourselves at a point where it is appropriate to reflect upon our organization and determine the best way of “Focusing on our Future.”

To that end, the Board has charged a Special Committee with identifying, evaluating, prioritizing, and recommending the appropriate steps to ensure a smooth transition as Karen and Bob prepare to step aside. The Committee’s recommendations also will be focused on helping to achieve our initiatives of improving continuity, building upon our statistics programs and enhancing member engagement – while growing the FAMA brand and helping us improve our businesses.

On a related note, I am thrilled to say that sales of the new FAMA Fire Apparatus Safety Guide have started in earnest, and we are seeing increasing sales and shipments to both apparatus manufacturers and fire service customers. Thanks to Roger Lackore and the Technical Committee team plus our Marketing Committee for helping us launch this new and exciting initiative. It is a great way to build our brand and to raise funds that will help us to define/refine the future of our organization.

The next few months will be extremely busy. I look forward to seeing you at the Fall Meetings in San Antonio and to sharing with you the Special Committee recommendations as we “Focus on Our Future.”

IN MEMORIAM FAMA OFFERS CONDOLENCES TO THE FAMILY OF OUR INDUSTRY FRIEND:

FAMA Past President Robert “Bob” Dietz, 86, died April 12, 2014. In 1989, after 41 years of service, he retired as general manager from Clifford B. Hannay & Son, now known as Hannay Reels, Inc. Bob was a resident of both Tuscon, AZ and Westerlo, NY and was a life member of the Westerlo Volunteer Fire Company. He served as the president of FAMA in 1988.
WELCOME NEW FAMA MEMBERS

**Braun Industries, Inc.**
Eric Wilcox, Regional Sales Manager
1170 Production Drive
Van Wert, OH 45891
Tel: (419) 232-7078
ericw@braunambulances.com
www.braunambulances.com

About:
Braun Industries, Inc. has been manufacturing custom, quality ambulances since 1972. With an extensive dealer network serving customers throughout the country, Braun delivers hundreds of ambulances each year.

**Coxreels**
Michael Perrino, National Channel Manager
5865 S. Ash Ave.
Tempe, AZ 85283
Tel: (480) 820-6396
mperrino@coxreels.com
www.coxreels.com

About:
Coxreels, a third generation family-owned and operated business is celebrating 90 years as a leading U.S manufacturer of hose, cord, and cable reels. Aimed at enhancing the automotive service station market in the beginning, the Coxreels brand evolved to be a global product used in over twenty-four different industries.

**Emergency Vehicles, Inc.**
Ernst R. Temme, President
705 13th Street
Lake Park, FL 33403-2303
Tel: (561) 848-6652
evi@evi-fl.com
www.evi-fl.com

About:
Since 1971, Emergency Vehicles, Inc. (EVI) has specialized in the custom design and manufacturing of quality law enforcement vehicles. EVI vehicles have served both small communities and large cities across the nation. In September of 1999 EVI opened a 50,000 square foot facility in Lake Park, Florida.

**Midwest Fire**
Kraig Scholten, Vice President of Project Management
4520 4th St. South
Moorehead, MN 56560
Tel: (507) 283-9141
www.midwestfire.com
ksmwf@iw.net

About:
Midwest Fire has been manufacturing high-quality tankers, tanker-pumpers and fire rescue vehicles in the United States and Canada since 1987. We make an extra effort to incorporate new technologies and creative design features into each truck to ensure that it is among the most innovative and functional apparatus on the market.

**Power-Packer North America**
Steve Stein, Market Leader
2020 SE 158th Loop
Vancouver, WA 98683
Tel: (360) 334-2127
steven.stein@actuant.com
www.powerpackerus.com

About:
Power-Packer offers position and motion control solutions for custom applications. Founded in the early 1970s producing hydraulic components for cab suspension and cab tilt, the business expanded in the early 1980s to include hydraulic drive systems for convertible roofs. Power-Packer holds leading global positions in both markets today. Power-Packer is a unit of Actuant Corporation.
Another Great Hill Day!

BY DAVE GATTON

FAMA and FEMSA members have done it again by making our 2014 Hill Day the largest to date. Over the span of an afternoon and morning, 35 individuals from 26 member companies fanned out across Capitol Hill and met with 95 congressional offices to promote the fire and emergency response services.

Our FAMA/FEMSA teams met with 11 Senate Appropriations member offices, including the chairs of both the full committee and subcommittee on Homeland Security, as well as six senators who serve on the Homeland Security authorizing committee.

The House side was equally impressive. We met with four House members of the Homeland Security Appropriations Subcommittee, including its chairman, along with members of the full appropriations and DHS authorizing committees as well.

The bottom line: FAMA and FEMSA members set a record in number of offices visited. On behalf of your team here in Washington, D.C., we want to thank you for taking the time to do this critically important work.

And it IS critical work. Our main message was to fund the Assistance to Firefighters Grants (AFG) and Staffing for Adequate Fire and Emergency Response (SAFER) programs at $340 million each ($680 million total) for fiscal year 2015, representing level funding. We also encouraged funding.

(l to r) Lee Morris (Oshkosh), Bruce Whitehouse (Amcor), and David Russell (Fire & Safety Services) discuss Hill Day talking points.
levels of $44 million for the U.S. Fire Administration and full funding for our nation’s Urban Search and Rescue (USAR) teams at $50 million.

In almost every office we visited, members and staff expressed support for these programs, especially AFG and SAFER. And, in turn, our members thanked them for the levels of funding in the FY 2014 appropriations bill. It is, in this tight budgetary environment, a victory to achieve level funding of $340 million for each of the AFG and SAFER programs, and we told them that the fire service, including its manufacturers, were appreciative of that support.

Now, it is our job to make sure that this support reaches its fruition for the coming year. Trust me, in this political environment we can take nothing for granted. So, we encourage everyone to write their senators and congressional representatives to express support for the AFG and SAFER programs.

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The 26th Annual Fire Dinner

BY DAVE GATTON

AS ALWAYS, THIS YEAR’S HILL DAY was held in conjunction with the Congressional Fire Services Institute’s (CFSI) 26th Annual Fire Dinner. It amazes me every year how important this event is. Thousands of people and 12 associations, including FAMA and FEMSA, come together to express their common desire to promote the fire service and to show Congress that we speak with one voice.

In my 30-year plus career in Washington, D.C., I have seen no more effective coalition than this one. FAMA and FEMSA can be proud that we have become an integral part of this common bond.

Secretary of Homeland Security Jeh Johnson

At the dinner, Jeh Johnson, our new secretary of Homeland Security, spoke reflectively about his day on 9/11 as a young lawyer working in Manhattan. His testimony was both personal and compelling, and reminded us all that 9/11 will be forever seared into the fabric of the American experience. But he was quick to remind us that heroism happens every day in the smaller, but no less important, expressions of sacrifice and service of our first responders. It is good to know that our DHS secretary is supportive of the fire service and understands its critical role as part of our national plan to keep the homeland safe.

If you have never participated in Hill Day or the Fire Dinner, you really owe it to yourself to be a part of this effort. You won’t be disappointed. It will serve to reaffirm the great work that you do every day.
TECH CORNER

Technical Committee Meeting at FDIC 2014

BY ROGER LACKORE
FAMA Technical Committee Co-Chair

SPECIAL THANKS to H.O. Bostrom, Sutphen Corporation, and Waterous Company for sponsoring the spring Technical Committee meeting in Indianapolis, IN on April 10th. Their sponsorships help offset the expenses of the breakfast and other meeting costs.

High Power Presentation
Ciaran Patterson of C.E. Niehoff & Co. provided the technical presentation, “The Future of Electrical Systems in Heavy Trucks and Potential Impact on the Fire Industry.” He spoke about the potential of higher voltage systems in heavy trucks in general, and in fire apparatus specifically. Ciaran encouraged the group to consider the advantages of 28-volt DC, particularly its ability to produce more power in a smaller package. The need for a 14-volt source to power and recharge common accessories means that dual voltage will be a necessity in most applications. Ciaran described several ways this can be accomplished.

Chestnut Lands Big Catch
One Tech Committee initiative is to stay engaged with the EPA as they move into Phase II of the greenhouse gas and fuel economy regulations. One of the key FAMA leaders in this work, Wes Chestnut of Spartan Motors, was this year’s recipient of the Technical Committee Chairman’s Award. Wes has been instrumental in keeping us ahead of new government regulations. He provides leadership on the Chassis Subcommittee, and manages all of this while helping his son keep the fish populations of Michigan lakes to the bare minimum. We expect Wes

Thank you, PennWell Fire Group, for your $25,000 donation to help fund the GAC, education, and other FAMA advocacy efforts.

I-r: Eric Schlett, vice president, PennWell Fire Group; Bruce Whitehouse, FAMA president; Phil Gerace, FAMA vice president; Lyle Hoyt, PennWell senior vice president and group publisher

Ciaran Patterson of C.E. Niehoff

l-r: Roger Lackore (Tech Co-Chair), Paul Bostrom (H.O. Bostrom), Damon Lewis (Tech Co-Chair)

l-r: Mark Haider, Steve Toren and Tom Mettler of Waterous Company
to display his trophy (a very large and heavy eagle) in a place of prominence over the coming year.

The 2014 FAMA Technical Committee Chairman’s Award presented to Wesley Chestnut (Spartan Motors) by co-chairs Roger Lackore (l) and Damon Lewis (r)

FAMA Apparatus Buying Guide Planned
With the creation of the FAMA Fire Apparatus Safety Guide behind us (see article on page 8), the Technical Committee is ready to turn its attention to the next big thing. With prompting from the FAMA board, this will be the development of a FAMA Fire Apparatus Buying Guide. This will be a professional publication targeting fire departments of all sizes that are beginning the process of replacing their current apparatus, or adding to their fleet. The guide will help apparatus-purchasing committee members to negotiate the sometimes bewildering array of apparatus types, sizes, makes, models, and options. The general information found in the guide will be supplemented by online component selection guides written by the Tech subcommittees. Identification of the first topics for selection guide development took place at the meeting, and first drafts will be due at the next meeting in Dallas (August 14).

FDSoA Apparatus Symposium Support
The FAMA board is actively working to strengthen FAMA’s brand and its standing in the fire service industry. As technical experts in our products, there is really no better group to do this than our Technical Committee. The buying guide initiative is our next move in that direction, but another is our support of the annual FDSoA Apparatus Specification and Safety Symposium. We have plenty of members with passion and knowledge of our products, and who are willing to share that knowledge with the fire community. Tech Committee leaders are actively engaged with FDSoA personnel in planning the 2015 symposium. Our next challenge is to get the word out to our customers that the symposium is a great place for them to learn and grow.

Looking to Dallas
With plenty of work ahead, my co-chair Damon Lewis and I encourage Technical Committee members to plan on attending the next Technical Committee meeting which will be in Dallas on August 14 during FRI 2014. We also urge the executives of our member companies to empower their employees to contribute to the work. Under the guidance of the FAMA board of directors, we are attempting to pursue those goals that will benefit all our member companies by better serving those who purchase our products. Thanks to everyone for their help, and we look forward to great things to come.

Discussing the Future at FDIC

Presentations included:
• Chris Crowel of Cummins who addressed emissions regulations and technology;
• Ryan Depew of NFPA gave an overview of (a) Where are we now; (b) NFPA 1901 tentative new material; (c) NFPA 1906 tentative new material; and (d) what’s next;
• Michael Moloy from Allison Transmission reviewed highlights and details of the Allison Transmission 5th Generation Controls Hardware program that included information such as

l-r: Chris Crowel (Cummins), Michael Moloy (Allison Transmission), Ryan Depew (NFPA), Brian Brauer (University of Illinois Fire Service Institute), Chris McLoone, Moderator (Fire Apparatus & Emergency Equipment Magazine)
FAMA Takes Flight with New Apparatus Safety Resource

By Roger Lackore

The Fire Apparatus Manufacturers’ Association (FAMA) has launched a new vision for the organization with the publication of the first FAMA Fire Apparatus Safety Guide.

The guide is a collaborative effort by the leaders in fire apparatus and component manufacturing to provide a common source for apparatus safety information. Printed in a convenient 8.5” x 5.5” format, the book is a handy summary of safety procedures for fire chiefs, safety officers, training officers, apparatus operators and mechanics. The guide begins with the basics of a safety program, describes the interpretation of safety signs, presents the essentials of working on and around any apparatus, and then concludes with the specifics of safe pumping and aerial operation.

One of our most advanced tools for getting people out of trouble is our fire apparatus. It is a complex piece of equipment, and one that is intended to be used only by professionals in our industry. We, therefore, have a duty to know how to use it properly, both for our own safety and for the safety of those nearby. The FAMA Fire Apparatus Safety Guide is not a substitute for manufacturers’ operator and maintenance manuals, but we believe it is an essential resource for any firefighter authorized to drive, operate, or work around an apparatus. Copies are available from the FAMA.org website, and we encourage safety officers to acquire a copy to be carried in every apparatus in your fleet.

Whether at home, at work, or at leisure, safe practices are always important. Safety instructions surround us these days on everything from consumer products to public transportation. The tools of a modern technological society bring many benefits, but they also require common sense and some basic knowledge of safe practices. As members of the fire service, we are part of a realm where safety is more than just a byword. Our entire mission is to keep people out of trouble to begin with, and to save them from harm when they do get into trouble. FAMA is proud to provide this new resource. We believe the new safety guide furthers our mission of enhancing the quality of the emergency service community through the manufacture and sale of safe, efficient emergency response vehicles and equipment.
FAMA SPRING MEETING 2014 RECAP

Best Dressed award presented to Lisa Doyle (Fort Garry) by President Bruce Whitehouse

2014 FAMA Board of Directors
l-r: Harold Boer, Past President; David Durstine, Treasurer; Scott Edens, Secretary; Phil Gerace, Vice President; Steve Toren, Director-at-Large; Bruce Whitehouse, President; Curt Ignacio, Director-at-Large

Teresa North and Diane Resch

Samantha “Sug” McGowan was the “last person standing” in a contest assisted by Charlie Thibeault and Jim Juneau. Samantha won a complimentary weekend stay for two at the Wyndham Lake Buena Vista Resort with Disney Character breakfast.

Karen Darley was named as the 2014 Goodwill Ambassador. Past recipients (l-r) include Ann Schwab, Marty Albright, Marty Suche, Donna Halpin, Dr. Darley, Diane Resch, and Denise Fix.

Peter Darley is the 2014 Star Achiever. Past recipients (l-r) include Jeff Resch, Dan Peters, Jack McLoughlin, Paul Darley, Peter Darley, Grady North (who received his keepsake award), Al Burnham, Jerry Halpin, Phil Schwab, and Bill Bruns. The award was presented to Peter by his brother Paul.

Bruce Whitehouse (AMDOR) with Honorary Member Bill Bruns and Cheryl Wersackas

Robin and Paul Carpenter (Harrington)

Peter Darley is the 2014 Star Achiever. Past recipients (l-r) include Jeff Resch, Dan Peters, Jack McLoughlin, Paul Darley, Peter Darley, Grady North (who received his keepsake award), Al Burnham, Jerry Halpin, Phil Schwab, and Bill Bruns. The award was presented to Peter by his brother Paul.

Good EGGS Neil Chaney (Rosenbauer), Callan Jarabek (Rosenbauer), and Andrew Lingel (United Plastic) - leaders of the FAMA Marketing Team, presented by Bruce Whitehouse.

The well-deserved yet infamous (and sometimes controversial) Tube Steak Award - presented to Roger Lackore (Oshkosh Corp.) by President Bruce Whitehouse.

The well-deserved yet infamous (and sometimes controversial) Tube Steak Award - presented to Roger Lackore (Oshkosh Corp.) by President Bruce Whitehouse.
SPRING MEETING WRAP-UP

BY GRADY NORTH

The FAMA Spring Meeting in Orlando was well attended with 51 companies represented by 129 members and spouses. Although the meeting location was not the normal resort/business hotel we are accustomed to, the meeting agenda and off-site events more than made up for the accommodations. We took advantage of the location to utilize the nearby Disney Institute where we were provided insight into their award-winning Imagineering program and a follow-up, behind-the-scenes tour.

Mike Reardon was the Disney Institute presenter. Reardon’s background with Disney dates to 1999 when he started out as a merchandise host. Inspired by Disney’s approach to leadership and service, he obtained a role as park retail guest services manager. With his comprehensive knowledge of Disney operations, Reardon joined Disney Institute in 2008.

A question posed to Reardon was, “How does Disney think differently about business and how can that thinking help our businesses perform better?” His answer may surprise you:

“Disney’s consistent business results are driven by overmanaging certain things that most companies undermanage or ignore. We have learned to be intentional where others are unintentional.” For example, when trying to determine where to place trash cans, they removed all trash cans from the common area and gave every park customer a piece of wrapped candy. Then they watched to see how far people walked before discarding the trash—about 22 steps. Thus, the current placement of trash cans from the common area and gave every park customer a piece of wrapped candy. Then they watched to see how far people walked before discarding the trash—about 22 steps. Thus, the current placement of trash cans.

Another example was Eleanor the blinking elephant. By overmanaging the detail of making Eleanor’s eyes wink (with random blinks), people connected with the character rather than just considering it a mechanical display. Reardon’s point: overmanage the details. If they’re important, focus on them.

Reardon also spoke about organizational identity (or branding). This is a critical filter for new ideas coming from Disney. When they decided to go into the cruise ship business, Disney differentiated itself by what they didn’t include. In this case, casinos are not found on any Disney ships. Instead, they built a kids’ club. Reardon stressed that you are what your customers think you are and in Disney’s case, casinos are not an image associated with the enterprise.

We are all aware of the need for continuous improvement. However, Reardon noted that we tend to focus disproportionately on measurement rather than on the creativity necessary to create change. There can be successful failures if they lead to better ideas. Reardon offered that great innovation can happen when you take what you are currently doing and modify it in new and creative ways.

The Disney Institute speaker emphasized these two points:
—A common purpose is the essential foundation on which all other service decisions can be developed.
—The thing you most want employees to understand—so they can’t wait to get to work each day—is that they are creating happiness for others. This is the collective common purpose: “We create happiness.”

To further highlight Disney’s collective common purpose, Reardon told this story:

Two brick layers were asked what they do. One replied, “I lay bricks.” The other replied, “I am building a cathedral.” Would you rather go to work every day laying bricks, or creating a cathedral? Disney creates happiness by providing the finest in entertainment for people of all ages, everywhere. Every cast member comes to do this every day.

There is not enough space on these pages to recreate everything we learned from the Disney Institute. You had to be there. Disney’s Imagineering message was reinforced in a behind-the-scenes tour for 38 members who signed up for this optional offering. We saw the lengths to which Disney will go to make favorable impressions on their guests and we also witnessed innovations in such routine things as...
the laundry service for hotels and the Disney complex.

On the following day, Darrell Lea from 3D Systems provided us information on the latest innovations in 3-D printers. We learned about stereolithography (SLA), selective laser sintering (SLS), and direct metal sintering (DMS). A broad range of machines are available along with contract 3-D printing for those who can’t afford some of the high-end products.

As usual, spouses and guests were not left out. A very successful trip was made to Truffles and Trifles. Their state-of-the-art kitchen is filled with top-of-the-line equipment provided by their sponsors, Sub-Zero and Wolf. Our group enjoyed hands-on cooking and camaraderie. We understand that no one wanted to leave until the wine was gone.

Whether you’re an old-timer, first-time attendee, or if you have not yet experienced the FAMA membership meetings, you will get another opportunity soon. The joint FAMA/FEMSA fall meeting will be held in ever-popular San Antonio, Texas, October 1-3, 2014. Make plans now to attend. Take advantage of the famous River Walk and our unique hospitality room.

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THE EARLY BIRD GETS THE...WIN

Lou Milanovich, Jack McLoughlin, Bev Lowery, Jeff Hupke and Phil Gerace each won two free Disney passes. Winners were randomly selected from the FAMA Spring Meeting “early bird” registrations.

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2014 FAMA/FEMSA Fall Meeting
October 1-3, 2014
Marriott Plaza
San Antonio, TX

2015 FAMA Spring Meeting
March 21-24
Casa Monica
St. Augustine, FL

2015 FAMA/FEMSA Fall Meeting
October 7-9
Marriott Renaissance
Baltimore, MD

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THANK YOU SPRING MEETING SPONSORS

Coffee Break-Tuesday

E-ONE
Reception-Monday

PPG Commercial Coatings
Business Speaker

Spouse/Guest Program,
Meeting Signage

Welcome Reception-Saturday

Hospitality Souvenir Cups

Coffee Break-Monday

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Thank you to Phil and Ann Schwab, Duo-Safety Ladder Co., for hosting the Old Timers’ luncheon again this year.

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Darrell Lea of 3D Systems
Welcome To San Antonio

2014 Annual/Fall Meetings and Conference Program

Featured Speakers

Maura Nevel Thomas
A 20-year veteran of personal productivity, she is founder and chief trainer of Regain Your Time.com and creator of the Empowered Productivity™ System, a process for managing the details of life and work.

Anirban Basu
Chairman & CEO of Sage Policy Group, Inc. One of the Mid-Atlantic region’s most recognizable economists, who has written several high-profile economic development strategies, including co-authoring economic development strategies for Baltimore City and Baltimore County, Maryland.

Bill Webb
Executive Director of the Congressional Fire Services Institute (CFSI) since 1995. Bill works with members of Congress and fire service leaders on developing federal legislation and enhancing federal programs designed to improve the readiness of our nation’s fire and emergency services.

Chief Dennis Compton
Currently serves as a respected advisor to the fire service and other disciplines as well. He is a well-known speaker and the author of several books including his latest titled Progressive Leadership Principles, Concepts, and Tools.

Chief Charles Hood
Fire Chief of the City of San Antonio. Presented in 2010 with the Metro Chief of the Year from the members of the Black Chief Officer’s Committee, IAAPFF. Serves on the Board of Directors for the National Fallen Firefighters Foundation.

Chief Rhoda Mae Kerr
Fire Chief of the Austin Fire Department and member of the IAFC. Treasurer of the Metropolitan Fire Chiefs’ Association, member of the FireRescue magazine Editorial Board and the Austin Area Urban League. Serves on the Advisory Committee for St. Edward’s University’s Public Safety Management Program.

Chief F. C. (Fred) Windisch, EFO CFO
Fire Chief of the Ponderosa Fire Department (Houston, Texas). A member of the IAFC since 1989, he’s a charter member of the VCOS, was Chairman and is currently the VCOS Secretary-Treasurer. Selected as the Fire Chief Magazine Volunteer Fire Chief of the Year (2000).

Asst Chief Mark Turvey

Chief Richard Boyes
Executive Director for the Ontario Association of Fire Chiefs (OAFC). Served as Chair of the Transportation Emergency Rescue Committee for the IAFC and First Vice President of the World Rescue Organization. Certified Municipal Manager III and Fire Service Executive as well as a CEMC.

Chief Jason Oliphant
Fire Chief, Montgomery County ESD. Served Cut-N-Shoot Volunteer Fire Department from age 13 and served as Fire Chief for the last 16 years of his service there. Actively served on numerous committees, committing himself to better the fire service.

Nathan Calabrese
Task Force Tips VP of International Sales. Has an extensive background in international business development, export rules and regulations, and the creation and expansion of distribution networks throughout the world.

Paul Andrews
Vice President, PennWell’s Marketing Solutions division. He has worked within the online public safety arena since 1999. He leads the marketing efforts for FEMSA. Min Magazine named him Top Sales Leader of the Year. Paul routinely presents at industry conferences and state fire associations.

Steve Barnett
Regional sales manager for Bullard, a manufacturer of personal protective equipment and systems marketed worldwide. Dedicated over 27 years in the fire industry and is currently an instructor at the annual Texas A&M Fire School.

Dr. David Griffin
Captain with City of Charleston (SC) Fire Department. Author of the best seller In Honor of The Charleston 9: A Study of Change Following Tragedy, a national speaker and instructor, currently in the Executive Fire Office Program at The National Fire Academy, and owner of On A Mission, LLC at drdavidgriffin.com.

Tim Sendelbach
Editor-in-chief of FireRescue magazine and a 28-year student and educator in fire and emergency services. President and founder of TES® Training & Education Services. Awarded Innovator of the Year from the ISFSI, the writer/developer for the FETN featured “SURVIVAL” program.

John and Diana Cone
John and Diana Cone together have more than sixty years of experience in intellectual property law, both in the U.S. and abroad. Indeed, their backgrounds include work experience in other countries, giving them particular insights into the differences between U.S. and foreign law.

Thursday - October 2, 2014

7:00 - 9:30 pm FEMSA/FAMA Dinner La Villita B C Rounds
6:00 - 7:00 pm FEMSA/FAMA Reception Primavera A&B
11:45 am - 12:45 pm Lunch (FEMSA/FAMA Members) Conf. Court Yard
10:30 am – 11:45 am KEYNOTE SPEAKER: Elevating Effectiveness: Maura Nevel Thomas
10:00 am - 10:30 am Break (FEMSA and FAMA) Fountain Foyer
8:30  am - 10:15 am FEMSA Annual Business Meeting La Villita B C Classroom
7:30 AM FAMA Member Breakfast La Villita B C Classroom
3:00 pm - 3:15 pm Break (FEMSA and FAMA)
7:30 AM FAMA Member Breakfast Foyer
2:15 pm - 3:00 pm Washington Update : Bill Webb La Villita B C Classroom
3:30 pm - 4:00 pm Joint FAMA/FEMSA Board Arciniega House
8:00 am - 10:00 am FAMA Board/Committee Chairs Meeting Arciniega House
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## Event Schedule

### Wednesday - October 1, 2014

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<tr>
<th>Time</th>
<th>Event Description</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>12:00 pm - 12:30 pm</td>
<td>FEMSA Board Lunch</td>
<td>Arciniega House</td>
</tr>
<tr>
<td>12:30 pm - 3:15 pm</td>
<td>FEMSA Board Meeting</td>
<td>Arciniega House</td>
</tr>
<tr>
<td>3:30 pm - 4:00 pm</td>
<td>Joint FAMA/FEMSA Board Meeting</td>
<td>Arciniega House</td>
</tr>
<tr>
<td>4:00 pm - 6:00 pm</td>
<td>FAMA Board Meeting</td>
<td>Arciniega House</td>
</tr>
</tbody>
</table>

### Thursday - October 2, 2014

<table>
<thead>
<tr>
<th>Time</th>
<th>Event Description</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>7:30 AM</td>
<td>FAMA Board/Committee Chairs Breakfast</td>
<td>Arciniega House</td>
</tr>
<tr>
<td>8:00 am - 10:00 am</td>
<td>FAMA Board/Committee Chairs Meeting</td>
<td>Arciniega House</td>
</tr>
<tr>
<td>7:30 - 8:30 am</td>
<td>FEMSA Member Breakfast</td>
<td>La Villita B C Classroom</td>
</tr>
<tr>
<td>8:30 am - 10:15 am</td>
<td>FEMSA Annual Business Meeting</td>
<td>La Villita B C Classroom</td>
</tr>
<tr>
<td>10:15 am - 10:30 am</td>
<td>Break (FEMSA)</td>
<td>Fountain Foyer</td>
</tr>
<tr>
<td>10:30 am - 12:00 pm</td>
<td>FEMSA Annual Business Meeting</td>
<td>La Villita B C Classroom</td>
</tr>
<tr>
<td>12:00 pm - 1:00 pm</td>
<td>Lunch Break (on your own)</td>
<td>FEMS/FAMA Joint Session</td>
</tr>
<tr>
<td>1:00 pm - 2:15 pm</td>
<td>Economic Forecast: Anirban Basu</td>
<td>La Villita B C Classroom</td>
</tr>
<tr>
<td>2:15 pm - 3:00 pm</td>
<td>Washington Update: Bill Webb</td>
<td>La Villita B C Classroom</td>
</tr>
<tr>
<td>3:00 pm - 3:15 pm</td>
<td>Break (FEMSA and FAMA)</td>
<td>La Villita B C Classroom</td>
</tr>
<tr>
<td>3:15 pm - 5:00 pm</td>
<td>Roundtable Discussion: Chief Dennis Compton (Moderator); Chief Charles Hood-SFD; Chief Rhoda Mae Kerr – Austin FD; Chief Fred Windisch – Ponderosa Volunteer FD; Asst Chief Mark Turvey - Lubrizol Corporation Texas FD; Chief Richard Boyes - Ontario Association of Fire Chiefs; Chief Jason Oliphant – Montgomery County ESD</td>
<td>La Villita B C Classroom</td>
</tr>
<tr>
<td>5:30 pm - 6:00 pm</td>
<td>FEMSA/FAMA New Attendee Reception</td>
<td>Country Yard &amp; Back up</td>
</tr>
<tr>
<td>6:00 - 7:00 pm</td>
<td>FEMSA/FAMA Welcome Reception</td>
<td>Country Yard &amp; Back up</td>
</tr>
</tbody>
</table>

### Friday - October 3, 2014

<table>
<thead>
<tr>
<th>Time</th>
<th>Event Description</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>7:30 AM</td>
<td>FAMA Member Breakfast</td>
<td>Foyer</td>
</tr>
<tr>
<td>8:00 am - 10:00 am</td>
<td>FAMA Business Meeting</td>
<td>La Villita B C Classroom</td>
</tr>
<tr>
<td>7:30 AM</td>
<td>FEMSA Member Breakfast</td>
<td>La Villita A Rounds</td>
</tr>
<tr>
<td>8:30 am - 10:00 am</td>
<td>FEMSA Caucus Groups</td>
<td>La Villita A Rounds</td>
</tr>
<tr>
<td>10:00 am - 10:30 am</td>
<td>Break (FEMSA and FAMA)</td>
<td>Fountain Foyer</td>
</tr>
<tr>
<td>10:00 am - 2 pm</td>
<td>Spouse/Guest Program: Luncheon River Cruise</td>
<td>off site</td>
</tr>
<tr>
<td>10:30 am - 11:45 am</td>
<td>KEYNOTE SPEAKER: Elevating Effectiveness: Maura Nevel Thomas</td>
<td>La Villita B C Classroom</td>
</tr>
<tr>
<td>11:45 am - 12:45 pm</td>
<td>&quot;Fire Lanes&quot; Presentation: Going Global? The Top Ten Resources You Need to be Successful (Nathan Calabrese); Social Media / Apps (Paul Andrews); (Steve Barnett); Trademarks &amp; Copyrights (John and Diana Cone); H.R. (TBA);</td>
<td>La Villita B C Classroom</td>
</tr>
<tr>
<td>1:00 pm - 3:00 pm</td>
<td>Break (FEMSA and FAMA)</td>
<td>Fountain Foyer</td>
</tr>
<tr>
<td>3:15 pm - 4:05 pm</td>
<td>In Honor of The Charleston 9: A Study of Change Following Tragedy: Dr. David Griffin</td>
<td>La Villita B C Classroom</td>
</tr>
<tr>
<td>4:10 pm - 5:00 pm</td>
<td>Observations from 30,000′ – Modern Challenges and Opportunities for the Modern Fire Service: Tim Sendelbach</td>
<td>La Villita B C Classroom</td>
</tr>
<tr>
<td>6:00 - 7:00 pm</td>
<td>FEMSA/FAMA Reception</td>
<td>Primavera A&amp;B</td>
</tr>
<tr>
<td>7:00 - 9:30 pm</td>
<td>FEMSA/FAMA Dinner</td>
<td>La Villita B C Rounds</td>
</tr>
</tbody>
</table>

**Departure**
Saturday - October 4, 2014
$5,000 EQUIPMENT GIVEAWAY

BY MELINDA FREEMAN

Congratulations to the 2013 FEMSA/FAMA State of the Fire Service Survey winner, Jason Caulfield! Jason and the fire chief of the New Hamburg Fire District in Wappingers Falls, NY, have selected a mixture of Akron Brass and Task Force Tips fire equipment which is on order and will be delivered via Garrison Fire and Rescue Corp. of Palenville, NY.

The 2014 FEMSA/FAMA 11th Annual State of the Fire Service Survey is online at both FAMA and FEMSA websites. Our thanks to PennWell who graciously provided a kiosk at FDIC so we could reach out to attendees during the exhibits and encourage more survey takers. We hired a person to staff this kiosk – a first for FAMA and FEMSA – and we look forward to receiving even more quality response through the summer.

Please encourage your end users to take this survey and we look forward to the results which will be shared in San Antonio in October. See you there!

COULD YOU BE THE NEXT BIG WINNER?

Win an iPad & $5000 worth of equipment just by completing a 5 minute online survey

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

Congratulations to the 2013 FEMSA/FAMA State of the Fire Service Survey winner, Jason Caulfield! Jason and the fire chief of the New Hamburg Fire District in Wappingers Falls, NY, have selected a mixture of Akron Brass and Task Force Tips fire equipment which is on order and will be delivered via Garrison Fire and Rescue Corp. of Palenville, NY.

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INDUSTRY AND MEMBER OUTLOOK SURVEYS

BY JEFF HUPKE

The FAMA Education Committee recently completed the annual Industry Survey review and reported the results at the Spring FAMA Meeting. A total of 1,537 North American fire departments participated. Almost 50% of the respondents were chiefs, commissioners or officers. The survey was geographically well distributed. Respondents were slightly more optimistic than in recent years. Just over 40% indicated that they are expecting to make a major purchase in 2014. (92% indicated their “major purchase” is expected to be an apparatus.)

The biggest trends cited include a challenging economy, lack of funding and reduced manpower.
—35% of respondents indicated that their standard operating procedures would change. (Down from 46% in 2010.)
—32% indicated they had applied for an apparatus grant over the last two years with 3% noting their applications were accepted. (For equipment grants, 66% applied and 19% were accepted.)

Over 40% indicated that they are expecting to make a major purchase in 2014.

—Not surprisingly, 56% of the departments indicated that helping raise the overall awareness of funding sources is one of the most important actions that FAMA/FEMSA members could take.
—Over half indicated that they have changed their apparatus specifications due to cost or budget restrictions.

The Education Committee used the survey to try and identify the most important factors in selecting apparatus and equipment. As indicated in the grid below, quality, safety and price were the top three influencers, while the use of alternative fuels was at the bottom of the list.

The survey also asked departments to rate the importance of different sources when they are seeking information on apparatus and equipment. As shown below, manufacturer salespeople finished at the top, followed by dealers and word of mouth.

Other observations from the industry survey include:
—an increase in data recorder usage
—the majority of respondents indicate they use foam at some point in their operations
—a slight increase from previous years in respondents that indicated tank size, pump capacity and cab size would increase over the next five years.

63% of respondents are expecting more industry consolidation.

The Education Committee surveyed FAMA and FEMSA members (Member Outlook Survey) again this year. The results indicated an increase in optimism with member companies expecting improvements in revenue growth, capital investment and hiring. Respondents also reported a higher percent of company revenues are a result of exports.

Most concerning to member companies are insurance and health care costs. Additionally:
—72% indicated they were affected by the economy
—The top strategies employed to weather times of economic challenge are diversification (62%), exporting (40%), higher margin focus (40%) and niche market focus (38%). 63% of respondents are expecting more industry consolidation.

The Education Committee encourages members to download the complete survey results from the secure documents section of the FAMA website (username and password required). The results contain useful data that can help us listen to our customers, benefit our companies, and improve the industry.
Welcome to the first installment of the 2014 Trade Show Report Card. The 2014 articles will continue to include questions gathered from the surveys and will list the answers from trade show management. The results are in for the first trade show of the season, Firehouse World. Thank you to those who participated. We appreciate your time.

**Firehouse World**
San Diego, CA
February 19–20, 2014

A special thank you to the trade show management at Cygnus for answering the questions gathered from the Firehouse World show survey. If you have any questions, comments or suggestions, please let us know.

Q: There seems to be a continued concern about attendance. Last year it was on the first day. This year it was on the second day. Do you feel what you did last year to address the attendance question had any effect? What are your plans to improve next year’s attendance?

A: Our goal every year is to grow attendance. Three years ago we began measuring exhibitor satisfaction with the event. We are very happy to see satisfaction steadily climbing. Attendance increased this year with the addition of the Firefighter Throwdown and with the Harley-Davidson giveaway at the end of the show, leaving many companies saying this was the best Firehouse World they’d been to in 10 years. But as an organization, we are never completely satisfied. We are always working to grow attendance. In 2015, the team has been challenged to meet a 25% growth target.

Q: We continue to see a booth space rate increase. With these increases, are we going to see value added? What is the show doing to keep expenses down?

A: The multi-tiered pricing we traditionally offered amounted to a penalty or surcharge to many exhibitors. So we simplified pricing this year, resulting in a price decrease...
After having talked to many FAMA and FEMS Members at FDIC, we know the interest level is high for INTERSCHUTZ 2015. This big, international show is coming up on June 8-13, 2015. INTERSCHUTZ takes place once every five years. Hannover Fairs USA will be getting in touch with each interested company, will assist with the required paperwork and answer any questions about freight, setup, travel, hotels, etc.

We are expecting over 1200 exhibiting companies in 2015 at the Deutsche Messe Fairgrounds in Hannover, Germany, with a worldwide audience of over 125,000. So, if you haven’t yet looked into exhibiting at INTERSCHUTZ, now is the time.

Contacts:
Bill Kehoe, 703-751-6416, kehoefd@aol.com;
Bill Fox, Hannover Fairs USA, 773-796-4250, bfox@hfusa.com
**MEMBER NEWS**

AMADOR Inc., a manufacturer of custom roll-up doors and LED lighting, is pleased to announce the following addition to our team.

**Gertjan Knol** will assist in the continued development of new products and work as a liaison between AMADOR and our European strategic partner, Actuall Innomotive. Actuall Innomotive is an innovative solutions provider specializing in actuators, lifting devices, and electrical devices/components. Gertjan’s marketing, management and design background will be utilized as we continue to expand upon our diverse product offerings.

“We welcome the experience and knowledge that Gertjan brings to our ever expanding team and our increasing range of products,” says Bruce Whitehouse, president of AMADOR Inc.

Cummins Announces Plan to Locate Global Distribution HQ at New Indy Office

INDIANAPOLIS – Mayor Greg Ballard and officials from Cummins Inc. announced plans for the company to locate its global distribution business headquarters from Columbus, Indiana and consolidate existing Indy-based employees into a new downtown office building. The global distribution business is one of Cummins’ four business units. The company plans to build its new Indianapolis office center on approximately four acres that previously housed Market Square Arena.

“Cummins is a well-respected global leader in technology and innovation,” said Mayor Ballard. “Locating the global distribution headquarters of a Fortune 500 company downtown will bring new people, visitors and recognition to Indy as a worldwide economic center.”

The building will initially house up to 400 employees with future expansion possible. Cummins’ global corporate headquarters will remain in Columbus, where the company was founded 95 years ago. The company currently has approximately 75 employees working in two separate offices downtown.

“We are pleased to announce that Indianapolis will serve as our global distribution business headquarters, while Columbus, Indiana, where our company was founded 95 years ago, will continue to serve as Cummins’ global corporate headquarters,” said Pamela Carter, President, Distribution Business, Cummins Inc.

Construction on the new building is expected to begin within the year and open by late 2016.

Elkhart Brass Expands International Sales Team in Europe

ELKHART, IN, – Focused on strategically developing product solutions and business development opportunities across Europe, Australia, New Zealand, Asia and the South Pacific, Elkhart Brass announces the addition of Dario Chernicoff to the team.

With over 19 years of international sales and marketing experience, Dario brings vast experience to the new international regional sales manager position. Dario holds a business management degree from the University of Derby (UK), and an advanced degree in electronics engineering from Tel Aviv University (Israel). Dario is fluent in Spanish, English, Portuguese and Hebrew.

Elkhart Brass announces the following addition and promotions:

**Keith Watson** has joined the domestic sales team as regional sales manager for the Western territory. Keith brings over 25 years of experience in the fire service industry including 12 years as a regional manager with Scott Safety, and 10 years with Northup-Grumman as a field engineer supporting military airborne lasers systems.

**Eric Combs** has been promoted to vice president of marketing and new product development. Eric’s new role will be heavily involved with developing market and product strategies.

In 11 years with Elkhart Brass, Eric has held the positions of product design engineer, product manager, marketing manager and director of marketing.

As the newly promoted director of marketing for Elkhart Brass, **Derrick Hesser**’s responsibilities include managing the Elkhart brand, the strategic direction of the company’s outward and inward facing communications and all associated content development and visual design. In addition, Derrick will be directly responsible for marketing and communications surrounding all new product launches, domestic and international sales support, trade show management, lead generation, plus overseeing all digital and social marketing efforts.

**Mark Hu** is the newly appointed international sales manager responsible for further developing strategic and tactical sales initiatives to expand Elkhart’s presence in Asian markets (China, Japan, Taiwan and Korea). Mark
joins the Elkhart team with over 18 years of international sales, marketing and sales channel management experience within the Asia Pacific region including selling manufactured products and equipment through multiple channels (distributors/retailers). In addition, Mark is fluent in English and Mandarin Chinese.

Jim Burge will represent Elkhart Brass as the regional sales manager for the Midwest. He comes to Elkhart Brass with 28 years of sales and marketing experience including 18 years in the emergency services marketplace. This experience includes service as an IBM field sales representative, eight years as a director of marketing (fire streams segment), three years in senior sales and marketing management (rescue equipment segment), one year in field sales (PPE segment), and five years as an entrepreneur – having created his own marketing and event management company servicing the fire and law enforcement industries.

Dennis Berry joins the team as the new OEM account manager. Dennis brings over 25 years of experience in the fire and emergency services industry and will focus on enhancing relationships and building partnerships directly with Rosenbauer. With a diverse industry background including success in direct apparatus sales to end users, Dennis also brings a level of expertise in apparatus concept design for fire departments and apparatus builders. He has held management positions with a major fire truck manufacturer, and most recently was in private business as an industry consultant and equipment specialist. Dennis has previously worked for Berry Emergency Services, LLC; General Safety, LLC; Rosenbauer; Mack Trucks, and Caterpillar Tractor Company.

Kyle Stoops was recently appointed to director of product development and innovation. Kyle’s previous position was director of engineering. His focus will be working with customers from an engineering standpoint to gain a better understanding of their needs. His responsibility will span all Elkhart Brass lines of business. Kyle’s group, comprised mostly of engineers, is responsible for the design, development, testing, validation and launch of new products.

Elkhart Brass expands its domestic sales team with the addition of Ron Sartin. As the OEM account manager for the Midwest region, Sartin will focus on enhancing relationships and building partnerships directly with fire apparatus manufacturers in the Midwest region which includes the states of Iowa, Kansas, Minnesota, Missouri, Nebraska, North Dakota, South Dakota, and Wisconsin.

Ron is a United States Air Force veteran who served in Operation Red Flag, an aerial combat training exercise at Nellis Air Force Base in Nevada. Ron brings over 25 years of experience to the team with expertise in engineering, service, support and sales of scientific and industrial instrumentation.

Jerry Herbst has been named strategic development manager for national accounts and the Northeast region. In addition to managing key national accounts, Jerry retains control of the Northeast territory from Maine to Northern, VA. His additional focus in the Northeast is to further develop client alignments and strengthen existing relationships. Jerry’s primary focus will continue to be national accounts along with his new responsibilities.

Keith Chard was recently promoted to customer response team supervisor. Keith has been with Elkhart Brass for less than a year and has improved customer relations in his short tenure.

America’s Bravest Equipment Company Signs On As Ferrara Fire Apparatus Dealer

HOLDEN, LA – Ferrara Fire Apparatus, Inc. announced that America’s Bravest Equipment Company is their new dealer in Central and Eastern Kentucky. America’s Bravest is led by company president Dave Goldsmith.

Ferrara Fire Apparatus President/CEO Chris Ferrara said, “We’ve been aggressively growing our dealer network over the past year. In doing so, we are seeking out companies established in the fire service with a good customer base and a first-rate reputation. America’s Bravest is a 12-year-old company with a loyal following and a long track record of success with their equipment lines. They also have an excellent sales and service team that is extremely excited about selling fire trucks.”

“America’s Bravest Equipment Company has the same high standards as Ferrara, said owner Dave Goldsmith. “Our company is very selective on who works for us, and what products we offer our customers. We took a very hard look at which fire apparatus manufacturer we represented, and Ferrara exceeded our expectations. The sales team at America’s Bravest is very excited in being able to offer our customers a quality fire apparatus.”
MEMBER NEWS

First Choice Fire & Safety is North Carolina Dealer for Ferrara Fire Apparatus

Ferrara Fire Apparatus, Inc. has named First Choice Fire & Safety as its dealer in North Carolina. First Choice, with President Mike Bordeaux and sales representative David English, has serviced the fire departments in the state for over two decades.

Ferrara Fire Apparatus President/CEO Chris Ferrara commented on his newest dealer, “We’ve known Mike and his team at First Choice for many, many years. He is known to his customers as a man of his word and has an excellent reputation across the state and region. Mike has his own service department to take care of vehicles sold by First Choice. Like the other dealers we’ve brought on board recently, First Choice embodies everything we are looking for in a partner: dedicated service and sales personnel who bring a passion for the fire industry.”

“We are very happy to be a member of the Ferrara team, and look forward to offering Ferrara’s full line of heavy duty fire apparatus to our customers in North Carolina,” said Mr. Bordeaux.

FRC (Fire Research Corporation) Acquires FoamPro

NESCONSET, NY / NEW BRIGHTON, MN – Fire Research Corporation (FRC), a Safe Fleet company, is pleased to announce that it has completed the acquisition of FoamPro of New Brighton, MN—a business unit of Pentair Ltd.

FRC President Toh Meng and FoamPro Sales Manager Mike Dupay announced the news to employees at both locations:

“The FoamPro acquisition will enhance FRC’s product leadership in the emergency market and leverage our strengths in engineering, electronics, and sales to provide better products and enhanced service to fire departments worldwide,” Meng said.

FRC has purchased all FoamPro products and accessories and intends to move manufacturing to its facility in Nesconset, NY. Many of the FoamPro employees are expected to make the transition. This includes the sales manager, customer service/technical support team and regional managers. In addition, FRC intends to retain FoamPro’s worldwide network of independent representation.

“Customers will still be able to interact with the same FoamPro personnel they have worked with for years. Our primary goal is to ensure customer satisfaction and make this as smooth a transition as possible,” Meng said.

“Existing FoamPro lead and delivery times, terms, discounts, and pricing will be maintained through the transition,” said Dupay. “The FoamPro brand will also remain unchanged.”

The FoamPro acquisition is the first for the newly created Safe Fleet which was formed in September when ROM Corporation and SMI Corporation merged. Within the fire and EMS markets Safe Fleet most notably owns: ROM, FRC and the Bustin brands.

“The corporate vision of Safe Fleet is to provide safety solutions for fleet vehicles of all types,” said Jeff Hupke, President of Safe Fleet. “By adding FoamPro to the portfolio, we greatly enhance the number of product solutions a fire department can choose from.”

Changes in Responsibilities Announced for R-O-M and FRC Territory Managers

BELTON, MO – Safe Fleet created a single point of contact for the company’s entire line of emergency products, which will simplify communication and customer experience for fire and EMS customers utilizing R-O-M and FRC products.

Safe Fleet Acquisition Corp. was formed as a holding company in October 2013, when the Sterling Group acquired and combined R·O·M and Specialty Manufacturing (SMI). The combined company, based in Belton, MO., is a provider of safety solutions for fleet vehicles.

Effective Jan 1, 2014, Safe Fleet realigned territory manager responsibilities to improve service for their customers.

FRC territory managers will be responsible for “emergency” products.

R·O·M territory managers will be responsible for “utility” and “truck and trailer/industrial” products.

“For the first time, fire departments, dealers and OEMs will have a single point of contact for all of our emergency products,” said Don Fishel, vice president of sales and marketing for Safe Fleet. “Our ability to bundle any mix of these products will be easier for customers.”

Jeff Hupke is executive vice president and general manager and John Knox is company CEO.

Firetrucks Unlimited is ramping up its fire truck refurbishment operation by 60% with its recently completed facility in Henderson, NV.

The new 23,000 sq. ft. refurbishment facility will complement the existing 10,500 sq. ft. paint shop. This addition reinforces Firetrucks Unlimited’s position as the largest refurbishment facility that services trucks from every manufacturer. The
company’s capacity will grow to allow for refurbishing 20 fire trucks at any given time.

A June 11, 2014 grand opening ceremony will include employees, local business representatives, fire departments, state and local leaders and company executives.

Pro Poly of America, Inc. is pleased to announce its continued expansion in international markets. Partnering with W.S. Darley & Co., Pro Poly has operations currently in Japan and the United Kingdom. Pro Poly recently hosted representatives from Russia and Saudi Arabia as it continues to find growth from overseas business opportunities.

Pro Poly will also have team members at Interschutz in June 2015 to participate in Europe’s largest trade show.

“We are pleased with our international growth and we have enjoyed meeting new people from around the world,” said Tim Dean, Pro Poly president. “It is a privilege to serve the North American fire industry, and we are excited to expand this service commitment to other markets around the globe.”

Pro Poly of America, Inc.

See entry under Fire Research Corporation for news about R-O-M.

Spartan Names Michael Bowman Vice President of Sales, Emergency Response Chassis

CHARLOTTE, MICH. – Spartan Chassis, a business unit of Spartan Motors, Inc. announced that Michael Bowman has been named vice president of Sales, serving the ER Cab/Chassis Industry.

John Sztykie, president and chief executive officer of Spartan Motors, Inc., stated, “Michael brings vision, clear strategy and operational execution to Spartan Chassis’ ER business. Since taking the lead of the sales function, Spartan Chassis has experienced good profitable growth under Michael’s leadership and we look forward to him leading us into the future.”

Bowman has served as the director of ER Chassis Sales since December 2010, and has been with Spartan Chassis since 2008. Bowman joined Spartan Chassis as Midwest regional sales manager, representing the company in Illinois, Indiana, Iowa, Minnesota, Missouri and Wisconsin.

Bowman has more than 30 years of experience in sales and diesel engines. His 34 years of experience in the fire industry, including 13 years as fire chief, have enabled Bowman to excel where others have struggled in the ER industry.
Van Johnson Selected as First Recipient of $5,000 in Spartan ERV’s “Forged by Fire” Campaign

BRANDON, S.D. – Spartan ERV (Emergency Response Vehicles) debuted its “Forged by Fire” marketing campaign in January of this year to celebrate the firefighter and the many untold stories from the front line. Spartan ERV is honoring those individuals that have influenced their communities by collecting their stories of tradition, generation, sacrifice, bravery and performance. After the initial round of public voting, which wrapped up following the Fire Department Instructors Conference (FDIC) in Indianapolis, April 10-12, the Company is excited to announce Van Johnson as its first recipient to win one of two $5,000 cash prizes.

Spartan ERV has been accepting nominations for individuals who have been Forged by Fire. The Company and its dealer network are connecting with firefighters and industry personnel to encourage them to participate by submitting their stories. The Company looks to honor those that have been Forged by Fire and let the stories be told.

All stories not selected for the first prize will still be eligible to be selected for the second $5,000 awarded later this year, so individuals are encouraged to keep sharing how they have been Forged by Fire.

Forged by Fire nominations are set to continue until Friday, August 1st. At that time, an internal committee will select the next three finalists and begin public voting on Monday, August 4th. Voting will close on Sunday, August 17th, with the second recipient of the $5,000 cash prize being announced on Monday, August 25th.


Spartan ERV is honoring those individuals that have influenced their communities by collecting their stories of tradition, generation, sacrifice, bravery and performance. After the initial round of public voting, which wrapped up following the Fire Department Instructors Conference (FDIC) in Indianapolis, April 10-12, the Company is excited to announce Van Johnson as its first recipient to win one of two $5,000 cash prizes.

Van Johnson was selected for his dedication to his community and his passion for helping others. He has been a member of the Spring Mill Fire Company, married to a Philadelphia police officer, plays softball in a local township league, and has a beautiful baby girl. She will be the voice answering phone calls and has already proven herself to be an asset to the Trident team.

Colleen Fullerton is the new office manager at Trident. She has previous experience in the same position at a large plumbing and heating business. Colleen is an active member of the Spring Mill Fire Company, married to a Philadelphia police officer, plays softball in a local township league, and has a beautiful baby girl. She will be the voice answering phone calls and has already proven herself to be an asset to the Trident team.

Ryan Sirchio has been hired as production manager at Trident. He is a graduate of Villanova University with a degree in business management. He has worked as a project manager in the construction and restoration industry in Savannah, GA. He is a huge soccer fan and enjoys fishing. Ryan is happy to be back in Pennsylvania where he’ll be expanding Trident’s facilities to accommodate the production of several new products recently introduced.

Trident Emergency Products, LLC in Hatboro PA is pleased to announce the addition of two new employees:

Colleen Fullerton is the new office manager at Trident. She has previous experience in the same position at a large plumbing and heating business. Colleen is an active member of the Spring Mill Fire Company, married to a Philadelphia police officer, plays softball in a local township league, and has a beautiful baby girl. She will be the voice answering phone calls and has already proven herself to be an asset to the Trident team.

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Trident Emergency Products, LLC in Hatboro PA is pleased to announce the addition of two new employees:

Colleen Fullerton is the new office manager at Trident. She has previous experience in the same position at a large plumbing and heating business. Colleen is an active member of the Spring Mill Fire Company, married to a Philadelphia police officer, plays softball in a local township league, and has a beautiful baby girl. She will be the voice answering phone calls and has already proven herself to be an asset to the Trident team.

Ryan Sirchio has been hired as production manager at Trident. He is a graduate of Villanova University with a degree in business management. He has worked as a project manager in the construction and restoration industry in Savannah, GA. He is a huge soccer fan and enjoys fishing. Ryan is happy to be back in Pennsylvania where he’ll be expanding Trident’s facilities to accommodate the production of several new products recently introduced.

Van Johnson was selected for his dedication to his community and his passion for helping others. He has been a member of the Spring Mill Fire Company, married to a Philadelphia police officer, plays softball in a local township league, and has a beautiful baby girl. She will be the voice answering phone calls and has already proven herself to be an asset to the Trident team.

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USSC Group introduces Dan Veselsky as director of business development. Dan will bring his 22 years of experience from IMMI to enhance our position in the Fire and Emergency segment of our business. Dan will continue to work closely with FAMA’s Technical Education Committee.

W.S. Darley & Co. is pleased to announce the addition of Vice Admiral Joe Maguire to the board of directors.

Admiral Maguire was a career Naval Special Warfare officer (SEAL) and retired from the United States Navy in 2010 having served 36 years in uniform. Prior to retiring from active duty, he was the deputy director for Strategic Operational Planning at the National Counterterrorism Center in Washington, DC. Previously, Vice Admiral Maguire was Commander, Naval Special Warfare Command. He is highly revered as a leader in the US Navy SEAL Community. His awards include the National Intelligence Distinguished Service Medal, the United States Intelligence Community’s highest personal award.

He is currently the president and chief executive officer of the Special Operations Warrior Foundation (SOWF), a foundation which provides scholarship grants as well as educational counseling to the children of fallen Special Operations troops. The Darley Family Foundation has supported the SOWF for many years. A Darley family member, Ted Fitzhenry, who served as a Navy SEAL lost his life during service to our country in 2004 and the SOWF helped his family during this difficult time. Admiral Maguire personally attended the funeral services.

According to Paul C. Darley, chairman of the W.S. Darley & Co. board of directors, “We are honored to have Admiral Maguire serve on our board. His insights into the special operations community will help us immensely as we grow and continue to serve this
Admiral Maguire commented, “Darley has a proven track record and strong reputation built up over the last 100 years in the fire service. They are taking their passion for quality, service and reliability to serve our military and establish a trusted brand in the defense market. My personal core values and the company’s core values are aligned. I’m extremely proud and honored to serve on this board.”

Joe resides with his wife Kathy in Tampa, Florida where he serves on the advisory board of Operation Helping Hands whose mission is to help the families of the wounded and injured warriors during their hospital stay in Tampa Bay. Additionally, he is a military advisor to the board of directors of Athlete’s Performance Institute.

THE PASSING OF THE BATON

The following message was created by 2004 FAMA President Bill Ballantyne and is passed along yearly.

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

1. You are in the race for only a short period of time. There are many who have run it before you, and many more who will come after you.

2. At the very least, your goal is to maintain the position that was handed you. Ideally, when you pass the organization on to the next person, you will have advanced it to a position better than when you received it.

3. Last, there are many who have gone before you with ownership in this race whose desire is for you to succeed and to further advance what they have started. They stand by to help you in any manner. Use that support.

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

Past President Harold Boer (r) handing off the baton to President Bruce Whitehouse (l)

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2014 FIRE SERVICE EVENTS CALENDAR

NFPA Conference & Expo
6/9-6/12
Las Vegas, NV

NYSACF FIRE 2014
6/11-6/14
Verona, NY

South Carolina Fire Rescue
6/11-6/14
Myrtle Beach, SC

Maryland State Fireman’s Association
6/14-6/20
Ocean City, MD

Alabama Fire Chiefs
Summer Conference
6/15-6/18
Orange Beach, AL

Florida Association of
Special Districts Conf.
6/16-6/19
Fort Myers, FL

Wisconsin Chiefs Conference
6/16-6/19
Milwaukee, WI

IAFC Southeastern Division
6/16-6/21
Knoxville, TN

Illinois Association of Fire
Protection Districts
6/19-6/22
Springfield, IL

Oregon Firefighters Conference
6/19-6/21
North Lincoln, OR

NEAFC Fire, Rescue, EMS
6/20-6/22
West Springfield, MA

Arkansas Fire Chiefs and
Firefighters Conference
6/26-6/29
Hot Springs, AR

Michigan State Fireman’s
Assoc. Conf.
6/26-6/27
Ludington, MI

Maritime Fire Chiefs Conference
7/6-7/9
Pictou County, NS

Firehouse Expo
7/15-7/19
Baltimore, MD

Texas A&M Municipal Fire School
7/20-7/20
College Station, TX

South Atlantic Fire Expo
7/23-7/26
Raleigh, NC

Ohio Fire Chiefs and
Firefighters Convention
7/23-7/28
Columbus, OH

Louisiana State Fireman’s Association
7/24-7/26
New Iberia, LA

IAFC Fire Rescue International
8/13-8/16
Dallas, TX

FAMA Technical Committee Meeting
8/14-8/14
Dallas, TX

Continuing Challenge
HazMat Conference
9/2-9/5
Sacramento, CA

New Jersey State Fireman’s
Convention
9/12-9/13
Wildwood, NJ

Fire Rescue Canada
9/14-9/17
Ottawa, ON

Georgia Fire Service Conference
9/16-9/20
Macon, GA

Ohio Fire & EMS Expo
9/25-9/26
Columbus, OH

Texas Municipal League
9/29-10/3
Houston, TX

FAMA/FEMSA Fall Meeting
10/1-10/4
San Antonio, TX

NFFF Memorial Weekend
10/11-10/12
Emmitsburg, MD

Illinois Fire Chief’s Association
10/12-10/15
Peoria, IL

Fire Shows Reno
10/22-10/23
Reno, NV

Washington Fire Commissioners
10/23-10/25
Spokane, WA

For updates, corrections, or additions contact Kim Morrow at (330) 287-7000, kmorrow@akronbrass.com

— ADDITIONAL 2014 FIRE SERVICE EVENTS MAY BE FOUND AT WWW.FAMA.ORG —