

Winter 2008-2009 Issue

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# Looking Forward...

*The Start of a New Year*

FAMA FLYER

A Publication of Fire Apparatus Manufacturers' Association, Inc.



## || President's Message



By: John E. Szykiel

**A**s a new year is upon us, it is appropriate to acknowledge the leadership and achievements of Jerry Halpin, FAMA's president over the last years...that's right, two years due to Phil Turner's unfortunate passing.

What I gained most from Jerry's leadership is that it is imperative to have the right "attitude." These are uncertain times – some good, some bad. However, ultimately it is our "attitude" that directs us, and affects others around us. Jerry has always demonstrated a great attitude, and for that he should be congratulated.

As we look into 2009, we will continue what others have started. The focus will be narrowed though. As an association, it is important we operate in such a manner that the mission of FAMA becomes a reality. We must

strive to ensure that members acknowledge the benefits of their memberships and that we are "the association of choice most committed to enhancing the quality of the emergency service community through the manufacture and sale of safe, efficient emergency response vehicles and equipment." We also need to be vocal about what FAMA means to us:

1. Increased industry wisdom
2. Networking
3. The ability to affect positive change within government or other associations that may impact us
4. Enjoyment

Last, very little will be accomplished without involvement by each one of us; membership is responsible. What's great is that the efforts of so many before and around me have made this association what it is today: financially sound and progressive, an association with demonstrated accomplishments.

All that being said, life goes on (thankfully), there is more to be done. I look forward to your support and involvement. Have a great 2009.

## || 2009 FAMA BOARD OF DIRECTORS ... A few new faces

**B**y vote of the membership at the 2008 fall meeting in Tucson, Grady North, Greg Kozey and Bruce Whitehouse are the new faces on the FAMA Board of Directors. Since October, they have shadowed the Board as part of their transition; they are up to speed and are at your service.

The following is the 2009 Board line-up:

### OFFICERS:

#### President

John E. Szykiel  
Spartan Motors, Inc.  
Tel: (517) 543-6400  
[Maryjane x3339; Salena x3394]  
Cell: (517) 230-3716  
Fax: (517) 543-5403  
Email: jeszyki@spartanmotors.com



#### Vice President

Peter Darley  
W.S. Darley & Company  
Tel: (708) 345-8050  
Cell: (708) 902-0009  
Fax: (708) 345-8993  
Email: peterdarley@wsdarley.com



#### Treasurer

Grady North  
Crash Rescue Equipment Service, Inc.  
3912 W. Illinois Avenue  
P.O. Box 211508  
Dallas, TX 75211  
Tel: (469) 484-4321  
Cell: (817) 798-0944  
Fax: (469) 484-4392  
Email: gnorth@crashrescue.com



#### Secretary

Greg Kozey  
Kochek Company, Inc.  
75 Highland Drive  
Putnam, CT 06260  
Tel: (800) 420-4673  
Cell: (860) 933-0176  
Fax: (800) 772-0255  
Email: gkozey@yahoo.com



### BOARD MEMBERS:

#### Past President

Jerry Halpin  
C.E.T. Fire Pumps Mfg. Ltd.  
Tel: (845) 534-7221  
Cell: (845) 863-9219  
Fax: (845) 534-4475  
Email: jadae1@aol.com



#### Sr. Director-at-Large

Pat Hester  
Federal Signa Corporation  
Tel: (708) 534-3400  
Cell: (708) 205-1459  
Fax: (708) 534-4727  
Email: phester@fedsig.com



#### Jr. Director-at-Large

Bruce Whitehouse  
AMDOR, Inc.  
3435 South Service Road  
Burlington, ON L7N 3W6  
Canada  
Tel: (905) 333-6745  
Cell: (905) 467-8905  
Fax: (905) 333-8975



## || PARTING REMARKS

By: Jerry Halpin, Past President

**A**s you read this, I have moved to past president of FAMA, and John Szykiel has taken over as your President.

With a challenging year ahead, please make sure you offer whatever support you can to John and the board. Remember, they must run their business and then spend extra time trying to help you run yours!

I had a great experience these last two years. The people who made up the FAMA board and worked with me have been more than supportive, energetic, motivated, responsible....ahhh you know, just plain great! I offer my thanks and appreciation for their support and leadership.

It has always amazed me how people who are in a leadership position in their paid life are willing to subordinate themselves to others for a greater



Jerry Halpin (pre-50 !)

cause, on a volunteer basis. It's one of those significant qualities that make Americans what they are.

I try to thank people, as I see or talk with them, for the support and advice that has made FAMA useful and important these last two years. Since I cannot thank you all personally,

please know that I have needed and heard all you had to say, and used that information, to the best of my ability, to do things a little better.

I hope your Christmas and holidays were enjoyable. We have many things to be thankful for.

I look forward to continued work on behalf of FAMA and the industry as a whole. It has served me and my family well for three generations and that, for me, is a lot to be thankful for.

## || WORDS AND NUMBERS TO PLAN BY

By: Dan Reese, Member - Meeting Planning Committee

**A**s we close out 2008, we'd like to share some statistics and comments from our survey compiled from FAMA and FEMSA fall/annual meeting attendees this past October in Tucson, AZ.

Did you know that not a single person who responded to the meeting survey said they would not recommend the meeting event to others! That means the members who invested the time and money to participate in the meeting actually felt strongly enough about the value they received to recommend it to others.



Members also felt strongly about the speakers and other programs.

96.65% of the respondents felt the Buyers' Roundtable was a very satisfying program.

91.30% of the respondents felt the business speaker brought value to the members.

81.89% of the respondents felt strongly about the networking opportunities the meeting provided.

Finally, the members overwhelmingly (94.64%) rated their experience as good or very good.

Don't like numbers? Then check out these comments from members who attended.

*Networking opportunities are key. Speakers who are extremely relevant is also very important. Good job with both this year! Thank you, a good use of my time.*

*Great conference - Deming + roundtable hits! MRSA just ok. Another great business speaker.*

*This was the best meeting I've attended to date. I like when both days are filled with content without a lot of down-time.*

*You folks hit a home run with this meeting. Nice work.*

So what does all that mean? It means you need to plan today to attend the 2009 spring and fall membership meetings ... March 27-31 in St. Augustine, FL, and October 8 - 10 in Arlington, VA/Washington, DC.

## WELCOME NEW MEMBERS

### Allain Equipment Mfg. Ltd.

Normand Cormier  
Emergency Vehicle Division  
577 Route 535  
Notre-Dame, N.B. E4V 2K4 Canada  
Tel: (506) 576-6436  
Fax: (506) 576-9890  
Email: normand.cormier@allainmfg.com  
Web Site: www.allainmfg.com

*A manufacturer of fire apparatus, rescue vehicles and booster tanks*

### Firematic Mfg. Inc.

Kerry Horton, VP Development  
10 Ramsay Road  
Shirley, NY 11967  
Tel: (631) 924-3181  
Fax: (631) 924-5202  
Email: khorton@firematic.com  
Web Site: www.firematic.com

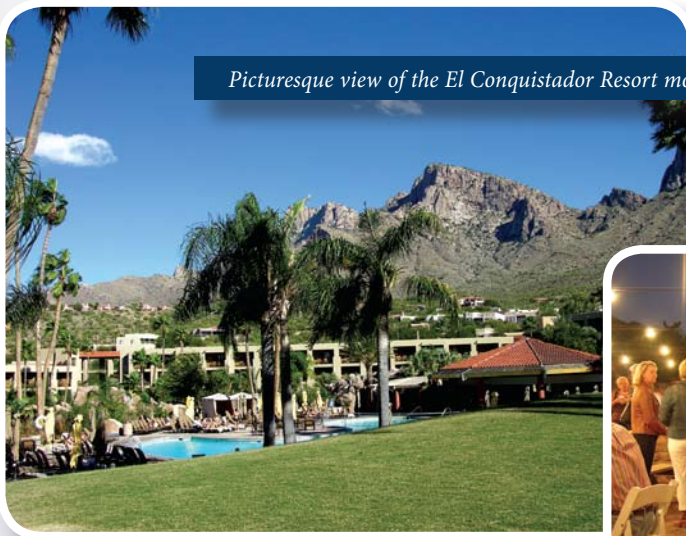
*A manufacturer of fire apparatus, rescue vehicles and CAFS*

### Ziamatic Corp.

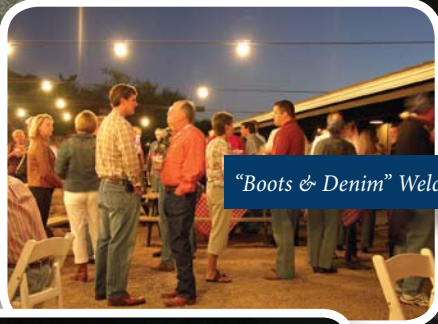
Mike Adams, Vice President  
10 W. College Avenue  
Yardley, PA 19067  
Tel: (215) 493-3618  
Fax: (215) 493-1401  
Email: madams@ziamatic.com  
Web Site: www.ziamatic.com

*A manufacturer of apparatus equipment and accessories (SCBA brackets, tool mounts, lighting equipment, apparatus hardware)*

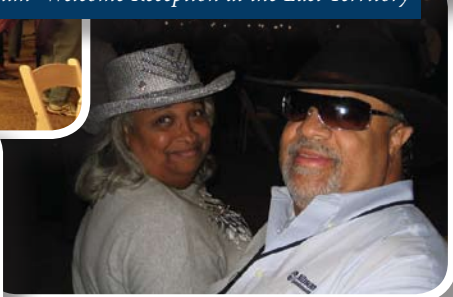
# FAMA Fall 2008 Membership Meeting – Tucson Photo Highlights



Picturesque view of the El Conquistador Resort mountain area



"Boots & Denim" Welcome Reception at the Last Territory



Spouse Program -  
Cooking School and  
Luncheon



Chief John Fink, Golder  
Ranch Fire District



Bob Dietz, 1988 FAMA President, paid  
us a visit in Tucson. "Retired & Loving  
It" ... He winters in Tucson and summers  
in Westerlo, NY. If you need his contact  
information, email Karen ([info@fama.org](mailto:info@fama.org)).



Dennis Compton,  
Moderator of the  
Roundtable

Buyers' Roundtable Panelists  
l-r: Bill Bjerke, Richard Boyes, Don Frazeur, Jeff Piechura, Homer Robertson, Robert Small

## || RECAP OF FAMA 2008 FALL MEETING: A Member's Perspective

Hey There ... Mr. Businessman ... Ms. Businessperson



By: Roger Weinmeister, Super Vacuum Mfg.

**S**o you thought you would pick up a few extra days in the office getting things done early this October. Skip that ole FAMA fall meeting and save the 3 days, plane ticket, room, and meeting charges. Yes, Tucson in October is pretty nice as compared to say Indy in March, or say Dallas in August.

But, your company just doesn't run right without you there. Not that any of that is your fault, can't get good help these days, or they were good, but after working with you all these years they still don't get it. So stay home, crank out the work, sleep in your own bed ... efficiency is the key to running a business.

Let's see, you told them to track that shipment and see who signed for it, caught up on the latest issue of "Fire-Something" Magazine, took the call from the angry battalion chief to whom your company shipped the wrong stuff... again. Heck, if you would have been in Tucson, the person who entered the order wrong might have had to take that call and figure out that the right stuff would go out that day, via next day shipping on your bill. Yea, you really have to do things yourself if you want them done right.

Meanwhile, some of the best and brightest minds of the fire service were gathered in Tucson. Best and brightest is a relative term, no disagreement there. They had assembled a number of programs of interest to most in the industry. In the interest of efficiency, you are welcome to read my interpretation of the meeting highlights and draw your own conclusions.

GSA – three of the most feared letters since STD – was represented at the meeting. Not someone from the local office who could get back to you with the answer in a couple of weeks. No, the TOP THREE GSA people charged with implementation of the Rule, and these three people gave honest, straightforward answers right there on the spot. They didn't stall or anticipate what their boss wanted them to say.

"No one buys anything from GSA," said Josh Sawislak, Senior Advisor to the GSA Administrator. "Our job is to connect the buyer and the seller, whether Federal or state or local agencies. These are voluntary programs. The buyers need to want to participate in this program and there's nothing to say the government agencies have to buy from this program."

Then the floor was opened to questions. Many insightful questions were asked by Paul Curtis, L.N. Curtis. Should any of us care what the guy who runs the largest fire equipment dealership in the country thinks about GSA? Damn right we should, but (in the name of efficiency) you were reminding your employees that fedex.com shows exactly when the package was delivered.

**The Economy** — the most feared unknown to contend with since around 1929 – was another topic at the meeting during a Buyers' Roundtable. You may know the names – Chief and Officers Compton, Frazeur, Robertson, Boyes, Piechera, Bjerke, Small – they write the articles you were reading in "Fire-Something" Magazine, they head up NFPA committees - they purchase

millions of dollars of the stuff you sell. They discussed the effects of the economy, what they like to see from sales people, how to get City Hall to buy the good stuff – not low bid and other topics of interest.

Chief Jeff Piechura, Northwest Fire District, AZ, reminded attendees, "Fire districts have a different problem. Foreclosures mean people don't pay taxes."

Captain Homer Robertson, Fort Worth, TX, said, "I want to pay you a fair price, but I need a good product that you stand behind every day. We need to have honesty so that when we say we have a problem, and you say 'you're the only one to have a problem,' I'm going to hang up on you because I know it's not true."

Those of us at the meeting know what those officers plan to do in the current economy. We have a better idea of what they have to do to get purchasing to buy what fire departments need, not whatever low bid is thrown in by your competitors. And we know that all that money we have been spending buying doughnuts is now going to be spent on demo equipment.

**The Energy** — the thing we all lack the most since turning 40 -- is provided at fall meetings of recent past via a guest business speaker. You know how it works, the list of companies that they have presented to, their interesting take on life, how sales worked at XYZ Company (why is it XYZ Company is never in the Fire Service?). Anyway, the advantage of the business is that the person is recommended by someone in the fire industry, not someone who can speak to every town throughout North America.

This year Scott Deming, E.S.P., treated the audience to a focus on *branding*— "It's an emotional connection a person has with another person or organization based on an experience," Deming said.

Other Deming gems included, "Every belief we have is based on an experience," and "No trust, no relationship, no chance."---which took many of us back to the Buyers' Roundtable and Captain Robertson's comment about trust, and that, "All the products in my shop have a face that I can go back to."

**The Contacts** — networking. This year a new breakout session was introduced with specific topics addressed. Based on a concept proposed at the spring meeting, members broke into small groups and discussed assigned topics and those of most interest to them. Not unpredicted, most groups turned their attention to the NFPA 1901-2009 standard and the changes that will take effect on January 1<sup>st</sup>. The message was loud and clear, and carried back to the full session once all regrouped. The Board has taken your comments to heart, and will work toward developing a dialogue with the NFPA ... the first meeting is planned for mid-January.

Your emails were answered a little bit more efficiently for those three days in early October than those of the (150+) people who were attending the conference first hand. But, if you toss this newsletter before anyone else in your company reads it, they will never know how much information your competition might have received in Tucson.

So there you have it, someone else's view of major events that will impact your business in 2009.

## || PREPARING FOR 2009 – FAMA 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 27-31, 2009**

**Casa Monica Hotel**

**95 Cordova Street**

**St. Augustine, Florida 32084**

**Special thanks to Fire Engineering/FDIC,  
2009 spring meeting corporate sponsor.**

### **REGISTRATION DEADLINE:**

**February 13, 2009**

*Click on the 2009 Spring Meeting banner at [www.fama.org](http://www.fama.org)*

### **MEETINGS AND FUNCTIONS:**

**Committee Meetings** – Saturday, March 28<sup>th</sup>, 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](mailto:info@fama.org)

**Welcome Reception** – Join us Saturday evening, March 28<sup>th</sup>, for a Welcome Reception at the hospitality suite ... a great opportunity to meet new friends and greet old acquaintances.

**Board Meeting** – The Board of Directors will meet Sunday, March 29<sup>th</sup>, at 7:00 a.m.

**Committee Reports to the Board** – Committee Chairs will meet individually with the Board beginning at 8:30 a.m. on Sunday, March 29<sup>th</sup>. Chairs will be sent a schedule of meeting times.

**Membership Meetings** – Member meetings are scheduled on Monday and Tuesday, March 30<sup>th</sup> and 31<sup>st</sup>, from 7:30am to noon. Meetings will include a professional Speaker and Roundtable Panel. [Details will follow as they are confirmed.]

Monday afternoon is open to the annual golf tournament (an optional event) or as you please.

**FAMA Dinner** – Monday evening, March 30<sup>th</sup>, 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. (Contact Karen at [info@fama.org](mailto:info@fama.org).)

Saturday Welcome Reception - \$5000

Sunday Reception - \$5,000

Spouses Program - \$3,200

Monday Coffee Break - \$2,000

Monday Reception (preceding banquet) - \$5,000

Monday Banquet Open Bar - \$2,500

Tuesday Coffee Break - \$2,000

### **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](http://www.fama.org) – click on the 2009 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](mailto: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 their rooms at the Casa Monica Hotel through the FAMA room block (see on-line registration form). Our group is guaranteed the best available rate for the dates of our stay at the hotel.

## || FAMA SPRING MEETING CONTINUED

In order to accommodate all member requests and fulfill our room block commitment, registration deadline has been set for February 13th. 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

1. **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.
2. **RESERVATION POLICY** - FAMA negotiates a special room rate each year. After the date the room block closes, the FAMA rate might not be available and attendees may thereafter have to pay the full rack rate. We set aside a fixed number of rooms based on anticipated attendance. Reservations are made on a first-come, first-served basis. If our main hotel sells out, we will make reservations for you at a hotel nearby, where possible.
3. **CANCELLATION POLICY** – If you cancel a reservation after the date the room block closes, there is a one-night cancellation fee. Also, if you check out prior to your original reservation departure date, you will be charged a one-night cancellation fee.
4. **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 St. Augustine, FL.

Sincerely,

FAMA Meeting Planning Committee  
John Swanson, Chair – jswanson@kocheck.com  
Peter Darley, 2009 VP/Board Liaison – peterdarley@darley.com  
Bob Grimaldi – bobg@rometravel.com

## || ABOUT ST. AUGUSTINE

By: Bob Grimaldi, Meeting Planner

### FAMA Spring Meeting - March 2009

I look forward to welcoming you to the spring 2009 FAMA membership meeting in St. Augustine, FL where the temperatures should be in the 80s during the day (a bit cooler at night)!

This year's meeting will take place at the Casa Monica Hotel 4-star Resort- a majestic restored 1888 landmark hotel in historic St. Augustine. The castle-like Spanish architecture will transport you to a world of first-class service and luxury.

St. Augustine, the nation's oldest city, also holds the distinction of being one of the nation's most charming, known as the “Ancient City”.

Across from our hotel is the historic district, with its cobblestone streets, quaint cafes, bars, unique shops and bed-and-breakfast inns. Explore magnificent attractions and significant landmarks at virtually every turn. Visit an authentic Spanish fort and the Fountain of Youth. A great place for the family.

**Fill out the registration form early to guarantee your reservation at our special FAMA rate.**

**Do not call the hotel yourself; we have a block of rooms reserved.**

If you have special room requirements please list them under special needs on the registration form.

Even though there is a booking deadline of February 13<sup>th</sup>, it is possible we will use our room allotment before that date. So please book early. For more information on the resort, check out the Casa Monica web site at [www.casamonica.com](http://www.casamonica.com)

Book your air reservations early to get the best airfares! The hotel is 45 minutes from Jacksonville airport and an hour and a half from the Orlando airport.

**SPECIAL NOTE:** If you plan to attend the CFSI events and annual dinner in Washington, DC – April 1-2, 2009, think about a multiple destination flight when booking your air travel for the FAMA spring meeting (home – St. Augustine – DC – home).

If you have any questions or concerns, please contact me at:

Rome Travel Bureau, Inc.  
bobg@rometravel.com  
Tel: (315) 725-1438 (cell)  
Fax: (315) 507-2331



## || Building The Board Bench

If you have leadership qualities and a genuine interest to successfully lead the Fire Apparatus Manufacturers Association into the future, consider adding your name to the Board Bench by sending an email to [info@fama.org](mailto:info@fama.org). Attention: FAMA Nominating Committee. Year after year, the Committee seeks no less than two (2) qualified candidates to serve on the Board. Having a pool of potential candidates will greatly assist the Committee in its search.

All FAMA members are encouraged to become active in the association through committee work. If you are not on a committee and have interest in serving, kindly send an email to [info@fama.org](mailto:info@fama.org); either specify a committee of interest or ask to be placed.



## || "NEW ARRIVALS"



**Nathan Joseph Purdy** – a baby boy adopted from Vietnam by Keith and Miriam Purdy (Gimaex)



**Ana Grace Szykiel** – a baby girl born November 2, 2007, and adopted from Addis Ababa, Ethiopia by John and Joni Szykiel (Spartan Motors) in April 2008.

**Jeremy Thomas Sullivan** – a baby boy born October 11, 2008 to Alana (Herron) and Craig Sullivan.



Alana was the infamous graphics/layout artist (from PennWell Creative Services) of the FAMA "Flyer" for several years until her role change to full-time Mom this fall.

## || LEGISLATIVE CORNER

### The Nation Will Inaugurate Its 44th President and Usher in the 111th Congress Change: Brother, Can You Spare a Dime?

By Dave Gatton and Dustin Joyce

So many changes are occurring that it's tough to keep track. The nation elects a new president and both the House and Senate turn decidedly Democratic. The Bush Administration continues its bailout of the financial sector as the nation faces its toughest economic crisis since the Great Depression. The Big Three automakers need life support and come hat-in-hand to Washington. Proposals to stimulate the economy abound, some as high as \$700 billion (although it is important to note that the President-elect has not made public his figure). A terrorist attack in Mumbai reminds us that the world remains a dangerous and volatile place.

In the midst of all these events around the world, it would be easy for us to lose focus on the FAMA/FEMSA Governmental Affairs Committee's mission—helping to improve the capabilities of the nation's fire and emergency services which play a critical role in the everyday life of every American. The 20 million fire and emergency calls that are made every year serve as a key safety net for Americans and our way of life. And right now, we need every ounce of security and sense of wellbeing that we can muster.

So while we have had a successful year on two major fronts—increased federal funding for both the Assistance to Firefighters Grants and SAFER and reauthorization of the U.S. Fire Administration—our job is not close to being done. Next year we face the reauthorization of the Fire Grants program; an uncertain budget climate as federal deficits reach staggering levels; and many new congressional members who need to be educated on the importance of the fire and emergency services to our communities.



For starters, let's make sure that incoming members of the 111th Congress know that FAMA and FEMSA members are an important part of their local economies and play an even bigger role in the national agenda to keep Americans safe by adequately equipping our first responders.

On page 9 we have listed the new Senate and House members (some seats are still contested through recounts). Continued national commitment to the U.S. Fire Administration, AFG and SAFER will depend on their support. Working with the broader coalition of first responders, it is our job to make sure they have the important facts and figures before them as they make decisions on budget priorities for next year. The FAMA/FEMSA GAC will continue to work with you throughout 2009 to achieve this end.

With that in mind and knowing your busy schedules, we want to encourage you to attend CFSI's 21<sup>st</sup> Annual Fire and Emergency Services Dinner in Washington on April 2, 2009, as an opportunity to meet with these new members. And we ask that you place on your 2009 calendar the combined FAMA/FEMSA annual meetings which this year will be held in Washington, D.C. on October 7-11—another opportunity to meet with members of the 111th Congress.

Hold on to your hats. Change is coming. Let's make sure it is change that benefits the first responder community.

On a personal note: Over the past two years, it has been our privilege to work with Bob Kreps and Steve Lawrence, co-chairs of the GAC along with John Granby. Bob and Steve will be stepping down as co-chairs next year. Through their leadership, the GAC launched many new initiatives, including Home Day, *10 Key Facts About the Fire Service and Industry*, FireGrantData.com, and our strategic efforts to educate Congress on the importance of first responders. Bob and Steve, thank you for your incredible and long-lasting contributions.



## Freshman Representatives

D	R	DISTRICT	NAME
•		AL 2	Bobby Bright
•		AL 5	Parker Griffith
•		AZ 1	Ann Kirkpatrick
	•	CA 52	Duncan D. Hunter
•		CO 2	Jared Polis
•		CO 4	Betsy Markey
	•	CO 6	Mike Coffman
•		CT 4	Jim Himes
	•	FL 15	Bill Posey
	•	FL 16	Tom Rooney
•		FL 24	Suzanne Kosmas
•		FL 8	Alan Grayson
•		ID 1	Walt Minnick
•		IL 11	Debbie Halvorson
	•	IL 18	Aaron Schock
	•	KS 2	Lynn Jenkins
	•	KY 2	Brett Guthrie
	•	LA 6	Bill Cassidy
•		ME 1	Chellie Pingree
•		MD 1	Frank Kratovil
•		MI 7	Mark Schauer
•		MI 9	Gary Peters
	•	MN 3	Erik Paulsen
	•	MS 3	Gregg Harper
	•	MO 9	Blaine Luetkemeyer

D	R	DISTRICT	NAME
•		NV 3	Dina Titus
•		NJ 3	John Adler
	•	NJ 7	Leonard Lance
•		NM 1	Martin Heinrich
•		NM 2	Harry Teague
•		NM 3	Ben R. Luján
•		NY 13	Michael McMahon
•		NY 21	Paul Tonko
•		NY 25	Dan Maffei
	•	NY 26	Chris Lee
•		NY 29	Eric Massa
•		NC 8	Larry Kissell
•		OH 1	Steve Driehaus
•		OH 16	John Boccieri
	•	OH 7	Steve Austria
•		OR 5	Kurt Schrader
•		PA 3	Kathy Dahlkemper
	•	PA 5	Glenn Thompson
	•	TN 1	Phil Roe
	•	TX 22	Pete Olson
	•	UT 3	Jason Chaffetz
•		VA 11	Gerry Connolly
•		VA 2	Glenn Nye
•		VA 5	Tom Perriello
	•	WY at large	Cynthia Lummis

- Three races remain too close to call with absentee and provisional ballot counts pending: California 4th, Ohio 15th and Virginia 5th.
- The open seat race in Louisiana's 4th congressional district was delayed to December 6 by Hurricane Gustave. It will take place between Democrat Paul Carmouche and Republican John Fleming.
- The race in Louisiana's 2nd congressional district was also delayed to December 6. It is between incumbent Rep. William Jefferson (D) and Ahn "Joseph" Cao (R). Jefferson is heavily favored, but is currently awaiting trial on corruption charges.

## Freshman Senators

D	R	STATE	NAME
•		Alaska	Mark Begich
•		Colorado	Mark Udall
	•	Idaho	Jim Risch
	•	Nebraska	Mike Johanns
•		New Hampshire	Jeanne Shaheen

D	R	STATE	NAME
•		New Mexico	Tom Udall
•		North Carolina	Kay Hagan
•		Oregon	Jeff Merkley
•		Virginia	Mark Warner

- Seats in Minnesota and Georgia are still being contested, it is possible that there may be two more freshmen senators once the process is complete.
- President-elect Barack Obama and Vice President-elect Joe Biden's seats will be filled by appointment by the Governors of Illinois and Delaware.

## FAMA / FEMSA Canadian Governmental Committee (CGC)

Submitted By: Bruce Whitehouse, Past-Chair

The fall of 2008 saw a number of developments on the Canadian side of our GAC. Special thanks go to Stephan Thibault and Brian Nash for stepping up to take on the roles of chair and vice-chair respectively. This transition helps to ensure an effective succession plan as well as introduce new ideas and energies into the leadership.

A key development during the fall was increased communications with the Canadian Association of Fire Chiefs. To promote partnership and to avoid confusion with the existing CAFC committees and initiatives, we agreed to simplify our name. As shown above, it is now the FAMA/FEMSA Canadian Governmental Committee, or CGC in the short form.



As reported in our fall newsletter, Fire Fighting in Canada stepped up to the plate and organized a nationwide survey of fire apparatus, equipment and training. The results are now being collected and prepared for a summary. More news on this in the spring.

I noted earlier that the committee has been strengthened by Stephan and Brian taking on the roles of chair and vice-chair. But it is important to recognize that no committee chair can function effectively without the strong support of committee members. I am grateful for all those who participate in our conference calls and who continue to provide input and energy through their regular contributions.

I look forward to continuing to work as part of the CGC to being able to work with and help the Canadian fire service raise awareness of funding requirements at all levels of our governments.

## Austin and Caldwell Honored: 2008 Spirit of Excellence Awards

Lynnfield, MA, November 21, 2008 - The Governmental Affairs Committee of the Fire Apparatus Manufacturers' Association and the Fire and Emergency Manufacturers and Services Association recently presented the *Edward H. McCormack, Jr. Spirit of Excellence Award* to Mr. Steve Austin, Director of Government Relations for the International Association of Arson Investigators and to Mr. Alan Caldwell, Manager, Government Relations for the International Association of Fire Chiefs.

FAMA/FEMSA GAC presented the *Edward H. McCormack, Jr. Spirit of Excellence Award* to honor Austin and Caldwell for their many years of commitment to the American Fire Service. In presenting each award to Austin and Caldwell, GAC Co-Chair Steve Lawrence described "Big Ed" McCormack's dedication to the American Fire Service. Lawrence said, "With McCormack's spirit in mind, the FAMA/FEMSA GAC applauds you as a fellow 'beacon in our hearts' for your achievements, and honors you with the Edward H. McCormack, Jr. Spirit of Excellence Award."

**Steve Austin** is a fire service consultant specializing in political and organizational issues that impact the delivery of emergency services. He was with State Farm Insurance Company's fire, arson and life safety issues for over 30 years and is a life-member of the Aetna, Hose Hook and Ladder Company, Newark, DE, past president of the New Castle County DE Volunteer Firemen's Association and was president of the Delaware Volunteer Firemen's Association. Austin was appointed by the United States Fire Administrator to the National



*l-r: John Granby, Steve Austin, Steve Lawrence, Sean Carroll (CFSI)*

Juvenile Fire setter/Arson Partnership. He participated in the Leadership Team of the National Highway Incident Management Coalition, chaired the NFPA Technical Committee on Fire Investigator Professional Qualifications and is on the NFPA Correlating Committee on Fire Service Professional Qualifications, twice chaired the Congressional Fire Services Institute National Advisory Committee (NAC) and named "CFSI Fire Service person of the Year" in 1996.

In 1998 Austin was Chair of Federal Emergency Management Agency's "Blue Ribbon Panel" to review the operation of the United States Fire

Administration and the National Fire Academy. He has served on advisory committees and panels for the Bureau of Alcohol, Tobacco and Firearms, the National Fire Academy, the United States Fire Administration and the Federal Emergency Management Agency. Steve received the IAFC President's Award for his commitment to the fire service. Steve was named as a Senior Fellow at the George Washington University Homeland Security Policy Institute.

**Alan Caldwell** - After serving in the military, Caldwell's career included working for two Fortune 500 companies in management and government relations. He was Director of the Washington Office for the Alliance for Fire & Emergency Management prior to joining the International Association of Fire Chiefs in 1996 as the Director of Government Relations.

Caldwell is a former volunteer chief with Fairfax County Fire & Rescue Department and former chief and board of trustees for the Dunn Loring Volunteer Fire Department, Fairfax County, VA. Caldwell's commitment to furthering the professionalism and raising political awareness of the fire and emergency services won him the Dennis Duffy Citizenship Award from the Fairfax Bar Association, the Fire Chiefs Award of Fairfax County and the prestigious Mason Lankford Award from the Congressional Fire Service Institute and Motorola.

The *Edward H. McCormack, Jr. Spirit of Excellence Award* was initiated in 2006 by the FAMA/FEMSA GAC to celebrate Mr. McCormack's 40 years of dedication to the American Fire Service through training and education. Of McCormack's many accomplishments, one of his proudest was his charge to pass legislation that led to the creation of the Massachusetts Fire Training Academy in the mid-1960s. Through that effort, McCormack learned quickly about politics, the importance of working behind the scenes with appropriate stakeholders and soon became one of the most respected fire service advocates in the country. In 1974, McCormack was one of the writers of legislation that created the United States Fire Administration and the National Fire Academy. "Big Ed" McCormack, who died in April 2006, was a man ahead of his time who had extraordinary vision...in spirit, action and deed. For his leadership through service to others, compassion for his fellow man, and his perseverance, Ed McCormack was truly a beacon in the heart of the American Fire Service.



*l-r: Steve Lawrence and Alan Caldwell*

## || CHANGING OF THE GAC GUARD

By: Karen Burnham

As we say “farewell” to 2008, likewise we bid our best wishes and an enormous amount of thanks to two key drivers of the FAMA/FEMSA Governmental Affairs Committee (GAC).

### Robert “Bob” Kreps

In the spring/summer of 2008, Bob Kreps, FAMA’s GAC Co-Chair, announced his December 31<sup>st</sup> retirement from Hale/Class 1. Bob had held the co-chair position for three years, taking over from John Szykiel in 2005. (John was a key figure who, with Steve Lawrence (then FEMSA Board Member) convinced the FAMA and FEMSA Boards that combining the efforts of both associations for a stronger voice in Washington was the right thing to do for our industry.) Bob attacked his responsibilities to the GAC head-on and brought a dedicated attitude and true professionalism to the committee, carrying on the business structure enacted by his predecessor. In honor of his tireless efforts, Bob was presented the inaugural *Lynn Powell Special Award* at the fall/annual meeting banquet in Tucson. The commendation accompanying the award says it all:

*On behalf of the Governmental Affairs Committee (GAC) of the Fire Apparatus Manufacturers’ Association (FAMA) and the Fire and Emergency Manufacturers and Services Association (FEMSA), it is with great honor and pride that we present to you*



### The Lynn Powell Special Award

*Lynn Powell truly was a special person. During her over 25-year career in the fire service industry, Lynn prided herself to stay one step ahead, anticipating the needs of others. Known for her organizational skills and “take charge” attitude, she motivated her co-workers with an unselfish “can do” spirit. She had a zest for life and passionate resolve for her children, grandchildren, relatives and friends – a loving and exceptional woman.*

*The GAC would not be where it is today without Lynn’s contributions. This commendation is a testament to Lynn’s approach to life, and will be the standard for all GAC fellows.*

*Bob, as a committee co-chair, you have accelerated the efforts of the GAC over recent years through your wisdom and leadership. Your keen business sense and eye for excellence have been critical in building relationships with key industry stakeholder organizations and providing extraordinary insight to FAMA and FEMSA member companies.*

*Members of the FAMA/FEMSA GAC are privileged to have worked with you, and applaud you as the inaugural recipient of this Special Award in honor of Lynn Powell.*

### Steve Lawrence

On November 6, 2008, Steve Lawrence announced to the FEMSA Board of Directors his resignation from the Board including his co-chairmanship of the GAC, effective immediately. Steve had accepted a wonderful career opportunity, but it was outside our industry. The silence in the room was so deafening that it hurt. This was an emotional and bitter-sweet moment for Steve and the Board.



Steve was elected to the FEMSA Board in the fall of 2000. At the end of each three-year term, he earned the respect of the membership to be re-elected for yet another three years (in 2003 and in 2006) with his current term to end in 2009. Throughout these years, Steve became the “gentle giant” among his colleagues ... always going to the nth degree to be sure his assigned tasks were completed and completed well.

Steve found his niche in FEMSA when he connected with John Szykiel back in the fall of 2000 in Nashville, Tennessee, in an effort to merge the governmental affairs committee of FEMSA with that of FAMA, ultimately forming the joint GAC. From that point on, Steve was unstoppable. His knack for political correctness and ability to sneak through doors none of us would dare, is a talent few have. The first “Hill Day” that Steve helped orchestrate in short order was the foundation of great relationships and partnerships that the GAC has since developed.

Within a year’s time, the FAMA/FEMSA GAC became an incredibly strong and powerful group of intelligent and dedicated individuals helping to represent the interest of FEMSA and FAMA members in Washington, DC.

The strong foundation that both Bob Kreps and Steve Lawrence have shaped for the GAC will continue to cure over time through existing and new leadership. Although they will both be missed, they have left the GAC in good hands. John Granby, on behalf of FEMSA, will continue his role as a GAC co-chair, and he is joined by FAMA’s new co-chair, Mike Power.

### Mike Power

Mike Power currently serves as Director, Government and Homeland Security Business Development in Oshkosh Corporation’s Washington, DC office. He assists in managing federal business development and government affairs activities for the company and its subsidiary, Pierce Manufacturing Inc.



Mike is an attorney, previously serving as Chief Counsel for the Republican Staff of the House Committee on Homeland Security from 2006 to 2007. He has served in various legislative and legal positions in Washington, DC since 1996, and resides with his wife and two children in Great Falls, Virginia.

Members interested in getting involved in the Governmental Affairs Committee may contact

Mike Power	- or -	John Granby
(703) 525-8416		(937) 415-2843
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# COST SEGREGATION FOR MANUFACTURERS

By: Mark Lauber, and Brian Cameron, Paradigm Partners

**M**ost Manufacturers that own or lease commercial property fail to take advantage of cost segregation, a tax reduction strategy that could generate substantial savings in federal income taxes.

Building costs are generally classified for Federal Income Tax purposes into three categories. Each has a different depreciation recovery period and depreciation method under the Modified Accelerated Cost Recovery System ("MACRS"):

1. Tangible Personal Property: 5 or 7 Years 200% Declining Balance
2. Land Improvements: 15 Years 150% Declining Balance
3. Real Property: 39 Years Straight-Line

A Cost Segregation Study will help you identify items that should be properly classified as tangible personal property or land improvements, rather than real property that is depreciated over 39 years. The tax benefits begin in the first tax year and continue throughout the depreciable life of the identified assets.

Manufacturers that own their manufacturing facility could classify the cost of certain equipment foundations, exhaust and ventilation systems, security systems and electrical distribution as tangible personal property. Certain site improvements such as landscaping, underground utilities and site lighting could qualify as land improvements.

## Some Example Benefits

For a Light Manufacturing company, on average 20% to 40% of the eligible costs can be reclassified to Tangible Real Property and Land Improvements.

For example, if the value of the facility is \$4,000,000 then from \$800,000 (20% of \$4,000,000) to \$1,600,000 (40% of \$4,000,000) would be eligible for reclassification to personal property with depreciation lives of 5, 7 or 15 years instead of 39 years. The actual tax benefit would depend on the amounts allocated at 5, 7 or 15 years.

For a Heavy Manufacturing company, it's even greater. On average 30% to 60% of the eligible costs can be reclassified to Tangible Real Property and Land Improvements.

## Heavy Manufacturing Company Example

The property consists of a single story manufacturing facility and a connected two story office building totaling about 502,500 square feet. The steel framed structure is enclosed and roof construction consists of a metal roof system. The ceilings are suspended acoustical and open roof panels. The manufacturing facility includes rest rooms, individual and open office work space, manufacturing area, and warehouse. There is a year round heating, ventilating, and air-conditioning system in the office and gas unit heater in the warehouse and manufacturing areas.

Land improvements include asphalt and concrete paving, concrete curbing, site signage, under ground utilities, guard house, truck scale, chain link fence, traffic gate, diesel fuel pump, diesel storage tank, concrete equipment platform, pre-cast concrete wheel stops, site and parking lot lighting, and general landscaping with irrigation.

The property has a cost basis of \$ 6,119,256 and was acquired and placed in service in 2005.

Tax Benefits Summary

Cost Basis: \$ 6,119,256

Cost Reallocated: \$ 2,010,902

Reallocation Percent: 32.9%

1st Year Deferred Tax: \$ 71,732

Total Deferred Tax: \$ 317,250

As a result of this Cost Segregation Study, the manufacturer was able to reallocate \$2,010,902 or 32.9% of the assets to shorter recovery. The projected tax benefits on a Net Present Value (NPV) basis were projected to be a total of \$317,250 and a first year tax benefit of \$71,732.

Another benefit is a Cost Segregation Study does not require amending your tax returns. All that is needed is to use a Form 3115, Application for Change in Accounting Method, the next time you file, even on a quarterly basis.

## Qualification Parameters

Here is a general list of parameters to determine if your company would benefit from a Cost Segregation Study. You are:

- A For Profit company
- Profitable (adequate tax liability to offset the potential benefits)
- Cost Basis for your facility (not including land value) exceeds \$500,000
- A C-Corp or you have active shareholders
- Planning to keep the facility for at least another two years.

## Who Should Conduct Your Study?

Knowing the difference between Tangible Personal Property, Land Improvements and Real property is critical. So is the ability to support and document the decisions. That's why you need expert advice. Identifying items to be reclassified is only half the battle. The other half is to determine the costs legitimately associated with each item.

The complication is locating single-item costs. For example, suppose you know that a portion of your facility's electrical distribution for specific equipment should be reclassified. The electrical contractor's costs for the job are bundled into a single number. That's the problem. How do you identify the costs for that portion of your facility's electrical distribution for that specific piece of equipment?

Professionals are needed who can unbundle the costs and assign them appropriately – not only the direct costs, but also a portion of any indirect costs such as architect fees, engineering fees, permits, bonds, etc.

Choose a consulting firm that has the experienced professionals that have the knowledge of construction methods, engineering and Internal Revenue Code including the applicable Tax Court Cases and Revenue Rulings. Their expertise should include the ability to read blueprints and fully understand construction materials, costs and taxation. A firm that provides audit defense as part of their fee shows confidence because they take any risk away from you.

## Summary

There is hidden money in your manufacturing facility. A Cost Segregation Study can uncover that hidden money and provide a great tax benefit to you. Contact a consulting firm and ask for a free estimate of your benefits and the associated fee to conduct the study.

## About the Authors:

The authors are Mark Lauber, VP of Marketing at Paradigm Partners and Brian Cameron, Executive Vice President at Paradigm Partners. Paradigm Partners is a national tax consulting firm specializing in the R&D Tax Credit and Cost Segregation Studies. Mark's email is [MLauber@ParadigmLP.com](mailto:MLauber@ParadigmLP.com) and his phone number is (281) 558-7100. Our website is [www.ParadigmLP.com](http://www.ParadigmLP.com).

## || "ALL IN THE FAMILY"

### Secrets of Highly Successful Private Companies

By: Mike Henning

Recent surveys indicate the greatest challenge for business owners today is competition. This out-scored regulations, taxes and labor cost. In the same surveys, those who indicated they have a written business strategic plan totaled 31 percent. That leaves 69 percent not planning for the future of their companies, but simply hoping against hope that "a good plan would come together."



In a time of fierce competition and an uncertain economy, business owners and top management are searching for methods to truly out-think and out-manuever the competition. Books are being written by the dozens, but most seem to repeat what was written in past decades. However, one book is different. Good to Great by Jim Collins has a few ideas from his extensive research that make his book a must read.

Our experience indicates people who are accustomed to planning in the past, will continue to plan for the future of their companies, and do it extremely well, consistently, in a timely fashion and follow-up with implementation and accountability. We have discovered the key to success is working to create a plan with meaning for the planners, their support people and employees. Clearly, the secret is simple (not necessarily easy). It is planning for the future of the business on a consistent basis and creating a workable plan. We know owners and management teams that will allocate up to 2 percent of their working hours for planning purposes. Indeed, this is called "creating a culture of CHANGE."

#### What Goes Into a Workable Plan?

Both strategic planning and strategic thinking go into a workable and usable plan. Let me explain. Once the owner/president selects the 6 to 8 people to make up the planning/thinking team, a place for the two-day meeting is chosen, and we ask members of the team to answer sixteen questions in preparation for our sessions. These questions prepare the team members to think strategically, discuss the future of the company and evaluate the environment in which it might operate.

Team members are prepared to discuss the answers to these sixteen questions of which the lion's share deal with the future direction of the company, how it will look 3, 5, or 7 years from now, what it will be doing and how it will do it. The combined answers to many of these questions (see a sample of questions at end of article) deal with strategies for the company in the future from an operational and environmental viewpoint. Once complete, the answers to these questions will lead the group directly to its vision or mission for the company.

#### Strategic Thinking

Strategic thinking is the process that seems to go on inside the mind of most company owner/presidents as well as other key people that help them determine the "appearance" of the organization at some point in the future. The composition of the company may clearly be different than it is today. This process reminded me of a painter I watched do his paintings on stage in front of a large audience as part of their entertainment that evening. This artist would begin by painting 80 percent of a celebrity, then continue to complete

the person so all could identify it. He wasn't finished at this point because he could go forward and make a few small/large changes, and what was once Jerry Lewis became Steve Martin or Liza Minelli. It is this picture or profile that will determine the direction, nature, and composition of the business. Decisions that "fit" within the parameters of this profile are implemented, and decisions that do not "fit" the profile are rejected.

It is this operational planning and the strategic planning that will lead the team members to actually perform strategic thinking about the company's future.

#### Creating a Culture of Planning/Implementing

Planning leads to change-which leads to communication-which leads to employee participation, implementation and growth. For example, one company I worked with several years ago initiated a planning and thinking process about their company, and how it might look 5 years down the road. At that time this mattress manufacturer had a plant in the Southwestern part of the country, produced, marketed and profitably sold thousands of units. Today, some 6 years later, the company is essentially out of the manufacturing business in the U.S. and has several plants in other countries where the mattresses are built and imported to the U.S. market. The original plant in the states now serves as an assembly plant for certain bedding products and a distribution center for accessories in bedding and bath products. The picture of the business has changed dramatically in just five short years. Growth has been terrific followed by higher margins.

The things that serve as physical indicators for a company's direction, strategy, and eventual look might include: its product catalog, the right people in the right positions for the company, the markets it serves, its competitors, customers, suppliers, its market segments, research and development budget, and facilities.

Most importantly, which products do the company continue to offer and discontinue? To which customers do we offer these products/services and which ones do we not offer them to? Which market segments do we seek and not seek? Which areas of the world/country/region do we pursue or not pursue? How many steps of distribution can our market and industry afford?

#### The End Result

The end result of strategic planning must produce a very clear profile of the products, customers, market segments, and geographic areas that the strategy of the business lends itself to and will receive emphasis, and those that will not receive emphasis in the future.

#### Sample Questions

- What would be the ideal customer mix for your company?
- What should your product/service mix be in three years?
- Define your company's "core competency" as specifically as possible.
- If I invested \$1 million in your company, what could I expect to be done with it?
- What major action needs to be taken to increase revenues?

*This article appeared in Mike Henning's Family Firm Advisor newsletter. For more information about receiving one free copy of our newsletter, visit us at our web site: [www.mikehenning.com](http://www.mikehenning.com), e-mail: [hfbcm@mikehenning.com](mailto:hfbcm@mikehenning.com). or call -- 217-342-3728. Mike Henning is a nationally and internationally respected consultant and speaker on family business issues.*

## || Member News

### Alexis Fire Equipment

[November 10, 2008] - Alexis Fire Equipment is pleased to announce the addition of three professionals to its sales staff

**Kevin Hunter** has many years of experience in sales and service, and is a member of the Fox Lake, IL Fire Department. Kevin will be covering McHenry, Lake, Cook, Du Page, Will and Kane (East of the Fox River) counties in Illinois. He will also cover Porter and Lake County in Indiana, and Walworth and Kenosha counties in Wisconsin. Kevin's addition will allow Alexis Fire Equipment to provide an even higher level of service for both your apparatus and equipment needs.

**Joel Schreiber** has 17 years of product and sales experience in the fire service industry. Joel will be providing unique product solutions in Peoria, Tazewell, Woodruff, McLean, DeWitt, Macon, Piatt, Champaign, and Vermillion counties in Illinois.

**Tony Birchfield** has 7 years of sales experience in the fire service industry, and is a member of the Cuba, IL Fire Department. Tony has a strong history of being a resource to his customers offering them multiple solutions for their needs. Tony will be covering Southern Fulton, Schuyler, Mason, Logan, Menard, Morgan, Cass, and Brown counties in Illinois.



### Crimson Fire

[November 26, 2008] Crimson Fire and Crimson Fire Aerials have strengthened their sales and marketing teams with the addition of three industry veterans who bring more than five decades of experience to the two companies.

"We are very focused on increasing sales and gaining exposure for our custom products in the emergency-rescue community," said William F. Doebler, vice president of sales and marketing for Crimson. "Over the past six months, we have been successful in attracting some of the leading sales talent in our industry. These additions give us significant strength and will allow us to continue to expand our growing network of dealers."

Crimson Fire recently added two new regional sales managers, **Jason S. Gerhardt** and **Craig "A.J." Kjendalen**. Jason will be responsible for dealer training, development and sales for the Midwest while Craig will have the same duties for the North/Central region of the country. Both will work to increase market share for Crimson and its line of custom pumpers, rescues, quick-attacks and other emergency-rescue vehicles.



Gerhardt



Kjendalen

Jason began his career as a regional sales manager with Quality Fire Apparatus, the predecessor company to Crimson Fire. He later worked as a sales application engineer for Crimson, focusing on internal sales. He also has sales and marketing experience with American LaFrance LLC and S&S Fire Apparatus.

A.J. joined Crimson most recently from Seagrave, where he served as an internal sales specialist. In addition to running his own company, DesignTech Sign and Monument Co., he also handled sales for Welch Fire Equipment and Elite Fire Apparatus.

Crimson Fire Aerials recently doubled its national sales staff with the addition of **Anthony M. Mastrobattista**. Tony brings more than three decades of product development, sales and dealer training to his new role with CFA. He will handle the northern half of the United States and Canada, providing direct sales, dealer support and dealer training and development in concert with Jack Bailey, CFA's longtime national sales manager, who will now handle the southern half of the United States including South America.

Prior to joining Crimson, Mastrobattista served as national sales training manager for the LTI division of American LaFrance. He also served in positions of increasing authority since 1978 with Ladder Towers, Inc. and its successor companies before LTI was purchased by American LaFrance.

With these additions, Crimson Fire has increased their strength with regard to a presence in outside sales with a total of six Regional Sales Managers to assist dealers and end users.



### Crash Rescue Equipment Services, Inc.

[December 3, 2008] Due to its continued growth, Crash Rescue Equipment Services, Inc. is pleased to announce the following organizational changes: Kevin Ashton has assumed the office of Chief Executive Officer; Troy Padgett has accepted the role of Vice President of Operations; and Robert Conley has moved to Vice President of Sales and Marketing. Kevin Ashton, the new CEO of Crash Rescue, said, "I'm excited to be a part of such a dynamic and innovative company who has always been a market leader in the fire apparatus world."

In addition to the executive appointments, three key roles have been added to the Crash Rescue team in 2008. Mary Cruz has been hired as the new Manager of Human Resources. Karin Oxtoby has been hired to be Crash Rescue's new Sales Coordinator and Robin Brown will be the new Marketing Coordinator.

### Eagle Compressors

[October 13, 2008] **Eagle Compressors, Inc. hires David Pelczarski as Marketing Specialist**

Anthony M. Gonzalez, General Manager of Eagle Compressors, Inc., has announced that David Pelczarski has joined the company as Marketing Specialist. In this position, Pelczarski is responsible



for all the marketing projects that will help propel Eagle Compressors, Inc. in the competitive world of breathing air compressors. Pelczarski brings with him nearly 15 years of marketing and design experience for clients like Mitsubishi EDM, United Way and Lions Club International. He holds a Bachelor's Degree in applied art from Columbia College of Chicago.

"Dave's experience in marketing and design makes him an ideal Marketing Specialist for Eagle," said Gonzalez. "He has extensive experience with his past clients and we are pleased to have Dave on our team as Eagle continues to grow."

### **ECCO Group**

#### **[October 30, 2008] ECCO Group Acquires Preco Safety Products; Receives Supplier Award**

ECCO Group has announced its acquisition of Preco Safety Products of Boise, ID. For more than 40 years, Preco back-up alarms have been used for construction and over-the-road OEMs, including fire truck and ambulance builders, and most major aftermarket distributors. ECCO Group will use the Preco brand name, which has become synonymous with world-class design, innovation and manufacture of vehicle warning products. This move will encourage the expansion of ECCO Group's existing commercial and emergency lighting product lines as well as back-up alarms.

**[September 1, 2008]** Leo Connolly of Daimler Corporation personally presented ECCO/Preco Safety Products with the 2007 Masters of Quality Supplier Award For Excellence. This award was presented in appreciation and recognition of superior quality parts provided during the past 12 months. Proud to accept the award was Chris Thompson, President/COO of ECCO/Preco Safety Products in Boise. This is not the only recognition Preco has received involving quality achievement. Preco has also achieved a 50 PPM quality level in 2007, placing Preco in an elite, but growing, class of PACCAR suppliers.

### **Elkhart Brass Manufacturing Co.**

#### **[October 2, 2008] Elkhart Brass Undergoes Another Expansion ... includes both personnel and building**

After more than 100 years in business, expansion is nothing new at Elkhart Brass. Continuing its tradition of leadership in the firefighting equipment industry, Elkhart recently announced the completion of the Engineering Wing at its corporate headquarters and a staff expansion to fill it.

"As part of our on-going efforts to innovate and exceed customer expectations on new products, Elkhart Brass recently re-structured its engineering department," stated Todd Lozier, Director of Engineering for Elkhart Brass. "Today, we're proud to announce hiring for two of our new engineering management positions and a core staff position."

Steve Bollinger has been hired as the Industrial Systems Product Manager. Steve comes from a primarily automotive engineering background. He has been awarded seven patents and has extensive experience with international customers and new product concepts. Steve's prior employers include Siemens and Federal Mogul, where he held positions in both Program and Engineering



Management. He has a Bachelors of Science in Mechanical Engineering and is a registered Professional Engineer, licensed in five states.

Bob Sutton has been hired as the Firefighting Nozzle Products Manager. Bob has worked in a variety of long-term, engineering leadership positions with the Robert Bosch Corporation. Additionally, he has held several other senior staff positions in other firms with specialized product lines. Bob holds a Bachelors of Science in both Mechanical Engineering and Aerospace Engineering, in addition to being a licensed Professional Engineer.

Michael Keim has been hired as a Product Engineer. Prior to coming to Elkhart Brass, Michael was a Senior Industrial Design Engineer with Monaco Coach Corporation and has held a succession of engineering positions within the Monaco Corporation. Michael has a Bachelor of Science in Computer Aided Drafting and Design Technology.

The new engineering team members will be located in the re-modeled and expanded Engineering Wing at the corporate headquarters in Elkhart, Indiana. Other recent Elkhart Brass building expansions include: the March 2007 unveiling of a new front office addition, complete with a product showroom and training classroom area, and the fall of 2006 completion of the new 24,000 square foot, state-of-the-art, testing facility.

### **Hannay Reels**

#### **[December 1, 2008] Hannay Moves Into New Addition**

Hannay Reels has now moved into the upper level of its new 44,000 square-foot addition on the south end of the company's Westerlo, NY property. Employees have gained some much-needed additional space for fabrication, hose installation, and outbound shipping.



## || Member News continued

A new paint oven and conveyor system are centerpieces of this expansion, more than doubling production capabilities while improving the durability of reel finishes. Over the next several months, additional departments will begin occupying the lower floor of the new building.

### Horton Emergency Vehicles

**[December 1, 2008]** Horton Emergency Vehicles is proudly beginning its 41<sup>st</sup> year of operations having just celebrated its 40<sup>th</sup> Anniversary!

Started in 1968 by Carl Horton, Horton Emergency Vehicles originally built van style ambulances for the emerging emergency medical services. In 1973, Horton Emergency Vehicles became the first manufacturer to offer an “all aluminum” modular style ambulance body.

Approximately two decades later, Horton Emergency Vehicles decided to focus on the manufacture of modular style ambulances and rescue vehicles.

Horton Emergency Vehicles experienced continual growth until it outgrew its production facilities in Columbus, OH.

In 1992, Horton Emergency Vehicles moved to its current production facilities in Grove City, Ohio, a Columbus suburb. A recent addition to the production facilities in Grove City brings the current plant size to approximately 175,000 square feet.

Horton Emergency Vehicles continues to be an innovation leader in the emergency vehicle industry.

### Oshkosh Corporation

**[September 18, 2008]** **Oshkosh Corporation Fire & Emergency Segment Announces Executive Promotions – to Drive Global Expansion**

Oshkosh Corporation (NYSE:OSK) announced today two key executive officer promotions impacting its Fire & Emergency segment. Thomas D. Fenner has been promoted to the newly created position of executive vice president of Global Manufacturing Services for Oshkosh Corporation. Simultaneously, Wilson R. Jones has been promoted to executive vice president and president of the Fire & Emergency segment. The changes are effective Oct. 1, 2008.

“These executive changes will drive our ongoing efforts to maximize the corporation’s operational efficiencies, facilitate global expansion, and continually improve customer responsiveness and new product development,” said Robert G. Bohn, Oshkosh Corporation chairman and chief executive officer. “Both executives are tremendous assets to our organization and will be leaders in shaping our future growth strategy.”

Fenner will be responsible for improving operational excellence throughout all domestic and international manufacturing facilities across the corporation’s four business segments – Access, Defense, Fire & Emergency, and Commercial. He will spearhead activities to continually improve operational efficiencies, drive lean initiatives, balance production levels and inventories with market demands, improve quality and delivery performance, and expand Oshkosh Corporation’s global production capacity.

Fenner most recently served as executive vice president and president of the Fire & Emergency segment. He has held several key executive positions primarily in the area of operations since joining the company in 1982. Fenner will continue to serve as a principal officer of the Corporation.

Concurrent with Fenner’s appointment, Jones has been promoted to direct the overall operations of the Fire & Emergency segment consisting of the Pierce®, Oshkosh® Airport Products, Medtec®, Jerr-Dan®, BAI™, Oshkosh Specialty Vehicles, Frontline™ and SMIT™ brands. He will be responsible for developing and executing the segment’s growth strategies, and continually improving customers’ experience with segment products and aftermarket support.

In addition to his new role, Jones will continue to serve as president of Pierce Manufacturing Inc. where he is responsible for Pierce fire apparatus, Medtec ambulance production and distribution. He joined Oshkosh Corporation in 2005 as vice president and general manager of the Airport Products business unit.

Both Fenner and Jones will report to Charles L. Szews, Oshkosh Corporation president and chief operating officer.

### Plastisol Composites NA

**[December 2, 2008]** **Plastisol Composites Announces Factory Opening**

Alan and Richard Saulsbury, former owners of Saulsbury Fire Rescue in Preble, announce their return to the fire apparatus industry with their new manufacturing facility located in the Groton Industrial Park, Tompkins County, New York. The new company, Plastisol Composites North America, is a joint venture with Plastisol BV located in The Netherlands. Bodies and cab components constructed from composite materials will be distributed throughout North America through established emergency vehicle builders and dealers.

Production is under way on bodies, tanks and cabs for fire trucks made from high strength, non corrosive composite materials. The new facility has 20,000 square feet of production space with an attached 2,500 square foot office building and incorporates the latest in manufacturing technologies. The site has land available to add additional manufacturing and storage capabilities. There are currently 10 employees (with three coming from the former Saulsbury Fire Rescue) at the new facility. There are plans to have a staff of 30 in the near future.

### RealWheels Corporation (RWC)

**[December 3, 2008]** Chicago area manufacturer RealWheels Corporation (RWC) has enlisted the help of one of America’s legendary rock bands “CHEAP TRICK” to help launch their new I.D.E.A. Division.





The I.D.E.A. division (Innovative Design & Engineering Applications) works with companies at the OEM level, creating new product designs, innovative vehicle enhancements, and quoting on existing parts and components. As part of the launch, the Project Vehicle Team at RWC created a rock-music themed promotional vehicle that will visit trade events, auto shows and other promotional functions throughout the next 12-18 months.

RWC, MTV Games, and close to 30 additional sponsors combined their efforts in creating this extremely interactive example of vehicle customization, unique products and trim accessories. The vehicle was unveiled in Las Vegas in November of 2008, and its next appearance is scheduled for the Consumer Electronics Show in January of 2009.

### Rosenbauer America

**[November 7, 2008]** In mid October Doug Feldman was appointed the new Western Regional Manager. His responsibilities include supporting the dealerships in California, Arizona, Nevada, Utah, Oregon, Washington, Idaho and the extreme western portion of Montana. Doug will continue his direct account responsibilities with State and Federal accounts in the west.

Feldman embarked on his fire industry career after his graduation from California State University at Fullerton in 1983 with a BA in Business Administration. Doug first entered into the sales and marketing field in the petrochemical industry where he held various sales and management positions over his 17 year career in California and Texas with Baker Hughes, a large oil service company.



In 2000 Doug headed west from Texas to purchase a small apparatus builder in Sacramento. After the unsuccessful acquisition of Westates, he and his partner founded Placer Fire Equipment in 2002 and obtained several contracts with the State of California.

A few years later, Doug joined the Rosenbauer team and has been with them for almost three years managing state and federal contacts in California. He is extremely excited about the opportunity he has working with the professional group of dealers in the Western Region.

"We have a tremendous opportunity for massive market share advances," said Feldman. "I am so impressed with the support and product diversity we have to offer our customers from the Rosenbauer team; it's truly unparalleled in our industry."

Doug will continue to work out of the Sacramento office.

### Setcom Corporation

**[November 12, 2008]** Setcom Corporation ([www.SetcomCorp.com](http://www.SetcomCorp.com)), an industry leader in communications systems and accessories for police motorcycles, fire apparatus, and other public safety and military vehicles, announced the decision to relocate corporate headquarters to Austin, TX, from Mountain View, CA, effective January 5, 2009.

The relocation will enable improved service and support for customers throughout the United States and in 20 countries around the world by operating from the Central Time Zone. In addition, a lower cost of doing business

and access to a strong workforce in the Austin area will allow the Company to continue to provide high-quality products assembled in America at competitive prices.

Further information will be forthcoming to customers and dealers so that the company's 38 years of trusted service will not be interrupted.

### Tempest Technology

**[November 24, 2008]** **New Regional Sales Manager, Aaron T. Simmons**

Effective October 6, Aaron Simmons joined Tempest with five years of experience selling fire fighting equipment as well as experience selling fire vehicles. He was most recently employed by ESI Equipment, Inc., selling and supporting Holmatro Rescue Tools in Pennsylvania, New Jersey, Delaware and W. Virginia.



Aaron has been a member of the Moon Township Volunteer Fire Company since 1993 and is currently a Firefighter/Paramedic. He will be relocating to the Dallas/Ft. Worth area with his wife and two sons, a three year old and a two week old.

Aaron officially started Monday, October 6, and has been working closely with Tempest National Sales Manager Thomas Fox, and Tempest Regional Sales Managers Eric Lohse and Curt Johnson.

Aaron's territory will include all Tempest Technology accounts in AL, AR, KS, LA, MO, MS, NE, OK, TN, TX. He can be contacted for demos and dealer training.

### United Plastic Fabricating, Inc.

**[November 25, 2008]** **United Plastic Fabricating, Inc. (UPF) Presented Manufacturing of the Year Award**

The Wisconsin Fox Cities Chamber and Virchow, Krause & Company, LLP sponsor the Manufacturer of the Year Award, presented at the Chamber's



*From the left: Jane Howe, VP of Human Resources; Joseph Lingel, President and CEO; Marty Etteldorf, WI Plant Manager; George Goros, VP Manufacturing Operations; Jason Waeckerle, Plant Supervisor; Steve Gurgel, Plant Supervisor; Miguel Urbina, Line Leader; Blanca Juarez, Mechanical Assembler; and Scott Barkholtz, CNC Operator.*

## || Member News continued

Annual Meeting in October. With over 600 people present, United Plastic Fabricating was presented with the 2008 Manufacturer of the Year Award, in the medium-size company category.

Manufacturing has long been the backbone of the Fox Cities' economy, and as the national economy regains momentum, manufacturing industries are re-engineering their operations to establish themselves in the global marketplace. By honoring manufacturing firms, the Chamber draws attention to successful strategies and lean manufacturing practices.

Manufacturing awards are presented to small, medium and large firms, and special awards may be given at the discretion of the judges to recognize unique manufacturing practices or accomplishments. "It's humbling to receive the award," said Marty Etteldorf, plant manager at the Neenah, WI facility. "It is a direct reflection of our employees' commitment." Besides proximity to customers, Etteldorf said the "strong work ethic of people here in the Valley" is among the chief reasons UPF's Neenah facility is its largest.

"With our product ranging in size from 300 to 5,000 gallons, it can be a very large product," said George Goros, vice president of manufacturing operations for the company. "It just made sense to be closer to our customers."

When the 12,000-square-foot Neenah plant opened in 1991, UPF had eight employees. Today, the Neenah plant occupies 106,000 square feet and employs about 140 people. Overall, United Plastic Fabricating has 288 employees.

### W.S. Darley & Co.

[September 25, 2008] **W.S. Darley & Company Hires Stephen D'Agostino as Customer Relations Manager, Government Division**

Continuing to execute its strategic plan to increase federal government business, W.S. Darley & Company has hired Stephen D'Agostino to manage customer relations for the Government Division.



With more than 20 years of government acquisition and logistics experience in the fire and emergency services arena, D'Agostino will lead Darley's vendor and customer relations efforts for federal government business. He is filling a new position that was created due, in large part, to Darley's recent award for all five regions of a Tailored Logistics Support (TLS) Program for Fire and Emergency Services. The TLS program is a Defense Logistics Agency contract that provides worldwide support for Federal Agencies.

"Steve has impressed me for many years as an extremely accomplished acquisition specialist for the government," said Paul Darley, President and third generation leader of W.S. Darley & Company. "His expertise and business contacts will make Steve an invaluable addition to the Darley team."

Prior to joining Darley, Steve had a distinguished career at the Defense Logistics Agency. He was an integral part of the Fire and Emergency Services Prime Vendor Program at DSCP, where he excelled as an Acquisition Improvement Manager, a Customer Liaison Specialist and a Commodity Logistics Specialist. His previous experience as a Firefighter and Technical Rescue Specialist gave him tremendous insight into the needs of the customer that marked his career.

Steve is a member of the Bucks County Fire Chiefs and Firefighters Association, the Bucks County Technical Rescue Task Force, and the Southampton Fire Company.



On August 23, 2008, W.S. Darley held its own "Home Day" at its new plant in Itasca, IL. Pictured left to right: Peter Darley, John Morrissey (Republican Party Delegate), Congressman Peter Roskam, and Paul Darley

## || In Memoriam

FAMA is truly saddened to report the passings of:

**Denis Bramblette (September 18)** – formerly of *Responder Magazine*

**Heather Westphal (October 12)** – IAFC Membership Marketing Manager

**Dorothea McNamara (October)** – mother-in-law of Dave Gatton (GAC Consultant)

**Narcille Ferrara (November 26)** – mother of Chris Ferrara, Ferrara Fire Apparatus

May they rest in peace.

## || Thanks to Fire Engineering

**Fire Engineering**  
TRAINING THE FIRE SERVICE FOR 130 YEARS



Lyle Hoyt

Senior Vice President



Eric Schlett

Vice President—Fire Group



Chad Wimmer

Magazine Team Leader

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

# Safe Trucks Save Lives

**The facts** – There are approximately 40,000 fire apparatus in the U.S. built prior to the 1991 version of NFPA 1901. – That’s over 50% of the apparatus in service today.

The figures of those 40,000 apparatus:

- 10,000 units are older than 30 years
- 17,000 units are 20 – 29 years old
- 13,000 units are 15 – 19 years old

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**Most communities do not have 15 year old garbage trucks, police cars or school buses... So, why do we allow more than half of our firefighters to ride in vehicles older than 15 years?**

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## ***Annex D – You Can Live By It!***

NFPA 1901 Annex D addresses the problem of older vehicles that do not incorporate current features and safety standards. The annex recommends replacement of any vehicles that were built prior to 1979. It further recommends refurbishment or replacement of any vehicles built between 1979 and 1991. If units are refurbished and retained, they should be placed in reserve status.

Annex D helps fire departments determine if an apparatus is in need of upgrading or refurbishing.

Beginning with the 1991 edition of NFPA 1901, a number of significant safety features were incorporated into the standards: Fully enclosed riding areas, stronger aerial ladders, auxiliary braking systems, reflective striping, improved warning lights and no roof-mounted audible warning devices, to name a few.

By upgrading to equipment that meets the newer NFPA 1901 standards, you can significantly reduce the potential of serious injury or death sustained in accidents or operation of these vehicles.

## **Together we build safe fire and rescue apparatus that save lives**



## FAMA's 2009 FIRE SERVICE TRADE SHOW AND EVENTS CALENDAR

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**DEADLINE FOR NEXT NEWSLETTER**  
March 2, 2009

# FAMA FLYER

A Publication of Fire Apparatus Manufacturers' Association, Inc.



Show/Meeting/Contact	Date/Phone	Place
FDSOA Apparatus Specification/Maintenance Sym. Contact: Mary McCormack at FDSOA 508-881-3114	Jan 18-21	Orlando, FL
Fire Rescue East	Jan 28-31	Daytona Beach, FL
Firehouse World Contact: Mary Velline 800-827-8009	Feb 15-19 (Ex. Feb 17-19)	San Diego, CA
Southwest CAFS Seminar	Feb 26-28	Rosenberg, TX
Fire PPE Symposium	March 9-11	Charlotte, NC
Industrial Fire World	Mar 23-25	Beaumont, TX
Wildland Fire (IAFC) 703/273-0911	Mar 24-26	Reno, NV
EMS Today Conf. & Expo Contact: Ed Nichols 203-840-5968	Mar 24-28	Baltimore, MD
FAMA Spring Meeting	Mar 27-Apr 1	St. Augustine, FL
CFSI Fire Caucus Dinner	Apr 1-2	Washington, DC
Saskatchewan Fire Chiefs	Apr 23-26	Prince Albert, SA
FDIC - Fire Department Instructors Conference Contact: Lila or Nanci at Fire Engineering 888-TEL-FDIC	Apr 20-25 (Exhibits 23-25)	Indianapolis, IN
FAMA Tech. Comm.	Apr 26 ?	Indianapolis, IN
Ontario Fire Chiefs	May 2-6	Toronto, ONT
Station Style Conference by Fire Chief Magazine	May 3-6	Denver, CO
IAFC Fire-Rescue Med Conference	May 4-6	Las Vegas, NV
IAFC Eastern Division	May 14	York, PA
Penna. Fire Expo Tina Alexander at 717-464-3291	May 15-17	Harrisburg, PA
Alberta Fire Chiefs	May 23-27	Red Deer, ALB
Hazmat Response Teams Conference	May 28-31	Hunt Valley, MD
British Columbia Fire Chiefs	May 31- Jun 4	Namaimo, BC
Manitoba Fire Chiefs	Jun 4-6	Portage la Prairie, MB
Quebec Fire Chiefs	Jun 6-9	Rimouski, QUE
NFPA World Safety Conference	Jun 8-11	Chicago, IL
Fire 2007 (New York Fire Chiefs) 703-934-4700	Jun 11-13	Lake George, NY
IAFC Southeastern Division	Jun 18-20	Myrtle Beach, SC
New England Fire-Rescue/IAFC N. E. Division	Jun 18-20	W. Springfield, MA
Metro Chiefs Jun 21-25	Edmonton, ALB	
Health, Fitness and Safety Symposium (Phoenix FD)	Jun 23-25	Phoenix, AZ
Maritimes Fire Chiefs Conf.	Unk.	
IAFC Missouri Valley Division	Jul 9-11	Overland Pk, MO
Firehouse Expo: Contact: Mary Velline, 800-827-8009	Jul 21-26, (Ex. 23-25)	Baltimore, MD
Fire-Rescue International Contact: Sara Baeth at IAFC 443-627-2200	Aug 27-29	Dallas, TX
FAMA Tech Meeting	Aug 28 ?	Dallas, TX
Incident Management Symposium (Phoenix FD)	Sep 2-4	Phoenix, AZ
IAFC Southwestern Div.	Sep TBD	Little Rock, AR
New Jersey Firefighters	Sep 17-18	Wildwood, NJ
Pittsburgh Fire/Rescue & EMS Contact: Kelly Simon Productions 800-747-5599	Sep 18-20	Pittsburgh, PA
FDSOA Annual Conf. Contact: FDSOA 508-881-3114	Sep 21-25	Orlando, FL
Fire Rescue Canada	Unk.	
National Fallen Fighters Memorial Weekend	Oct 3-4	Emmitsburg, MD
Fall Meeting : FEMSA (8-9) FAMA (10-11)	Oct 7-11	Washington, DC
Firehouse Central/EMS Mary Velline, 800-827-8009	Oct 26-30	Atlanta, GA
F.I.E.R.O. Fire Station Design Symposium	Nov TBD	Charlotte, NC
IAFC Volunteer & Combination Officers Symposium	Nov 5-8	Clearwater Bch, FL

— CALENDAR UPDATES MAY BE FOUND AT [WWW.FAMA.ORG](http://WWW.FAMA.ORG) —

**Thanks to Bob Barraclough for developing and continuously updating the events calendar for the benefit of all members.**