



# MEMBER NEWSLETTER

## March 2025

### Exciting news!

Browse the latest news from FAMA and FEMSA below.

## Hill Day Success; Uncertainty with Grant Administration

*By Dave Gatton, Senior GAC Advisor*

FAMA FEMSA members responded with strong participation in our 2025 Hill Day in conjunction with CFSI's Fire Dinner and Symposium, on February 12-13th in Washington, DC.

Forty-five FAMA/FEMSA companies attended, participating in 103 Hill Day meetings. These visits were held with House and Senate appropriations and authorizing committees, including the offices of important chairs and subcommittee members. The congressional meetings covered members from 27 states and included the offices of Speaker Mike Johnson (LA-04) and Senate Majority Leader John Thune (SD).

Our message was clear and strong: Fund AFG and SAFER at \$405 million each (\$810 million total for Fire Grants).

At the time of our meeting, the federal government was still operating under a Continuing Resolution based on FY 2024 levels of funding, in which AFG and SAFER took a 10% cut. House appropriators marked up FY 2025 bills that restored funding to the \$360 million level and provided a small increase. In the end, just before this article went to print, the House and Senate agreed to a year-long CR which locked in the lower level of funding for AFG and SAFER.

As Congress turns its attention to FY 2026 appropriations, we encourage all members to contact their Congressional offices requesting \$405 million funding for each program.

On another note, the Administration has shut down the US Fire Academy, which trains 100,000 first responders annually. We are hearing from the field that AFG and SAFER grants are under review and paused. If you have heard from customers about delays or pauses in the implementation of grants, please contact the FAMA and FEMSA offices with this information.

These are unpredictable times in Washington and our Federal government, and we need as much solid information as we can get



from the field.



## Welcome New Members



**EURAMCO SAFETY INC**  
619-670-9590  
2746 Via Orange Way  
Spring Valley, CA 91978

**FIRE MANUFACTURING  
INNOVATIONS LLC**  
905-333-6745  
5325 Prosperity Drive  
Springfield, Ontario 45502

**HELIE FIRE TRUCKS INC.**  
450-759-4833  
140 Rue du Parc Industriel  
Lanoraie, Quebec J0K 1E0



**AOS SERVICES INC**  
361-717-1645  
32 Sandpiper Lane  
Rockport, Texas 78382

**COUNCIL TOOL COMPANY**  
910-646-3011  
345 Pecan Lane  
Lake Waccamaw, NC 28450

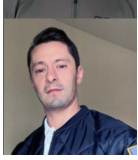
## Member News



Curtis is pleased to announce Adam Sitton's promotion to Northwest Sales Manager. For over 12 years, Adam has supported our customers in the Northwest building and maintaining strong relationships. John Cefalu is now focused on the intermountain territory as Intermountain Sales Manager.



Curtis welcomes Sean McGuffin working with our customers in Western Montana, Northern Idaho, and counties in Northeast Washington. Sean has exceptional experience in fire equipment sales.



With both firefighting and sales experience, Curtis is also pleased to welcome Jonathan Goettling. Jonathan is supporting customers in Western and Southern Washington, plus counties in Northern Oregon.



Darley is proud to announce that its CEO, Paul C. Darley, has been awarded the prestigious Kathleen Sridhar Small Business Executive of the Year Award by the National Defense Industrial Association (NDIA). The Kathleen Sridhar Small Business Executive of the Year Award is presented annually to a small-business executive who exemplifies Dr. Sridhar's leadership excellence and support for the defense sector.

Paul has been recognized for his exceptional leadership and unwavering commitment to fostering a robust small-business sector within the defense industrial base. His dedication to excellence and his visionary leadership have been instrumental in driving Darley's success and growth. This recognition is a testament to his hard work and the positive impact he has made in the defense industry.



Safe Fleet is excited to announce the addition of Chad Smith as Mid-Atlantic Regional Sales Manager. In his new role, Chad will be responsible for handling the Mid-Atlantic territory and cultivating relationships with our dealer / end user network. His territory includes: Delaware, Kentucky, Maryland, Ohio, Washington D.C., Western Pennsylvania, West Virginia, and Virginia.



FDSOA is excited to announce the launch of the newly designed FDSOA website and member management platform. This update represents a significant step forward in enhancing users' experiences, making it easier than ever to access resources, manage memberships, register for training and stay connected with the fire service safety community.



Fire-Dex continues to be recognized for attracting top talent, driving innovation, and achieving all-around excellence as a business. As North America's fastest-growing manufacturer of protective gear for the fire services, the company is consistently recognized for its outstanding achievements, including with the following awards in 2024:

- Inc. 5000: Spotlighting the fastest-growing privately held U.S. companies based on revenue.
- Fast50: Honoring Northeast Ohio's fastest growing private companies by revenue.
- Cascade Business Awards: Celebrating businesses in the Northeast Ohio region that have demonstrated growth in both sales and employment over the past five years.
- NorthCoast 99: Celebrating Northeast Ohio's top workplaces by honoring organizations that excel in attracting, developing and retaining talent.
- Smart 50 Awards "Best Story": Honoring Fire-Dex President Lauren Burke DeVere in recognition of her strong leadership skills.



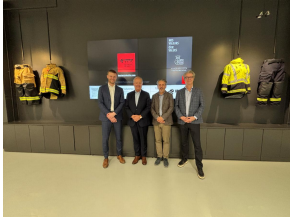
Fort Garry Fire Trucks congratulates Taylor Young and Chris Derochers for their outstanding achievements at our Dealer Meeting Awards Banquet. Taylor earned the Fort Garry Fire Trucks Top Sales Dollar Volume Award for 2024, while Chris took home the Contract Administrator of the Year Award for 2024—both winning these awards for the second year in a row!

Fort Garry Fire Trucks recently celebrated 35 years of service for our lead painter, Dave Felske. Congratulations to Dave on this achievement!



Holmatro is very excited to welcome Jamie Snyder into our National Sales Director Role. Jamie has spent the last 14 years with Avon Protection, most recently as VP of Sales for the Americas. Prior to Avon, Jamie was a Regional Sales Manager for Aramsco, Draeger Safety, and Coulson Technologies after serving in the U.S. Navy.





INNOTEX is pleased to announce the appointment of Erick Bellefleur as Chief Executive Officer of the company following the retirement of Claude Barbeau in April 2025. Erick has over 30 years of experience in general management, strategic planning, and business development, with a strong focus on driving growth and innovation in the industrial manufacturing sector.



MES is proud to announce the retirement of Jeff Wood as Apparatus Sales Manager from the Las Cruces facility. Over the course of his 30-year career in the fire industry, Jeff played a pivotal role in supporting the safety and success of fire departments and emergency services teams.



MES is also proud to announce the appointment of Shannon Cherry as the new Apparatus Sales Manager for New Mexico at MES. Shannon brings extensive leadership and expertise to this role, having recently retired as Fire Chief of Doña Ana County Fire Rescue, where he served with distinction for four years. Shannon will oversee all apparatus sales initiatives throughout New Mexico.



Midwest Fire announced that the company's Project Manager, Joe Hlushak, made Prairie Business Magazine's 40 Under 40 List. The award recognizes 40 of the top business professionals under the age of 40 in the Dakotas and Western Minnesota. Hlushak has been employed at Midwest Fire since 2017 and initially worked as an Account Representative in sales before moving to his current position.



SoundOff Signal is excited to announce the promotion of Gabe Casucci to Director of Sales, Fire/EMS. Gabe will be responsible for managing a team and growing the dealer network and end-user engagement. Gabe will work closely with the SoundOff Signal OEM Fire team to execute plans and



strategy.



Sourcewell has appointed Kary Graser to the new position of Vice President of Strategic Initiatives. In this role, Graser will lead the development effort for innovative initiatives in support of government and public-safety agencies, while also identifying new revenue opportunities. Current initiatives her team is already working on include a hub of solutions include grant funding access, cybersecurity and other marketplace-based programs.



Spencer Manufacturing, Inc. has finalized construction of a new 40,000 square foot addition at its facility. The new space, which opened in phases over the last year, has increased the company's total square footage by 150%, doubled the service, fabrication and painting capacities and tripled assembly capabilities, aiding in reducing lead times for fire departments. The expansion also provided an opportunity to upgrade and acquire new equipment and technology, including two state-of-the-art paint booths, a press brake and laser, plus four 5-ton cranes.

## 2025 FAMA Spring Meeting

### Special Thanks to the 2025 Spring Meeting Sponsors

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

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Previously of Spartan Emergency Response

**Ervin Duane Weinmeister**

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Founder of Performance Advantage Co.  
Previously of Young Fire Equipment Corp.

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**VIEW FIRE SERVICE EVENTS CALENDAR**

**2025 SPRING MEETING Annual Awards**  
RANCHO MIRAGE, CA  
MARCH 1 - 4

|   |   |   |  |
|---|---|---|--|
| <p><b>STAR ACHIEVER</b></p> <p>Mike Adams</p> | <p><b>GOOD EGG</b></p> <p>Ron Truhler</p> | <p><b>TUBE STEAK</b></p> <p>Larry Daniels</p> | <p><b>BEST DRESSED</b></p> <p>Katie Witt</p> |
|---|---|---|--|

**GOLF TOURNAMENT AWARDS**

|  |  |   |  |   |
|--|--|---|--|---|
| <p>Kevin Ignacio, Matt Pitzer, Marc Mazza &amp; Danny Graham</p> <p><b>1</b></p> | <p>Lou Milanovich, Craig Chambers &amp; Doug Baker</p> <p><b>2</b></p> | <p><b>CLOSEST TO THE PIN</b></p> <p>Drew Newman</p> | <p><b>LONGEST DRIVE</b></p> <p>Mark Albright</p> | <p><b>GOODWILL AMBASSADOR</b></p> <p>Heather &amp; Ellen Whitehouse</p> |
|--|--|---|--|---|

**CHARLESTON**  
September 23-26, 2025 Charleston Marriott, Charleston, SC

# REGISTRATION COMING SOON!



All registrants for the 2024 meeting will receive a special promo code via email to waive the meeting fee before registration opens.

Keep an eye on your inbox!

## Meet Our Opening Keynote: Andrew Davis



Andrew Davis is a bestselling author & keynote speaker. He's built and sold a digital marketing agency, produced for NBC and worked for The Muppets. Today, Andrew Davis

teaches business leaders how to grow their businesses, transform their cities, and leave their legacy.

[Browse Meeting Schedule](#)

### Feature Your News in Our Next Issue!

Announcements and press releases about new employees, promotions, retirements, building expansions and awards make good submissions for our Member News section. Submit Today.

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# VOLUNTEERS WANTED

Interested in joining a FEMSA or FAMA Committee?

CONTACT FEMSA OR FAMA & LEARN MORE



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Executive Committee



**Crosby Grindle**  
Sourcewell  
Executive Committee



**Nathan Calabrese**  
Ricochet



**Burke Genthner**  
KFH Industries



**Andrew Geue**  
Toxic Suppression LLC



**Sandy Longzarzo**  
HAIX North America



**David Russell**  
Fire & Safety Services, Inc.



**Hayley Tincu**  
LION

You are receiving this digital newsletter as part of your FAMA or FEMSA membership. We encourage you to forward the email and share this news with your colleagues.

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