

Spring
2007

F FEMSA N NEWS



Official publication of the Fire and Emergency Manufacturers and Services Association

FireRescue Magazine is the official sponsor of the FEMSA 2007 Spring Newsletter

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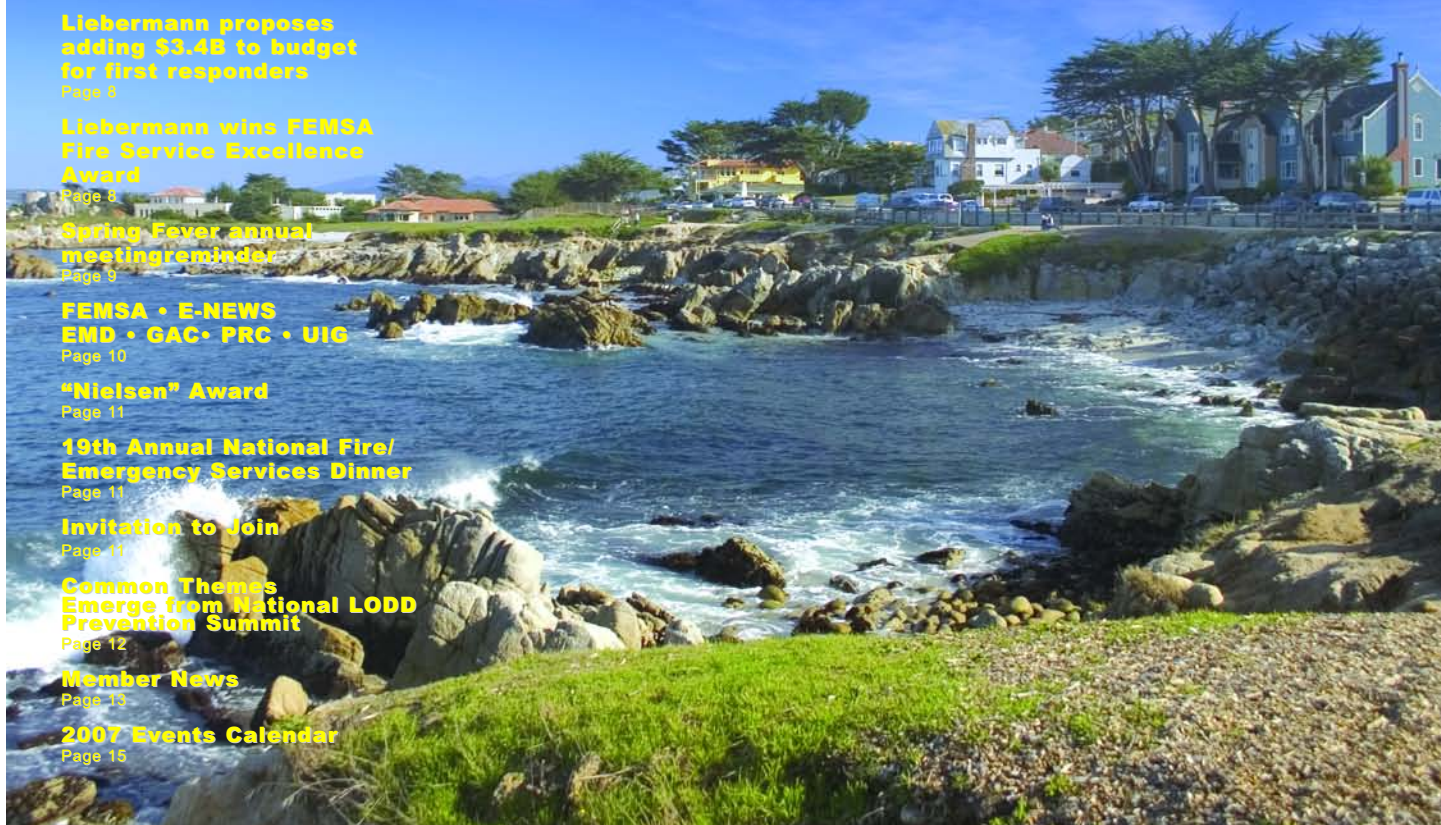
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PRESIDENT'S MESSAGE

I am normally a very punctual person.

I hate being late for anything, and it just kills me when things outside of my control conspire to make me late. When I was a kid, my Dad used to tell me that I should leave for work early enough to be able to fix a flat tire on the way and still make it on time. Of course when I was a kid, I thought he was a lunatic, but as happens with most of us, the older I got, the more I realized that the old man knew a thing or two. Looking back I am sure that he is responsible for my loathing of being late for appointments. What does this have to do with the spring newsletter you might be asking? Well as it happens, I would like to use at least a small part of this space to vent my frustration at Congress and Bill Gates.

Some years ago Congress decided in its infinite wisdom to move Daylight Savings Time ahead three weeks in the spring of 2007. So, on March 11th of this year we "sprung forward". Now I like the extra daylight in the evenings as much as the next person. What bothered me about the change were the reports in the media about a mini Y2K problem, and we all know how catastrophic that turned out to be. But because I am totally dependent on my computer and my Treo for my appointments and calendar, I decided I would heed the warnings and make sure I was prepared. So I changed my clocks, confirmed that my computer was properly updated with Microsoft's patches, and thought nothing more about it.

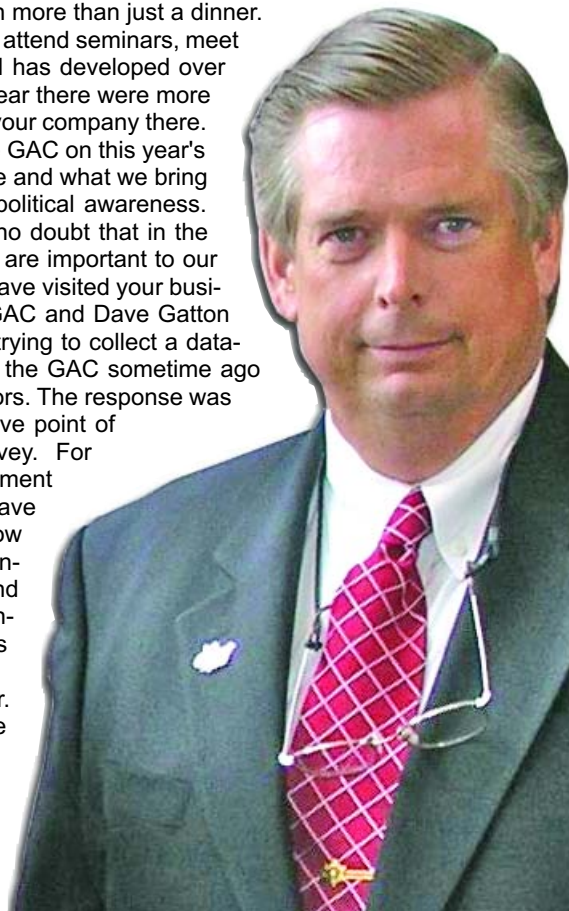
A few days later, I had a dentist appointment at 8:30 a.m. (my Treo and my laptop's Outlook confirmed and reminded me of the appointment), and because I didn't have a flat tire on the way I was there early as usual. I signed in, found a magazine to read and waited to be called. My dental hygienist finally called me, politely informed me that my appointment was for 7:30 a.m. and I had missed it completely! Needless to say I was speechless. How could it be? I am still trying to figure out, with the help of my IT folks, how this happened. Now missing a dentist appointment is not the end of the world, in fact since I hate going to the dentist it could be viewed as a good thing. But what if it were something really important like a tee time? It turns out that somewhere between Windows, Outlook, Palm OS and Exchange Server appointments in the three week period between the new DST date and the old one are suspect. It has something to do with which device the appointment was originally entered on, how the devices synchronize and what settings you have selected on each device. It will be interesting to see what happens when the normal DST date comes and goes, and you can bet I'll be keeping an eye on my appointments. It almost makes me long for the old Day Timer days....

The CFSI dinner was held at the Washington Hilton on March 29th. This year, two major figures in our industry were honored. Curt Weldon who lost his bid for re-election to Congress, and Garry Briese who retired as the Executive Director of the IAFC. Whether you realize it or not, both of these men have had a profound impact on our industry, and they certainly deserve to be recognized at the largest fire service event of the year. If you have never attended the Congressional dinner, you should seriously consider making plans to attend next year. Typically more than 2000 firefighters, EMS personnel, industry representatives and government leaders attend the dinner, but the event is much more than just a dinner. It is a time when all of the stakeholders in the fire service gather in Washington to attend seminars, meet with their representatives and interact with each other. The program that CFSI has developed over the years is excellent, and Bill Webb and his staff are to be commended. This year there were more FEMSA members in attendance than ever, and I hope that next year we will see your company there.

If you haven't seen it by now, very soon you will receive information from the GAC on this year's Home Day Program. It is so important that our representatives know who we are and what we bring to their districts in terms of jobs, first responder equipment and services and political awareness. Home Day programs are the ideal way to get this message across. There is no doubt that in the future we will need to ask our congressional leaders to help us with issues that are important to our businesses, and they will be far more likely to listen and act if they know you or have visited your business and met with your employees. It is also very important that you let the GAC and Dave Gatton know when you have made a contact with a representative or staffer. We are trying to collect a database of FEMSA members by congressional district. A survey was sent out by the GAC sometime ago asking for information about your contacts with your Congressperson and Senators. The response was pretty good from a statistical point of view but pretty poor from a comprehensive point of view. Less than 50 FEMSA member companies bothered to complete the survey. For those of you who did, thank you! For those of you who did not, please take a moment to provide us with this very important information. It does not matter if you don't have a personal relationship with your representatives or staffers, we just need to know which districts we have FEMSA members in and what committees your representatives serve on. Our efforts on Capitol Hill are vital to all of our businesses, and the more we know about the horsepower we might have, the better. Please contribute to the effort and consider hosting a Home Day at your facility or perhaps work with other FEMSA members in your area for a combined event.

Finally I would like to express my deep sorrow at the passing of Phil Turner. Phil and I had the opportunity to work together on the Annual Meeting over the past few years, and I was really looking forward to working with him in his capacity as President of FAMA. Phil was a thoughtful, talented and kind person. He will be missed.

Till next time,
Giff Swayne



FEMSA NEWS

Spring 2007

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FAMA / FEMSA GAC REPORT



By: Steve Lawrence

Greetings from your GAC! We have been working behind the scenes these past few months with our alliance partners to help with the administration of this year's grant process. The new friends and relationships we have made over the last two years have given us the ability to help with the process instead of working on issues after they happen. Now that FEMA has direct control over the process, we should see a definite improvement going forward.

GAC consultant Dave Gatton's rule #3 – "make new friends" - has made a real difference for our organization. We can't over-emphasize how important this is for all members to do at the district level in order that we support our alliance partners in DC.

On the home front, don't forget "Home Day '07" for your company. Many

of you have or are making plans for this year's event. Remember, whether you are having a big blowout or a quiet get together with your legislators and staff, it is all about having an event that features you, your company, and the important contribution you make to the industry. FEMSA and FAMA members make products and provide services that save lives ... an important message to keep in the forefront. One very big lesson we have learned these past two years is the importance of building on relationships. We are all great sale people and truly understand that concept when we work with our customers. Let's add our local congressional representatives staffers to that list. A consistent message will help our alliance partners present a unified voice in DC on behalf of the fire and emergency service. A new website is being developed to help you with your activities, and don't forget to send us pictures from your event. "Everyday is Home Day!"

The CFSI dinner on March 29th included over a dozen members of Congress and their staff who were hosted by our members and organization ... what a great success! Congratulations

for the effort you put into inviting them to this great event. It was a perfect forum to celebrate the importance of the CFSI and showcase what our members do. Our good friends Curt Weldon and Garry Briese were honored for their life-long commitments to the fire service. Firegrantdata.com was introduced to our Congressional members and their staff. Over 1000 members of the fire service from NVFC, IAFC, IAAI, our organizations and our other alliance partners took this new program to the Hill to help illustrate the great success of the FIRE Grant Program. Thanks to Sean Carroll from CFSI, Dave Finger from NVFC, Kevin King from IAFC, Shannon Meissner from IAFF, Steve Austin from IAAI, along with Gabe Steinbach and Dustin Joyce from the GAC for doing an outstanding job developing the program. Check it out (www.firegrantdata.com) and make sure your district office is aware of this outstanding tool.

Other initiatives the GAC will be working on in the coming months include: The Wildland Urban Interface Initiative, Fire-based EMS Program Spectrum (broadband emergency, frequency program), Digital Noise Working Group, IAFC Fire Fighter Stand Down, NFFF LODD Summit. ... as well as the GAC's continued participation in other alliance partner activities, such as the monthly luncheons, and advisory councils and committees. □

F N FEMSA Welcomes its newest member

Rescue 42, Inc.

Tim O'Connell

President

Lydia Agurkis

Sales & Marketing Manager

PO Box 1242

Chico, CA 95927-1242

Tel: (530) 891-3473

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Email: Rescue42@Rescue42.com

Web Site: www.Rescue42.com

Manufacturer of a telescoping stabilization tool that provides rescuers with a compact and versatile system that solves numerous extrication stabilization problems. □

F N In memoriam

FEMSA is deeply saddened to report the following passings:

Phillip L. Turner (60 yrs.)

2007 FAMA President and OEM Sales Manager for Command Light, (a division of Super Vacuum Mfg., Inc.)
January 24, 2007

Martin Beatty

(Buck) Travis, III (74 yrs.)

Father of Kim (Roger) Weinmeister
(Super Vacuum Mfg., Inc.)
February 13, 2007

Howard Cozad (64 yrs.)

Founder of Wheatland (WY) Fire Equipment Co.
February 23, 2007

Hope Willey (41 yrs.)

Daughter of Joe Willey
(Elkhart Brass)
February 23, 2007

Eugene Morris (90 yrs.)

Founder of Alexis Fire Equipment Co.
March 18, 2007

May they rest in peace. □

F N Thinking Of You

Morgan Reese

6-1/2 year old daughter of Dan and Kelly Reese (Akron Brass), is currently in Children's Hospital of Illinois at St. Francis Medical Center with what doctors believe is Gullian Barre, a virus that attacks the nervous system and limits muscle activity.

Although Morgan will undergo a long treatment process, in addition to rehab and physical therapy, her prognosis is positive and she is expected to recover. It may take up to three years to rid herself of all weaknesses, but she is a strong little girl with plenty of fight, just like her Dad!

Your cards and wishes of encouragement may be sent to Morgan at your home: 1811 E. St. Jude Ct., Peoria Heights, IL 61616.

Home:

Morgan Reese,
1811 E. St. Jude Ct.
Peoria Heights, IL 61616

Please keep Morgan, Dan, Kelly, and Morgan's brother Colin (5 yrs.) in your thoughts and prayers. □



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FIRE
CHIEF

F **N** 2007 HOME DAY EVENTS



On Monday April 2nd Holmatro Incorporated hosted Congressman Dutch Ruppersberger of Maryland's Second District. Congressman Ruppersberger was joined by one of his senior staffers, Melody McEntee. Dutch is a key member of Congress serving on the Intelligence and the Appropriations committees. He is the Chairman of the Subcommittee on Technical and Tactical Intelligence. The Subcommittee has primary oversight over the National Security Agency (NSA) at Fort Meade, Maryland, satellite and technical systems vital to intelligence collection, and other military intelligence programs. Congressman Ruppersberger was recently named the 36th most powerful member of Congress according to the 2007 Knowlegis "Pre-Season Power Rankings." During the two hour visit the Congressman toured the facility, met with employees and even had an opportunity to use Holmatro equipment to take apart a car. Of course key issues concerning the FIRE Act and SAFER grants were discussed and there was even an opportunity to show him FEMSA's new web site www.firegrantdata.com. Both the Congressman and his staff were very impressed with information available on the web site and with its ease of use. Congressman Ruppersberger is committed to helping increase the funding of the FIRE Act Grants as well as the SAFER grants.

If you have not planned your own Home Day for 2007 yet I encourage you to do so. Home Day is a worthwhile event that benefits your company, excites your employees and helps our industry maintain a voice in Washington. Start the planning process early as it often takes quite some time to get on your representative's schedule. You will be surprised at how easy and fun a Home Day event can be. □



Tony Barboza, Giff Swayne, Congressman Dutch Ruppersberger and Holmatro Plant Manager John Freeburger

F **N** GAC NOTES FROM WASHINGTON



By: Dave Gatton

On Thursday, March 29, 2007, the U.S. House of Representatives passed a nearly \$3 trillion budget resolution that will set the broad spending targets that the appropriations committees must adhere to as they begin to write fiscal year 2008 spending bills in May.

In April the House budget writers will meet with the Senate Budget Committee to reconcile the differences between their two bills, resulting in a final joint budget resolution that will not require presidential signature.

The House budget resolution calls for \$1.1 trillion of domestic discretionary spending, which is \$25 billion more than President Bush requested.

This means that May is the time that House Appropriations subcommittees will begin to mark up their FY 2008 appropriations bills. Traditionally, the subcommittees on Homeland Security and Defense have been the first to complete their work, but this year House Democrats, wishing to establish a track record of timely completion of all appropriations bills, will likely move to pass their bills and send them to the Senate by summer.

Earlier this year, the GAC had sent to its members a notice to contact their congressional representatives to educate them on the importance of the Fire Grants program and the economic impact their companies have in the district, most notably in jobs and revenues. If you have not done so, now is the time to call your congressman's local district or D.C. office to educate them on the importance of the fire grants program in serving our nation's 1 million first responders. Look for more information from the GAC in the coming weeks.

On another note, congratulations to FAMA and FEMSA for an outstanding reception last evening at the 19th Annual Fire and Emergency Response Dinner in Washington, D.C. More than twice as many people attended the reception compared to previous years, and the opportunity to meet FAMA and FEMSA members to discuss issues of the fire service was very helpful to me

and my colleague Dustin Joyce.

The Fire Dinner again demonstrated the strong bi-partisan support for the fire service, as new House Democratic Majority Leader Steny Hoyer of (MD) praised the work of former Republican Congressman Kurt Weldon (PA). As we have said many times before, the strong bi-partisan support for the Fire Service is the key to its success and we must help to maintain it. Congratulations to all involved. □

"and the survey says"

Survey #1

As Giff Swayne mentioned in his "President's Message" early on in this issue, the Governmental Affairs Committee developed and dispatched a survey to all members. To date, the response has been light. In order for the GAC to continue its great work for the association, your help and support is needed to help create a "playbook" that will match member companies with their political leadership – Congresspersons and Senators – and cross-link them to legislators who comprise the House and Senate Committees on Appropriations.

Please, if you have not already done so, please pledge five minutes out of your busy day by taking this important survey at www.gacsurvey.org.

Survey #2

FEMSA's 4th Annual State of the Fire Service Survey has been launched and can be accessed at www.femsa.org/survey. The survey is for your customers to complete to help FEMSA better understand issues facing the fire service. Completing the survey qualifies the survey participant for a chance to win \$5,000 worth of equipment for the participant's department from any FEMSA member company. Please be sure to pass this information along.

Survey #3

The FEMSA Trade Show Evaluation and Report Card process has been a long-standing benefit to member companies. It is considered by the majority of trade show managers to be a valuable tool in determining how to improve specific aspects of their shows, it provides information in areas where the show is well regarded, and FEMSA members use it as a guide to help determine which shows to attend during the year. A number of trade shows are evaluated each year, and your participation is needed to provide value to these reports.

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Spring Fever

2007 Annual Meeting Planning

By: Dan Reese, Vice President



Warmer weather, thunderstorms and melting snow usually are sure signs of spring. It's a good time to make a list of things to do while the weather is warm and the children are out of school. However, this spring add one more thing to your springtime "to do" list.... Mark your calendar for the FEMSA Annual Meeting October 3 – 5, 2007 in Monterey, CA.

This year's meeting will be filled with many valuable events that will help keep you informed of our activities in Washington DC and within our industry. The meeting will include wide range events, from a business speaker or program to help you recharge your efforts, to industry purchasers sharing their views on buying.

The Annual Meeting also gives you valuable time to network with different businesses throughout our industry. It is a time to share views and build relationships not available in any other setting. It's about making our industry stronger, and to help our customers save lives. So mark your calendars now for October 3 – 5, 2007, and watch for more details later this month. ☞



2007 EDWARD H. MCCORMACK, JR. SPIRIT OF EXCELLENCE AWARD

The Government Affairs Committee is now accepting nominations for the 2007 Edward H. McCormack, Jr. Spirit of Excellence Award. This award is presented to individuals whose advocacy of the Fire Service embodies the spirit of Ed McCormack, who dedicated over 40 years of his life to the American Fire Service through training, education, and political advocacy. Last year's award was presented by Representative Curt Weldon and Mrs. Mary McCormack to Andrew Weis, Senior Counsel, House Committee on Homeland Security & Joshua Dozor, Director of Preparedness Policy, Homeland Security Counsel. Please submit nominations via e-mail to Karen Burnham at info@femsa.org by July 1, 2007.



**F
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FEMSA • E NEWS • EMD GAC • PRC • UIG

With all the acronyms used in our industry today, FEMSA has a few of its own you need to be aware of and understand. Here's a short list:



FEMSA
Fire and Emergency Manufacturers and Services Association
A non-profit membership association comprising approximately 150 companies that either manufacture or provide equipment, products and/or services to our nation's first responders of fire and emergency medical services.



E-NEWS
Electronic Newsletter
A weekly publication of the joint FEMSA/FAMA Governmental Affairs Committee providing an overview of news from Capitol Hill as well as issues affecting the fire and emergency services industry. If you are not receiving "E-News", email info@femsa.org with your email address to be added to the distribution list. Also, if you have any sources of information that would add to the quality of the newsletter, email webmaster@femsa.org.

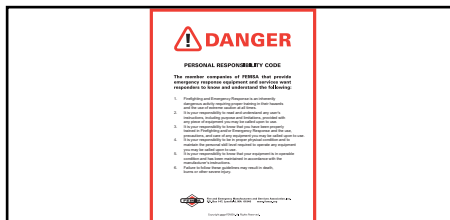
EMD
Emergency Managers' Database



NEW for 2007! Looking for a clean cd-rom mailing list that includes more than 3,000 FEMA emergency professionals? This amazing CD features easy to use state listings, with USAR Teams separated by regions, as well as FEMA regional offices. The EMD is available for sale only to FEMSA members. Contact the FEMSA office for details (info@femsa.org; (781)334-2771).



GAC
Governmental Affairs Committee
a joint committee formed in 2004 comprising the government relations committee members of FEMSA and FAMA (Fire Apparatus Manufacturers' Association).



PRC
Personal Responsibility Code
Developed and published in 2004, FEMSA's PRC brings realization to emergency responders that their professions are dangerous, and that care is

needed to ensure they are properly trained and in top physical condition to maintain the personal skill level required to operate any equipment they may be called upon to use. The PRC has been adopted by many FEMSA members through a license agreement whereby they may use the code in their company literature, on their web sites, and elsewhere. The PRC also may be ordered in available stock forms (wallet cards, hang tags, posters). Contact the FEMSA office for more details.

UIG
User Information Guides
official publications of FEMSA originally established in 1996. Manufacturers of



PPE (ensembles and equipment) want first responders to know the strength of their products as well as their limitations. Proper care of garments is also addressed in the publications. Almost a dozen manufacturers comprise the UIG consortium, and attach a UIG to each item of their product when it leaves the factory. Currently there are 15 guides that cover structural fire fighting protective clothing, hoods, helmets, boots, and gloves; emergency medical operations protective garments and face protection devices; wildland boots; proximity garments, helmets, footwear and gloves; and Urban Search and Rescue protective garments. The UIGs undergo periodic review to maintain consistency with changes in NFPA standards.

Members of the FEMSA UIG consortium include Bacou-Dalloz/STX, Fire-Dex, Fyrepel Products/Lakeland Industries, Globe Manufacturing, Haix-Schuhe, Morning Pride Manufacturing, MSA, Norcross Safety Products, Quaker Safety Products, Swany America, and Veridian Ltd. New members are always welcome. □



INVITATION TO JOIN FEMSA

A number of interested companies were invited to join representatives of the FEMSA Membership Committee and Board at a breakfast held in San Diego in conjunction with Firehouse World. Starting in the lower left hand corner and going clockwise: Danielle Cagen Fireman's Fund Insurance, Joe Porter Fire Engineering, Tim O'Connell Rescue 42, Inc., Eric Schlett Fire Engineering FDIC, John Heter Firehouse.com, Ed Nichols Fire Rescue Expos, John Granby Lion Apparel, Giff Swayne Holmatro, Lydia Agurkis Rescue 42, Inc Not pictured: Rod Carringer, Task Force Tips (Photographer) □



THE "NIELSEN" AWARD

In recognition of Peter Nielsen's five years of service on the FEMSA Board of Directors, President Giff Swayne presented to Peter a personalized plaque depicting some of the projects he championed, along with a few mementos characteristic of the true sport that he is. The infamous FEMSA pen was included in the presentation. □

Thank you, Peter, for a memorable ride!

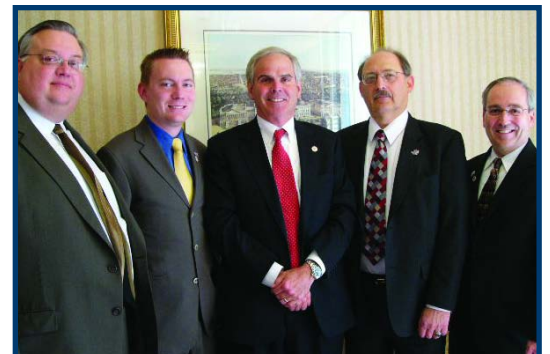


19TH ANNUAL NATIONAL FIRE AND EMERGENCY SERVICES DINNER & SEMINARS



l-r: Eric Schlett, Giff Swayne, Mary McCormack, Jerry Halpin, Curt Weldon, Kit Cafaro

The annual dinner and seminars hosted by the Congressional Fire Services Institute was held March 28th and 29th in Washington, DC. Former Congressman Curt Weldon was honored as a founder of the Fire Service Caucus and the CFSI. Many FEMSA and FAMA members participated in this year's events. A full report will appear in the summer issue of FEMSA "News". □



l-r: Steve Lawrence, Dustin Joyce, Bob Kreps, John Granby & Dave Gaton

NATIONAL FALLEN FIREFIGHTERS' FOUNDATION

Common Themes Emerge from National LODD Prevention Summit

By: Susan Nicol Kyle, *Firehouse.com News* - (reprinted with permission)

NOVATO, CALIF. - Though the domains were varied, common themes emerged during the second National Line-of-Duty Death Prevention Summit held here this past weekend.

Enhanced data collection, thorough death and injury investigations and tougher stances against departments that don't promote safety were among the issues that surfaced during the sessions.

"It's a phenomenal feat to stay focused and maintained on this topic," said Ron Siarnicki, executive director of the National Fallen Firefighters Foundation, addressing the 225 fire service stakeholders who participated in the summit. "I applaud you for your outstanding commitment."

During the initial summit in 2004, officials came up with recommendations now referred to as 16 Life Safety Initiatives. Many things have happened since then. Training programs have been established, the message has been shared at various national conferences and every fire department in the United States received a kit containing various tools such as Powerpoint presentations and videos to promote life-saving practices.

The goal of the Everyone Goes Home program is to reduce the number of firefighter deaths by 25 percent in the next five years, and 50 percent within 10.

The mission of the 225 participants - career and volunteer personnel as well as representatives of all major fire service organizations - was to come up with an action plan. "There's a need for a culture change in the fire service. But, that's not going to be easy?" said Dennis Compton, NFFF vice-chairman.

"The people here are passionate, intense" People were assigned to groups based on their expertise. The domains included health and wellness, prevention, structural, wildland, vehicles and training and research.

After identifying specific issues, they came up with recommended actions as well as possible resources. The suggestions will be compiled, and a single report will be written. Siarnicki said participants will receive a draft for comment in a few months. □



HEALTH AND WELLNESS

- Every fire department should implement a no tobacco use policy.
- Obtain vital signs on crew members on a regular basis, possibly at the beginning of the shift.
- Every fire department must have a medical screening/fitness program in place.
- DHS should establish criteria that only departments that have a medical program will be considered for grants.
- Firefighters' mental health also should be monitored, and counseling services should be available.

PREVENTION

- Public education and fire prevention should be included in fire department mission statements.
- A data collection system should be established, and incidents should receive a thorough investigation.
- Every firefighter should have training in public education and fire prevention.
- Personnel responsible for code enforcement should possess proper credentials.

STRUCTURAL

- Stop rewarding unsafe behavior regardless of the outcome.
- Define responsibilities of every position.
- Challenge the definition of "hero."
- Teach firefighters the legal ramifications of engaging in unsafe practices.

WILDLAND

- Fire service administrators will make sure personnel are familiar with all the safety programs.
- Fitness programs should be established.
- Encourage firefighters to speak out.
- Participate in Fire Fighter Near Miss Program.

TRAINING AND RESEARCH

- Create a national data collection center.
- Provide chief with training to effectively communicate needs of the department to government officials.
- Firefighter death and injuries should be discussed on company level.
- Everyone should be held accountable for their actions, and the chief officers must lead by example.

VEHICLES

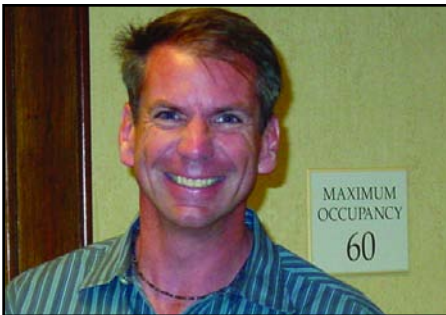
- Make safety a core value by supporting LACK (Leadership, Accountability, Communication and Knowledge).
- Require initial and refresher training for drivers.
- Champion the use of seatbelts.
- A best practices document for the fire service should be developed.

AMKUS, Inc.

[March 19, 2007] AMKUS, Inc. is proud to announce the appointment of Bob Linster, Jr. to the position of Regional Sales Manager.

Bob will directly oversee the AMKUS dealer network covering the Northeastern United States including the states of Connecticut, Delaware, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, Vermont, West Virginia, and a portion of Virginia.

As a 17-year veteran of the rescue tool industry, Bob brings extensive knowledge and experience to this position. His addition to the AMKUS family further bolsters our ongoing commitment to market growth and responsive customer service. We look forward to the future with great anticipation.



Bob Linster, Jr. of AMKUS, Inc.

Fire-Dex

Fire-Dex Teams Up with J.J. Yeley and No. 18 Joe Gibbs Racing Team as Associate Sponsor for 2007

MEDINA, Ohio (February 9, 2007) – Officials at Joe Gibbs Racing (JGR) announced today a partnership with Fire-Dex®, LLC of Medina, Ohio, who will join the No. 18 Joe Gibbs Racing Chevrolet driven by J.J. Yeley as an associate sponsor for the entire 2007 NASCAR NEXTEL Cup Series schedule. Fire-Dex, a leading manufacturer of protective firefighting clothing and emergency response apparel, will be featured on the “B-post” of Yeley’s car, which is the area between the side windows. The company is entering its second year of involvement with a Nextel Cup team.

“I’ve always had tremendous respect for firefighters, EMTs and everyone in the emergency response profession, so to bring a partner on board like Fire-Dex who works hard each and every day to protect those professionals is quite an honor,” said Yeley. “There are so many firefighters and EMTs that are big NASCAR fans, and I’m hoping to have some new fans rooting for me this season.”

In addition to the B-post decal, the Fire-Dex® shield will appear on Yeley’s

driver uniform, the No. 18 team transporter and the No. 18 team pit box. Fire-Dex will also use Yeley’s No. 18 Chevrolet at its booth during two major fire industry trade shows, including the FDIC (Fire Department Instructors Conference) in mid-April and the IAFC (International Association of Fire Chiefs) conference in late August.

“We couldn’t be more excited to partner up with a premier racing organization like Joe Gibbs Racing and align ourselves with such a long-standing team as the No. 18,” said Steve Bonamer, National Sales and Marketing Manager for Fire-Dex. “Much of the same technology that goes into protecting firefighters and emergency response professionals goes into protecting NASCAR drivers, so to have Fire-Dex as an associate sponsor of the No. 18 car, you can bet that many in the industry will be pulling for J.J. this season.”

FireRescue Conference & Exposition

[March 22, 2007] The FireRescue Conference and Exposition team is excited to welcome the additions of six new members in 2007. Together they contribute a total of 44 years of successful track records in conference and event management. The team is joined by Matt Logan, Vice President of Strategic Marketing, Jaime Romero, Director of Marketing, Pete Zezima,

Group Sales Director, Cynthia Holloway, Director of Industry Development, Jenn Hubal, Marketing Manager and Lia Mastropolo, Marketing Coordinator, all of Reed Exhibitions of Norwalk, CT.

Holmatro, Inc.

Baltimore, MD – March 20, 2006 — Holmatro Incorporated Chairman Jaap Meijer and President William “Giff” Swayne was honored with the prestigious Maryland International Business Leadership Award on Thursday, March 29, 2007. The award is presented annually to an individual within a Maryland company who has led his or her company to new global heights, demonstrating an entrepreneurial spirit, determination, creativity, and the cultural sensitivity that global business demands.

Holmatro Incorporated has been manufacturing high performance rescue tools in Maryland since 1987. Their sister company, BV Holmatro, was founded in the Netherlands in 1967 when they began manufacturing high pressure hydraulic equipment for the ship building industry. Through a dealer network, Holmatro now offers product, training, service and support to customers on every continent.

Holmatro’s Maryland manufacturing facility is responsible for producing rescue equipment in the North & South American hemisphere. “Our whole business is customer focused,” said Swayne, “we’ve con-

centrated on producing light weight, portable personal power units that make the rescue process fast, easy and safe for the rescuer and the patient.”

As the challenges of rescue continuously change, quality and innovation continue to be driving forces behind Holmatro. Rescuers are faced with new materials, new designs and new technologies that make automobiles safer, yet more difficult to extricate the patient from. One step Holmatro’s R&D team makes is to keep in close contact with car manufacturers around the world. With cooperation from manufactures like Saab, Volkswagen and Volvo, they get early feedback on new trends in the construction of vehicles so that they are able to manufacture rescue tools that meet the needs of their end-user. In fact, many members of the 65 person Holmatro staff are end-users, including Swayne who started his career as a firefighter.

Holmatro has also invested in high end machining technology in order to maintain their competitive advantage. “Most of our machines can run all night long unattended,” said Swayne. This is especially significant because they only run one shift of machinists, many recruited from the local Vo-tech School, “Center for Applied Technology North,” located in Anne Arundel County. To combat a limited skilled labor pool, they hand pick students to intern and train while in school, and then hire them when they graduate.

Holmatro has experienced substantial growth in North America, Australia, and the European markets. They see great potential in the Asian and South American markets, but recognize that each country has their share of unique challenges. Meijer stresses that you must “have an open eye to every culture.” Different cultures place different values on life.

Led by Meijer and Swayne, Holmatro’s future holds many exciting challenges. They are pursuing involvement in the China Olympic Games, and continue to be heavily involved in the race car and sail boat industries. They sponsored a catamaran that raced in the 2006 Volvo Extreme 40 Race, which stopped off in Baltimore’s Inner Harbor.

Meijer and Swayne believe in empowering their employees and trust them to do their jobs. There is a strong emphasis placed on accountability and educating management to make their own decisions.

“Jaap is among the top managers I have known in my career. He took a nice niche company and put it on a growth track by adding new products and new production facilities and made it very profitable. He did so by diligently analyzing the problems and opportunities and solving the former and taking advantage of the latter,” said Frans J. Kok, Chairman and CEO,

Continued on Page 14

Johan Hekelaar, Inc.

"The selection of Giff Swayne as a Maryland International Business Leadership Award winner is a no-brainer. His passion and leadership drive Holmatro's mission to serve rescue and emergency services personnel both internationally and abroad make him an obvious choice," believes J. MacGregor Tisdale, Vice President - Commercial Banking, SunTrust Bank.

Swayne serves on the Shock Trauma Board of Visitors, and was recently elected to a second term as the President of the Fire and Emergency Manufacturers and Services Association. Swayne has an environmental science and photography background. He is married with two boys, ages 21 and 24.

Meijer has an economics and international marketing background. He has spent 18 years as the managing director and CEO of Holmatro. Meijer is married and has two daughters.

Holmatro, Inc.

Long a key component of the Champ Car Safety Team, Holmatro Rescue Tools has taken the next step for 2007, becoming the title sponsor of what will now be known as the Holmatro Safety Team.

The Holmatro Safety Team is the longest-running and most-celebrated quick-response safety team in all of motorsports, providing at-track support at every Champ Car race since its 1984 inception. The program has expanded dramatically over the years in terms of staff, equipment and technology in an effort to provide Champ Car participants the finest and most adept care in sports. The staff of 40 professionals and specially equipped vehicles is unique to the sport, placing the Holmatro Safety Team at the forefront of motor racing safety.

"Holmatro is excited about taking our support of the Champ Car World Series to the next level," said Holmatro Inc., President William "Giff" Swayne. "Becoming the naming sponsor of the Safety Team seems like a natural progression considering that Holmatro has been working with Lon and his team for 17 years making sure that they have the most advanced rescue tools in the world. The work that these folks do on the track is nothing short of incredible. We are proud to know that when the race is for life the Holmatro Safety Team will respond.

"Our main focus is ensuring that the Holmatro Safety Team has the equipment and technical expertise they need to quickly and effectively extricate drivers that have been involved in a crash," Swayne continued. "From a sponsorship point of view we are really excited about the markets that Champ Car will visit in this 2007 season. Not only are many key markets in the United States and Canada going to

host events but the international events in Mexico, Australia, The Netherlands, Belgium and China will provide us with great opportunities to promote our brand to rescuers around the world."

Holmatro has played a key part in the successes of the Safety Team for 17 years, providing its own state-of-the-art rescue and extraction equipment to Champ Car along with the technical expertise to help the series' medical professionals gain the knowledge necessary to use the tools in the best way possible. This season will see the introduction of Holmatro's Core Technology products to Champ Car, making the top motorsports safety team in the world even better.

"Having the expertise of Holmatro and the advantages that their equipment brings to the Safety Team, will further strengthen what is widely recognized as the best quick-response team in all of racing," said Champ Car President Steve Johnson. "Having a market leader such as Holmatro as part of the Champ Car family helps make the entire series better because not only does Holmatro have one of the best track records in the industry, the company is always striving to develop new and improved technology, which makes it a great fit for us."

"Having Holmatro on board as our sponsor is a great thing," said Holmatro Safety Team Director Lon Bromley. "Their hydraulic rescue tools are on the cutting edge of technology and we look forward to the added benefits that their Core Technology will provide. It will be a true privilege to have their support as we move into this year's race season and the future."

Officials, drivers and others have credited the Holmatro Safety Team with significant contributions toward improvement of the sport's safety record. The Holmatro Safety Team has been recognized for its contributions to Champ Car racing, receiving the Simple Green Recognition for Excellence in Safety Award in 2001, the Championship Auto Racing Teams Directors Award in 1985 and the Indy Lights Championship Fred Rhue Meritorious Service Award in 1988. In addition, it has received recognition from the Championship Drivers Association Inc. and the Championship Auto Racing Auxiliary.

W.S. Darley & Co.

Darley Plant Goes 2000 Days Without an Accident

[March 12, 2007] July 17th, 2001 is a long time ago. That was the day of the last Lost Time injury in the machine shop in the William J. Darley Plant in Chippewa Falls. As of March 1st, employees have worked 2053 days without another Lost Time injury. On January 7th of this year, the



W.S. Darley Plant

machine shop reached 2000 days since their last lost time.

It should be noted that this plant has two shifts and the shop is in operation virtually 24 hours per day, so in many respects it is similar to a plant going 4000 days without an accident.

Our other plants have been doing a good job of safety as well. Last year, assembly and apparatus had very few lost days or light duty days, although there were some. As of March 1, 2007, the Pete Yates Apparatus Plant has gone 358 days without a lost time injury and Wilbur Boos Assembly Plant has gone 172 days since their last Lost Time injury.

The Darley safety committee meets monthly, conducts an inspection of one of the buildings and reviews recent safety action items or concerns. All meetings for the year have been scheduled onto the calendar, and we will try to keep those dates if we can. The safety committee includes Jim Benesh, Keith Hutchinson, Ron Tiry, Brent Levasseur and Safety Director Paul Danielson.

Will-Burt Company

[January 19, 2007] The Will-Burt Company has acquired Antenna Mast Incorporated (AMI). AMI specializes in the design and manufacture of portable, multi-use telescoping mast systems.

Commencing operations in 1992, Antenna Mast Incorporated is headquartered in Eden, North Carolina. AMI will be integrated into the Mast Division of The Will-Burt Company. The new mast product brands have applications in both the commercial and military markets.

"The Antenna Mast line is complementary to our current offerings and expands the categories in which we participate," said Jeff Evans, CEO and Chairman of the Board. "This acquisition is consistent with the strategy of growing our telescoping mast business. Because Antenna Mast is marketed through similar distribution channels, it will allow Will-Burt to leverage our existing sales and distribution network. □



THE 2007 YEARLY PLANNER

Provided in cooperation with Fire Apparatus
Manufacturers' Association (FAMA)

Saskatchewan Fire Chiefs	Apr 12-14	Swift Current, SAS
FDIC - Fire Department Instructors Conference	Apr 16-21 (Exhibits 19-21)	Indianapolis, IN
Contact: Lila or Nanci at Fire Engineering 888-TEL-FDIC		
FAMA Tech. Comm.	Apr 20	Indianapolis, IN
IAFC Fire-Rescue Med Conference	Apr 30-May 2	Las Vegas, NV
Midwest Hazardous Materials Response Conference	May 4-5	Northbrook, IL
Metro Chiefs	May 4-10	Los Angeles, CA
Ontario Fire Chiefs	May 5-7	Toronto Airport, ONT
IAFC Eastern Division	May 17-19	Rehoboth Beach, DE
Penna. Fire Expo	May 18-20	Harrisburg, PA
Contact: Tina Alexander at 717-464-3291		
Quebec Fire Chiefs	May 18-22	Montreal, QUE
Hazmat Response Teams Conference	May 31- Jun 3	Hunt Valley, MD
Manitoba Fire Chiefs	Jun 1-3	Gimli, MAN
British Columbia Fire Chiefs	Jun 3-7	Kelowna, BC
NFPA World Safety Conference	Jun 3-7	Boston, MA
Alberta Fire Chiefs	Jun 10-13	Edmonton, ALB
Fire 2007 (New York Fire Chiefs)	Jun 14-16	Lake George, NY
Contact: 1-800-676-3473		
Health, Fitness and Safety Symposium (Phoenix FD)	Jun 21-23	Phoenix, AZ
IAFC Southeastern Division	Jun 21-23	Daytona Beach, FL
New England Fire-Rescue/IAFC N. E. Division	Jun 22-24	W. Springfield, MA
Contact: Chief Charles Maurais 781-631-3086		
Pittsburgh Fire/Rescue & EMS	Jul 13-15	Monroeville, PA
Contact Info: 1-800-747-5599		
IAFC Missouri Valley Division	Jul 18-20	Rapid City, SD
Texas A & M Municipal Fire School	Jul 22-27	College Station, TX
Firehouse Expo	Jul 24-29 (Exhibits 26-28)	Baltimore, MD
Contact: Rob Brice, 800-827-8009		
Fire-Rescue International	Aug 23-25	Atlanta, GA
Contact: Karissa Jacobs at IAFC 703-273-0911 EXT 338		
FAMA Tech Meeting	Aug 25	Atlanta, GA
Incident Management Symposium (Phoenix FD)	Sep 6-8	Phoenix, AZ
New Jersey FF	Sep 14-15	Wildwood, NJ
Contact: Ron McGowan 609 522 1822		
Fire Rescue Canada	Sep 24-26	Niagara Falls, Ont
Fall Meeting : FEMSA (3-4) FAMA (5-6)	Oct 3-6	Monterey, CA
Firehouse Central/EMS Expo	Oct 9-13	Orlando, FL
IAFC Southwestern Div.	Oct 19-23	Wichita Falls, TX
F.I.E.R.O. Fire Station Design Symposium	Oct. 25-27	Charlotte, NC
FDSOA Annual Conference	Oct 29-Nov 2	Orlando, FL
Contact: FDSOA 508-881-3114		
IAFC Volunteer & Combination Officers Symposium	Nov 1-4	Orlando, FL
Fire Rescue Conf. & Expo.	Nov 6-10	Las Vegas, NV
Contact: Ed Nichols 203-840-5968		

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