

©Copyright 2005, FEMSA, MA (USA)

Editor: Karen H. Burnham

Newsletter Committee:

Eric Schlett, Chair

Nanci Banarer

Kit Cafaro

Lila Gillespie

Joe Porter

Melinda Freeman, Board Liaison

Gabe Steinbach, Layout

**FEMSA IS A  
MEMBER OF**



## INSIDE

- 1 FEMSA Fall Meeting Preview
- 2 President's Message
- 2 New Members
- 4 Personal Responsibility Code
- 5 Annual Meeting Schedule
- 6 2005 FEMSA Survey Update
- 6 FEMSA Website Update
- 7 Governmental Affairs Activities
- 7 Interschutz Survivors
- 9 NAM Resources
- 9 In Memoriam
- 10-11 CFSI Dinner Highlights & Upcoming Events
- 11 DHS Director Addresses FEMSA/FAMA Members
- 13 NFFF: Fire Service Research Agenda
- 14-18 Member News
- 19 FEMSA Reception at EMS Today
- 19 2005 Events Calendar

### Thanks to our Advertisers

- 3 Fire Chief
- 8 FDIC East
- 12 Fire Rescue Conference & Exposition
- 17 Fire News

## FEMSA ANNUAL MEETING PREVIEW

The 2005 FEMSA Annual Membership Meeting will be held October 12-16, 2005, at the Marriott Plaza Hotel, 555 South Alamo, San Antonio, TX 78205.

A preliminary schedule of events follows for your review and travel planning - registration deadline: August 12, 2005. Also find FEMSA's meeting fees and cancellation policy.

On-line registration is now available at [www.femsa.org](http://www.femsa.org). You will find the link right on the Home Page. If you do not receive an electronic confirmation from Bob Grimaldi within 48 hours of your on-line registration, contact Bob directly (Tel: 315-337-0560; Email: [bobg@rometravel.com](mailto:bobg@rometravel.com)). Your confirmation will include a receipt for your requested bookings. In addition, we will broadcast a list of registered attendees periodically beginning in July; if you registered and do not see your name on the list, contact Bob immediately. These procedures will ensure that everyone is accounted for.

*Of Special Note:* The banquet will be held Friday evening, October 14th; all meetings will conclude by noon on Saturday the 15th. The Annual Meeting Committee is researching activities for Saturday (afternoon and evening) for those who will stay on through the weekend.

All members are encouraged to book their rooms at the Marriott Plaza through the FEMSA/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.

In order to accommodate all member requests and fulfill our room block commitment, registration deadline has been set early ... August 12th. At that time, we must advise the hotel how many sleeping rooms will be required each night of our meeting events. The preliminary meeting schedule and policy is on page 5 of this newsletter.

If you have any questions, feel free to contact your meeting planners directly or the FEMSA office.

We look forward to seeing you this October in San Antonio. □



**FEMSA Board members attending Interschutz 2005 included (l-r):** Dan Juntune (*Waterous*), Giff Swayne (*Holmatro*), Melinda Freeman (*Class 1/Hale*), Jerry Halpin (*Kochrek*), and Roger Weinmeister (*Super-Vac*); missing from photo but at Interschutz were Allen Lance (*Streamlight*) and Peter Nielsen (*Paratech*).

# President's Message & New Members

## President's Message



As I write this I have just returned from Interschutz held June 6 – 11 in Hannover, Germany. At the risk of dating myself, I have to admit that this was my fourth Interschutz. I keep going back because it is without a doubt the biggest trade show for the Fire and Emergency Services in the world, and you just can't get a good Wienerschnitzel here in Maryland.

With more than 100,000 attendees, 5 enormous exhibit halls and a sprawling outdoor exhibit area, the show was absolutely amazing. The fact that Interschutz is only held once every 5 years creates a very interesting dynamic. The exhibitors go all out with very large "stands" (we call them booths). It is not unusual for the stands to have two floors, private meeting rooms and a bar. Yes, I said a bar! They do things a little differently at Interschutz. Many exhibitors will time the release of new products to coincide with the show adding a little extra excitement.

Attendees (most of them decision makers) from around the globe travel to Germany to see the latest and greatest. It wasn't unusual to be speaking with a buyer from a European country one minute and someone from Asia, the Middle East or Latin America the next. The number of different languages being spoken in our booth at any one moment was amazing! German, Spanish, French, Japanese, Dutch, Swedish, Portuguese, Chinese, Russian, Italian, Hebrew, Norwegian and yes English were all evident. This diversity is both the appealing and the frightening aspects of this show for many American manufacturers. On one hand it provides a great opportunity to meet key contacts from all over the world; on the other hand you might only be able to smile and point at your products due to the language barriers.

I was surprised at how many major American manufacturers were NOT there or if they were they were lost in the mix. Maybe it is due to the language issues or the complications and costs that are inherent to supporting a major trade show in a foreign country. In my view, they missed a tremendous opportunity. All it takes is a little preplanning, an interest in marketing your products to the world market and perhaps a translator. I can tell you with certainty that manufacturers from China, India and the former Soviet Block were there in surprising numbers with product offerings that covered everything from nozzles to turnout gear, and I doubt that they came for the Wienerschnitzel.

Now back on U.S. soil, FEMSA's efforts are focused on the Annual Meeting in San Antonio this October 12 – 16. Another great meeting is planned with business speakers, caucus group meetings and a few surprises. The registration site is open on the web at [www.femsa.org](http://www.femsa.org) with an August 12th deadline; further details are included in this newsletter. I look forward to seeing you there!

Till next time,  
Giff Swayne

## WELCOME NEW MEMBERS !

*FEMSA is pleased to welcome its newest members:*

### **Eco-Tech Alternators (Ecoair Corp.)**

Paul Sailon, Sales Manager  
Four Industrial Circle  
Hamden, CT 06517  
Tel: (203) 230-3000  
Fax: (203) 230-3200  
Email: [Psailon@ecoair.com](mailto:Psailon@ecoair.com)  
Web Site: [www.ecoair.com](http://www.ecoair.com)  
*A manufacturer of alternators*

### **ETI Safety**

Brad Carver, CFO  
748 Springdale Dr., Suite 100  
Exton, PA 19341  
Tel: (610) 594-4590, ext. 112  
Fax: (610) 524-0532  
Email: [bcarver@etisafety.com](mailto:bcarver@etisafety.com)  
Web Site: [www.etisafety.com](http://www.etisafety.com)  
*Environmental, health, safety, and fire & emergency training and consulting*

### **Ferno-Washington, Inc.**

Dorothy Deaton, Regulatory Compliance  
70 Weil Way  
Wilmington, OH 45177  
Tel: (937) 382-1451  
Fax: (937) 383-0197  
Email: [info@ferno.com](mailto:info@ferno.com)  
Web Site: [www.ferno.com](http://www.ferno.com)  
*A manufacturer of ambulance cots/stretchers, stair chairs/chair cot, immobilization/extrication, backboards, trauma bags, mass casualty trailers, hazmat-CBRN decon, rescue equipment, pediatric equipment, incident command*

### **Groves Incorporated / READY RACK**

John Groves, VP & National Sales Manager  
4071 W. Albany Street  
McHenry, IL 60050  
Tel: (800) 991-2120  
Fax: (815) 385-8640  
Email: [sales@groves.com](mailto:sales@groves.com)  
Web Site: [www.readyrack.com](http://www.readyrack.com)  
*A manufacturer of storage systems for turnout gear, hose, SCBA, etc.*

### **International Association of Fire Chiefs Foundation**

Patricia Hessenauer, Executive Director  
4025 Fair Ridge Drive  
Fairfax, VA 22033  
Tel: (703) 273-0911

Fax: (703) 273-9363  
Email: [jafcfoun@msn.com](mailto:jafcfoun@msn.com)  
Web Site: [www.iafc.org](http://www.iafc.org)  
*Foundation*

### **Key Fire Hose Corporation**

Toby Mathews, VP, Sales  
1150 NW 72nd Street  
Miami, FL 33150  
Tel: (800) 447-5666  
Fax: (800) 447-5664  
Email: [tmathews@keyfire.com](mailto:tmathews@keyfire.com)  
Web Site: [www.keyfire.com](http://www.keyfire.com)  
*A manufacturer of hoses/nozzles*

### **National Fallen Firefighters Foundation**

Ronald Siarnicki, Executive Director  
2121 Baldwin Ave., 1A  
Crofton, MD 21114  
Tel: (410) 721-6212  
Fax: (410) 721-6213  
Email: [Rsiarnicki@firehero.org](mailto:Rsiarnicki@firehero.org)  
Web Site: [www.firehero.org](http://www.firehero.org)  
*Education/Service*

### **Quest Enterprises, Inc.**

Jerry Fitzgerald, Chairman  
408 Russell Street  
Walsenburg, CO 81089  
Tel: (719) 738-2345  
Fax: (719) 738-2319  
Email: [info@questhq.com](mailto:info@questhq.com)  
Web Site: [www.questhq.com](http://www.questhq.com)  
*A manufacturer of personal protective equipment/ensembles*

### **Setcom Corporation**

James Roberts and Michael Boyd, Co-Presidents  
1400 N. Shoreline Blvd.  
Mountain View, CA 94043  
Tel: (650) 965-8020  
Fax: (650) 965-1193  
Email: [jroberts@setcomcorp.com](mailto:jroberts@setcomcorp.com)  
[mboyd@setcomcorp.com](mailto:mboyd@setcomcorp.com)  
Web Site: [www.setcomcorp.com](http://www.setcomcorp.com)  
*A manufacturer of fire apparatus intercom systems*

### **Spurlock Emergency Vehicle Company**

K. C. Spurlock, Manager  
8118 Reynolda Road  
Pffafftown, NC 27040  
Tel: (336) 924-8100, ext. 159  
Fax: (336) 924-9999  
Email: [kcspurlock@spevco.com](mailto:kcspurlock@spevco.com)  
Web Site: [www.spevco.com](http://www.spevco.com)  
*A manufacturer of mobile emergency vehicles*



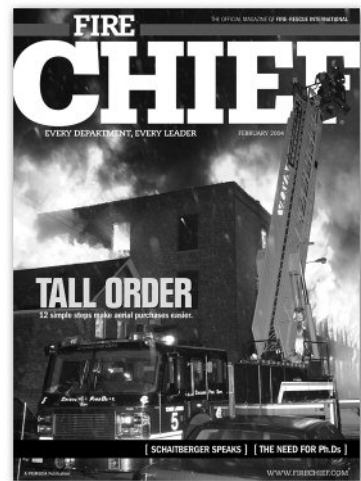
**EVERY DEPARTMENT | EVERY LEADER**

**FIRE**  
**CHIEF**

**The official magazine of Fire-Rescue International**

The **FIRE CHIEF** franchise is the information resource for progressive emergency service leaders across North America. We provide timely and targeted information to enable chiefs and officers to better perform their duties and prepare for new challenges.

Visit us at [www.firechief.com](http://www.firechief.com) to apply for a free subscription and sign up for our free weekly e-newsletter, **Command Post**.



**FEPN**

**INSERVICE**

**WILDFIRE**

**INSERVICE**

**COMMAND POST**

[www.firechief.com](http://www.firechief.com)

## **DANGER**

### **PERSONAL RESPONSIBILITY CODE**

The member companies of FEMSA that provide emergency response equipment and services want responders to know and understand the following:

1. Firefighting and Emergency Response are inherently dangerous activities requiring proper training in their hazards and the use of extreme caution at all times.
2. It is your responsibility to read and understand any user's instructions provided with any piece of equipment you may be called upon to use.
3. It is your responsibility to know that you have been properly trained in Firefighting and/or Emergency Response and in the use, precautions, and care of any equipment you may be called upon to use.
4. It is your responsibility to be in proper physical condition and to maintain the personal skill level required to operate any equipment you may be called upon to use.
5. It is your responsibility to know that your equipment is in operable condition and has been maintained in accordance with the manufacturer's instructions.
6. Failure to follow these guidelines may result in death, burns or other severe injury.



Fire and Emergency Manufacturers and Services Association, Inc.  
P.O. Box 147, Lynnfield, MA 01940 [www.FEMSA.org](http://www.FEMSA.org)

Copyright 2004 FEMSA. All Rights Reserved

# FEMSA / FAMA 2005 Fall Meeting Schedule

## Meeting Event Schedule - (subject to change)

Hospitality Suite Open Daily - 1:00 PM to 11:00 PM

**OCT. 12 WED** Arrival  
1:30 PM to 5:00 PM FEMSA Board Meeting  
6:00 PM to 8:00 PM FEMSA Reception - Members & Guests

**OCT. 13 THUR**  
7:30 AM FEMSA Breakfast  
8:00 AM to 5:00 PM FEMSA Business Meeting  
9:00 AM to 10:30 AM (Tentative) FEMSA Spouses Program  
1:00 PM to 5:00 PM FEMSA Caucus Breakouts  
1:00 PM to 5:00 PM FAMA Committee Meetings (as scheduled by Chairs)

**OCT. 14 FRI**  
6:30 AM FAMA Board Breakfast  
7:00 AM to 12:00 PM FAMA Board Meeting/Reports by Committee Chairs  
  
7:30 AM FEMSA Breakfast  
8:00 AM to 11:30 AM FEMSA General Meeting  
11:30 AM to 1:00 PM FAMA / FEMSA Executive Committees Lunch  
12:00 PM FAMA / FEMSA Lunch open to all members and guests  
  
1:15 PM to 5:00 PM FAMA / FEMSA Joint Meeting  
6:00 PM FAMA / FEMSA Cocktail Party  
7:00 PM FAMA / FEMSA Dinner

**OCT. 15 SAT**  
7.30 AM FAMA Breakfast  
7:30 AM FEMSA Breakfast  
8:00 AM to 12:00 PM FAMA General Membership Meeting  
8:00 AM to 12:00 PM FEMSA Round Table  
**Afternoon & Evening Open**



**OCT. 16 SUN** Departure

### Meeting Fees and Cancellation Policy

MEETING FEES – No “a la carte” meeting fee schedules are available to members, spouses and/or guests with the exception of children under 18 years of age.

CANCELLATION POLICY - If you must cancel, a full room rate refund will follow provided notice of cancellation is given by [date 30 days prior to arrival date]. The only exception is that no refunds will be honored for meeting fees if cancellation occurs less than 30 days prior to arrival, as all food and beverage services must be guaranteed 30 days in advance.

# FEMSA 2005 SURVEY - FIREFIGHTER SAFETY

## FEMSA 2005 SURVEY

By: Roger Weinmeister, Director

The second annual FEMSA Survey is up and running through September of this year. The final results will be available in time for the annual meeting in San Antonio. This Survey is made possible from the generous support of our Media Caucus Members. By running ads in their publications and online, fire departments across the nation are referred to the new FEMSA website. While there, they can take a quick survey on Fire Fighter Safety and be eligible for their department to win equipment.

The 2005 Firefighter Safety Survey can be found at <http://www.femsa.org/survey>. It links to a website that is designed to run surveys (Zoomerang). The results are easily displayed in graphic format, it limits participants to one entry per email address, and at the end



2004 FEMSA Survey drawing winner, Chief Kim Tracy, Stetson Fire Department, Stetson, Maine, who chose \$5,000 worth of equipment from Cutters Edge, Elkhart Brass and Task Force Tips for his department.

of the survey we can email the results to all the participants who requested results.

FEMSA offers a drawing for \$5000 worth of merchandise from any FEMSA member company. The winning entry can select the prize (up to a \$5000 List price); if it is from your company, FEMSA will reimburse you for your Best Dealer Cost for the merchandise chosen, and you can take credit for the extra sales.

The survey this year ties in with the current safety initiatives including those by the IAFC, NFFF, and the FEMSA Personal Responsibility Code (PRC). Our goal is to help FEMSA members get a glimpse into the mindset of firefighters on those issues. The results of the survey can be used to shape future policy in FEMSA and in its relationships with other fire and emergency services organizations.

The preliminary results offer some interesting information including: 99% agree with most or all of the PRC, only 7% of the survey respondents have mandatory physical conditioning programs, 20% feel their equipment is maintained for maximum safety, and over 50% of the respondents have given their email address to FEMSA for future updates.

The attention has driven many first timers to the FEMSA website where they have become more familiar with our organization. In the future, this will allow us to more easily disseminate information on other goals of our organization. This will also allow us to quickly take the pulse of the Fire Service next year. So when it comes time to decide if you are going to the Annual Meeting in San Antonio this year, another good reason to

## WEBSITE UPGRADE

By Gabe Steinbach

This year, FEMSA completed a major upgrade on the [www.femsa.org](http://www.femsa.org) website. Instead of waiting to complete the upgrades piecemeal, we moved ahead in making the FEMSA website one of the top sites for our members and the fire industry. The resources we now offer for our membership are truly superior, giving our members incredible advantages as a whole.

### FEMSA Member Database

The FEMSA member database that once began with the Core Competency CD, is now a living breathing, real-time database that reflects up-to-date and accurate member information and resources. Type your company name in to Google, and you surely see your FEMSA listing in one of the top spots. Members are STRONGLY encouraged to log in and update their member profiles.

### FEMSA Press Release Archive

FEMSA has always offered our members easy ways to announce to their peers important company initiatives and happenings through this publication: *FEMSA News*. Now members can post their press releases and news as they happen - live on the FEMSA website. We've created a simple way to get your press releases on the web. Best of all - it is FREE for member companies!

### FEMSA Job Listings

FEMSA is always looking for ways to enhance our membership. One thing we learned from the caucus groups is that our membership was continually searching for ways to recruit top-notch professionals in their fields. We took the initiative to build a job listings database where our members can post listings. We partnered with [www.careerbuilder.com](http://www.careerbuilder.com) to provide extensive listings beyond our own, to give those seekers additional opportunities beyond the jobs posted by FEMSA member companies. Freely post your available position today!

### FEMSA Calendar

FEMSA has always offered one of the most complete and pertinent calendar listings for the industry - and we will continue to do so in *FEMSA News*. However, we wanted to use our stature on the web to give our members a chance to post their own events. By adding an interactive calendar where members can post their own listings for FREE - we give our membership a way to communicate with other FEMSA members, and with the industry as a whole. For a small fee, members can also prioritize their listing to really stand out!

The FEMSA website is still not done - this extensive upgrade has brought improvements to the banner advertisement system, the speed of the database and our ranking within the search engines. In the future, look for partnerships with Google Ad Words, enhancements to the member database, and expansion of the FEMSA Press Release section with partner web sites. We've worked hard to give the membership a tangible service in the improved features on the FEMSA website. Please go to [www.femsa.org](http://www.femsa.org) and add your content and take full advantage of these enhancements. □

## INTERSCHUTZ “SURVIVORS”

By: Melinda Freeman

We survived Interschutz! Six days of cool weather (what a change from 2000 in Augsburg), long hours and quality visits with customers from around the world. What a great opportunity it was to take our companies and our products to the world in one showcase. We had a good turn out from FEMSA member companies. I counted approximately 40 companies represented either by persons walking the show floor as well as having booth space.

The face of the show was decidedly different from 2000. Notably absent were US fire truck manufacturers. Only two US style fire trucks were present: Ferrara and Central States. The US pavilion had new exhibitors in 2005, a total of 39 companies in all with 65 US companies being present at the show.

This show was smaller than the one five years ago. There were fewer vehicles than in 2000; it appeared there were fewer exhibitors also. This seems to be due to consolidation within the industry. A lot of individual exhibitors were grouped together in one space providing a new theme on partnering capabilities. The quality of the products we saw out of the former Soviet Union has improved. Some companies we saw in 1994 and again in 2000 provided us with pleasant surprises in their product improvement since the Augsburg show.

Rosenbauer had 18 innovations on exhibit. They appeared to be “Best of Show” in booth space and new products; they even had a waterfall in their booth – quite a feat in itself.

The Interschutz was worthwhile ... now we all have planning to do to ensure that 2010 in Leipzig is as big a success as 2005 in Hannover.

Bill Kehoe provided us with some comments from exhibitors:

*“If that contract is signed, it will pay for my stand a hundred times over and my sales will double”.*

*“I stopped counting after 44 different country representatives visited my stand”.*

Another exhibitor said *“in email correspondence with the home office, they were already beginning to receive orders from contacts made earlier in the week at the show”.*

This is indeed a great testimony to the Interschutz.

To those of you who attended or exhibited, thanks for making FEMSA look good. This is indeed a validation to our strategic plan for global growth! □

By : GAC Co-Chairs Steve Lawrence (FEMSA) and John Szytkiel (FAMA)

Since the last newsletter, the FAMA/FEMSA Governmental Affairs Committee (GAC) has been quite active building the foundation for the future. Over the past five (5) months, the GAC has developed three (3) initiatives for the remainder of this year.

The first is the “Day on the Hill” program scheduled for Wednesday, September 14th. This year’s program will feature a working luncheon with “Washington Insiders” to give us an overview on how things work inside the “Beltway”, concluding that evening with a reception in the Gold Room of the Rayburn House Office Building for Congressional Members and their Staff.

The GAC’s second initiative will be coming to you as two separate communication programs. The first program will be a newsletter highlighting the industry to our Congressional members. We have retained the firm of Lambert-Edwards to develop this bimonthly program. This proactive literature will inform Congress of the importance of emergency rescue, job safety, first line of response, and American fire service traditions, etc., as they relate to our membership. The first issue is scheduled for the July time frame and will be available in an electronic format as well. As we develop the themes of each issue, we will be looking to the membership for their expertise on issues.

The second communication program is for you, our membership, to keep you abreast of the many different issues that will affect our industry. This information will be available on the

FEMSA and FAMA websites and as email blasts. Additionally, we will have highlighted issues in the newsletters.

The GAC’s third initiative is a “Building Alliances” program. This program will identify organizations that we believe have “common ground” that we can partner with on issues that are central to our individual organizations. As this develops, you will begin to hear more about these programs.

The committee has expanded to 13 members and includes:

**John Szytkiel**, Spartan Motors (FAMA Co-Chair)

**Steve Lawrence**, Rosecliff Partners (FEMSA Co-Chair)

**Paul Andrews**, Firehouse.com

**Tim Bendle**, U.S. Tanker-Fire Apparatus

**George Goros**, United Plastic Fabricating

**John Granby**, Lion Apparel

**Bob Kreps**, Hale Products

**Mark LaDouceur**, Onan

**Bill Latta**, Res Q Tek

**Tony Parrino**, Homeland Protection Professional

**Lynn Powell**, Hale Products

**Maryjane Shance**, Spartan Motors

**Karen Burnham**, Executive Assistant to the FAMA and FEMSA Boards

If you have a question or issue you would like the GAC to address, please contact any member to have the matter placed on the GAC’s monthly meeting agenda. □



October 4-8, 2005  
Atlantic City, New Jersey  
www.FDICEast.com

# Training. Technology. Tradition.



1929  
FDIC Premieres

1995  
FDIC moves to  
Indianapolis, IN

1997  
First FDIC under PennWell  
ownership

2000  
FDIC WEST Premieres

2004  
FDIC EAST Premieres

2005  
Best FDIC EAST to  
date. Don't miss it!



**Experience FDIC East.** The most experienced, time-honored name in the fire service training industry can now also be found on the East Coast. The same high-caliber Hands-On Training (H.O.T.), hard-hitting classroom sessions, and technologically-advanced exhibit hall found at the Fire Department Instructors Conference (FDIC) in Indianapolis can now be experienced closer to home. FDIC East provides an important forum where firefighters can learn from the best instructors in the industry and discover new products and services that help save lives.

Owned & Produced by:



Flagship Media Sponsors:



To register, visit [www.FDICEast.com](http://www.FDICEast.com).

**The National Association of Manufacturers (NAM) web site offers countless tools to help your company achieve its public affairs goals and improve its bottom line, including:**

*Congressional Policy Agenda* – the NAM is fighting to reduce production costs in the United States, level the international playing field, develop the 21st century workforce and promote innovation, investment and productivity. Learn more about the NAM's 2005 Congressional Agenda by visiting [www.nam.org/agenda](http://www.nam.org/agenda).

*Fighting for Legal Reform* – In an effort to bolster legal reform in the states, the NAM recently launched the American Justice Partnership (AJP). The partnership brings together the most effective national and state organizations to achieve effective legal reform. Visit this new web site at [www.american-justicepartnership.org](http://www.american-justicepartnership.org).

*Manufacturers' Blog: Daily Views on the News* – Blog web sites are catching on as a popular form of alternative media. NAM Senior Vice President Pat Cleary has started a blog on important issues affecting manufacturing. See <http://blog.nam.org> for Pat's insightful and occasionally headline-making comments on the news of the day. You'll be hooked sooner than you know it!

*Video on Matters Affecting Manufacturing* – From major press conferences to promotional spots for the Campaign for Growth and Manufacturing Renewal, the NAM now offers content that you can watch on the web on NAM Video Central. Check out [www.nam.org/videocentral](http://www.nam.org/videocentral) so that you may watch timely content of interest.

NAM's "Legally Insane", produced by the NAM's Fair Litigation Action Group (FLAG), was created to initiate a broad, multiyear awareness campaign on the importance of fair liability laws and to advance legal reform measures necessary to achieve that goal. The following is NAM's "Legally Insane" article that appeared in its recent "Focus" newsletter:

### "Big Game Hunter Loses Defect Suit"

Lawsuits concerning product safety and liability issues never cease to amaze. Take for instance a suit filed by a big game hunter, who after being mauled by a lion, sought relief in court by claiming a manufacturer was at fault for selling bullets that failed to stop the charging beast.

A federal judge in Minnesota rejected the case (Rohwer v. Federal Cartridge Co., D. Minn., No. 03-CV-2872, 11/18/04), saying expert evidence provided by the hunter's legal team regarding the behavior of wounded lions was "sheer conjecture," ruling that Federal Cartridge's Bear Claw bullet was not dangerous and did not require a warning.

The hunter alleged the bullet was defective because it was manufactured with a hard casing which, he said, does not expand when used on thin-skinned animals. The judge ruled that there was no direct evidence to back this claim and declared evidence circumstantial and speculative. □

## ***IN MEMORIAM***

*FEMSA is saddened to report the passing of Mrs. Mary Halpin, mother of Jerry Halpin (Kochek Co.). At 74 years young, Mrs. Halpin died on May 27th after a short battle with cancer.*

*Donations in Mrs. Halpin's memory may be made to your local Hospice. Personal notes of condolence may be sent to Jerry, Donna and Emily at 61 Angola Road, Cornwall, NY 12518.*

*The thoughts and prayers of all FEMSA members are with Jerry and his family.*

## WASHINGTON UPDATE

by: Sean Carroll, Legislative Director, Congressional Fire Services Institute

On Thursday, May 12th, the House of Representative approved H.R. 1544, the Faster and Smarter Funding for First Responders Act. The legislation, sponsored by Congressman Christopher Cox (CA), passed the House overwhelming with a vote of 409 – 10. The legislation will modify the current formula for homeland security grants. Under the current formula, each state receives 0.75% of appropriated funds, with the rest of the money being distributed based on a state's population. Congressman Cox's legislation reduces the minimum amount to 0.25 percent; state's with an international border or waterway will receive 0.45 percent. Any remaining funds will be distributed based on risk.

The Senate Homeland Security and Governmental Affairs Committee approved similar legislation on April 13th. S. 21, the Homeland Security Grant Enhancement Act, sponsored by Senator Susan Collins (ME), is similar to the House bill in many respects, but uses a different formula for distributing the funds. The Senate bill will guarantee each state 0.55% of the appropriated funds, although states with large populations can be eligible for up to 3%.

On Tuesday, May 17th, the House of Representatives approved H.R. 2360, the Fiscal Year 2006 Homeland Security spending bill. The bill, which provides funding for the operations and activities of the Department of Homeland Security, was approved by a vote of 424 - 1.

Although the bill funds DHS at a higher level than FY05, the bill reduces funding for several programs of importance to the fire service. The Assistance to Firefighters Grant Program (AFGP or FIRE Act) receives \$575 million, \$75 million less than in FY05. The State Homeland Security Grants (SHGP) receives \$750 million, \$350 million less than FY05. The Staffing for Adequate Fire and Emergency Response (SAFER) program received a slight increase and is funded at \$75 million. In FY05, SAFER received \$65 million. The bill also contains \$1.215 billion for the Urban Area Security Initiative (UASI), compared to \$1.2 billion in FY05. The bill has been referred to the Senate Appropriations Committee for consideration.

On April 26th, Congressman Edward Markey (MA) and Congressman Peter King (NY) introduced H.R. 1850, the Cigarette Fire Safety Act of 2005. The legislation creates a national ignition standard for cigarettes. The legislation will set ignition standards for cigarettes causing the cigarette to self-extinguish if left un-smoked. Cigarette fires are responsible for approximately 800 deaths, 2,200 injuries and nearly \$560 million dollars in damages every year. In 2004, the State of New York put into effect a similar cigarette fire safety standard. Canada adopted a nationwide standard very similar to the New York standard last year.

"The best way to reduce the number of deaths caused by fire is to address the root causes. Cigarettes are the leading cause of fatal fires in the U.S. The Cigarette Fire Safety Act of 2005 would save a significant number of lives and prevent families from suffering unbearable hardships," said Bill Webb, Executive Director of the Congressional Fire Services Institute.

The legislation has been referred to the House Energy and Commerce Committee.



Homeland Security Secretary Chertoff



CFSI Founder Congressman Curt Weldon



CFSI Legislator of the Year Bill Pascrell



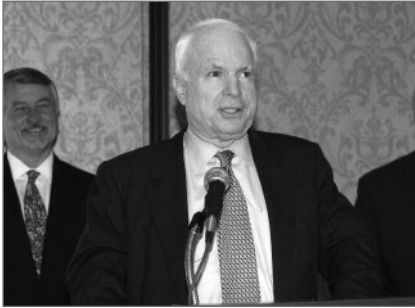
Alan Caldwell, the winner of the Mason Lankford Fire Service Leadership Award



FEMSA President Giff Swayne & Past President Jerry Halpin

## CFSI Annual Dinner Highlights

The 17th Annual National Fire and Emergency Services Dinner was held April 7th at the Hilton Washington. The dinner theme, "Protecting Our Communities ... and Everyone Goes Home" attracted 2,050 attendees, making it the second largest dinner held and hosted by the Congressional Fire Services Institute.



Senator John McCain



Congressman Rob Andrews, Co-Chair CFSI



Senator Paul Sarbanes

**Keynote Speaker:** Secretary Michael Chertoff, U.S. Department of Homeland Security

### **Award Recipients:**

*CFSI Legislators of the Year*

**Congressman Bill Pascrell (NJ)**

**Congressman Chris Cox (CA)**

*CFSI Fire Service Organization of the Year*

**International Fire Services Training Association at OSU**

*CFSI/Motorola Mason Lankford Fire Service Leadership Award*

**Mr. Alan Caldwell, IAFC**

*Safety Education Hero Award sponsored by the Home Safety Council*

**Julia Holt Dickson, TN Fire Department**

*Special Recognition*

**International Association of Fire Fighters in honor of the 50th Anniversary of the IAFF's support for the Muscular Dystrophy Association**

*Fire Caucus Leaders who addressed attendees*

**Senator Paul Sarbanes (MD)**

**Congressman Sherwood Boehlert (NY)**

**Congressman Curt Weldon (PA)**

**Congressman Rob Andrews (NJ)**

**Fire Caucus Chairman, Senator Joe Biden (DE)**, delivered a video message; he was in Rome attending the Pope's funeral as part of the Congressional delegation that also included Senator Mike DeWine (OH) and Congressman Steny Hoyer (MD)

The 18th Annual National Fire and Emergency Services Dinner will be held April 6, 2006.



DHS Director Kevin Boshears and FEMSA President Giff Swayne

Kevin Boshears, Director of the Small and Disadvantaged Business Utilization Office of the Department of Homeland Security, addressed all FEMSA and FAMA members attending the CFSI dinner on the afternoon of April 7th in Washington, DC. In his presentation, Mr. Boshears touched on the three major types of business opportunities at DHS including:

- \* Contracts and subcontracts (assisting small businesses to identify contracting and subcontracting opportunities is the focus of the OSDBU)
- \* Research and Development
- \* Grants to State and Local Governments (potentially resulting in a state or local government procurement opportunity)

Members were referred to [www.dhs.gov/openforbusiness](http://www.dhs.gov/openforbusiness) to review DHS business opportunities and to determine member companies' area or areas of interest. For personal assistance, contact Joe Capuano, [joe.capuano@dhs.gov](mailto:joe.capuano@dhs.gov), Tel: (202) 401-3517.

## 3rd ANNUAL CFSI SILENT AUCTION

**July 30, 2005**

@ Firehouse Expo

Baltimore Convention Center

Contact Alex Bryant, CFSI Director of Development, at (202) 371-1277 to donate auction items (*fire service equipment, training material, fire service memorabilia, weekend packages, electronic/stereo equipment, etc.*)

**CFSI APPRECIATES YOUR SUPPORT!**

## 2005 CFSI Golf Scramble

**Thursday, August 18th**

Maryland Golf Course

College Park, MD

Shotgun Start at 8:00 a.m.

Awards Luncheon for all Participants Follows Tournament

Looking for Golfers and Sponsors  
Proceeds further CFSI's Mission: "So that First Responders Never Stand Alone" on Capitol Hill

**For further details,  
contact: Alex Bryant**

# OUR SHOW HAS THREE THINGS YOU ASKED FOR: EDUCATION, EDUCATION AND EDUCATION.



## FIRERESCUE

CONFERENCE & EXPOSITION

Incorporating

**FireTech Reno**

LAS VEGAS CONVENTION CENTER,  
LAS VEGAS, NEVADA  
NOVEMBER 9-13, 2005

[WWW.FIRERESCUEEXPO.COM](http://WWW.FIRERESCUEEXPO.COM)

PRESENTING THE 2005 TERC COMPETITION



FireRescue Conference & Expo is bigger and improved for 2005. We listened to your suggestions and more importantly turned them into actions.

- merged with FireTech Reno
- more hands-on training
- more conference content
- more opportunities for one-on-one networking

The result: a bigger, better, more focused FireRescue Show.

### How's that for listening?

More than anything else, you told us that quality education is your key concern. This year you'll still find individually structured training 'academies' headed by the acknowledged leaders in their fields including a dedicated Wildland Conference.

- Fire Operations & Tactics
- Rescue/Extrication
- Company Officer Development
- Training Instructor/Educator Development
- Homeland First Response
- Rural
- Fire Based EMS
- Wildland Conference

Other things that haven't changed are the show's easily accessed and exciting location—Las Vegas—and its cost-conscious pricing and special travel deals. Visit us at [www.firerescueexpo.com](http://www.firerescueexpo.com) and check out the travel and hotel deals we've arranged for you.

### Questions?

**1-888-334-8703**

PRODUCED AND ORGANIZED BY

**FIRERESCUE**  
MAGAZINE

Reed Exhibitions

SPONSORED BY

**JEMS**

**HOMELAND  
FIRST RESPONSE**

**WILDLAND  
FIREFIGHTER  
MAGAZINE**

**CONFEDERATE  
FIREFIGHTER  
ASSOCIATION**

**IFPE**

Nevada Fire Chiefs  
Association



# NFFF: Fire Service Research Agenda Symposium

When the first National Firefighter Life Safety Summit was held in Tampa in 2004, the participants developed a list of 16 Firefighter Life Safety Initiatives to significantly reduce firefighter deaths and injuries. One of the issues identified as a priority was the need to develop a research agenda to support the implementation of the 16 Initiatives. The Summit participants identified a long list of topics where research is needed, as well as numerous areas where potentially valuable research is being conducted. They also noted that there are numerous opportunities to take advantage of research that has been conducted by many other organizations for a variety of purposes. In addition, the many opportunities for technology transfer to adapt new capabilities to fire service needs were emphasized. The development of a fire service research agenda was included as one of the initiatives.

On June 2 and 3, 2005, more than 50 participants gathered at the National Emergency Training Center in Emmitsburg, Maryland to develop a Fire Service Research Agenda. This symposium, conducted by the National Fallen Firefighters Foundation and funded by a grant from the National Institute for Standards and Technology (NIST), was a direct spin-off from the Tampa Summit and specifically directed toward research efforts that will save the lives of firefighters. NIST has a major involvement in fire research and works closely with the United States Fire Administration to address and support the needs of the fire service.

The invited participants included fire service leaders and representatives of fire service organizations, government agencies and trade organizations. They were joined by researchers, scientists and engineers from several additional institutions and organizations with a wide range of expertise and experience.

The discussion was based on eight broad areas of research that

had been identified by a steering committee. These areas were:

- Firefighter Health – Wellness – Fitness
- Organizational and Behavioral Science
- Firefighter Training
- Incident Management
- Advanced Technology Applications
- Vehicles and Transportation
- Fire Prevention and Public Education
- Data Collection and Analysis

The participants were divided into discussion groups to focus on particular areas. The overall findings were then consolidated in a process that involved all of the attendees.

The product of the symposium will be a report that identifies all of the research priorities identified by the symposium participants and provides background information about each topic. This information is intended to be useful for organizations that are involved in research or interested in conducting research for the fire service to allow them to focus their efforts on the highest priority areas, as well as providing a basis for coordination and cooperation among researchers working on related projects. It will also provide information to organizations that develop and refine technology to identify opportunities to adapt new applications to meet the needs of the fire service.

One of the potential values of the symposium findings will be to assist agencies and organizations that provide funding for research and development projects to steer those funds toward the areas of greatest need and urgency. The symposium report is expected to be a valuable reference for decision makers, as well as researchers.

The report will be prepared by the National Fallen Firefighters Foundation and should be published by the National Institute for Standards and Technology within two months. □

## FEMSA MEMBERS AT FDIC



Matjak



Fyrepel Products



Key Fire Hose



Kussmaul Electronics' Tom Nugent and Ernie Kussmaul



VisionMark's Jaron McDaniel, Fred Sauer, Lucy Wood, Sherry Swartz and Karla Cole.

# FEMSA Member News

**Members can now post their member news and press releases for immediate release on the FEMSA website at [www.femsa.org](http://www.femsa.org).**

## **Akron Brass Company**

*[June 20, 2005, Wooster, Ohio]* Akron Brass Company announced today that it has acquired Weldon Technologies, Inc. located in Columbus, Ohio.

Founded in 1967, Weldon Technologies, Inc. (Weldon) is an ISO 9001: 2000 registered company that develops, manufactures, and sells lighting devices and customized electrical control solutions for specialty vehicle markets. This includes ambulance, fire truck, school bus, recreational vehicle and marine markets.

"Combining Weldon's extensive lighting and electrical control product portfolio with our existing scene lighting and power distribution equipment will provide even more single source supply capabilities for our OEM customers," stated Dan Peters, President of Akron Brass. "Moreover, Weldon's expertise will enable us to broaden our innovations to meet the growing future requirements of our customers as well," Peters added.

## **Ambu, Inc.**

*[April 19, 2005]* To better serve our customers, we have recently expanded our warehouse space and moved to a new, larger facility. Our new address is 6740 Baymeadow Drive, Glen Burnie, MD 21060 – see [www.ambuUSA.com](http://www.ambuUSA.com)

## **Cutters Edge**

*[June 30, 2005]* In an effort to provide faster delivery and faster service and repair to customers in the East, Cutters Edge recently opened a Distribution & Service Facility in Middletown, Pennsylvania.

Christian Ruzich, Vice President of Operations says the new facility will also offer local availability of parts and complete warranty service for all Cutters Edge saws and accessories. In addition to Ruzich, the Cutters Edge Eastern team includes Ray Smeriglio, Sales Manager and Rich Seachrist, Service Manager. Together this team represents more than 20 years of experience for

Cutters Edge. You can contact this new office at: 1-800-742-3343 and 717-944-1433 or Fax: 717-944-1599. The address is: Cutters Edge, 147 Brown Street, Middletown, PA 17057.

*[April 15, 2005]* From April 4-7, Cutters Edge attended and participated in the 22nd All-Japan Master Labor Contract Senior Fire Officers' conference and workshop held at Camp Zama.

More than 70 fire chiefs and officers from Marine Corps Bases Camp Butler, Kadena Air Base, Torii Station in Okinawa, Marine Corps Air Station Iwakuni, Commander Fleet Activities Yokosuka, Atsugi naval Air Facilities, Commander Fleet Activity Sasebo, Yokota Air Force and Misawa Air Base as well as several American and Japanese vendors gathered at Camp Zama Community Club and Sagami General Depot to attend the annual 4-day conference.

The conference originated in 1984 when the All-Japan MLC Senior Fire Officers' Association was established in order to improve the level of fire services and also to exchange information between fire departments throughout the Army, Navy, Air Force and Marine Corps military installations in Japan. Camp Zama hosted the initial conference in 1984 and the fourth this year since 1997.

Full story details may be found at <http://www.torii.army.mil/aroundzama/story03.htm>.

## **Fire Chief Publications**

*[May 26, 2005]* Fire Chief is pleased to welcome Rich Gluth as the newest member of its advertising sales team. Rich will serve Fire Chief customers in the eastern territory.

In addition to his business and sales experience, Rich has an extensive background in the fire service. He served as a Firefighter/Paramedic in Illinois from 1982-1999, and he is still an active volunteer in Wisconsin.

Rich brings a wealth of knowledge in business-to-business sales and marketing to the Fire Chief team. He can be reached at (312) 840-8454, or [rich@firechief.com](mailto:rich@firechief.com).

Fire Chief is proud to announce that Andy VanSciver has

transitioned from an independent sales representative to a regional sales manager working directly for Fire Chief. Andy will continue to represent the western territory of the U.S. as he has since August 2003.

## **Fire-Dex, Inc.**

*[May 2, 2005, Medina, Ohio]* Fire-Dex®, Inc. promotes three associates to new positions:

Lance Matiste has been promoted the position of Senior Regional Sales Manager. His new responsibilities will include working with and training Regional Sales Managers for Fire-Dex on Sales Skills and Product Knowledge, along with his current responsibilities in the Eastern Region. Lance has had a very successful career with Fire-Dex over the past five years and is one of the most knowledgeable and dedicated sales people in the industry. With his new position, Fire-Dex will continue to achieve great success in the years to come.

Cyndi Williamson moves to the position of Inside Sales Support. Prior to making her move to the office, Cyndi worked with Fire-Dex in the turnout production area. Her knowledge of the product, and previous customer and sales support experience, make her an excellent choice for the Inside Sales position. Cyndi joined Fire-Dex in 2003.

Paula Komm joins Fire-Dex accounting staff. Prior to her move, Paula worked in Inside Sales for Fire-Dex. Paula's extensive knowledge of our product and customers, and attention to detail, will be an asset to the accounting department. Paula had ten years experience in accounting prior to joining Fire-Dex in 2001.

## **Fire Engineering/PennWell**

*[June 9, 2005]* At 3:36 p.m. on June 9th, weighing in at 8lbs., 7oz., and 21" long, beautiful Evelyn Rose Peters entered this world, the



new daughter of Vince and Sharon Peters. Congratulations to the Peters!

## Fire Research Corp.

[June 1, 2005] Fire Research Corp. has embarked upon a \$1 million dollar expansion program. The company has increased the size of its facility by 50%, and is installing a new computer operating system and new automatic machinery.

## Firehouse.com

[May 9, 2005, Beltsville, MD] Cygnus Interactive, the online media division for business-to-business media leader Cygnus Business Media, announced today that Joel Goron has joined the



Joel Goron

division as director of sales for Officer.com and Peter Clough has joined as director of sales for Firehouse.com. They will be respon-



Peter Clough

sible for direct selling and developing overall sales and marketing initiatives for their respective Public Safety portals. The company recently announced expansions in its online offerings to include sponsored and pay per view web casts and online professional certifications.

"Officer.com and Firehouse.com are leading B2B sites with significant audiences that will benefit from experienced and savvy sales execs," says Cygnus Interactive Vice President of Sales Paul Andrews. "Both Peter and Joel have substantial backgrounds and will be extremely important to our advertisers' efforts in integrating cross-promotional marketing solutions."

[www.femsa.org](http://www.femsa.org)

Goron most recently served as regional sales manager and associate publisher of Homeland Defense Journal. He also worked as regional sales manager for Post Newsweek Tech Media where he sold sponsorships and exhibit booth space for the FOSE government technology tradeshow. He also sold advertising for Washington Techway magazine. Prior to that, Goron served for four years as Regional Sales Manager of Phillips Business Information in Potomac, MD.

Clough was recently director of sales for BannerSpace.com, a leading online advertising network based in Laurel, Maryland. He also founded E-Base Systems, an early innovator in online direct marketing. "The combination of Joel and Peter will surely enhance our continued positioning of being number one in both markets" states Cygnus Interactive Vice President of Publishing and Publisher of Firehouse.com and Officer.com, Dave Iannone.

## Firehouse Expo/Firehouse World

[July 5, 2005, Westport, CT] Cygnus Business Media announced today it has acquired EMS Magazine, EMS Expo, Advanced Rescue Technology and Frontline First Responder magazines and their accompanying websites from California-based Summer Communications and Expo Productions.

"This important acquisition complements our existing Firehouse brand portfolio, and offers additional synergies within our Law Enforcement Group," says Cygnus Business Media President & CEO Paul Mackler. "It will allow us to gain more reach in the EMS segment for our advertisers within the EMS and first responder industry."

EMS Expo is supported by several organizations including the National Association of Emergency Medical Technicians (NAEMT) which co-locates its annual conference with EMS EXPO. It will be produced by Cygnus Expositions, the tradeshow division of Cygnus Business Media that successfully produces the Firehouse Expo and Firehouse World expositions. Together these trade events showcase over 200,000 net square feet of fire and rescue prod-

ucts and attract more than 20,000 fire, rescue and EMS professionals annually.

"EMS magazine is an extremely strong and well respected publication that will become an important addition to our publishing portfolio," says Cygnus Publishing President Rich Reiff. Advanced Rescue Technology and Frontline First Responder magazines also present many opportunities to increase our footprint in the fire and emergency service market. The ability to consistently deliver vital information to nearly every member of the emergency service industry is crucial and will remain so in the coming years."

"EMS Magazine, EMS Expo, Advanced Rescue Technology and Frontline First Responder have proved valuable to our customers and the industry since we first began producing them," says Summer Communications Founder, Publisher and Executive Editor Carol Summer. "Having Cygnus acquire them and incorporate them into an already established portfolio of emergency service and fire rescue media products is very fortunate. The properties will continue to flourish with a large media company supporting them."

EMS magazine, EMS Expo, Advanced Rescue Technology and Frontline First Responder employees will remain in California.

[June 14, 2005] Firehouse Expo has announced that the Apparatus Maintenance Section (AMS) of the International Association of Fire Chiefs (IAFC) and Aircraft Rescue Fire Fighting (ARFF) will each be leading seminars on the latest topics of Apparatus Maintenance and Aircraft Safety. Firehouse Expo will take place July 26-31, 2005 in Baltimore, Maryland.

The AMS will sponsor two, 2-day classes "Basic Electrical EVT F-4 Preparatory Class" and "Mechanics: Engines and Lubrication". The "Basic Electrical EVT F-4 Preparatory Class" will cover the study objectives for the EVT F-4 Fire Apparatus Electrical Systems exam. The objectives covered will be basic electrical theory, Ohm's Law, parallel and series circuits, relays and solenoids, diagnostic meters, batteries, alternators, schematics, voltage drops and trou-

FEMSA News • Summer 2005

bleshooting. Topics of the "Mechanics: Engines and Lubrication" class will include: life cycle of apparatus, cryogenics, lubrication for modern diesel engines, advanced filter technology, wide tires for fire apparatus and Kussmaul battery chargers. The Mechanics Workshops take place July 27-28.

ARFF will sponsor two classes: "Ready to Respond: Strategy and Tactics for Aircraft Rescue Fire Fighting" and "ARFF and Thermal Imaging Cameras" during the Professional Information Programs at the Expo on July 28-30. The five-hour "Ready to Respond..." class will cover aircraft familiarization, as well as advanced strategy and tactics for ARFF responders. As an additional feature, hands-on tabletop scenarios will also be included. Topics of the "ARFF and Thermal Imaging Cameras" class include integrating thermal imaging cameras into everyday use as well as general capabilities of the device.

## **FireRescue Conference & Expo**

*[May 24, 2005]* FireRescue Conference & Expo is pleased to announce the following news and highlights for 2005:

### *Merger with FireTech Reno*

In February 2005, FireRescue announced the merger of FireTech Reno with its 2005 event in Las Vegas, establish the Fall's largest fire-rescue Event in the western United States. With the combined strength of the two events, FireRescue will be able to offer exhibitors double the value, while reducing the number of fire service trade shows. For more information about the merger, please visit the official show web site at [www.firerescueexpo.com](http://www.firerescueexpo.com)

### *Reed Exhibitions Announces Third Party Attendance Audits for USA Shows*

Reed continues its customer-driven initiatives around premium value by expanding the number of pilots for third party attendance audits this year. To quote Chet Burchett, President of Reed Exhibitions North America, "For years, now, we have had stringent controls in place to ensure accurate reporting. As we have worked with our customers to help them increase

the business value they receive from our events, it has become increasingly obvious that independent verification of attendance reports is an investment we need to make to ensure confidence in the investment our customers make." To read the Official Press Release, please visit [www.firerescueexpo.com](http://www.firerescueexpo.com), under What's New on the home page.

### *Association Outreach Efforts*

Support for FireRescue Magazine Conference & Expo 2005 continues to grow. New for the month of May:

- New agreement with the Nevada Fire Chiefs extends their relationship with the Show through 2007!

- The Nevada Fire Chiefs were among the first supporters of the Event. In addition to promoting FireRescue, the Chiefs will hold their Fall member meeting at the event.

- California State Firefighters Association (CSFA) – the CSFA and its membership of 28,000 have agreed to endorse and support FireRescue in 2005.

### *Special Event Update*

FireRescue Conference & Expo will host the 2005 Transportation Emergency Rescue Committee (TERC) USA national Competition. A joint effort between FireRescue and TERC, this national competition will educate and challenge fire rescue personnel in extrication scenarios while entertaining onlookers throughout the five day Conference. The competition will also be complemented by dedicated hands-on training and conference sessions addressing the most current issues in the field of extrication.

### *Personnel*

Effective as of May 1st, Erin McArdle was promoted to Sales Manager of FireRescue Conference & Expo and EMS Today. Her dedication, passion and hard work proved instrumental to this Event meeting its goals for year one. Congratulations Erin!

We are pleased to welcome two new editions to the FireRescue Event Management Team, Ed Gallo and RoseAnne Homola. Ed has assumed the role of Sales Director for FireRescue Conference & Expo and EMS Today. He brings many years of sales experience with him and tells a

pretty good joke while he's at it. Please feel free to call him at 203-840-5695 for information about exhibiting at FireRescue this year. RoseAnne has just signed on as the new Conference Coordinator. Her enthusiasm and get-it-done attitude are apparent in her short time on the team. We are excited to have her aboard.

## **Hannay Reels**

*[June 2, 2005, Westerlo, NY]* Hannay Reels announces the promotions of Steve Burnside, Tim Healey and Craig Kummer.

Burnside was named assistant production coordinator, responsible for maintaining and improving workflow. Kummer, named to production coordinator, is responsible for overseeing all aspects of production as well as managing the production team. Healey, formerly a production supervisor, was named to inside sales representative where he is responsible for customer orders and recommending products.

## **Kidde Fire Trainers**

*[June 9, 2005]* Kidde Fire Trainers, Inc. (formerly known as Symtron Systems and ICS) is excited to announce its office relocation to Montvale, NJ effective 20 June 2005. Our new contact information is: Kidde Fire Trainers, Inc., 17 Philips Parkway, Montvale, NJ 07645-1810, Tel: (201) 300-8100; Fax: (201) 300-8101.

The new KiddeFT facility has increased manufacturing space and modern office facilities to better serve its customers, and is conveniently located within a short drive of New York City and Newark Liberty International Airport.

## **L.N. Curtis & Sons**

*[May 22, 2005]* L.N. Curtis & Sons is pleased to announce the addition of two new members to its Southwest team. David Algie has joined Curtis as Southwest Manager and is responsible for sales and service in Arizona and New Mexico. Dave has been involved in the Southwest fire equipment market for 17 years.

In addition, Tom Harley, a 27-year veteran of the fire equipment industry, has become a member of the Curtis Southwest team. With these additions, L.N. Curtis & Sons now has

seven employees servicing the Southwest market with a combined total of over 100 years of fire equipment sales and service experience.

### **New York State Association of Fire Chiefs**

*[June 30, 2005, East Schodack, NY]*

The New York State Association of Fire Chiefs (NYSAFC) is pleased to announce Lake George, N.Y. as the location for the organization's 100th Annual Conference and FIRE 2006 exposition, to be held June 15-17, 2006. NYSAFC is also excited to unveil plans for a new event, the New York Chiefs Island Conference & Expo, to be hosted September 23-24, 2006 at Hofstra University in Hempstead, N.Y. in conjunction with the Nassau County and Suffolk County Fire Chiefs Councils.

After carefully considering the comments and requests from attendees, exhibitors, and members, and conducting a search of convention sites across New York state, Association officials selected Lake George in the beautiful Adirondack region as the site for FIRE 2006 (Fire Industry, Rescue, and EMS Expo). As in recent years, the event will continue to feature hundreds of exhibits, demonstrations, workshops, and hands-on training for emergency responders of all ranks from around the Northeast. This new location in Warren County, featuring over 8,000 hotel/motel rooms and campgrounds within minutes of the expo site, will also provide the opportunity for unique networking events. And, with many restaurants, shops, attractions, and amusements nearby, Lake George is an appealing location for attendees and their families.

The event will also be held in Lake George in June of 2007, with an option for 2008. It was previously held for eight years at the Empire Expo Center in Syracuse, N.Y. and for 30 years at the former Concord Hotel in the Catskills. Throughout the first 60 years of the organization, the Annual Conference was held in various locations across the state, including Albany, Binghamton, Buffalo, New York City, Rochester, and Watertown. As the event has grown, needs for additional hotel and exhibit space have limited the Association's choices.

In another exciting change for

the coming year, the New York State Association of Fire Chiefs has partnered with the Nassau County Fire Chiefs Council and Suffolk County Fire Chiefs Council to host the New York Chiefs Island Conference & Expo at Hofstra University in Hempstead, N.Y., September 23-24, 2006. This expo, which is being offered to benefit both the Nassau and Suffolk County Chiefs Councils and their endeavors, will provide the Long Island fire service with a new opportunity to interact with local vendors, educators, and fellow firefighters.

The 2-day New York Chiefs Island Conference & Expo will feature the displays of industry manufacturers and local distributors, including apparatus, gear, tools, equipment, and collectibles, as well as product demonstrations.

Visit [www.nysfirechiefs.com](http://www.nysfirechiefs.com) for more details.

### **PBI Performance Products, Inc. (formerly Celanese AMI)**

*[May 17, 2005, North Charleston, SC]*

The InterTech Group, Inc. announced today the purchase of the polybenzimidazole fiber and polymer business (PBI) from Celanese Corporation (NYSE: CE). PBI Performance Products, Inc. was formed to complete the acquisition and operate the business as a wholly owned subsidiary of InterTech. All existing management and employees will remain with the business providing a seamless transition for customers and suppliers. Terms of the transaction were not

disclosed.

"The Intertech Group has a strong track record of fostering the entrepreneurial spirit within its member companies", remarked Grant Reeves, President of PBI. "For PBI and its employees there will be a committed and focused owner who will support our customers' needs and grow the business. The PBI business has an impressive portfolio of technology that has been effectively commercialized in the fire service sector. Our goal is to realize PBI's potential in new commercial applications built on years of extensive R&D. This commitment to development activities will advance the practical uses of PBI in our chosen industries."

Bill Lawson, PBI's Managing Director & COO, says, "PBI has a strong commitment to its business relationships which is fully supported by our new ownership. We can now act more quickly to the opportunities presented by the market. We are excited to make a new start."

Headquarters for the busi-

# FIRE NEWS

**Serving Fire, Rescue & EMS Volunteers  
For Over 30 Years.**

**Stop By And Visit Us At The Following Shows:**

- **FDIC - Indianapolis**
- **Fire Expo - Harrisburg**
- **NYSAFC - Lake George**
- **Firehouse Expo - Baltimore**
- **FDIC East - Atlantic City**
- **NYSAFD - Ellenville, NY**
- **L.I. Fire & EMS - Uniondale, NY**

**Call Us At: (631) 776-0500 ext.111  
Or Visit Us On The Web At: [FireNews.com](http://FireNews.com)**

## FEMSA Member News

ness will remain in Charlotte, North Carolina with manufacturing in Rock Hill, South Carolina.

### **POK of North America Inc.**

*[June 8, 2005]* POK welcomes Brian Terry as Regional Manager covering the South East (AL, FL, GA, MS, NC, SC, TN, VA).

Brian was raised on the Eastern Shore of Virginia and lived on the water all of his life. He recently joined the POK team in December of 2004, as Regional Manager-South East.

Brian has been relocating to Wilmington N.C to be located in the central part of his territory. Living in Wilmington will allow him to pursue his hobbies of inshore/offshore fishing and playing golf.

Brian earned his Bachelor of Science in Business Administration with a concentration in Marketing. He has been involved in sales since graduating college in May of 2004. He also recently obtained his Captains License.

As a Regional Sales Manager in the South East, Brian will go above and beyond the call of duty to see that his customer's needs are exceeded. He will always be available to answer questions and demonstrate POK products.

### **Seagrave Fire Apparatus, LLC**

*[April 1, 2005, Clintonville, WI]*

Seagrave Fire Apparatus announces the appointment of Scott A. Mintier as Chief Executive Officer. Mintier replaces James L. Hebe who resigned to pursue other business interests.

Mintier has had extensive experience in manufacturing, engineering and general management in the bus and rail industry, having formerly served as President of NovaBus Corporation (a subsidiary of Volvo) and Super Steel Products.

Seagrave also announces the appointment of Dan Alexander as President and Chief Financial Officer. Alexander has had extensive experience in heavy steel products manufacturing, transit bus manufacturing and is a Certified Public Accountant. Alexander has formerly served as CFO of Super Steel Products and North American Controller of NovaBus Corporation.

David Schmidt, Seagrave

Sales Manager, has been promoted to Director of Sales. Schmidt will have responsibility for field and internal sales administration, advertising, marketing and product planning.

### **Task Force Tips, Inc.**

*[July 1, 2005, Valparaiso, IN]* Task Force Tips, Inc., recently received praise and certification from the Russian Research Institute for Fire Protection of Balashika following its rigorous tests of fire fighting apparatus at TFT's home plant in Valparaiso, Indiana.

"Out of the 200 some companies I've conducted testing for, TFT ranked second best for routing quality, assessment and ISO detail - second only to 3M," said team member, Dr. George Teplov. The Russian team spot tested TFT products for everything from flow rate and trajectory to fog angle and rate of foam expansion during its three-day visit.

This marks the second governmental stamp of approval the Institute has awarded TFT. The state/federal certifications, which are awarded every three years, serve as standards for all Russian firefighting equipment.

Both Institute visits were financed by Russian businessman Nikolai Tikhomirov, TFT's distributor for Russia, Uzbekistan, Azerbaijan, Moldova, Turkmenistan, Kazakhstan, Belarussia, Latvia, Lithuania, Ukraine, Belarus, Estonia, Armenia, Georgia, Kyrgyzstan and Tagikistan.

*[July 1, 2005, Valparaiso, IN]* Dave Burns' love of water flow and all the technology that surrounds it has pulled him back to Valparaiso, Indiana based Task Force Tips, Inc.

Although the Lyons, South Dakota native loved working for a year as a marketing director for Rosenbauer America, he missed being able to get out and talk one-on-one with people in the fire apparatus community. "I'm going to be working as a counterpart to (TFT OEM Sales Manager) Doug Miller, working with all of the OEM and apparatus distributors in the western half of the U.S.," Burns said. "We're going to be offering water flow solutions to modern fire apparatus manufacturers throughout our area."

If you don't remember Burns from his 10 years as TFT's southwest-

ern regional sales manager, perhaps you ran across him during his nine years of work on the North Hanes Volunteer Fire Department in his hometown state -- or in any of his professional dealings, since he's been involved in the fire-fighting business for some 30 years.

"TFT has a plethora of new products specific to fire-fighting apparatus and fire flow," Burns said. "Returning here just seemed like a natural fit."

As for TFT? "Of course we're excited to have Dave back," said Rod Carringer, TFT vice president of sales and marketing. "When you've got someone with his knowledge and experience who can't wait to get back out into the field, it's a win-win situation for us and the people we service."

In the hour or so that he has free each year, Burns loves to scuba dive or resigns himself to working on one of his two daughters' cars. He and his wife, Ann, are looking forward to showing off their recently purchased 2002 Corvette at the upcoming Grand Hills Corvette Convention.

### **W.S. Darley & Co.**

*[Spring/Summer Darley "Times"]*

Several Fire Service Industry Leaders were invited to a Holiday Party held at the White House on December 1, 2004. The White House was decorated beautifully with Christmas decorations including a ginger break White House and more than 50 Christmas



trees. Each of the several hundred guests had a brief opportunity to meet one-on-one with President George W. Bush and the First Lady. Those in attendance from the fire service included Garry Briese, Executive Director of the IAFC; Bill Webb, Executive Director of CFSI, Jim Hester of Fouts Bros., and Paul Darley of W.S. Darley.

## 2005 Yearly Planner: Events, Meetings and Seminars

2005 SHOW/MEETING	DATE	PLACE
IAFC Missouri Valley Division	Jul 6-8	Columbia, MO
Pittsburgh Fire/Rescue & EMS	Jul 8-10	Monroeville, PA
Maritime Fire Chiefs	Jul 10-13	Frederickton, NB
Texas A & M Municipal Fire School	Jul 24-29	College Station, TX
Firehouse Expo	Jul 26-30 (Exhibits 28-30)	Baltimore, MD
<i>Contact: Rob Brice, 800-827-8009</i>		
Fire-Rescue International	Aug 11-14	Denver, CO
<i>Contact: Karissa Jacobs at IAFC 703-273-0911 EXT 338</i>		
FAMA Tech Meeting	Aug 13	Denver, CO
New Jersey FF	Sep 15-17	Wildwood, NJ
<i>Contact: Gus Olson 609-522-1822</i>		
Incident Management Symposium (Phoenix FD)	Sep 21-23	Phoenix, AZ
Fire Rescue Canada	Late Sep (TBD)	Richmond, BC
IAFC Southwestern Div.	October (TBD)	Metairie, LA
FDIC East	Oct 3-8 (Exhibits 6-8)	Atlantic City, NJ
<i>Contact Lila or Nanci 888-TEL-FDIC</i>		
Fall Meeting : FemsA (12-15) FAMA (14-15)	Oct 12-15	San Antonio, TX
Redmond Symposium (IAFF)	Oct 23-27	Honolulu, HI
FDSOA Annual Conf.	Oct 24-29	Orlando, FL
<i>Contact: FDSOA 508-881-31142</i>		
IAFC Volunteer & Combination Officers Symposium	Nov 10-13	Clearwater, FL
Fire Rescue Conf. & Expo.	Nov 10-13 (Exhibits 11-13)	Las Vegas, NV
<i>Ed Nichols 203-840-5968</i>		

*Published in cooperation with FAMA*

*For additional events, or to post your own events - go to [www.femsa.org](http://www.femsa.org), log in, and post your own calendar listings!*

## FEMSA Reception at EMS Today

### FEMSA RECEPTION AT EMS TODAY

*By: Giff Swayne, President*

In March of this year, an initial and diligent effort was made to recruit EMS companies to join FEMSA. The EMS sector does not have its own trade association to represent manufacturers and service providers that are active in the marketplace, and it seemed natural they may have interest in FEMSA.

With the guidance and assistance of Jeff Berend, Ed Nichols and Alison Mahakian of JEMS (publishers and producers of FireRescue and EMS Today), several companies were targeted as being a "good fit" with FEMSA. Prior to the show, companies exhibiting at EMS Today were invited to a FEMSA breakfast reception and brief meeting on the morning of March 21st. Although response to the invitation was limited, the decision was made to proceed. On March 20th, Board Members Don Welch, Paul Andrews, Allen Lance and I "worked the show floor" in an effort to increase attendance at the breakfast the next day. Karen Burnham visited companies that previously committed to participate. This strategy was successful as the reception on the 21st was well attended. The meeting consisted of a brief PowerPoint presentation that introduced FEMSA and its activities to the crowd. Bill Webb, Executive Director of the Congressional Fire Services Institute, traveled up from DC to address the strong relationship between the CFSI and FEMSA, and to offer the CFSI's assistance to our guests. The presentation was followed by a Q&A session, and everyone left with a complete informational packet outlining the many benefits of FEMSA membership.

Several strong leads were generated in Philadelphia, and FEMSA has gained at least one new member as a result. Ferno-Washington recently joined FEMSA, and with proper follow up, it is anticipated several other companies will apply for membership in the near future.

I would like to personally thank Jeff, Ed and Alison for all their help and support. It is clear to me they are dedicated to helping FEMSA grow and that is very much appreciated. Also, my sincere thanks to Bill, Don, Paul, Allen, and Karen for taking time out of their weekend and business-day schedules to assist in this effort. □

# FEMSA Advertising Rates for Newsletter and Web Site

Does your company want inexpensive exposure to  
thousands of fire industry professionals?

## Advertise with FEMSA.

Newsletter Advertising Rates (per 8.5" x 11" page)  
**(Effective January 1, 2005)**

Quarter page.....\$95  
Half page.....\$175  
Full page.....\$300

Web Site Banner Advertising Rate  
PLEASE CALL

*FEMSA News* is the official publication of:

**Fire and Emergency Manufacturers and  
Services Association, Inc.**

P.O. Box 147

Lynnfield, MA 01940-0147

Tel/fax: 781/334-2771

Email: [info@femsa.org](mailto:info@femsa.org)

Web site: [www.femsa.org](http://www.femsa.org)

It is provided to members as a benefit of membership.  
Articles from members are invited. FEMSA reserves the right  
to edit for factual content, brevity and clarity.

### **Copy and Advertising Deadlines:**

Contact the FEMSA office.

### **Postmaster:**

Send address changes to FEMSA, P.O. Box 147,  
Lynnfield, MA 01940-0147

Lynnfield, MA 01940-0147

Fire and Emergency Manufacturers and Services Association, Inc.  
P.O. Box 147

**FEMSA  
NEWS**