

Policy Makers, Procurement Officers, Commissioners, City Managers,
District Managers, City Council Aides, and Congressional Aides

Receive FREE ENTRY To

“A Basic Understanding of the Fire Service for Public and Elected Officials”

Thursday, Noon—4:00 PM

when accompanied by a Fire Chief or Fire Department Representative
who has purchased a conference pass.

Have you ever tried to explain to policy makers, elected officials, or budget personnel how and why certain items were needed for the fire service only to have them not understand the reasons behind these necessary and very important decisions? Firehouse Expo has put together a multi-part program to explain many of the mandated and required items that make a department tick, allowing the members to respond to all sorts of fires, emergencies and EMS calls: the protective gear they need to wear, self-contained breathing apparatus, apparatus, and the process of purchasing and specifying an apparatus. We will also explain how to teach your officials the reasons they have to provide the equipment, manpower and protect life and property in their individual response area. A host of nationally known speakers will discuss these requirements and after the educational process, a tour of the exhibit floor will be conducted to show the officials firsthand the equipment and apparatus. This is a great opportunity to educate and show your officials a wide variety of fire and emergency equipment all in one place and under one roof.

This program will include a tour of the Firehouse Expo show floor highlighting the necessary products and the latest in fire service equipment and technology such as:

- Thermal Imaging Cameras
- Apparatus
- Equipment Large Diameter Hose
- Protective Clothing
- SCBA
- Forcible Entry Tools
- Auto Extrication Tools

Class topics will include:

- **Understanding the Economic Value of ISO Programs for Community Leaders**
Robert Cobb , Deputy Chief (ret.), Jersey City, NJ FD and Director of Community Mitigation, ISO; Michael R. Waters, Captain, Jackson Volunteer Fire Company, NJ and VP, Risk Decision Services, ISO

ISO's Public Protection Classification Program (PPC™) is based on a partnership between insurers and local governments to help communities plan, budget, and justify investments that improve municipal fire protection. By offering economic benefits for communities that invest in their firefighting services, the program provides a real incentive for improving and maintaining public fire protection.

The ISO Building Code Effectiveness Grading Schedule (BCEGS®) assesses the building codes in effect in a particular community and how the community enforces its building codes, with special emphasis on mitigation of losses from natural hazards. The concept is simple: municipalities with well-enforced, up-to-date codes should demonstrate better loss experience, and insurance rates can reflect that. The prospect of lessening catastrophe-related damage and ultimately lowering insurance costs provides an incentive for communities to enforce their building codes rigorously — especially as they relate to windstorm and earthquake damage.

- **Show And Tell**

Harvey Eisner, Editor and Chief of Firehouse Magazine, Conference Director Firehouse Events

Harvey Eisner, former fire chief and current assistant chief, used a version of “Show and Tell” to explain his budget needs to his Mayor and council at budget time:

- When the fire department needed new pagers he passed a new smaller version that came with a five year warranty and would save the dept \$ 4,000 in repairs annually for five years.
- An airbag used in auto extrication was placed under a fire truck and lifted the heavy truck within seconds so a person could be rescued.
- When a diesel exhaust system was needed in the fire station the truck was turned on and the black exhaust came out and the council coughed. One ignition of the truck was all it took to get a \$ 50,000 exhaust system when the council saw the health hazard that firefighters endured.

These are some of the easy ways a fire department can show elected officials and personnel with purchasing responsibilities the reasons why equipment and apparatus are needed and in many cases required or mandated.

- **Apparatus Purchasing**

Tom Shand, FF, NY FD and Regional Sales Manager, Seagrave Fire Apparatus

- **Protective Clothing and Equipment**

Speaker TBD

- **NFPA Standards Staffing**

Curt Varone, Deputy Assistant Chief (ret.), Providence FD, RI; Director of Public Fire Protection, Division of the National Fire Protection Association (NFPA)

Curt will provide an overview of the Standards making process and how it affects the fire service. He will discuss the basics of some of the most important standards as they relate to why they are required. Fire loss totals, injury and firefighter death totals have been analyzed for years and they form the basis for many of the requirements firefighters are required to adhere to for safety.

- **EMS Impact on the Fire Industry**

Lori Moore-Merrell, International Association of Firefighters

To register your city officials free of charge for
A Basic Understanding of the Fire Service for Public and Elected Officials,
please email registration@cygnusexpos.com for more information.