



CALIFORNIA FIRE SERVICE VENDOR'S ASSOCIATION

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Dear Vendor,

The passing (or at least putting on hold of NAFER) has essentially eliminated the voice of the Fire Service Vendor in Northern California.

In response to this I would like to reintroduce you to the California Fire Service Vendor's Association (CFSVA).

This organization was established in the early 1990's by the suggestion of the California Fire Chief's Association. Cal Chief's suggested that vendors who supported the various fire service associations in California be able to voice their opinions regarding product distribution, conference coordinating, and to act as an outside party to strengthen relationships between vendors and buyers. The California Fire Chief's Association, California Fire Mechanics Association, and many other California fire service related organizations have adopted a recommendation that their members patronize the members of the CFSVA.

The objectives of the CFSVA are:

Establish a seat for a vendor's representative on all California fire related organizations who have conferences or meetings that solicit vendor participation for the purpose of:

- Liaison between such organization or association, and our organization;
- Giving us a voice in site selection;
- Giving us a voice in selection of vending functions (i.e., meals, hospitality, etc);
- Giving us a voice in the selection of exhibit floor/apparatus space layout and space size;
- Increasing vendor participation;
- Increasing participation of Chiefs and attendees at fire organization conference functions and exhibits.

As a member, you will be kept abreast of Association activities, and your voice will count in conference site selections, exhibit cost control, and selection of vending hours and dates.

The CSFVA has been working very closely with the **California Fire Mechanic's Association** to improve their Vendors Show to be held in April 2006. The location of the show has been expanded and moved to the academy site with increased parking. The show is now directed to all aspects of the firefighting community, not just to the mechanics. We expect participation from the major manufacturers in all areas including: Protective clothing, respiratory, HAZMAT, loose goods, services, and, of course, vehicles. Over the next several years you will see other improvements, such as improved hours, and increased participation. **This year by becoming a member of CFSVA you will be able to save \$50.00 off of your booth space at the California Fire Mechanics Academy Vendor's Show.** Please complete the attached application form and submit a check for \$25.00 made payable to the California Fire Service Vendor's Association with your vendor's show registration form, and your 1st booth space is only \$450.00. That's \$50.00 off your booth space and a membership in CSFVA for a net savings of \$25.00. Your CSFVA membership will also give you a voice in the direction of future Mechanics Academy Shows.

There are many other benefits of membership! We appreciate your support by joining the ranks of the California Fire Service Vendor's Association. If you have any questions, please feel free to contact me at (916) 944-4451. You may also reach Ken Little at (916) 419-5150.

Sincerely,



David C. Noe



Committed
To Quality
Vending