



FIRE APPARATUS MANUFACTURERS' ASSOCIATION

P.O. Box 397 · Lynnfield, MA 01940-0397 · Phone/Fax 781.334.2911

DATE: December 15, 2011
TO: All FAMA Members

FAMA is pleased to present the following informational package to you in connection with the upcoming 2012 Spring Meeting:

Pursuant to Section 5.3 of the bylaws of the Fire Apparatus Manufacturers' Association (FAMA), notice is hereby given that a meeting of the FAMA membership will be held

March 31 – April 3, 2012
Marriott Harbor Beach Hotel
3030 Holiday Drive
Ft. Lauderdale, Florida 33316

Thanks to the generosity of our Corporate Meeting Sponsor Fire Engineering / FDIC

In addition to the warm weather break for most of us in the frigid North, the meeting will focus on:

Doing Business in the “NEW NORMAL”

It is increasingly clear that the current downturn is fundamentally different from recessions of recent decades. We are experiencing not merely another turn of the business cycle, but a restructuring of the economic order. The Spring Meeting will focus on defining the “New Normal” with speakers addressing how to not only survive, but thrive. Watch for e-mails with details on these important presentations.

REGISTRATION: on-line at www.fama.org – click the spring meeting banner on the home page. (See page 3 of this notice for additional registration information.) (Direct link: www.fama.org/meetingReg)

REGISTRATION DEADLINE: February 20, 2012

SCHEDULE OF MEETINGS AND FUNCTIONS:

The preliminary schedule of meetings and events is attached. Please review it before booking your travel to ensure a full meeting experience.

Committee Meetings – Saturday, March 31st, is reserved for committees to meet. If you are on a committee, your chairperson will be in touch to schedule a time and meeting location. If you are interested in joining a committee, email Karen ... info@fama.org.

Welcome Reception – Join us Saturday evening, March 31st, for a Welcome Reception ... a great opportunity to meet new friends and greet old acquaintances.



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Board Meeting – The Board of Directors will meet Sunday, April 1st at 7:30 a.m.

Committee Reports to the Board – Committee Chairs will meet with the Board beginning at 9:00 a.m. on Sunday, April 1st (no fooling!). Chairs will be sent a schedule of meeting times.

Membership Meetings – Monday and Tuesday, April 2nd and 3rd, from 7:30a.m. to noon. [Details will follow as they are confirmed.]

FAMA Awards Dinner – Monday evening, April 2nd at 7:00 p.m. preceded by a reception at 6:00 p.m.

Dress Code - Meetings are casual (shorts are acceptable). Dinner is business casual (no shorts).

Optional Activities :

- Annual Golf Tournament – Paul Darley, Tournament Director
Sunday, April 1st, 1:00 p.m. Start – Jacaranda Golf Club (West Course), Plantation, FL
\$75.00 per golfer to be paid at time of meeting registration (includes greens fees, cart fees, unlimited range balls, customized scorecards, customized cart signs, closest to the pin/long drive setup, access to practice area)
Club rentals available - \$59 p/set – top brand – payment by credit card to golf course
- Catamaran Cruise on the *Caribbean Spirit* (3 hours) exclusive to FAMA members + guests
Monday, April 2nd, 1:00 – 4:00 p.m.
\$85.00 per person to be paid at time of meeting registration (100 person max – first come, first served)
Boat dock is a 10-min. walk from the hotel
Itinerary options include inland waterway tour, swimming, snorkeling, or just relaxing

Sponsorship Opportunities – The following sponsorship opportunities are available to all members on a first-come, first-served basis. Keep in mind that any sponsorship may be shared with another member company – see options below. (Contact Karen at info@fama.org.)

- Saturday Welcome Reception - \$5,000
(shared by 2 companies: \$2,500 ea.; shared by 3 companies: \$1,700 ea.)
- Spouses Program - \$2,000
(shared by 2 companies: \$1,000 ea.)
- Business Speaker - \$2,500
(shared by 2 companies: \$1,250 ea.)
- Monday Coffee Break - \$2,000
(shared by 2 companies: \$1,000 ea.)
- Monday Reception (preceding banquet) - \$5,000
(shared by 2 companies: \$2,500 ea.; shared by 3 companies: \$1,700 ea.)
- Monday Dinner Open Bar - \$2,500
(shared by 2 companies: \$1,250 ea.)
- Tuesday Coffee Break - \$2,000
(shared by 2 companies: \$1,000 ea.)



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Sponsor Benefits

- ❖ Formal recognition in meeting materials and from podium each day
 - ❖ Opportunity to place signage/promotional materials during your sponsored event (*)
 - ❖ Exposure to the FAMA membership
 - ❖ Build new relationships with potential customers
- (*Sponsors will be recognized from the podium and will be allowed to place banners, literature and promotional materials on the table provided during the sponsored event. Promotional materials must be approved, in advance, by FAMA.)

Periodic updates will be e-mailed to you providing details on the business meetings, a broader interactive member session, as well as other meeting events and hotel/area attractions.

On-line Registration is now available at www.fama.org – click on the 2012 Spring Meeting banner on the home page. If you do not receive an electronic confirmation within 48 business hours of submitting your on-line registration, contact Bob Grimaldi directly at bobg@rometravel.com. Your confirmation will include a receipt for your requested booking. In addition, an e-mail broadcast listing registered attendees will be sent periodically. If you registered and do not see your name on the list, contact Bob immediately. These procedures will ensure that everyone is accounted for. All members are encouraged to book hotel rooms through the FAMA room block (see on-line registration). Our group is guaranteed the best available rate for the dates of our stay at the hotel – \$279++

To accommodate all member requests and fulfill our room block commitment, registration deadline has been set for February 20th. At that time we must advise the hotel how many sleeping rooms will be required each night of our meeting events.

Meeting Fees, Reservation, Cancellation and Refund Policies

- ❖ **MEETING FEES** – \$250 per member (see website for guest fee information). No “a la carte” meeting fee schedules are available to members, spouses and/or guests with the exception of children under 11 years of age. Meeting fees may be modified as necessary by the Board on notice to the membership.
- ❖ **RESERVATION POLICY** – The association negotiates a special room rate each year. After the date the room block closes, the association rate might not be available and attendees may have to pay the full rack rate. A fixed number of rooms are set aside based on anticipated attendance. Reservations are made on a first-come, first-served basis. If the host hotel sells out, the association will make reservations for you at a hotel nearby, where possible.
- ❖ **CANCELLATION POLICY** – If you cancel a reservation after the date the room block closes (Feb. 20, 2012), there is a minimum one-night cancellation fee. Also, if you check out prior to your original reservation departure date, you will be charged a minimum one-night cancellation fee.
- ❖ **REFUND POLICY** – Annual membership meeting fees will not be refunded, but will be credited toward the next annual membership meeting.



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Members are reminded that FAMA policies prohibit direct selling during meeting events and in common areas of the hotel where members socialize and network.

If you have any questions, feel free to contact your meeting planners directly or the FAMA office - info@fama.org - Tel: 781-334-2911.

We look forward to seeing you in March in Ft. Lauderdale, Florida.

Sincerely,
FAMA Meeting Planning Committee:

John Swanson, Chair – jswanson@kocheck.com
Mark Albright, VChair – Albright@4guysfire.com
Ed Dobbs – ejdobbs@spartanchassis.com
Dan Reese – danr@alexisfire.com
Karen Burnham – info@fama.org
Damon Lewis – dlewis@code3pse.com

Geary Roberts – geroberts@waterousco.com
Harold Boer, 2012 VP/Board Liaison -
haboer@rosenbaueramerica.com
Bob Grimaldi, Meeting Travel Planner -
bobg@rometravel.com

Attachments follow:

Preliminary Schedule of Meetings and Events
Site and Hotel Information ... by Bob Grimaldi, Meeting Travel Planner



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2012 SPRING MEETING FT. LAUDERDALE

Preliminary Schedule of Meetings & Events

(as of 12/12/11 - subject to change)

Saturday March 31

11:00 AM - 11:00 PM

Arrival

Hospitality Suite Open

Committee meetings (scheduled by committee chairs)

6:00 PM - 7:30 PM

Welcome Reception

Dinner on your own

Sunday April 1

7:30 AM - 12:00 Noon

Board of Directors' Meeting (w/Committee Chairs)

11:00 AM - 11:00 PM

Hospitality Suite Open

1:00 PM - 5:00 PM

Golf Tournament

Dinner on your own

Monday April 2

7:30 AM - 12 Noon

FAMA Membership Meeting

10:00 AM

Spouse Program

2:00 PM - 11:00 PM

Hospitality Suite Open (exclusive of dinner hours)

1:00 PM - 4:00 PM

Group Activity-Catamaran (pending approval)

6:00 PM - 7:00 PM

Reception

7:00 PM

Awards Dinner

Tuesday April 3

7:30 AM - 12 Noon

FAMA Membership Meeting

11:00 AM - 2:00 PM

Hospitality Suite Open

Afternoon Open

Wednesday April 4

Departure



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Dear FAMA Members,

Site and Hotel Information - FAMA Spring Meeting March 31st to April 3rd 2012

Fort Lauderdale, where the temperatures are in the high 80s, is one of America's favorite vacation spots. From ocean-view networking breaks to business meetings with industry leading topics and speakers, this is one meeting you don't want to miss!

This year's meeting will take place at Marriott's top worldwide oceanfront resort, The Harbor Beach Marriott. Our hospitality area is pool side, which of course, is on the ocean!

Make your reservation early to guarantee our special FAMA rate of \$279.00/night. If you're planning a vacation this rate is good from March 28th to April 5 (3 days before and after our meeting).

Even though there is a booking deadline of February 20th, it is very possible we will use our room allotment before that date, so please book early. If you have special room requirements please list them under special needs on the registration form.

----- Do not call the hotel yourself; we have a block of rooms reserved -----

For more information on the resort, check out The Marriott beach Web site at

<http://www.marriott.com/hotels/travel/flsb-harbor-beach-marriott-resort-and-spa/>

Book your air reservations early to get the best airfares! The hotel is 15 minutes from Fort Lauderdale airport.

Be sure to read the preliminary schedule prior to making your airline reservations.

If you have any questions or concerns, please contact Bob Grimaldi.

bobg@rometravel.com or any member of the meeting planning committee.