



WELCOME

FAMA 2015 FALL MEETING

MEETING SESSION 1



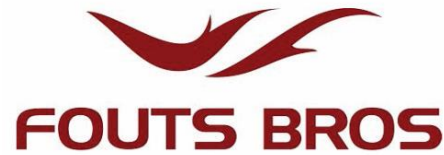


CALL TO ORDER



INVOCATION







INTRODUCTIONS



SELF-INTRODUCTION OF MEMBERS



ROLL CALL



PROOF OF NOTICE



REVIEW & ENTER MINUTES



ANTI-TRUST & NON-DISCRIMINATION





BOARD OF DIRECTORSq REPORT



Important Tasks

- “ Transition of the FAMA Business Manager
- “ New Banking Relationship with Bank of America
- “ New FAMA Website
- “ New Board Structure
- “ FAMA/FDIC Event



COMMITTEE REPORTS





FAMA MARKETING COMMITTEE

Andrew Lingel



New FAMA Website

Andrew Lingel



New Home Page



LATEST NEWS

7/12/15

Lorem ipsum dolor sit amet

Adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua. Ut enim ad minim veniam, quis...

[more](#)

7/12/15

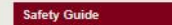
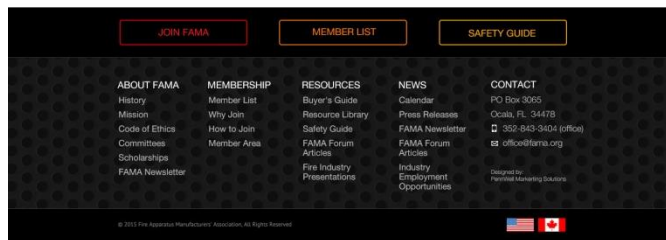
Lorem ipsum dolor sit amet, consectetur

Adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua. Ut enim ad minim veniam, quis...

[more](#)

CALENDAR

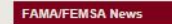
JULY		month view
08 JUL	Texas A&M Municipal Fire School 8:00 am - 10:00 am 223 Sample St., College Station, TX	
11 JUL	Texas A&M Municipal Fire School 8:00 am - 10:00 am 223 Sample St., College Station, TX	
21 JUL	Texas A&M Municipal Fire School 8:00 am - 10:00 am 223 Sample St., College Station, TX	



Click Here to learn more.



Click Here



NOTICE OF FALL MEETING



Click image to view video.


Welcome to the FAMA Website

The Fire Apparatus Manufacturers' Association (FAMA) is a non-profit trade association organized in 1946. Members of FAMA are committed to enhancing the quality of the fire apparatus industry and emergency service community through the manufacture and sale of safe, efficient fire apparatus and equipment.

Old Home Page



New




HOMEABOUT FAMAMEMBERSHIPFIRE SERVICE RESOURCESNEWSCONTACT

FAMA FORUM ARTICLES

JUL 2015

Air Pressure, Weight Capacity, and Speed: Getting to Know Tires



By Wesley D. Chestnut
Compliance Lead
Spartan Motors

07/01/2015

Of all the components that make up a fire apparatus, tires could be considered the most critical. Without them, moving the vehicle would be extremely difficult.


They bear the weight of the entire vehicle. Not that anyone can tell it in states where road conditions are poor, but they do provide some cushion for little cracks or ruts in the road. Tires may seem like relatively simple components on a fire apparatus. However, consider them one of the most complex components and arguably one of the strongest.

People may not realize it, but there is critical information imprinted on the sidewall of each tire on a fire apparatus. If certain information is not adhered to, such as tire inflation pressure and load carrying capacity, there could be detrimental effects to the tires. Speed is another factor that can significantly impact tires. And, in certain cases, tire speed limitations may not be on the sidewall.

MORE

JUL 2015

Air Pressure, Weight Capacity, and Speed: Getting to Know Tires



By Wesley D. Chestnut
Compliance Lead
Spartan Motors

07/01/2015

Of all the components that make up a fire apparatus, tires could be considered the most critical. Without them, moving the vehicle would be extremely difficult.


They bear the weight of the entire vehicle. Not that anyone can tell it in states where road conditions are poor, but they do provide some cushion for little cracks or ruts in the road. Tires may seem like relatively simple components on a fire apparatus. However, consider them one of the most complex components and arguably one of the strongest.

People may not realize it, but there is critical information imprinted on the sidewall of each tire on a fire apparatus. If certain information is not adhered to, such as tire inflation pressure and load carrying capacity, there could be detrimental effects to the tires. Speed is another factor that can significantly impact tires. And, in certain cases, tire speed limitations may not be on the sidewall.

MORE

JUL 2015

Air Pressure, Weight Capacity, and Speed: Getting to Know Tires



By Wesley D. Chestnut
Compliance Lead
Spartan Motors

07/01/2015

Of all the components that make up a fire apparatus, tires could be considered the most critical. Without them, moving the vehicle would be extremely difficult.

They bear the weight of the entire vehicle. Not that anyone can tell it in states where road conditions are poor, but they do provide some cushion for little cracks or ruts in the road. Tires may seem like relatively simple components on a fire apparatus. However, consider them one of the most complex components and arguably one of the strongest.

People may not realize it, but there is critical information imprinted on the sidewall of each tire on a fire apparatus. If certain information is not adhered to, such as tire inflation pressure and load carrying capacity, there could be detrimental effects to the tires. Speed is another factor that can significantly impact tires. And, in certain cases, tire speed limitations may not be on the sidewall.

MORE

ARCHIVE

2015

June 2015
Air Pressure, Weight Capacity, and Speed: Getting to Know Tires

May 2015
CAFS on Wildland Apparatus

April 2015
Overcome Gas Engine Regulation

March 2015
The True Cost of Operating When Out of the Apparatus

February 2015
NFPA Processes Purchased and Fleet Purchasing Process

January 2015
Keeping the Log Book Tight and the Wheels On

2014

+

2013

+

JOIN FAMA

MEMBER LIST

SAFETY GUIDE

ABOUT FAMA

History

Mission

Code of Ethics

Committees

Scholarships

FAMA Newsletter

MEMBERSHIP

Member List

Why Join

How to Join

Member Area

RESOURCES

Buyer's Guide

Resource Library

Safety Guide

FAMA Forum Articles

Fire Industry Presentations

NEWS

Calendar

Press Releases

FAMA Newsletter

FAMA Forum Articles

Industry Employment Opportunities



CONTACT

PO Box 3095
Ocala, FL 34478


352-843-3404 (office)

office@fama.org

Designed by
Pierced Marketing Solutions



© 2015 Fire Apparatus Manufacturers' Association. All Rights Reserved



Members:

Forgot Password?Login

FIRE APPARATUS MANUFACTURERS' ASSOCIATION

HOME

CALENDAR

BUYER'S GUIDE

ABOUT FAMA

RESOURCES

NEWS

CONTACT

Mission Statement

Objectives


Technical Subcommittees

Policies & Procedures

Tech Committee Notes

Tech Articles

Basecamp Login




TECH COMMITTEE

August 2015 FAMA Forum

Considerations for Rescue Rope Tie-Offs and Winch Receivers

8/10/2015



By Bill Proff
Director of Engineering for the Rescue Program
Pierce Manufacturing

Most Fire Apparatus Manufacturers' Association (FAMA) member companies will provide receivers and anchors for rope and removable winches as optional features.

Basic guidelines for these features are provided in section 15.12 of National Fire Protection Association (NFPA) 1901, Standard for Automotive Fire Apparatus. While the guidelines are quite specific, there are several additional items to consider when specifying a rope or winch receiver on your next vehicle. The intent of this article is to identify these items and help you make a more informed decision on your next purchase.

Plan Ahead


Regardless of the type of apparatus you plan to purchase, the first and most important step is to plan ahead. Consider how it will be used, the number of firefighters that will be on board, and the equipment they will be using. When it comes to the specific features of the vehicle, proper planning is also essential. Identify and specify exactly what you need first, then do your homework and consider different manufacturers and what they offer. In many cases, their standard offerings will meet your requirements without modification. This saves everyone time and expense. If you have requirements that necessitate special designs, there is nothing wrong with specifying them. However, be aware that there are usually increased costs associated with custom requests. [Read More.](#)

This article originally appeared in Fire Apparatus & Emergency Equipment, August 2015.

July 2015 FAMA Forum

Air Pressure, Weight Capacity, and Speed: Getting to Know Tires

7/1/2015



By Wesley D. Chestnut
Compliance Lead
Spartan Motors

Of all the components that make up a fire apparatus, tires could be considered the most critical. Without them, moving the vehicle would be extremely difficult.

They bear the weight of the entire vehicle. Not that anyone can tell it in states where road conditions are poor, but they do provide some cushion for little cracks or ruts in the road. Tires may seem like relatively simple components on a fire apparatus. However, consider them one of the most complex components and arguably one of the strongest.

People may not realize it, but there is critical information imprinted on the sidewall of each tire on a fire apparatus. If certain information is not adhered to, such as tire inflation pressure and load carrying capacity, there could be detrimental effects to the tires. Speed is another factor that can significantly impact tires. And, in certain cases, tire speed limitations may not be on the sidewall. [Read More.](#)

This article originally appeared in Fire Apparatus & Emergency Equipment, July 2015.

June 2015 FAMA Forum

CAFS on Wildland Apparatus

6/1/2015

Old

TAKING CARE OF BUSINESS



New Website tour

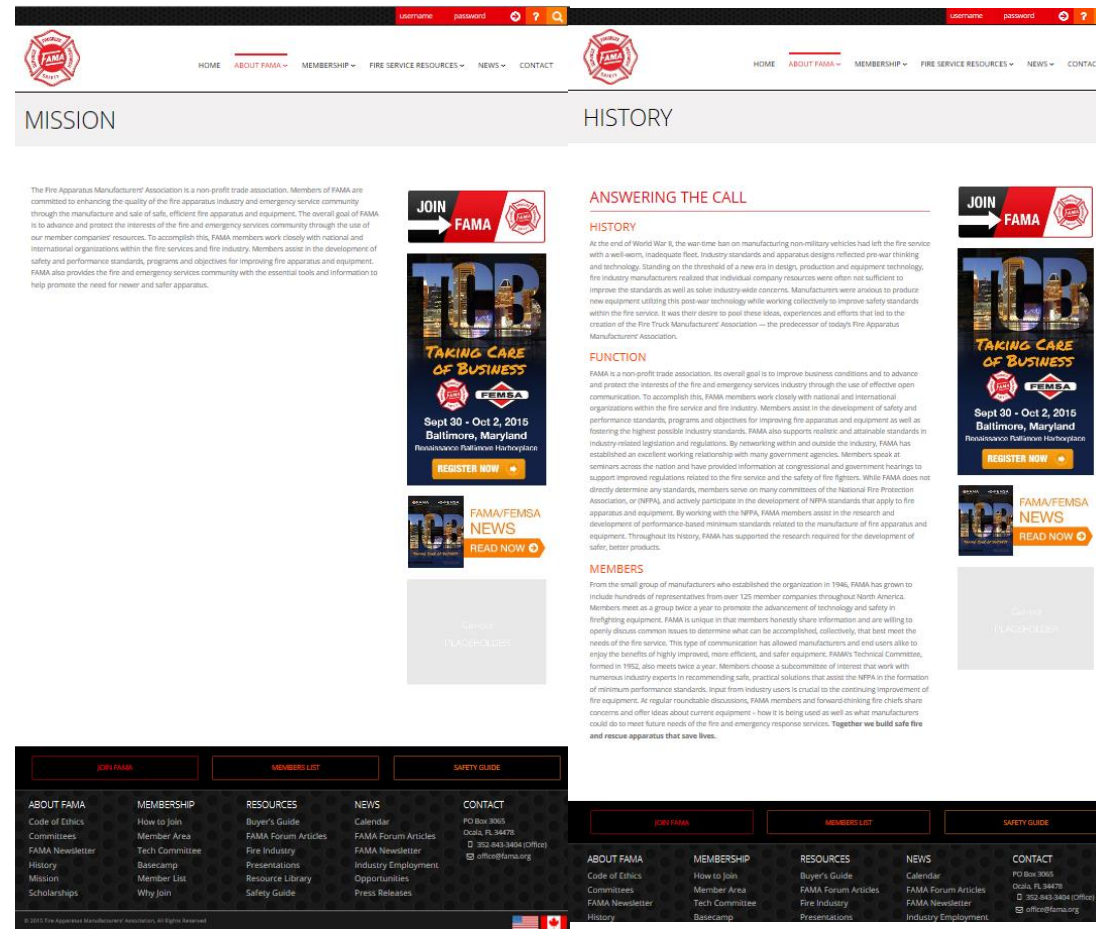
“ Lets take a tour of the new site

“ www.fama.org



A Picture is Worth a Thousand Words

- “ May have noticed a lack of images
- “ Request generic images
- “ The big question, the need for apparatus images?
- “ Mission (crash test photo, manufacturing facility image)
- “ Historic apparatus images



TAKING CARE OF BUSINESS



A Picture is Worth a Thousand Words

- “ Exploring the membersqinput on this issue.
- “ To be clear, weqe not looking to market brands or products
 - “ No close up of a truck grill
 - “ No logos in focus
 - “ An aerial ladder operating at a fire scene in the distance would be acceptable
- “ Images on the website and in future marketing pieces would help brand FAMA.



Rules

1. No focused or close up images with brand names or logos.
2. All logos, brands and manufacturers names will be digitally removed from chosen images.

Request for a show of hands from those in agreement with use of these rules.

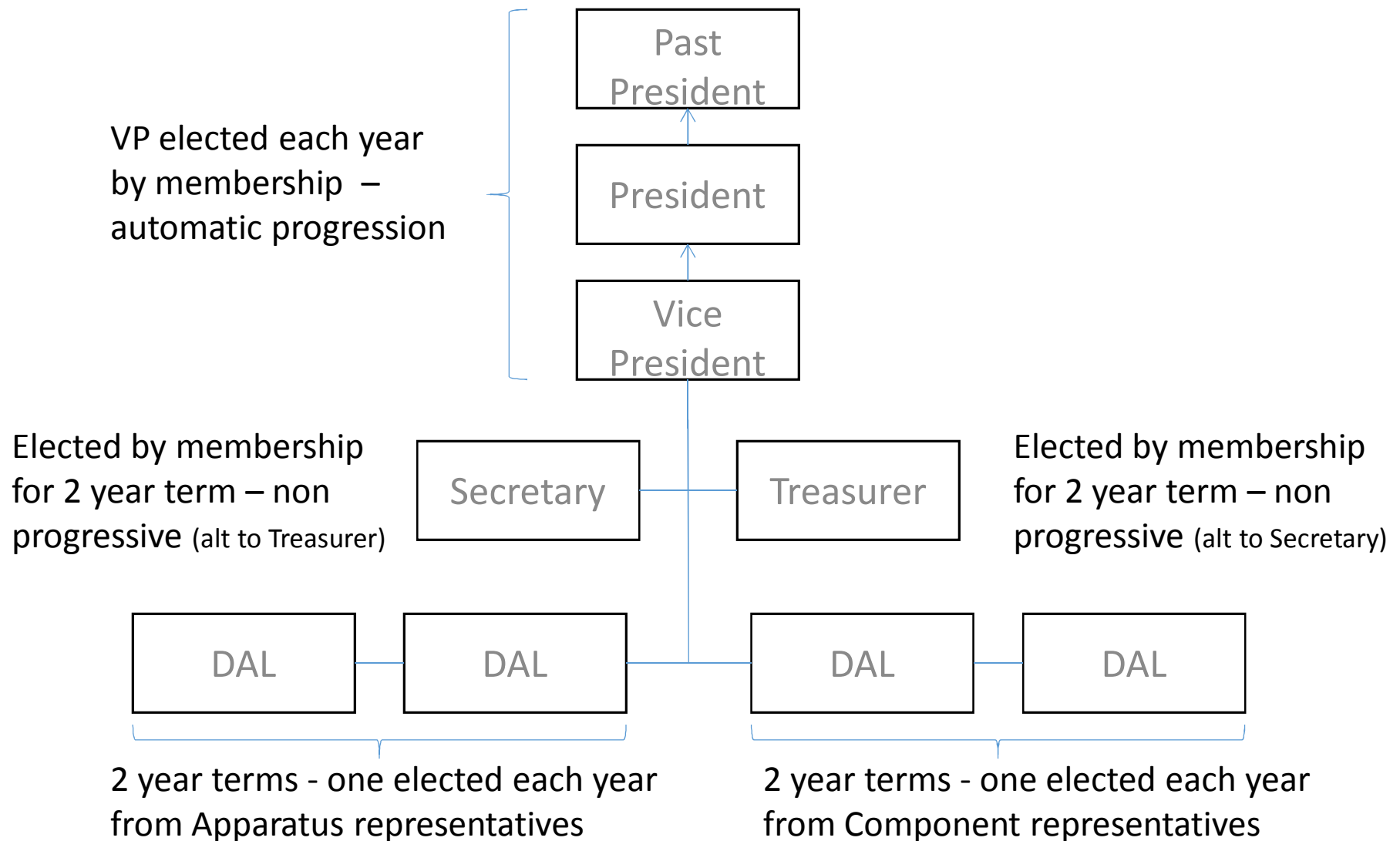


New Board Structure Review

Bruce Whitehouse



Approved Board Structure



TAKING CARE OF BUSINESS



2016 Nominations

VP elected each year
by membership –
automatic progression

Phil Gerace
Past President

David Durstine
President

Scott Edens
Vice President

Elected by membership
for 2 year term – non
progressive (alt to Treasurer)

Curt Ignacio
Secretary

Steve Toren
Treasurer

Elected by membership
for 1 year term – non
progressive (to set rotation)

DAL

DAL

DAL

DAL

2 year terms - one elected each year
from Apparatus representatives

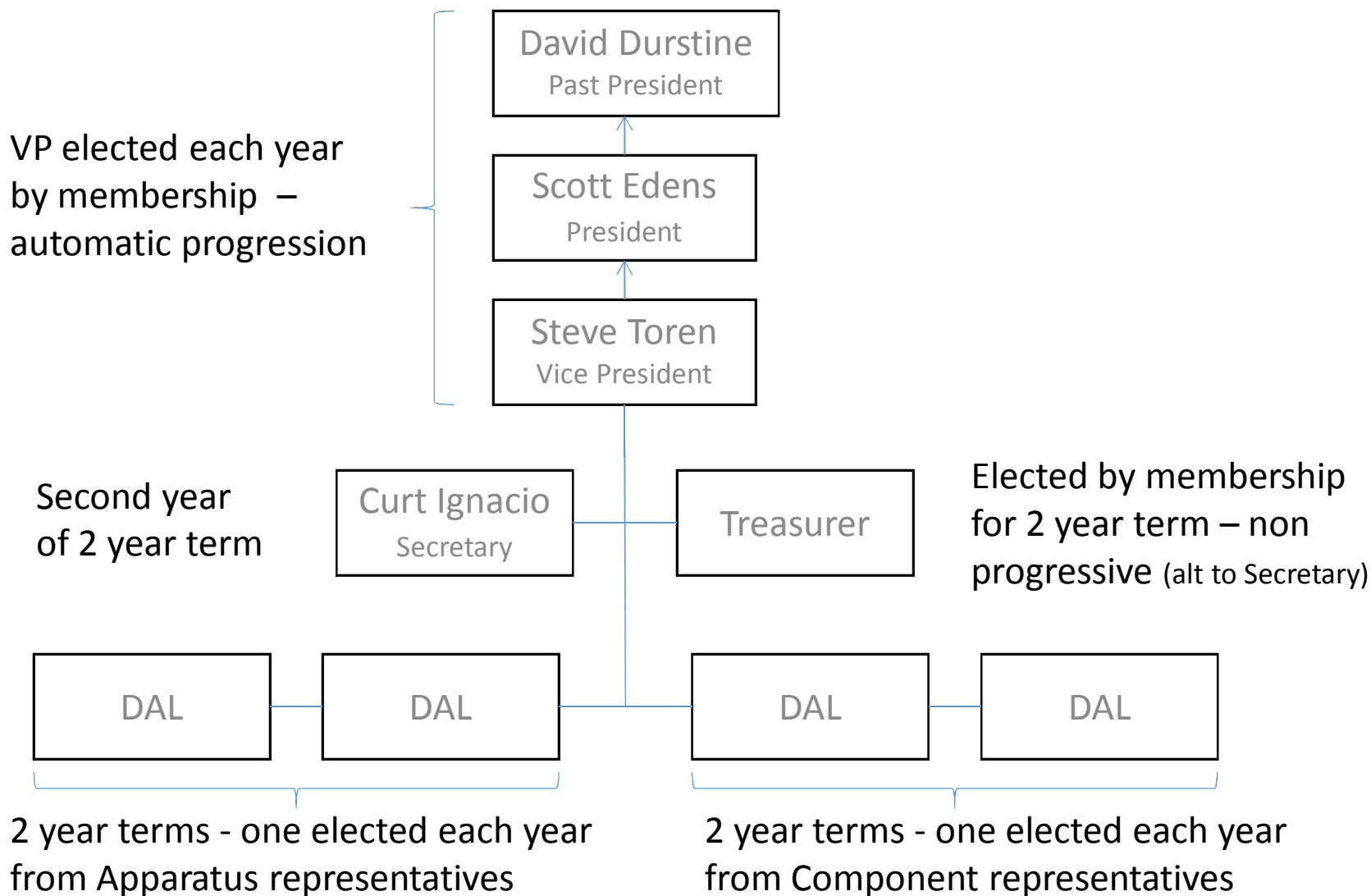
2 year terms - one elected each year
from Component representatives

TAKING CARE OF BUSINESS



2017 Nominations

VP elected each year
by membership –
automatic progression



TAKING CARE OF BUSINESS



2018 Nominations

VP elected each year
by membership –
automatic progression

Scott Edens
Past President

Steve Toren
President

Curt Ignacio
Vice President

Elected by membership
for 2 year term – non
progressive (alt to Treasurer)

Secretary

Treasurer

Second year of
2 year term

DAL

DAL

DAL

DAL

2 year terms - one elected each year
from Apparatus representatives

2 year terms - one elected each year
from Component representatives

TAKING CARE OF BUSINESS



Presentation of Slate

Harold Boer



Past President	Phil Gerace	Progressive position
President	Dave Durstine	Progressive position
Vice President	Scott Edens	Elected position
Treasurer	Steve Toren	Elected position – 1 yr
Secretary	Curt Ignacio	Elected position – 2 yr
DAL – Apparatus	Jeff Darley	2 to be elected
	Mike Schoenberger	
DAL – Component	Bev Lowery	2 to be elected
	Dan Veselsky	

TAKING CARE OF BUSINESS



All elected positions will be established by majority vote.

Director-at-Large: 2 year position determined by candidate with the most votes.

TAKING CARE OF BUSINESS



Floor Nominations

Harold Boer



Qualifications:

Vice President:

Must have served TWO YEARS on the Board.

Secretary / Treasurer / Director-at-Large:

Qualified representative of a member company who has previously served in a leadership position within the association as a committee or subcommittee chair, co-chair, vice-chair, or similar leadership role.

TAKING CARE OF BUSINESS



Available Positions:

Vice President

Treasurer

Secretary

Director-at-Large (DAL) . Apparatus

Director-at-Large (DAL) . Component

TAKING CARE OF BUSINESS



NVFC
Recruitment and Safety
Program
Steve Toren

National Volunteer Fire Council

NVFC and FAMA/FEMSA Working Together

October 1, 2015

Kevin D. Quinn, Chairman

Heather Schafer, CEO



About the NVFC



- “ National voice
- “ Address key issues
- “ Provides resources, programs, advocacy, and training for the nation's volunteers
- “ State fire associations comprise the Board of Directors



Key issues


- “ Volunteer Recruitment
- “ Behavioral Health
- “ Cancer
- “ Legislative Advocacy
- “ Training



Supporting Those Who Serve

Health & Safety

- “ B.E.S.T. Priorities for Firefighter Health and Safety
 - . Behavior, Equipment, Standards and Codes, Training
- “ Heart-Healthy Firefighter Program
 - . Combats leading cause of line-of-duty deaths
- “ International Fire/EMS Safety and Health Week
- “ Just awarded FY 2014 FP&S Grant





2015
INTERNATIONAL FIRE/EMS SAFETY AND HEALTH WEEK

Creating a Culture of Safety

International Fire/EMS Safety and Health Week
June 14-20, 2015


Use this week to focus on safety and health training and what you can do to create a culture of safety in your community, your department and for yourself.

www.safetyandhealthweek.org




Is Your Department at its B.E.S.T.?

Keep your department ready to take the next call with the
National Volunteer Fire Council's Volunteer Firefighter Health and Safety Priorities



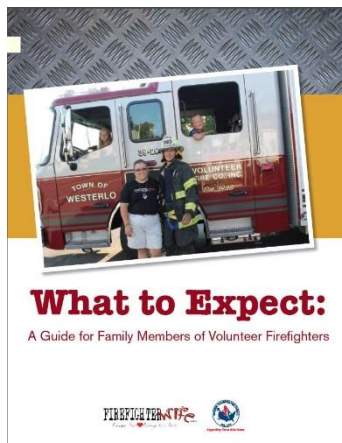
- BEHAVIOR**
 - Support the physical, emotional, and mental well-being of all personnel.
 - Operate all emergency apparatus and privately owned vehicles (POVs) to conform to the highest road safety standards and enforce the use of seatbelts.
 - Develop, practice, and enforce recommended health and safety standards for all personnel.
 - Monitor and ensure that all active emergency scenes maintain the utmost level of safety and fireground accountability.
- EQUIPMENT**
 - Provide and require the proper use of full personal protective equipment (PPE).
 - Maintain all equipment based on established safety recommendations.
- STANDARDS & CODES**
 - Encourage the use of all smoke, fire detection, and fire suppression devices, including fire sprinkler systems, in all structures.
 - Vigorously enforce all fire safety codes and ordinances.
 - Obtain apparatus and equipment that meet national safety standards.
- TRAINING**
 - Utilize fire training programs that conform to the highest professional standards.
 - Operate a safe fire training ground at all times.
 - Establish, maintain, and deliver fire safety programs for all age groups.

www.nvfc.org



Share the Load

- “ First responders at increased risk for many behavioral health issues
- “ Program launched in 2014 to proactively address issues and break stigma surrounding behavioral health
- “ Fire/EMS Helpline: 1-888-731-FIRE (3473)
 - Free, Confidential, 24/7
- “ Online resource center at www.nvfc.org/cancer
 - Training, outreach materials, family guide, videos, resources



Cancer

- “ The NVFC participated in the Cancer Prevention Strategy Summit meeting in January 2015
- “ NVFC is working with Firefighter Cancer Support Network and other fire service organizations on cancer research, prevention, and outreach
- “ Online resource center at www.nvfc.org/cancer
 - . Sample documents
 - . State cancer presumption laws
 - . Training
 - . Videos
 - . Outreach and awareness resources



Legislative Advocacy

- “ Advocate for fire service legislation
- “ Provide testimony at hearings
- “ Advise federal agencies
- “ Represent volunteers on national work groups, task forces, and standard-setting committees
- “ Engage . tool for grassroots advocacy
- “ A member of the CFSI National Advisory Board



Supporting Those Who Serve

Training

“ Virtual Classroom

- . Topics that matter . on your terms
- . On-demand, self-paced courses
- . Certificates of completion

“ NVFC Training Summit



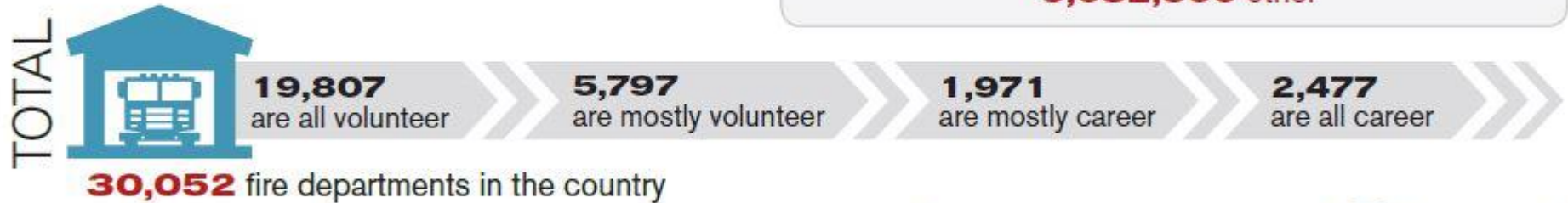
The Fire Service in the United States of America



The first fire company in the United States
was founded in **1678**.

In
2013»
there were

31,644,500 fire department calls
21,372,000 medical aid calls
1,240,000 fire calls
9,032,500 other



The time donated by volunteer firefighters
saves localities across the country an estimated

\$139.8 billion per year.



In 2013 a fire department
responded to a fire every
25 seconds



Supporting Those Who Serve

National Volunteer Fire Council
www.nvfc.org



Recruitment and retention

- “ Volunteers make up 69% of fire service
- “ Numbers are decreasing while call volume increases
- “ Volunteer fire service is aging population
- “ NVFC programs to address this issue:
 - National Junior Firefighter Program
 - Fire Corps
 - Make Me a Firefighter campaign



Make Me a Firefighter campaign

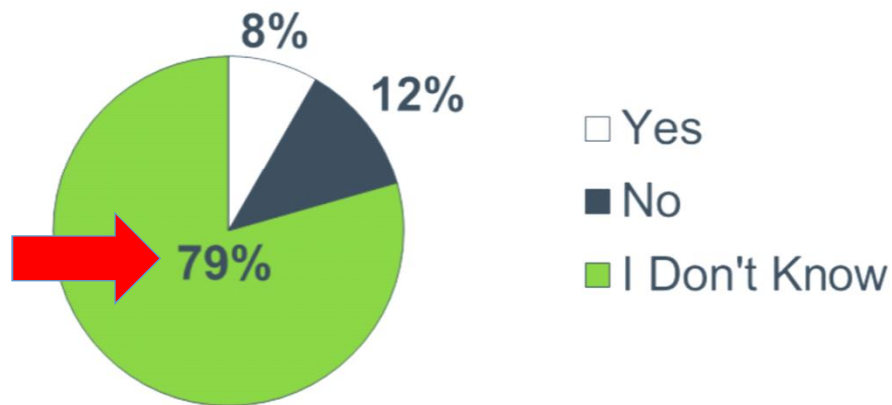
- “ SAFER-funded
- “ National recruitment and retention program
- “ Focus on recruiting under-represented groups such as women, Millennials, minorities, others
- “ Departments can register at portal.nvfc.org
 - . Post volunteer opportunities
 - . Access recruitment tools, training, and resources
 - . Materials generator
- “ Public can search opportunities at www.MakeMeAFirefighter.org
 - . Full launch in November

**FIND THE
FIGHTER IN YOU**

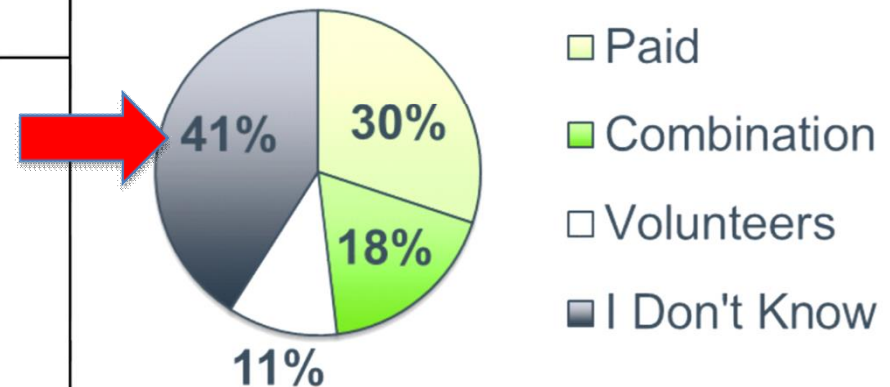


The survey says.....

Is your local department seeking volunteers?



Does your local fire department use paid firefighters, volunteer firefighters, or a combination of the two?

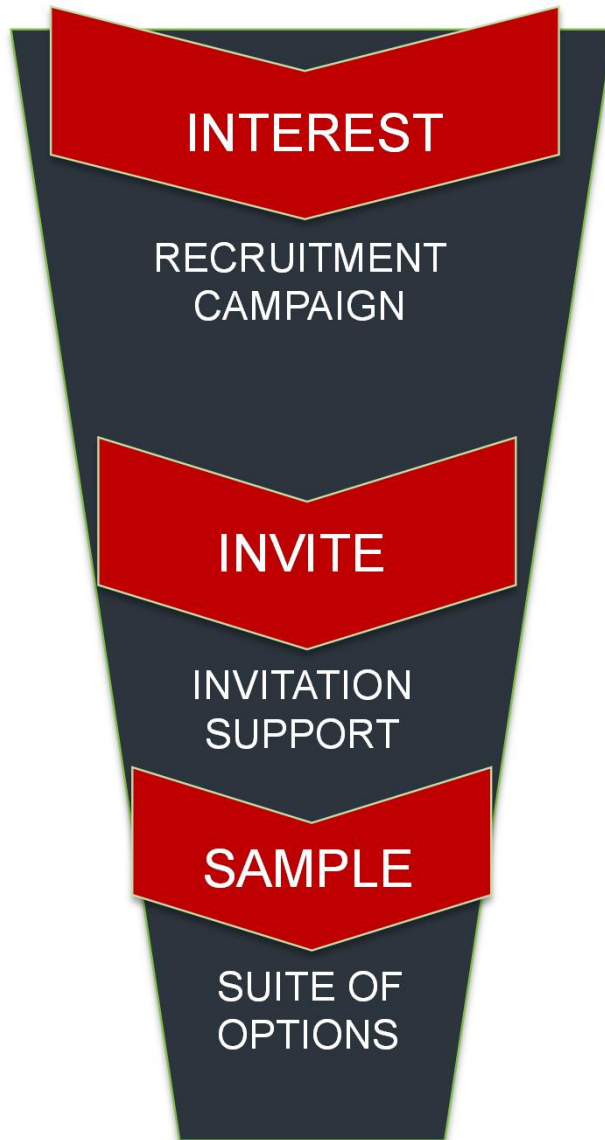


Source: NVFC/Salter>Mitchell Survey of Americans 18+, Sept. 29-Oct. 1, 2014, n= 1,224

People are interested

Population	Definitely Interested	Might Be Interested
Millennials	25.2%	62.7%
Women	5.2%	21.6%
African American	4.9%	25%
Asian/ Pacific Islander	19%	31.9%
Hispanic Origin	6.1%	33.3%

Source: NVFC/Salter>Mitchell Survey of Americans 18+, Sept. 29-Oct. 1, 2014, n= 1,224



Building Awareness

- " Show the opportunities, promote the value
- " Increase reach & frequency through national partnerships, local FD activities and links to broader volunteer efforts
- " Equip local FDs and state associations

Personalize the Calling

- " Issue custom invites instead of generic calls
- " Help local FDs broaden their reach and multiply touches
- " Target under-represented

Offering Alluring Experiences

- " Increase and diversify sampling offerings and placement
- " Improve sampling experiences

FIND THE FIGHTER IN YOU



POST A VOLUNTEER OPPORTUNITY

Post it and they will come. Or actually, we'll bring them to you. Post your department's volunteer needs here.



CUSTOMIZE CAMPAIGN MATERIALS

Ready to spread the word about your need for volunteers? Use this tool to build and customize outreach materials for your department.



CREATE AN INVITE COMING SOON

Nothing says "we want you" like a personal invitation. Get language to use in emails, social media, or anyplace else that shows prospective volunteers they belong with your department.



PLAN AN EVENT COMING SOON

Find ideas for events that help you connect with potential volunteers in your community. While you're at it — you can even add your own event ideas!



TRACK YOUR RECRUITS

We'll send reminders of where people are in your recruitment process so you can keep in touch with those considering becoming volunteers.



ACCESS TRAINING & RESOURCES

Every fighter needs tools, even for recruitment. Use our step-by-step guides & resources on everything from marketing your department like a pro to planning events to engage prospective recruits.

Department Portal

POST A VOLUNTEER OPPORTUNITY



ADD A LISTING



VIEW LISTINGS

READY TO RECRUIT VOLUNTEERS IN YOUR COMMUNITY?

Use the form below to post a volunteer need within your department. Click "View Listings" above to view or edit your listings.

Listing Status

Published



Category

Select all applicable *

☐ Firefighter ☐ EMT ☐ Fundraising ☐ Community Education ☐ Department Support ☐ Other

Opportunity Title

Position *

About

Description *

1. CHOOSE YOUR GOAL & AUDIENCE

What do you want to do?



Make a personal invitation for people I talk to



Let my community know we need volunteers



Invite my community to an event (Coming Soon!)

WHO ARE YOU CREATING THIS FOR?

- ☒ The community in general
- ☐ Women in my community
- ☐ Veterans in my community
- ☐ Recent graduates

WHERE ARE YOU DISTRIBUTING IT?

- ☐ In person
- ☒ At a fire department event
- ☐ At an event in my community
- ☐ At a local shop or restaurant
- ☐ At a school
- ☐ At a gym

MATERIALS >

2. CHOOSE YOUR MATERIAL

What kind of material would you like to create?



Postcard Handout

PLEASE SELECT A HEADING FOR YOUR MATERIAL:

- ☐ Firefighting Doesn't Have to Involve Fire.
- ☐ We Need Volunteers.
- ☐ You Could be Our Hero.
- ☒ There's a Fighter in You.

< AUDIENCE

CUSTOMIZE >

3. CUSTOMIZE

Click the editable fields to customize content for each section.

Front



Back

SEVEN OUT OF TEN FIREFIGHTERS AND EMERGENCY RESPONDERS ARE VOLUNTEERS.

and *your community* needs more volunteers like you. We invite you to join a family that'll always have your back and train you up to serve our community in ways few can. We may even give you our secret chili recipe.

READY TO LEARN MORE?

Department Name
Phone Number
Email Address

< MATERIALS

PREVIEW >

The current numbers



- ” Over 2,000 users
- ” 800+ volunteer opportunities posted

We need your help to promote the Portal!

FIND THE
FIGHTER IN YOU

ABOUT FOR DEPARTMENTS CONTACT
WHAT IT TAKES WHAT IT'S LIKE

FIRE DEPARTMENTS NEED VOLUNTEERS LIKE YOU

Seven out of ten firefighters and emergency responders are volunteers. If you have the heart to serve your community, you have everything we need.



SEARCH VOLUNTEER OPPORTUNITIES

Interested in learning more about becoming a volunteer firefighter?
Use the search feature below to find volunteer opportunities in your area.

Firefighter

Zip Code

SEARCH



WHAT IT TAKES TO VOLUNTEER

Being a volunteer firefighter is not about what you look like, what degree you have, or where you come from. It is about one thing: heart. Do you have what it takes to serve your community?

FIND OUT MORE



Being a volunteer firefighter is about a lot more than just the job. It's an opportunity to learn cutting edge skills and meet members of your community who share your passion.

FIND OUT MORE

FIND THE
FIGHTER IN YOU

WHAT IT TAKES

WHAT IT'S LIKE

Firefighter

Zip Code

30 Miles

SEARCH

RESULTS

We've found 17 volunteer opportunities near you (took 0.007 seconds)

Showing 1 - 10 opportunities

Show: 10

Radius: 30 Miles

Exterior Firefighter

Volunteer Category: Firefighter

Start Date: 06/30/2015
End Date: It's Flexible. We'll work with your schedule!

Wexford Vol Fire Co
228 N Chapel Dr
Wexford, PA 15090

[Preview Description](#)

DISTANCE
6.9 Miles

GET MORE INFO

Interior Firefighter

Volunteer Category: Firefighter

Start Date: 06/30/2015
End Date: It's Flexible. We'll work with your schedule!

Wexford Vol Fire Co
228 N Chapel Dr
Wexford, PA 15090

[Preview Description](#)

DISTANCE
6.9 Miles

GET MORE INFO

Support Firefighter

Volunteer Category: Firefighter

Start Date: 06/30/2015
End Date: It's Flexible. We'll work with your schedule!

Wexford Vol Fire Co
228 N Chapel Dr
Wexford, PA 15090

[Preview Description](#)

DISTANCE
6.9 Miles

GET MORE INFO

Let's work together

How can you help improve volunteer recruitment?

1. Align your brand with ours
 - . Social media badges to show your support for the campaign
 - . Campaign logos to use in company collateral
 - . Display ads to use on your web site
 - . Co-branded promotional pieces to hand out during department visits and at events
2. Spread the word to the departments you work with
 - . Talking points and form emails for speaking about the campaign with departments, partners, and the media
 - . Shareable graphics for social media, language for trade articles, and promotional pieces for in-person meetings
3. Encourage your employees and partners to get involved, and support them in doing so

Where we can help you

- “ The NVFC can offer a host of advertising opportunities through our website, our articles, and communication to our members, therefore increasing your brand awareness.
- “ As the campaign launches nationally in November, the recruitment campaign can offer promotion of your company and your involvement in our efforts through campaign media and outreach. Become an official sponsor in our effort!

Ready to get started?

- “ Visit [MakeMeAFirefighter.org](https://www.MakeMeAFirefighter.org) to access the “Partners” menu option. Here you will find more information on ways to get involved!
- “ Thank you!



Supporting Those Who Serve

National Volunteer Fire Council

7852 Walker Drive, Suite 375

Greenbelt, MD 20770

202-887-5700 or 888-ASK-NVFC

nvfcoffice@nvfc.org

www.nvfc.org



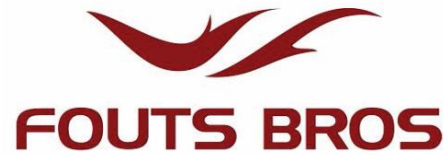


10 MINUTE BREAK



2016 VP Election

Harold Boer





Meeting Suspended



WELCOME

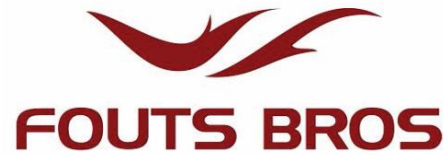
FAMA 2015 FALL MEETING

MEETING SESSION 2





CALL TO ORDER





TREASURER'S REPORT

Scott Edens



Please refer to
Association Financial
Statement



Please refer to Association Financial Statement

TAKING CARE OF BUSINESS



STATISTICS COMMITTEE

Mike Schoenberger



Total Fire Truck Sales Q1 & Q2 Comparison

	2011	2012	2013	2014	2015
USA	1488	1484	1775	1458	1697
Canada	134	211	174	187	188
ARFF	45	34	123	48	29
Export	123	286	501	732	310
Total	1790	2015	2573	2424	2224

TAKING CARE OF BUSINESS



5-year Sales by Product Q1 & Q2 North America

	2011	2012	2013	2104	2015
Pumpers	800	904	1145	943	1051
Aerials	193	206	223	199	277
Tankers	263	255	188	201	220
Rescues	221	160	199	142	159
Brush/Mini	91	141	155	126	124
Total	1568	1666	1910	1611	1831

TAKING CARE OF BUSINESS

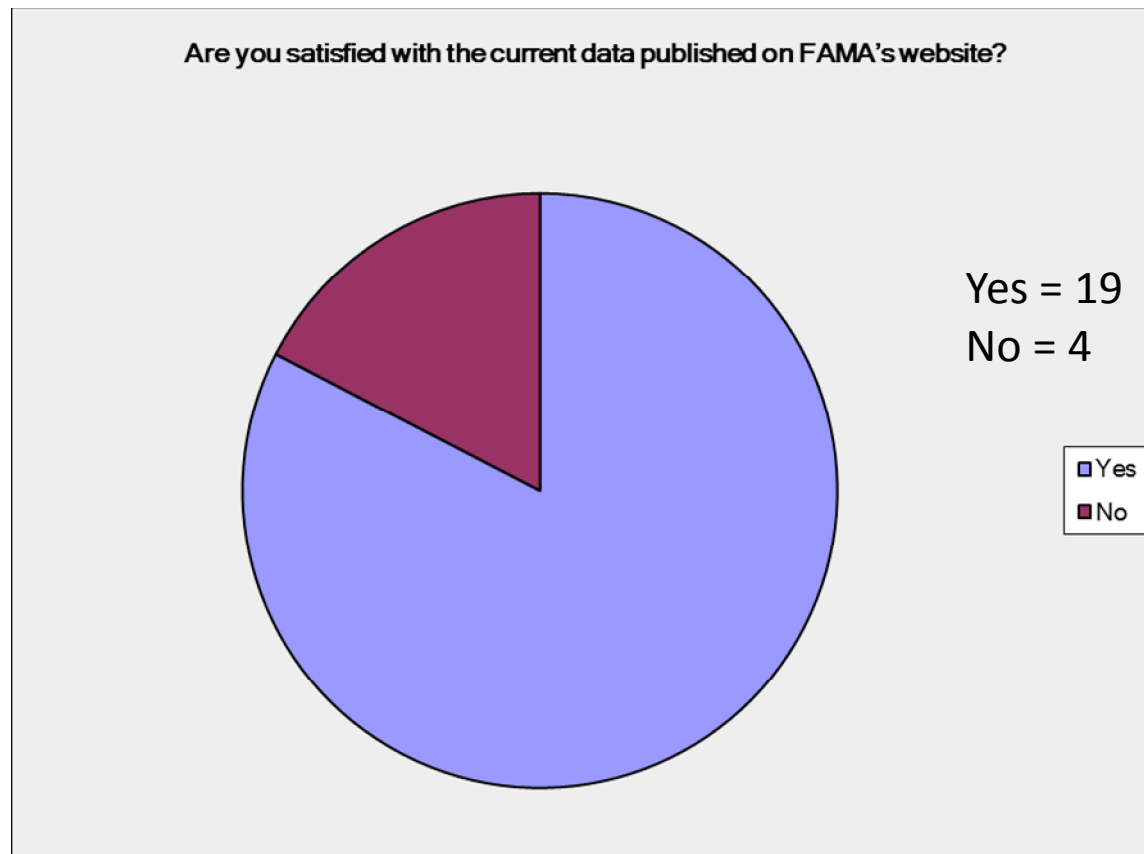


FAMA Statistics Committee Member Questionnaire

- “ Obtain feedback from members
- “ Survey notice sent out in August
- “ Received 23 completed surveys
- “ Help as we develop a request for proposal from new suppliers that could host our data

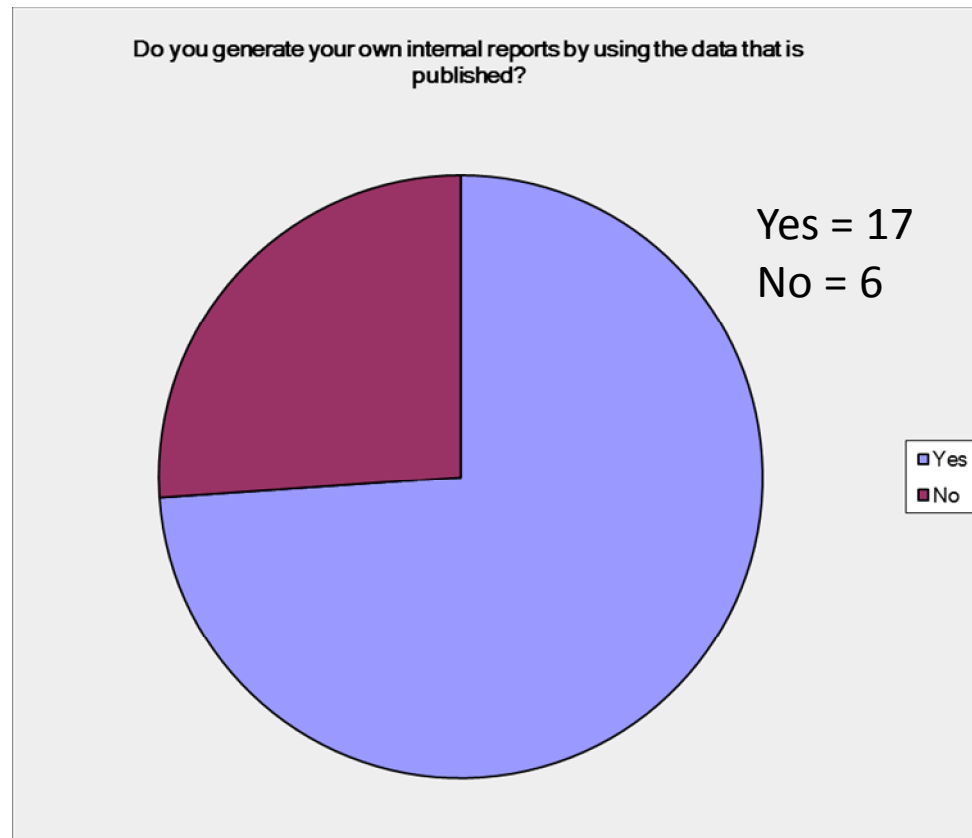


1. Are you satisfied with the data published on the FAMA website



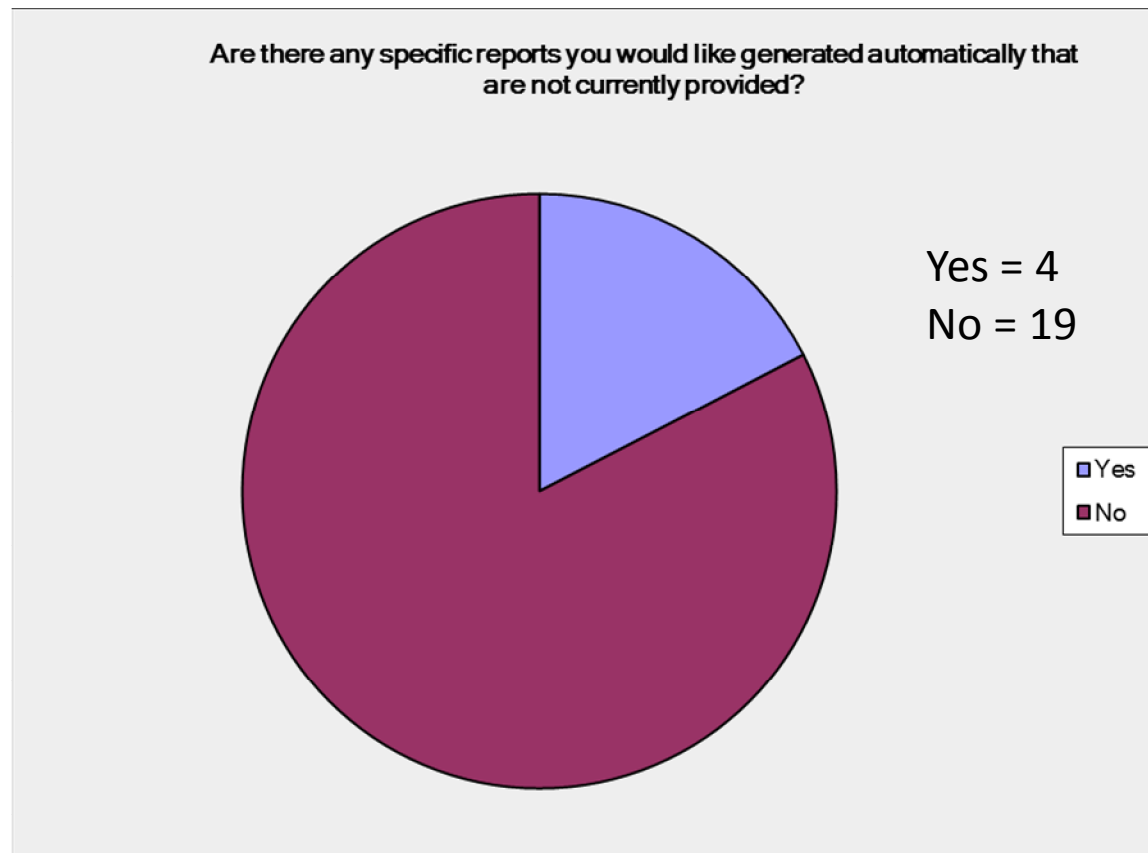


2. Do you generate your own internal reports by using the data that is published?



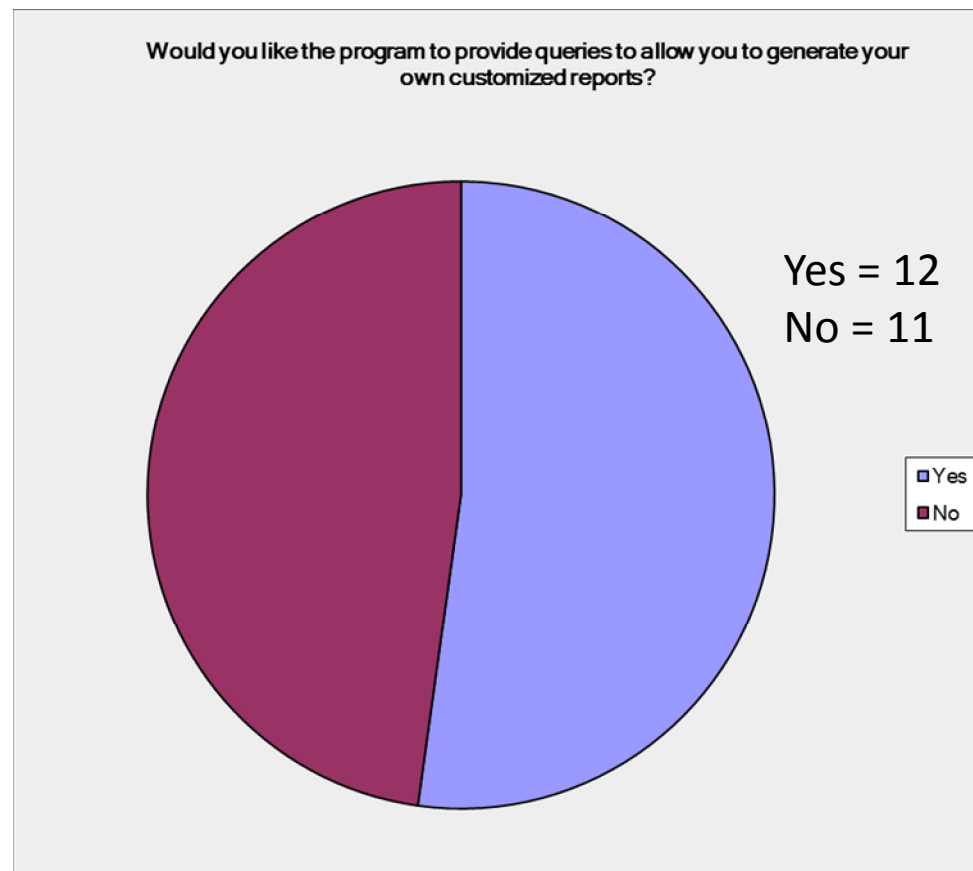


3. Are there any specific reports you would like generated automatically that are not currently provided?



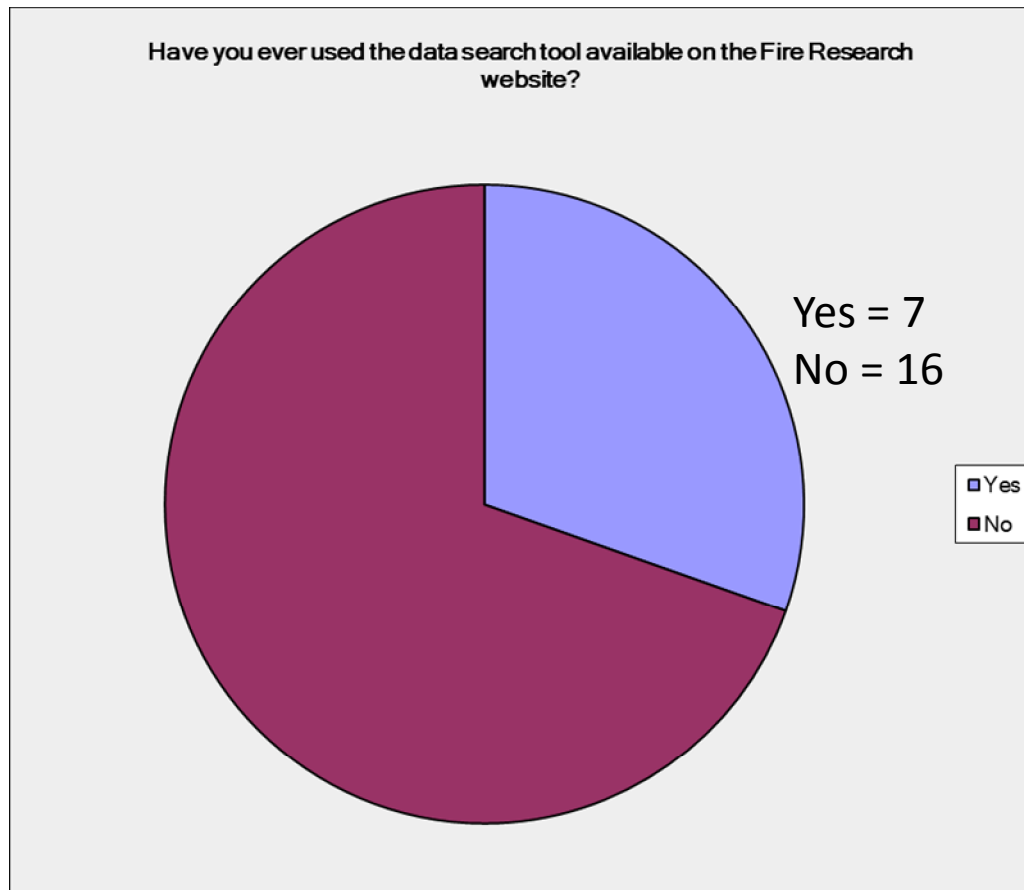


4. Would you like the program to provide queries to allow you to generate your own customized reports?



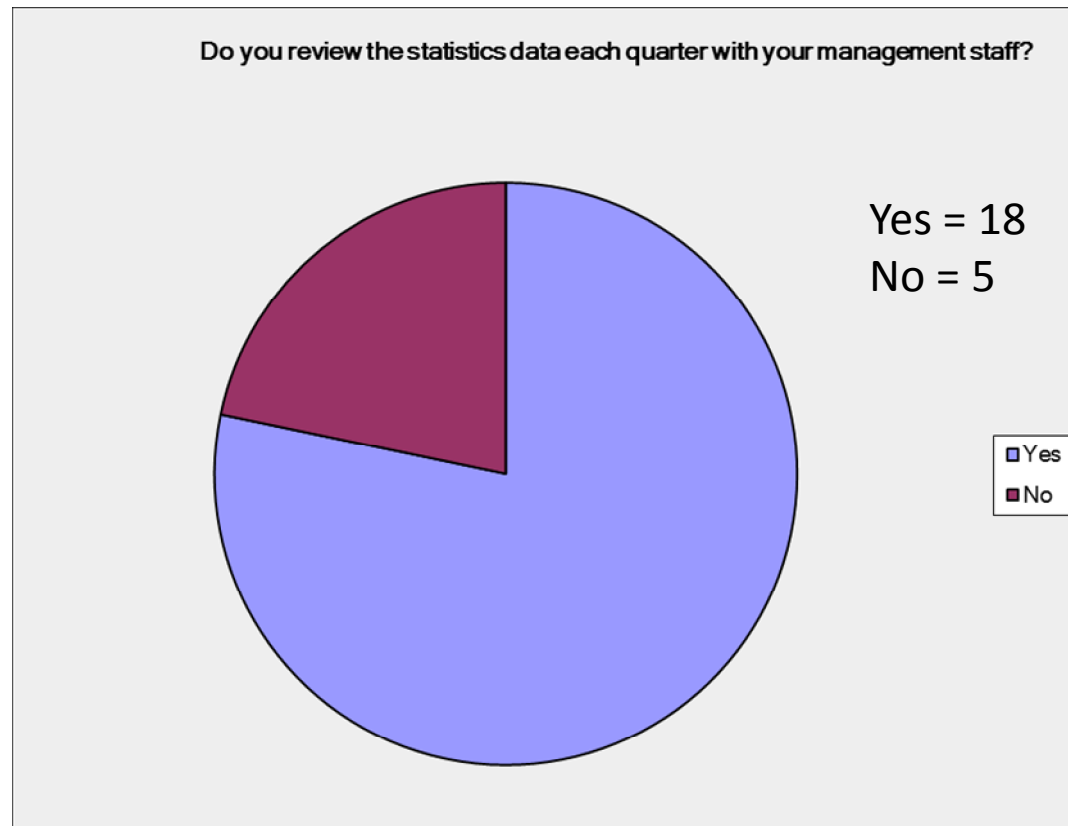


5. Have you ever used the data search tool available on the Fire Research website?





6. Do you review the statistics data each quarter with your management staff?



TAKING CARE OF BUSINESS



7. Please provide any specific changes or additions you would suggest be made to the FAMA Statistics program

Some Suggestions:

- “ Comparison to other industry data, trend analysis, easier demographic configurations
- “ Make the data easier to sort and query, currently the functionality is not there
- “ A summary or totals sheet on sales, shipments, orders and future forecast or projections.
- “ It would be good to see some statistical analysis of the truck orders/shipment data. Specifically on new orders.



Statistics Committee Project

- “ Investigate changing data hosting supplier
- “ Currently contract with Oracular, not flexible and expensive to make changes
- “ Request for proposal to other suppliers
- “ Target date of 1/1/16 if we change suppliers



Quarterly Reporting

- “ Thanks to all fire apparatus manufacturers for submitting quarterly reports in a timely manner.
- “ Our goal is to have the quarterly reports posted online within 30 days of quarter close.



Questions?

TAKING CARE OF BUSINESS



TECHNICAL COMMITTEE

***Roger Lackore &
Wes Chestnut***



Mission Statement

“ To research, recommend and represent member organizations on technical issues related to the manufacture of fire apparatus with the goal of constant improvement to product and safety for the end user.

TAKING CARE OF BUSINESS



Leadership

Co-Chairs



Roger Lackore (Oshkosh)
Wes Chestnut (Spartan)



Aerial/Quint

Reid Wissler
(Spartan)
John Brady
(KME)



ARFF

Marty Huffman
(Rosenbauer)
Sarah Peck
(Akron Brass)



Ambulance

Steve Rowland
(Ferno)
Mike Franckowiak
(Akron Brass)



Body

Harrison Wessinger
(Fouts Bros)
Wayde Kirvida
(Custom Fire)



Chassis

Tim Johnson
(Rosenbauer)
Chris Crowell
(Cummins)



Electrical

John Doperalski
(Harrison)
Peter Luhrs
(Weldon)



Foam

Gregg Geske
(Waterous)
Mike Dupay
(Fire Research)



Pumps & Plumbing

Doug Miller
(TFT)
Mike Sulmone
(Trident)



Tech Ed

Lisa Barwick
(Pierce)
Dan Veselsky
(USSC)



TAKING CARE OF BUSINESS



NFPA Recap

TAKING CARE OF BUSINESS



NFPA 1901/1906/1911

" FAMA Representatives

" Member: David Durstine

" Alternate: Mike Schoenberger

" Current Editions 2016

" NFPA 1911

" First Draft Published

" Public Comment Closing Nov. 18, 2015

**1901 & 1906
2016 Editions
published**

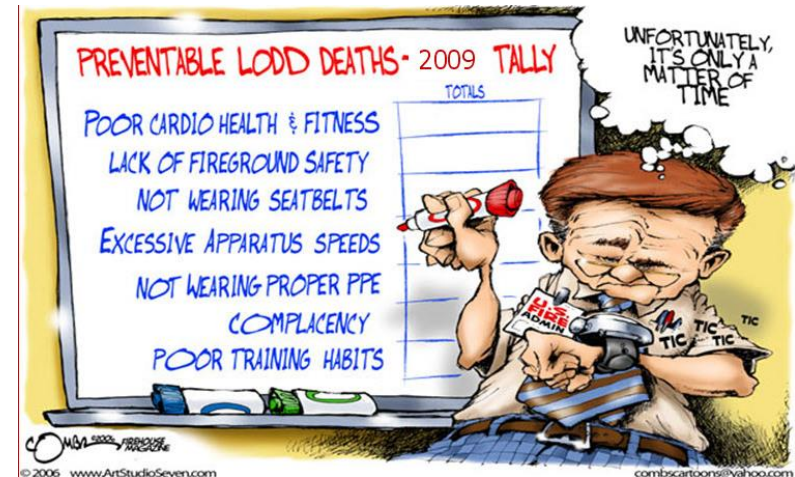


**FAMA APPARATUS SAFETY
GUIDE REQUIRED ON
EVERY DELIVERY STARTING
2016**

TAKING CARE OF BUSINESS



NFPA 1500



" FAMA Representatives

" Member: Roger Lackore

" Alternate: Wes Chestnut

" Fire service–related occupational safety and health program.

" 2017 Revision Cycle

" First Draft Meeting Nov 17-19 Austin, TX

TAKING CARE OF BUSINESS



NFPA 1917

” FAMA Representatives

- ” Member: Steve Rowland – Ferno
- ” Alternate: Michael Franckowiak - Weldon

” Automotive Ambulances

- ” 2018 Revision Cycle
- ” Public comment closing June 2016



**2016 Edition
published**

TAKING CARE OF BUSINESS



NFPA 414

” FAMA Representatives

” Member: Marty Huffman - Rosenbauer

” Alternate: Paul Powell – Rosenbauer

” ARFF Apparatus

” Second Draft Posting : Jan 18, 2016

” Expected Publication: Summer 2016



TAKING CARE OF BUSINESS



NFPA 18A

” FAMA Representatives

- ” Member: Gerald Halpin – CET Fire Pumps
- ” Alternate: Mike Dupay – Fire Research
- ” Water Additives for Fire Control and Vapor Mitigation
- ” **Second Draft Public Comment Closes Nov 16, 2015**





TAKING CARE OF BUSINESS



NFPA Safety History Spreadsheet

- “ Spreadsheet handed out in April has been updated with subcommittee revisions
- “ Available on FAMA website.

answering this question.				
TC005		Fire Apparatus Improvement White Paper	Tech Committee Fire Engineering Mag	Safety Features
This report details the history of safety features on fire apparatus. It can be used as a tool for determining and justifying funding requirements, and can assist the forward-thinking fire service administrator in analyzing the department's future equipment needs.				
TC005 - Table		Fire Apparatus Improvement White Paper Table	Tech Committee	Safety Features
Fire apparatus improvement white paper table in chart format.				

TAKING CARE OF BUSINESS



NHTSA Compliance



Recalls & Defects



Improving Safety On Our Highways

NHTSA encourages complaints from vehicle owners and drivers, conducts defect investigations and administers safety recalls to support its mission to improve safety on our nation's highways.

” Initial Awareness Training

” Roger Lackore – FRI Atlanta Fall 2015

” In-Depth Training

” Wes Chestnut – FAMA Spring Meeting 2016

” FAMA Letter of Interpretation

” Pending at NHTSA

TAKING CARE OF BUSINESS



EPA Phase 2 GHG & Fuel Economy

Emergency Vehicle Relief

- ” “Chassis intended for emergency vehicles have proposed Phase 2 standards based only on Phase 1 technologies, and may continue to certify using a simplified Phase 1-style GEM tool.”

Air Conditioning Leaks

- ” “For Phase 2, EPA believes that it would be feasible to apply ... A/C refrigerant leakage standards for vocational vehicles, beginning with the 2021 model year.”

Small Business no longer Exempt

- ” “All small businesses are exempt from the Phase 1 standards. The agencies are proposing to regulate small business entities under Phase 2”



FAMA Forum Schedule 2015

" Jan	Wes Chestnut	Wheel studs, lug nuts, need for checking.
" Feb	Roger Lackore	FAMA White papers
" Mar	Roger Lackore	NFPA 1906 Pump and Roll
" Apr	Jim Juneau	Annex D
" May	Chris Crowel	EPA Regs impact on fire industry
" June	Grady North	CAFs on wildland apparatus
" July	Wes Chestnut	Getting to know your tires
" Aug	Bill Proft	Rescue rope tie-offs and winch receivers
" Sep	Lisa Barwick	Interschutz
" Oct	Roger Lackore	1901/1906 Change Summary
" Nov	Steve Rowland	NFPA 1917 Review with cost implications
" Dec	Roger Lackore	FDSOA Promotion
" Jan	Paul Darley	Fire service statistics

TAKING CARE OF BUSINESS



FAMA Forum Schedule 2016

" Jan	Paul Darley	Statistics
" Feb	Tim Johnson	New Industry Technologies
" Mar	Wes Chestnut	Importance of Recall Completion
" Apr	Doug Miller	Pump Whitepaper
" May	Roger Lackore	Standing and Walking Surfaces
" June	Ray Van Gunten	Rollup Door Safety & Maintenance
" July	Steve Rowland	Em Veh Pedestrian Safety
" Aug	Roger Lackore	Weight and Cube Calculator
" Sep	Roger Lackore	Power Line Contact Issues
" Oct	xx	
" Nov	Roger Lackore	FDSOA Promotion
" Dec	xx	
" Jan	xx	

Need New Topic Suggestions

TAKING CARE OF BUSINESS



Weight and Cube Calculator

- “ Major components reviewed for accuracy and new products
- “ Revise to simplify use

**Proposal Pending for
Web Application**



Power Line Contact Position Paper

” Establishes what we have to say about power line contact protection:

- ” Maintain 20 foot clearance**
- ” No power line proximity warning devices**
- ” Aerial devices are not and can not be insulated**



TAKING CARE OF BUSINESS



Apparatus Buyer's Guide

TAKING CARE OF BUSINESS



Apparatus Buyers Guide

Aerial	Aerial Options
Ambulance	Ambulance Standards
ARFF	
Body	Body Selection Guide
Chassis	Auxiliary Brakes Seats
Electrical	
Foam	Proportioning Systems
Pump & Plumbing	Pump Performance



FDSOA Support

2016 Apparatus Symposium



**FDSOA, in cooperation with FAMA,
presents the**

**28th Annual Apparatus
Specification & Maintenance
Symposium**

January 18-20, 2016

**(Apparatus Symposium ends at Noon on
Wednesday, January 20th)**

Scottsdale, AZ

TAKING CARE OF BUSINESS



GAC COMMITTEE

***Lee Morris &
Joe Mirable***



GAC Members

” Lee Morris, Co–Chair

” Joe Mirabile, Co-Chair

” Corey Carlson

” Stewart McMillian

” John W. McNulty,III

” Mike Natchipolsky

” Craig Sharman

” Cindy Morgan

” John Granby, Co–Chair

” David Russell

” Steve Stein

” Ken Creese

” Tim Dean

” Rod Carringer (FEMSA
Liaison)

” Steve Toren (FAMA Liaison)



GAC Support

- ” Dave Gatton – Washington Consultant
- ” Richard Boyes – CGC Liaison



2015 Activity

Hill Day – Over 101 meetings, 44 attendees representing 33 companies participated (a record number for meetings and attendance)

- “ Two key meetings with House leadership
- “ Two meetings with House and eight with Senate Full Appropriations Committee members or Staff
- “ Seven meetings with both House and Senate Homeland Security Appropriations Subcommittee members or Staff
- “ Eight meetings with both House and Senate Homeland Security Committee members or Staff
- “ Other House and Senate members



2015 Activity (continued)

- “ We were successful in maintaining level funding for both AFG and SAFER grant programs (\$340 million respectively) assuming appropriations bill becoming law, or CR.
- “ Federal exemption for emergency vehicle weight limit included in Senate transportation bill
- “ Home Days –
 - “ Wisconsin in May at Pierce (hosted freshman Congressman Glen Grothman and Congressman Reid Ribble)
 - “ Illinois in June (hosted by the Metropolitan Chiefs, Darley & Company, and 13 other Illinois manufacturers, dealers and service providers)



2016 Goals

Continue to promote our core initiatives

- ” Full Funding for AFG and SAFER grant programs
(Funding currently held up over President’s immigration initiatives)
- ” Full funding for the U.S. Fire Administration
- ” Continued funding for the USAR program
- ” State/Federal fire truck weight laws
- ” Greater membership participation
 - ” Hill Day/CFSI Week
 - ” Home Days



2016 Goals (continued)

Reauthorization for Fire Grant programs – the present reauthorization bill has a sunset clause. If it is not reauthorized for the 2018 fiscal year, it will cease to exist

“ The program will end the end of calendar year 2017 and the authorization will end the end of fiscal year 2017 (Sept 30, 2017)

“ 2016 Hill Day will be May 4/5



GAC Activities for the Members

It's a Relationship Business!!

- “ Call your Congressional offices and promote AFG, SAFER, USFA, and USAR funding initiatives
- “ Invite your congressional office to visit your facility (Home Days)
- “ Mark your calendar (May 4-5, 2016) for the GAC Hill Day and CFSI dinner
- “ Report back to the GAC about your activity

TAKING CARE OF BUSINESS



Meeting Planning Committee

Grady North & Damon Lewis



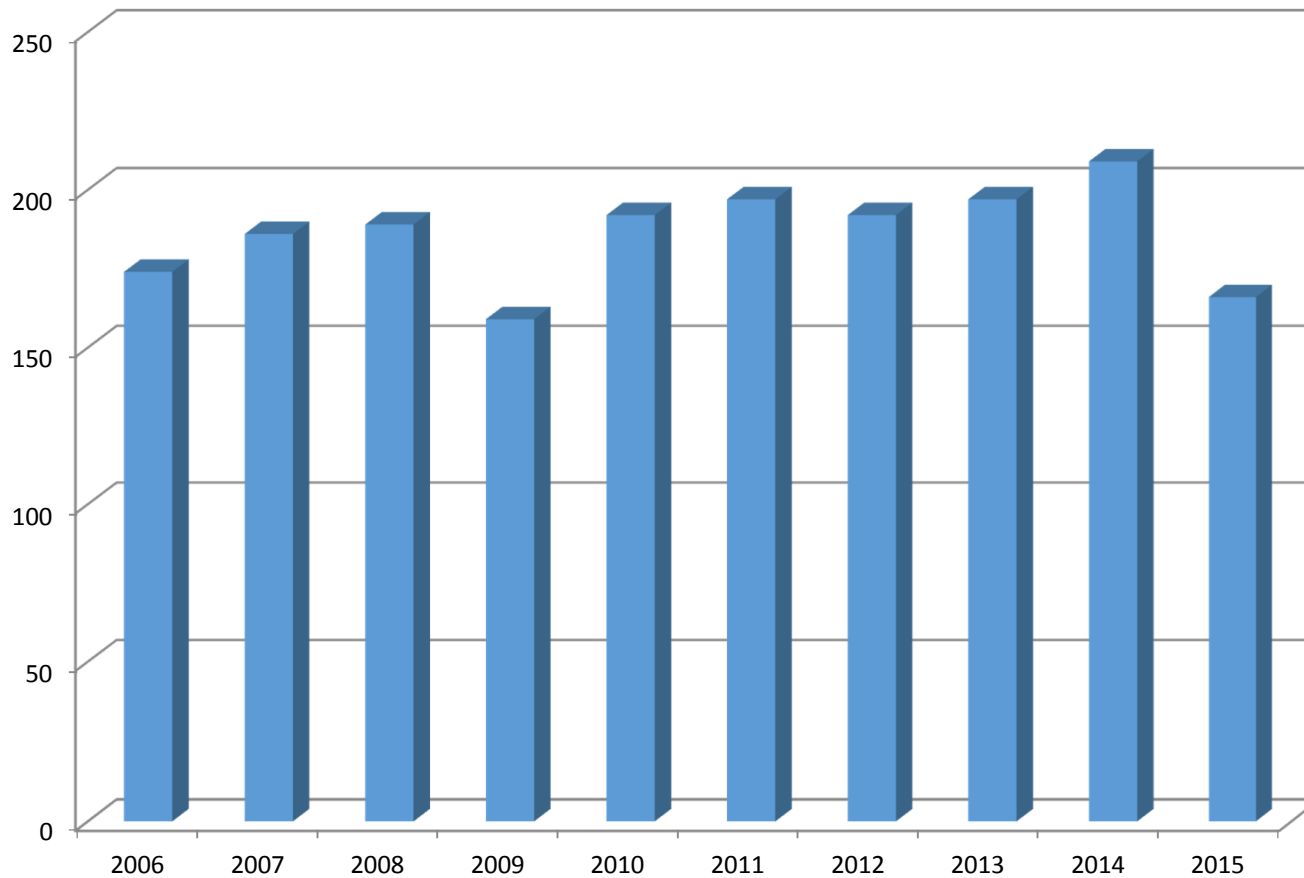
Committee Members

- ” Grady North – Chairman
- ” Damon Lewis Co-Chair (Event Planner)
- ” Tim Dean (Awards, Requiting)
- ” Jeff Resch (Speakers)
- ” Joe Lingel (Budget)
- ” Chick Granito (Sponsors)
- ” Mark Albright (Marketing)
- ” Dave Durstine (Board Liaison)



Fall Meeting Statistics

ATTENDEES

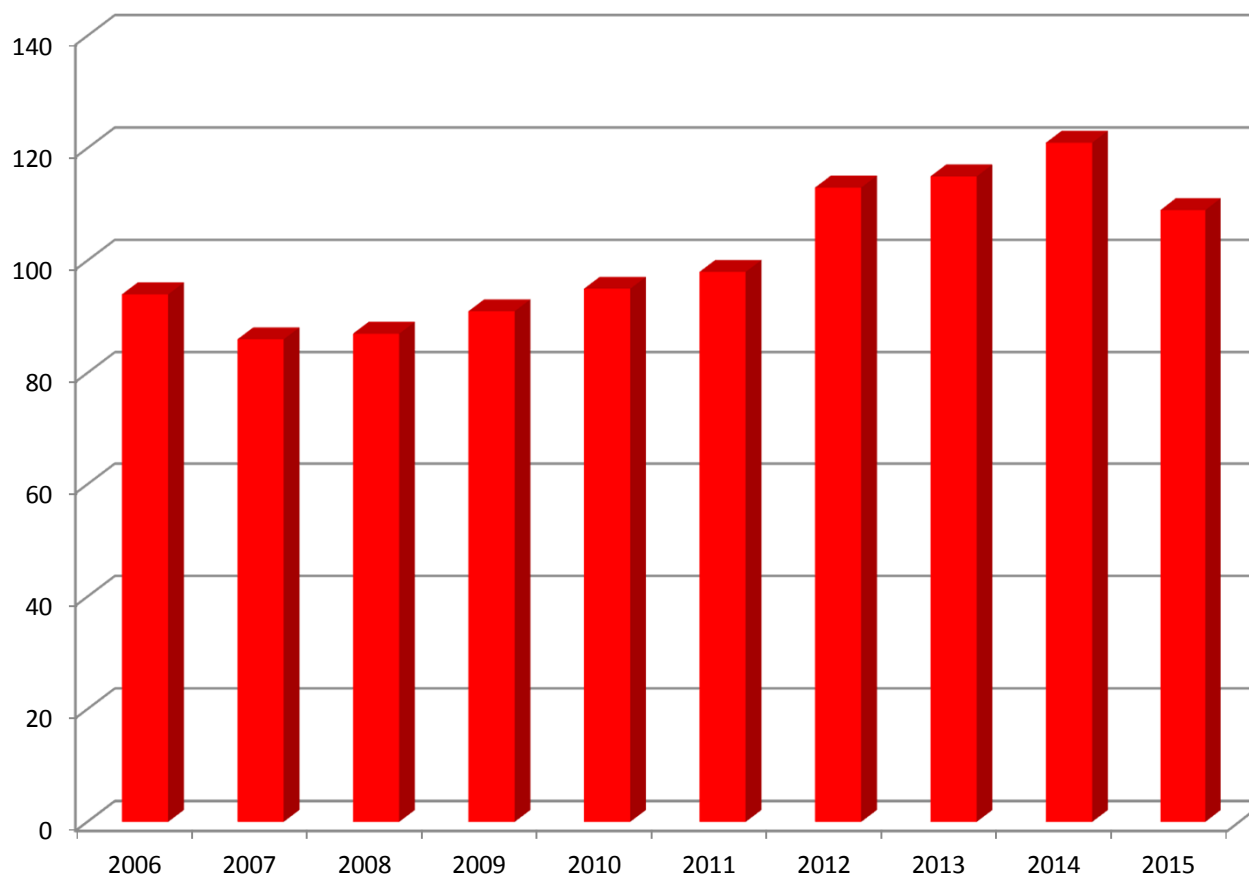


TAKING CARE OF BUSINESS



Fall Meeting Statistics

COMPANIES



TAKING CARE OF BUSINESS



Spring Meeting 2016



Marriott Harbor Beach, Ft. Lauderdale, Florida

TAKING CARE OF BUSINESS



Spring Meeting 2016

People and Profit



Mark W. Light is chief executive officer and executive director of the International Association of Fire Chiefs (IAFC).



Jo-Ann Lorber
Assistant Fire
Marshal at Fort
Lauderdale Fire
Rescue



Richard Hadden is a Certified Speaking Professional, author, and leadership consultant who focuses on the connection between people and profit.

TAKING CARE OF BUSINESS



Spring Meeting 2016

People and Profit

Special Thanks to our 2015 Sponsors – We hope you'll take advantage of the right of first refusal and renew your sponsorship for 2016!



Corporate Sponsor



EMERGENCY RESPONSE
Welcome Reception



Monday Coffee Break



imminet.com

Monday Luncheon



Spouse Program



Monday Reception



Tuesday Coffee Break



Guest Speaker



Keynote Speaker



Hospitality Cups

Sponsorship Benefits

- Exposure to FAMA members
- Build new relationships with potential customers
- Formal recognition in meeting materials and from podium each day
- Recognition in the fall/winter issue of FAMA/FEMSA News
- Sponsorship sign provided and displayed during the sponsored event
- Opportunity to place promotional material during your sponsored event (subject to approval)

New Sponsorship Opportunities in 2016:
Member Breakfasts
Awards Banquet

(Please email Chick Granito – chick@amdor.com – if you have interest in any of these opportunities.)

TAKING CARE OF BUSINESS



Fall Meeting 2016

Nashville Marriott at Vanderbilt University



***October 5-7,
2016***



TAKING CARE OF BUSINESS



Spring Meeting 2017

Loews Don CeSar Hotel, St. Pete Beach, FL



***March 18-21
2017***

TAKING CARE OF BUSINESS



Fall Meeting 2017

Renaissance Glendale Hotel & Spa, AZ



***October 4-6
2017***

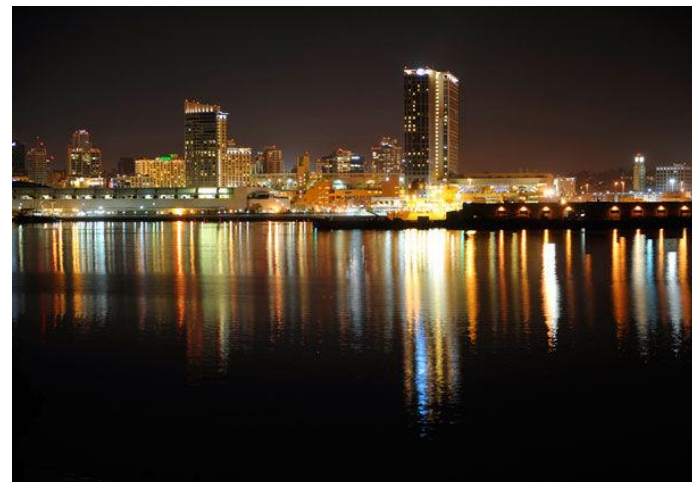


TAKING CARE OF BUSINESS



Spring Meeting 2018

Marriott Coronado Island, San Diego, CA



***February 20-23
2018***



TAKING CARE OF BUSINESS



***See you in
Fort
Lauderdale***

***April 2-5,
2016***

TAKING CARE OF BUSINESS



State of the Fire Service Economic Survey Results

Jason Nawrocki



State of the Fire Service Economic Survey Results

Jason Nawrocki

TAKING CARE OF BUSINESS



2015 FEMSA/FAMA 12th ANNUAL STATE OF THE FIRE SERVICE SURVEY ON THE ECONOMY

How has your 2015 equipment budget changed compared to 2014?		
Answer Options	Response Percent	Response Count
Decreased	40.1%	849
No change	42.2%	895
Increased	17.7%	375
<i>answered question</i>		2119
<i>skipped question</i>		0

TAKING CARE OF BUSINESS



2015 FEMSA/FAMA 12th ANNUAL STATE OF THE FIRE SERVICE SURVEY ON THE ECONOMY

What actions will your agency take to maximize your 2015 budget purchasing capabilities? (Select all that apply.)

Answer Options	Response Percent	Response Count
Lease rather than purchase	6.0%	127
Purchase less expensive alternative products	23.3%	493
Reduce the quantity of items purchased	40.9%	866
Delay replacement of equipment	60.2%	1276
Other (please specify)	12.0%	254
<i>answered question</i>		2119
<i>skipped question</i>		0

TAKING CARE OF BUSINESS

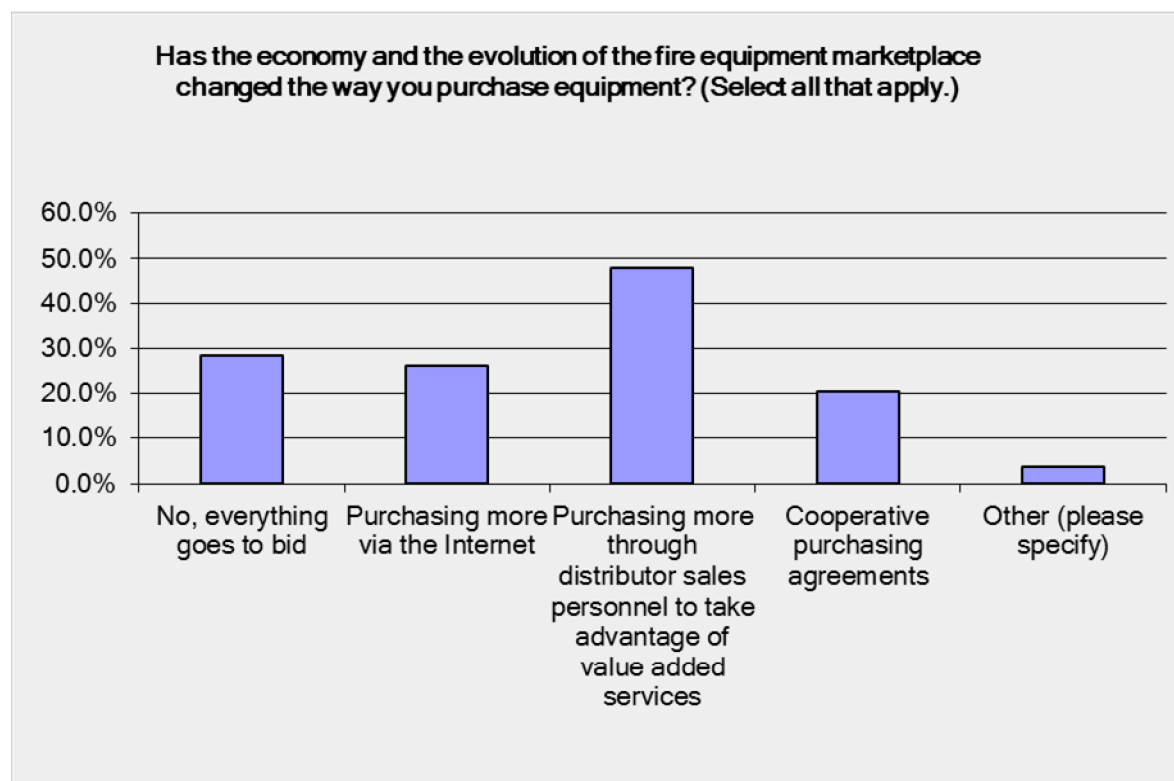


2015 FEMSA/FAMA 12th ANNUAL STATE OF THE FIRE SERVICE SURVEY ON THE ECONOMY

Which of the following have you reduced or modified as a result of 2015 budget constraints? (Select all that apply.)

Answer Options	Response Percent	Response Count
Personnel/Staff	9.1%	192
Apparatus purchases	32.1%	681
Loose equipment purchases	52.3%	1108
All of the above equally	14.7%	311
No changes	19.3%	409
Increasing expenditures	6.7%	143
<i>answered question</i>		2119
<i>skipped question</i>		0

TAKING CARE OF BUSINESS



TAKING CARE OF BUSINESS



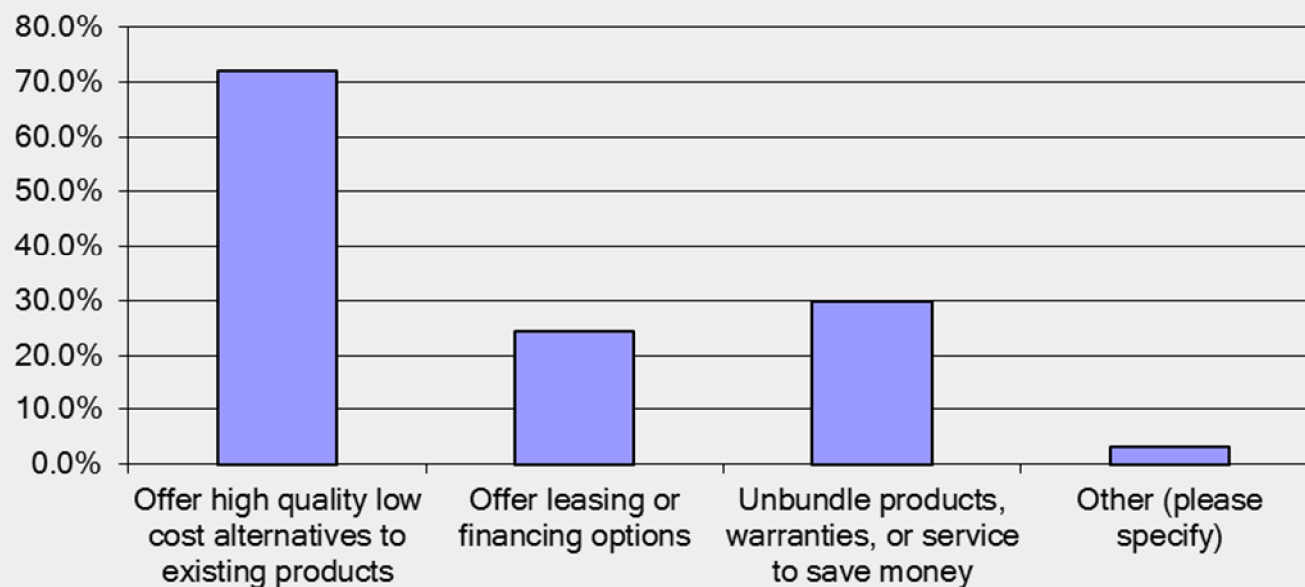
2015 FEMSA/FAMA 12th ANNUAL STATE OF THE FIRE SERVICE SURVEY ON THE ECONOMY

When financial constraints hamper your 2015 budget, which of the following offer the most value when purchasing equipment? (Select all that apply.)		
Answer Options	Response Percent	Response Count
The perceived quality of the product	40.0%	848
The price of the product	60.7%	1287
The service and support of the product	52.9%	1121
<i>answered question</i>		2119
<i>skipped question</i>		0

TAKING CARE OF BUSINESS



If 2015-2016 budgets are limiting your purchasing capabilities, what actions would you appreciate from equipment manufacturers? (Select all that apply.)



TAKING CARE OF BUSINESS



Apparatus Safety Guide

Scott Edens



Version 2:

Printed and In-Stock

1,980 Guides Shipped since January 1, 2015

NFPA 1901 / 1906:

As of January 1, 2016 FAMA Safety Guide is required for all apparatus.

TAKING CARE OF BUSINESS



2016 Directors-at-Large Election

Harold Boer



SMALL GROUP DISCUSSIONS

- “ Can membership requirements be clearly defined by separate corporate entities/existence?
- “ How do we grow and develop the FDIC International / FAMA Showcase?
- “ How do we grow the demand for the Apparatus Safety Guide?



2016 BOARD OF DIRECTORS



2016 Focus

David Durstine



2016 Focus

- “ Enhance Statistics (Continued)
- “ Develop the FAMA Brand & Strategy
- “ Enhance Meeting Content and Add Value
- “ Investigate Alternate Revenue Sources

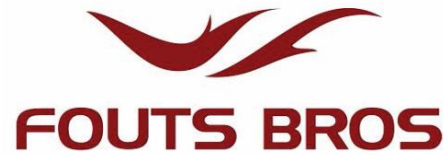
The board is here working for you!
Please let us know how we can better serve the membership.

TAKING CARE OF BUSINESS



Closing Remarks

Philip Gerace





***See you in
Fort
Lauderdale***

***April 2-5,
2016***