

2016 FAMA SPRING MEETING Committee Reports





EDUCATION COMMITTEE Lou Milanovich & Jason Nawrocki





- ["] Nine applications were submitted.
- The committee, narrowed the list to three very deserving students.
- The committee recommended the 2015
 scholarship be awarded to Tyler Lambert,
 a senior at Oklahoma State University.
- Since the time of the selection, Tyler has graduated from the School of Fire Protection and Safety in the College of Engineering and Technology.





2016 - FAMA Spring Meeting

- ["] During in college, Tyler served as a volunteer firefighter for Ingalls (OK) Fire Department while maintaining a 3.25 GPA.
- Tyler was awarded the scholarship during the Technical Committee Meeting at the Fire-Rescue International show in Atlanta last August. During his visit, he experienced his first, but definitely not his last FRI show.
- From an update received in late November, Tyler is working for JENSEN HUGHES Fire Protection Consultants in New York City.





- AKRON has approved the \$5,000 Phillip L. Turner Scholarship for 2016.
- " Updated scholarship information on the FAMA website.
- As in 2015, plans are to promote and advertise the scholarship in the FAMA booth at FDIC.
- Recommend reaching out to applicants from last year to encourage them to apply again.





14 colleges have been contacted encouraging them to post information on the scholarship and to encourage students to apply.

- ² Eastern Kentucky University
- Virginia State FirefightersAssociation
- ["] Indiana University
- ["] Oklahoma State University
- ["] University of Wisconsin, Oshkosh
- ["] Columbia Southern University
- ⁷⁷ Texas A&M University of Illinois

- ["] LSU, Fire and Emergency Training Institute
- " University of Maryland
- " University of Nebraska
- " University of Northern Iowa
- " Bowling Green State University
- " University of California, Santa Cruz





- ["] Application Period: 9/1 to 6/1 (closing date)
- ["] Evaluation Date: 6/1 to 6/30
- ["] Announcement Date: 7/15
- Award Date: Thursday, August 18th at Fire-Rescue International in San Antonio, TX





GAC COMMITTEE Lee Morris & Joe Mirabile





GAC Members

- ["] Lee Morris, Co–Chair
- ["] Joe Mirabile, Co-Chair
- ″John Granby, Co–Chair
- ⁷ Corey Carlson
- ″Ken Creese
- ″ Tim Dean
- ⁷ Becky Mason-Jackson
- ["] Stewart McMillian

- ″ John W. McNulty,III
- " Cindy Morgan
- " Mike Natchipolsky
- ["] Craig Sharman
- " David Russell
- " Steve Stein
- " 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 their staff
- Eight meetings with both House and Senate Homeland Security Committee members or their staff
- Other House and Senate members





2015 Activity

- FY16 actually achieved an increase of \$10 million over 2015 funding for both AFG and SAFER grant programs (\$345 million each vs. \$340)
- Federal exemption for emergency vehicle weight limits and EXIM Bank reauthorization included in Senate transportation bill
- Home Days Wisconsin in May at Pierce (hosted freshman Congressman Glen Grothman and Congressman Reid Ribble), Illinois in June (Darley)





2016 Goals & Activity

- ["] Continue to promote our core initiatives
- Full Funding for AFG and SAFER grant programs, U.S. Fire Administration USAR program
- President's FY17 Budget requested \$335 million for AFG (2.9% cut)
- CFSI stakeholders have again requested \$810 million for AFG/SAFER (\$405 each)
- Greater membership participation for Hill Day/CFSI Week & Home Days





2016 Goals & Activity

- ["] 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 in conjunction with CFSI Dinner
- " Currently revamping GAC website



2016 - FAMA Spring Meeting

2016 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 and attend the GAC Hill Day and CFSI Dinner (May 4-5, 2016)
- ["] Report back to the GAC about your activity





LONG RANGE PLANNING COMMITTEE

Phil Gerace (Past President) Bruce Whitehouse (Past Past President) Scott Edens (Vice President)





Objective:

Identify membership and organizational issues and opportunities that can impact the long-range outlook of the association and develop a three-year recommendation on specific topics for the FAMA Board.





| 2016-2018 Long Range Plan Committee | | On track | Problems | Behind Schedule | | | | | | | | | |
|---|--------|----------|----------|--------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| | | 2016 | | | 2017 | | | | 2018 | | | | |
| Initiatives | Status | 1st Qtr | 2nd Qtr | 3rd Qtr | 4th Qtr | 1st Qtr | 2nd Qtr | 3rd Qtr | 4th Qtr | 1st Qtr | 2nd Qtr | 3rd Qtr | 4th Qtr |
| Encourage Meeting Attendance by both component and apparatus members. Continue strengthening of meeting content and speaker quality. | | | | | | | | | | | | | |
| Evaluate and recommend a revised membership dues policy | | | | | | | | | | | | | |
| Determine FAMA branding strategy to the fire service in general | | | | | | | | | | | | | |
| GAC evaluation and study long term state of funding and consolidation of services | | | | | | | | | | | | | |
| Phase II of statistical analysis using predictive analysis with outside stats | | | | | | | | | | | | | |
| Determine if an Executive Director strategy makes sense for FAMA | | | | | | | | | | | | | |





MARKETING COMMITTEE Andrew Lingel





2016 - FAMA Spring Meeting

Marketing Members

- Andrew Lingel Chair
- Neil Chaney Co-Chair
- " Deanna McGough
- ["] Karen Pramas
- " Bruce Whitehouse Board Liaison
- 2 Open positions Graphics skills, and copy writer/editor needed.





Marketing Activities

- ["] FAMA Apparatus Safety Guide member promotion
- ["] FDIC International/FAMA Showcase communications
- Spring meeting graphics
- Update FAMA website
- ["] FAMA video on membership meetings
- ["] New & 70th anniversary logos
- Committee marketing request form
- Website analytics tracking





Apparatus Safety Guide Member Promotion



The new NFPA 1901 standard has now made it mandatory that every apparatus delivered contain a FAMA Apparatus Safety Guide. In order for your company to be compliant, these guides are available to FAMA member companies at the discounted rate of \$7 each.

- To get the discounted price, simply order online at www.fama.org as follows: ~ Log in using your member log-in information;
 - ~ Click on the FAMA Safety Guide link at the left;
 - ~ Click on the red bar under the Safety Guide that says Click Here to Purchase the FAMA Safety Guide at the Discounted Member Price;

~ Finally, click on the Requinet logo in the middle of the page. This will take you to the order page where you can complete the information and place your order.







FDIC International/FAMA Showcase



FDIC Show Guide Ad



Hallway Banners







Spring Meeting Graphics



<image><image>

THANK YOU FOR SUPPORTING

Posters and Table Tents





Update FAMA Website

We are looking for the following images:

- ⁷ Vintage trucks
- ⁷ Crash test photos
- Manufacturing / production floor photos from both component and apparatus builders









Meeting Video



FAMA Membership Meetings

http://www.fama.org/membership/why-join/





70th Anniversary Logo







Committee Request form for Marketing

- A working form has been developed to for FAMA committees to use when requesting marketing assistance.
- The form will be sent distributed once more resources are added to the committee to help fulfill the requests.





'age path level 1

2016 - FAMA Spring Meeting

Website Analytics

Contribution to total: Pageviews



Content Drilldown

⁷ Tells what pages are the most visited and how many views.

| | | 8,716 % of Total: 100.00% (8,716) | 8,716 % of Total: 100.00% (8,716) | |
|-------|-----------------------|--------------------------------------|--------------------------------------|-----------|
| 1. 🔳 | /members/ | 2,543 | 29.18% | |
| 2. | 1 | 2,134 | 24.48% | 10.7% |
| 3. 📕 | /industry-survey/ | 1,217 | 13.96% | 29.2% |
| 4. | /event/ | 479 | 5.50% | 5.5% |
| 5. 📕 | /resources/ | 476 | 5.46% | |
| 6. | /about-fama/ | 311 | 3.57% | 14% 24.5% |
| 7. 📕 | /events/ | 168 | 1.93% | |
| 8. | /forum_articles/ | 164 | 1.88% | |
| 9. 📕 | /fama_newsletters/ | 148 | 1.70% | |
| 10. 🗖 | /2016-spring-meeting/ | 145 | 1.66% | |

Rows 1 - 10 of 134

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Website Analytics

2016 - FAMA Spring Meeti



Audience Overview

["] The number of sessions

ho

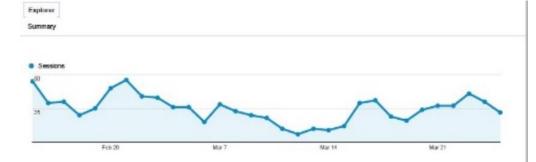
- ["] New or Returning viewer
- ["] The amount of time spent on the FAMA site





2016 - FAMA Spring Meeting

Website Analytics



| Source | | Acquisition | | | Dehavior | | | Conversions | | | |
|--------|---------------------------|--|---|---|--|--|--|--|------------------------------|---------------------------------------|--|
| | | Bessions | % New Sections | Now Users | Boursee Rate | Pages / Section | Arg. Bessien Daration | Goal Convension Rate | Geal Completions | Goal Value | |
| | | 766 % of Total 20.24% (1.785) | 83.16% Avg for Vise. 75.22% (10.99%) | 637 % of Total: 22.87% (2.947) | 74.28% Ang for View. 07.82% (2.55%) | 1.77 Ang for View, 230 (-22.00%) | 00:01:14 Arg for Vise. 00:01:40 (-25:99%) | 0.00% Arg for View C0275 (0.02%) | 0 % of Total 0.00% (0) | \$0.00 % of Total 0.00% (80.00) | |
| 1. | firehouse.com | 159 (20.70%) | 87.42% | 139 (21.82%) | 87.42% | 1.47 | 00:00:40 | 0.00% | 0 (0.00%) | \$0.00 (0.00%) | |
| 2 | rank-checker.online | 115 (15.01%) | 88.96% | 100 (15.70%) | 97.39% | 1.03 | 60.00.00 | 0.00% | 0 (0.00%) | \$0.00 (0.00%) | |
| э. | fireapparatusmagazine.com | 55 (2.18%) | 76.36% | 42 (0.59%) | 61.82% | 2.24 | 00:00:55 | 0.00% | 0 (0.00%) | \$0.00 (0.00%) | |
| 4 | columbiasouthem edu | 54 (7.05%) | 94.44% | 51 (8.01%) | 85 19% | 1 19 | 00.00.03 | 0.00% | 0 (0.00%) | \$0.00 (0.00%) | |
| 5. | firerescue1.com | 81 (E.68%) | 80.20% | 45 (7.22%) | 17.65% | 2.90 | 00.02:55 | 0.00% | 0 (0.00%) | 50.00 (0.00%) | |
| 8. | junioral rivite org | 22 (2.07%) | 95.45% | 21 (3.30%) | 95.45% | 1.05 | 60.00.12 | 0.00% | 0 (0.00%) | \$0.00 (0.00%) | |
| 7. | m.facebook.com | 17 (2.22%) | 100.00% | 17 (2.87%) | 94.12% | 1.12 | 00:00:02 | 0.00% | 0 (0.00%) | \$0.00 (0.00%) | |
| 8. | rosenbaueramerica.com | 17 (2.22%) | 88.24% | 15 (2.35%) | 52.94% | 1.65 | 00:00:27 | 0.00% | 0 (0.00%) | \$0.00 (0.00%) | |
| 9. | famamembers.org | 16 (2.09%) | 10.75% | 3 (0.47%) | 61.25% | 2.75 | 00:02:05 | 0.00% | 0 (0.00%) | \$0.00 (0.00%) | |
| 0. | facebook.com | 14 (1.83%) | 42.86% | 6 (0.94%) | 64.29% | 1.57 | 00:01:10 | 0.00% | 0 (0.00%) | \$0.00 (D.CON) | |

Referral Traffic Analysis

Tells what websites the viewers are coming to FAMA.org from



Rows 1 - 10 of 128



2016 - FAMA Spring Meeting

Website Analytics

Behavior Flow

Shows how visitors enter the site and the primarily flow of pages viewed







FDIC International/FAMA Showcase

- Encourage member companies to submit products to be highlighted.
- A handout detailing the new products featured will be provided to all attendees to use as a floor guide.
- Encourage member companies to help promote the event to their contacts.
- ["] Attend the event with your contacts.







MEETING PLANNING COMMITTEE Grady North & Jeff Resch





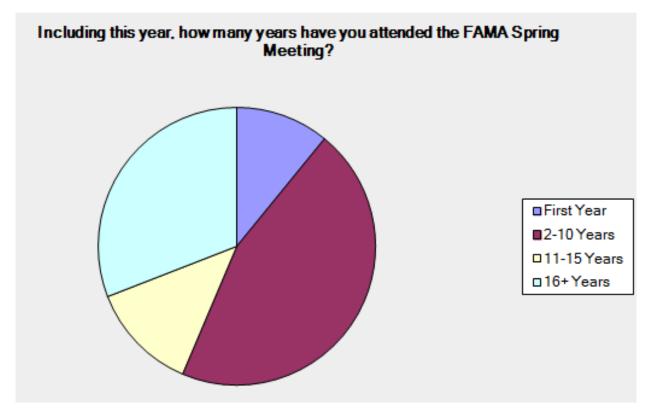
Meeting Planning Committee

- Grady North Chairman
- ["] Jeff Resch Co-chair, Speaker Coordinator
- ["] Matt Pitzer Marketing and Promotions
- ["] Chick Granito Corporate Sponsorships
- ["] Tim Dean Banquet Awards and Entertainment
- ["] Joe Lingel Group Activities
- ["] Mark Albright Meeting Sites
- Scott Edens FAMA Board Liaison





Surveys (2015 Spring Meeting)

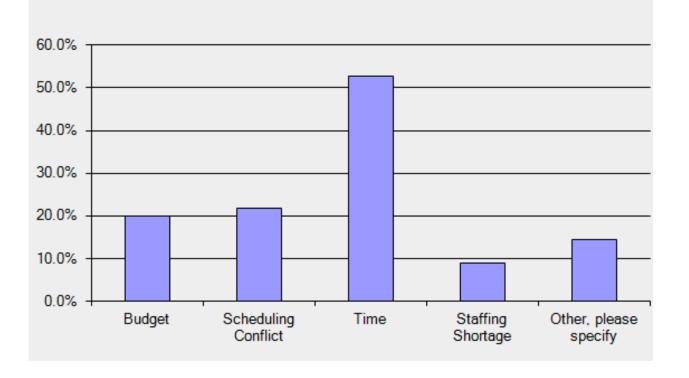






Surveys (2015 Spring Meeting)

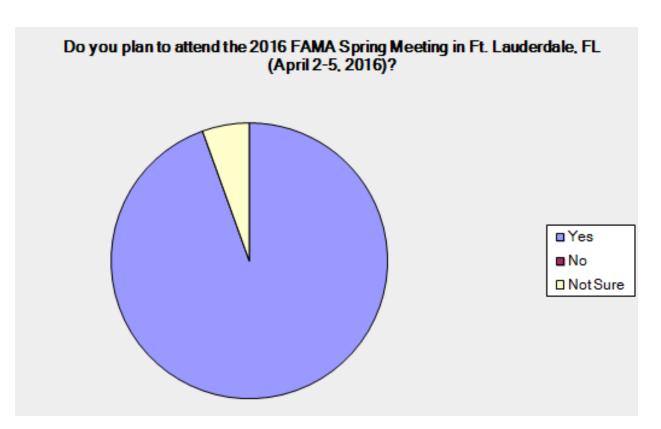
What were the biggest hurdles you had to overcome to be able to attend?







Surveys (2015 Spring Meeting)

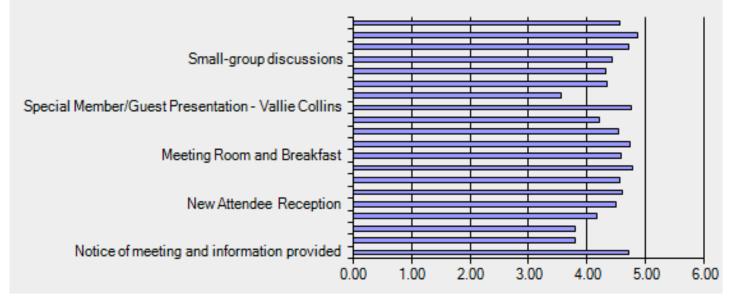






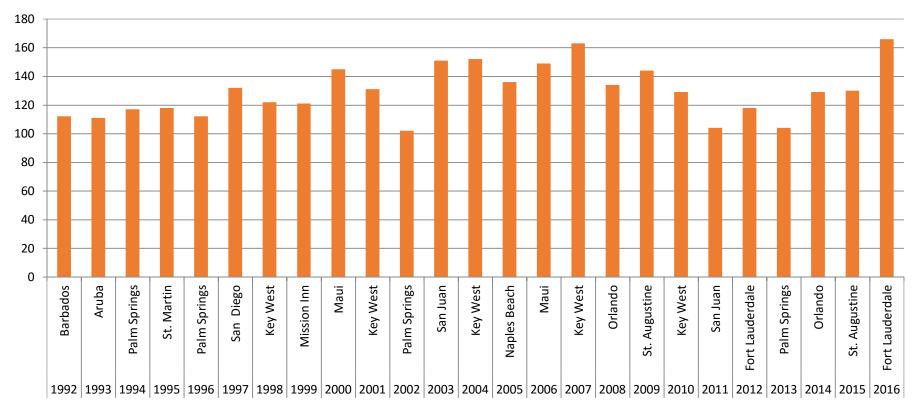
Surveys (2015 Spring Meeting)

Please indicate your level of satisfaction with the following items relating to your Spring Meeting experience.













70 60 50 40 30 20 10 0 St. Martin San Diego Key West Key West San Juan Orlando Aruba Maui San Juan Maui Orlando Fort Lauderdale Palm Springs Palm Springs Mission Inn Palm Springs Naples Beach Palm Springs St. Augustine Fort Lauderdale Barbados Key West Key West Key West St. Augustine 1992 1993 1994 1995 1996 1997 1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 2014 2015 2016







Spring Meeting 2017 Loews Don CeSar Hotel St. Pete Beach, FL







2016 - FAMA Spring Meeting Fall Meeting 2017 October 4-6

Fall Meeting 2017 Renaissance Glendale Hotel & Spa, AZ

2017







2016 - FAMA Spring Meeting



Fall Meeting 2018 Renaissance, Austin, TX September 25-27, 2018





MEMBERSHIP COMMITTEE Tim Van Fleet & Mike Bowman





Committee Members

- ["] Mike Bowman Smeal Fire Apparatus Co.
- " Gregg Geske Waterous Company
- ["] Jerry Merges VisionMark Nameplate Co.
- " Rick Suche Fort Garry Fire Trucks
- ["] Oran McNabb AMDOR
- ["] Board Liaison Bev Lowery H.O. Bostrom Co.





Committee Annual Objectives

" Grow Membership 5%

["] Develop Membership Retention Plan

["] Engage Membership Company Participation





Targeted New Member Companies

- ⁷ CSI Emergency Apparatus
- Extend-O-Bed
- ["] Fire Tec Sam Massa
- *Innovative Controls
- " M. Tech Wade Meith

- Odyssey Specialty Vehicles
- *Precision Fire Apparatus
- ["] Safety Vision, LLC
- Volvo Truck
- Warner Truck Bodies and Accessories

* Been Contacted by ChairHelp with others





New Member Companies

- " Dover Roller Shutters
- "Safetek Emergency Vehicles
- " Superwinch LLC





NOMINATING COMMITTEE Harold Boer





Nominating Committee Members

- " Harold Boer Chair
- "Bruce Whitehouse Vice Chair
- " Phil Gerace Board Liaison

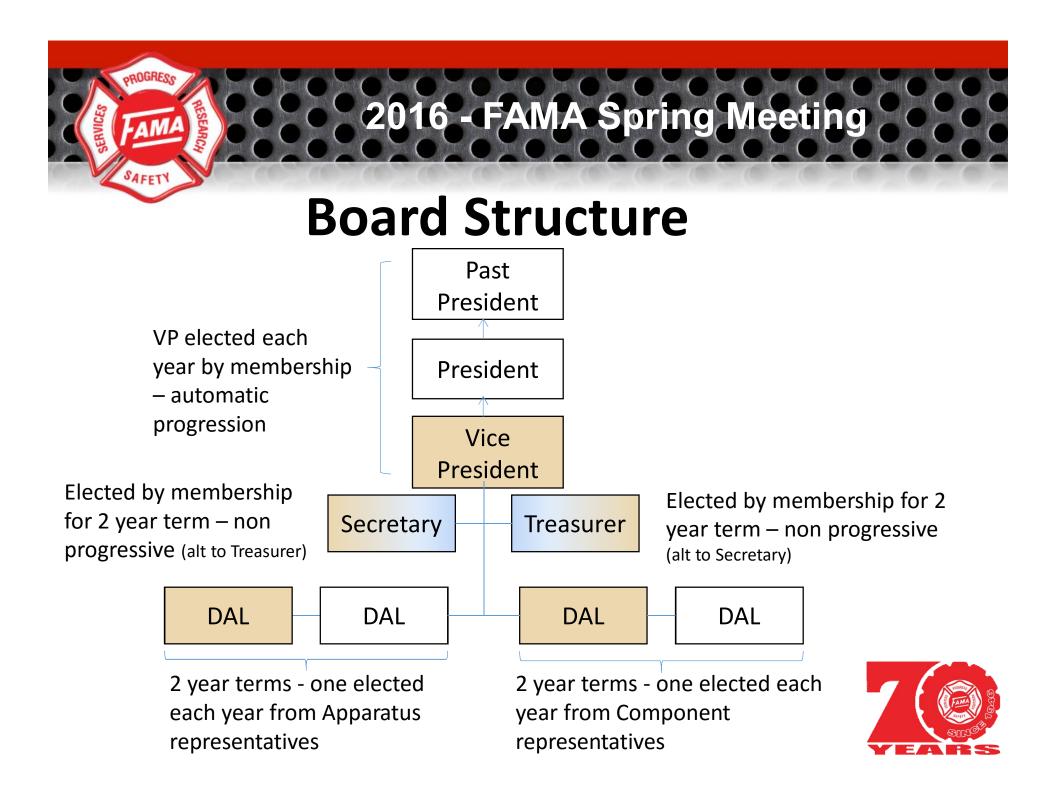


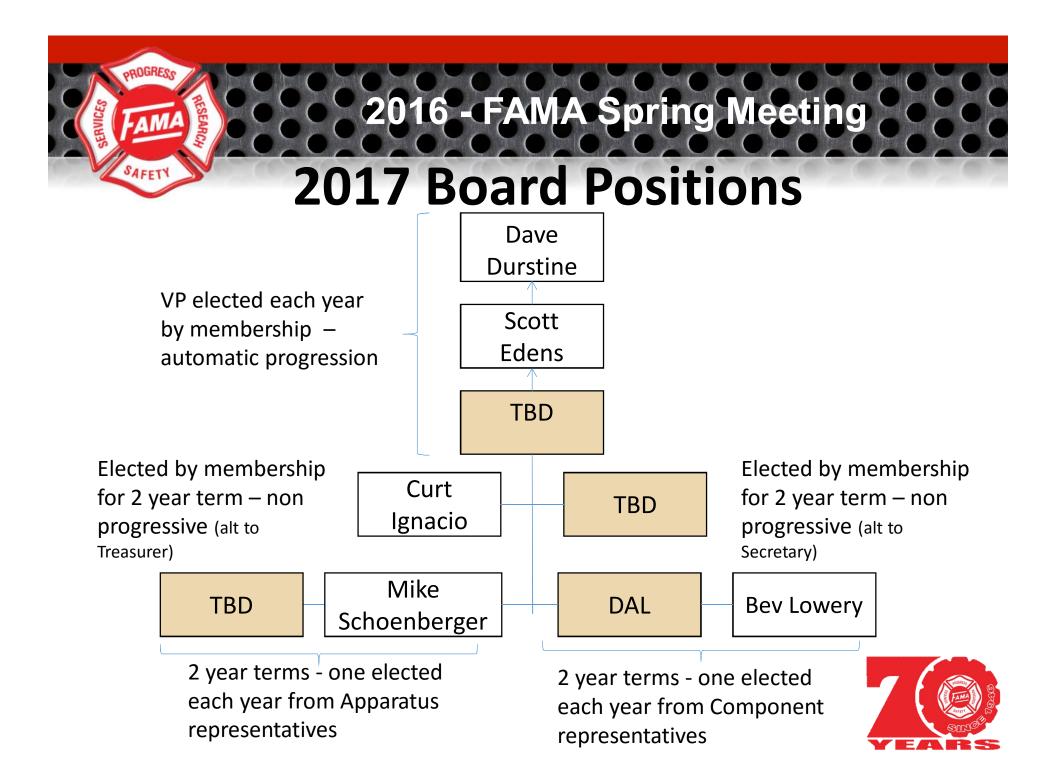


Activities

- ["] Develop template to guide nominating process including announcements
- Identify candidates for 2017 Board positions
- *Identify candidates for consideration in future years*







2017 – Open Board Positions

2016 - FAMA Spring Meeting

" Vice President **

AFET

- ["] Treasurer 2 Year Position
- ["] DAL Apparatus 2 year Position
- ["] DAL Component 2 Year Position

** As agreed with Board members who started their service prior to the 2015 restructuring, the Nominating Committee will present the following candidates for Vice President:

- 2017 Steve Toren
- 2018 Curt Ignacio



Candidate Qualifications

2016 - FAMA Spring Meeti

- ["] 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,
- Board of Directors is empowered to determine the qualifications of candidates seeking election to the Board,
- Nominees for Vice President must have 2 years service on Board of Directors.





Next Steps

| Publish Nomination Call | To be published | d early April |
|---|-----------------|---------------|
| Identify and contact candidates for 2017 | board positions | May 15/16 |
| Prepare template for Slate of Nominees a | t Fall Mtg | June 30/16 |
| Finalize slate of 2017 candidates | | July 15/16 |
| Publish slate of 2017 candidates for Fall N | /ltg | Aug 15/16 |





STATISTICS COMMITTEE Mike Schoenberger & Paul Bostrom





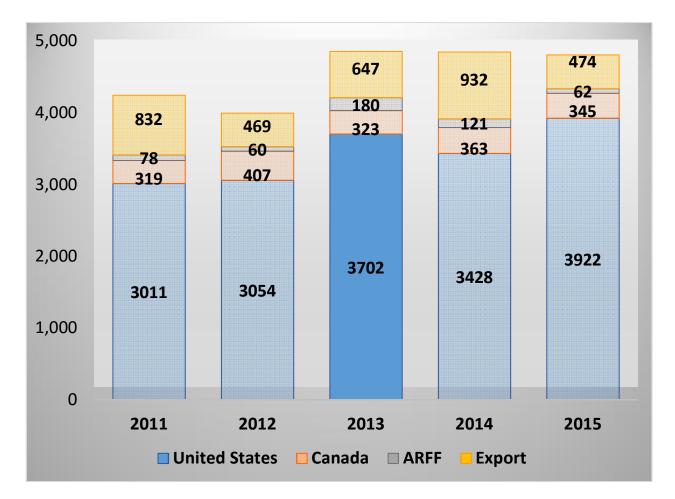
FAMA Statistics Committee

- " Mike Schoenberger (co-chair)
- " Paul Bostrom (co-Chair)
- " Jack McLoughlin
- " Mike Kling
- " Nate Berry





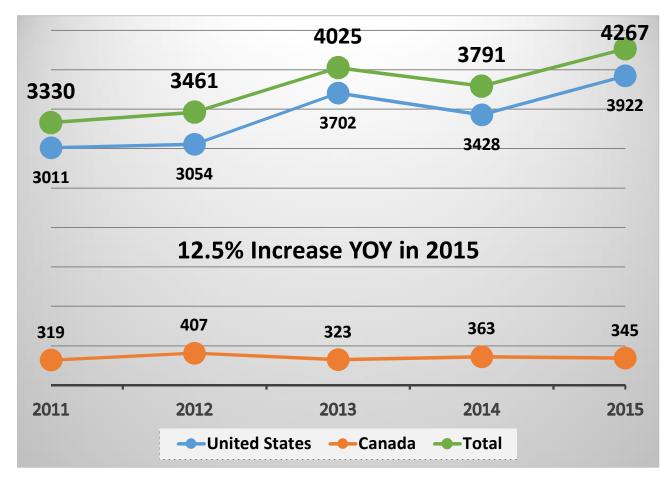
Total Fire Apparatus Sales







North American Fire Apparatus Sales







Historic North American Apparatus Sales

| Years | Average Yearly Vehicle Sales |
|------------|---------------------------------|
| 2002-2008 | 5197 |
| 2009 -2015 | 3680 |

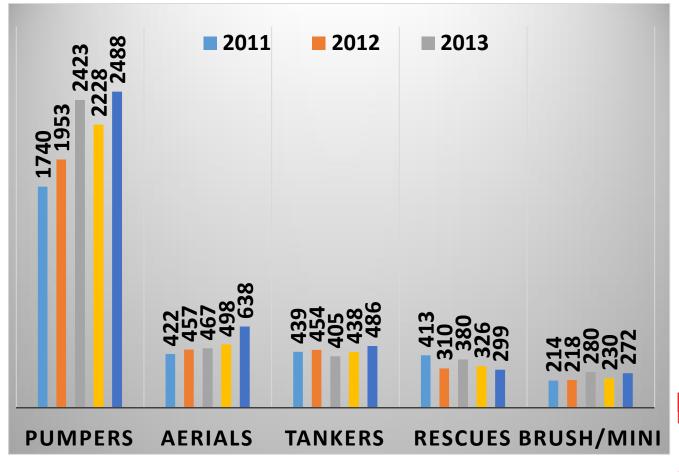
Does not include ARFF or Refurbs

30% Decline in Market!





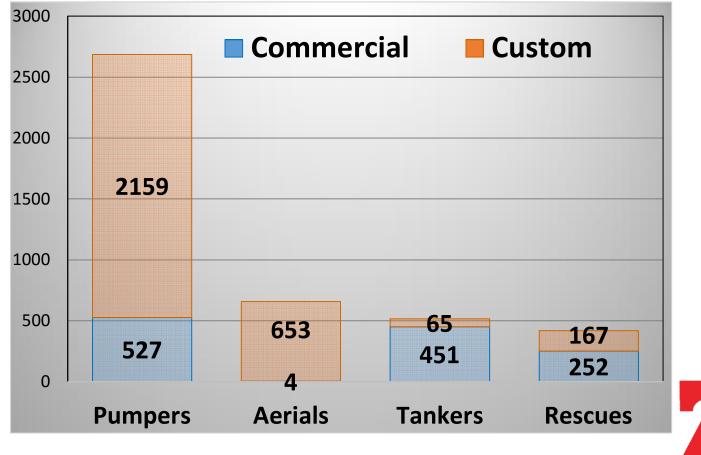
North America Sales By Product







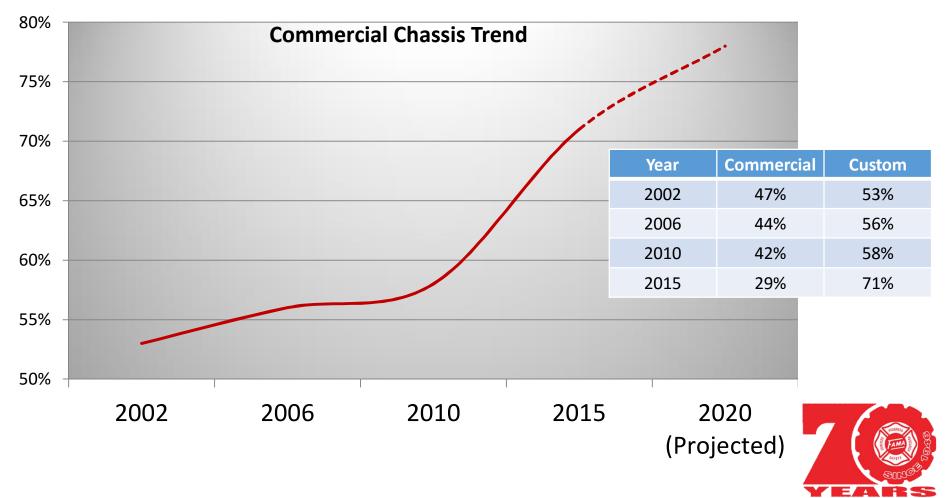
2015 Custom vs. Commercial Chassis





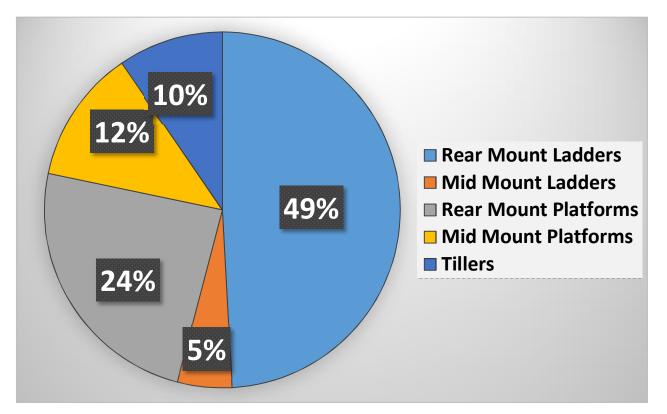


(All Vehicles)





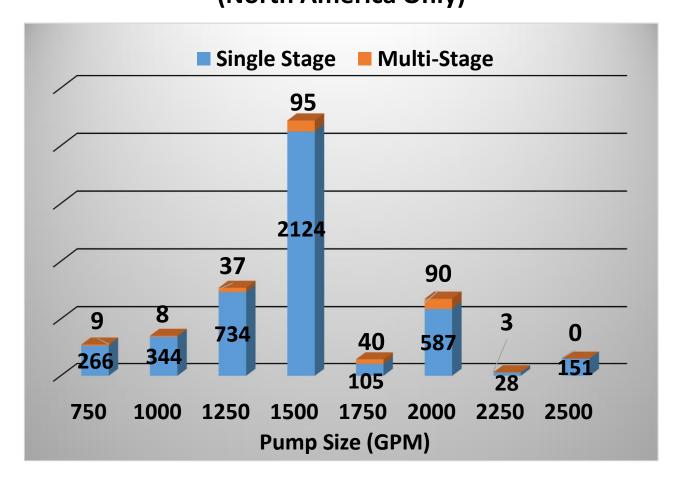
Aerial Product Mix







2015 Annual Pump Shipments (North America Only)







2015 Orders Shipped versus Booked

Shipped = 3709 Booked = 4329 Industry Back log = +620





Please Submit Your Quarterly Reports In a Timely Manner

Goal:

-Post Reports Within 30 Days of Closing Qtr.





New & Improved Statistic Website

Why the Need

- ["] Current website software is slow and out dated
- ["] Expensive to maintain and make changes
- ["] Independent of the FAMA website

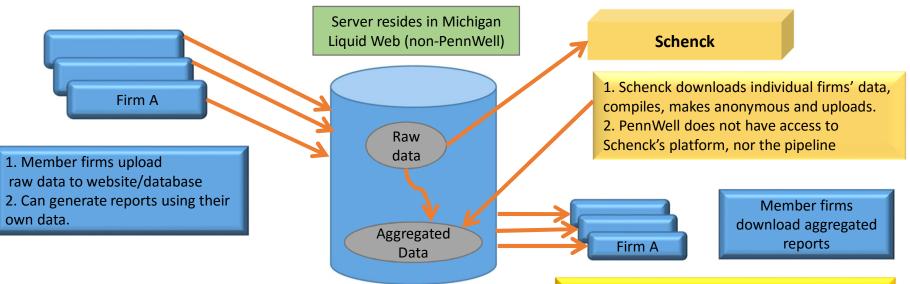
Contracted Development with PennWell Marketing Solutions

- ⁷ New website is linked to FAMA website
- ["] New software will allow members to sort, search & query
- ["] Schenck remains our independent accounting firm
- " All data is secure and confidential



2016 - FAMA Spring Meeting

FAMA Website/Stat Database



Security Precautions

- FAMA and PennWell Marketing Solutions have an Non-Disclosure/Confidentiality Agreement
 Specific Project information is not shared within PennWell nor to the PennWell Fire Group
- > All raw data is encrypted & password protected
 - > Member firms can see and lock down their own data
 - Schenck can see and lock down the raw data
 - PennWell developers can see raw data, but will not be accessing the database except to maintain the system or address issues that may arise once it is up and operational.
- > The statistical database is separate and apart from the member database
- Each database user has a unique login/password
- FAMA Business Manager reviews eligibility of member firms
- FAMA Business Manager can observe who has submitted data but does not have access to data

Limited PennWell Marketing Solutions Data Access

- 1. One PennWell employee has access to data at all times-Kaci Wheeler (reports to Paul Andrews)
- 2. Two of PennWell vendors have access to data at all times (developers)
- 3. These personnel are developers and are building the site and will maintain the site once it is up and running.



Security Precautions

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2016 - FAMA Spring Meeti

- Specific Project information is not shared within PennWell nor specifically to the PennWell Fire Group
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- ²⁷ Each database user has a unique login/password
- ["] FAMA Business Manager reviews eligibility of member firms
- FAMA Business Manager can observe who has submitted data but does not have access to data





New Statistics Website

Status of Roll Out





Questions

Thank You!









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.





2016 - FAMA Spring Meeting

Co-Chairs Roger Lackore (Smeal) Leadership Wes Chestnut (Spartan) **Aerial/Quint** ARFF Ambulance Marty Huffman **Steve Rowland Reid Wissler** (Rosenbauer) (Ferno) (Spartan) Sarah Peck **Mike Franckowiak** John Brady (Akron Brass) (Akron Brass) (KME) Chassis Electrical Body Tim Johnson John Doperalski Harrison Wessinger (Rosenbauer) (Harrison) (Fouts Bros) Peter Luhrs Chris Crowell Wayde Kirvida (Cummins) (Weldon) (Custom Fire) **Pumps & Plumbing** Foam Gregg Geske **Doug Miller** (Waterous) (TFT) Mike Sulmone Mike Dupay (Fire Research) (Trident)





NFPA Recap





NFPA 1901/1906/1911 – APPARATUS COMMITTEE

⁷ FAMA Representatives

- ["] Member: David Durstine
- " Alternate: Mike Schoenberger
- ["] NFPA 1901/1906
 - ["] Current Editions 2016
 - ⁷ Next Edition 2021
- " NFPA 1911



- " Second Draft Meeting Completed
- **Publication expected 2017**



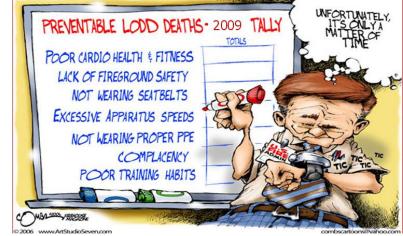


NFPA 1500 - STANDARD ON FIRE DEPARTMENT OCCUPATIONAL SAFETY AND HEALTH PROGRAM

- **FAMA Representatives**
 - ["] Member:

Wes Chestnut

["] Alternate:



- Fire service-related occupational safety and health program.
 - ["] Current Edition 2013
 - ⁷ Next Edition 2018





" 6.3.1*

["] All persons riding in fire apparatus shall be seated and belted securely by seat belts in approved riding positions at any time the vehicle is in motion other than as allowed in <u>6.3.4</u>, 6.3.5 and 6.3.6. Standing or riding on tail steps, sidesteps, running boards, or in any other exposed position shall be specifically prohibited.

″ <u>6.3.2</u>

["] Standing or riding on tail steps, sidesteps, running boards, fully enclosed personnel areas, or in any other exposed position shall be specifically prohibited





AMBULANCES

- ["] FAMA Representatives
 - " Member: TBD –
 - " Alternate: Michael Franckowiak Weldon
- "Automotive Ambulances
 - ["] 2018 Revision Cycle
 - ["] Public comment closing June 2016







NFPA 414 - STANDARD FOR AIRCRAFT RESCUE AND FIRE-FIGHTING VEHICLES

FAMA Representatives

- " Member: Marty Huffman Rosenbauer
- "Alternate:Paul Powell Rosenbauer
- " ARFF Apparatus
 - ["] Expected Publication: Summer 2016







NFPA 18A - STANDARD ON WATER ADDITIVES FOR FIRE CONTROL AND VAPOR MITIGATION

FAMA Representatives

- *Member:* Gerald Halpin CET Fire Pumps
- " Alternate: Mike Dupay Fire Research
- Water Additives for Fire Control and Vapor Mitigation
- ["]Second Draft Meeting April 28, 2016







NHTSA Compliance

Initial Awareness Training

- ["] Roger Lackore FRI Atlanta Fall 2015
- In-Depth Training
- Wes Chestnut FAMA Spring Meeting2016
- FAMA Letter of Interpretation
- ["] Pending at NHTSA



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.



EPA Phase 2 GHG & Fuel Economy

2016 - FAMA Spring Meeting

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 2016

″ Jan Paul Darley ″ Feb Tim Johnson Mar Wes Chestnut ″ Apr Doug Miller ″ May Roger Lackore ″ June Ray Van Gunten ″ July Steve Rowland ″ Aug Roger Lackore ″ Sep Roger Lackore ″ Oct XX ″ Nov Roger Lackore **FDSOA** Promotion Dec ΧХ Jan

XX

Statistics

2016 - FAMA Spring Meeti

New Industry Technologies Importance of Recall Completion **Pump Whitepaper** Standing and Walking Surfaces Rollup Door Safety & Maintenance Em Veh Pedestrian Safety Weight and Cube Calculator **Power Line Contact Issues**



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







Apparatus Buyer's Guide





Apparatus Buyer's 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





2017 Symposium Location – FLORIDA

Speakers and Presentation Topics Needed





TRADE SHOW COMMITTEE Kim Morrow & Alissa McGlone





Trade Show Committee

Committee Members

- Kim Morrow, Co-Chair (Akron Brass Co)
- ["] Alissa McGlone, Co-Chair (Sutphen Corp)





2016 - FAMA Spring Meeting

2016 Fire Service Events

| DATE | | SHOW / MEETING | LOCATION | CONTACT |
|-------------|-------|--|----------------------|---|
| Januarv | 7-9 | Utah Winter Chiefs Conference | St. George, UT | utahfirechiefs.org / 888-548-7816 |
| January | 14-16 | Arizona Fire District's Assoc. Winter Conference | Laughlin, NV | azfiredistricts.org / 480-496-4331 |
| January | 15-16 | Piedmont Fire Expo | Winston Salem, NC | forsythcountyfire-rescue.com |
| January | 17-19 | Intersec Safety & Security Expo | Dubai, UAE | intersecexpo.com |
| January | 18-20 | FDSOA Apparatus Maintenance Symposium | Scottsdale, AZ | fdsoa.org / 508-881-3114 |
| January | 19-21 | Mississippi Fire Chiefs Mid-Winter Conference | Ridgeland, MS | msfirechiefs.org |
| January | 20-23 | Fire Rescue East | Davtona Beach, FL | ffca.org / 386-676-2744 |
| January | 29-30 | LSU Fire & Emergency Training Equipment Show | Baton Rouge, LA | feti.lsu.edu / 800-256-3473 |
| January/Feb | 31-4 | Firehouse World | San Diego, CA | firehouseworld.com / 952-808-3329 |
| February | 4-7 | North Carolina Mid-Winter Conference | Concord, NC | ncafc.com |
| February | 13-23 | Black Chief Officers Committee Annual Conf. | Baltimore, MD | bcoc.us |
| February | 20-21 | Long Island Mega Show | Uniondale, NY | liproductions.net / 631-669-4300 |
| February | 24-28 | VA Fire Chiefs Mid Atlantic Expo & Symposium | Virginia Beach, VA | vfca.us / 888-818-0983 |
| February | 25-27 | EMS Today | Baltimore, MD | emstoday.com / 302-840-5611 |
| February | 26-28 | Green River FF Assoc. Officer School | Owensboro, KY | marc.henderson@kctcs.edu / 888-306-8015 |
| February | 25-27 | Orlando Fire Conference | Orlando, IL | orlandofireconference.com |
| | | | | simoneventmanagement.com / 800-747- |
| March | 5-6 | Pittsburgh Fire, Rescue & EMS Expo | Monroeville, PA | 5599 |
| March | 8-10 | Wildland Urban Interface Conference | Reno, NV | iafc.org/wui / 703-537-4838 |
| March | 14-16 | Secutech Security and Fire & Safety | Mumbai, India | secutechexpo.com |
| March | 7-11 | Oregon EVT Conference | Brooks, OR | ofaema.org |
| April | 2-5 | FAMA Spring Meeting | Ft. Lauderdale, FL | fama.org / Sonja Kelly 352-843-3404 |
| April | 6th | Southeast MI Chiefs Midwest Fire Rescue Expo | Novi, MI | smafc.org / 248-506-3401 |
| April | 6-9 | Oklahoma Fire Chief's Conference | Oklahoma City, OK | elaineg@osfa.info / 800-308-5336 |
| April | 14-16 | Saskatchewan Fire Chiefs Annual Conference | North Battleford, SK | safc.sk.ca |
| April | 18-23 | FDIC International | Indianapolis, IN | fdic.com / 973-251-5056 |
| April | 21 | FAMA Technical Committee Meeting | Indianapolis, IN | fama.org / Sonja Kelly 352-843-3404 |
| April/May | 30-4 | Ontario Fire Chiefs | Toronto, ON | oafc.on.ca / 905-426-9865 |
| May | 1-5 | XTREME Industrial Fire & Hazard Training | Beaumont, TX | williamsfire.com |
| May | 2-5 | Texas Fire Chiefs Association Conference | Frisco, TX | tfcaconference.org/512-343-4564 |
| May | 4-5 | CFSI Fire Service Seminars & Dinner | Washington, DC | cfsi.org / 203-371-1277 |
| May | 4-5 | FAMA/FEMSA GAC Hill Day | Washington, DC | famafemsagac.org / 781-334-2911 |
| May | 5-6 | Northwest Fire Expo | Portland, OR | northwestfirerescue.com / 888-548-6834 |
| May | 9-11 | Oregon Fire Chiefs Association Conf. | Redmond, OR | ofca.org / 888-846-5741 |
| May | 13-17 | Metropolitan Fire Chiefs Association Conference | Long Beach, CA | |
| May | 14-17 | Alabama League of Municipalities Conference | Huntsville, AL | alalm.org |
| May | 15-18 | AAAE Annual Conference and Exposition | Philadelphia, PA | aaae.org |
| May | 20-22 | PA Fire Expo | Harrisburg, PA | lcfa.com/717-464-3291 |
| May | 20-22 | Smoky Mountain Fire/Rescue Expo | Sevierville, TN | seviercountyfirechiefsassociation.com |
| May | 21-25 | Fire Rescue Med | Henderson, NV | iafc.org/FRM/ 703-537-4838 |
| May | 22-23 | Quebec Fire Chiefs Convention | Gatineau, QC | acsiq.qc.ca (click "Congres" tab) |
| May | 23-27 | Washington St. Firefighters Conference | Wentachee, WA | wsffa.org / 1 800 340 8023 |
| May | 29-30 | Alberta Fire Chiefs Conference and Tradeshow | Red Deer, AB | afca.ab.ca |
| May | 11-13 | RETTmobil | Fulda, Germany | rettmobil.org |
| June | 5-6 | FCABC Annual Conference & Fire Expo | Richmond, BC | fcabc.bc.ca / 250-862-2388 |
| June | 6-10 | Florida Association of Special Districts Conf. | Sarasota, FL | fasd.com |
| June | 8-10 | Oklahoma State Firefighter's Assoc. Convention | Lawton, OK | osfa.info / 800-308-5336 |
| June | 9-11 | South Carolina Fire Rescue | Myrtle Beach, SC | scfirefighters.org |

| DATE | | SHOW / MEETING | LOCATION | CONTACT |
|--------------------|-------------|---|---------------------|---------------------------------------|
| June | 13-16 | NFPA Conference & Expo | Chicago, IL | nfpa.org |
| | | | | |
| June | 14-16 | IAFC Southeastern Division | Biloxi, AL | seafc.org |
| lune | 15-18 | Indiana Volunteer Firefighter's Convention | Florence, IN | ivfa.org |
| lune | 15-18 | Oregon Firefighters Conference | Pendleton, OR | ovfa.org |
| lune | 15-18 | NYSAFC FIRE 2015 | Verona, NY | nysfirechiefs.com |
| lune | 16-19 | International Hazardous Materials Response | Baltimore, MD | iafc.org / Hazmat |
| June | 17-19 | Michigan State Fireman's Assoc. Conf. | Mount Pleasant, MI | msfassoc.org / 810-635-9513 |
| lune | 18-24 | Maryland State Fireman's Association | Ocean City, MD | msfa.org |
| lune | 23-25 | Illinois Association of Fire Protection Districts | Peoria, IL | iafpd.org / 217-525-6620 |
| June | 23-25 | New England Fire, Rescue, EMS Conference | Mashantucket, CT | newenglandfirechiefs.org |
| June | 23-26 | Wisconsin Chiefs Conference | Milwaukee, WI | wsfca.com |
| | | State Firemen's and Fire Marshals' Association | | |
| June | 23-29 | Conference | McAllen, TX | sffma.org / 800-580-7336 |
| July | 7-10 | Arkansas Fire Chiefs and Firefighters Conference | Hot Springs, AR | arfirechiefs.org/convention |
| July | 10-13 | Maritime Fire Chiefs Conference | Cape Breton, NS | mfca.ca/ |
| | | AZ Chief Desert Southwest Fire & EMS Expo (AFCA | | |
| July | 11-16 | conf) | Glendale, AZ | azfirechiefs.org / 623-581-8596 |
| July | 14-18 | Ohio Fire Chiefs and Firefighters Convnention | Columbus, OH | ohiofirechiefs.com |
| July | 15-17 | Keystone Firefighter Conference | Oaks, PA | keystonefirefighterconference |
| July | 24-29 | Texas A&M Municipal Fire School | College Station, TX | teex.com |
| . , | | | | southatlanticfirerescueexpo.com/800- |
| August | 10-13 | South Atlantic Fire Expo | Charlotte, NC | 253-4733 |
| August | 11-13 | Louisiana State Fireman's Association | New Orleans, LA | lsfa.net |
| August | 18 | FAMA Technical Committee Meeting | San Antonio, TX | fama.org/ Sonja Kelly 352-843-3404 |
| August | 17-20 | IAFC Fire-Rescue International (FRI) | San Antonio, TX | iafc.org/fri PH:703-537-4838 |
| August | 19-21 | Kentucky Assoc. of Fire Chiefs Conf. | Bowling Green, KY | kychiefs.com |
| September | 6-9 | Continuing Challenge HazMat Conference | Sacramento, CA | hazmat.org / 916-433-1688 |
| September | 14-18 | NW Florida Volunteer Fire Show | Niceville, FL | nwflyolunteerffweekend.com |
| September | 16-17 | New Jersey State Firemen's Convention | Wildwood, NJ | njfireexpo.com |
| September | 18-21 | Alabama Fire Chiefs Summer Conference | Birmingham, AL | alfirechiefs.com |
| September | 19-24 | Alaska Fire Chief Conference | Fairbanks, AK | alaskafireconference.com/events.html |
| September | 1524 | Alaska file enter contenence | St. John's | alaskamecomercice.com/events.item |
| September | 25-28 | Fire Rescue Canada | Newfoundland | cafc.ca/ 800-775-5189 |
| September | 26-28 | Minexpo International | Las Vegas, NV | minexpo.com |
| September | 20-28 | Georgia Fire Service Conference and expo | Macon, GA | gafc.org / 770-914-7774 |
| September | | Ohio Fire & EMS Expo | Columbus, OH | ohiofireexpo.com |
| September | | NM Fire Service Conference | Ruidoso, NM | nmfirechiefs.com |
| October | 3-6 | FireShowsWest | Reno, NV | fireshowsreno.com / 800-632-7489 |
| October | 3-0 | EMS World Expo | New Orleans, LA | emsworldexpo.com |
| occodel | 57 | Texas Municipal League Annual Conference and | New Oriedits, LA | enswondexpo.com |
| October | 4-7 | Exhibition | Austin, TX | tml.org/512-231-7400 |
| October | 5-7 | FAMA/FEMSA Fall Meeting | Nashville, TN | fama.org/ Sonja Kelly 352-843-3404 |
| October | 8-9 | NFFF Memorial Weekend | Emmitsburg, MD | firehero.org |
| October | 12-13 | Fire India | Chennai, India | fire-india.com |
| October | 12-13 | FireIndia Firehouse Expo | Nashville, TN | firehouseexpo.com/952-808-3329 |
| occobei | 10-22 | Washington Fire Commissioners Association | Nusriville, Th | menouscexpo.com/552-606-3529 |
| October | 27-29 | Conference | Yakima, WA | wfca.wa.gov / 800-491-9322 |
| October October | 21-29 | Illinois Fire Chief's Association Conference | Peoria, IL | illinoisfirechiefs.org/618-882-4783 |
| October | | China Fire Expo | Beijing, China | fireexpo.cn / 86-10-87792278 |
| | | | Brandon, MB | |
| October | | Manitoba Emergency Services Conference | , | firecomm.gov.mb.ca / 1 800 282 8069 |
| October | | Kansas Technical Rescue Conference | Salina, KS | midwestsearchandrescue.org/event |
| October | | Colorado Leadership Conference | Keystone, CO | colofirechiefs.org |
| November | 7-15 | Volunteer & Combination Officers' Symposium | | iafc.org/VCOSsymposium / 703-537-4838 |
| December | | Hawaii Fire Chief Conference | Honolulu, HI | hawaiifirechiefs.org/events |
| New Date No | t Available | | | |

A full listing of industry events can be found at : <u>http://www.fama.org/events/</u>



FDIC International / FAMA Showcase Event

- Support with Business Mgr. attending to tasks associated with event
- ["] Drone giveaway to increase attendance
- Added event postcard into attendee bag for further exposure
- " Encourage membership to send e-blast to their customers regarding the showcase event
- Scan badges of those who will be attending to understand attendance numbers and post event follow-up

