

WELCOME

2016 FAMA SPRING MEETING

Meeting Day 1





CALL TO ORDER





INVOCATION





OPENING REMARKS





INTRODUCTIONS





NEW MEMBERS FIRST-TIME ATTENDEES





ROLL CALL





PROOF OF NOTICE





REVIEW & ENTER MINUTES





ANTI-TRUST & NON-DISCRIMINATION





Miriam Erdman

Deputy Chief of
Department of Fire Rescue and
Emergency Services
Broward County





THANK YOU





Thank You to Our Meeting Sponsors

CORPORATE SPONSOR







FAMA Appreciates All PennWell's Support

- Monetary Donations
 - -Corporate (Advocacy) Sponsorship
 - -FDIC Attendance Donation to GAC
- Other Benefits Including
 - -Printing of White Papers
 - -Printing of Newsletters
 - -Monthly Publication of FAMA Forum Articles
 - -Discounted Passes for FAMA Member Customers
 - -Distribution of FAMA E-Surveys
 - -FDIC Sponsorship
 - -Advertising at a Reduced Rate
 - -Hosting and Promotion of FDIC International/FAMA Showcase









Sponsorship Revenue is allocated for advocacy activities including:

- Congressional Fire Service Institute (CFSI)
- " National Fallen Firefighters Foundation (NFFF)
- The Education/Grant Fund Program
- " And other efforts to support the association and the North American Fire Service









Association Diamond Sponsorship includes:

- 4 Representatives are permitted to attend and participate at the spring meeting
- Sponsors name and logo on spring meeting publicity materials
- Sponsor may create and deliver to the spring meeting banners and signs for posting in the meeting rooms, hospitality suite and at other select locations where activities are conducted
- " Up to 30 minutes of allotted time to address the membership during the membership meeting
- Verbal recognition of the corporate sponsor and representative present









Additional Items of Recognition from FAMA:

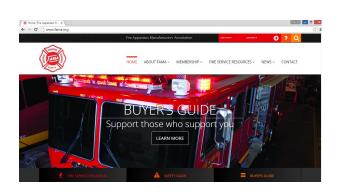
- Spring meeting attendee contacts (not opted out)
- PennWell logo and thank you in all the attendee packets
- Thank you signage detailing all PennWell does to assist FAMA





FAMA's Support of PennWell:

- Member Promotion of the PennWell Fire Groups Products and Events
- Member Promotion of the PennWell Marketing (PWM) Services
- " Utilization of PWM's Services for:
 - New FAMA Website Design
 - Continued Web Support and Services
 - Newsletter Development
 - Development of FAMA Statistics Web Process
 - Development with FEMSA of the New GAC Website
 - " Future Development of firegrantdata.com site.







SPECIAL ANNOUNCEMENT

FAMA/PENNWELL Partnership = 15+ years!

- "PennWell has committed to a new 3-year contract that will extend the partnership through 2019!
- " Thank you PennWell
- " Please Welcome:

Eric Schlett

Group VP - Executive Director/Publisher





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BRONZE SPONSORS



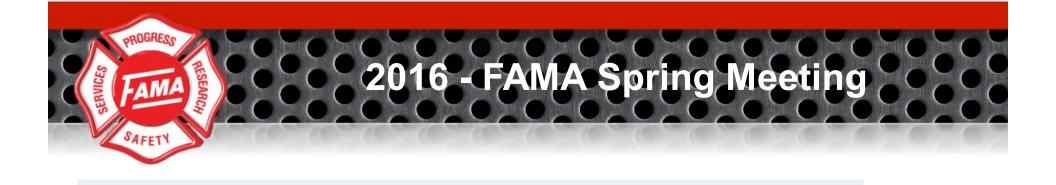














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MEMBER INTRODUCTIONS





TREASURER'S REPORT Steve Toren





Discussion points

- "Administrative
- " Previous Year Comparison Balance Sheet
- " Previous Year Income Statement
- " 2016 Balance Sheet
- " 2016 Income Statement
- " 2016 Budget Review





Administrative

- " Sonya Kelly
- " Bank of America
- " QuickBooks





Previous Year Comparison – Balance Sheet

" **Assets:** \$67,350 reclassification of 2016 dues received in 2015

" **Liabilities:** \$3,750 Keynote speaker 50% deposit

" 2015 Reserve Requirement: \$165,893.74





Previous Year – Income Statement

" **2015 Deficit:** \$36,086.90

Decreased Revenue

- Contingency Fund
- Meeting Fees Fall
- " Meeting Fees Spring
- " Technical Safety Guide
- " Technical Safety Guide Promo

Expenses

- Education Grant Fund
- " Board Meeting
- Marketing/PR
- " Member Meetings Fall





2016 Budget Review

" All budget line items look good, just need to watch our P's and L's





2016 Balance Sheet

2016 Reserve Requirement: \$210,455.61 (Transferred \$44,336.45 into BOA Reserve Account), Bylaw requirement of 50% of previous years expenses.

" 2015 Expenses \$420,892.90





2016 Income Statement

- " Membership Dues \$27,369.04
 - " 129 Member Companies
 - " 2 New Members Safetek Canada & Superwinch LLC
- **Meeting fees** \$12,050
- **Meeting sponsors** \$12,000

Expense

" Expenses on track





BOARD OF DIRECTOR'S REPORT





STATISTICS COMMITTEE Mike Schoenberger & Paul Bostrom





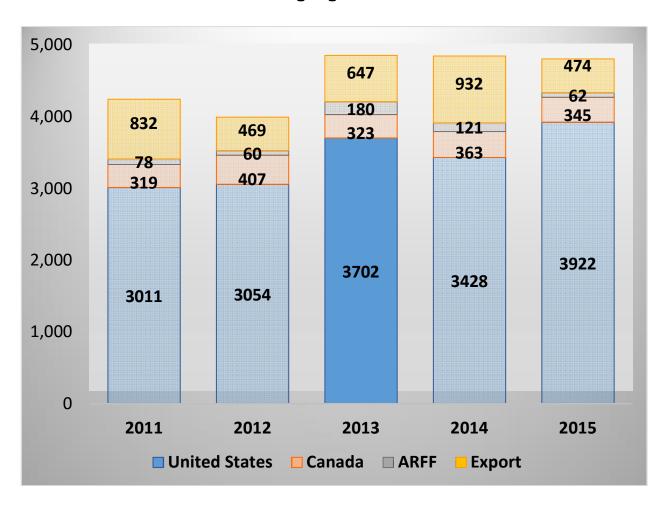
FAMA Statistics Committee

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





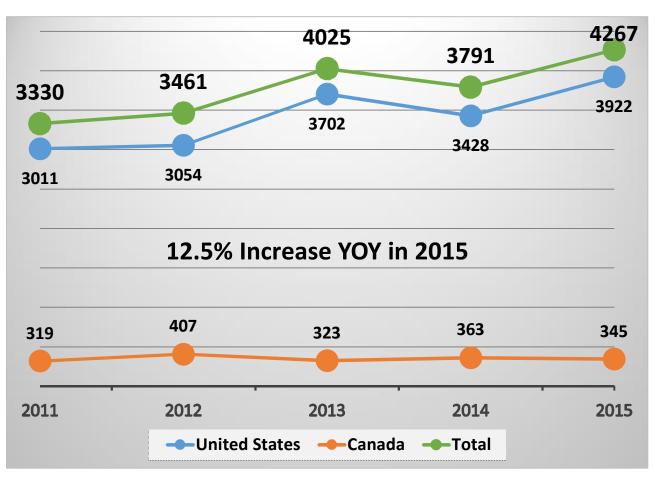
Total Fire Apparatus Sales







North American Fire Apparatus Sales







Historic North American Apparatus Sales

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

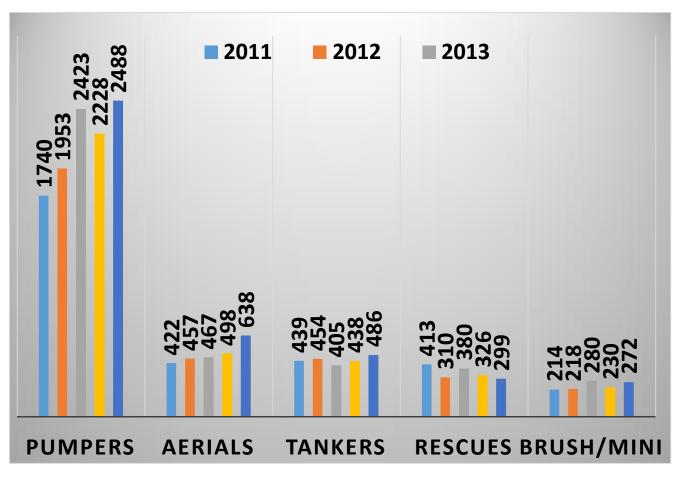
Does not include ARFF or Refurbs

30% Decline in Market!





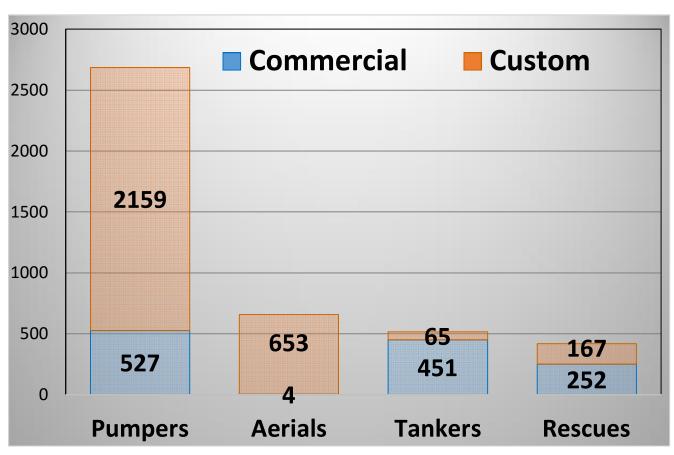
North America Sales By Product







2015 Custom vs. Commercial Chassis

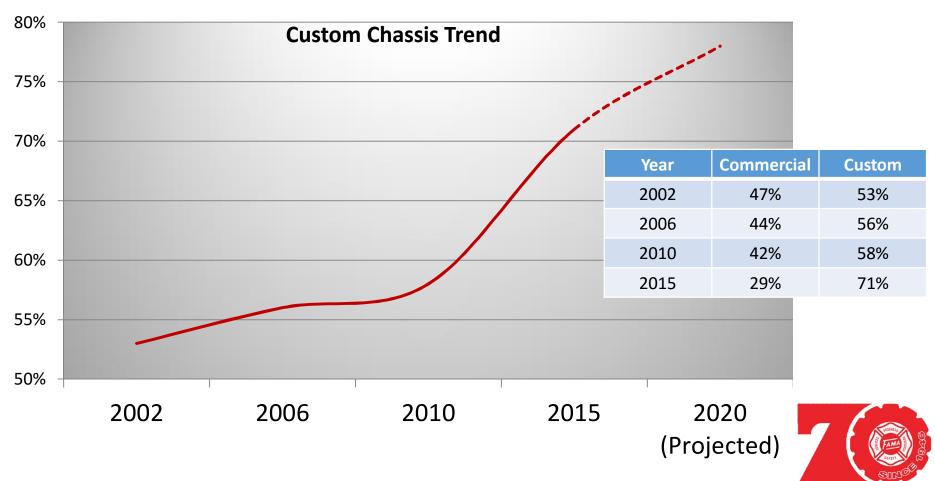






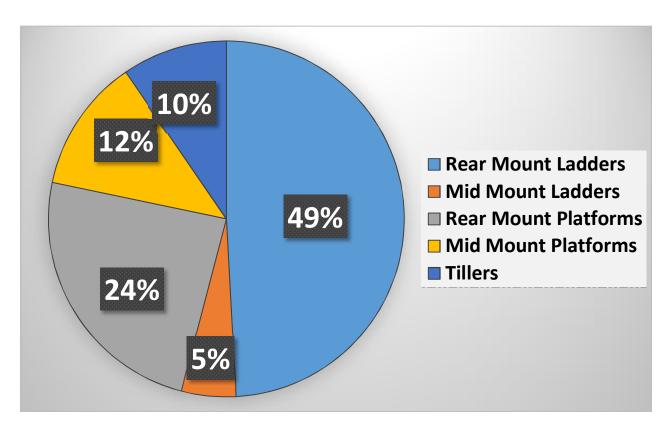
Custom vs. Commercial Chassis

(All Vehicles)





Aerial Product Mix

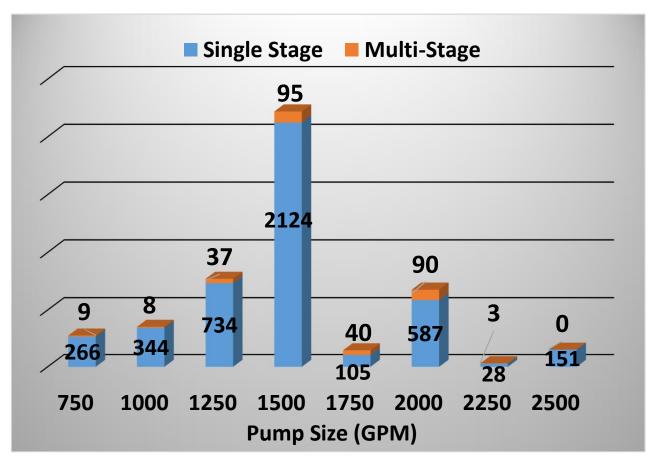






2015 Annual Pump Shipments

(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

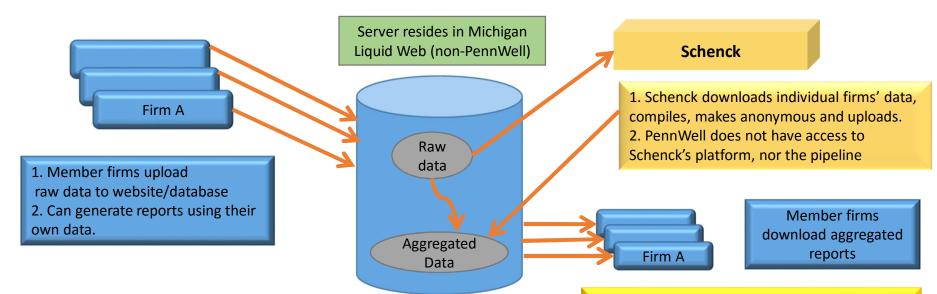
- Current website software is slow and out dated
- Expensive to maintain and make changes
- " Independent of the FAMA website

Contracted Development with PennWell Marketing Solutions

- 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







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.





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New Statistics Website

Status of Roll Out





Questions?

Thank You!







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A Changing Culture on Motor Vehicle and Motor Vehicle Equipment Safety

Wesley D. Chestnut April 4, 2016





Disclaimer

Information contained in this presentation is not to be considered legal advice or an interpretation of any laws. You should consult with legal counsel. The National Highway Traffic Safety Administration (NHTSA) can be consulted for regulatory interpretations if needed. Information contained herein is intended to give you an overview changes in regulations, reminder of our obligations, and ideas on how we, as an industry, should create our own path to a more proactive culture on motor vehicle and motor vehicle equipment safety.



- "There is a new normal with NHTSA
- "Automotive manufacturers are changing their views on safety
- Not waiting for the automotive sector to set precedence
- "Not waiting for regulators to set our course
- Being more proactive in assessing nonconformances, potential safety defects, and potential non-compliances





About NHTSA

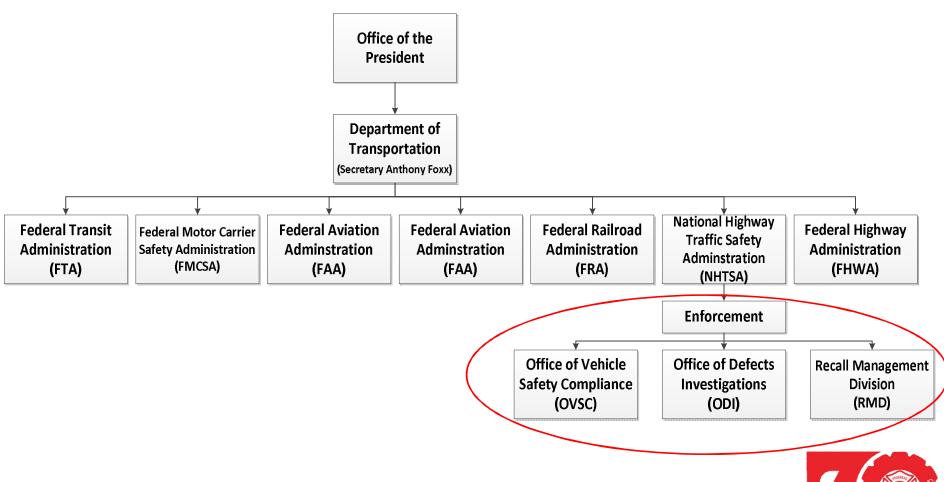




- The <u>National Highway Traffic Safety Administration</u> was established by the Highway Safety Act of 1970 to carry out safety programs under the National Traffic and Motor Vehicle Safety Act of 1966 and the Highway Safety Act of 1966.
- Operates under the US Department of Transportation
- "Is responsible for reducing deaths, injuries and economic losses resulting from motor vehicle crashes.
- "NHTSA investigates safety defects in motor vehicles











Civil Penalties Assessed – Previous 3 Years

" Toyota	Untimely recall	\$17,350,000
" Ford	Untimely recall	\$17,350,000
" GM	Untimely recall	\$35,000,000
" Hyundai	Untimely recall	\$17,350,000
" Ferrari	Failure to submit EWR	\$ 3,500,000
Am. Honda	Untimely Recall and EWR	\$70,000,000
Forest River	Failure to submit EWR	\$35,000,000

Spartan Motors, Inc. Untimely Recalls and EWR \$ 9,000,000





Equipment manufacturers, you're not immune

Takata
Harbor Freight (Equipment Importer)
Graco (Child Seat Mfgr)

\$200,000,000 \$ 1,000,000

\$ 10,000,000



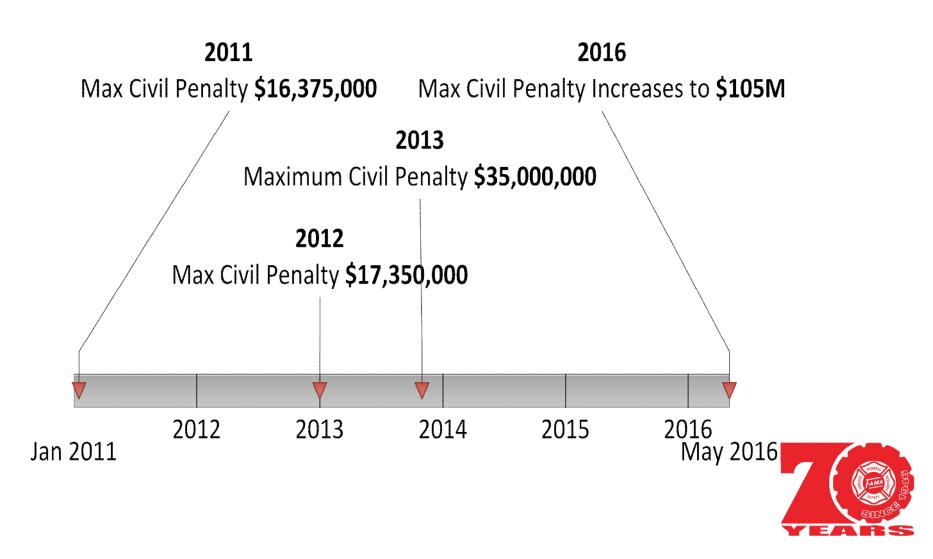


Dealer Civil Penalty

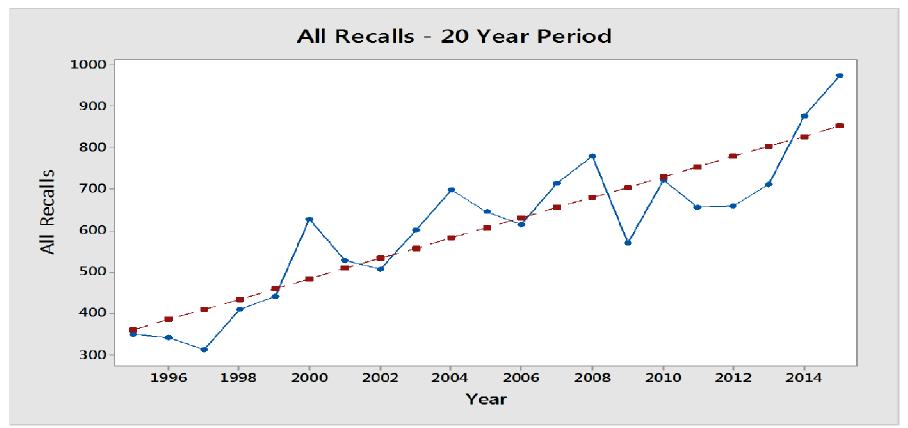
Southern Honda Power Sports agreed to pay \$125,000 (2013) in response to the agency's assertion that the dealership allowed the sale of unrepaired, recalled vehicles.















Key Items Forthcoming

- "Safety Act Violations increase from \$7,000 per violation to \$21,000 per violation
- "Proposal to increase record/document retention from 5 years to 10 years
- The NHTSA is issuing a letter to known manufacturers reminding them of their obligation identified under EWR rule 49 C.F.R. 579.5





Requirements





Motor Vehicle Equipment

- (A) any system, part, or component of a motor vehicle as originally manufactured;
- (B) any similar part or component manufactured or sold for replacement or improvement of a system, part, or component, or as an accessory or addition to a motor vehicle; or
- (C) any device or an article or apparel, including a motorcycle helmet and excluding medicine or eye- glasses prescribed by a licensed practitioner, that--
 - (i) is not a system, part, or component of a motor vehicle; and
 - (ii) is manufactured, sold, delivered, or offered to be sold for use on public streets, roads, and highways with the apparent purpose of safeguarding users of motor vehicles against risk of accident, injury, or death.





Definitions

<u>Original equipment</u> - motor vehicle equipment (including a tire) installed in or on a motor vehicle at the time of delivery to the first purchaser;

<u>Manufacturer</u> - a person manufacturing or assembling motor vehicles or motor vehicle equipment; or importing motor vehicles or motor vehicle equipment for resale.

<u>Distributor</u> - a person primarily selling and distributing motor vehicles or motor vehicle equipment for resale.





Manufacturer Registration

Each manufacturer of motor vehicles, and each manufacturer of covered equipment, shall furnish the information specified in **49 C.F.R. 566.5** – **Requirements**, to the Administrator, NHTSA.





Manufacturers MUST Report

Safety related defects

Non-compliances to Federal
Motor Vehicle Safety
Standard





Each manufacturer shall furnish a report to NHTSA for <u>each defect</u> in its <u>vehicles</u> or items of <u>original or replacement equipment</u> that it, or the Administrator, determines to be related to motor vehicle safety and for each non-compliance with an FMVSS in such vehicles or items of equipment within <u>5 working days</u> after the determination has been made.

"Customer notification must begin within <u>60 days</u> after the filing the report with NTHSA. <u>A remedy</u> does not have to be known.





Early Warning Reporting





Reporting Obligations Split

(Values represent annual production volumes)

cycles

Manufacturers of > 5000 Trailers

Manufacturers of

≥100 Buses

> 500 EV's

≥ 5000 Med-Heavy vehicles

Manufacturers of Child Restraint Systems and Tires





Reporting Obligations Split

(Values represent annual production volumes)

Manufacturers of

- < 100 Buses
- < 500 EV's
- < 5000 light vehicles, motorcycles, trailers and Med-Heavy vehicles

Original equipment and replacement equipment other than child restraint systems and tires





Specific EWR Requirements

- Information or incidents involving deaths
- For each incident involving a death, separate reports of the make, model, and model year of the vehicle or equipment must be reported.
- The incident date, the number of deaths, the number of injuries for incidents occurring in the United States, the State or foreign country where the incident occurred.
- For each system or component of the vehicle or equipment that allegedly contributed to the incident, and whether the incident involved a fire or rollover.
- A written identification of each component of the equipment that was allegedly involved, and whether there was a fire, in the manufacturer's own words.





Reporting Obligations for <u>ALL</u> Manufacturers

49 C.F.R. 579.5 Requires all manufacturers to submit notices, bulletins, customer satisfaction campaigns, consumer advisories, and other communications be submitted to the NHTSA before the 5th day of the month after they were released





Record Retention

Certain records/documents are required to be maintained from a period of 5 calendar years from the date on which they were created.

Records included, but not limited to, are reports, or other documents, communicated by computer, telefax, or other electronic means

Records related to work performed under warranties, any lists, compilations, analyses, discussions of such malfunctions contained in internal or external correspondence of the manufacturer





Timeliness

Not related to timelines set forth in the requirements

The absence of an accident, injury, or death does not mean an issue is not related to safety

Waiting for a certain threshold may result in a timeliness concern if it seems too long





Becoming More Proactive







Increase frequency in warranty claim or customer complaint reviews

Audit current warranty systems

Frequent audits of systems and processes related to warranty or EWR





Make deliberate decisions without haste

Don't wait for NHTSA to contact you

Don't wait for the automotive sector to set precedence







Stop defects at the design phase



Don't be afraid to reach out to the agency

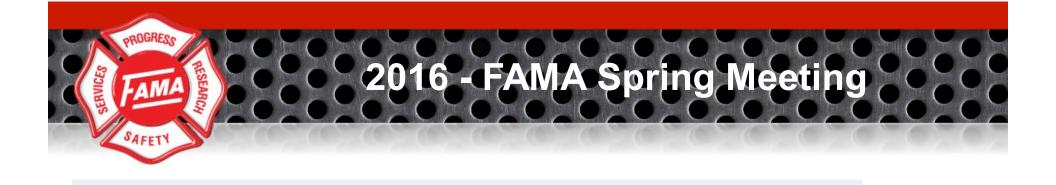




"If you think Compliance is expensive, try non-compliance"

~ Former U.S. Deputy Attorney General Paul McNulty







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MEETING BREAK

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KEYNOTE SPEAKER PRESENTATON

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"Contented Cows <u>STILL</u> Give Better Milk"





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.





Leadership



<u>Co-Chairs</u>
Roger Lackore (Smeal)
Wes Chestnut (Spartan)



Aerial/Quint
Reid Wissler
(Spartan)
John Brady
(KME)



ARFF Marty Huffman (Rosenbauer) Sarah Peck (Akron Brass)



Ambulance
Steve Rowland
(Demers)
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)









NFPA Recap





NFPA 1901/1906/1911 – APPARATUS COMMITTEE

" FAMA Representatives

" Member: David Durstine

" Alternate: Mike Schoenberger

"NFPA 1901/1906

Current Editions 2016

Next Edition 2021



" NFPA 1911

Second Draft Meeting Completed

" Publication expected 2017



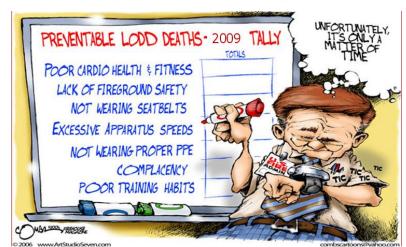


NFPA 1500 - STANDARD ON FIRE DEPARTMENT OCCUPATIONAL SAFETY AND HEALTH PROGRAM

" FAMA Representatives

" Member: Wes Chestnut

" Alternate:



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





1500 Conflict with 1906

" 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





NFPA 1917 - STANDARD FOR AUTOMOTIVE 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 2015In-Depth Training
- " Wes Chestnut
 - FAMA Spring Meeting 2016
 - " FDIC 2016
 - " FRI 2016

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

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 Sam Massa

" Oct Jim Salmi?

" Nov Roger Lackore

" Dec Tom Mettler?

" Jan Paul Darley

Statistics

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

LED Lighting

Aerial Platform Safety

FDSOA Promotion

NFPA Pump Test Changes

Statistics





Weight and Cube Calculator

Old	Old	New
Worksheet Tabs	10	6
Columns of Data to Fill in	9	2
Drop-Down Data Entry	No	Yes
Axle Weight Data	No	Yes
NFPA Requirements	Yes	No

Proposal Pending for Web Application





Hose Bed Capacity Calculator

"Need an industry-standard hose bed capacity calculating tool.

New Initiative





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







- " 2017 Symposium Location FLORIDA
- "FDSOA Receives Senator Paul Sarbanes Fire Service Safety Leadership Award.
 - "FDSOA is being recognized for its work to promote safety standards and practices in the fire, rescue, and emergency services community. For 28 years, FDSOA has sponsored the Apparatus Specification and Maintenance Symposium that has brought together manufacturers, fire officers, and emergency vehicle technicians. The results of these forums have contributed to significant improvements in apparatus safety performance."







FDSOA Presentation Topics

- FAMA Tools In-depth review of FAMA library resources and how they can benefit apparatus specification writing. Roger Lackore
- Apparatus Lighting Scene Lights and Compartment Lighting Sam Massa
- Idle Reduction Methods of reducing the use of the main engine during fire scene operations – Speaker TBD
- Lithium Ion Batteries The real story around Li-ion battery fire safety Grady North.
- Camera Systems Overview of camera systems, camara locations, etc... FRC Rep?
- Aerial Platform Safety and Testing New NFPA platform design Jim Salmi?
- Apparatus Tires Michelin/Goodyear rolling resistance, tire rating, tire evaluation Wes Chestnut Michelin/Goodyear Rep
- Telematics and RFID Wes Chestnut touch base with UTM to see who the supplier is then follow up for potential presentation. (Techtronics??)
- 110 Power Production Invertors, Generators
- Cab Interior Storage and Ergonomics Survey of storage methods inside cabs





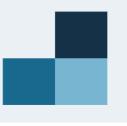


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EDUCATION COMMITTEE SURVEY REPORT Jason Nawrocki





http://prezi.com/x4krgsip25y/?utm_campaign=share&utm medium=copy&rc=ex0share







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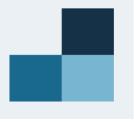
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GAC COMMITTEE Lee Morris & Joe Mirabile





GAC Members

- " Lee Morris, Co-Chair
- " Joe Mirabile, Co-Chair
- " John Granby, Co-Chair
- Corey Carlson
- " Ken Creese
- " Tim Dean
- " 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 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









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MEETING SUSPENDED FOR THE DAY





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