

MINUTES
FIRE APPARATUS MANUFACTURES' ASSOCIATION
GENERAL MEMBERSHIP MEETING
OCTOBER 3, 2014
SAN ANTONIO, TX

[A copy of the full meeting power point presentation may be found in the secure documents of www.fama.org]

Call to Order – by President Bruce Whitehouse at 8:04 a.m.

Mr. Tim Dean provided the invocation.

Mr. Whitehouse welcomed and thanked all attendees for their participation in this meeting, and provided an overview of events planned. He introduced Chief Charles Hood of the San Antonio Fire Department who addressed the membership.

Chief Hood shared a video of the department's activities. Wellness, physical fitness and safety are key targets. As the nation's 7th largest fire department, the San Antonio Fire Department has a budget of \$287M. Chief Hood expressed his gratitude and appreciation for allowing San Antonio to host this meeting. He extended an invitation to visit their facilities including a new fleet center that services approximately 500 vehicles and their state-of-the-art fire stations.

Sponsor Recognition – Mr. Whitehouse thanked and acknowledged meeting sponsors, noting the vital role their support provides towards delivering a quality meeting. He thanked them for their support of FAMA and this meeting. They include: PennWell Fire Group (Hospitality Sponsor); Whelen Engineering (Friday Banquet Sponsor); Fouts Bros, Hansen International, and Task Force Tips (New Attendee and Welcome Reception Sponsors); Firehouse (Networking Event Sponsor); Firehouse, FireRescue1.com and Fire Shows Reno (Friday Reception Sponsors); Ontario Association of Fire Chiefs (Business Speaker Sponsor); FireRescue1.com (Banquet Open Bar Sponsor); Spartan Chassis (Breakfast Sponsor); AMDOR and Rosenbauer America (Round Table Sponsors); Performance Advantage Company (Spouse/Guest Program Sponsor); PennWell Marketing Solutions (Marketing Development Sponsor), and Rosenbauer America (Conference Signage Sponsor).

Introductions – Director Steve Toren introduced members of the Board, new members, and first-time attendees.

Roll Call – by Secretary Scott Edens. There were 52 member companies in attendance at the call of roll. A quorum was declared. [See list following these minutes.]

Proof of Notice – Notice of this meeting was sent via email on June 10, 2014 to all members pursuant to the association bylaws.

Review of Minutes – After discussion and upon motion duly made and seconded, it was:

VOTED: To approve and enter the minutes of the March 24-25, 2014 Spring Membership Meeting (Orlando, FL) into the records of the association.

Antitrust Guidelines / Non-Discrimination Policy – Legal Counsel Jim Juneau stressed the adherence of FAMA’s policies to abide by the Federal antitrust guidelines and the strict non-discrimination policy at all meetings of the association.

Treasurer’s Report – by David Durstine. A copy of the Profit and Loss Budget vs. Actual and Balance Sheet reports for the period January 1, 2014 through August 31, 2014 were distributed for review. Presentation slides highlighted a positive financial position. After discussion and upon motion duly made and seconded, it was:

VOTED: To approve the Treasurer’s Report as presented.

Board of Directors’ Report – Mr. Whitehouse outlined the activities of the Board since the 2014 Spring Meeting. He summarized the frequency of Board meetings, noting the key focus areas for the year have included:

- Building the FAMA brand
- Meeting engagement through meeting effectiveness
- Continue enhancing areas that add value for members, noting specifically Statistics, Technical and GAC

Mr. Whitehouse reported record attendance numbers, as well as record numbers for new and first- time attendees at this meeting.

Board Scorecard elements were reviewed:

- Committee Chairs updated scorecards, monthly contact, succession planning
- Statistics Committee – timely submission plus enhanced delivery and data tools
- Strengthen Meeting Planning including a member of the committee to focus on the Fall Meeting with FEMSA
- FAMA organizational review including the Board structure
- Recruit a Business Manager

Update on Transition Planning - Mr. Whitehouse provided a description of the Business Manager position and reported that 20 applications were received, evaluated, and narrowed down to a short list of four candidates. A telephone screening will initiate the interview process with in-person interviews to follow. The expectation is to have someone in place no later than January 1, 2015.

Nominations and Elections – 2015 Board of Directors – Grady North, Chair, reviewed the slate of nominees that was presented by email to all members prior to this meeting in accordance with the association bylaws. He also reviewed the policy regarding qualifications of candidates, noting that this is best achieved by participating at the committee leadership level. Nominations were opened to the floor; hearing none, nominations were closed. After discussion and upon motion duly made and seconded, it was:

VOTED: To approve the 2015 Board of Directors slate as follows:
Phil Gerace, President
David Durstine, Vice President
Scott Edens, Treasurer
Steve Toren, Secretary
Bruce Whitehouse, Past President
Curt Ignacio, Sr. Director-at-Large
Jeff Hupke, Jr. Director-at-Large

Committee Reports – Moderated by Vice President Phil Gerace

Statistics – Jack McLoughlin, Chair and Mike Schoenberger, Co-Chair. Reported a change was made to the statistics website adding a “State” field to the tables shown on the Quarter End Booked and Shipped pages to make it easier for users to review before submitting. Appreciation was extended to Mr. Nate Berry for his assistance in this effort.

Historical graphs and market conditions charts were presented that provided a five-year comparison of first and second quarter fire truck sales.

GAC – Lee Morris, Chair. Review of presentation slides. 2014 activities included: Hill Day - maintained level funding for both AFG and SAFER grant programs; Home Days - held in various states. Continuing efforts include the annual Alliance Luncheon that will be held later this month; ongoing meetings with congressional members, staff and committee members; meetings with FEMA grants office; and GAC e-alerts and newsletter.

The 2015 committee goals and core initiatives were reviewed and called for greater member participation for 2015 CFSI/Hill Days (April 15-16) and Home Days. Hill Days and other activities will focus on reauthorization of Fire Grant programs, currently slated to end September 30, 2017 (sunset clause). If it is not reauthorized, it will cease to exist.

The committee will continue work to strengthen relationships with the AFG grants office and provide more targeted and timely communications. An added goal is to complete a targeted survey of increased costs of key AFG grant items to help justify increases in funding levels.

Technical – by Roger Lackore, Chair and Damon Lewis, Co-Chair. The committee’s 2014 initiatives and NFPA activities were reviewed. Of note: NFPA 1500 is open for public comment until July 16, 2015.

Safety Guide - Mr. Lackore is accepting suggestions for revisions/additions for the next version of the FAMA Fire Apparatus Safety Guide; needs to be a living document and continue to be updated.

NHTSA Fire Apparatus Recall Policy - The committee has drafted a guidance document on what aspects of vocational trucks should be subject to recall; will be reviewed with ex-NHTSA counsel.

EPA Future Regulations Engagement - The committee will provide a presentation at the FAMA Technical Committee Meeting at FDIC in 2015 on this topic. FAMA needs to continue to engage with the EPA so that proposed regulations consider the needs of fire apparatus.

FDSOA Apparatus Symposium – The next symposium is slated for January 18-20, 2015 in Orlando. FAMA is working closely with FDSOA personnel to recreate a quality program.

Heavy Truck Alternative Fuels Labeling – TMC recommended practice is out for ballot. Next step is to pursue rule making with FMCSA. Also, Europeans want FAMA to work with them on a global standard.

FAMA Safety Sign additions and Graphical Symbols Updates were reviewed.

FAMA Technical Committee Meeting at FDIC – Presentations planned include GHG & Fuel Economy – Impact on Fire Apparatus of the Future, and Body Material Impact on the Industry.

NIOSH Fire Fighter Anthropometric Study compares NIOSH suggested with NFPA current measurements. Report includes the response to the NIOSH study and NIOSH future study plans.

FAMA Forum articles and authors for 2015 were reviewed. Dan Veselsky and Lisa Barwick are the Tech-Ed co-chairs and will drive this project.

Fire Apparatus Specification Guide topics were outlined in the report.

Safety Guide Promo – by Mr. Edens. Report covered the number of guides shipped and the revenues received through a royalty fee structure as of July 31, 2014. A promotion is planned to distribute guides to the top 2000 fire departments in the US and Canada. FAMA seeks sponsors

for the mailing at year-end. The mailing will include a cover letter with the logos of all sponsoring member companies, a safety guide, and a FAMA brochure.

Meeting Planning – by Grady North, Chair. Looking for a Co-Chair/Event Planner to attend the meetings and work behind the scenes with the hotel as issues arise. The Board would waive meeting fees and provide a hotel room to support this effort. Mr. North noted that this is a record-setting meeting in terms of attendance.

The upcoming schedule of meetings include:

2015 Spring – St. Augustine, FL – Marriott Casa Monica – March 21-24

2015 Fall – Baltimore, MD – Marriott Renaissance – date changed to Sept. 30-Oct. 2

2016 Spring – Fort Lauderdale, FL – Marriott Harbor Beach – April 2-5

2016 Fall – Nashville, TN – Marriott at Vanderbilt University – October 5-7

2017 Spring – St. Pete Beach, FL – Lowes Don CeSar Hotel – March 18-21

Mr. Whitehouse thanked all committee members for their support of FAMA through their engagement and dedication.

2014 / 2015 Small Group Discussions – Members broke into seven groups to discuss the following:

- FDIC 2015 / FAMA Round Table Topics
- Future initiatives following the FAMA Fire Apparatus Specifications Guide
- Should membership dues correlate to the size of the corporation?
- What do you think of when you think of FAMA?

Board members served as moderators. Their notes will be submitted for full Board review.

2015 FAMA Focus – Phil Gerace, President-Elect, shared highlights of what's in store following two great presidents and leaders, Harold Boer and Bruce Whitehouse. Plans are to build upon the great foundations from 2013 and 2014. Specific areas of focus for 2015 are:

- Modifications to the organizational structure (i.e., Mrs. Burnham's retirement and a new look at the Board structure)
- Explore revenue opportunities for increased services to the membership
- Continued efforts to communicate effectively to the membership and to include all voices in decision making

Old Business – none

New Business – Newsletter – The FAMA/FEMSA fall newsletter issue was a first-time joint effort. The future of its format will be determined by the feedback of the two memberships.

Closing Remarks – Mr. Whitehouse expressed his appreciation to the Board for their support this year. He noted that FAMA is in great hands going forward, and he will be pleased to assist Mr. Gerace during his year as President. He announced that \$635 was collected yesterday during the "ALS Ice Bucket Challenge" and more has been donated since then. Thanks to everyone for their generosity. Additional thanks were extended to all member company representatives for taking the time away from their businesses and families to attend. Member feedback received during the meeting is invaluable and will be considered. Safe travels home.

Mr. Whitehouse was lauded for his leadership as President this year.

Next Meeting Notice – The next meeting of the FAMA Membership will be held March 21-24, 2015, at the Casa Monica Hotel in St. Augustine, FL.

Adjournment – With no further business or discussion to come before this meeting, upon motion duly made and seconded, it was:

VOTED: To adjourn, at 10:10 a.m.

A true copy, attest:

Karen H. Burnham
Recording Secretary

Attachments: Attendee List
Treasurer's Report

FAMA GENERAL MEMBERSHIP MEETING
October 3, 2014 – San Antonio, TX
Member Company Attendance (at Roll Call)

Akron Brass Co. – David Durstine, Kim Morrow
AMDOR, Inc. – Bruce Whitehouse, Gary Billings
Apparatus Equipment & Service Inc. – Robert Allen, Bill Arbus
APR Plastic Fabricating, Inc. – Chad Falls
Austin Hardware & Supply – Bill Stambaugh, Joe Verdini
Braun Industries, Inc. – Jim Ham
Bulldog Fire Apparatus, Inc. – Jeff Mazza
C.E. Niehoff & Company – Peter Sremac
Code 3, Inc. – Damon Lewis
Cummins, Inc. – Chris Crowel
E-ONE – Dan Peters, Grady North
Elkhart Brass Mfg. Co., Inc. – Tim Doane
Ferno-Washington – Steve Rowland
Fire Equipment Serv., Div. of Safe Industries – Randy Porter
Fire Research Corporation – Jack McLoughlin, Rick Fix, Mike Dupay, Matt Pitzer
Firetrucks Unlimited – Brian Reyburn, Stuart Reyburn
Fort Garry Fire Trucks – Rick Suche
Fouts Bros. Inc. – Scott Edens
H.O. Bostrom Company, Inc. – John Bostrom, Paul Bostrom, Bev Lowery
Hale Products, Inc. – Bruce Lear, David Guynn, William Simmons
Hannay Reels, Inc. – Ken Fritz
Hansen International, Inc. – John Seehof, Lisa Beebe
IMMI – Chris Haag, Steve Ward
KME Fire Apparatus – Phil Gerace
Kussmaul Electronics – Colin Chambless, Tom Nugent
Maintainer Custom Bodies, Inc. – David Wunderlin
Marion Body Works, Inc. – Curt Ignacio
Oshkosh Corporation – Roger Lackore, Lee Morris
Performance Advantage Co. – Jim Everett, Chick Granito
Pierce Manufacturing Inc. – Mike Moore
Power-Packer North America – David Scuito, Steve Stein
PPG Industries – Lou Milanovich
Pro Poly of America Inc. – Tim Dean
ROM Corporation – Jeff Hupke
Rosenbauer America LLC – Tim Johnson, Mike Schoenberger, Callan Jarabek
Sam Carbis Solutions Group – Karen Mellette
Smeal Fire Apparatus Co. – Mike Yurtec
Spartan Chassis – Mike Bowman
Spartan Motors – Wes Chestnut
Sutphen Corporation – Kevin Kuszmaul, Julie Phelps
Task Force Tips Inc. – Ron Truhler
Tempest Fireco Towers LLC – Joe Schanda
Trident Emergency Products LLC – Jim Maher, Mike Sulmone

United Plastic Fabricating, Inc. – Andrew Lingel, Patrick Cahill
USSC Group Valor Seating – Joe Mirabile, Dan Veselsky
VisionMark Nameplate Company – Jerry Merges
VT Hackney – Eddie Smith
W.S. Darley & Company – Peter Darley
Waterous Company – Steve Toren, Jason Nawrocki
Whelen Engineering Co. Inc. – Paul Deming, Dennis Masters
Will-Burt Co. – John Glenn
Williams Fire & Hazard Control, Inc. – James Morgan
Ziamatic Corp. – Mike Adams