

NASHVILLE
CR





2016 - FAMA Fall Meeting

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2016 - FAMA Fall Meeting

WELCOME

2016 FAMA FALL MEETING





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Special
Thanks to
the Meeting
Sponsors



FIREHOUSE



Cummins **Onan**



FEDERAL SIGNAL



SAFETY COMPONENTS



C.E. Niehoff & Co.
CHARGING AND POWER MANAGEMENT SYSTEMS





2016 - FAMA Fall Meeting

MEMBER INTRODUCTIONS

Special Welcome to:

- “ NEW MEMBERS
- “ FIRST-TIME ATTENDEES





2016 - FAMA Fall Meeting

TREASURER'S REPORT

Scott Eden





2016 - FAMA Fall Meeting

" Balance Sheet

- " 2015 \$407,584.76 (9/27/2015)
- " 2016 \$449,855.50 (9/27/2016)
- " 10.37% improvement over 2015

" P & L

" Gross Profit

- " \$353,623.54 (9/27/2015)
- " \$395,239.49 (9/27/2016)
- " 11.77% improvement over 2015

" Net Income

- " \$47,954.42 (9/27/2015)
- " \$127,812.06 (9/27/2016)
- " 166.53% improvement over 2015

" Budget vs. Actuals

- " Tracking nicely to Budget





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" 2016 General Comments

- " Financials in good shape
- " Final Quarter will be no different
- " Budget vs. Actuals – Everything tracking nicely to Budget





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" Caniff & Associates – Financial Statement 2015

" Total Operating Revenue: \$358,306

" Total Operating Expense: \$395,893

" Net Income/Loss: (\$37,587)

" Net Assets: \$322,043

Special Note:

2015 Loss of \$37,587 due to administrative position change/training –
Sonya Kelly / Karen Burnham





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BOARD OF DIRECTORS REPORT

David Durstine





2016 - FAMA Fall Meeting

STATISTICS COMMITTEE

Paul Bostrom & Mike Moore





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FAMA Statistics Committee

- " Paul Bostrom (Co-Chair)
- " Mike Moore (Co-Chair)
- " Jack Mc Loughlin
- " Pat Cahill
- " Mike Yurtec
- " Nate Berry (Technical Advisor)
- " Mike Schoenberger (Board Liaison)





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New Statistics Website

Demo





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FIRE SERVICE RESOURCES

NEWS

CONTACT



FIRE SERVICE RESOURCES



SAFETY GUIDE



BUYER'S GUIDE

WHO IS FAMA?

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.

MORE

About Fire Apparatus Manufact...



Latest News

[all news](#)

HITTING A NASHVILLE

Pumpers

All Chassis Type

All Transmission Type

All Areas


All Pumps


All Pump Types



All Foams

All Foams

All Axles

FROM:  04-01-2016

TO:  06-30-2016

 Search 

☐ Plot US map

☐ Plot Canadian map

☐ Plot line graph of units by month ☐ or by quarter



Pumpers

All Chassis Type

All Transmission Type

All Areas

All Pumps

All Pump Types

All Foams

All Foams

All Axles

FROM:

04-01-2016

TO:

06-30-2016

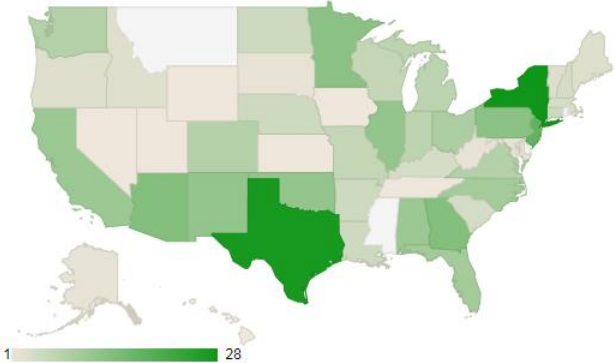
Q Search

Q Search

- ☒
- Plot US map

- ☐
- Plot Canadian map

- ☐ Plot line graph of units by month ☐ or by quarter

[Save Image](#)Copy

CSV

ExcelPDFPrint

Search:

Book Date	Ship Date	Country	State / Province	Vehicle Class	Chassis	Pumps	Pump Type	Axles	Foam	Foam Type	# of Trucks	Price
2016-04-01	0000-00-00	United States	CA	Pumpers	Custom Lo Torque Trans (0-1250 ft/lbs)	Mid	2000 + gpm	Single	Class A	Automatic	1	0.0
2016-04-01	2020-04-01	Other	Other	Pumpers	Custom Lo Torque Trans (0-1250 ft/lbs)	Mid	1250 to 1750 gpm	Single	Compressed Air	Automatic	2	794602.00
2016-04-01	0000-00-00	United States	ME	Pumpers	Custom Lo Torque Trans (0-1250 ft/lbs)	Mid	1250 to 1750 gpm	Single	Class A	Automatic	1	267940



SEARCH BY DATE BOOKED

Pumpers

All Chassis Type

All Transmission Type

All Areas

All Pumps

All Pump Types

All Foams

All Foams

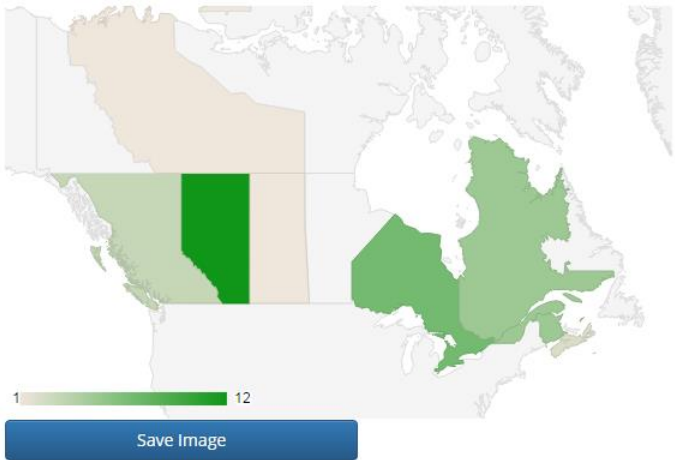
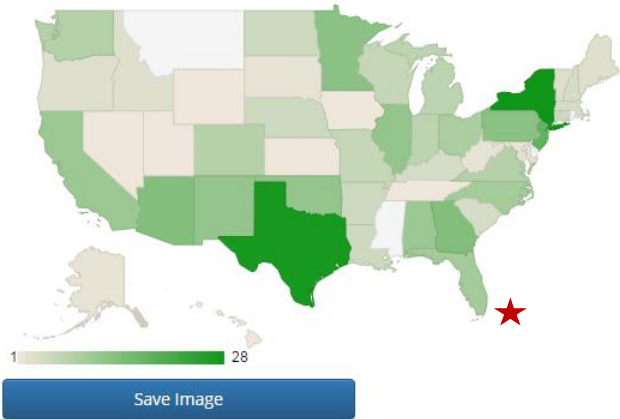
All Axles

FROM: 04-01-2016

TO: 06-30-2016

Search

- ☒ Plot US map
☒ Plot Canadian map
☐ Plot line graph of units by month
☐ or by quarter



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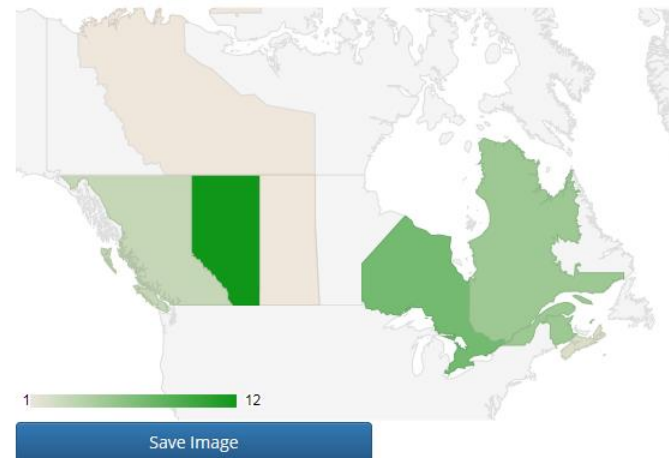
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Search:

Book Date	Ship Date	Country	State / Province	Vehicle Class	Chassis	Pumps	Pump Type	Axles	Foam	Foam Type	# of Trucks	Price
2016-04-01	0000-00-00	United States	CA	Pumpers	Custom Lo Torque Trans (0-1250 ft/lbs)	Mid	2000 + gpm	Single	Class A	Automatic	1	0.0



☒ Plot US map
☒ Plot Canadian map
☐ Plot line graph of units by month ☐ or by quarter



Book Date	Ship Date	Country	State / Province	Vehicle Class	Chassis	Pumps	Pump Type	Axles	Foam	Foam Type	# of Trucks	Price
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2016-04-01	2020-04-01	Other	Other	Pumpers	Custom Lo Torque Trans (0-1250 ft/lbs)	Mid	1250 to 1750 gpm	Single	Compressed Air	Automatic	2	794602.00
2016-04-01	2020-04-01	Other	Other	Pumpers	Custom Lo Torque Trans (0-1250 ft/lbs)	Mid	1250 to 1750 gpm	Single	Compressed Air	Automatic	2	794602.00



SEARCH BY DATE BOOKED

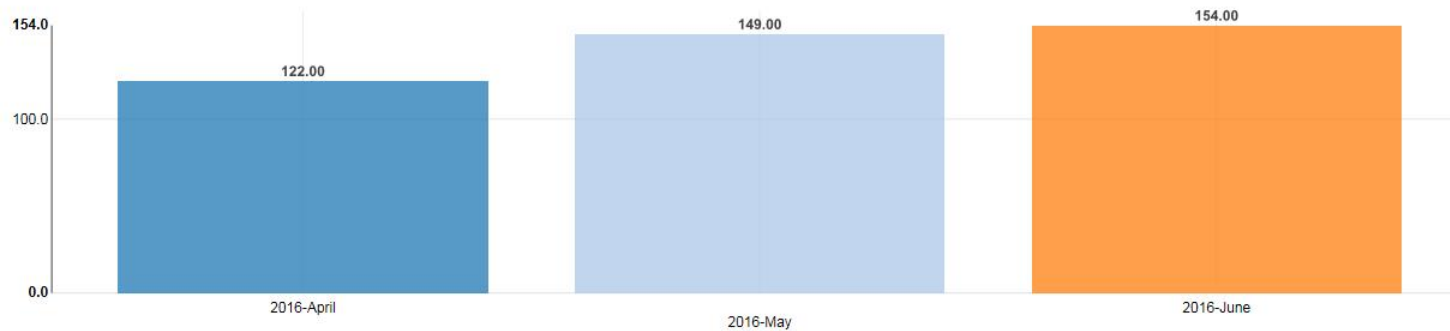
Pumpers ▾ All Chassis Type ▾ All Transmission Type ▾ All Areas ▾

All Pumps ▾ All Pump Types ▾ All Foams ▾ All Foams ▾

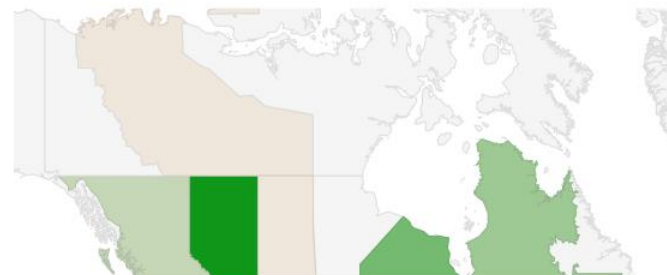
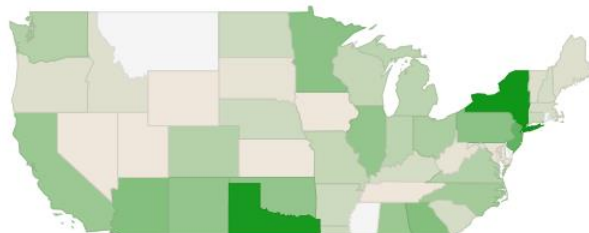
All Axles ▾

FROM: 04-01-2016 TO: 06-30-2016 Search

- ☒ Plot US map
- ★ ☒ Plot Canadian map
- ☒ Plot line graph of units by month ☐ or by quarter



Save Image





SEARCH BY DATE BOOKED

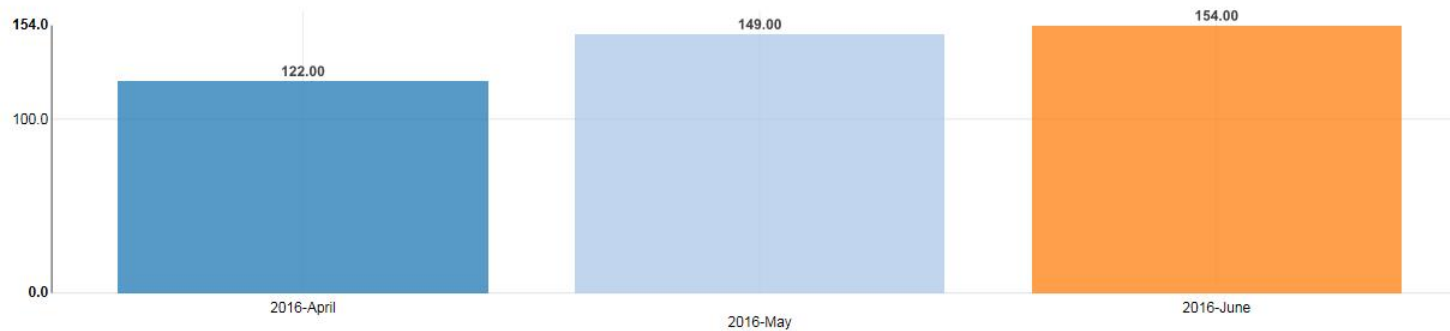
Pumpers ▾ All Chassis Type ▾ All Transmission Type ▾ All Areas ▾

All Pumps ▾ All Pump Types ▾ All Foams ▾ All Foams ▾

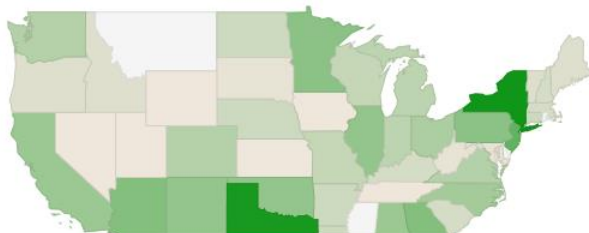
All Axles ▾

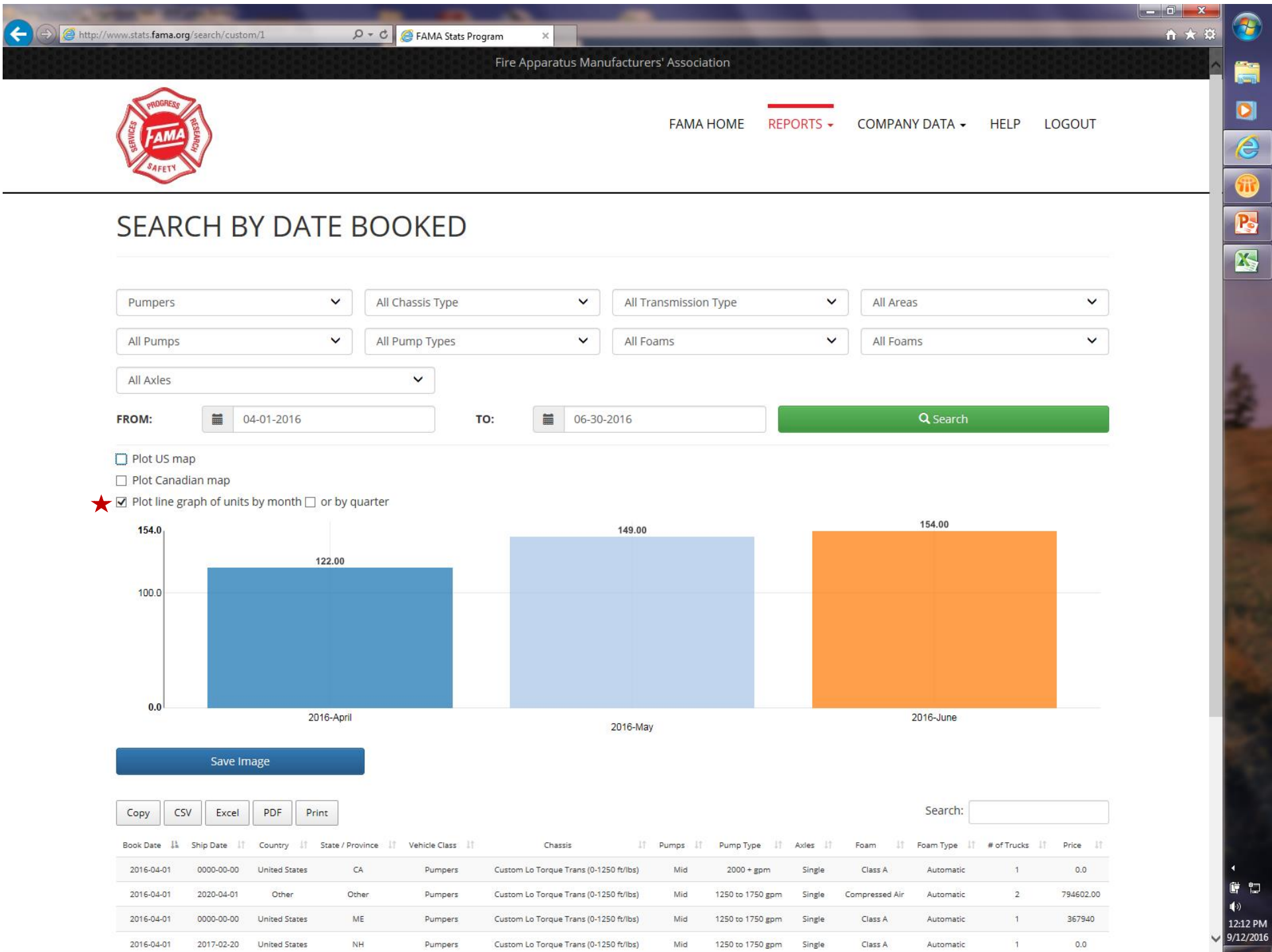
FROM: 04-01-2016 TO: 06-30-2016 Search

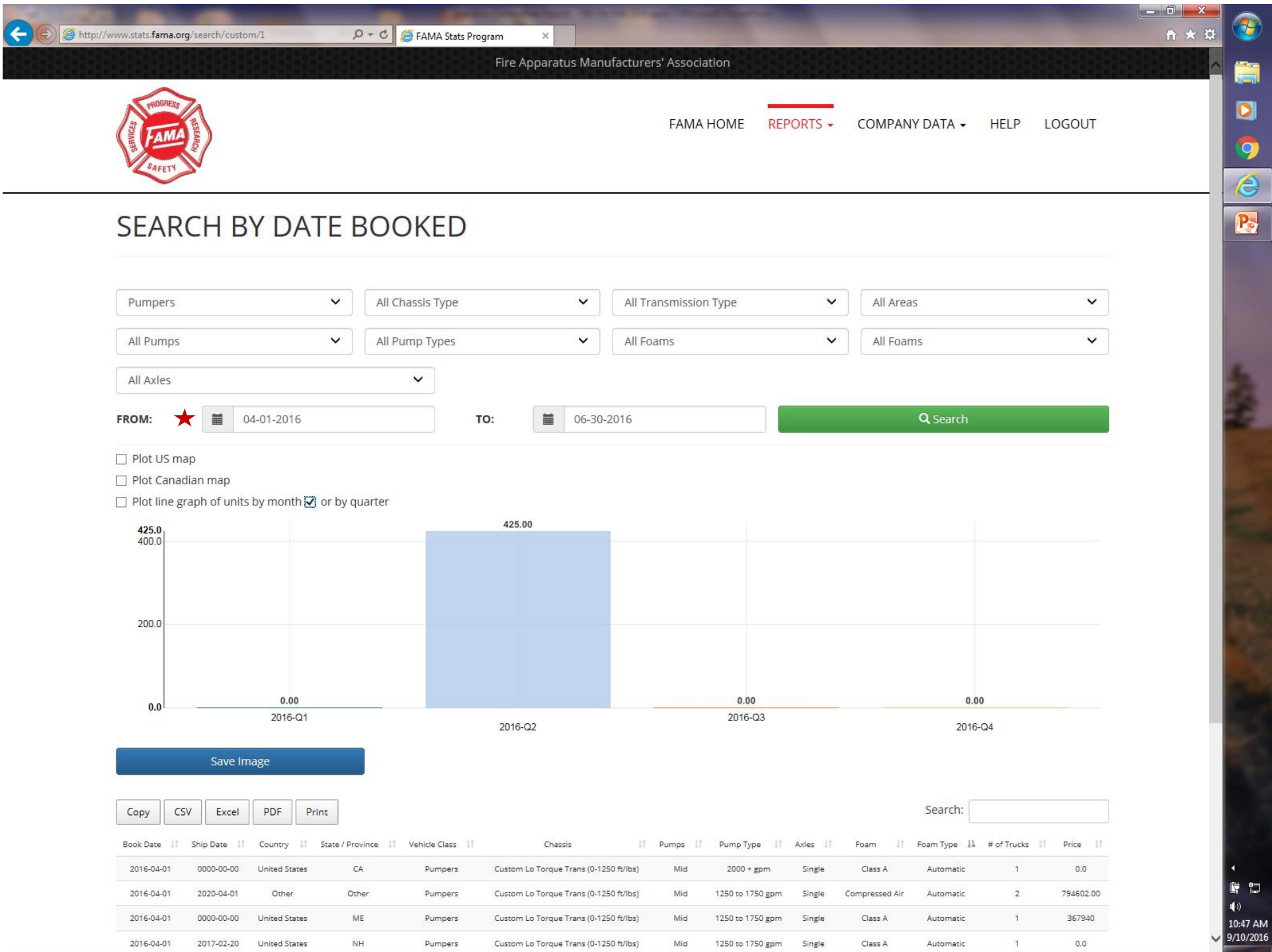
- ★ ☒ Plot US map
☐ Plot Canadian map
☒ Plot line graph of units by month ☐ or by quarter

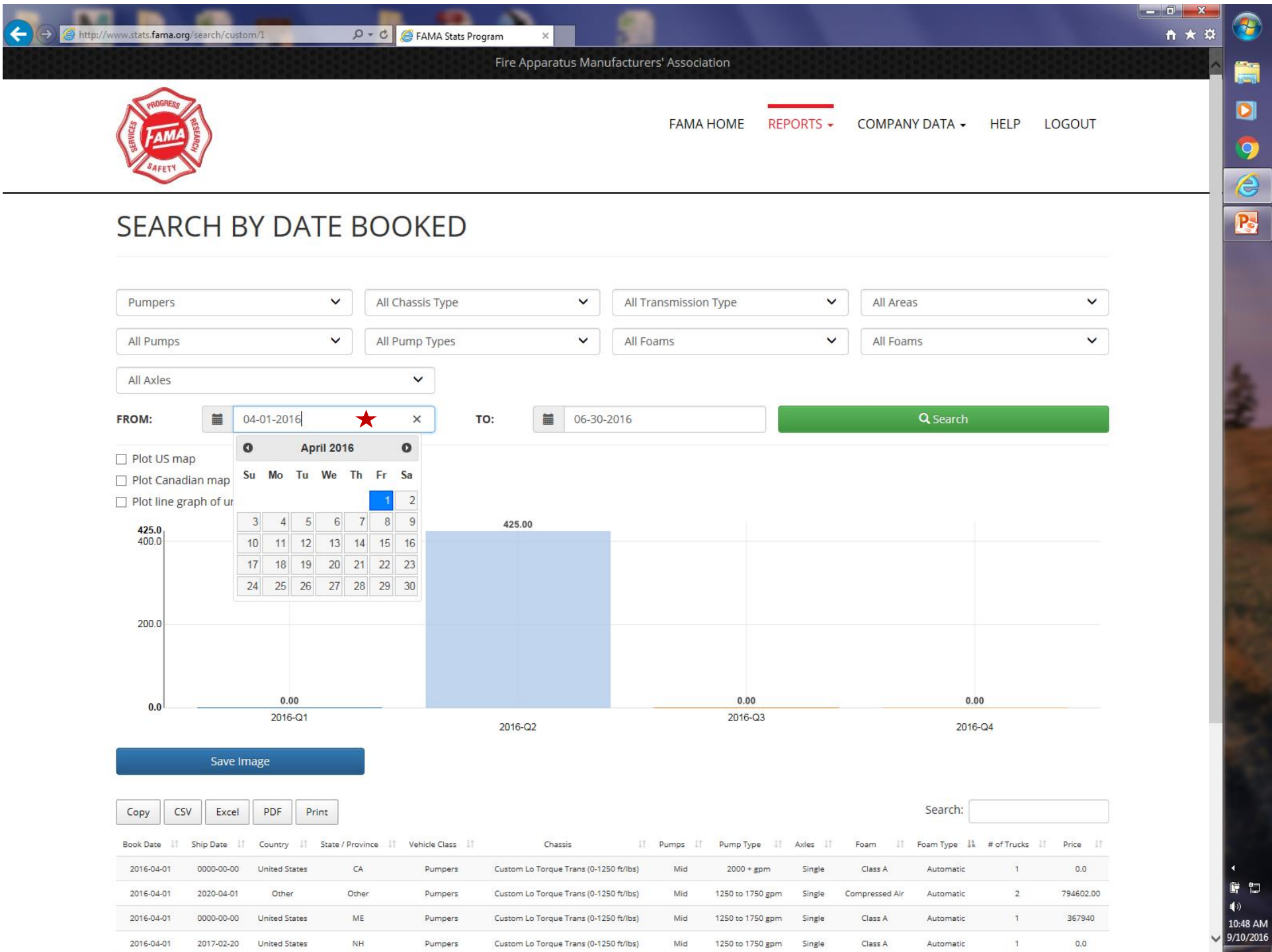


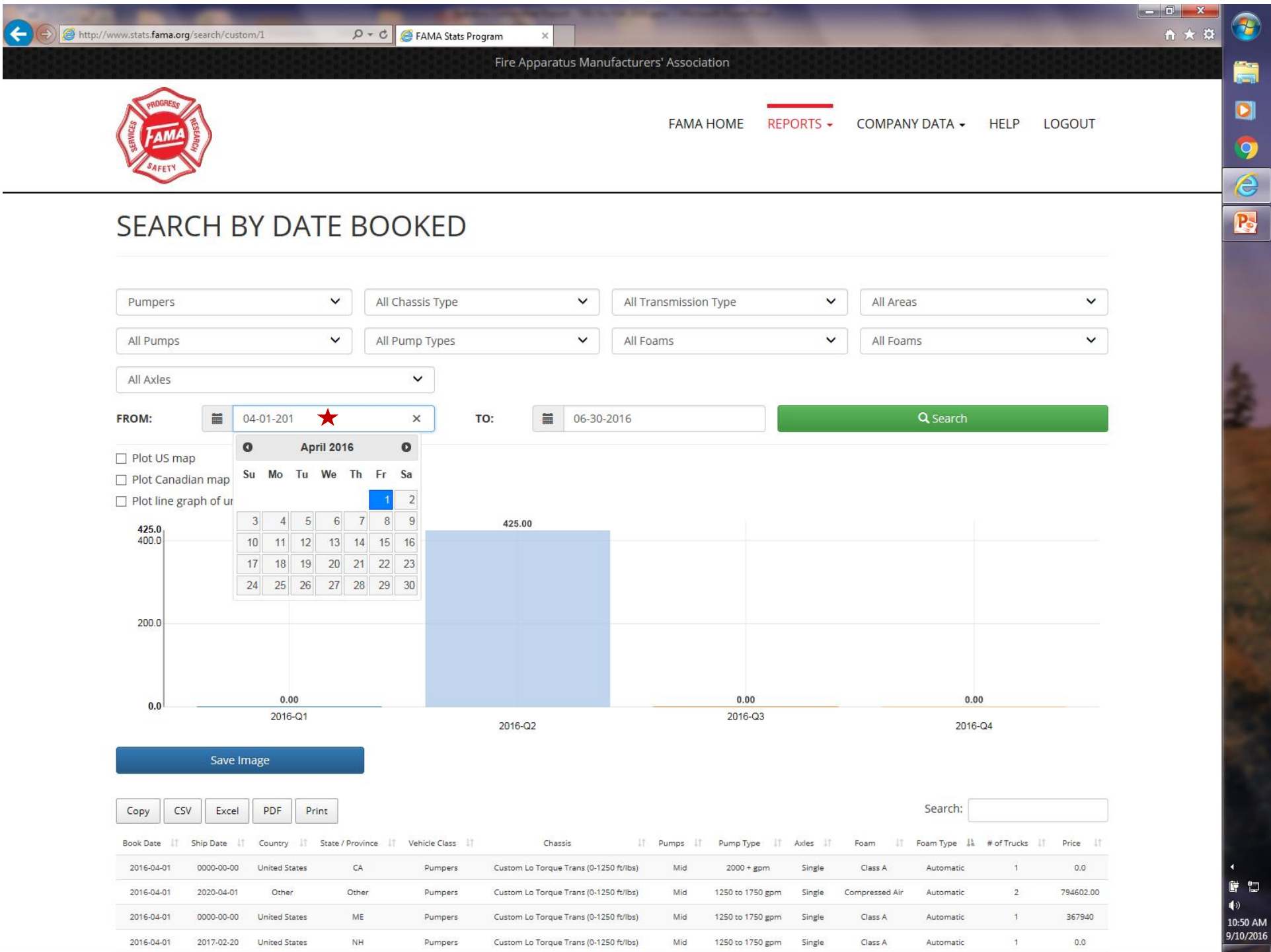
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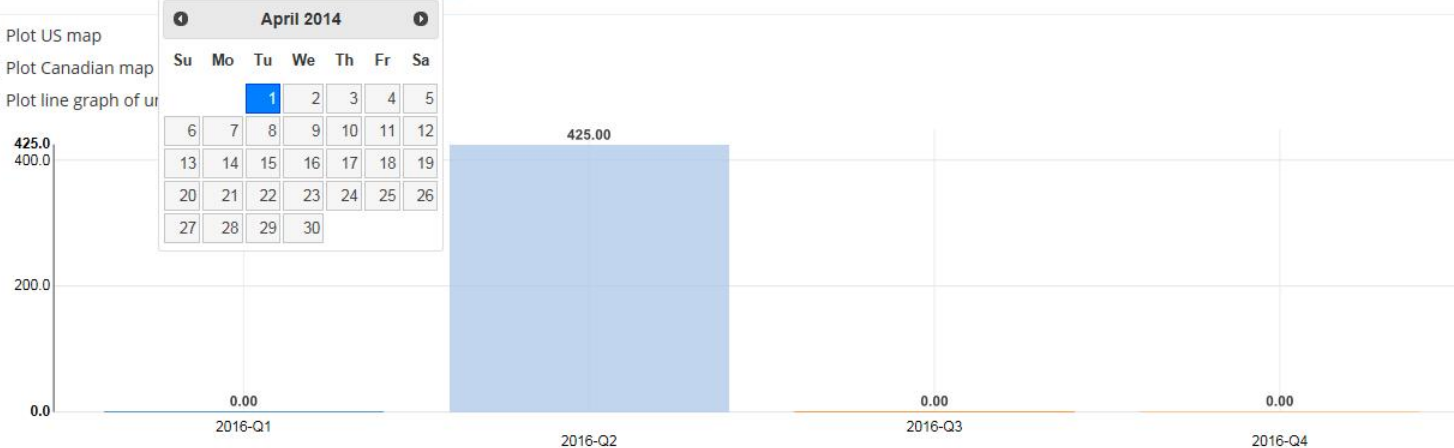


SEARCH BY DATE BOOKED

Pumpers All Chassis Type All Transmission Type All Areas
All Pumps All Pump Types All Foams All Foams
All Axles

FROM: 04-01-2014 TO: 06-30-2016 Search

- ☐ Plot US map
☐ Plot Canadian map
☐ Plot line graph of us



Save Image

Copy CSV Excel PDF Print

Search:

Book Date	Ship Date	Country	State / Province	Vehicle Class	Chassis	Pumps	Pump Type	Axles	Foam	Foam Type	# of Trucks	Price
2016-04-01	0000-00-00	United States	CA	Pumpers	Custom Lo Torque Trans (0-1250 ft/lbs)	Mid	2000 + gpm	Single	Class A	Automatic	1	0.0
2016-04-01	2020-04-01	Other	Other	Pumpers	Custom Lo Torque Trans (0-1250 ft/lbs)	Mid	1250 to 1750 gpm	Single	Compressed Air	Automatic	2	794602.00
2016-04-01	0000-00-00	United States	ME	Pumpers	Custom Lo Torque Trans (0-1250 ft/lbs)	Mid	1250 to 1750 gpm	Single	Class A	Automatic	1	367940
2016-04-01	2017-02-20	United States	NH	Pumpers	Custom Lo Torque Trans (0-1250 ft/lbs)	Mid	1250 to 1750 gpm	Single	Class A	Automatic	1	0.0
2016-04-04	0000-00-00	United States	VA	Pumpers	Custom Hi Torque Trans (1251+ ft/lbs)	Mid	1250 to 1750 gpm	Single	Class A	Automatic	1	0.0

☐ Plot US map

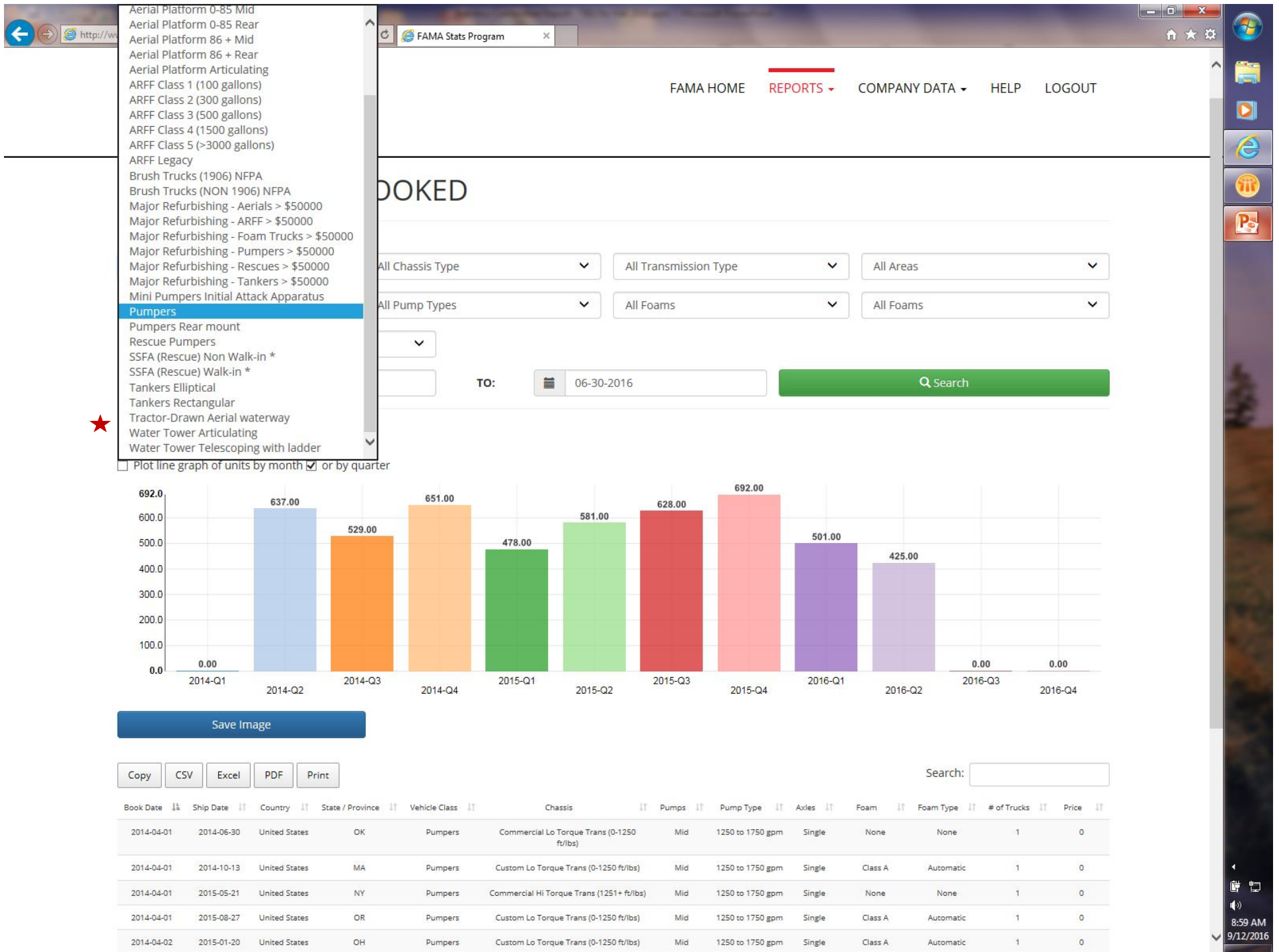
☐ Plot Canadian map

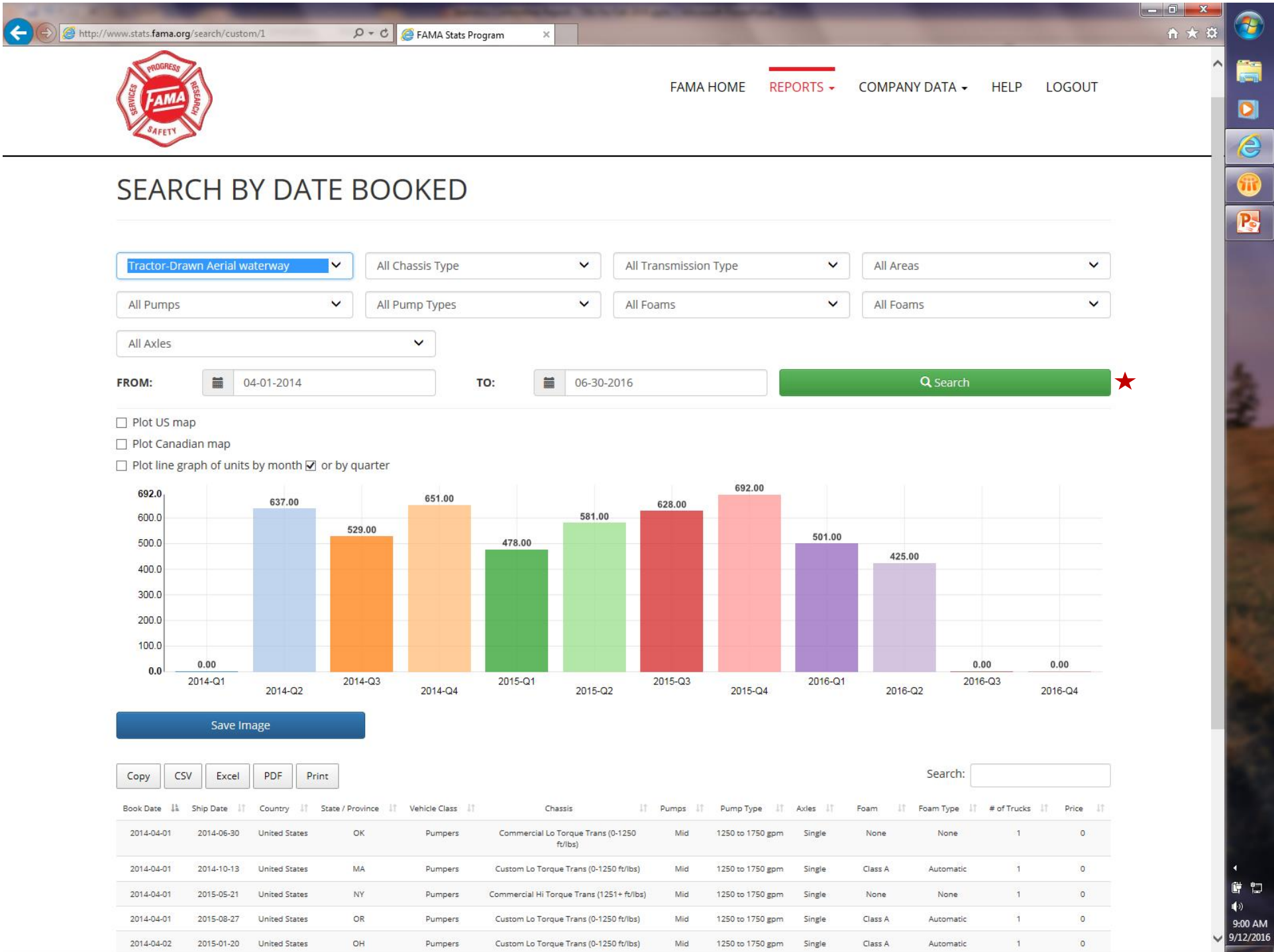
☐ Plot line graph of units by month ☒ or by quarter



Search:

Book Date	Ship Date	Country	State / Province	Vehicle Class	Chassis	Pumps	Pump Type	Axles	Foam	Foam Type	# of Trucks	Price
2014-04-01	2014-06-30	United States	OK	Pumpers	Commercial Lo Torque Trans (0-1250 ft/lbs)	Mid	1250 to 1750 gpm	Single	None	None	1	0
2014-04-01	2014-10-13	United States	MA	Pumpers	Custom Lo Torque Trans (0-1250 ft/lbs)	Mid	1250 to 1750 gpm	Single	Class A	Automatic	1	0
2014-04-01	2015-05-21	United States	NY	Pumpers	Commercial Hi Torque Trans (1251+ ft/lbs)	Mid	1250 to 1750 gpm	Single	None	None	1	0
2014-04-01	2015-08-27	United States	OR	Pumpers	Custom Lo Torque Trans (0-1250 ft/lbs)	Mid	1250 to 1750 gpm	Single	Class A	Automatic	1	0
2014-04-02	2015-01-20	United States	OH	Pumpers	Custom Lo Torque Trans (0-1250 ft/lbs)	Mid	1250 to 1750 gpm	Single	Class A	Automatic	1	0





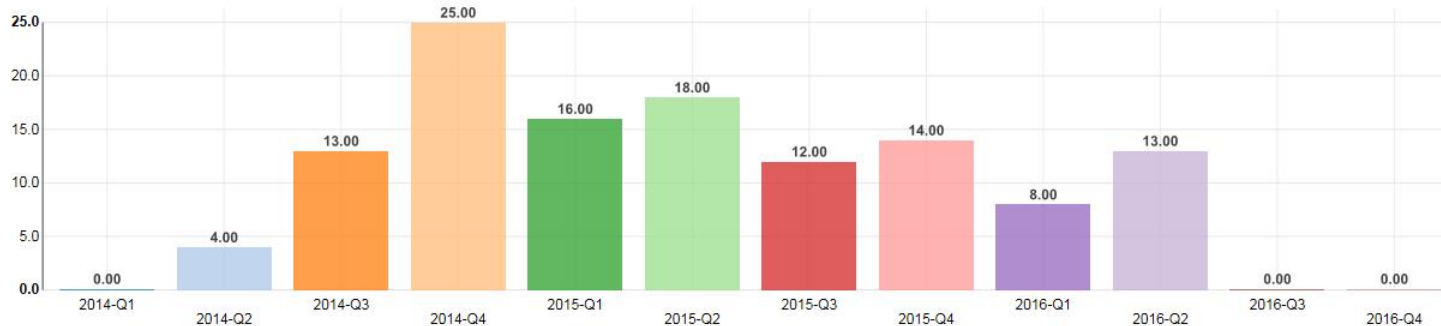


SEARCH BY DATE BOOKED

Tractor-Drawn Aerial waterway ▾ All Chassis Type ▾ All Transmission Type ▾ All Areas ▾
 All Pumps ▾ All Pump Types ▾ All Foams ▾ All Foams ▾
 All Axles ▾

FROM: 04-01-2014 **TO:** 06-30-2016 Q Search

- ☐ Plot US map
☐ Plot Canadian map
☐ Plot line graph of units by month ☒ or by quarter



Save Image

Copy CSV Excel PDF Print

Search:

Book Date	Ship Date	Country	State / Province	Vehicle Class	Chassis	Pumps	Pump Type	Axles	Foam	Foam Type	# of Trucks	Price
2014-05-20	2015-10-29	United States	CA	Tractor-Drawn Aerial waterway	Custom Hi Torque Trans (1251+ ft/lbs)	Mid	Up to 1000 gpm	Single	None	None	2	0
2014-05-30	2015-06-16	United States	MA	Tractor-Drawn Aerial waterway	Custom Hi Torque Trans (1251+ ft/lbs)	None	None	Single	None	None	1	0
2014-06-24	2015-06-13	United States	CA	Tractor-Drawn Aerial waterway	Custom Hi Torque Trans (1251+ ft/lbs)	Mid	1250 to 1750 gpm	Single	Class A	Automatic	1	0
2014-07-01	2015-07-01	United States	CA	Tractor-Drawn Aerial	Custom Hi Torque Trans (1251+ ft/lbs)	None	None	Single	None	None	1	0



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FIRE SERVICE RESOURCES



SAFETY GUIDE



BUYER'S GUIDE

WHO IS FAMA?

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About Fire Apparatus Manufact...



Latest News

[all news](#)

MEMBER NEWS



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2016





2016 - FAMA Fall Meeting

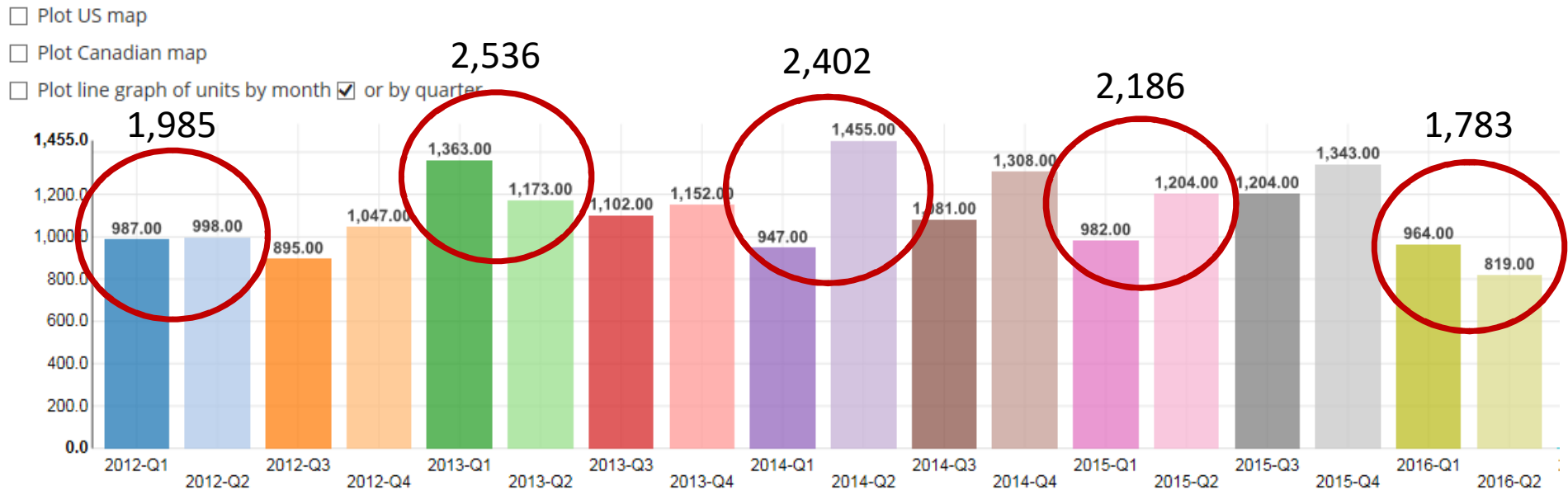
2016 Q1-Q2	Vehicles
Booked	1,783
Shipped	2,596





2016 - FAMA Fall Meeting

Bookings

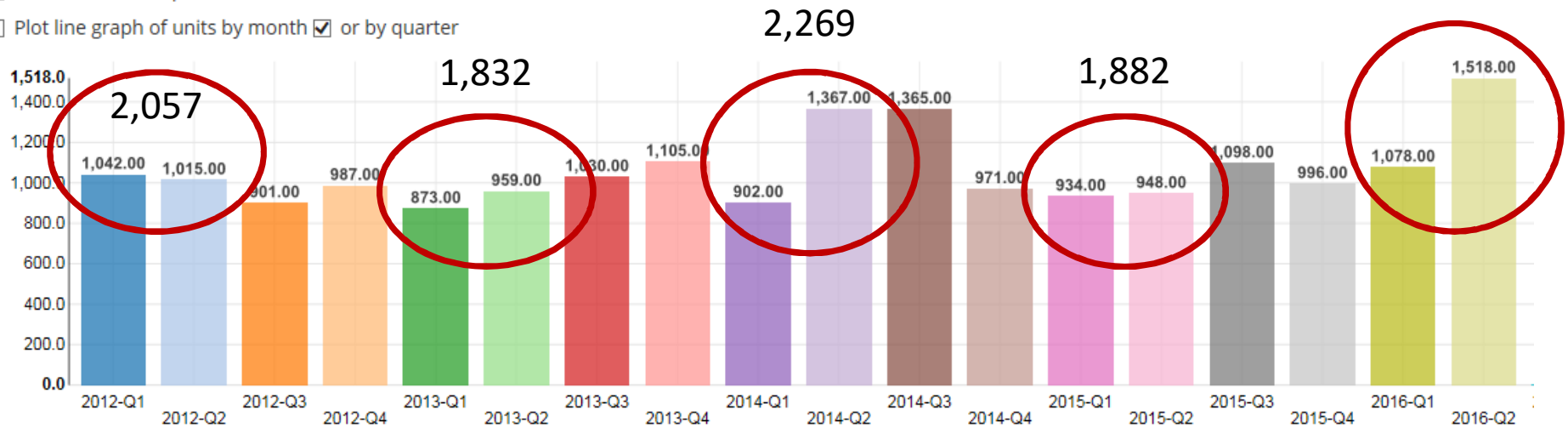




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Shipments

- ☐ Plot US map
- ☐ Plot Canadian map
- ☐ Plot line graph of units by month ☒ or by quarter

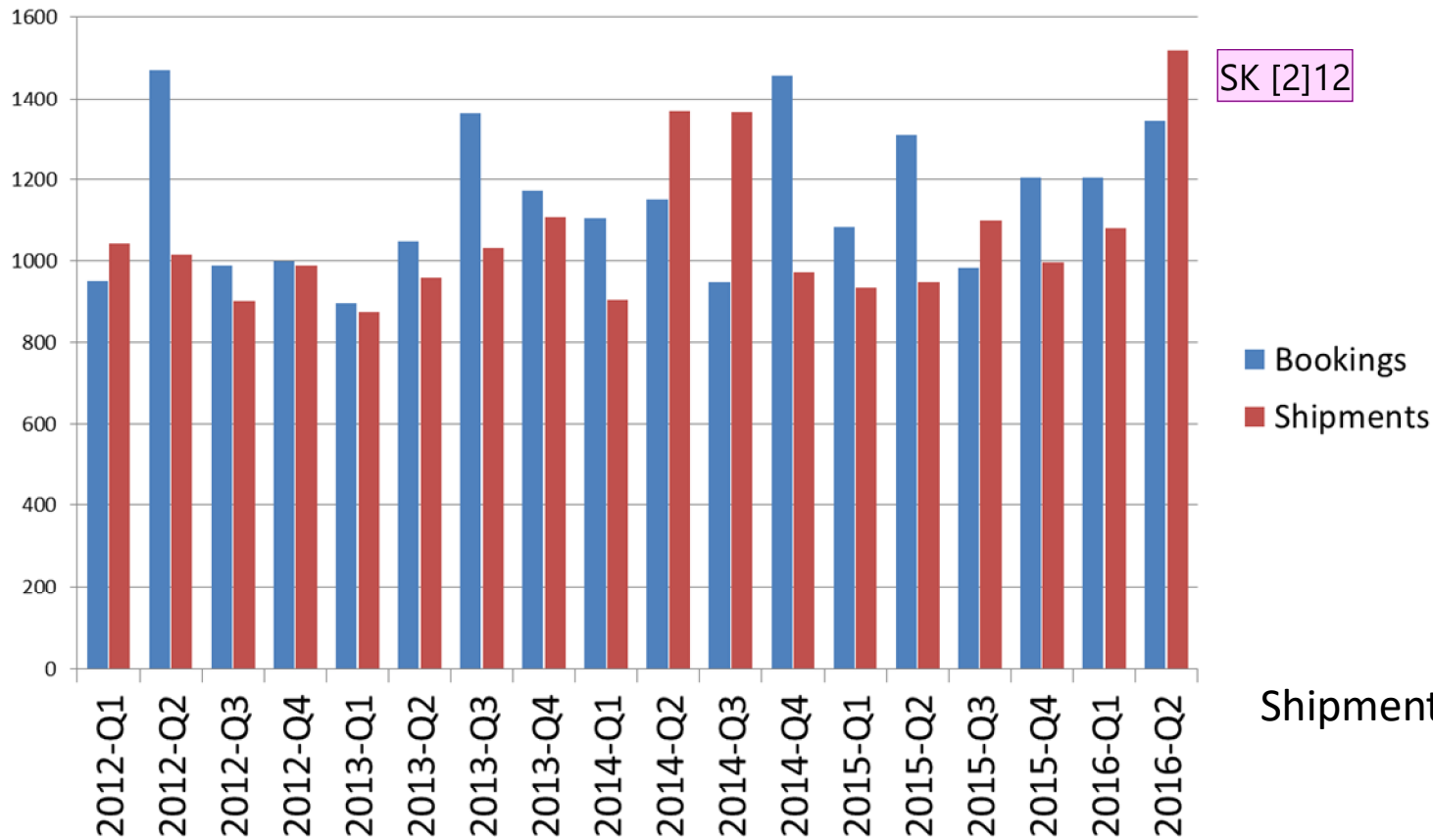




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Backlog Analysis

~3356 Backlog



Shipment Qtr



Slide 43

SK [2]12 Mike:

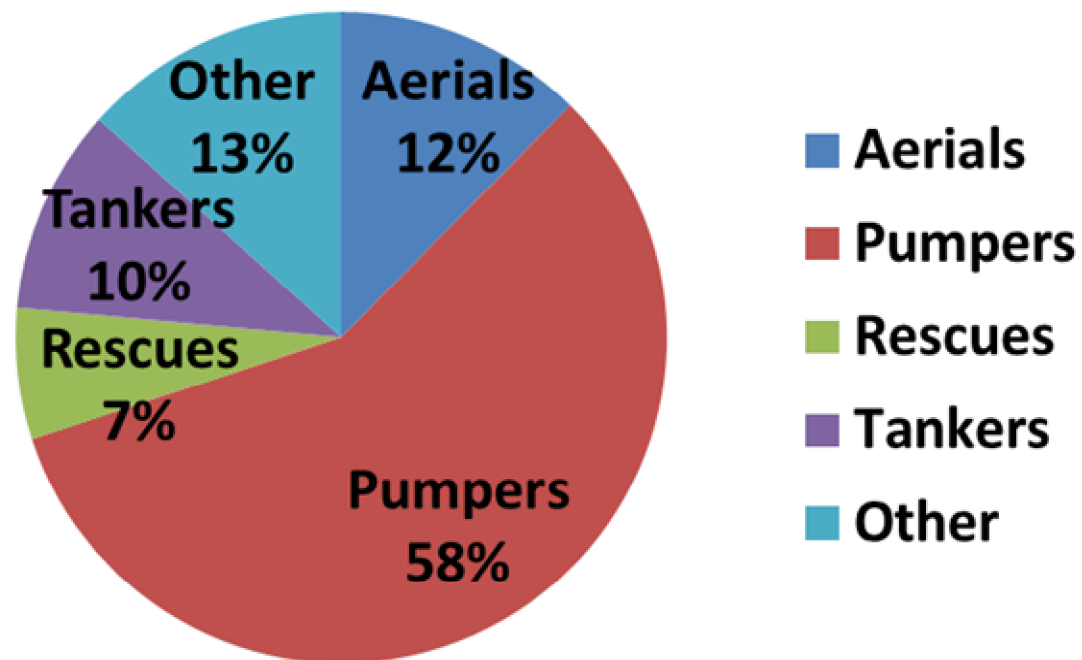
Dave Durstine called to my attention the 2016 Q2 Booking number in this chart is far from accurate based on a reported actual of 819.
Can you revise this slide accordingly and resend it to me to insert into your overall presentation?

Sonya Kelly, 10/3/2016



2016 - FAMA Fall Meeting

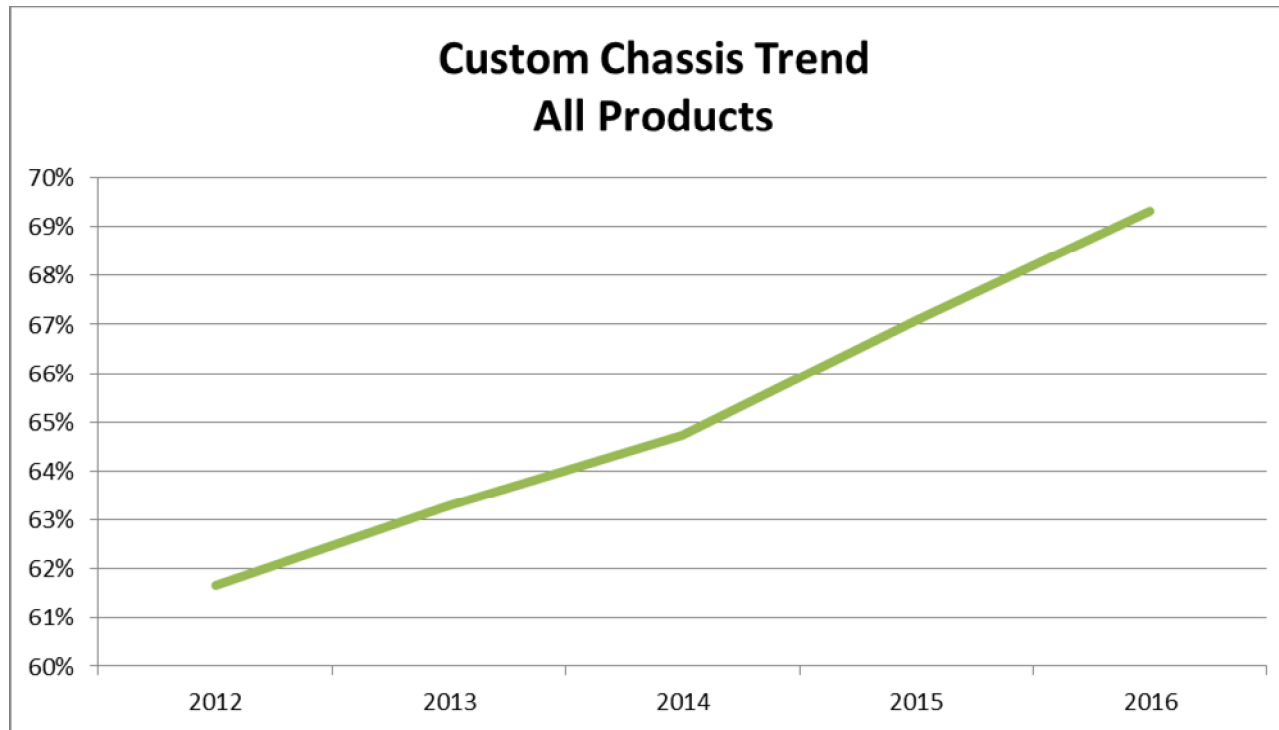
2016 Vehicle Bookings Mix





2016 - FAMA Fall Meeting

2012-2016 Custom Chassis Trend





2016 - FAMA Fall Meeting

**Please Submit Your Quarterly Reports
In a Timely Manner**

**Goal:
Post Within 30 Days of Closing Qtr.**





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TECHNICAL COMMITTEE

Roger Lackore &
Wes Chestnut





2016 - FAMA Fall Meeting

FDSOA Support



- ” 2017 Symposium Location . FLORIDA
- ” 2017 Speaker Schedule is Set
- ” 2018 Speaker Schedule in process

**Encourage your
Customers to
Attend!!**





2016 - FAMA Fall Meeting

FAMA Forum Schedule 2017

Jan		New Apparatus Advantages
Feb	Sam Massa	Effects of Load on Generators
Mar		Camera System Technology
Apr	Wes Chestnut	Fire Truck of the Future
May		Safety Signs – Why Should I Care
Jun	David Brass	Winch Cables, Wire vs Rope
Jul		Axle Weight vs GAWR – Using the FAMA Calculator
Aug	Bob Albano	Suspension Specification
Sep	Steve Ward	Layman's guide to Seat Belt Function and Maintenance
Oct		
Nov	Roger Lackore	FDSOA Promotion
Dec		





2016 - FAMA Fall Meeting

Hose Bed Capacity Calculator

" Hose Bed Sizing

- " Given the hose size, type, brand, length . calculate volume

" Hose Bed Capacity

- " Given width, depth, height and hose . calculate hose capacity in length

" Interactive Calculator or Tables?

" Average values, or hose brand and material specific?

" What level of testing?

" Weight included?

Hoseload Calculator					
SO#	Customer:				
	Height	Width	Depth		
Hosebed Dimensions (Overall Dimensions)	24	40	30	TOTAL WIDTH OF HOSEBED NEEDED	73.75
Hosebed Capacity (Cubic Feet)	16.7			Number of Divides Needed	1
Hose Load	Total Feet	Number of Lays	Total Capacity	Individual Hosebed Width	Height of Hose in Hosebed
1-1/2"					
1-1/2"					
1-3/4"					
1-3/4"					
2-1/2"					
2-1/2"					
3"	500	7	510	36.75	23.51
3"	500	7	510	36.75	23.51
3-1/2"					
3-1/2"					
4"					
4"					
5"					
5"					





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On-Board Pump & Roll

- “ NFPA 1906

- “ Published roll cage design

- “ NFPA 1500

- “ Revision to prohibit use of 1906 design

- “ **FAMA stance is to abstain**





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NHTSA Compliance



Wed April 19, 2017

Morning:

Chassis Session

Afternoon:

Body & Equipment Session

In-dept classroom style training on NHTSA Recalls
and Early Warning Reporting (EWR) Compliance





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EPA Compliance



Training at FDIC, 2018

- ” Tires
- ” Air Conditioning
- ” Labeling





2016 - FAMA Fall Meeting

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





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Apparatus Buyer's Guide

Aerial	Aerial Options
Ambulance	Ambulance Standards
ARFF	
Body	Body Selection Guide
Chassis	Auxiliary Brakes . Chris Crowell Seating . Bev Lowery Winches . David Brass Powertrain - Sutphen
Electrical	
Foam	
Pump & Plumbing	Deck Guns & Monitors





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EDUCATION COMMITTEE SCHOLARSHIP Lou Milanovich





2016 - FAMA Fall Meeting

2016 Phillip L. Turner Scholarship



Thank you to Akron Brass for their continued sponsorship!





2016 - FAMA Fall Meeting

GAC COMMITTEE

Lee Morris &
Joe Mirabile





2016 - FAMA Fall Meeting

GAC Members

- | | |
|--------------------------|---------------------------------|
| " Lee Morris, Co. Chair | " John W. McNulty, III |
| " Joe Mirabile, Co-Chair | " Cindy Morgan |
| " John Granby, Co. Chair | " Mike Natchipolsky |
| " Corey Carlson | " Craig Sharman |
| " Ken Creese | " David Russell |
| " Tim Dean | " Steve Stein |
| " Becky Mason-Jackson | " Rod Carringer (FEMSA Liaison) |
| " Stewart McMillian | " Steve Toren (FAMA Liaison) |

GAC Support

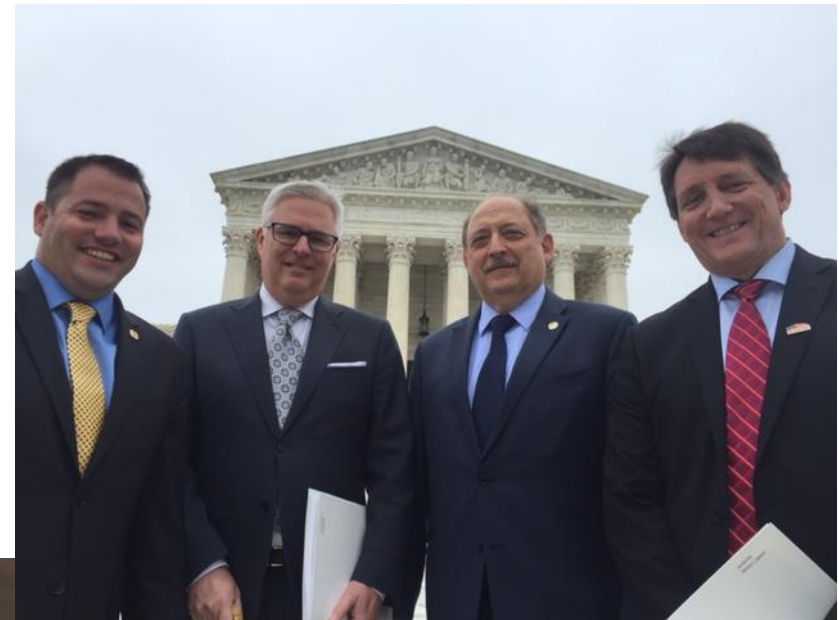
Dave Gatton . Washington Consultant
Richard Boyes - CGC Liaison





2016 - FAMA Fall Meeting

2016 Hill Day





2016 - FAMA Fall Meeting

2016 Activity

- " Hill Day . Over 90 meetings, 45 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





2016 - FAMA Fall Meeting

2016 Activity

- “ FY16 actually achieved an increase of \$10 million over 2015 funding for both AFG and SAFER grant programs (\$345 million each vs. \$340).
- “ GAC Website revamped and launched
- “ Home Days .
 - “ Wisconsin in July (Pierce hosted Congressman David Jolly at our facility in Florida)
 - “ Illinois in June (W.S. Darley & Co.)





2016 - FAMA Fall Meeting

2017 Goals & Activity

SK [2]8

- “ 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). The House has reported their DHS Appropriations bill with \$345 million for AFG (level funding from last year).
- “ CFSI stakeholders have again requested \$810 million for AFG/SAFER (\$405 each).
- “ Greater membership participation for Hill Day/CFSI Week & Home Days.



Slide 64

SK [2]8 Lee - Comment 1 of 1

Dave Durstine asked if you could include what does the membership need to do between now and the April Hill Day to help with the Reauthorization?

Sonya Kelly, 10/2/2016



2016 - FAMA Fall Meeting

2017 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).
- “ 2017 Hill Day will be April 5-6 in conjunction with the CFSI Dinner.





2016 - FAMA Fall Meeting

2016 Activities for the Members

- “ It's a Relationship Business!!
- “ Call your Congressional Offices and promote AFG Reauthorization, SAFER, USFA and USAR funding initiatives.
- “ Invite your congressional office to visit your facility (Home Days).
- “ Report your activity back to the GAC.





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NOMINATING COMMITTEE

Bruce Whitehouse





2016 - FAMA Fall Meeting

Nominating Process

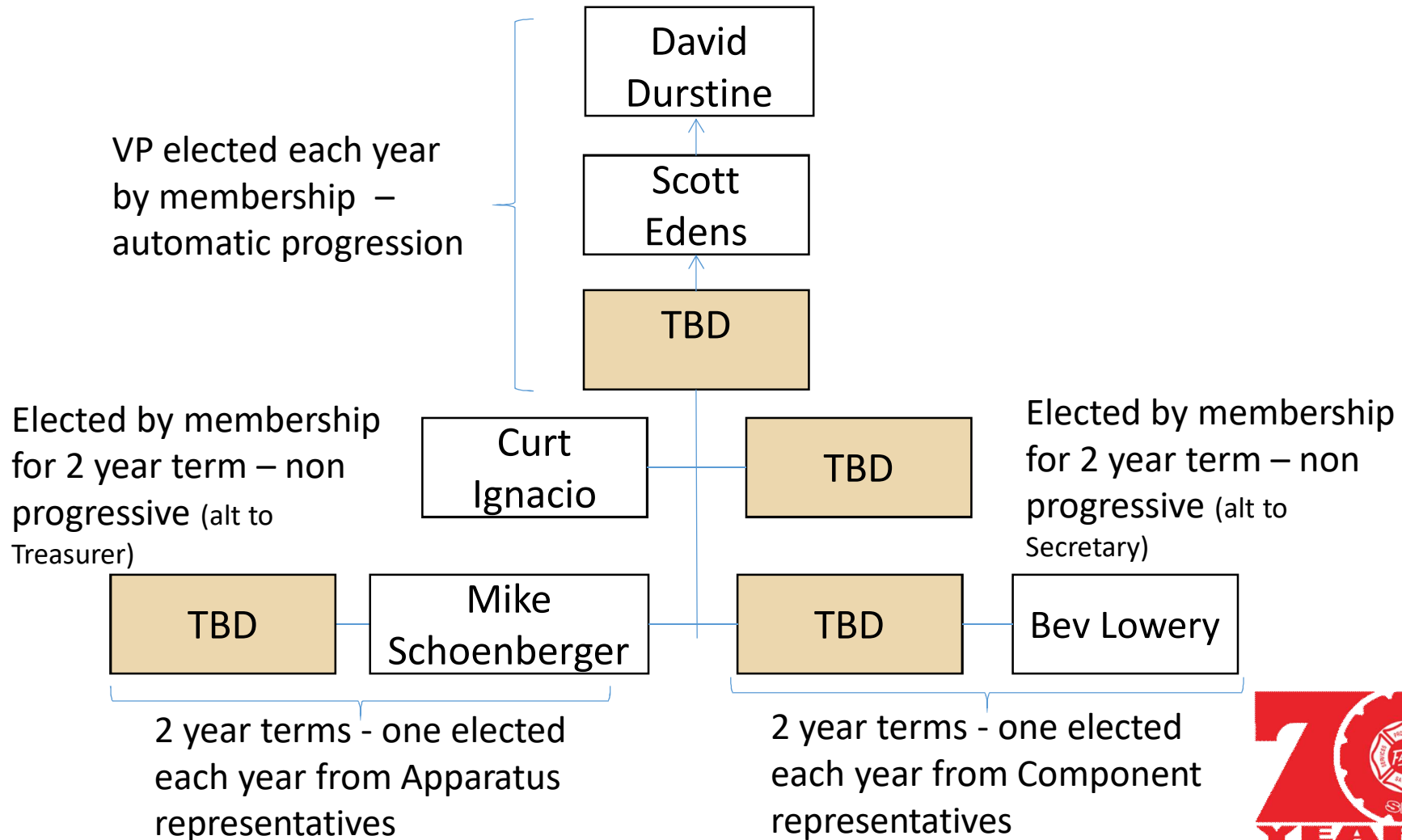
Publish Nomination Call	April 30/16
Identify and contact candidates for 2017 board positions	May 15/16
Prepare template for Slate of Nominees	June 30/16
Finalize slate of 2017 candidates	July 15/16
Publish slate of 2017 candidates	Aug 22/16
Presentation of Process and Slate	
Call for Nominations from the Floor	Fall Meeting
Election of 2017 Officers	





2016 - FAMA Fall Meeting

2017 Board Positions





2016 - FAMA Fall Meeting

2017 – Open Board Positions

- " Vice President **
- " 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





2016 - FAMA Fall Meeting

Candidate Qualifications

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





2016 - FAMA Fall Meeting

Nominations from the Floor

- “ Open to any and all member representatives who meet the qualifications





2016 - FAMA Fall Meeting

Election of 2017 Officers





2016 - FAMA Fall Meeting

BYLAWS COMMITTEE REPORT

Jerry Halpin
and
Drew Sutphen





2016 - FAMA Fall Meeting

THREE PROPOSED BY-LAW REVISIONS

Section 3: Membership

Section 3:2

Section 6: Board of Directors

Section 6.1

Section 6.1.1

Section 7: Committees

Section 7.1





2016 - FAMA Fall Meeting

Current: Section 3.2 Qualifications

3.2 Qualifications. Membership in FAMA shall be open to any business entity that, during the preceding 12 month period, using its own employees at its own facilities located in the United States or Canada, has manufactured for commercial resale any of the following products: (A) firefighting or fire protection apparatus, including rescue vehicles and command vehicles intended for use in emergency service (collectively called %fire apparatus+herein); (B) components or products which are later incorporated by the fire apparatus manufacturer as a permanent part of the completed fire apparatus; or (C) products specifically designed for fire service applications that are affixed to, or carried upon, the fire apparatus for use in conjunction with the fire apparatus in performing its firefighting, rescue or command function. Examples of such products would include, without limitation, chassis, fire pumps, fire hoses, hose reels, ladders, aerial devices, apparatus valves and other water control appliances. For purposes of this section, the term %manufacture+means the construction or fabrication of a qualifying product from raw materials, or the assembly of a qualifying product using parts, components or sub-assemblies that are supplied by others.





2016 - FAMA Fall Meeting

Board Recommended Amendment: (1. Ambulance and Associated Equipment)

3.2 Qualifications. Membership in FAMA shall be open to any business entity that, during the preceding 12 month period, using its own employees at its own facilities located in the United States or Canada, has manufactured for commercial resale any of the following products: (A) firefighting or fire protection apparatus, including rescue vehicles and command vehicles intended for use in emergency service (collectively called %fire apparatus+herein); (B) ground ambulances intended for use in emergency service (collectively called %ambulances+herein); (C) components or products which are later incorporated by the fire apparatus or ambulance manufacturer as a permanent part of the completed fire apparatus or ambulance; or (D) products specifically designed for fire service or EMS applications that are affixed to, or carried upon, the fire apparatus or ambulance for use in conjunction with the fire apparatus or ambulance in performing its firefighting, rescue, EMS or command function. Examples of such products would include, without limitation, chassis, fire pumps, fire hoses, hose reels, ladders, aerial devices, apparatus valves and other water control appliances, cot and equipment mounts, cabinetry, seating, etc. For purposes of this section, the term %manufacture+means the construction or fabrication of a qualifying product from raw materials, or the assembly of a qualifying product using parts, components or sub-assemblies that are supplied by others.





2016 - FAMA Fall Meeting

At this point, please any further questions?

Following the questions (if any):

The Bylaws Committee respectfully asks that
A motion be made, from the floor, to the President to call for a
vote to approve the Board recommended amendment to

Section 3.2





2016 - FAMA Fall Meeting

Alternative Recommended Amendment: **(2. Ambulances Only)**

3.2 Qualifications. Membership in FAMA shall be open to any business entity that, during the preceding 12 month period, using its own employees at its own facilities located in the United States or Canada, has manufactured for commercial resale any of the following products: (A) firefighting or fire protection apparatus, including rescue vehicles and command vehicles intended for use in emergency service (collectively called %fire apparatus+herein); (B) ground ambulances intended for use in emergency service (collectively called %ambulances+herein); (C) components or products which are later incorporated by the fire apparatus manufacturer as a permanent part of the completed fire apparatus; or (D) products specifically designed for fire service applications that are affixed to, or carried upon, the fire apparatus for use in conjunction with the fire apparatus in performing its firefighting, rescue or command function. Examples of such products would include, without limitation, chassis, fire pumps, fire hoses, hose reels, ladders, aerial devices, apparatus valves and other water control appliances. For purposes of this section, the term %manufacture+means the construction or fabrication of a qualifying product from raw materials, or the assembly of a qualifying product using parts, components or sub-assemblies that are supplied by others.





2016 - FAMA Fall Meeting

At this point, please any further questions?

Following the questions (if any):

The Bylaws Committee respectfully asks that
A motion be made, from the floor, to the President to call for a
vote to approve the alternative amendment to

Section 3.2





2016 - FAMA Fall Meeting

Current: Section 6. Board of Directors and Officers

6.1 Composition and Terms of Office. The authority to direct the property, affairs, activities and concerns of FAMA shall be vested in a Board of Directors which shall consist of a President, Vice-President, Secretary, Treasurer, the most recent Past President, and four (4) Directors-at-Large. At any time, not more than one individual may serve on the Board from any single member company, or from any grouping of companies that are related or affiliated with one another through any common management or ownership. All members of the Board shall commence their term of office on the first day of January in the year following election, and shall continue in office thereafter until their term of office expires, or their office is otherwise vacated. Except for a Past President appointed under section 6.8 of these Bylaws to fill the remaining unexpired term of a vacant office, no person shall be eligible to serve on the Board of Directors in any capacity for more than seven (7) consecutive years.





2016 - FAMA Fall Meeting

Recommended Amendments to: Section 6. Board of Directors and Officers

6.1 Composition and Terms of Office. The authority to direct the property, affairs, activities and concerns of FAMA shall be vested in a Board of Directors which shall consist of a President, Vice-President, Secretary, Treasurer, **a Past-President**, and four (4) Directors-at-Large. At any time, not more than one individual may serve on the Board from any single member company, or from any grouping of companies that are related or affiliated with one another through any common management or ownership. All members of the Board shall commence their term of office on the first day of January in the year following election, and shall continue in office thereafter until their term of office expires, or their office is otherwise vacated. Except for a **Past-President** appointed under section **6.7** of these Bylaws to fill the remaining unexpired term of a vacant office, no person shall be eligible to serve on the Board of Directors in any capacity for more than seven (7) consecutive years.





2016 - FAMA Fall Meeting

At this point, please any further questions?

Following the questions (if any):

The Bylaws Committee respectfully asks that
A motion be made, from the floor, to the President to call for a
vote to approve the amendment to

Section 6: 6.1





2016 - FAMA Fall Meeting

Current: Section 6. Board of Directors and Officers

6.1.1 Executive Committee. The Executive Committee of the Board shall consist of the President, Vice-President, and the most recent Past President, each such executive office having a one-year term. The office of Vice-President shall be filled by annual election as provided in section 6.2 of these Bylaws, however to be eligible for election as Vice-President, a candidate must have previously served on the Board of Directors for no less than two years in any capacity. Thereafter, the Vice-President shall automatically progress to become President, and the President shall automatically progress to become Past President, as the respective one-year term of each such executive officeholder expires, or as executive office vacancies may otherwise occur. It shall be the intent and custom of FAMA to elect a representative of a truck manufacturer as Vice-President in alternate years.





2016 - FAMA Fall Meeting

Recommended Amendments to: Section 6. Board of Directors and Officers

6.1.1 Executive Committee. The Executive Committee of the Board shall consist of the President, Vice-President, and the Past-President, each such executive office having a one-year term. The office of Vice-President shall be filled by annual election as provided in section 6.2 of these Bylaws, however to be eligible for election as Vice-President, a candidate must have previously served on the Board of Directors for no less than two years in any capacity. Thereafter, **unless the Board determines by majority vote that automatic succession of officers would not be in the best interest of FAMA**, the Vice-President shall automatically progress to become President, and the President shall automatically progress to become **Past-President**, as the respective one-year term of each such executive officeholder expires, or as executive office vacancies may otherwise occur. It shall be the intent and custom of FAMA to elect a representative of a truck manufacturer as Vice-President in alternate years.





2016 - FAMA Fall Meeting

At this point, please any further questions?

Following the questions (if any):

The Bylaws Committee respectfully asks that
A motion be made, from the floor, to the President to call for a
vote to approve the amendment to

Section 6: 6.1.1





2016 - FAMA Fall Meeting

Current: Section 7. Committees

7.1 Nominating Committee. The President shall appoint a Nominating Committee consisting of three members in good standing, whose duty it shall be to nominate candidates for officers and directors to be elected at the fall General Membership meeting. The Nominating Committee shall nominate the Secretary to become Treasurer, the Treasurer to become Vice President, and the Vice President to become President, and the President to become the Past President member of the Board. If it should be determined by a majority vote of the Nominating Committee that any such automatic succession nomination would not be in the best interests of FAMA, such shall be communicated to the Board. The Board will determine whether or not it will endorse the Nominating Committee's recommendation by a majority vote. Regardless of the Board's decision, the general membership will be advised of the Nominating Committee's recommendation and the Board's position at the time of the notification of the candidates nominated for election. In addition, the Committee will nominate one or more member(s) in good standing to become one of the two Directors who are members-at-large and one or more member(s) in good standing to become the Secretary. The Nominating Committee shall notify the Board of Directors of the proposed candidates for nomination at least ninety (90) days before the date of the Fall General Membership Meeting. The Board of Directors will review and consider the proposed candidates for nomination and advise the Nominating Committee Chairperson of their considerations within thirty (30) days. After reviewing the Board of Directors considerations, the Nominating Committee shall notify the Secretary in writing, at least forty-five (45) days before the date of the Fall General Membership meeting of the names of its proposed slate of nominees. The Secretary shall cause a copy of the proposed slate of nominees to be mailed, emailed or faxed to the last recorded mail or email address or fax number, of each member at least thirty (30) days prior to the fall General Membership meeting.





2016 - FAMA Fall Meeting

Recommended Amendments to: Section 7. Committees

7.1 Nominating Committee. The President shall appoint a Nominating Committee consisting of no fewer than three representatives of member companies in good standing. The Nominating Committee shall be responsible for making initial recommendations to the Board of Directors of candidates eligible for election to fill any vacant officer and director positions. Unless the Board determines by majority vote that an automatic succession recommendation would not be in the best interest of FAMA, the Nominating Committee shall routinely nominate the Vice-President to become President, and the President to become Past-President, per bylaw 6.1.1. A slate of nominees for vacant officer and director positions shall be issued by the Board after consideration of the Nominating Committee's recommendations. The Secretary shall publish a copy of the Board's slate of nominees to the membership not less than 30 days prior to the election.





2016 - FAMA Fall Meeting

At this point, please any further questions?

Following the questions (if any):

The Bylaws Committee respectfully asks that
A motion be made, from the floor, to the President to call for a
vote to approve the amendment to

Section7: 7.1





2016 - FAMA Fall Meeting

THANK YOU





2016 - FAMA Fall Meeting

MEMBERSHIP COMMITTEE

Tim Van Fleet &
Mike Bowman





2016 - FAMA Fall Meeting

Committee Members

- " **Tim VanFleet / Co-Chair** . Akron Brass Company
- " **Mike Bowman/ Co-Chair** . Smeal Fire Apparatus
- " Gregg Geske . Waterous Company
- " Jerry Merges . Vision Mark Nameplate Co.
- " Rick Suche . Fort Garry Fire Trucks
- " Oran McNabb . AMDOR
- " **Board Liaison – Bev Lowery** . H.O. Bostrom Co.





2016 - FAMA Fall Meeting

Committee Annual Objectives

- ” Grow Membership 5%
- ” Develop Membership Retention Plan
- ” Engage Membership Company Participation





2016 - FAMA Fall Meeting

Targeted New Member Companies

- “ CSI Emergency Apparatus
- “ Extend-O-Bed
- “ *Innovative Controls
- “ M. Tech - Wade Meith
- “ Ward Diesel - new
- “ Odyssey Specialty Vehicles
- “ *Precision Fire Apparatus
- “ Safety Vision, LLC
- “ Volvo Truck
- “ Warner Truck Bodies and Accessories

* Been Contacted by Chair ... Need help with others





2016 - FAMA Fall Meeting

New Member Companies

- “ Demers Ambulances . April 2016
- “ Eaton Vehicle Group . Molly Doyle
(ATTENDING FALL)





2016 - FAMA Fall Meeting

MARKETING COMMITTEE

Andrew Lingel





2016 - FAMA Fall Meeting

Marketing Members

- " Andrew Lingel - Chair
- " Deanna McGough
- " Karen Pramas
- " John Slawson
- " Bruce Whitehouse - Board Liaison





2016 - FAMA Fall Meeting

Marketing Activities

- " New members
- " Request for FAMA marketing work
- " New Logo submittals
- " New images for website
- " Website Analytics





2016 - FAMA Fall Meeting

New Committee Member

Thank you, John Slawson for joining our Committee!

We are still looking for some new members to help.





2016 - FAMA Fall Meeting

Request for Marketing Work

- “ Request form finished
- “ Sent out to all Committee chairs on 6/10/16



2016 Marketing Committee Project Assignment

1. Indicate the topic of the marketing project.
2. Indicate what the marketing project is for and where it will be used.
3. Identify the specific ideas/details or pictures to be covered/explained in the project.
4. Indicate what the audience needs in terms of knowledge and background to understand.
5. Indicate the size of the artwork needed.
6. Indicate the quality of the artwork needed.
7. Indicate specific colors/theme of event if applicable.
8. Give a general idea/example of the what is to be accomplished.
9. Give an overview of what you would like the final project to look like.
10. Set a deadline

THREE PROOF SYSTEM	
DATE	TASK
	Marketing team presents first proof of project
	Board has the opportunity to review first proof and request changes
	Marketing team will make requested changes
	Marketing team will present second proof
	Board has the opportunity to review second proof and request changes
	Marketing team will make requested changes
	Marketing team will present third and final proof
	Board has the opportunity to review third proof and request changes
	Marketing team will make requested changes and present final project to board for submission





2016 - FAMA Fall Meeting

Logo Concepts

- " 70th Anniversary Logo
- " New FAMA Logo concepts to be presented





2016 - FAMA Fall Meeting

New Images for Website

- “ Need to review submitted photos
- “ Assign photos to most appropriate pages
- “ Example - side crash test photos be placed on Mission page to support the role FAMA plays in safety and innovation.
- “ Target to have website updated in October



[HOME](#) [ABOUT FAMA](#) [MEMBERSHIP](#) [FIRE](#)

MISSION

The Fire Apparatus Manufacturers' Association is a non-profit trade association. 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.

The overall goal of FAMA is to advance and protect the interests of the fire and emergency services community through the use of our member companies' resources. To accomplish this, FAMA members work closely with national and international organizations within the fire services and fire industry. Members assist in the development of safety and performance standards, programs and objectives for improving fire apparatus and equipment. FAMA also provides the fire and emergency services community with the essential tools and information to help promote the need for newer and safer apparatus.





2016 - FAMA Fall Meeting

Safety Guide Revisions

- ” Currently working on the latest revision.
- ” Revision includes rebuilding links to place graphics and artwork in the appropriate locations.

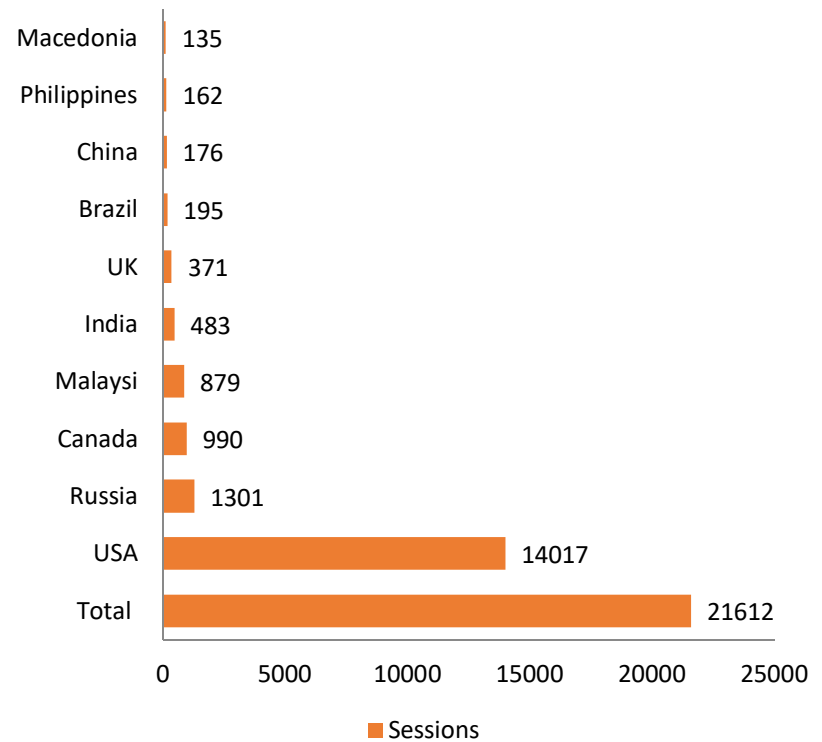
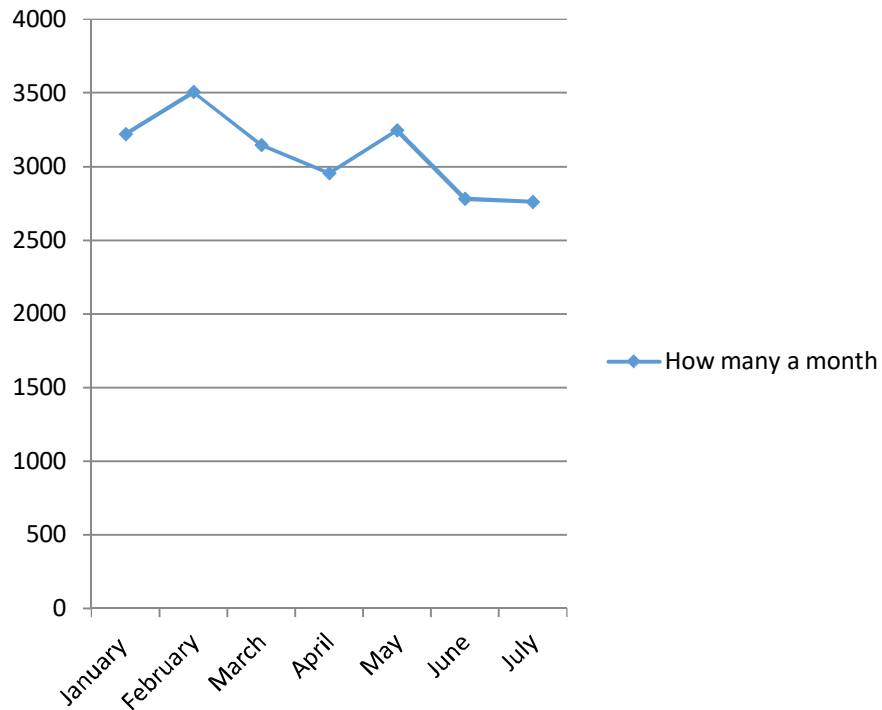




2016 - FAMA Fall Meeting

Website Analytics

How Many Visitors a Month



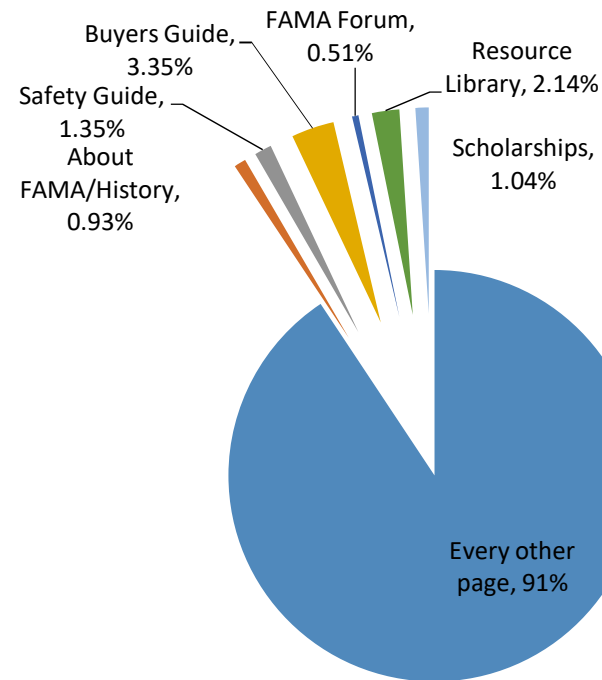


2016 - FAMA Fall Meeting

Website Analytics

	Top 3 pages	pageviews	how long they stay	
1	Home page	16571	1.18	
2	members/list	3677	1.18	
3	members/area	2225	1.36	

	Top 3 exit pages	Exits	Views	avg for view
1	home page	8010	16571	48.34 %
2	Industry-survey	1474	1697	86.86 %
3	Mamber/list	936	3677	25.46 %





2016 - FAMA Fall Meeting

Website Analytics

Important for Member/potential members				
	Page views	%	avg time on pages	
Every other page	55753	95%	1.2	
Why Join	403	0.72%	1.26	
how to Join	146	0.26%	1.17	
Apply now	238	0.43%	2.2	
Member area	2225	3.99%	1.36	
Fama Member buyers guide	34	0.06%	4.16	
FAMA/FEMSA Annual Surveys	0	0.00%	0	
trade show report card	0	0.00%	0	
Spring meeting click	14	0.03%	1.37	
Statistic page	?	#VALUE!	?	





2016 - FAMA Fall Meeting

FAMA LOGO PROJECT

Bruce Whitehouse





2016 - FAMA Fall Meeting

A



FAMA





2016 - FAMA Fall Meeting

B





2016 - FAMA Fall Meeting

C



Fire
Apparatus
Manufacturers'
Association





2016 - FAMA Fall Meeting

D



**FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION**





2016 - FAMA Fall Meeting

E

FAMA
FIRE APPARATUS MANUFACTURERS' ASSOCIATION





2016 - FAMA Fall Meeting

A



B



C



D



E



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2016 - FAMA Fall Meeting

MEETING PLANNING COMMITTEE Grady North & Jeff Resch





2016 - FAMA Fall Meeting

Meeting Planning Committee

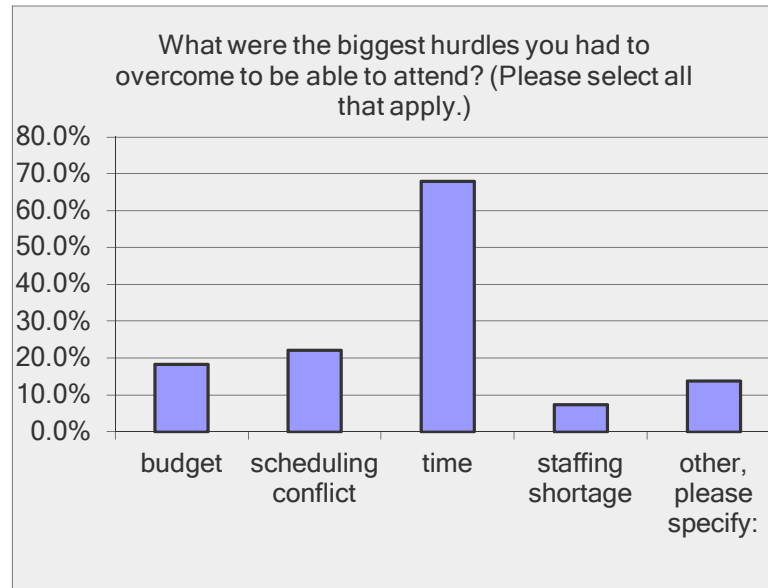
- " Grady North . Chairman
- " Jeff Resch . Co-Chair, Speaker Coordinator
- " Matt Pitzer . Marketing and Promotions
- " Chick Granito . Corporate Sponsorships
- " Tim Dean . Banquet Awards and Entertainment
- " Pat Cahill . Group Activities
- " Mark Albright . On Site Coordinator
- " Bill Doebler . Host Hotel and Sponsors
- " Matt McLeish . Surveys
- " Ron Truhler . Budget
- " Scott Edens . FAMA Board Liaison



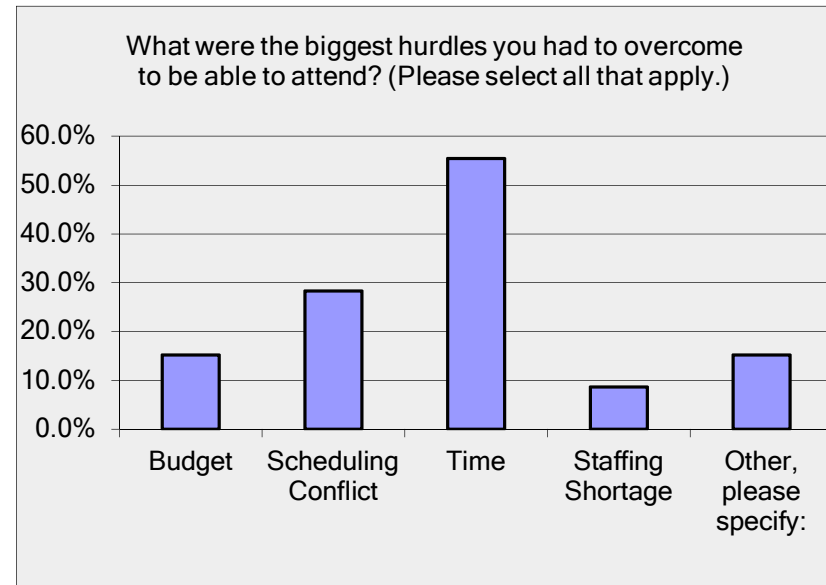


2016 - FAMA Fall Meeting

Surveys



2014



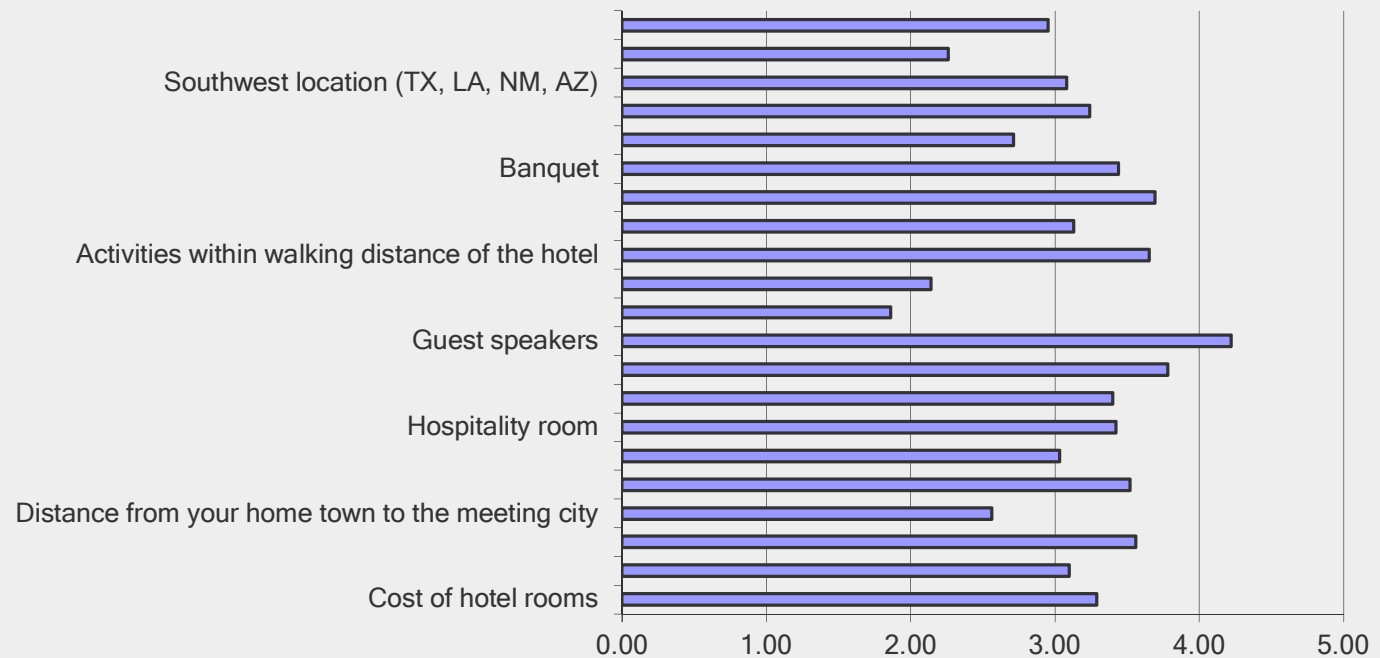
2015





2016 - FAMA Fall Meeting

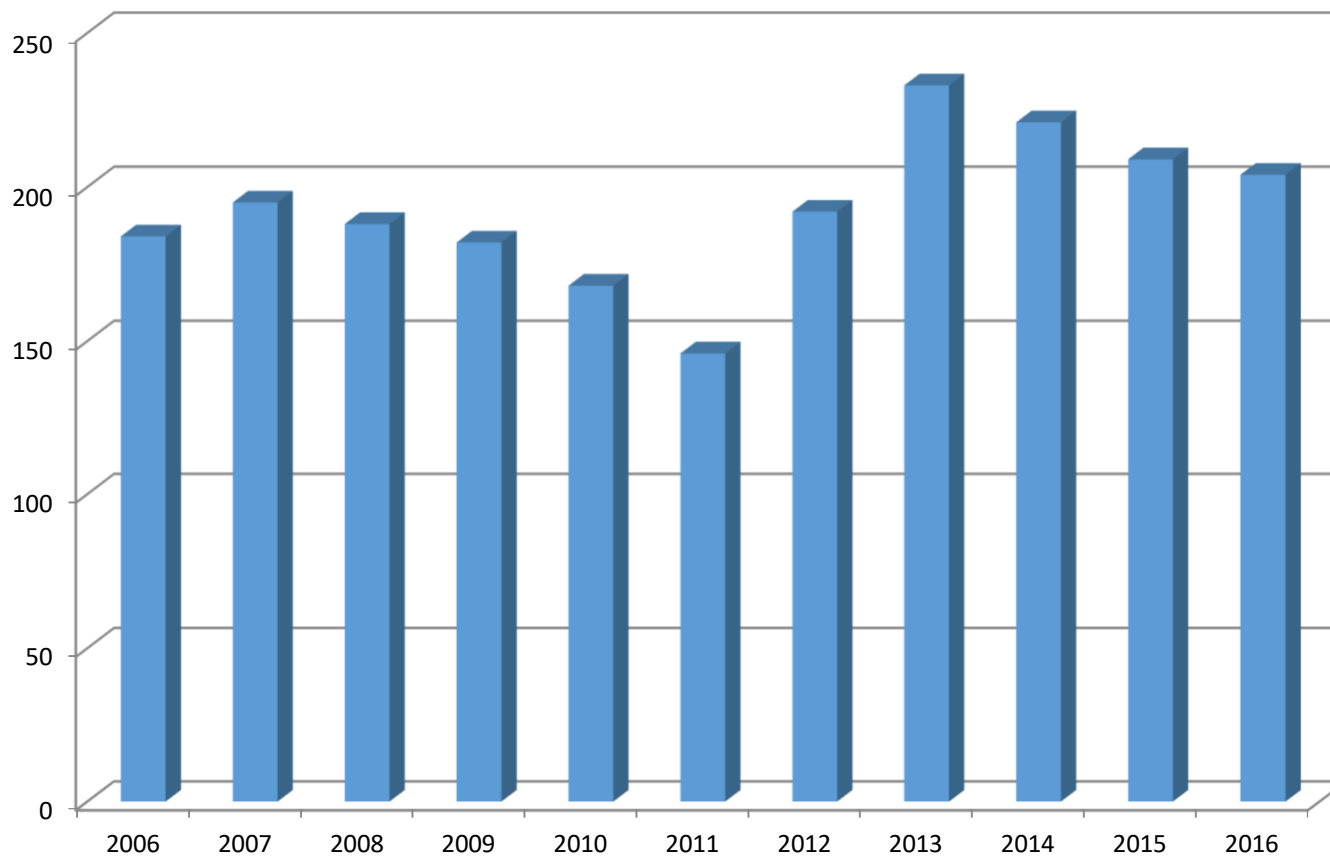
Please indicate which items are most important or least important relating to your attendance at the Annual Fall Meeting.





2016 - FAMA Fall Meeting

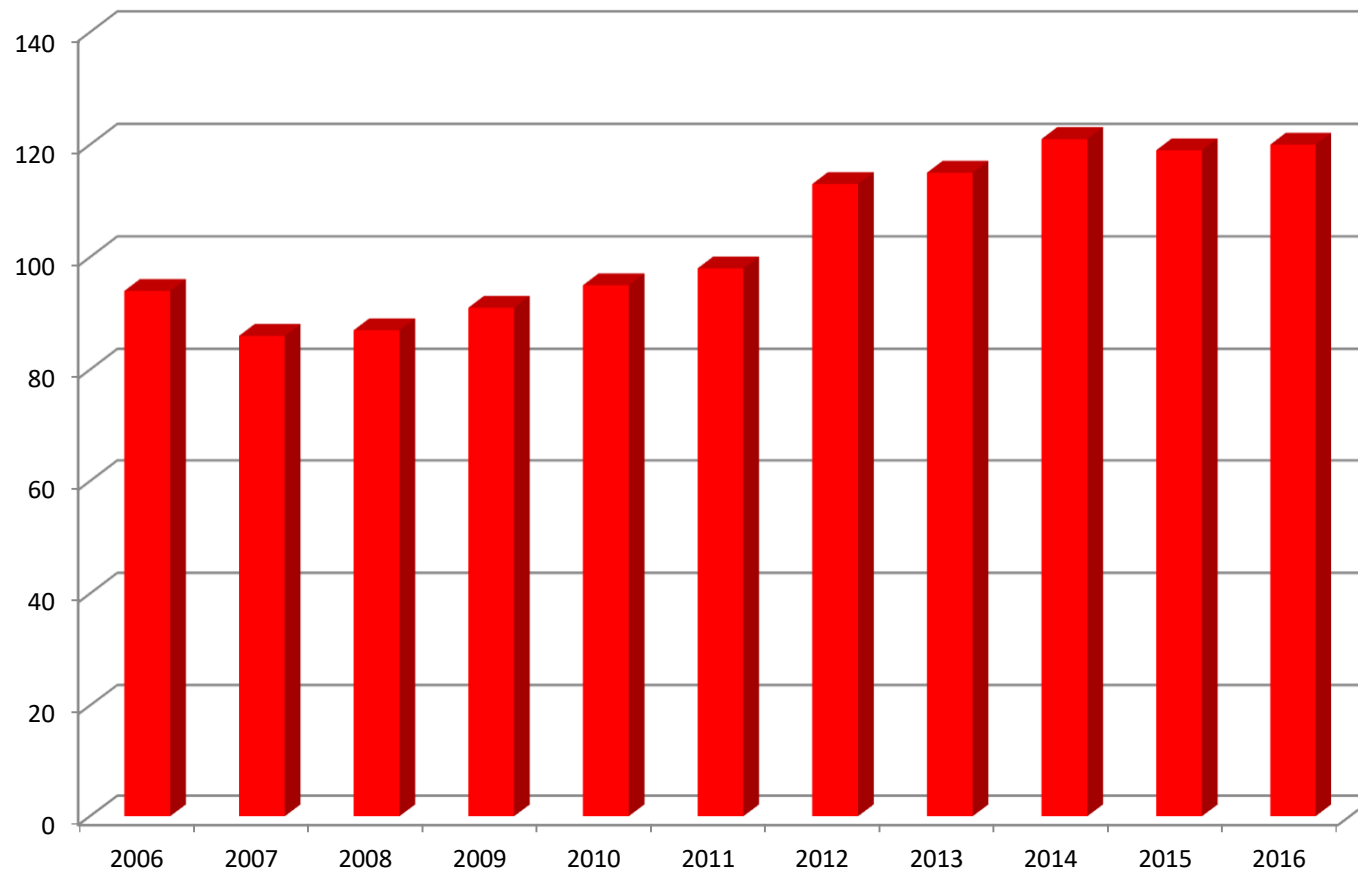
TOTAL FALL CONFERENCE ATTENDEES





2016 - FAMA Fall Meeting

FAMA AND FEMSA MEMBER COMPANIES





2016 - FAMA Fall Meeting

Spring Meeting 2017

***Loews Don CeSar Hotel
St. Pete Beach, FL***

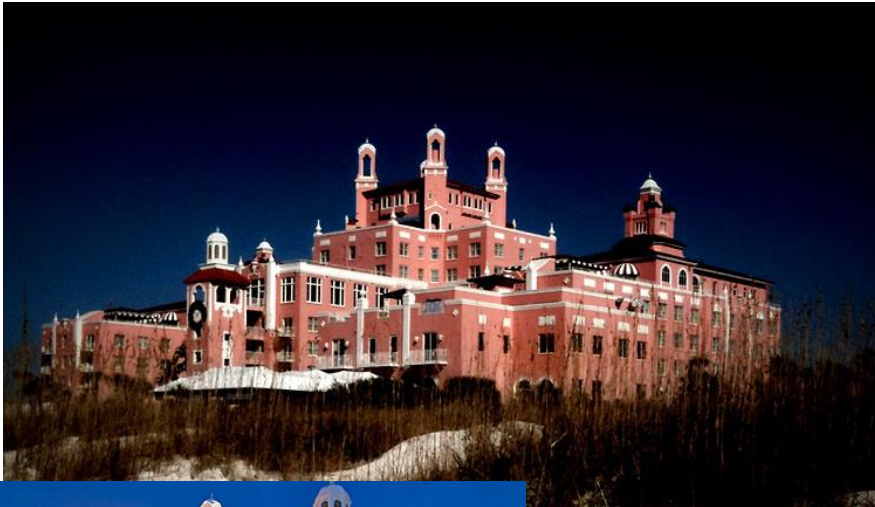
***March 18-21
2017***





2016 - FAMA Fall Meeting

Loews Don CeSar Hotel History



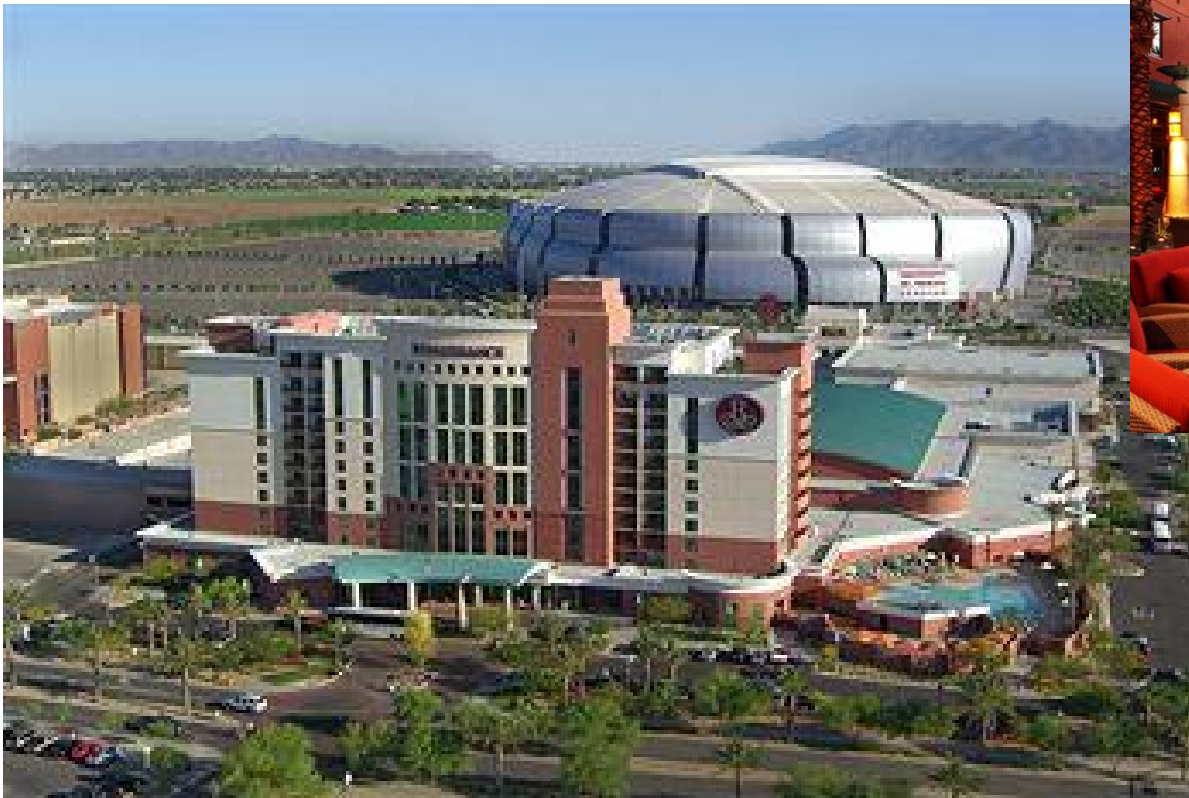


2016 - FAMA Fall Meeting

Fall Meeting 2017

Renaissance Glendale Hotel & Spa, AZ

***October 4-6
2017***





2016 - FAMA Fall Meeting

Spring Meeting 2018
Marriott Coronado Island, San
Diego, CA

February 20-23 2018
(Wednesday to Sunday)





2016 - FAMA Fall Meeting



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





2016 - FAMA Fall Meeting

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2016 - FAMA Fall Meeting

2017 BOARD of DIRECTORS





2016 - FAMA Fall Meeting

2017 BOARD FOCUS

- ” Member Participation Opportunities*
- ” Defined Board Rolls*





2016 - FAMA Fall Meeting

UNFINISHED BUSINESS





2016 - FAMA Fall Meeting

" Discount Rental Car Program



VEHICLE CLASS	FAMA DAILY RATE	Nashville TN October 5th - 7th	New Orleans LA November 8th-10th	St Petersburg FL March 18th-21st
Economy / Compact	\$ 46.00	\$ 64.38	\$ 83.12	\$ 45.92
intermediate	\$ 48.00	\$ 73.41	\$ 82.38	\$ 44.59
standard	\$ 51.00	\$ 85.82	\$ 66.14	\$ 45.59
full Size	\$ 55.00	\$ 88.80	\$ 88.75	\$ 46.59
Premium	\$ 65.00	\$ 92.80	\$ 92.52	\$ 70.84
Premium Special	\$ 70.00	\$ 231.22	\$ 98.75	\$ 53.24
Luxury	\$ 75.00	\$ 114.73	\$ 93.75	\$ 82.91
Minivan	\$ 86.00	\$ 73.29	\$ 82.24	\$ 54.06
Midsize / Standard SUV	\$ 86.00	\$ 150.27	\$ 98.75	\$ 73.39
Large Sport Utility	\$ 96.00	\$ 231.22	\$ 109.27	\$ 159.00
1/2 Ton Full Size Truck / Cargo Van	\$ 69.00	\$ 78.89	\$ 99.49	\$ 159.00





2016 - FAMA Fall Meeting

NEW BUSINESS





2016 - FAMA Fall Meeting

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2016 - FAMA Fall Meeting

CLOSING REMARKS





2016 - FAMA Fall Meeting

NEXT MEETING
March 20-21
St. Pete Beach, FL





2016 - FAMA Fall Meeting

Very
Special
Thanks to
the
Meeting
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2016 - FAMA Fall Meeting

ADJOURNMENT

