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TO: All FAMA Members

Pursuant to Section 5.3 of the bylaws of the Fire Apparatus Manufacturers' Association (FAMA), notice is hereby given that the fall meeting of the general membership will be held October 3-6, 2017, at the:

Renaissance Glendale Hotel & Spa
9495 Coyotes Blvd.
Glendale, Arizona 85305
623-937-3700

FAMA will host the fall meeting in conjunction with the FEMSA Annual Meeting and will share speaker presentations and events.

The theme of the conference is "Turning Up the Heat."

Conference Program - Click [here](#) to review the preliminary schedule of meetings and conference programs. A great list of speakers has been carefully selected to provide attendees highly applicable and valuable knowledge.

Please circulate this information to decision makers in your company who would benefit from attending this conference. To get the most of the conference experience, plan to arrive on Tuesday, October 2nd and depart no earlier than Friday, October 7th or extend your stay through the weekend to enjoy the area.

All member representatives attending the Thursday dinner banquet will be entered in a drawing for a free meeting registration fee and two nights' stay at the 2018 host hotel in Austin, TX. Previous winners include:

Larry Dodson of Allison Transmission (2012 meeting in Glendale, AZ)
Judy Weigand of Amkus (2013 meeting in Tampa, FL)
Bill Arbus of Apparatus Equipment & Service (2014 meeting in San Antonio, TX)
Ted Billick of PennWell Fire Group (2015 meeting in Baltimore, MD)
David Russell of Fire & Safety Services, Ltd. (2016 meeting in Nashville, TN)
Doug Schaumburg of Casco Industries (2017 meeting in Glendale, AZ)

Periodic updates will be e-mailed to you providing additional details and updates on the conference program, as well as the hotel and area attractions.

Online Meeting Registration will open soon.

When you register, if you do not receive an electronic confirmation within 48 hours of submitting your on-line meeting registration, contact Sonya Kelly at info@fama.org or 352-843-3404. In addition, a list of registered attendees will be provided within communications periodically. If you registered and do not see your name on the list, contact Sonya Kelly immediately. These procedures will ensure that everyone is

counted.

MEETING REGISTRATION FEES - Meeting fees may be modified as necessary by the Board on notice to the membership. No "a la carte" meeting fee schedules are available to members, spouses and/or guests with the exception of children under 11 years of age.

- Employees of member companies: **\$325 per person**
- Each employee must complete a separate registration form
- Guests (non-employee) / Spouses- **\$200 per person**
- Children 11 years or more - **\$200 per person**
- Children 3-10 - **\$100 per person**
- Children under 3 - no charge

Book Your Hotel Reservations - All members are responsible to make their own hotel reservations. When you register to attend the meeting, be sure to look for the link to the Renaissance Glendale Hotel & Spa - FAMA/FEMSA Group booking web page. The rate is \$199 p/n plus taxes. You may also call the hotel directly at 623-937-3700 to reserve your room.

The hotel registration deadline is September 4th. After that date, any remaining available block rooms must be released to the hotel's general inventory. Room reservations made after the deadline may not be available or may not be at the group rate.

Sponsorship Opportunities are available to all member companies and can be split or shared with other members making sponsorships more affordable. Current open opportunities include:

Keynote Speaker - Janine Driver Sponsorship (Wed) ..	\$ 7,500
Next Gen Chiefs' Panel Co-Sponsorship (Wed)	\$ 1,000
Lunch Sponsorship (Thurs)	\$ 5,500
Dinner / Banquet Co-Sponsorship (Thursday)	4 available each \$ 2,200
Dinner Entertainment	\$ TBD

If you are interested in sponsoring, please email Chick Granito chick@amdor.com, Bill Doeblner bdoeblner@hmetruck.com or info@fama.org.

Thank you to the following member companies for their sponsorship commitments:

Hospitality*	PennWell Fire Group
Networking Sessions	FIREHOUSE
Member Breakfast (Wed)	Hale Products
Washington/AFG Updates	LION
Member Breakfast (Friday)	Hannay Reels
Spouse/Guest Program	Holmatro and Performance Advantage Co.
"Next Gen" Chiefs Panel	AMDOR and (TBD - co-sponsorship open)
Speaker - Jay Acunzo	Fouts Bros and Marion Body
Fire Lanes Set #1	United Plastic Fabricating
Fire Lanes Set #2	FireRescue1.com
Speaker - Anirban Basu	Ontario Association of Fire Chiefs
Speaker - Jefferson Davis	PBI Products and Safety Components
Thursday Reception	Code 3, FireShowsWest, and Performance Advantage Co.
Banquet Open Bar	FireRescue1.com

Conference Signage	Rosenbauer America
Conference Marketing	PennWell Marketing Solutions

Sponsorship Benefits

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

* Includes a large banner, individual table signage plus the benefits listed above.

** Promotional material must be approved in advance.

MEMBER REGISTRATION FEE REFUND POLICY AND RESTRICTIONS -

In the event of a cancellation, membership meeting fees will not be refunded, but will be credited towards the next FAMA fall membership meeting. There will be no credit or refund if cancellation occurs within seven days of the start of the event.

Members are reminded that FAMA policies prohibit direct selling during meeting events and in common areas of the hotel where members socialize and network.

If your company is not currently a member, you must join FAMA to participate in the conference. For more information, visit: <https://www.fama.org/membership/how-to-join/>.

HOTEL ROOM BLOCK RESERVATION AND CANCELLATION POLICIES -

The association negotiates and contracts a special rate and room block based on anticipated attendance. Room reservations at the negotiated rate are available on a first-come, first-served basis while available or until the room block **closes September 4th**. After the room block closes, the association group rate of \$199.00 will not be available and room rates may increase to the full rack rate.

Room reservations require a deposit equal to the room rate and tax for the first night. For hotel cancellations made after the date the room block closes (September 4th), there is a minimum one-night cancellation fee. Early departure check-outs, may be charged a cancellation fee. No-Shows will be charged for the nights missed.

If you have any questions, feel free to contact your annual meeting planners directly or the FAMA office.

We look forward to seeing you this October in Glendale, AZ.

Sincerely,



Scott Edens, President - sedens@foutsfire.com

And the FAMA Meeting Planning Committee:

Grady North, Chair - gnorth@e-one.com

Jeff Resch, Co-Chair (Speaker Coordinator) - jresch@airport.oshkoshcorp.com

Matt Pitzer, Co-Chair (BaseCamp and Scorecard) - mpitzer@code3pse.com

Mark Albright (On Site Coordinator) - albright@4guysfire.com

Pat Cahill (Group Activities) - pcahill@UnitedPlastic.com
Bill Doeblar (Meeting Promotions, Sponsors) - bdoeblar@hmetruck.com
Chick Granito (Sponsors) - chick@amdor.com
Kaoma Massa (Awards Banquet, Photography) - kaoma.massa@hivizleds.com
Chad Trinkner (Surveys) - ctrinkner@piercemfg.com
Ron Truhler (Golf Tournament) - rtruhler@safefleet.net
Steve Toren, 2017 VP/Board Liaison - storen@usscgroup.com
Sonya Kelly, Business Manager/Meeting Planner - skelly@fama.org

FAMA, P.O. Box 3065, Ocala, FL 34478

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