



2017 - FAMA Fall Meeting

2017 FAMA Fall Meeting

Committee Reports



2017 - FAMA Fall Meeting

EDUCATION COMMITTEE Scholarship Program

Lou Milanovich



2017 Phillip L. Turner Scholarship Report

All the forms have been updated and are
posted on the FAMA web site.

<http://www.fama.org/about-fama/scholarships/>



2017 Phillip L. Turner Scholarship Report

We reached out to the following colleges (14 total) asking them to post the scholarship information.

Bowling Green State University
Columbia Southern University
Eastern Kentucky University
Indiana University
LSU FETI
Oklahoma State University
Texas A&M

University of California, Santa Cruz
University of Illinois
University of Maryland
University of Nebraska
University of Northern Iowa
University of WI Oshkosh
Virginia State Firefighters Association



2017 Phillip L. Turner Scholarship Report

REQUIREMENTS FOR CONSIDERATION:

- “ Applicant must be a full-time sophomore, junior or senior student currently registered in the upcoming school year.
- “ Applicant must be enrolled in a four-year fire protection engineering program at an accredited university or college located within the United States or Canada.
- “ Or applicant must be enrolled in a full-time master’s degree program in fire protection engineering or administration.

DEADLINES AND DATES:

- “ Application Period: September 1, 2016 to June 1, 2017 (Close Date: 6/1/17)
- “ Application Evaluation Period: June 15 to July 15, 2017
- “ Recipient to be Announced by: July 31, 2017
- “ Scholarship to be Awarded by: August 15, 2017



2017 Phillip L. Turner Scholarship Award Recipient



**Brett
Seggerman
Oklahoma State
University**



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GAC COMMITTEE

Lee Morris

&

Joe Mirabile



GAC Members

- | | |
|--------------------------|---------------------------------|
| " Lee Morris, Co. Chair | " Cindy Morgan |
| " Joe Mirabile, Co-Chair | " Mike Natchipolsky |
| " John Granby, Co. Chair | " David Russell |
| " Corey Carlson | " Eric Schlett |
| " Tim Dean | " Steve Stein |
| " Emily Diedrich Foster | " David Durstine (FAMA Liaison) |
| " John W. McNulty,III | |

GAC Support

Dave Gatton . Washington Consultant
Richard Boyes - CGC Liaison



2017 Activity

- “ Hill Day . Over 117 meetings, 52 attendees representing 39 companies participated (a record number for meetings and attendance)
- “ Ten key meetings with House and Senate leadership
- “ Six meetings with House and seven with Senate Full Appropriations Committee members or staff
- “ Seven meetings with both House and Senate Homeland Security Appropriations Subcommittee members or their staff
- “ Six meetings with both House and Senate Homeland Security Committee members or their staff



2017 Activity

- “ FY17 \$345 million each for SAFER and AFG
- “ Home Days .
 - “ Wisconsin in July Pierce hosted Congressmen Ribble, Grothman, & Gallagher, as well as Senators Johnson & Baldwin.
 - “ Pierce hosted Congressman Charlie Crist at our facility in Florida last June
 - “ Illinois in June (W.S. Darley & Co.)
 - “ Akron Brass hosted Congressman Renacci in August



2018 Goals & Activity

- “ Full funding for AFG and SAFER grant programs, U.S. Fire Administration USAR program
- “ CFSI stakeholders have again requested \$810 million for AFG/SAFER (\$405 each)
- “ President's FY18 Budget requested \$688,688,000 million for AFG & SAFER
- “ The House has reported their DHS appropriations bill with \$345 million for AFG (level funding from last year)
- “ Prognosis is again CR leading to possible Omnibus



2018 Top Priority: Reauthorization!

- “ Reauthorization of 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)
- “ Senate unanimously reported out of Committee and passed by Unanimous Consent S.829 reauthorizing Fire Grants with no sunset provision



Stakeholder Objectives

- “ Eliminate the sunset provision that will permanently terminate the Assistance to Firefighters (AFG) and Staffing for Adequate Fire and Emergency Response (SAFER) grant programs on January 2, 2018
- “ Extend the authorization for the programs through Fiscal Year 2022;
- “ Implement a technical correction to the individual waiver authorities under the SAFER grant program
- “ Implement a technical correction to the maintenance of expenditures provision in the SAFER grant program
- “ Implement a technical correction to the 21st Century Cures Act related to specialized training for first responders intervening with individuals with mental illnesses
- “ A technical correction to the application requirements for the SAFER grant program.



Senate Homeland Members

- " Ron Johnson, Wisconsin, Chairman
- " John McCain, Arizona
- " Rob Portman, Ohio
- " Rand Paul, Kentucky
- " James Lankford, Oklahoma
- " Michael B. Enzi, Wyoming
- " John Hoeven, North Dakota
- " Steve Daines, Montana
- " Claire McCaskill, Missouri, Ranking Member
- " Thomas R. Carper, Delaware
- " Jon Tester, Montana
- " Heidi Heitkamp, North Dakota
- " Gary C. Peters, Michigan
- " Margaret Wood Hassan, New Hampshire
- " Kamala D. Harris, California



House Science Committee Members

- " Lamar Smith (TX-21)
Chairman
- " Frank D. Lucas, Vice
Chairman (OK-3)
- " Dana Rohrabacher (CA-48)
- " Mo Brooks, (AL-5)
- " Randy Hultgren (IL-14)
- " Bill Posey (FL-8)
- " Thomas Massie (KY-4)
- " Jim Bridenstine (OK-1)
- " Randy Weber (TX-14)
- " Steve Knight (CA-25)
- " Brian Babin (TX-36)
- " Barbara Comstock, (VA-10)
- " Gary Palmer (AL-6)
- " Barry Loudermilk (GA-11)
- " Ralph Lee Abraham (LA-5)
- " Darin LaHood (IL-18)
- " Daniel Webster (FL-11)
- " Jim Banks (IN-3)
- " Andy Biggs (AZ-5)
- " Roger Marshall (KS-1)
- " Neal Dunn (FL-2)
- " Clay Higgins (LA-3)



House Science Committee Members

- " Eddie Bernice Johnson, Ranking Member (TX-30)
- " Zoe Lofgren (CA-19)
- " Daniel Lipinski (IL-03)
- " Suzanne Bonamici (OR-1)
- " Ami Bera (CA-7)
- " Elizabeth Esty (CT-5)
- " Marc Veasey (TX-33)
- " Don Beyer (VA-8)
- " Jacky Rosen (NV-3)
- " Jerry McNerney (CA-9)
- " Ed Perlmutter (CO-7)
- " Paul Tonko (NY-20)
- " Bill Foster (IL-11)
- " Mark Takano (CA-41)
- " Colleen Hanabusa (HI-1)
- " Charlie Crist (FL-13)



2018 Activities for the Members!

- “ Hill Day 2018 April 17-18 in conjunction with CFSI
- “ Call your Congressional Offices and promote AFG Reauthorization, SAFER, USFA and USAR funding initiatives
- “ Invite your congressional office to visit your facility (Home Days)
- “ Talking points/briefing material available on the GAC website
- “ Report your activity back to the GAC



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LONG RANGE PLANNING COMMITTEE

David Durstine



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<u>2017-2019 Long Range Planning Committee</u>		On track	Problems	Behind Schedule									
		2017				2018				2019			
<u>Initiatives</u>	Status	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr
Encourage Meeting Attendance by both component and apparatus members. Continue strengthening of meeting content and speaker quality.													
Evaluate and recommend Alternative Funding Strategies													
Determine FAMA branding strategy to the fire service in general													
GAC evaluation and study long term state of funding and consolidation of services													
Phase II of statistical analysis using predictive analysis with outside stats													
Determine if an Executive Director strategy makes sense for FAMA													
Identify and propose strategic initiatives that would support revenue growth (ongiong)													



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MARKETING COMMITTEE

Sam Massa



Marketing Members

- " Andrew Lingel (UPF) - Board Liaison
- " Sam Massa (HiViz) - Chair
- " Karen Pramas (UPF)
- " Marty Hetherington (Spartan Emergency Response)*
- " Alissa McGlone (Sutphen Corporation)*

* Designates NEW member since Spring meeting



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Marketing Activities

- " 2018 Spring Meeting Graphics (in progress)
- " 10 Reasons to Join FAMA flyer
- " Fire Apparatus Safety Guide
 - " **PRINTED and IN STOCK**
- " Implemented Dropbox File Structure
- " Website Analytics



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Spring Meeting Graphics

- “ Spartan Emergency Response created meeting graphics for website, constant contact, sponsor signs and newsletter advertisement.





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JOIN FAMA TODAY
AND SEE WHAT'S IN IT
FOR YOU!



Front Cover



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INDUSTRY STATISTICS

FAMA is the ONLY source for accurate fire service statistics provided quarterly and summarized at year end. Only FAMA members are privy to these reports since they are not released to the public. Members find this research invaluable for their internal business purposes regarding apparatus purchases by state, product category, pump type and more.



TECHNICAL COMMITTEE

Through subcommittees, members work with numerous industry experts in recommending safe, practical solutions that assist the NFPA in the formation of standards. In addition, members receive the latest information about new products, technologies and standards.



GOVERNMENTAL AFFAIRS COMMITTEE

The GAC helps FAMA establish and maintain their reputations as leaders and strategic partners with governmental entities as it relates to Emergency Services, Fire Apparatus and Homeland Security. Through the GAC, member companies receive regular communications about important legislation that relates to them.

ABOUT FAMA



MISSION

The association of choice most committed to enhancing the quality of the emergency service community through the manufacture and sale of safe, efficient emergency response vehicles and equipment.



QUALIFICATIONS

Membership in FAMA shall be open to those otherwise qualified business entities 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:

- Fire fighting or fire protection apparatus, including rescue vehicles and command vehicles intended for use in emergency service (collectively called "fire apparatus" herein);
- Components or products which are later incorporated by the fire apparatus manufacturer as a permanent part of the completed fire apparatus; or
- 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 fire fighting, 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

Open Flap



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FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

WHY JOIN FAMA?



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NETWORKING

FAMA's spring and fall meetings provide a great opportunity to network with industry professionals. The meetings also keep members up-to-date with new information, allow for group formulations of organizational goals and provide a forum to share information.



INDUSTRY RELATIONSHIPS

As well as serving U.S. and Canadian fire service communities through involvement in NFPA, FAMA members also integrate with and support the Congressional Fire Services Institute (CFSI), the International Association of Fire Chiefs (IAFC), the Fire Department Safety Officers Association (FDSOA), the Fire and Emergency Manufacturers and Services Association (FEMSA), and other fire service-related organizations.



WHITE PAPER REPORT

As a member of FAMA you will get a chance to contribute to our White Paper Report. The White Paper Report is intended to serve as a resource for fire service administrators who are considering replacement of outdated or obsolete fire protection equipment, or who are in the process of purchasing new equipment.



COMMUNITY SERVICE

FAMA gives back to individuals in the fire industry in the form of scholarships and grants advocacy. FAMA advocates for grant funding to support underfunded fire departments to ensure proper protection to their communities. In addition, FAMA is proud to help cultivate the next generation of fire service professionals. Each year one scholarship is awarded to a deserving individual enrolled in a four-year or graduate level fire science or EMS program.



COMPREHENSIVE WEBSITE

The FAMA website has become a central hub for members, providing a full member listing with contact information, a resource library, the FAMA calendar, and a members-only section.



STRENGTH IN NUMBERS

FAMA member companies total over 120 strong. On issues that are important to the fire service and its suppliers, the organization is able to provide a strong voice within the industry that a single supplier might not be able to accomplish independently.



COMMUNICATIONS

FAMA communicates with its members on a regular basis via emails, its website and an extensive FAMA newsletter.

For more information on how you can become a member of FAMA, visit www.FAMA.org today!

Inside



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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 from raw materials, or the assembly of a qualifying product using parts, components, or sub-assemblies that are supplied by others.

Visit www.FAMA.org, then click on "membership" for more information on how to join.



[Back](#)



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Dropbox File Structure

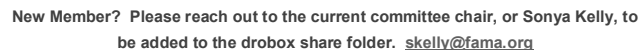


FAMA Marketing Committee Design Files	
Q Search	
Name	Date Modified
▶ 2017 Projects	✓ Today, 5:09 PM
▶ 2018 Projects	✓ Yesterday, 11:28 AM
▶ FAMA Website SEO	✓ Jan 30, 2017, 9:25 AM
▶ Fire Apparatus Safety Guide	✓ Jan 30, 2017, 8:17 AM
▶ New FAMA Logo files	✓ Yesterday, 11:27 AM



FAMA Marketing Dropbox

If you have legacy FAMA marketing materials, please move a copy to this same folder structure so that we can keep a master record. If the project file size becomes prohibitive, we may begin to archive out legacy items that are no longer relevant.



www.FAMA.org



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Website Analytics!

Top Organic Searches:

1. FAMA (3600 searches)
2. How Wide is a Fire Truck (880 searches)
3. How much does a fire truck weigh? (590 searches)
4. Skeeter Brush Trucks (480 searches)
5. Fire Research Corp (390 searches)
6. Fire Apparatus Manufacturers (320 searches)
7. Illinois fire chiefs (260 searches)
8. Fire truck dimensions (170 searches)
9. Fire Trucks Unlimited (170 searches)
10. EJ Metals (140 searches)



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What does this mean?

- “ Majority of the time, people are specifically searching for FAMA
- “ Folks are also very interested in the size and shape of fire trucks!
 - “ *Anyone interested in creating content discussing this topic?*
- “ Our member companies back-linking to our website is helpful for all involved.



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	B	C	D	E	F	G	H	I	J	K	L	M
fire appliance dimensions		3	4	90								
hubs fire trucks		5	0	90								
fire truck design vehicle		5	9	90								
carl thibault fire trucks		5	9	90								
who makes fire trucks		6	4	90								
quality fire trucks		6	6	90								
fire truck brands		7	5	90								
fire brigade vehicle dimensions		1	1	70								
fire truck width		1	2	70								
fire truck height		1	2	70								
how much does a fire truck weigh		2	2	70								
fire truck wheelbase		2	2	70								
how much does a firetruck weigh		3	2	70								
ohio fire and ems expo		4	5	70								
evi florida		5	3	70								
plodmont fire expo		6	4	70								
how to size fire pump		6	6	70								
fama test		6	7	70								
oregon fire chiefs association		7	4	70								
skeeter brush truck		7	5	70								
weight of a fire truck		1	1	50								
firetruck weight		1	1	50								
fama org		1	1	50								
height of fire engine		1	1	50								
width of a fire truck		2	2	50								
average width of a fire truck		2	2	50								
fire truck length		2	2	50								
fama com		2	2	50								
fire truck dimensions drawing		2	2	50								
fire truck dimensions usa		2	2	50								
upf tanks		6	5	50								
fire tender load		6	8	50								
program fama		6	14	50								
program fama		7	0	50								
fire research company		7	3	50								
weight of fire truck		1	1	40								
fire apparatus manufacturers list		1	1	40								
evi fl		4	4	40								
mfa 1906 pdf		6	4	40								
fire truck engine specs		6	5	40								
akronbrass com		7	6	40								
fire apparatus manufacturers association		1	1	30								
fire engine weight		1	1	30								
evi fl		4	4	30								
fire truck specs		4	4	30								

If you calculate the total volume for all search terms specifically related to the shape or size of a fire apparatus, you get 3,170 results!

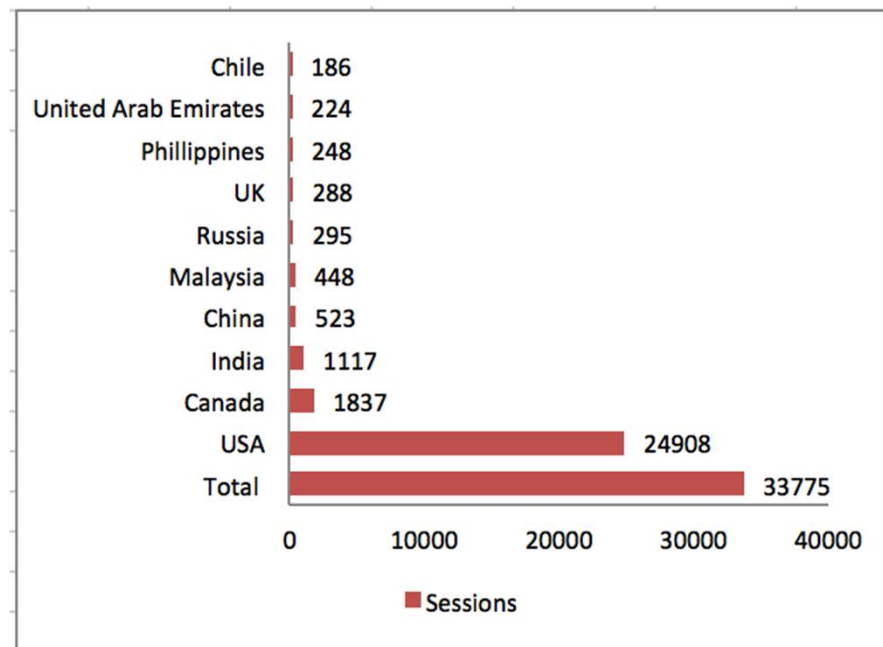
People are equally as interested in firetruck shape as they are FAMA!!



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Website Analytics

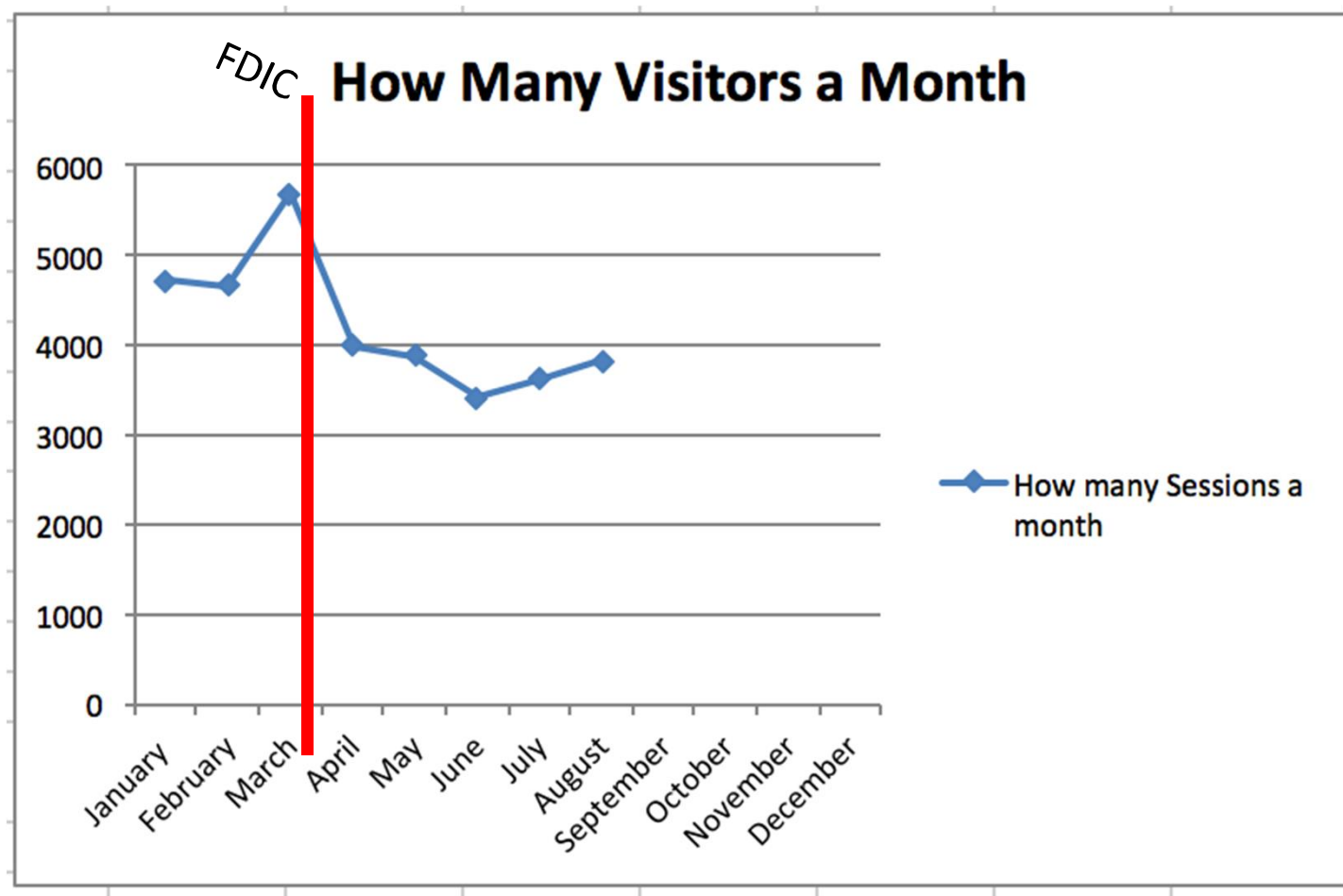
Where are our visitors from?



*Russia's moved
down, China and
India up*



2017 - FAMA Fall Meeting Website Analytics



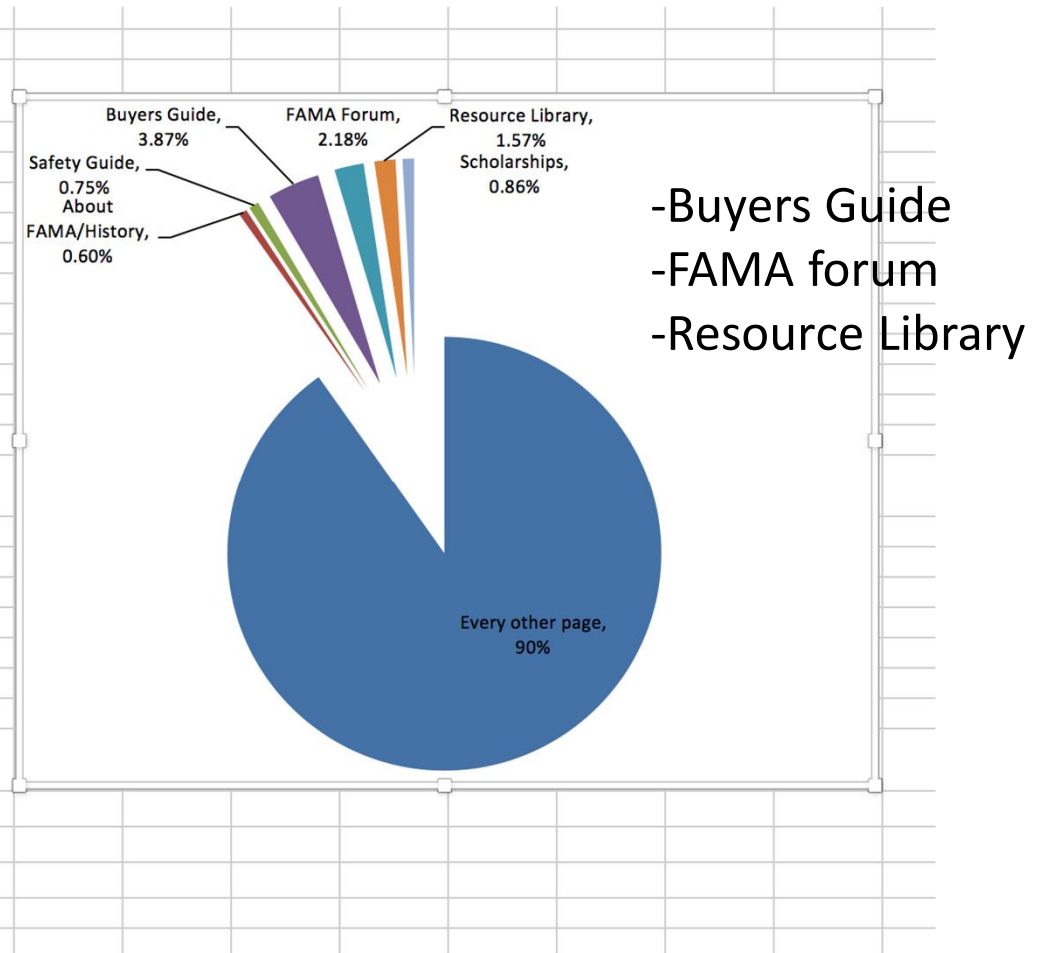


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What's important to Firefighters?

Important for Fire fighters		
	Page views	%
Total Page Views	101192	
Every other page	91238	90%
About FAMA/History	604	0.60%
Safety Guide	755	0.75%
Buyers Guide	3921	3.87%
FAMA Forum	2209	2.18%
Resource Library	1592	1.57%
Scholarships	873	0.86%

Important for Member/potential members		
	Page views	%
Total page views	101192	
Every other page	94043	93%
Why Join	374	0.37%
How to Join	182	0.18%
Application	469	0.46%
Member area	2394	2.37%
Fama Member list	3659	3.62%
Vault FAMA/FEMSA Annual		
Surveys Industry	16	0.02%
Vault trade show report card	11	0.01%
Statistic page 2016	44	0.04%
Statistics page	287	0.28%



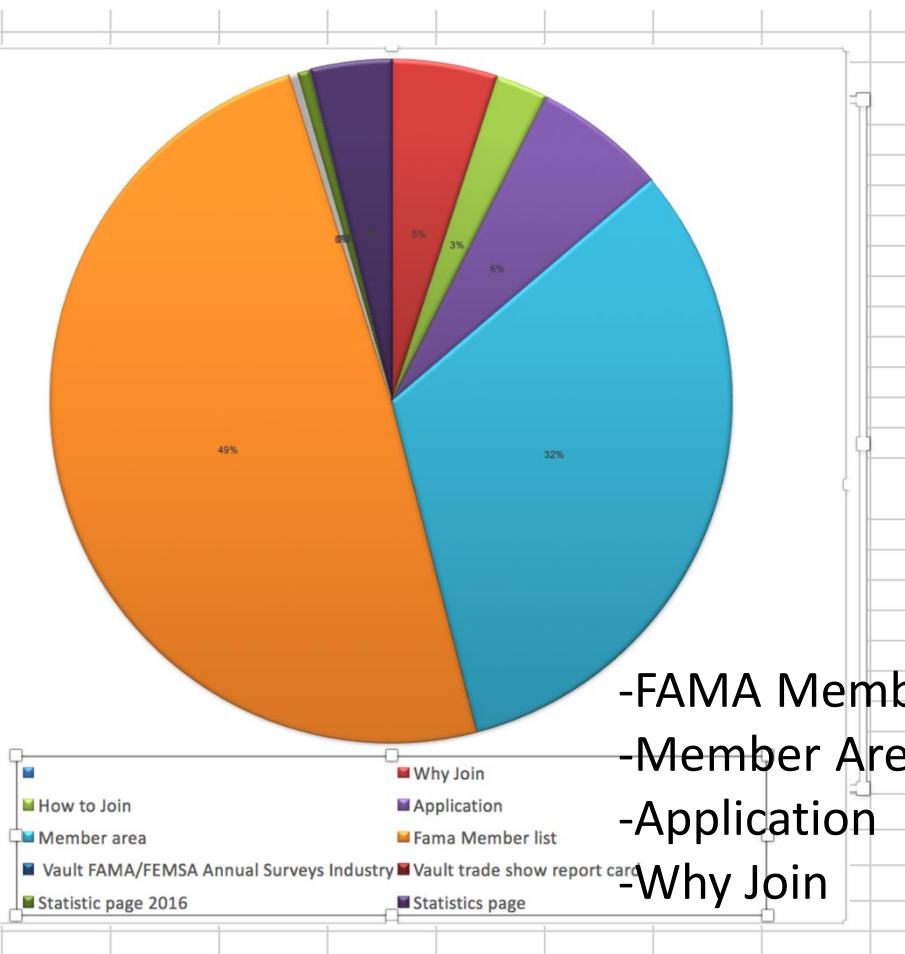


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What's important to Members?

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- FAMA Member List
- Member Area
- Application
- Why Join



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MEETING PLANNING COMMITTEE

**Grady North
Matt Pitzer
Jeff Resch**



Grady North . Chairman

Jeff Resch . Co-Chair, Speaker Coordinator

Matt Pitzer . Co-Chair, Score Card and Surveys

Chick Granito . Corporate Sponsorships

Pat Cahill . Group Activities

Mark Albright . On Site Coordinator

Bill Doeblen . Meeting Promotions

Kaoma Massa . Banquet Awards, Photography

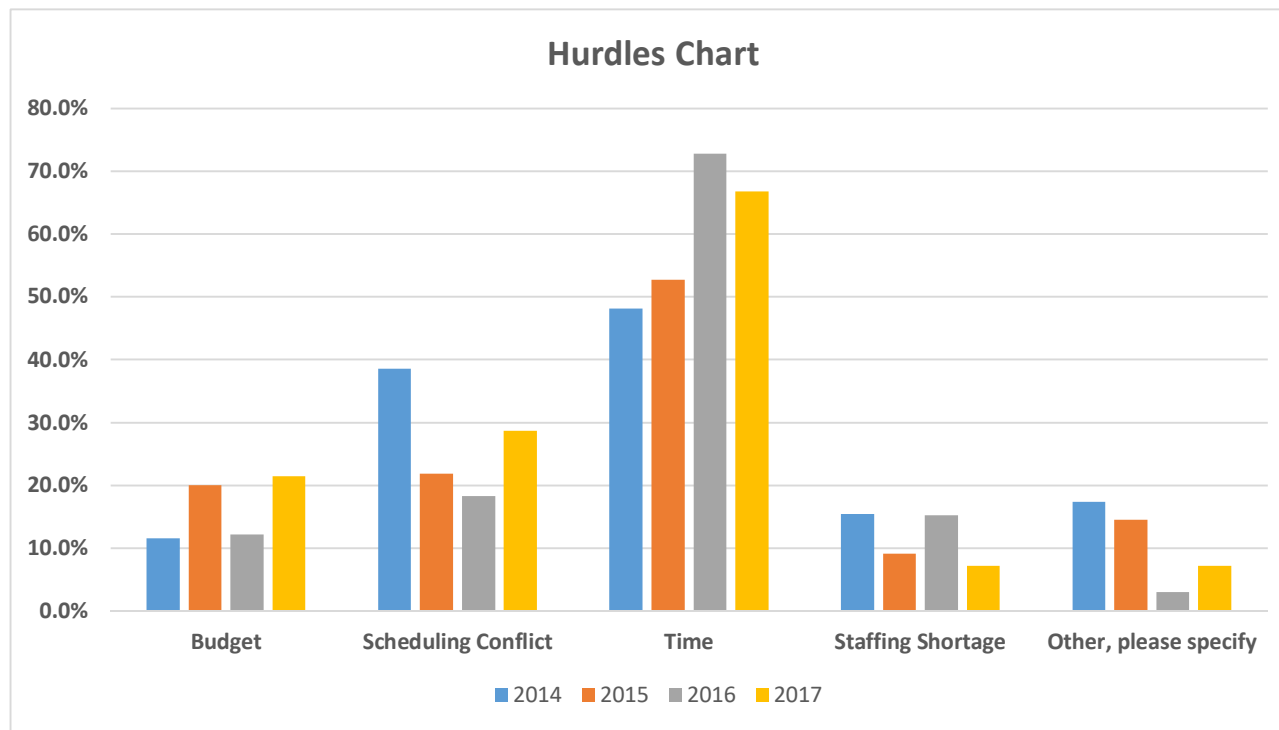
Ron Truhler . Golf Tournament

Steve Toren . FAMA Board Liaison



Surveys

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





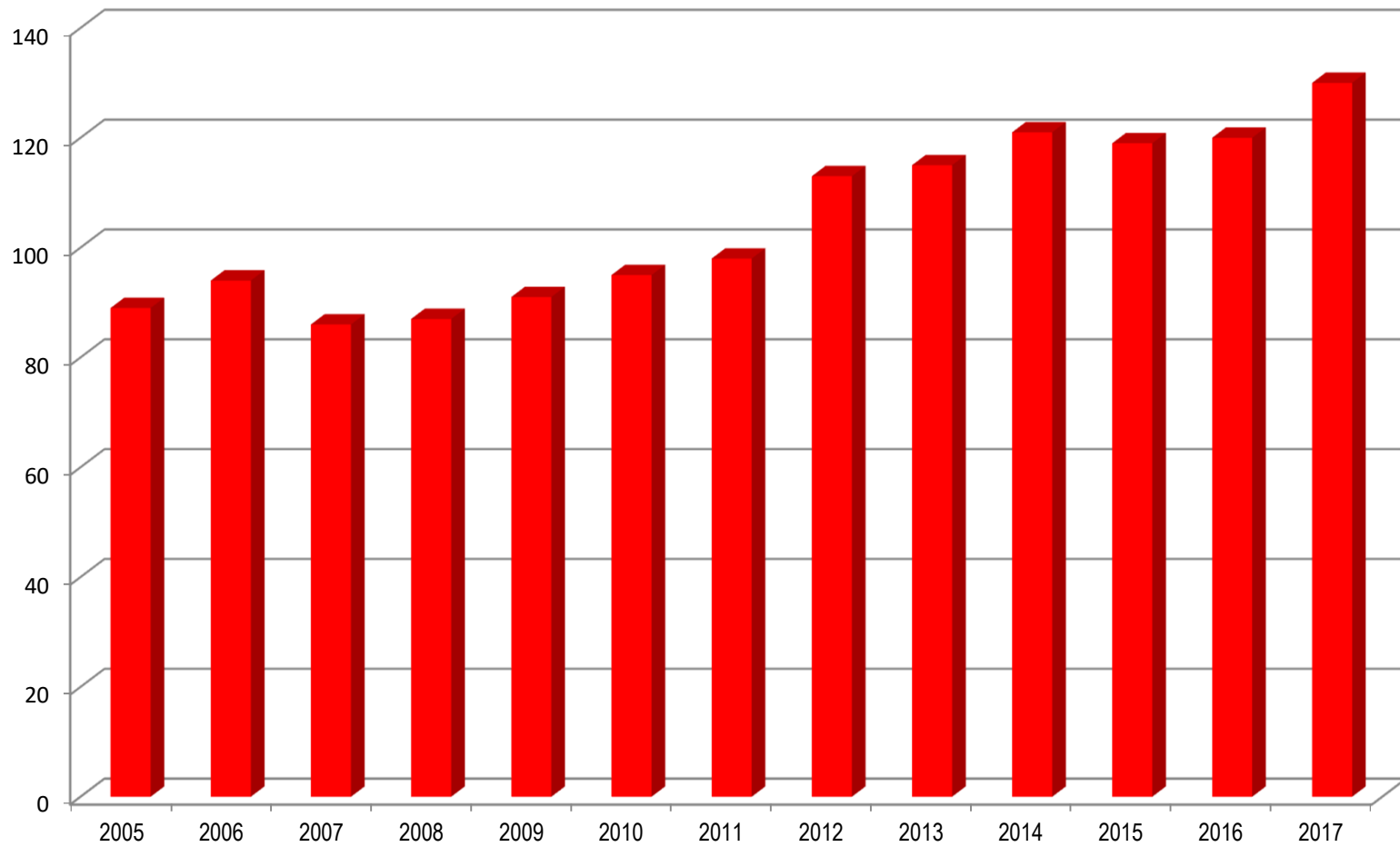
Time Survey

With time being the biggest hurdle for most of you to overcome, which of the following meeting days would work best for you?

1. Current: Sunday, Monday, Tuesday format
2. Saturday, Sunday, Monday format
3. Friday, Saturday, Sunday format
4. All weekdays such as Monday, Tuesday and Wednesday

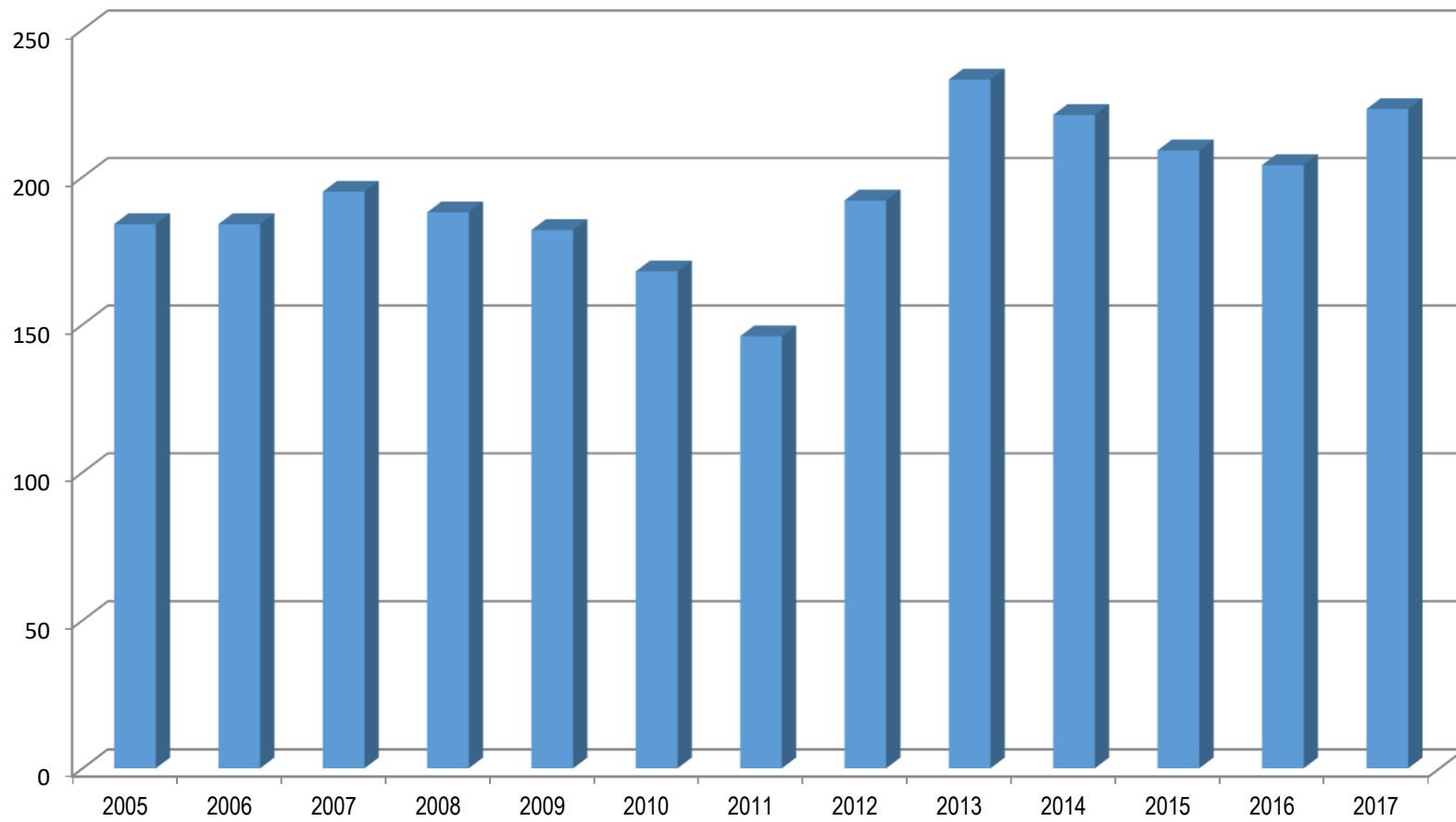


COMPANIES





ATTENDEES





Program Survey

What topics would be of most interest?

1. Programs relating to the economy 62%
2. New technology 56%
3. Government regulations affecting fire apparatus – NHTSA, EPA, etc. 49%
4. Sales/marketing programs 38%
5. Personal improvement Real life stories – significant fires or catastrophic emergencies 36%
6. Programs for business managers 20%
7. International market 18%



2018 Spring Meeting Topics

” **Stephen Shapiro** - Innovation Evangelist and Business Author

” **Robert Tucker** - Innovation Expert, Business Futurist and Author

” **Sage Group** – Economic outlook based on analysis of FAMA’s statistical data



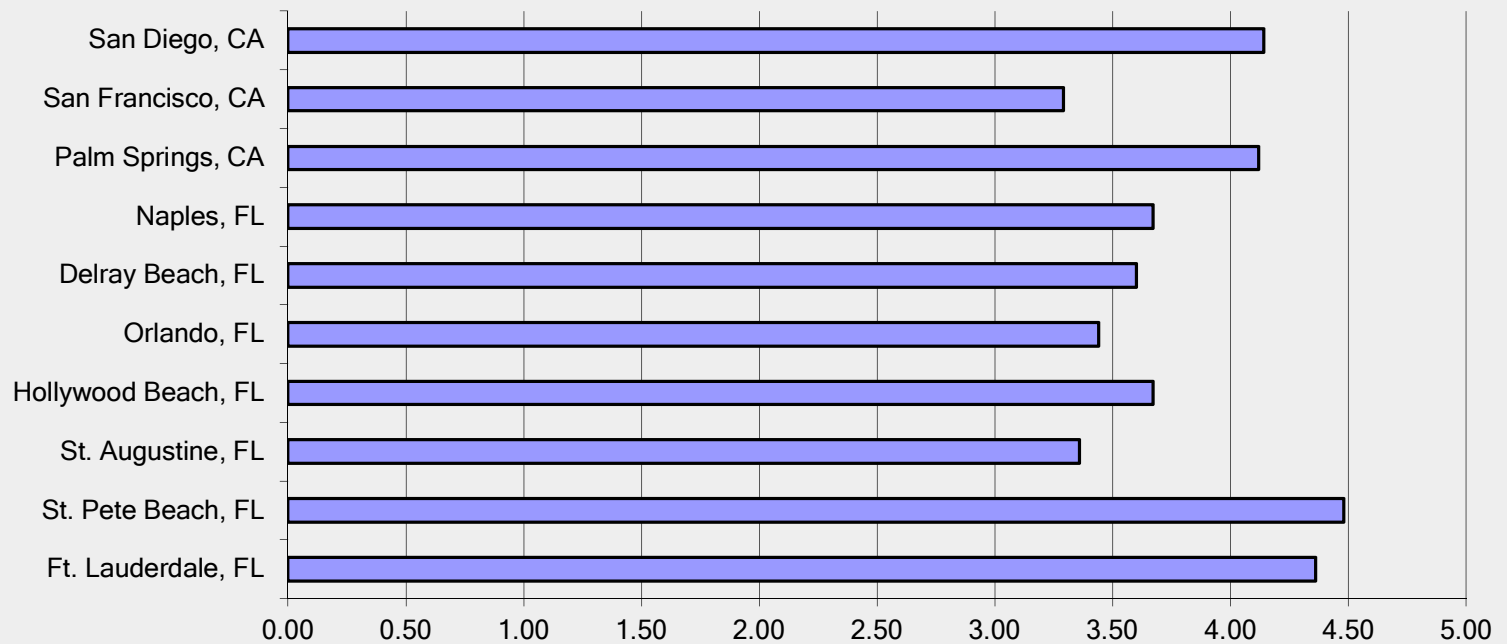
Facility Survey

Considering the size of the hotel and amenities, which type of facility would you prefer?

1. Large resort hotel with lots of on-property shopping, restaurants and other amenities . FAMA might not be the largest meeting group (such as Ft. Lauderdale)
2. Smaller hotel with limited on-property amenities but FAMA would be the largest and perhaps only group occupying about 75% of the rooms . basically a hotel to ourselves (such as here at St. Pete Beach)



Location Survey





Off-Shore Meeting

Considering consolidations and the world economy, would you consider an off-shore site for the Spring FAMA Meeting?

1. St. Thomas
2. Cancun
3. Hawaii
4. Porto Rico
5. Other
6. Would not consider an off-shore location



Spring Meeting 2018

New Time of Year

Dates are February 21-24, 2018

New Days of the Week

Days are Wednesday thru Saturday

New Location

Marriott Coronado Island, CA



Spring Meeting 2018

**Marriott Coronado Island,
San Diego, CA**



**February 21-24, 2018
(Wednesday to Saturday)**



Fall Meeting 2018

Renaissance, Austin, TX

September 26-28, 2018





Spring Meeting 2019

Marriott Hollywood Beach, FL

March 16-19, 2019





Fall Meeting 2019

**Toronto Marriott Downtown
Eaton Centre Hotel**

October 9-11, 2019





Spring Meeting 2020

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

March 21-24, 2020





Fall Meeting 2020

JW Marriott New Orleans

October 7-9, 2020





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MEMBERSHIP COMMITTEE

**Gregg Geske
&
Tim Van Fleet**



Committee Members

- " **Gregg Geske / Co-Chair** . Waterous Company
- " **Tim Van Fleet / Co-Chair** . Akron Brass Company
- " Jennifer Hollis . Hansen International
- " Oran McNabb . AMDOR
- " Jerry Merges . VisionMark Nameplate Co.
- " Rick Suche . Fort Garry Fire Trucks
- " **Board Liaison – Bev Lowery** . H.O. Bostrom Co.



Committee Annual Objectives

- “ Grow Membership 5%
- “ Develop Membership Retention Plan
- “ Engage Member Company Participation
- “ Introduce Mentor Program for First Time Attendees
 - “ Start with the Fall Meeting and Adjust



Targeted New Member Companies

- " Extend-O-Bed
- " HMA Fire
- " *Innovative Controls
- " M. Tech - Wade Meith
- " Odyssey Specialty Vehicles
- " *Precision Fire Apparatus
- " Safety Vision, LLC

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



New Member Companies

- " Fire Lion Global LLC
- " Firovac by Reberland Equipment Inc.
- " HAAS Inc
- " Heiman Fire Equipment
- " KZ Valve
- " Vista Brake Lock LLC
- " Ward Diesel Filter Systems



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NOMINATING COMMITTEE

Bruce Whitehouse



Nominating Committee Members

Bruce Whitehouse

Phil Gerace

David Durstine



Activities

- “ Manage Nomination process
- “ Identify candidates for 2018 Board positions
- “ Identify candidates for consideration in future years

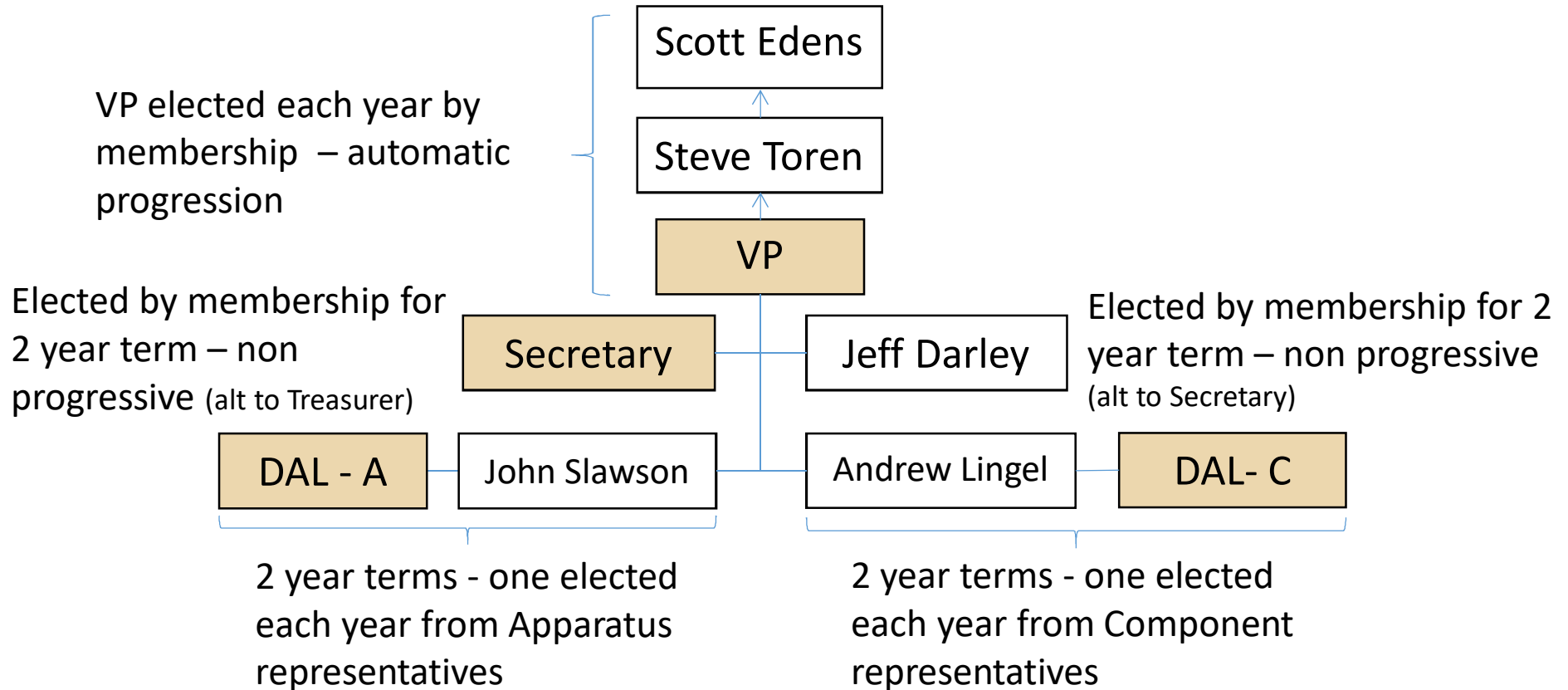


Nominating Process

Publish Nomination Call	April 30/17
Identify and contact candidates for 2018 board positions	May 15/17
Prepare template for Slate of Nominees	June 30/17
Finalize slate of 2018 candidates	July 15/17
Publish slate of 2018 candidates	Aug 15/17
Presentation of Process and Slate	Fall Meeting
Call for Nominations from the Floor	
Election of 2018 Officers	



2018 Board Positions





Open Board Positions

Vice President **

Secretary – 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 candidate for Vice President:

2018 – Curt Ignacio



Candidate Qualifications

- “ Qualified representative of a member company who has previously served in a leadership position within the association or as a member of the senior leadership team of a member company,
- “ Board of Directors is empowered to determine the qualifications of candidates seeking election to the Board,
- “ Nominees for Vice President must have 2 years service on Board of Directors.



2018 Board Nominations

Vice President

Curt Ignacio

Secretary

Bev Lowery

Director at Large – Apparatus

Mike Moore

Director at Large – Component

Jerry Merges



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STATISTICS COMMITTEE

**Paul Bostrom
&
Mike Moore**



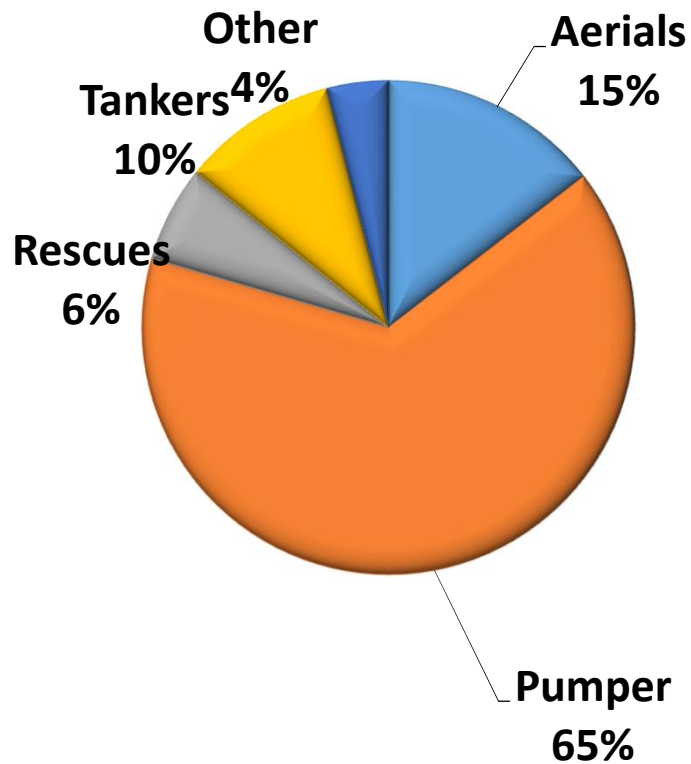
Fire Apparatus Sales & Shipments YOY Half Year Results

All Vehicles*	2016 Q1-Q2	2017 Q1-Q2
Booked	1,784	2,059
Shipped	2,597	2,235

*All vehicles: includes ARFF & Refurb



Total Fire Apparatus Sales 12 Month Rolling



Bookings Mix

All Vehicles	12 Month
Booked	4,491
Shipped	4,345

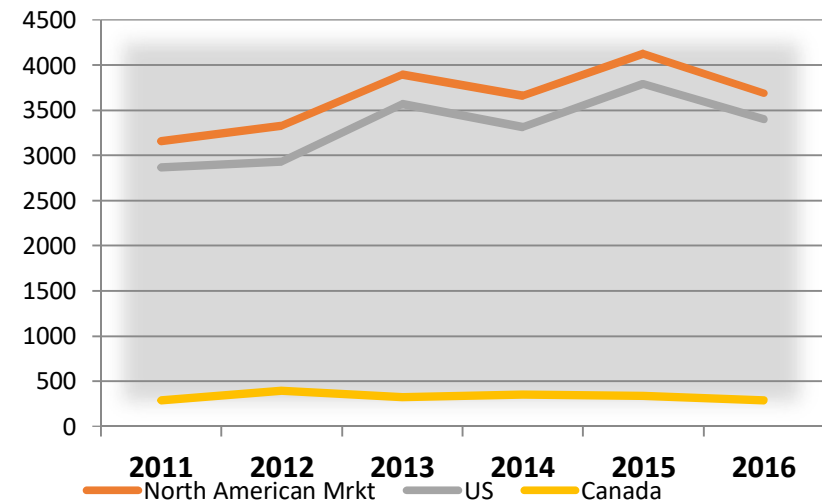
12 month rolling ending June 2017

*All vehicles: includes ARFF & Refurb



North American Fire Apparatus Sales

Years	Average Annual Vehicle Sales
2002-2008	5197
2009 -2015	3611
2016	3690

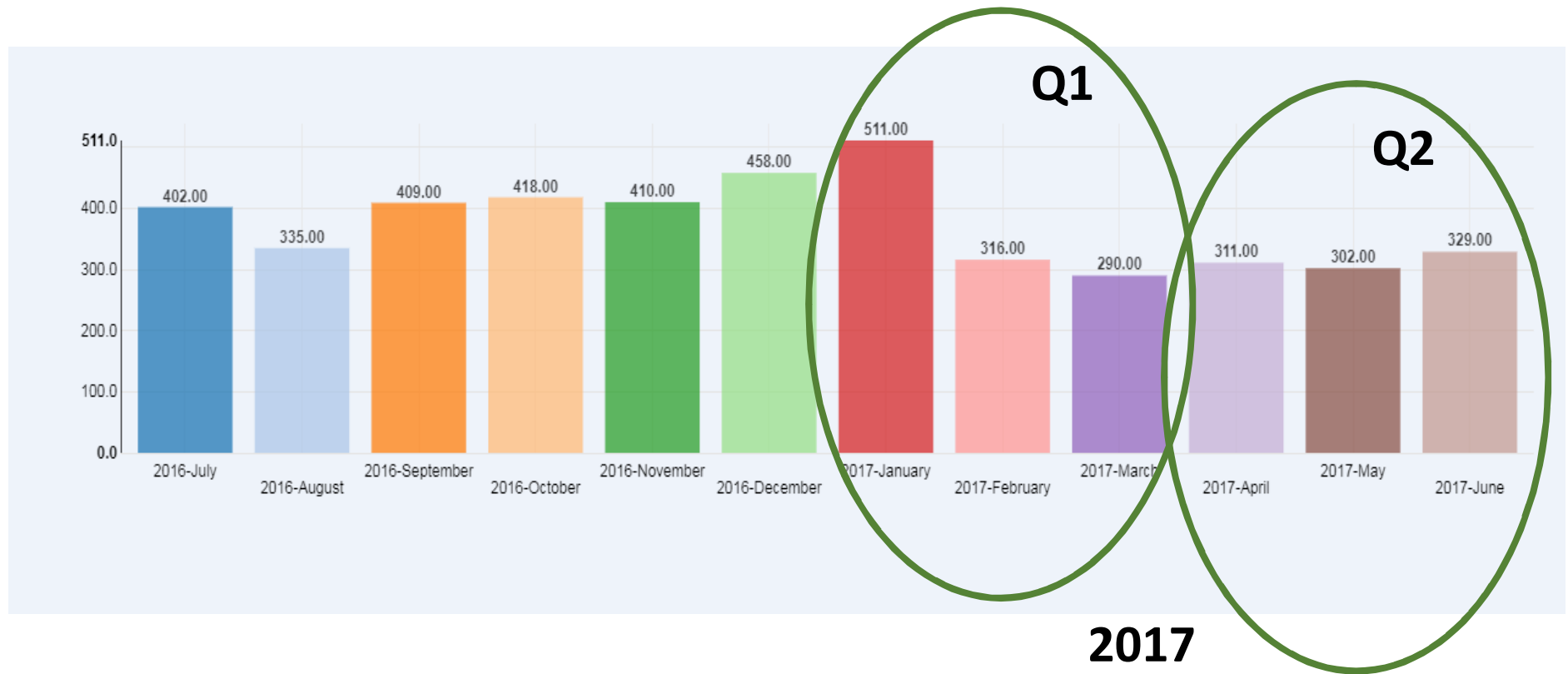


12 Month Rolling 4024 units

Does not include ARFF or Refurbs



Total Fire Apparatus Sales By Month (12 month rolling)



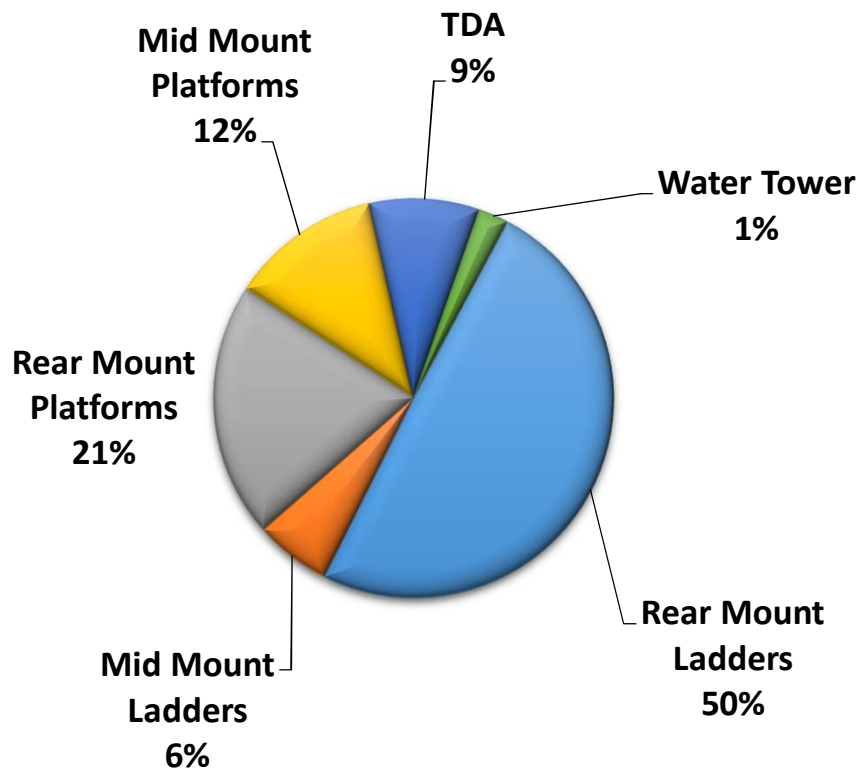


Aerial Data (all)

12 Month Rolling

" 653 Booked

" 580 Shipped

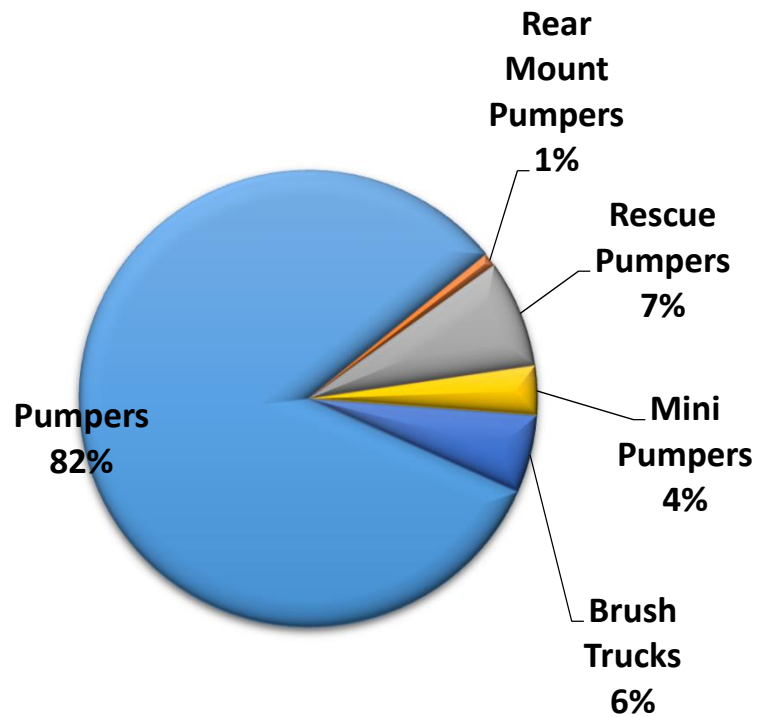


Aerial Product	Quantity
Rear Mount Ladders	324
Mid Mount Ladders	40
Rear Mount Platforms	135
Mid Mount Platforms	80
Tillers	58
Water Tower (telescoping & articulating)	16



Pumper Data (all)

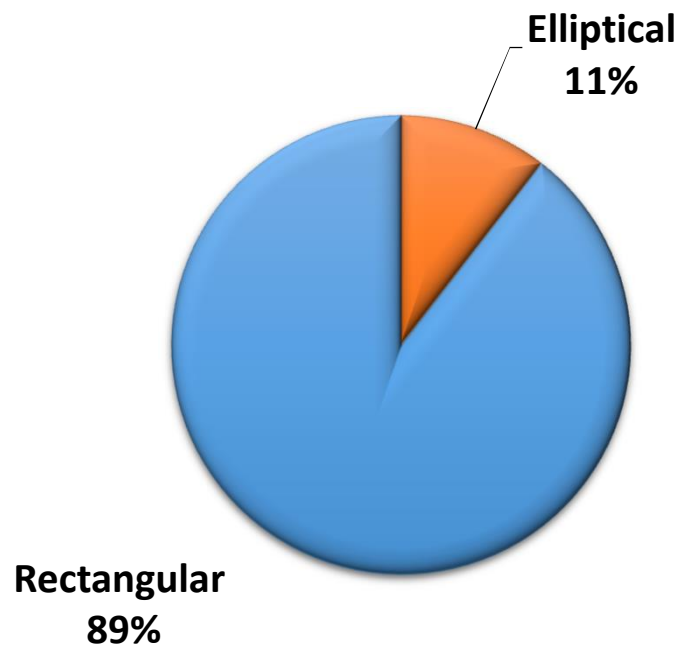
12 Month Rolling
" **2917 Booked**
" **2772 Shipped**



Pumper Product	Quantity
Pumps	2395
Rear Mount Pumps	36
Rescue Pumps	210
Mini Pumps	118
Brush Trucks	158



Tanker Data (all)



12 Month Rolling

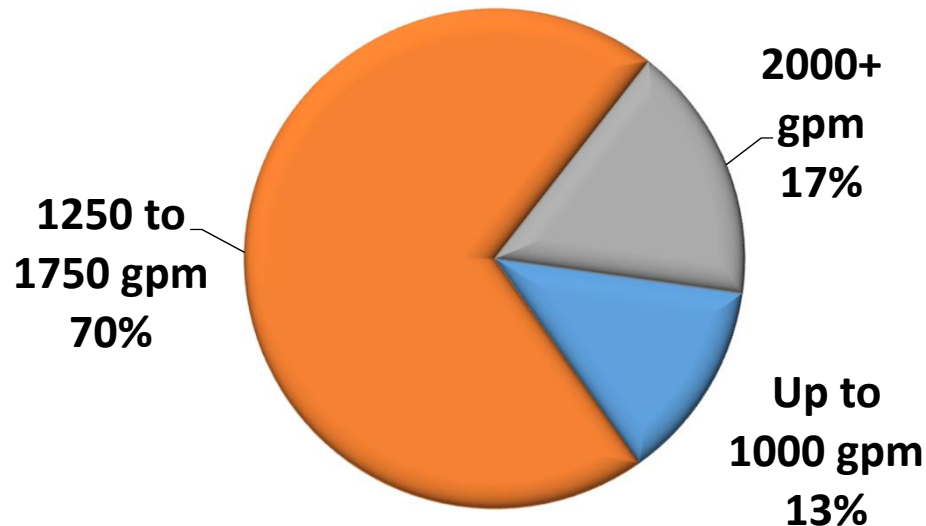
" 458 Booked

" 452 Shipped

Tanker Product	Quantity
Elliptical	48
Rectangular	410



Vehicles w/Pumps (all)



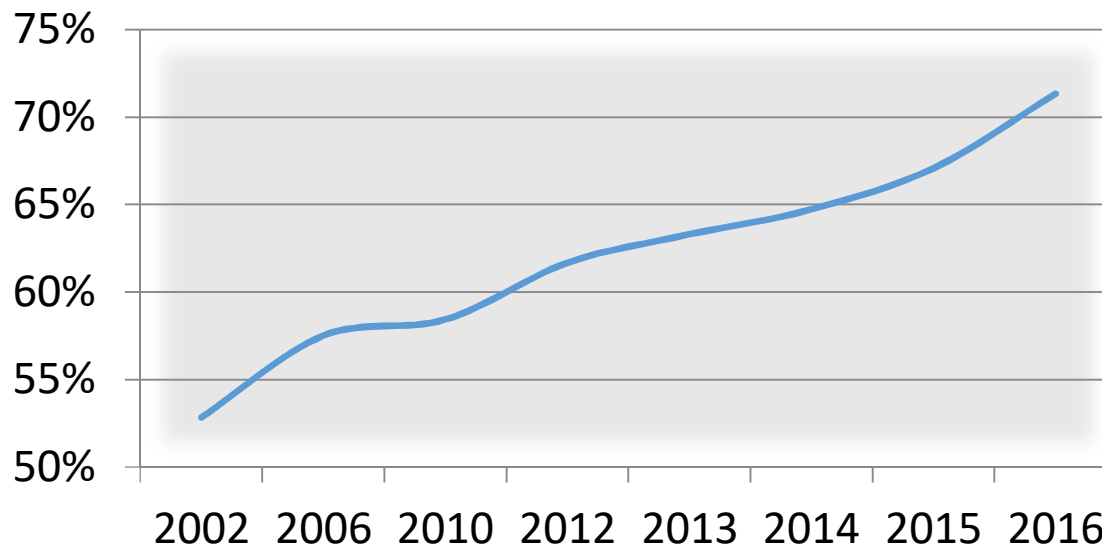
12 Month Rolling
" **3994 Booked**
" **3,769 Shipped**

Vehicles w/ Pumps	Quantity
Up to 1000 GPM	518
1250 – 1750 GPM	2810
2000+ GPM	666



Custom vs. Commercial Chassis (All Vehicles)

**Custom Chassis Trend
All Products (Annual)**



Year	Commercial	Custom
2002	47%	53%
2006	44%	56%
2010	42%	58%
2014	35%	65%
2016	29%	71%

Rolling 12 Month: 28.7% Commercial / 71.3% Custom



Goal:

Post Within 30 Days of Closing Qtr.

**Continue to Submit Your
Quarterly Reports In a Timely Manner**

Help w/Data Entry Quality



Thank You!



TRADE SHOW COMMITTEE

Kim Morrow
Alissa McGlone



2018 Fire Service Events

[First release 10.1.17]

DATE	SHOW / MEETING	LOCATION	CONTACT
January	Arizona Fire District's Assoc. Winter Conference	Laughlin, NV	azfiredistricts.org / 480-496-4331
January	FDSOA Apparatus Maintenance Symposium	Phoenix, AZ	fdsoa.org / 508-881-3114
January	Fire Rescue East	Daytona Beach, FL	frca.org / 386-676-2744
January	Utah Winter Chiefs Conference and Fire School	St. George, UT	utahfirechiefs.org or uvu.edu/ufr/ 888-548-7816
January	Piedmont Fire Expo	Winston Salem, NC	forsythcountyfire-rescue.com
January	Intersec Safety & Security Expo	Dubai, UAE	intersecexpo.com
January	LSU Fire & Emergency Training Equipment Show	Baton Rouge, LA	etl.lsu.edu / 800-256-3473
January	North Carolina Mid-Winter Conference	Concord, NC	ncafc.com
February	Long Island Mega Show	Brentwood, NY	liproductions.net / 631-669-4300
February	VA Fire Chiefs Mid Atlantic Expo & Symposium	Virginia Beach, VA	vfca.us / 888-818-0983
February	EMS Today	Charlotte, NC	emstoday.com / 302-840-5611
February	Green River FF Assoc. Officer School	Owensboro, KY	marc.henderson@kctcs.edu / 888-306-8015
February	Orlando Fire Conference	Orlando, IL	orlandofireconference.com
March	Wildland Urban Interface Conference	Reno, NV	iafc.org/wui / 703-537-4838
March	WI State Firefighters Conference	Middleton, WI	wi-state-firefighters.org
March	Firehouse World	San Diego, CA	firehouseworld.com / 952-808-3329
March	Southeast MI Chiefs Midwest Fire Rescue Expo	Novi, MI	smafc.org / 248-506-3401
March	Pittsburgh Fire, Rescue & EMS Expo	Monroeville, PA	simoneventmanagement.com / 800-747-5599
March	IAFF Legislative Conference	Washington, DC	client.prod.iaff.org
March	Ohio Fire Chiefs Winter Symposium	Columbus, OH	ohiofirechiefs.org
March	FAMA Spring Meeting	St. Pete Beach, FL	fama.org / 352-843-3404
March	Oklahoma Fire Chief's Conference	Tulsa, OK	elaineg@osfa.info / 800-308-5336/ osfa.info/ofca/
April	CFSI Fire Service Seminars & Dinner	Washington, DC	cfsi.org / 202-371-1277
April	FAMA/FEMSA GAC Hill Day	Washington, DC	famafemsagac.org / 781-334-2911
April	Secutech Security and Fire & Safety	Mumbai, India	secutechexpo.com
April	Metro Fire Chiefs Association Conference	Orlando, FL	http://metrofirechiefs2017.org/
April	FDIC International	Indianapolis, IN	fdic.com / 973-251-5056
April	FAMA Technical Committee Meeting	Indianapolis, IN	info@fama.org
April	FDIC International / FAMA Showcase	Indianapolis, IN	info@fama.org
April	Saskatchewan Fire Chiefs Annual Conference	North Battleford, SK	safo.sk.ca
May	Northwest Fire Expo	Eugene, Oregon	northwestfirerescue.com / 888-548-6834
May	Ontario Fire Chiefs	Toronto, ON	oafc.on.ca / 905-426-9865
May	AAAE Annual Conference and Exposition	Long Beach, CA	aaae.org
May	RETTmobil	Mittwoch-Freitag, Germany	rettmobil.org
May	Smoky Mountain Fire/Rescue Expo	Gatlinburg, TN	smokytnweekend.com/index.html
May	PA Fire Expo	Harrisburg, PA	cfa.com/717-464-3291
May	Alabama League of Municipalities Conference	Birmingham, AL	alalm.org
May	Fire Rescue Med	Henderson, NV	iafc.org/FRM/ 703-537-4838
May	Quebec Fire Chiefs Convention	Gatineau, QC	acsiq.qc.ca (click "Congres" tab)
May	Washington St. Firefighters Conference	Wentachee, WA	wsffa.org / 1 800 340 8023
May	Texas Fire Chiefs Association Conference	Gaviston, TX	ffcconference.org/512-343-4564