



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

2018 - FAMA Spring Meeting

2018 FAMA Spring Meeting

Committee Reports



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BYLAWS COMMITTEE

Jerry Halpin
Drew Sutphen



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COMMITTEE RESPONSIBILITIES

- “ Monitor bylaws for conformance with association policies and practices
- “ Advise board and membership as required
 - “ Act on board requests for potential interpretation, amendment, and application of bylaws, policies and procedures



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EDUCATION COMMITTEE Scholarship Program

Lou Milanovich



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2018 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.
- " 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, 2017 to June 1, 2018 (Close Date: 6/1/18)
- " Application Evaluation Period: June 15 to July 15, 2018
- " Recipient to be Announced by: July 31, 2018
- " Scholarship to be Awarded by: August 15, 2018



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GOVERNMENTAL AFFAIRS COMMITTEE

Lee Morris
David Durstine



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GAC Members

- | | |
|----------------------------|------------------------------------|
| " Lee Morris, Co-Chair | " Cindy Morgan |
| " David Durstine, Co-Chair | " Mike Natchipolsky |
| " John Granby, Co-Chair | " David Russell |
| " Chief Richard Boyes | " Eric Schlett |
| " Corey Carlson | " Craig Sharman |
| " Tim Dean | " Steve Stein |
| " Emily Diedrich Foster | " Scott Edens (FAMA Board Liaison) |
| " John McNulty | |

GAC Support

Dave Gatton and Development Initiatives Inc. (DII)
Washington Consultant



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Reauthorization!

- “ On Dec 22nd, the House and Senate passed an AFG and SAFER reauthorization package on their respective "suspension" and unanimous consent calendars
- “ On January 1st, 2018 the bill was signed into law by President Trump
- “ I'd like to thank all the members of the GAC, all the FAMA members that attended Hill Day, held Home Days, and took the time to reach out to their respective Congressional offices. GOOG JOB!!!



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What's in the Bill?

- “ Seven year sunset provision
- “ Extended the authorization for the programs through Fiscal Year 2023
- “ Implemented a technical correction to the individual waiver authorities under the SAFER grant program
- “ Implemented a technical correction to the maintenance of expenditures provision in the SAFER grant program
- “ Implemented a technical correction to the 21st Century Cures Act related to specialized training for first responders intervening with individuals with mental illnesses
- “ Technical correction to the application requirements for the SAFER grant program.



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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



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2017 Activity

- “ FY17 \$345 million each for SAFER and AFG
- “ Home Days .
 - “ W.S. Darley & Co. and the annual Illinois Home Day held in June hosted Congressmen Krishnamoorthi and Schneider.
 - “ Pierce (Florida) hosted Congressman Charlie last June
 - “ Pierce (Wisconsin) hosted Congressmen Ribble, Grothman, and Gallagher, as well as Senators Johnson and Baldwin in July.
 - “ Akron Brass hosted Congressman Renacci in August.
 - “ Performance Advantage Company hosted Vice President Mike Pence and Congressman Collins in October.



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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



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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)
- “ Home Day Tool Kit with talking points and briefing are available on the GAC website:
<https://www.famafemsagac.org/>
- “ Report your activity back to the GAC and provide photos for the GAC website



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LONG RANGE PLANNING COMMITTEE

Scott Edens



<u>2018-2021 Long Range Planning Committee</u>																		
		On track	Problems	Behind Schedule														
		2018				2019				2020				2021				
Initiatives	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	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)																		
Expand the statistics offerings: -Predictive Analytics (Leading Indicators) -Expand the Data tracking to other critical components on the apparatus																		
Increase GAC presence and relationship with the Fire Alliances and drive regulatory change.																		
Continue to streghen meeting content with tangible takeaways.																		
Explore informational opportunities to support Membership growth and expansion into global markets																		



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MARKETING & TRADE SHOW COMMITTEE

Andrew Lingel



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Committee Members

- " Andrew Lingel (UPF) - Board Liaison
- " Sam Massa (HiViz) . Chair
- " Kim Morrow (IDEX) . Co-Chair
- " Karen Pramas (UPF)
- " Marty Hetherington (Spartan Emergency Response)*
- " Alissa McGlone (Sutphen Corporation)
- " Angie Esposito (E-ONE)*
- " Noah Levins (HAAS Alert)*

* Designates NEW member since Spring meeting



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Marketing Activities

- “ Merge with Trade Show Committee
- “ Web reformat to better address Technical Docs
- “ Top Ten Reason to Join FAMA
- “ FDIC Prep
- “ Social Media/Website Data
- “ Trade Show Events
- “ Trade Show Contact List



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Merge with Tradeshow Committee

- “ Marketing Committee Merged with Trade Show Committee Fall 2017
- “ Legacy committee only had 2 members
- “ FAMA no longer has booths at shows, so less effort needed planning those events
- “ Thought was to combine one group and better allocate resources
- “ Committee to work on re-doing survey for more specific metrics



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Web Reformat

- “ Fall meeting discussed the need to make some adjustments to website so that PDFs didn't show up alone, without the page supporting them.
- “ Andrew worked with Kaci Wheeler to come up with a plan
- “ Ongoing project should see the changes being made after the Spring meeting



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Top 10 reason to Join FAMA

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

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.



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



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WHY JOIN FAMA?



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.



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

In addition to 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 Manufacturer's 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. 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.



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FDIC Sponsorship

Ad in Official
Show Guide

The advertisement features the FAMA logo at the top left. To its right is the text "FIRE APPARATUS MANUFACTURERS' ASSOCIATION". The background is a faded image of a firefighter. The main text reads: "DOES YOUR DEPARTMENT HAVE A COPY OF THE LATEST FIRE APPARATUS SAFETY GUIDE IN EACH VEHICLE?". Below this is an image of the "FIRE APPARATUS SAFETY GUIDE" booklet. At the bottom, it says "Order your Fire Apparatus Safety Guide at fama.org" and "fama.org" is displayed in the bottom right corner.

Maryland Hallway
Banners


The advertisement features the FAMA logo at the top left. To its right is the text "FIRE APPARATUS MANUFACTURERS' ASSOCIATION". The background is a faded image of a firefighter. The main text reads: "DOES YOUR DEPARTMENT HAVE A COPY OF THE LATEST FIRE APPARATUS SAFETY GUIDE IN EACH VEHICLE?". Below this is an image of the "FIRE APPARATUS SAFETY GUIDE" booklet. At the bottom, it says "Order your Fire Apparatus Safety Guide at fama.org" and "fama.org" is displayed in the bottom right corner.



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FAMA IS ON FACEBOOK!!!!



FAMA - Fire Apparatus Manufacturers' Association
@FAMAnorthamerica


- Home
- About
- Events
- Photos
- Videos
- Community
- Reviews
- Posts

[Create a Page](#)



Like Create Fundraiser Share ... [Learn More](#)

Photos




Nonprofit Organization
5.0 ★★★★★

Community

- 166 people like this
- 171 people follow this

About

- (352) 843-3404
- Contact FAMA - Fire Apparatus Manufacturers' Assoc
- www.fama.org



166 likes +2 this week
Craig Hamrick and 33 other friends

171 follows

See Pages Feed
Posts from Pages you've liked as your Page

1 post reach this week

166 people like this and 171 people follow this
David invited you to like this Page



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Daily data is recorded in the Pacific time zone.

1W 1M 1Q

Start:

10/6/2017



End:

2/6/2018



Total Page Likes as of Today: 166



BENCHMARK

Compare your average performance over time.

Total Page Likes



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FACEBOOK

- “ As FDIC approaches, we will be posting about FAMA events at the show
- “ Please forward relevant non-product, non-sales pitch member company news!
- “ Alissa McGlone is going to be spearheading Facebook posts
- “ Any ideas for content are welcome!



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fama.org Desktop Mobile
Organic Search Positions for google.com database

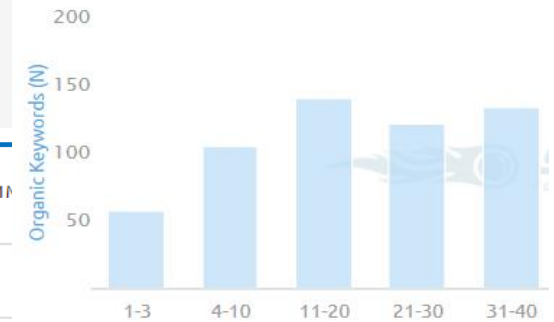
BACKLINKS

2.1K TOTAL BACKLINKS

Referring Domains

Referring IPs

ORGANIC POSITION DISTRIBUTION

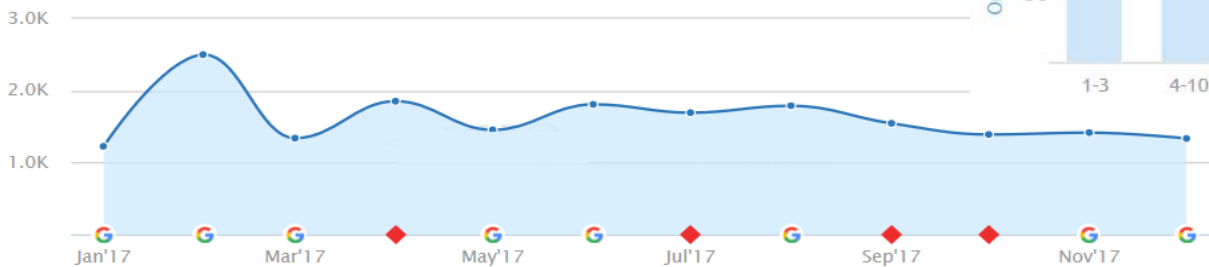


1.3K
KEYWORDS

1.3K
TRAFFIC

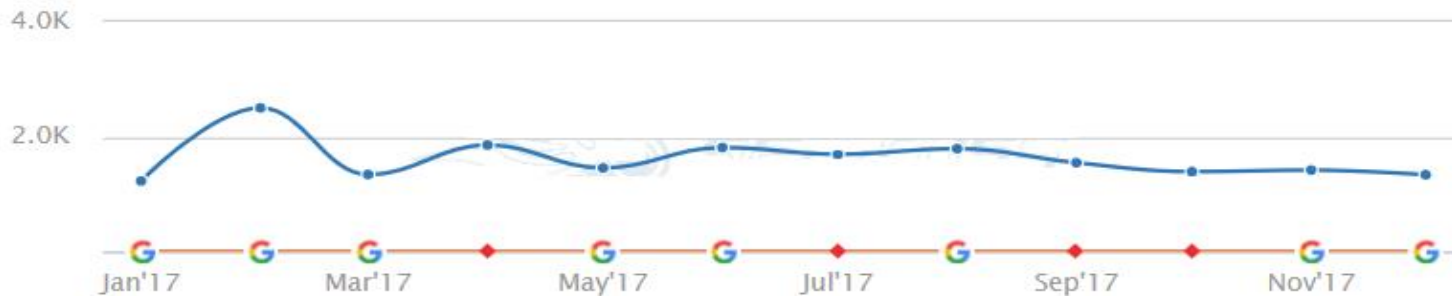
\$416
TRAFFIC COST

Traffic Keywords Notes



ORGANIC PAID Notes

1M 6M 1Y 2Y All Time





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<input type="checkbox"/>	Keyword	Pos.	Volume	KD	CPC (USD)	URL	Traffic %
<input type="checkbox"/>	how wide is a fire truck	1 (1)	880	63.99	0.00	fama.org/wp-cont...2d.pdf	30.93
<input type="checkbox"/>	fama	9 (9)	3,600	56.73	0.08	www.fama.org/	8.08
<input type="checkbox"/>	fire truck dimensions	1 (1)	170	69.53	0.00	fama.org/wp-cont...2d.pdf	5.91
<input type="checkbox"/>	how much does a fire truck weigh	3 (3)	590	68.49	3.88	fama.org/wp-cont...2d.pdf	3.97
<input type="checkbox"/>	fire truck weight	1 (1)	110	75.27	0.00	fama.org/wp-cont...2d.pdf	3.82
<input type="checkbox"/>	fire appliance dimensions	1 (2)	90	68.28	0.00	fama.org/wp-cont...2d.pdf	3.14
<input type="checkbox"/>	how much does a fire engine weigh	1 (2)	90	77.15	0.00	fama.org/wp-cont...2d.pdf	3.14
<input type="checkbox"/>	fama.org	1 (1)	50	31.47	0.00	www.fama.org/	2.99
<input type="checkbox"/>	fire truck height	1 (1)	70	69.95	0.00	fama.org/wp-cont...2d.pdf	2.39
<input type="checkbox"/>	fire apparatus manufacturers association	1 (1)	30	64.55	0.00	www.fama.org/	1.79
<input type="checkbox"/>	weight of a fire truck	1 (1)	50	73.33	0.00	fama.org/wp-cont...2d.pdf	1.72
<input type="checkbox"/>	firetruck weight	1 (1)	50	73.11	0.00	fama.org/wp-cont...2d.pdf	1.72
<input type="checkbox"/>	height of fire engine	1 (1)	50	64.05	0.00	fama.org/wp-cont...2d.pdf	1.72
<input type="checkbox"/>	weight of fire truck	1 (1)	40	70.33	0.00	fama.org/wp-cont...2d.pdf	1.34
<input type="checkbox"/>	fire apparatus manufacturers list	1 (1)	40	47.12	0.76	www.fama.org/	1.34
<input type="checkbox"/>	fama.org	1 (1)	20	39.41	0.00	www.fama.org/	1.19
<input type="checkbox"/>	fire engine weight	1 (1)	30	73.27	0.00	fama.org/wp-cont...2d.pdf	1.04
<input type="checkbox"/>	dimensions of a fire engine	2 (2)	90	60.05	0.00	fama.org/wp-cont...2d.pdf	0.82



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People consistently find
FAMA.org when searching for
fire apparatus dimensions.



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<div>Plot Rows</div> <div>Secondary dimension ▼</div> <div>Sort Type: Default ▼</div> <div></div>							
-	Age ?	Acquisition			Behavior		
		Sessions ? ↓	% New Sessions ?	New Users ?	Bounce Rate ?	Pages / Session ?	Avg. Session Duration ?
		24,228 % of Total: 53.21% (45,531)	69.76% Avg for View: 75.06% (-7.07%)	16,901 % of Total: 49.45% (34,177)	56.70% Avg for View: 60.53% (-6.33%)	3.48 Avg for View: 3.09 (12.55%)	00:02:45 Avg for View: 00:02:19 (18.68%)
<input checked="" type="checkbox"/>	1. 25-34	5,983 (24.69%)	72.04%	4,310 (25.50%)	60.05%	3.46	00:02:46
<input checked="" type="checkbox"/>	2. 45-54	5,221 (21.55%)	65.98%	3,445 (20.38%)	53.73%	3.53	00:02:54
<input checked="" type="checkbox"/>	3. 35-44	5,114 (21.11%)	70.00%	3,580 (21.18%)	56.98%	3.29	00:02:41
<input checked="" type="checkbox"/>	4. 55-64	3,551 (14.66%)	66.85%	2,374 (14.05%)	52.77%	3.86	00:03:01
<input checked="" type="checkbox"/>	5. 18-24	2,833 (11.69%)	77.69%	2,201 (13.02%)	62.80%	3.65	00:02:27
<input checked="" type="checkbox"/>	6. 65+	1,526 (6.30%)	64.94%	991 (5.86%)	50.59%	2.80	00:02:24
-	Gender ?	Acquisition			Behavior		
		Sessions ? ↓	% New Sessions ?	New Users ?	Bounce Rate ?	Pages / Session ?	Avg. Session Duration ?
		24,905 % of Total: 54.70% (45,531)	70.00% Avg for View: 75.06% (-6.75%)	17,433 % of Total: 51.01% (34,177)	56.87% Avg for View: 60.53% (-6.04%)	3.44 Avg for View: 3.09 (11.39%)	00:02:43 Avg for View: 00:02:19 (17.16%)
<input checked="" type="checkbox"/>	1. male	18,166 (72.94%)	69.68%	12,658 (72.61%)	55.49%	3.13	00:02:34
<input checked="" type="checkbox"/>	2. female	6,739 (27.06%)	70.86%	4,775 (27.39%)	60.60%	4.29	00:03:07



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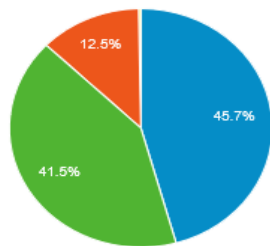
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- “ Most users are MALES between 25 and 55
- “ Most users visit site from DESKTOP computers
 - “ This is interesting as most industry traffic is reported to be 60% mobile

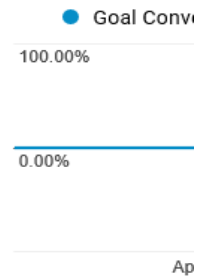
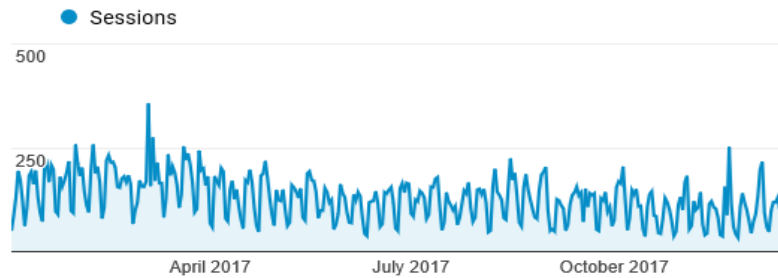


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■ Organic Search
■ Direct
■ Referral
■ Social
■ Email
■ (Other)



	Acquisition			Behavior		
	Sessions	% New Sessions	New Users	Bounce Rate	Pages / Session	Avg. Session Duration
	45,531	75.06%	34,177	60.53%	3.09	00:02:19
1 ■ Organic Search	19,151	<div></div>		56.56%	<div></div>	
2 ■ Direct	18,413	<div></div>		59.71%	<div></div>	
3 ■ Referral	7,736	<div></div>		71.83%	<div></div>	
4 ■ Social	228	<div></div>		75.44%	<div></div>	
5 ■ (Other)	1	<div></div>		100.00%	<div></div>	
6 ■ Email	2	<div></div>		100.00%	<div></div>	



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- “ Roughly half of traffic comes from organic searches
- “ Other half are people typing `+www.fama.org+` in to the browser
- “ 12.5% come from referrals from other sites



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Page		Pageviews	% Pageviews
1. /		35,738	25.40%
2. /members/list/		5,366	3.81%
3. /members/buyers_guide/		5,348	3.80%
4. /search		3,950	2.81%
5. /members/area/		3,496	2.48%
6. /data		3,384	2.40%

Behavior Flow

Jan 1, 2017 - Dec 20, 2017

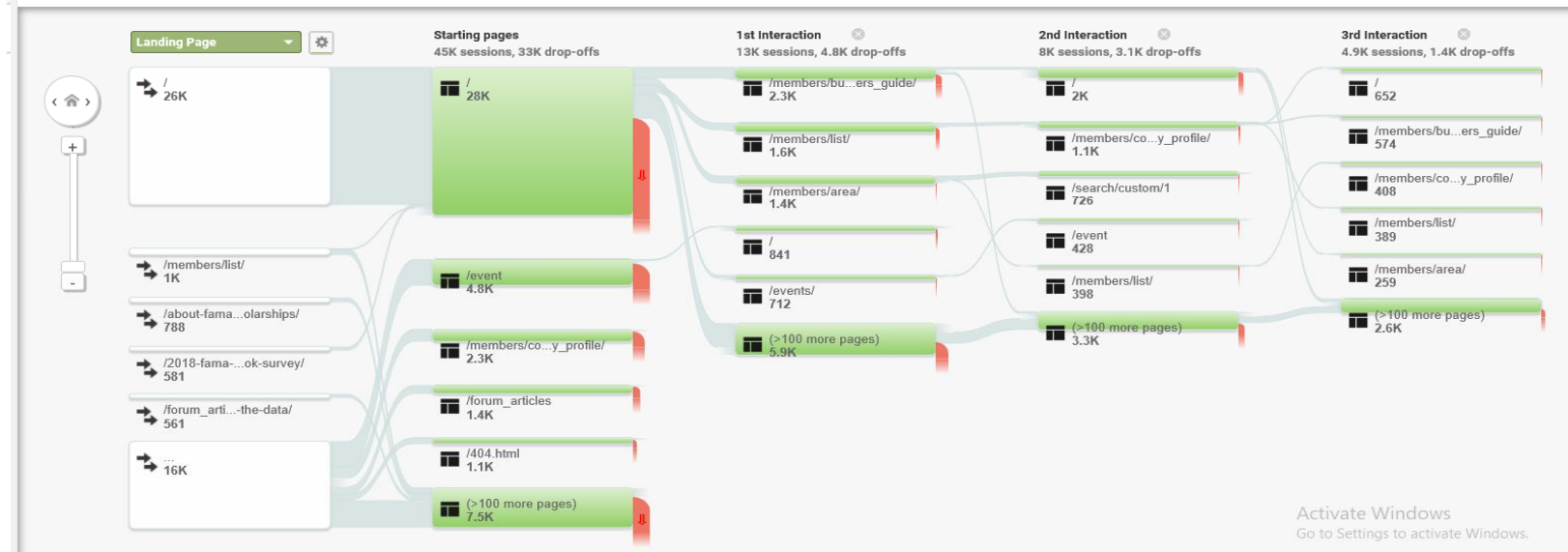
Automatically Grouped Pages ▾ Level of Detail ▾ Export ▾



All Users
100.00% Sessions



+ Add Segment



Activate Windows
Go to Settings to activate Windows.



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- “ Most traffic is to our home page
(www.FAMA.org)
- “ Next is to the member list (hello spam emails!)
- “ Buyers guide is #3 in terms of popularity



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TRADE SHOWS

Kim Morrow

Alissa McGlone



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Fire Service Events

DATE	SHOW / MEETING	LOCATION	CONTACT
January	11-13	Arizona Fire District's Assoc. Winter Conference	Laughlin, NV azfiredistricts.org / 480-496-4331
January	15-19	FDSOA Apparatus Maintenance Symposium	Scottsdale, AZ fdsoa.org / 508-881-3114
January	17-20	Fire Rescue East	Daytona Beach, FL ffca.org / 386-676-2744
January	17-20	Utah Winter Chiefs Conference and Fire School	St. George, UT utahfirechiefs.org or uvu.edu/ufra/ 888-548-7816
January	17-20	Piedmont Fire Expo	Winston Salem, NC forsythcountyfire-rescue.com
January	21-23	Intersec Safety & Security Expo	Dubai, UAE intersecexpo.com
January	26-27	LSU Fire & Emergency Training Equipment Show	Baton Rouge, LA feti.lsu.edu / 800-256-3473
Jan/Feb	31-4	North Carolina Mid-Winter Conference (NCAFC)	Concord, NC ncafc.com
February	17-18	Long Island Mega Show	Brentwood, NY liproductions.net / 631-669-4300
February	21-23	EMS Today	Charlotte, NC emstoday.com / 302-840-5611
February	21-24	FAMA Spring Meeting	Coronado Island, CA fama.org / 352-843-3404
February	21-25	VA Fire Chiefs Mid Atlantic Expo & Symposium	Virginia Beach, VA vfca.us / 888-818-0983
February	22-24	Orlando Fire Conference	Orlando, FL orlandofireconference.com
February	22-24	Fire & Security India Expo (FSIE)	BIEC, Bengaluru, India fsie.in
February	26-28	Texas Fire Chiefs Association Executive Conference	Austin, TX tfcaconference.org/512-343-4564
Feb/March	27-1	Wildland-Urban Interface Conference	Reno, NV iafc.org/wui / 703-537-4838
March	1-4	WI State Firefighters Conference	Middleton, WI wi-state-firefighters.org
March	3-4	Pittsburgh Fire, Rescue & EMS Expo	Monroeville, PA simoneventmanagement.com / 800-747-5599
March	4-8	Firehouse World	San Diego, CA firehouseworld.com / 952-808-3329
March	4-7	IAFF Legislative Conference	Washington, DC client.prod.iaff.org
March	6-7	Ohio Fire Chiefs Winter Symposium	Columbus, OH ohiofirechiefs.org
March	19-21	ConneXions Orlando	Orlando, FL iafc.org/events/calendar
March	26-29	International Association of Wildland Fire	Reno, NV iawfonline.org/conferences.php
April	4-6	Oklahoma Fire Chief's Conference	Tulsa, OK elaineg@osfa.info / 800-308-5336/ www.osfa.info
April	5-7	Secutech Security and Fire & Safety	Mumbai, India secutechexpo.com
April	9-11	Vision 20/20's Model Perform. Community Risk Reduction Sympos	Reston, VA strategicfire.org/2018symposiumexhibits / cynthialleighton@gmail.com
April	11	Southeast MI Chiefs Midwest Fire Rescue Expo	Novi, MI smafc.org / 248-506-3401
April	12-14	Saskatchewan Fire Chiefs Annual Conference	Regina, SK safo.sk.ca
April	18-19	CFSI National Fire & Emergency Symposium	Washington, DC cfsi.org / 202-371-1277
April	18-19	FAMA/FEMSA GAC Hill Day	Washington, DC famafemsagac.org / 781-334-2911
April	23-28	FDIC International	Indianapolis, IN fdic.com / 973-251-5056
April	26	FAMA Technical Committee Meeting	Indianapolis, IN info@fama.org / www.fama.org/
May	4-5	Ontario Fire Chiefs	Mississauga, ON oafc.on.ca / 905-426-9865



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Trade Show Contacts Member Survey



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FAMA/FEMSA Member Survey
To Identify Accurate Contacts for Key Trade Shows

FDIC

* 4. Will your company have a booth at FDIC?

- ☐ Yes
☐ No

* 5. If yes, who is the best contact within your company for information regarding FDIC?

First Name

Last Name

Company Name

Title

Email address

Phone number



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2018 - FAMA Spring Meeting

Meeting Planning Committee

Grady North
Matt Pitzer



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2018 - FAMA Spring Meeting

Grady North . Chairman

Matt Pitzer . Co-Chair

Bill Doeblor . Co-Chair

Chick Granito . Corporate Sponsorships

Pat Cahill . Group Activities

Mark Albright . On Site Coordinator

Mike Bowman . Speaker Coordinator

Kaoma Massa . Banquet Awards, Photography

Ron Truhler . Golf Tournament

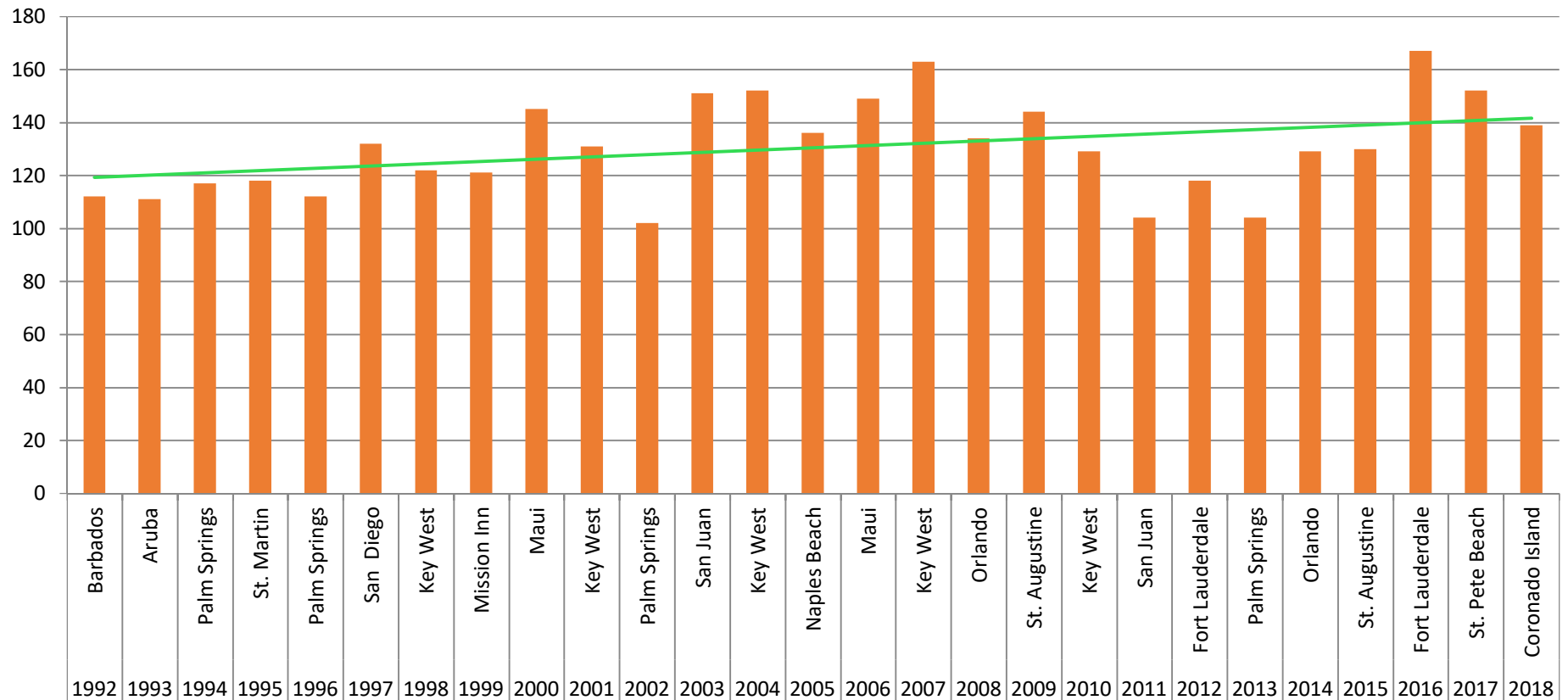
Curt Ignacio . FAMA Board Liaison



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Members and Guests

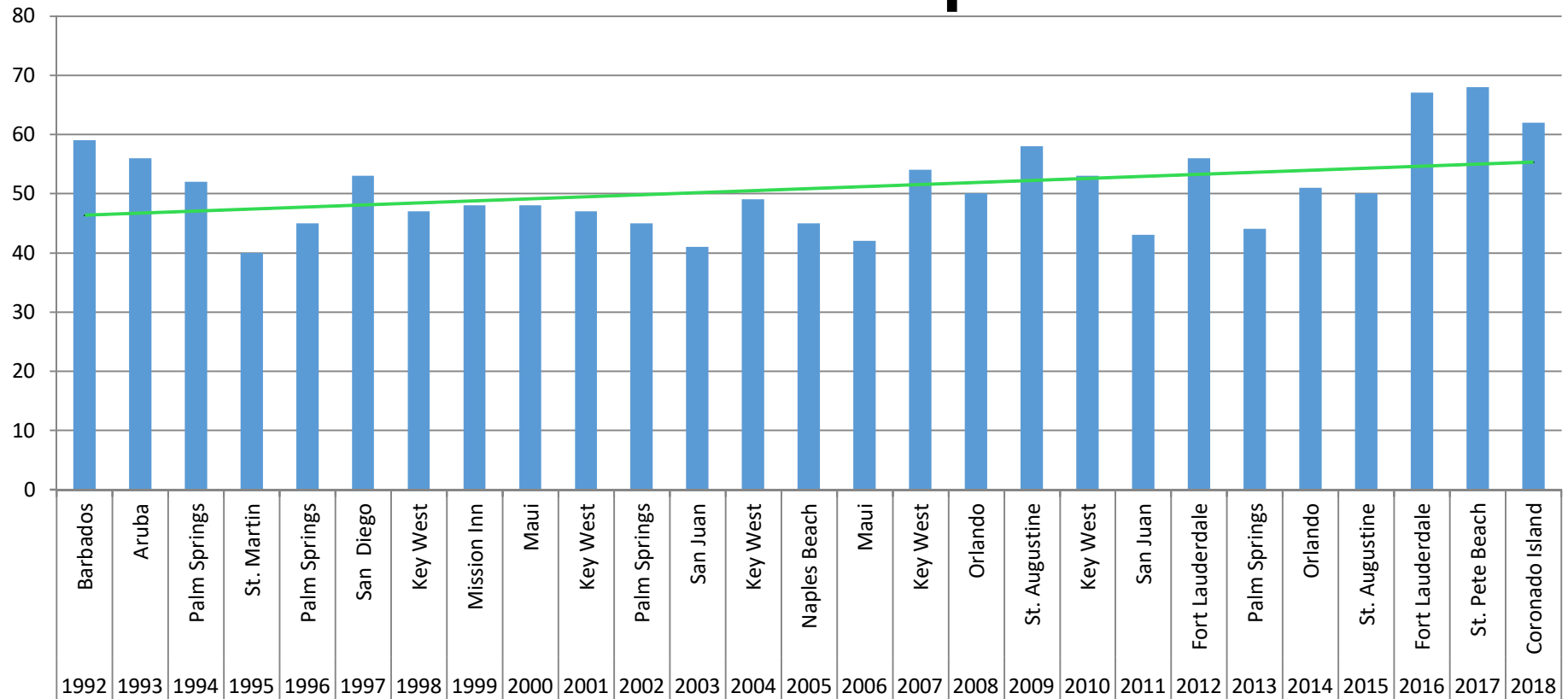




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Member Companies





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2018 - FAMA Spring Meeting

**Renaissance,
Austin, TX**

**September 25-27,
2018**





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2018 - FAMA Spring Meeting

Marriott Hollywood Beach, FL

**March 17-19,
2019**





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2018 - FAMA Spring Meeting

Toronto Marriott Downtown Eaton Centre Hotel

October 9-11, 2019





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2018 - FAMA Spring Meeting

Spring Meeting 2020

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

March 21-24, 2020





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2018 - FAMA Spring Meeting

Fall Meeting 2020

JW Marriott New Orleans

October 7-9, 2020





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2018 - FAMA Spring Meeting

MEMBERSHIP COMMITTEE

Gregg Geske
Tim Van Fleet



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2018 - FAMA Spring Meeting

Committee Members

- " **Tim Van Fleet / Co-Chair** . Akron Brass Company
- " **Gregg Geske / Co-Chair** . Waterous Company
- " Rick Suche . Fort Garry Fire Trucks
- " Oran McNabb . AMDOR
- " Greg Polka . RealWheels
- " Jennifer Hollis . Hansen International
- " Bert McCutcheon . Ferrara Fire Apparatus
- " **Board Liaison** – Jerry Merges . VisionMark
Nameplate Co.



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2018 - FAMA Spring Meeting

Committee Annual Objectives

- “ Grow Membership 5%
- “ Develop Membership Retention Plan
- “ Engage Member Company Participation
- “ Proceed with Mentor Program for First Time Attendees



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2018 - FAMA Spring Meeting

Targeted New Member Companies

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

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



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New Member Companies

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



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2018 - FAMA Spring Meeting

NOMINATING COMMITTEE

Phil Gerace



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Nominating Committee Members

- “ Phil Gerace (Past-Past-Past President)
- “ Dave Durstine (Past-Past President)
- “ Scott Edens (Past President, Board Liaison)



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2018 - FAMA Spring Meeting

Activities

- “ Manage Nomination Process
- “ Identify Candidates for 2019 Board Positions
- “ Identify Candidates for Future Consideration



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2018 - FAMA Spring Meeting

Publish Nomination Call	April 30, 2018
Identify and contact candidates for 2018 board positions	May 15, 2018
Prepare template for Slate of Nominees	June 30, 2018
Finalize slate of 2019 candidates	July 15, 2018
Publish slate of 2019 candidates	Aug 15, 2018

Presentation of Process and Slate
Call for Nominations from the Floor
Election of 2019 Officers



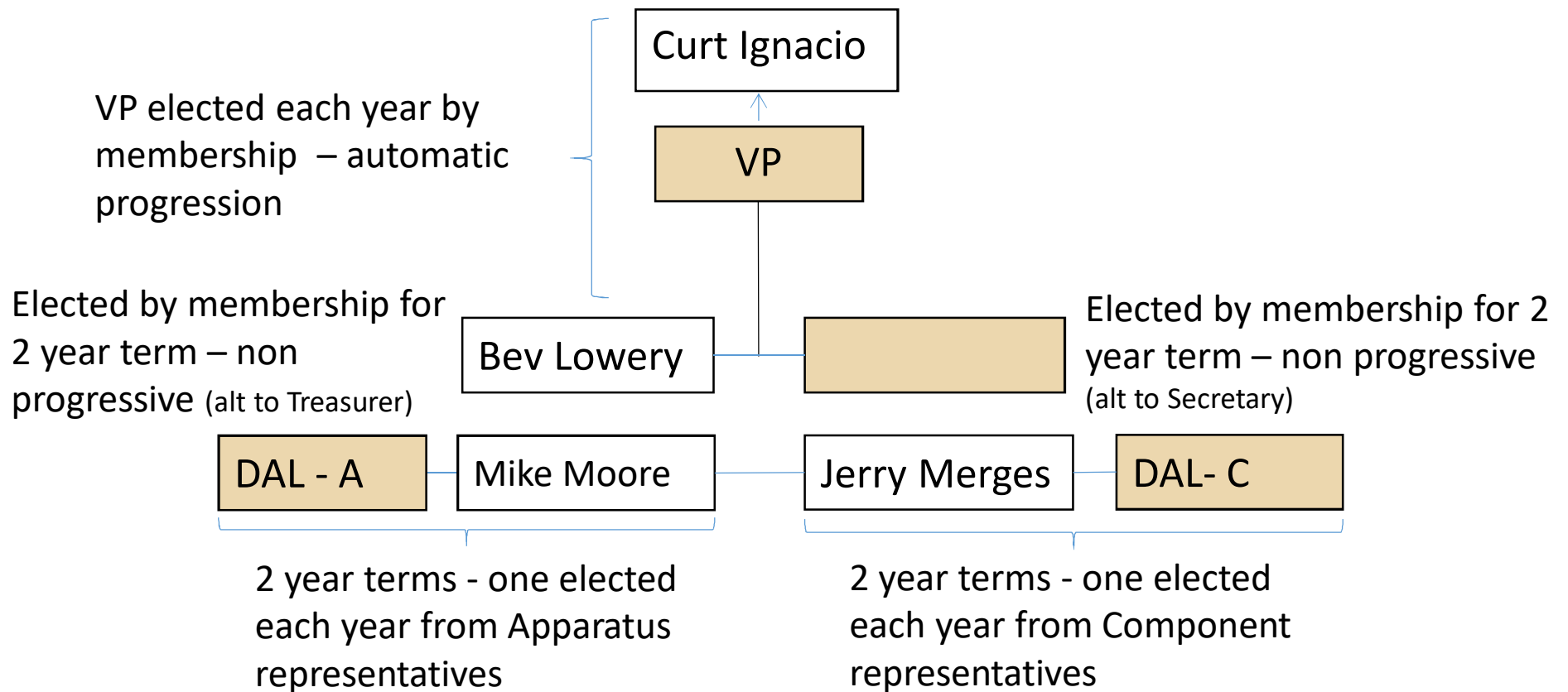
2018 Fall Meeting



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2018 - FAMA Spring Meeting

2019 Board Positions





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2018 - FAMA Spring Meeting

2019 Open Board Positions

Vice President

Treasurer – 2 Year Position

DAL – Apparatus – 2 year Position

DAL – Component – 2 Year Position



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2018 - FAMA Spring 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,
- “ 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.



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2018 - FAMA Spring Meeting

TECHNICAL COMMITTEE

Roger Lackore
Doug Miller



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Subcommittee Leaders

Aerial/Quint

Jim Salmi
(E-One)



John Brady
(KME)



ARFF

Paul Powell
(Rosenbauer)



Sarah Peck
(Akron Brass)



Ambulance

Steve Rowland
(Demers)



Mike Franckowiak
(Akron Brass)



Body

Will Pilcher
(Fouts Bros)
Wayde Kirvida
(Custom Fire)



Electrical

John Doperalski
(Harrison)
Peter Luhrs
(SafeFleet)



Foam

Gregg Geske
(Waterous)
Mike Dupay
(Fire Research)



Pumps & Plumbing

Doug Miller
(TFT)
Mike Sulmone
(Trident)



Chassis

Tim Johnson
(KME)
Chris Crowel
(Cummins)





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FDSOA Support



- ” 2019 Symposium Location . Orlando
- ” 2019 Speaker Planning
- ” 2018 Survey Results





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FAMA Forum Schedule 2018

Jan-18	Fire Service Statistics	Fire Service	Paul Darley
Feb-18	Headlights	Lighting	Sam Massa
Mar-18	History of FAMA Influence on Apparatus Safety	Safety	Grady North
Apr-18	Common Engine Maintenance Mistakes	Engines	Chris Crowel
May-18	SAE Ambulance Recommended Practices	Safety	Roger Lackore
Jun-18	Hose Testing Safety	Safety	Gregg Geske
Jul-18	V2V Communications in Fire Apparatus	Technology	Cory Haas
Aug-18	Carcinogens and Apparatus Design Impact	Safety	Scott Beecher
Sep-18	Foam Concentrate Evolution	Foam	Tom Reser
Oct-18	FDSOA Promotion		TBD
Nov-18	Temperature Impact on Modern Electronics	Electronics	Sam Massa
Dec-18	Corrosion and Fire Apparatus	Chassis	Zac Soderberg

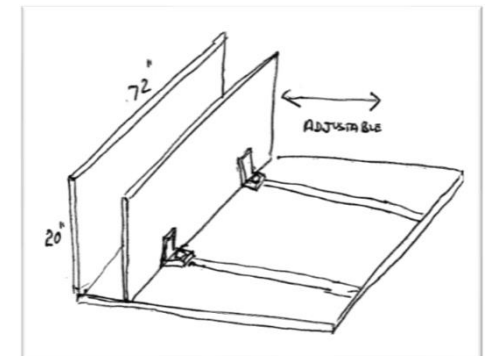


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Hose Bed Capacity Test Standard TC065

” Initiative

- ” Create a test standard for determining the hose capacity of a hose bed
- ” FEMSA agreed to use the test method to provide data to apparatus manufacturers.



Test Number	Test Date	Hose Diameter (in)	Brand Name	Part or Model Number	Material	Description	Service Pressure (psi)	Test Hose Assembly Length (ft)	Test Hose Assembly Weight (lbs)	Test Fixture Width (in) W	Test Lay Height (in) H	Total Volume of Test Assembly (in³)	Volume per Linear Foot (in³/ft)	Weight per Linear Foot of Hose (lb/ft)
Example	8/23/2017	1.75	Ndurance		Polyester	Double Jacket	400	200	120	8	16	9216	46.08	0.6
Example	8/23/2017	2			Nitrile / PVC through-the-weave	Rubber Covered	300	200	100	10	18	12960	64.8	0.5
Example	8/23/2017	2			Polyester	EDPM Lined Dbl Jckt	300	200	100	10	18	12960	64.8	0.5
TC065-001												0	#DIV/0!	#DIV/0!
TC065-002												0	#DIV/0!	#DIV/0!
TC065-003												0	#DIV/0!	#DIV/0!
TC065-004												0	#DIV/0!	#DIV/0!



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Pending Whitepapers

- “ Power Line Contact Position Paper
 - “ Apparatus Size and Weight (Update)
- Complete





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NIOSH Seating for 1901

- ” Chassis Committee Created a Public Input
- ” Lackore and Crowel reviewed proposal with Gordon Routley and Mike Wilbur
- ” Comment and justification will be submitted as a public comment from FAMA.





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NFPA 1901 Seats

Applications have been submitted to NFPA to replace:

- ” Current Principal, David Durstine and**
- ” Alternate, Mike Schoenberger**

Philip Gerace

Sam Massa



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NFPA 1500 Standard on Fire Department Occupational Safety, Health, and Wellness Program

“ Apparatus Related Topics

- “ SCBAs out of Cab**
- “ Contaminated PPE and Equipment not Carried in Cab unless Bagged and Secured**
- “ Aerial Fall Protection – Method for personnel climbing the ladder to be continuously tethered during the climb.**
- “ Cab step heights limited to 12 inches if personnel must exit the cab with more than 30 lbs equipment**
- “ Exhaust directed away from personnel**



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NFPA 1500 Standard on Fire Department Occupational Safety, Health, and Wellness Program

- “ First Draft
 - “ Public Input Closing Date: January 4, 2018
 - “ Public Input meeting – Jan 15 - FDSOA
 - “ First Draft Report Posting Date: September 6, 2018
- “ Second Draft
 - “ Public Comment Closing Date: November 15, 2018
 - “ Second Draft Report Posting Date: August 1, 2019



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Buyers Guide Progress

Draft

13

Published

5

Remaining

21



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Body

Will Pilcher, Wayde Kirvida

TC039	Buyers Guide - Tanks	Andrew Lingel - UPF
TC041	Buyers Guide - Hose Restraints	Grady North - E-One
TC042	Buyers Guide - Stepping Surfaces	Burt McCutcheon - Ferrara
TC043	Buyers Guide - Chevron Stripping and Graphics	Jerry Merges - VisionMark
TC053	Buyers Guide - Breathing Air Systems	Ed Smith - VT Hackney
TC054	Buyers Guide - Compartment Doors	Bruce Whitehouse - AMDOR
TC055	Buyers Guide - Reels	Denis Bleile – COXREELS Ken Fritz - Hannay
TC056	Buyers Guide - Ladder and Equipment Racks	Mike Adams - Ziamatic
TC058	Buyers Guide - Equipment Mounting - Body	Greg Young - Performance Advantage Co.
TC059	Buyers Guide - Body Access	Mike Adams - Ziamatic



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Chassis

Tim Johnson, Chris Crowell

TC034	Buyers Guide - Winches	Steve Stein, Steve Martin
TC036	Buyers Guide - Apparatus Seating	Bev Lowry - Bostrom
TC046	Buyers Guide - Engine Air Intake	???
TC047	Buyers Guide - Specing Apparatus for Maintenance	Drew Sutphen - Sutphen
TC048	Buyers Guide - Suspensions - Front	???
TC049	Buyers Guide - Suspensions - Rear	Bob Albano - Hendrickson
TC051	Buyers Guide - Cab Storage	Mike Adams - Ziamatic
TC057	Buyers Guide - Occupant Protection	Dan Veselsky - IMMI
TC062	Buyers Guide - Tires	Woody Savage - Michelin
TC063	Buyers Guide - Wheels	Greg Polka - Real Wheels
TC064	Buyers Guide - HVAC	Mark Bartlett - Spartan
TC066	Buyers Guide – Engine Exhaust Removal	Scott Beecher - BEST



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Electrical

John Doperalski, Peter Luhrs

TC035	Buyers Guide - Batteries, Alternators, and Chargers.	Pete Sremac - Niehoff
TC037	Buyers Guide - Lighting Technology	Sam Massa - Hi-Viz
TC038	Buyers Guide - Line Voltage Generators	John Doperalski - Harrison
TC040	Buyers Guide - Headlights	Sam Massa - Hi-Viz
TC044	Buyers Guide - Warning Lights	Matt Pitzer - Code 3
TC045	Buyers Guide - Electrical Systems	Dave Durstine - Weldon
TC050	Buyers Guide - Audible Warning Devices	Morgan Look - Federal Signal
TC060	Buyers Guide - Light Towers	Drew Newman - Will-Burt Co.
TC061	Buyers Guide - Camera Systems	Grady North - E-One
TC069	Buyers Guide - Vehicle to Vehicle Communications	Cory Haas – Hass Alert



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Foam

Gregg Geske, Mike Dupay

TC030	Buyers Guide - Foam Systems	Greg Geske, Michael Dupay
TC067	Buyers Guide - CAFS	Troy Carothers



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Pump

Doug Miller, Mike Sulmone

TC024	Buyers Guide - Pumps	Doug Miller
TC052	Buyers Guide - Pump Pressure Governors	Dave Guynn - Hale



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Aerial

Jim Salmi, John Brady

TC031	Buyers Guide - Aerial Apparatus	Reed Wissler
TC068	Aerial Rope Rescue Systems	TBD