



# WELCOME

## 2018 FAMA FALL BUSINESS MEETING





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**“ Call to Order**

**“ Invocation**

**P. Gerace**

**“ Opening Remarks**

**S. Toren**



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## 2018 - FAMA Fall Meeting

# Meeting Initiatives

**" Agenda**

**" WIFI Access**



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# Introduction of Board of Directors

## Committee Liaison

Scott Edens	Past President	GAC / LRP / Nominating
Steve Toren	President	Fall Meeting Planning
Curt Ignacio	Vice President	Meeting Planning
Jeff Darley	Treasurer	Technical Committee
Bev Lowery	Secretary	Bylaws
Andrew Lingel	Director-at-Large	Marketing & Trade Shows
Mike Moore	Director-at-Large	Statistics



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## **2018 - FAMA Fall Meeting**

### **NEW FAMA MEMBERS ATTENDING (3)**

**Battleshield Industries Limited**

**Nevada Pacific Services Inc.**

**OFAB Inc.**

**Luc Thibault**

**Jim Swartzwelder**

**Mark Coley**



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# First Time Attendees (18)

**Luc Thibault**

**Connor Foster**

**Brian Emmel**

**Larry Reber**

**Gary Pacilio**

**Mike Welte**

**Doug Kelley**

**Tom Leckband**

**Jim Swartzwelder**

**Battleshield Industries Limited \***

**Cummins Inc. - Generators**

**Federal Signal Corporation**

**Firovac by Reberland Equipment Inc.**

**Hale Products, Inc.**

**Hub Fire Engines & Equipment Ltd.**

**KME Fire Apparatus**

**Maintainer Custom Bodies**

**Nevada Pacific Services Inc. \***





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## **First Time Attendees (cont.)**

**Mark Coley**

**OFAB Inc. \***

**Dave Reichman**

**Rosenbauer America, LLC**

**Mark Esquivel**

**Skeeter Brush Trucks, LLC**

**Jeffrey Keiser**

**Skeeter Brush Trucks, LLC**

**Jesse Marroquin**

**Skeeter Brush Trucks, LLC**

**Zac Soderberg**

**Spartan Emergency Response**

**Dave Heckman**

**VisionMark Nameplate Company LLC**

**Marcello Iacovella**

**WATERAX**

**Derek Zarembo**

**Whelen Engineering Co., Inc.**

**\* New Member since 2018 Spring Meeting**



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- “ Roll Call**
- “ Proof of Notice**
- “ Review of Minutes**
- “ Anti-Trust &  
Non-Discrimination Policy**





## 2018 Annual Meetings | Austin, TX

The following firms have generously supported the annual conference through their sponsorships. Please be sure to seek them out to learn about their products and services. Their support is an integral factor in our ability to offer such a great conference program.





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# SELF-INTRODUCTION OF MEMBERS



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# **BYLAWS COMMITTEE REPORT**

**Jerry Halpin  
Drew Sutphen**



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# Proposed Bylaw Changes & Ratification Process



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## Method of Approval

The normal process of amending the Bylaws is to review each section word by word as it is currently written.

The intention of the change is then defined.

The newly worded section as amended is then reviewed word by word.

A vote is then taken to approve/disapprove the amendment (s).



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## **Approval Method For These Amendments**

Because of the volume of changes, the word by word review method will not be followed.

This is not in violation of the Bylaws.

Instead, a summary of the changes for each Section will be reviewed.

Questions and comments will be entertained during the entire review process.

A vote to approve/disapprove will be taken at the conclusion of the review process.





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## **THREE PROPOSED BY-LAW REVISIONS to Section 6: Board of Directors and Officers**

- ” Section 6.1 . Composition and Terms of Office
- ” Section 6.1.3 . Directors-at-Large
- ” Section 6.2 . Election of Officers and Directors-at-Large





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## **Proposed Changes to Section 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) **two-(2)** 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.



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## Proposed Changes to Section 6.1.3 – Directors-at-Large

Directors-at-Large shall be elected by the membership as provided in section 6.2 of these Bylaws, and shall serve staggered two-year terms such that two (2) **one (1)** Directors **(Director)**-at-Large are **(is)** elected by the membership each year. An individual elected as a Director-at-Large may be re-elected to serve no more than one additional consecutive two-year term as a Director-at-Large, but shall thereafter remain eligible for consecutive election to a different office. It shall be the intent and custom **of FAMA** to elect a representative of a truck manufacturer to serve as **one of** the **two** Director**s**-at-Large elected each **(alternating)** year.



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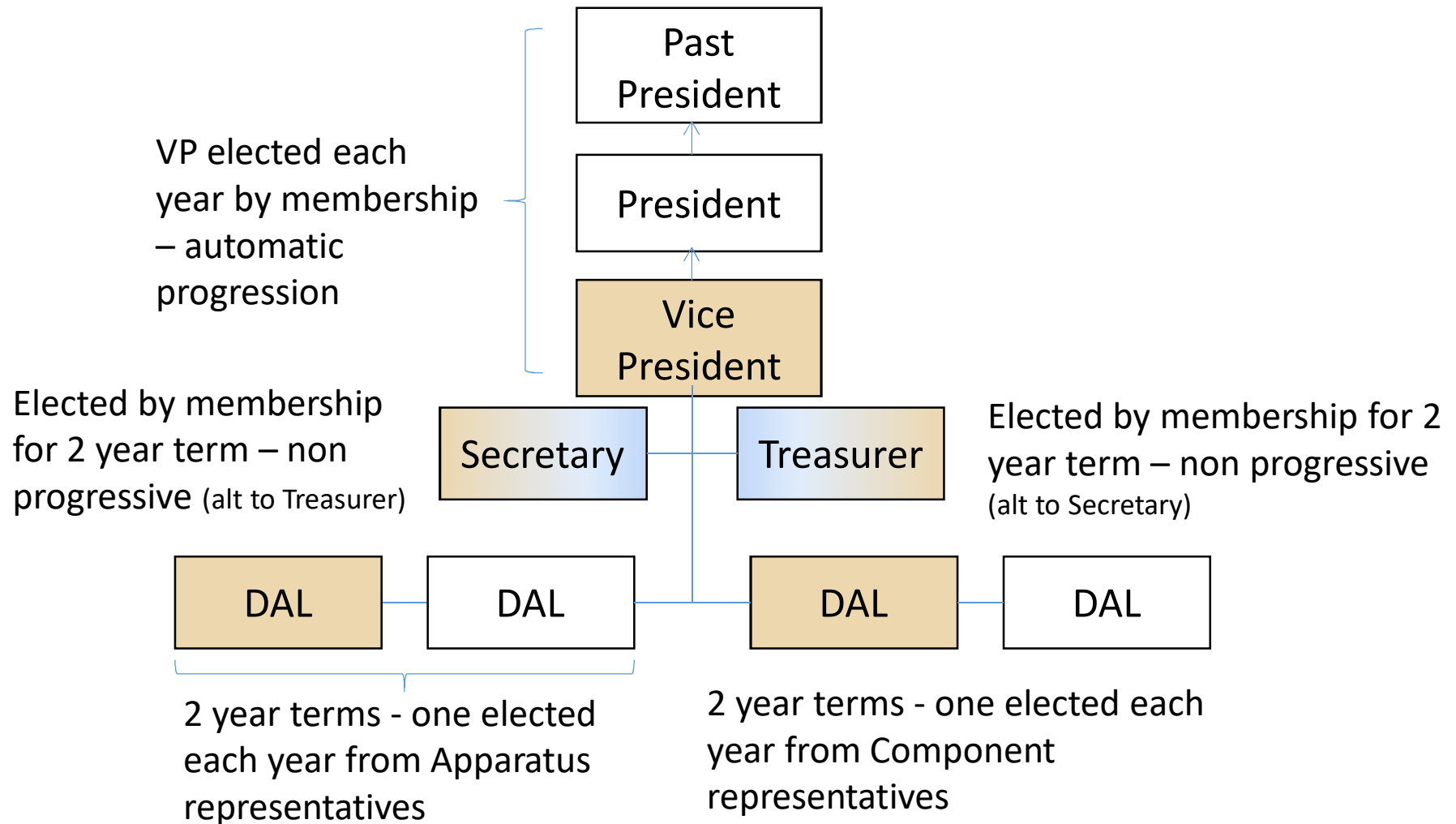
## Proposed Changes to Section 6.2 – Election of Officers and Directors-at-Large

Election of officers and directors shall be conducted each year, typically during the fall general membership meeting of **FAMA**. Any member company representative who is eligible to participate in membership meetings under section 5.1.1 of these Bylaws shall be eligible for election, unless otherwise disqualified. Prior to each annual election, the Nominating Committee shall make nomination of member company representatives who are willing and eligible to stand for election as Vice-President, Secretary or Treasurer (as appropriate in alternate years), and two **(one)** (2) **(1)** Directors (Director)-at-Large. In addition to the candidates proposed by the Nominating Committee, floor nominations of other eligible candidates for each office shall be solicited from the members present prior to commencement of the election process. Once the slate of candidates nominated for any office has been declared complete, and after floor nominations have been solicited and recorded, an eligible individual shall be elected to each open office by majority vote of the membership participating in the election, following a secret ballot allowing only one (1) vote to be cast by each participating member company. The secret ballot procedure shall be waived in situations where an eligible candidate nominated for a position to be filled is otherwise unopposed. In the event that no single candidate receives a majority vote following the secret ballot described above, the two (2) candidates having the most votes shall be subject to a run-off election by secret ballot to determine the winner by majority vote. Where resolution of a tie vote is necessary, the Secretary shall toss a coin to determine the winner.



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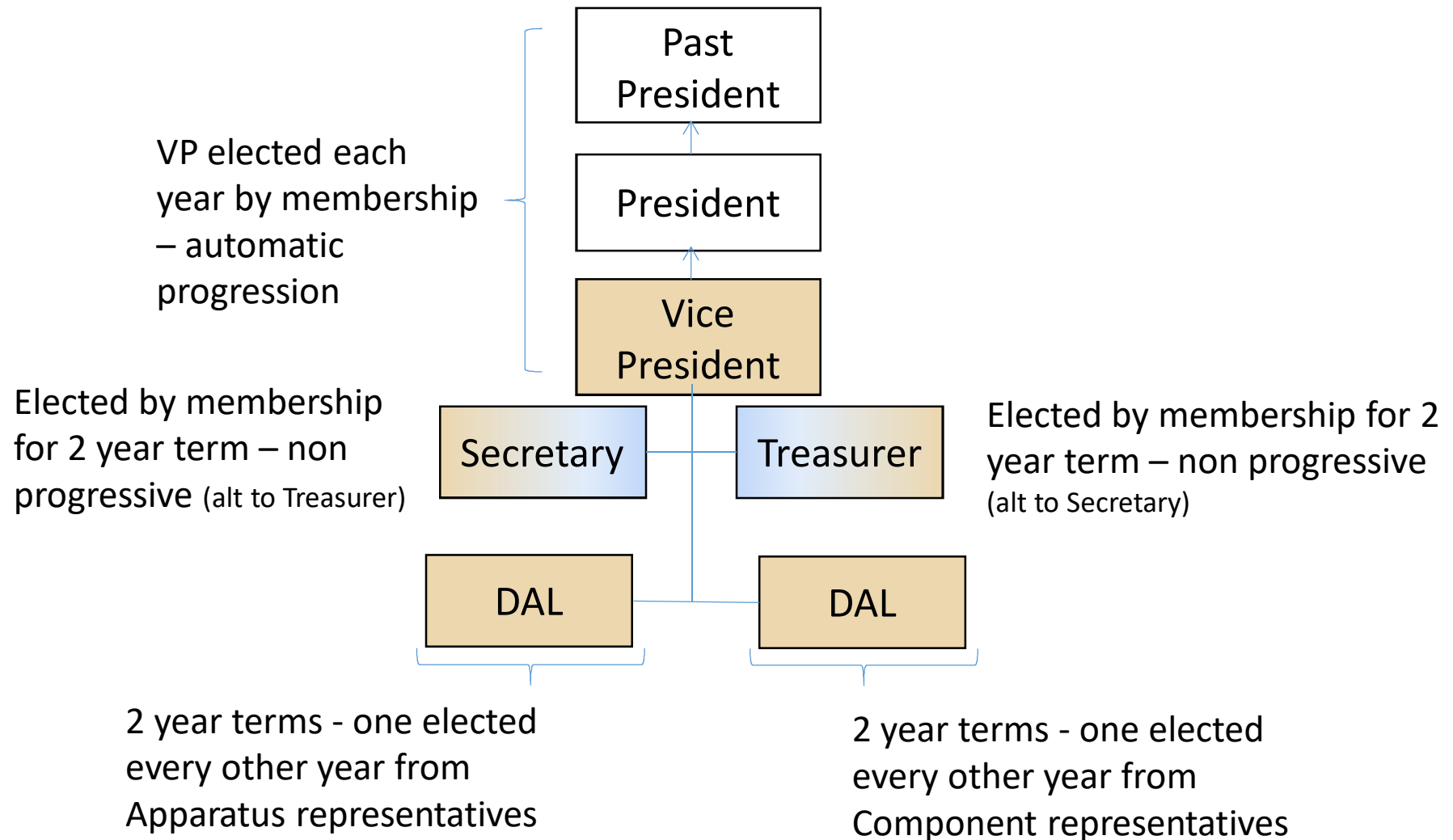
# Current Board Structure





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# Proposed New Board Structure





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## **Amendments Completed**

At this point, please ask any further questions.

The Bylaws Committee respectfully asks that a motion be made, from the floor, for the President to call for a vote to approve the amendments to section 6.0 %Board of Directors and Officers.+

**THANK YOU FOR YOUR ATTENTION.**



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## 2018 - FAMA Fall Meeting

# NOMINATING COMMITTEE

Phil Gerace





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# **Nominating Committee Members**

Phil Gerace . Chair

David Durstine

Scott Edens



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# Activities

- “ Manage Nomination process
- “ Identify candidates for 2019 Board positions
- “ Identify candidates for consideration in future years



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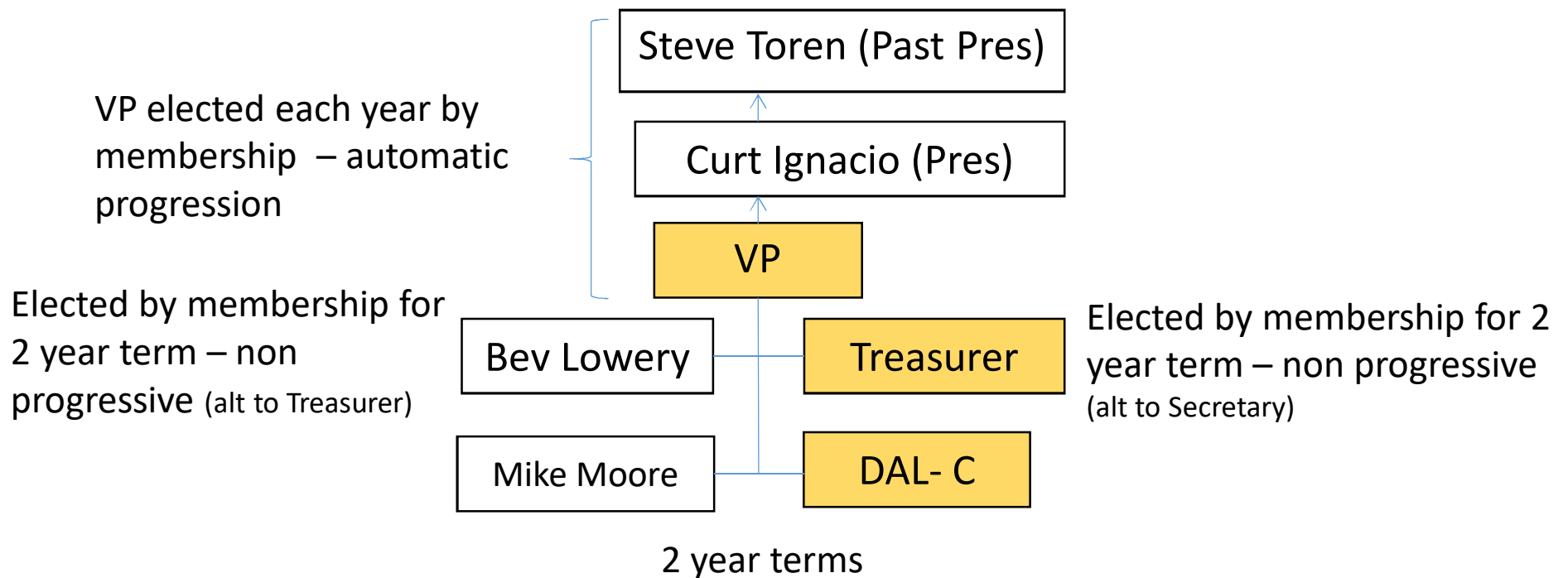
# Nominating Process

Publish Nomination Call	April 30/18
Identify and contact candidates for 2018 board positions	May 15/18
Prepare template for Slate of Nominees	June 30/18
Finalize slate of 2019 candidates	July 15/18
Publish slate of 2019 candidates	Aug 15/18
Presentation of Process and Slate	Fall Meeting
Call for Nominations from the Floor	
Election of 2019 Officers	



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## 2019 Board Positions





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## **Open Board Positions**

Vice President . Auto Progression to President

Treasurer . 2 Year Position

DAL . Component . 2 Year Position



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## 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.



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## 2019 Board Nominations

Vice President

Andrew Lingel

Treasurer

Jeff Mazza

Director at Large . Component

Oran McNabb





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## “ **Nominations from the Floor**

Open to any and all member representatives who meet the qualifications

## “ **Election of 2019 Officers**



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# **2019 Board of Directors Election**

Jerry Halpin  
Bev Lowery



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# TREASURER'S REPORT

Jeff Darley



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## 2018 - FAMA Fall Meeting

- “ Balance Sheet Assets
  - “ 2017 \$503,382.71 (09/18/2017)
  - “ 2018 \$565,418.08 (09/18/2018)
  - “ 12.32% or \$62,035.37 improvement over 2017
- “ P & L
  - “ Gross Profit
    - “ \$418,128.95 (09/18/2017)
    - “ \$421,657.92 (09/18/2018)
    - “ .84% or \$3528.97 improvement over 2017
  - “ Net Income
    - “ \$139,097.02 (09/18/2017)
    - “ \$148,110.65 (09/18/2018)
    - “ 6.48% or \$9013.63 increase from 2017
- “ Budget vs. Actuals
  - “ Tracking nicely to Budget. \$0.00 is our net income goal as a non-profit association



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### 2018 General Comments

- “ Financials are in good shape
- “ Final Quarter should be pretty much on budget with larger expenses due to fall meeting
- “ Budget vs. Actuals . Everything tracking nicely to Budget.



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# SMALL GROUP BREAKOUT SESSIONS



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# MEETING SUSPENDED





## 2018 Annual Meetings | Austin, TX

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# **2018 FAMA FALL MEETING SUSPENDED**



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# **2018 FAMA FALL MEETING RESUMED**



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**“ Call to Order**  
**“ Housekeeping**



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## **2018 - FAMA Fall Meeting**

# **Board of Directors' Report**

**Steve Toren**



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# 2018 Board Focus

- ” **Statistics** . Continue the good work of the Statistics Committee while adding enhancements via Sage Policy Groups review of other Macro-Economic Trends
- ” **GAC** . Reauthorization is in place, however we cannot stop here, need to continue communication with our Legislatures throughout the year with %Home Day+type Events.
- ” **Technical** . Continue the strong work of our Technical Committee . current focus . %Buyers Guide+.



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# Board of Director's Report

## Bylaws

- Review of Association Manual

## Education

- Scholarship

- Survey

## GAC

- Hill Day

- Home Day

- Reauthorization





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# Board of Director's Report

## Marketing & Tradeshow

Web Updates / Data

Spring Meeting Prep

FDIC Prep

## Meeting Planning

Booked through 2021

Working on 2022

## Membership

133 Member Companies

New Members





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# Board of Director's Report

## Statistics

Sage Policy Group Report

ISO

Sub-Committee

## Technical Committee

Firehouse Expo Meeting

Safety Guide	2017	\$30,223.40
	2018	\$27,765.60

FDSOA

Buyers Guide



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# **BREAKOUT SESSION REPORTS**



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# COMMITTEE REPORTS



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# **STATISTICS COMMITTEE**

**Paul Bostrom  
&  
Mike Moore**



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## 2018 - FAMA Fall Meeting

### **FAMA Board Initiatives**

- “ Complete a 5-year industry forecast & analysis report
- “ Continue publishing quarterly data in a timely manner
- “ Reduce data entry errors
- “ Increase participation of members reporting

### **Committee Projects**

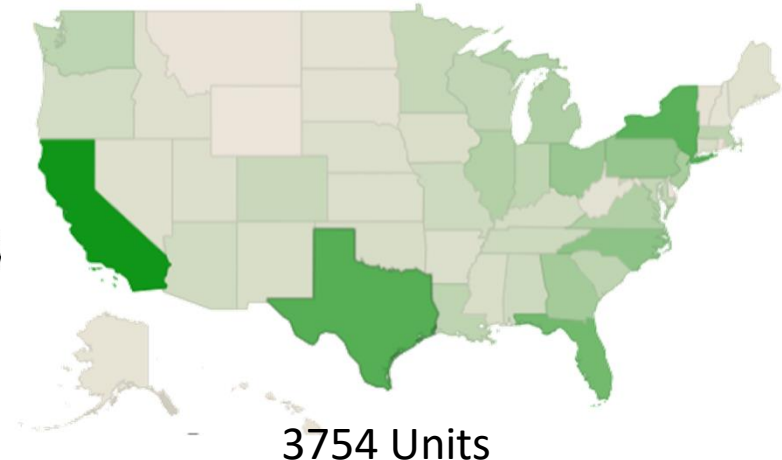
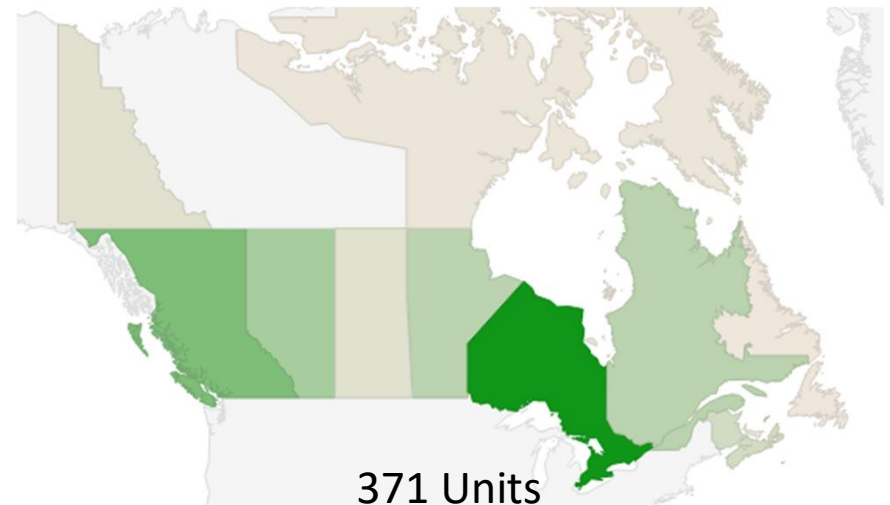
- “ Continue publishing data in a timely manner
- “ Increase participation of members reporting
- “ Develop truck data entry tutorials
- “ Incorporate validation programming / checks into data entry
- “ Provide year end summary report of statics data



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# North American Fire Apparatus Bookings

Years	Average Annual Vehicle Sales
2002-2008	5197
2009 -2015	3611
2016	3690
2017	4147
2018 YTD	1852



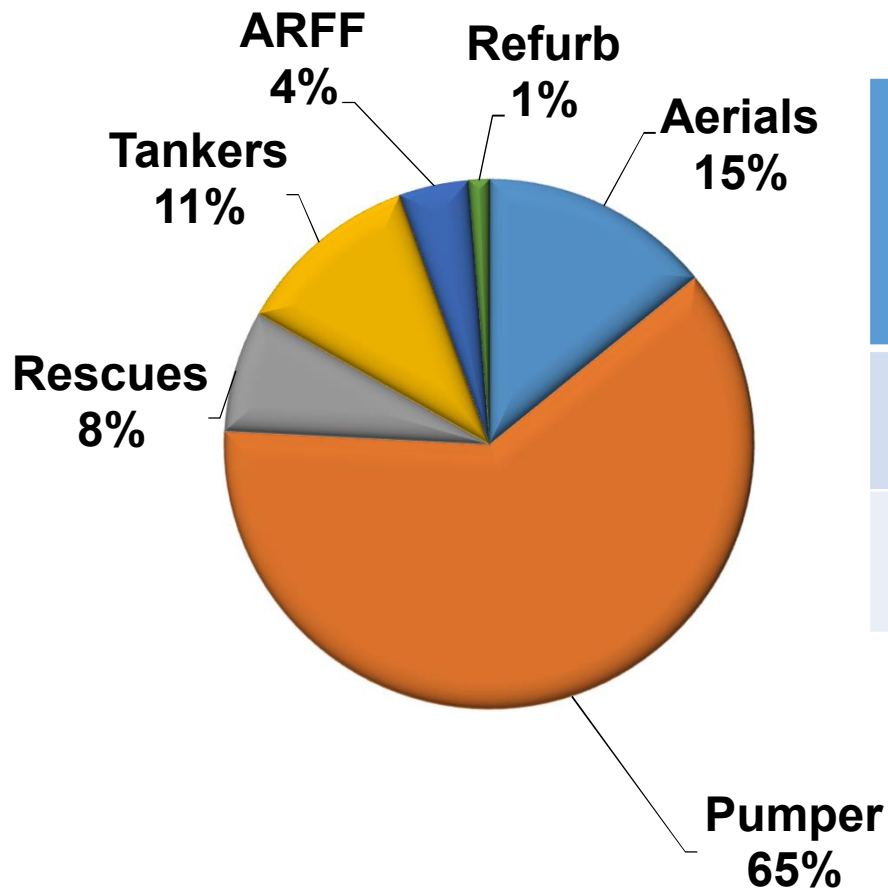
**12 Month Rolling 4125 units**  
**As Compared to 4,147 units last reporting**

Does not include ARFF or Refurbs



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# Total Fire Apparatus Sales 12 Month Rolling



All Vehicles	12 Month
Booked	4,645
Shipped	4,233

12 month rolling ending June 2018

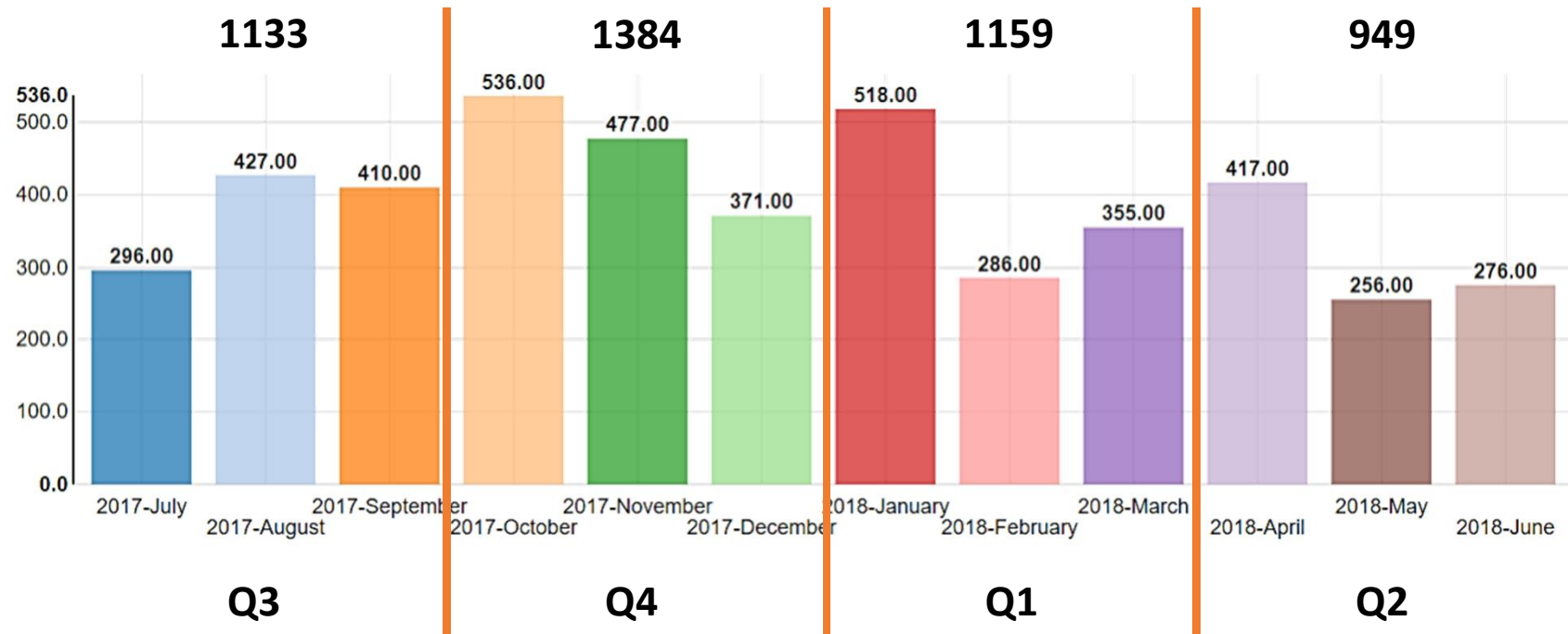
\*All vehicles: includes ARFF & Refurb

\*All regions



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# Fire Apparatus Sales By Month (12 month rolling)



Does not include ARFF or Refurbs  
All regions





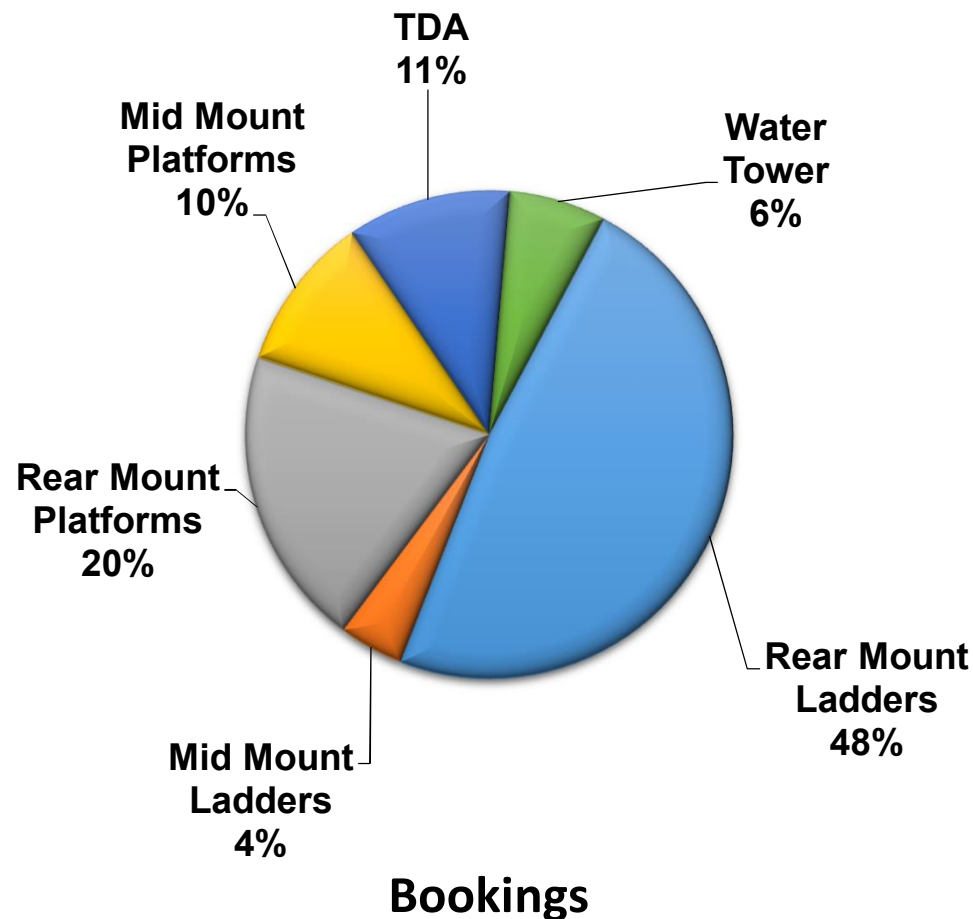
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# Aerial Data (all regions)

## 12 Month Rolling

“ **654 Booked** (vs 647 2017)

“ **663 Shipped** (vs 663 2017)

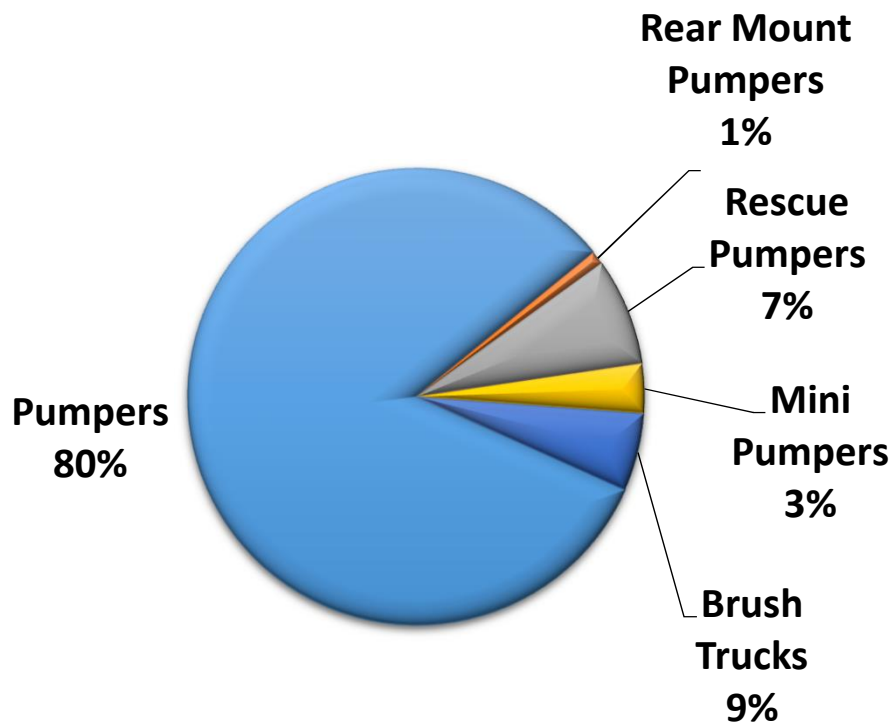


Aerial Bookings	Quantity
Rear Mount Ladders	315
Mid Mount Ladders	28
Rear Mount Platforms	130
Mid Mount Platforms	68
Tillers	71
Water Tower (telescoping & articulating)	42



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# Pumper Data (all regions)



**Bookings**

**12 Month Rolling**

**" 2,844 Booked**

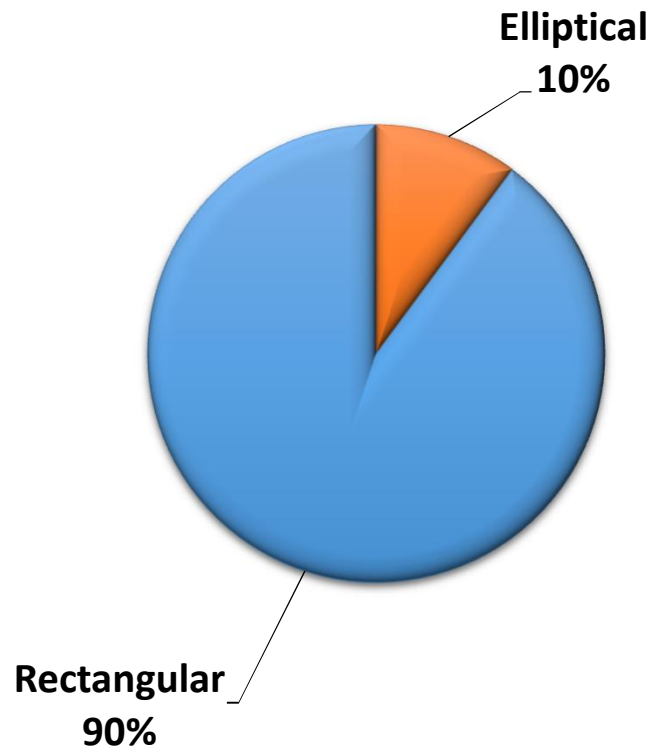
**" 2,690 Shipped**

Pumper Bookings	Quantity
Pumps	2297
Rear Mount Pumps	21
Rescue Pumps	187
Mini Pumps	80
Brush Trucks	259



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# Tanker Data (all regions)



**Bookings**

**12 Month Rolling**

**" 552 Booked**

**" 470 Shipped**

Tanker Bookings	Quantity
Elliptical	54
Rectangular	458



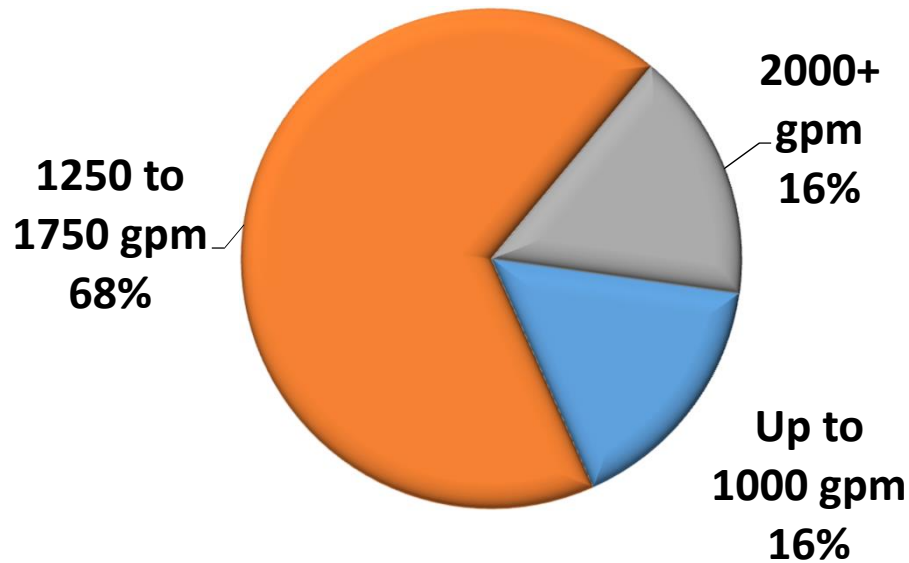
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# Vehicles w/Pumps (all regions)

**12 Month Rolling**

**" 4078 Booked**

**" 3769 Shipped**



Vehicles w/ Pumps	Quantity
Up to 1000 GPM	656
1250 – 1750 GPM	2762
2000+ GPM	660

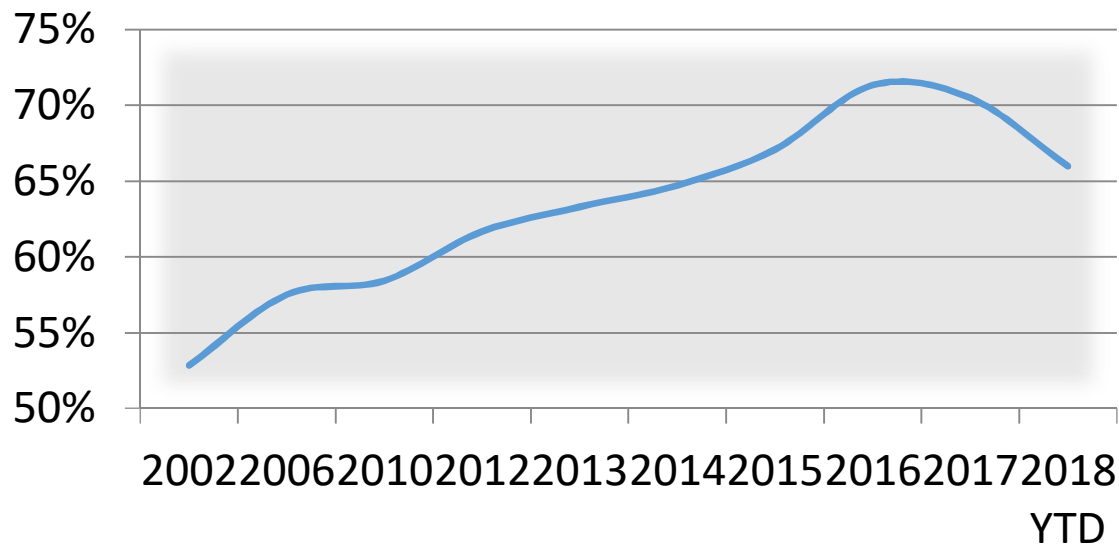
**Includes ARFF or Refurbs**



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# Custom vs. Commercial Chassis

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



Year	Commercial	Custom
2002	47%	53%
2006	44%	56%
2010	42%	58%
2014	35%	65%
2016	29%	71%
2017	29%	71%
2018 YTD	31%	69%

**Rolling 12 Month: 31% Commercial / 69% Custom**

All products, all regions



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## **2018 - FAMA Fall Meeting**

**Thank You for Submitting  
Quarterly Reports In a Timely  
Manner**



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# **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

John House II  
(Danko)



## Electrical

John Doperalski  
(Harrison)



Peter Luhrs  
(SafeFleet)



## Foam

Gregg Geske  
(Waterous)  
Mike Dupay  
(Fire Research)



## Pumps & Plumbing

Pete Lauffenburger  
(Akron)  
Mike Sulmone  
(Trident)



## Chassis

Tim Johnson  
(KME)  
Chris Crowel  
(Cummins)







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# FDSOA Support



- ” 2019 Symposium Location . Orlando
  - ” January 20-24
- ” Buyers Guide and FAMA Resource Quick Guide





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# FDSOA Support

Topic	Presenter
Multiplexing	IDEX, SafeFleet
Electrical Power Management	SafeFleet, KME
Spec'ing Apparatus to Prevent Corrosion	International, Spartan
Engine Emissions Troubleshooting	Cummins
Powertrain Spec'ing	Cummins, Allison
Clean Cab Concept	Spartan, KME
Lighting Fixture Placement on Scene	HiViz, SafeFleet, IDEX
Aerial Inspections	UL? TBD
Advanced Pump Controls	IDEX
Keeping Firefighters Off the Top of Apparatus	Pierce, TFT
Air Bags and Occupant Protection	Spartan, IMMI
Brakes and Brake Adjustment	Meritor, International



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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	FDSOA	Sam Massa
Nov-18	Temperature Impact on Modern Electronics	Electronics	Sam Massa
Dec-18	Corrosion and Fire Apparatus	Chassis	Zac Soderberg



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# FAMA Forum Schedule 2019

Jan-19	Fire Service Statistics	Fire Service	Paul Darley
Feb-19	Water Tanks	Tanks	Chad Falls
Mar-19	Foam and Water Additive Proportioning Systems	Foam	Mike Dupay
Apr-19	Hose Restraints	Safety - Hose Restraint	Dave Durstine
May-19	FAMA Fire Service Resources: a Well-Kept Secret	FAMA - Resource Library	Roger Lackore
Jun-19	Brake Maintenance	Braking	Meritor? Navistar?
Jul-19	Reducing Glare on Fire Scenes	Lighting	Sam Massa
Aug-19	Pump Panel Labeling	Pumper	Bruce Lear
Sep-19	Clean Cab -Survey of Apparatus Design Approaches	Safety	Scott Beecher
Oct-19	FDSOA Promotion	FDSOA Promo	Sam Massa
Nov-19	Connected Vehicles	Chassis	Cory Haas
Dec-19	Brush Truck Design	Jeff Keiser	Jeff Keiser



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# FAMA Forum Schedule 2019

Jan-20	Aspects of High Water Apparatus Design	Apparatus	Jesse Marroquin
Feb-20			
Mar-20			
Apr-20			
May-20			
Jun-20			
Jul-20			
Aug-20			
Sep-20			
Oct-20			
Nov-20			
Dec-20			

# **Website Product Search**

“ Committee is developing data that can be used by the web developers to create a more robust search function by product and/or by product category.

# Example Data

Company	Products/Services	Category
Action Coupling & Equipment, Inc.	Hose Couplings	Water Flow Components
Akron Brass Co.	Nozzles	Water Flow Components
Akron Brass Co.	Monitors	Water Flow Components
Akron Brass Co.	Valves	Water Flow Components
Akron Brass Co.	Scene Lights	Lighting
Akron Brass Co.	Work Lights	Lighting
Akron Brass Co.	DOT Lights	Lighting
Akron Brass Co.	Compartment Lights	Lighting
Akron Brass Co.	Reels	Apparatus Components
Alexis Fire Equipment Co.	Pumper Apparatus	Emergency Vehicles
Alexis Fire Equipment Co.	Tanker/Tender Apparatus	Emergency Vehicles
Alexis Fire Equipment Co.	Rescue Apparatus	Emergency Vehicles
Alexis Fire Equipment Co.	Command Apparatus	Emergency Vehicles
Alexis Fire Equipment Co.	Aerial Apparatus	Emergency Vehicles
Alexis Fire Equipment Co.	Mini-Pumper Apparatus	Emergency Vehicles
Alexis Fire Equipment Co.	Trailer Apparatus	Emergency Vehicles
Alexis Fire Equipment Co.	Ambulance	Emergency Vehicles
Alexis Fire Equipment Co.	Apparatus Repair	Service
Alexis Fire Equipment Co.	Apparatus Refurbishment	Refurbishment
Alexis Fire Equipment Co.	Pump Testing	Service

# Search

Category	Products/Services	Company
[-] Apparatus Components	[-] Aerial Devices	Bronto Skylift, Inc
	[-] Aluminum Castings	Austin Hardware & Supply, Inc.
	[-] Aluminum Extrusions	Austin Hardware & Supply, Inc.
	[-] Door Hardware	Austin Hardware & Supply, Inc.
	[-] Equipment Mounting	Austin Hardware & Supply, Inc.
	[-] Generators, Line Voltage	Cummins Inc. – Generators
	[-] Hardware	Austin Hardware & Supply, Inc.
	[-] Poly Apparatus Bodies	APR Plastic Fabricating, Inc.
	[-] Reels	Akron Brass Co.
		COXREELS
	[-] Intercom Systems	David Clark Company Inc.
	[-] Doors, Roll-Up	AMDOR, Inc.
	[-] Doors, Shutter	AMDOR, Inc.
	[-] Doors, Compartment	AMDOR, Inc.
[-] Chassis Components	[-] Alternators	C.E. Niehoff & Company
	[-] Automatic Transmissions	Allison Transmission, Inc.
	[-] Engines, Diesel	Cummins Inc. – Engines
[-] Dealer	[-] Dealer, Ambulances	Apparatus Equipment & Service, Inc.
		Bulldog Fire Apparatus, Inc.
	[-] Dealer, Fire Apparatus	Apparatus Equipment & Service, Inc.
		Boise Mobile Equipment, Inc.

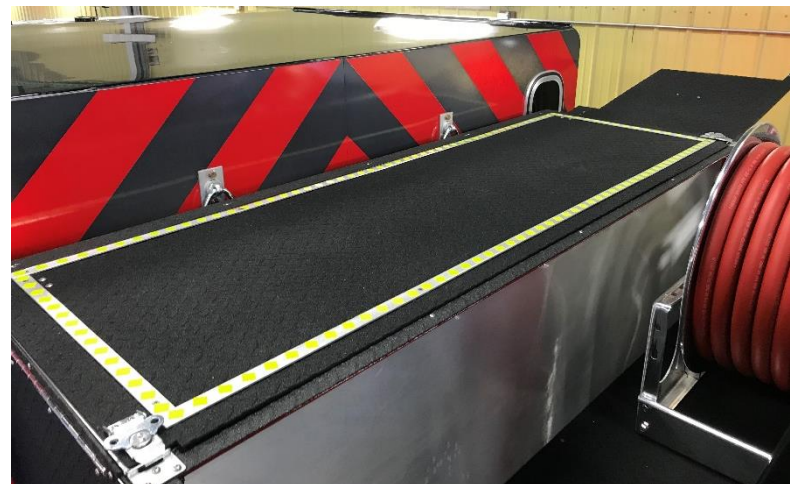


# **Website Product Search Process**

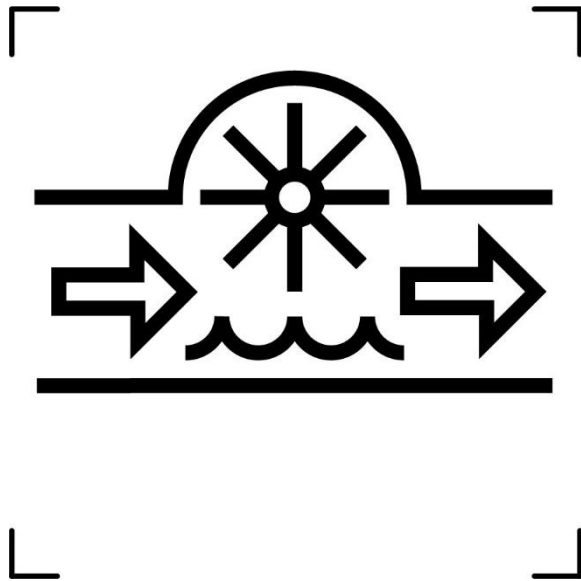
- “ Create the database based on web search
- “ Review by each company
- “ Provide to web developers for implimentation

# Yellow Line Worksheet

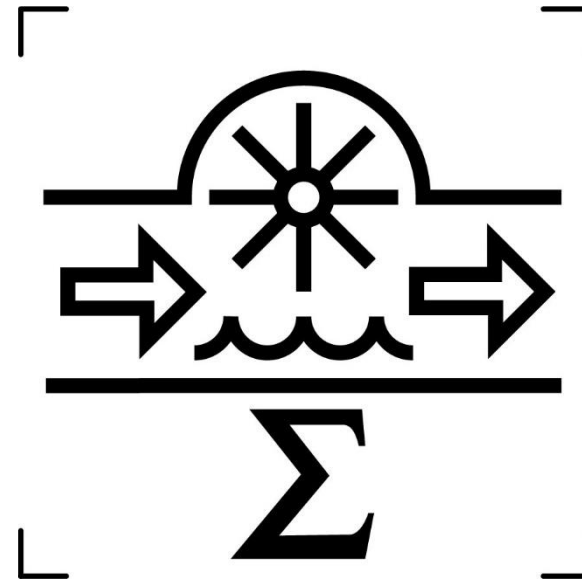
- “ Application of the NFPA yellow line requirement was intended to be a collaboration between the purchaser and the manufacturer.
- “ Develop a worksheet that can be used during pre-con to guide both parties through the process.



# FAMA Symbols



**Water Flow Rate**



**Water Flow Total**

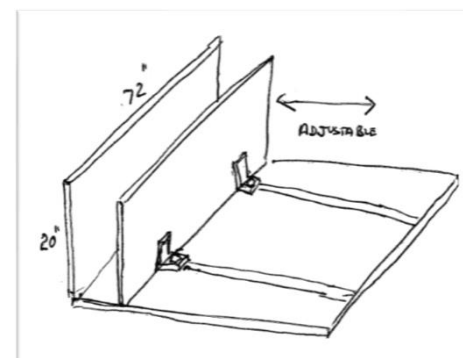


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# Hose Bed Capacity Test Standard TC065

## ” 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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# NFPA 1901/1906

Public Input meeting Orlando. October 9-11, 2018

- “ Cab Seat Accommodation using NIOSH Study
- “ Emergency Warning Lights - Minimum Intensity Value?
- “ 1906 On-Board Riding Position
- “ Vehicle to Vehicle Communication



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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*

- “ Second Draft
  - “ Public Comment Closing Date: November 15, 2018
  - “ Second Draft Report Posting Date: August 1, 2019



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# Buyer's Guide Progress

Pending

15

Draft

3

To Board

6

Published

25





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# Body

## John House

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



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# Body (cont.)

## John House

<b>TC072</b>	Buyers Guide - Brush Truck Apparatus	Pending
<b>TC073</b>	Buyers Guide - Tanker and Tender Apparatus	Pending
<b>TC074</b>	Buyers Guide - Wildland Apparatus	Pending
<b>TC075</b>	Buyers Guide - Cold Environment Apparatus Design	Pending



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# Chassis

## Tim Johnson, Chris Crowell

<b>TC033</b>	Buyers Guide – Auxiliary Braking Systems	Chris Crowell	Published
<b>TC034</b>	Buyers Guide – Apparatus Mounted Winches	Steve Stein, Steve Martin	Published
<b>TC036</b>	Buyers Guide – Apparatus Seating	Bev Lowrey	Published
<b>TC047</b>	Buyers Guide – Spec'ing Apparatus for Maintenance	Drew Sutphen	To Board
<b>TC048</b>	Buyers Guide – Suspensions – Front	<del>Chad Trinkner – Pierce</del>	Pending
<b>TC049</b>	Buyers Guide – Suspensions – Rear	Bob Albano – Hendrickson	To Board
<b>TC051</b>	Buyers Guide – Crew Compartment Storage	Mike Adams – Ziamatic	Published
<b>TC057</b>	Buyers Guide – Occupant Protection	Dan Veselsky – IMMI	Published
<b>TC062</b>	Buyers Guide – Tires	Woody Savage – Michelin	Pending
<b>TC063</b>	Buyers Guide – Wheels	Greg Polks – Real Wheels	Published
<b>TC064</b>	Buyers Guide – HVAC	Roger Lackore – REV Group	Pending
<b>TC066</b>	Buyers Guide – Exhaust Removal Systems	Scott Beecher – Ward Diesel Filter Systems	Draft



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# Electrical

## Peter Luhrs, John Doperalski

<b>TC035</b>	Buyers Guide – Batteries, Alternators, & Chargers	Pete Sremac - Niehoff	Published
<b>TC037</b>	Buyers Guide – Scene Lighting	Sam Massa – Hi-Viz	Published
<b>TC038</b>	Buyers Guide – Line Voltage Generators	John Doperalski – Harrison	Draft
<b>TC040</b>	Buyers Guide – Headlights	Sam Massa – Hi-Viz	Pending
<b>TC044</b>	Buyers Guide – Warning Lights	Matt Pitzer – Code 3	Published
<b>TC045</b>	Buyers Guide – Multiplex Electrical Systems	Dave Durstine – Weldon	Published
<b>TC050</b>	Buyers Guide – Fire Apparatus Sirens	Morgan Look – Federal Signal	Published
<b>TC060</b>	Buyers Guide – Light Towers	Drew Newman – Wilbert	Published
<b>TC061</b>	Buyers Guide – Camera Systems	Grady North – E-One	Published
<b>TC069</b>	Buyers Guide – Vehicle to Vehicle Communications	Cory Haas – Haas Alert	Draft



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# Foam

## Gregg Geske, Mike Dupay

**TC030** Buyers Guide – Foam & Water Additive  
Proportioning Systems

**TC067** Buyers Guide – CAFS

Dave Durstine - IDEX  
Mike Dupay – Fire Research

Troy Carothers – Darley

Published

Pending



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# Pump

## Peter Lauffenburger, Mike Sulmone

<b>TC024</b>	Buyers Guide – Pumps	Doug Miller – Task Force Tips	Published
<b>TC052</b>	Buyers Guide – Electronic Pressure Governors	Dave Guynn – Hale	Published
<b>TC070</b>	Buyers Guide – Pump Primers	Mike Sulmone – Trident	Pending
<b>TC071</b>	Buyers Guide – Deck Gun and Aerial Monitors	Pete Lauffenburger – Akron	Pending
<b>TC076</b>	Buyers Guide - Pump Control Location		Pending



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# Aerial

## Jim Salmi, John Brady

**TC031** Buyers Guide – Aerial Apparatus

Reid Wissler

Published

**TC068** Buyers Guide – Aerial Rope Rescue Systems

TBD

Pending



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# **EDUCATION COMMITTEE SCHOLARSHIP**

**Lou Milanovich**





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# 2018 Phillip L. Turner Scholarship Report

The application is  
posted on the FAMA web site.

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



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## 2018 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 Wisconsin - Oshkosh  
Virginia State Firefighters Association



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



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## **2018 Phillip L. Turner Scholarship Award Recipient**



**Nicholas Brondum  
Eastern Kentucky University**



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**2018 - FAMA Fall Meeting**

# **GOVERNMENTAL AFFAIRS COMMITTEE**

**Lee Morris**  
**David Durstine**



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# GAC Members

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

## GAC Support

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



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# 2018 Hill Day

- “ Over 115 meetings, attendees representing 34 companies participated
- “ Fourteen key meetings with House and Senate leadership
- “ Seven meetings with House and eight with Senate full Appropriations Committee members or staff
- “ Ten 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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# 2018 Home Days

- “ Akron Brass hosted staff for Congressman Jim Renacci on August 13
- “ Pierce (Wisconsin) hosted Congressmen Grothman in August, as well as Senator Baldwin in July
- “ W.S. Darley & Co. and the annual Illinois Home Day was held June 1<sup>st</sup>
- “ Performance Advantage Company hosted Vice President Pence on October 17, 2017

**Reminder:** Please share your Home Day events by sending photos and information to [info@FAMA.org](mailto:info@FAMA.org) to post on the GAC website.





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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 million each)
- “ Reported House and Senate FY2019 Homeland Security Appropriations Bills would fund \$350 million each for SAFER and AFG
- “ Prognosis is again CR leading to possible Omnibus



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# 2019 Activities for the Members!

- “ Hill Day 2019 April 24-25 in conjunction with CFSI
- “ Call your Congressional Offices and promote AFG 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



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## 2018 - FAMA Fall Meeting

# MEMBERSHIP COMMITTEE

Gregg Geske  
&  
Tim Van Fleet



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# 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
- “ Jennifer Hollis . Hansen International
- “ Bert McCutcheon . Ferrara Fire Apparatus



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# Committee Annual Objectives

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



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# 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 (since 2018 Spring Meeting)**

- ” Battleshield Industries Ltd.
- ” OFAB Inc.
- ” PACCAR Powertrain
- ” Nevada Pacific Services Inc.



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**2018 - FAMA Fall Meeting**

# **MARKETING & TRADE SHOW COMMITTEE**

Andrew Lingel





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# Committee Members

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



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# Marketing Activities

- “ More Web Updates Planned
- “ FDIC Prep
- “ Spring Meeting Prep
- “ Social Media / Website Data
- “ Trade Show Events
- “ Trade Show Contact List
  - “ Call Center



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# Web Reformat

- “ Add a Resource Library Lead Gen Form to increase fire contacts database for future surveys.
- “ Add a count track program to the Resource Library so we can see how many people are using the resources.
- “ And a Vault tracking program for extra security for important docs.



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# FAMA Spring Meeting Graphics

The Chosen Design



**ACCEPTING**  
**THE CHALLENGE**

The Cut



**ACCEPTING**  
**THE CHALLENGE**



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# FAMA IS ON FACEBOOK

Page

Inbox

Notifications


Insights

Publishing Tools

Promotions

Settings

Help



FAMA

FAMA - Fire Apparatus Manufacturers' Association

@FAMAnorthamerica

Home

About

Events

Photos

Videos

Community

Reviews

Jobs

Posts

Info and Ads

Like

Follow

Share

...

Messages

Improve people's experience contacting your Page by setting up automatic replies in Messenger. You can greet them, share more info about your Page, or tell them when you're away.

Turn on Instant Replies

Instantly respond to people after they message your Page for the first time.

Turn on Away Message

Automatically reply to people who contact you outside of business hours or when you're away.


Create Post

Live

Event

Offer

Job

 Write a post...

Photo/Video

Feeling/Activ...

Write Note

...

1 Draft

Created Tuesday, October 17 at 3:59 PM. See draft.

Continually Reach More People

Get more clicks each month with an ongoing promotion

Get More Page Likes

Help people find and like your Page

Learn More

Invite friends to like your Page

Grow your audience on Facebook and reach more people who are interested in your business.

Invite Friends

Our Story

+ Tell people about your business

227 likes 0 this week

235 follows

See Pages Feed

Posts from Pages you've liked as your Page

70 post reach this week

227 people like this and 235 people follow this



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## Page Summary Last 28 days ▾

[Export Data](#)

Results from **Aug 15, 2018 - Sep 11, 2018**

Note: Does not include today's data. Insights activity is reported in the Pacific time zone. Ads activity is reported in the time zone of your ad account.

■ Organic ■ Paid

### Actions on Page i

August 14 - September 10



We don't have data to show you this week.

### Page Views i

August 14 - September 10

24

Total Page Views ▲700%



### Page Previews i

August 14 - September 10

17

Page Previews ▲325%



### Page Likes i

August 14 - September 10

7

Page Likes ▲133%



### Reach i

August 14 - September 10

3,887

People Reached ▲388,600%



### Recommendations i

August 14 - September 10



We don't have data to show you this week.

### Post Engagements i

August 14 - September 10

71

Post Engagement ▲100%



### Videos i

August 14 - September 10

1

Total Video Views ▲100%



### Page Followers i

August 14 - September 10

6

Page Followers ▲100%





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## FACEBOOK

- “ An area that needs more work and focus over the coming year with member engagement.
- “ Please forward relevant non-product, non-sales pitch member company news!
- “ Any ideas for content are welcome!
- “ And include @FAMAnorthamerica in your company posts will help as well.



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MANUFACTURERS'  
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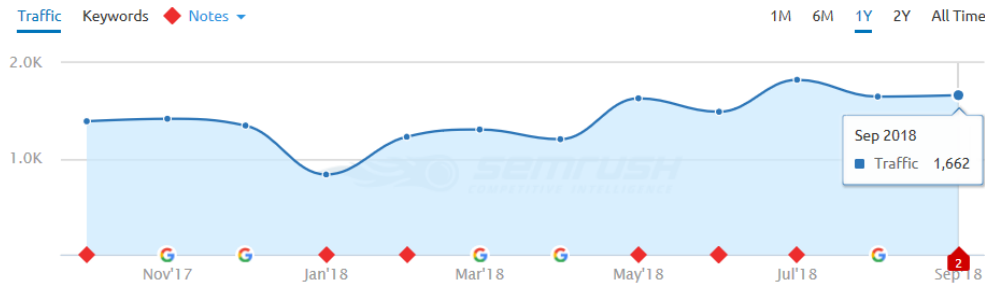
# Website

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

1.9K  
KEYWORDS

1.7K  
TRAFFIC

\$1.6K  
TRAFFIC COST



## BACKLINKS

22.9K TOTAL BACKLINKS

Referring Domains 197  
Referring IPs 274

<input type="checkbox"/>	Keyword	Pos.	Volume	KD	CPC (USD)	URL	Traffic %
<input type="checkbox"/>	fama	5 (8)	4,400	59.44	2.33	<a href="http://www.fama.org/">www.fama.org/</a>	13.23
<input type="checkbox"/>	smoky mountain fire	9 (8)	4,400	77.65	1.96	<a href="http://www.fama.org/eve...-expo/">www.fama.org/eve...-expo/</a>	7.94
<input type="checkbox"/>	fire truck dimensions	1 (1)	260	62.78	0.10	<a href="http://www.fama.org/wp-...22.pdf">www.fama.org/wp-...22.pdf</a>	7.34
<input type="checkbox"/>	fire truck width	1 (1)	140	63.53	0.00	<a href="http://www.fama.org/wp-...22.pdf">www.fama.org/wp-...22.pdf</a>	3.91
<input type="checkbox"/>	fire truck length	1 (1)	140	66.54	0.00	<a href="http://www.fama.org/wp-...22.pdf">www.fama.org/wp-...22.pdf</a>	3.91
<input type="checkbox"/>	fama scholarship	1 (1)	90	67.98	0.00	<a href="http://www.fama.org/wp-...on.pdf">www.fama.org/wp-...on.pdf</a>	2.52
<input type="checkbox"/>	what is the length of a fire truck	1 (2)	90	63.80	0.00	<a href="http://www.fama.org/wp-...22.pdf">www.fama.org/wp-...22.pdf</a>	2.52
<input type="checkbox"/>	fire truck weight	2 (2)	320	76.13	0.15	<a href="http://www.fama.org/wp-...22.pdf">www.fama.org/wp-...22.pdf</a>	2.46





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# Big take away is a lot of traffic came from the event page for Smokey Mountain Fire Expo

- “ How people find your site is funny sometimes
- “ More effort was put on the buyers guides to how people search for those topics and to hopefully drive traffic to our site to find that info.



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All Users  
100.00% Users



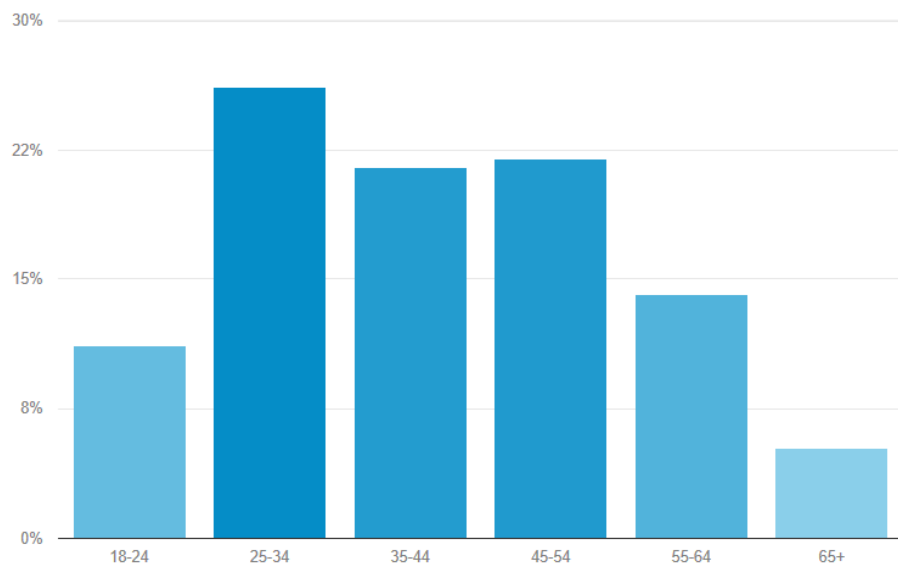
+ Add Segment

Jan 1, 2018 - Sep 11, 2018 ▼

Key Metric: Users ▼

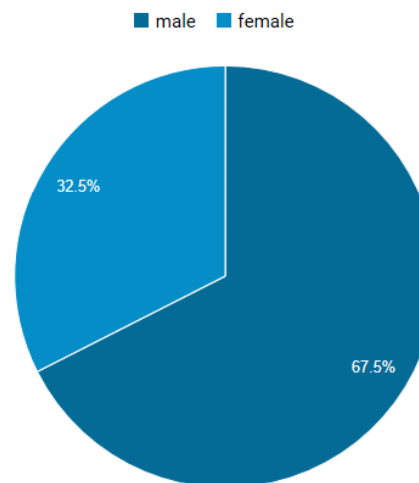
#### Age

46.08% of total users



#### Gender

45.91% of total users





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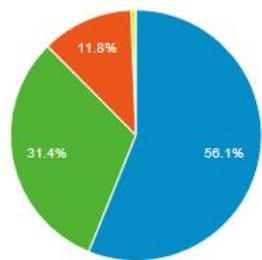
- “ Most users are MALES between 25 and 55
- “ Most users visit site from DESKTOP computers
- “ High Bounce Rate on Mobile devices and low page views

		24,701 % of Total: 100.00% (24,701)	24,744 % of Total: 100.06% (24,729)	33,071 % of Total: 100.00% (33,071)	61.13% Avg for View: 61.13% (0.00%)	3.07 Avg for View: 3.07 (0.00%)
<input type="checkbox"/>	1. desktop	15,258 (61.35%)	15,205 (61.45%)	21,277 (64.34%)	54.99%	3.85
<input type="checkbox"/>	2. mobile	8,418 (33.85%)	8,375 (33.85%)	10,123 (30.61%)	74.44%	1.47
<input type="checkbox"/>	3. tablet	1,196 (4.81%)	1,164 (4.70%)	1,671 (5.05%)	58.59%	2.90

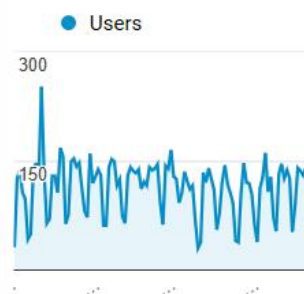


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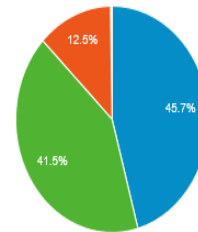
2018



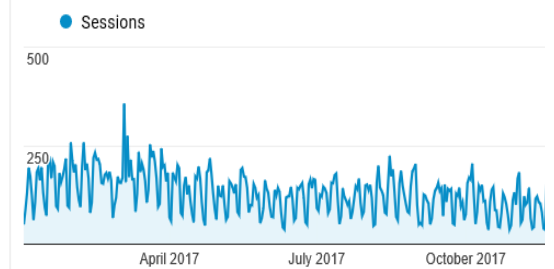
Organic Search  
Direct  
Referral  
Social  
(Other)



2017



Organic Search  
Direct  
Referral  
Social  
Email  
(Other)



Acquisition			
	Users	New Users	Sessions
	24,701	24,729	33,071
1 Organic Search	14,254		
2 Direct	7,980		
3 Referral	2,998		
4 Social	164		
5 (Other)	1		

Acquisition			Behavior	
	Sessions	% New Sessions	New Users	Bounce Rate
	45,531	75.06%	34,177	60.53%
1 Organic Search	19,151			56.56%
2 Direct	18,413			59.71%
3 Referral	7,736			71.83%
4 Social	228			75.44%
5 (Other)	1			100.00%
6 Email	2			100.00%



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- “ Higher % organic traffic
- “ Less social media traffic even with our Facebook page
- “ Less people going direct to [www.fama.org](http://www.fama.org)





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# Fire Service Events



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## FIRE SERVICE EVENTS



MONTH	YEAR	DATE	SHOW / MEETING	LOCATION	CONTACT
September	2018	24-28	Alaska Fire Chief Conference	Kenai, AK	alaskafireconference.com
September	2018	25-28	FEMSA/FAMA Annual Conference	Austin, TX	femsa.org / 781-334-2771   fama.org / 352-843-3404
September	2018		Fire India	Chennai, India	fire-india.com
September	2018		Alabama Fire Chiefs Summer Conference	Birmingham, AL	alfirechiefs.com
Sept/Oct	2018	28-1	NM Fire Service Conference	Ruidoso, NM	nmfirechiefs.com
October	2018	6-7	NFFF Memorial Weekend	Emmitsburg, MD	firehero.org
October	2018	9-12	Texas Municipal League Annual Conference & Expo	Fort Worth, TX	<a href="https://www.tml.org/ed_calendar/512-231-7400">https://www.tml.org/ed_calendar/512-231-7400</a>
October	2018	14-17	Illinois Fire Chief's Association Conference	Peoria, IL	illinoisfirechiefs.org/618-882-4783
October	2018	16-20	Firehouse Expo	Nashville, TN	firehouseexpo.com/952-808-3329
October	2018	23-26	Fire Leadership Challenge	Keystone, CO	colofirechiefs.org
Oct/Nov	2018	28-2	EMS World Expo	Nashville, TN	emsworldexpo.com
October	2018		China Fire Expo	Beijing, China	fireexpo.cn / 86-10-87792278
November	2018	5-8	FireShowsWest	Reno, NV	fireshowswest.com / 800-632-7489
November	2018	8-11	Volunteer & Combination Officers' Symposium	Clearwater Beach, FL	iafc.org/VCOSSymposium / 703-537-4838
November	2018	15-18	Hawaii Fire Chiefs Association Conference	Kauai, HI	hawaiiirechiefs.org/events
January	2019	20-24	FDSOA Apparatus Symposium and Annual Health and Safety Forum	Orlando, FL	fdsoa.org / 508-881-3114
March	2019	24-28	Firehouse World	Las Angeles, CA	firehouseworld.com / 952-808-3329
March	2019	16-19	FAMA Spring Meeting	Hollywood Beach, FL	fama.org / 352-843-3404
April	2019	8-13	FDIC International	Indianapolis, IN	fdic.com / 973-251-5056
August	2019	7-10	Fire-Rescue International (FRI)	Atlanta, GA	iafc.org/fri PH:703-537-4838
October	2019	9-11	FEMSA/FAMA Annual Conference	Toronto, ON	femsa.org / 781-334-2771   fama.org / 352-843-3404
September	2019	13-14	New Jersey State Firemen's Convention	Wildwood, NJ	njfireexpo.com
	2019		Firehouse Expo	Nashville, TN	firehouseexpo.com/952-808-3329
	2020		Firehouse World		firehouseworld.com / 952-808-3329
March	2020	21-24	FAMA Spring Meeting	St. Pete Beach, FL	fama.org / 352-843-3404
April	2020	20-25	FDIC International	Indianapolis, IN	fdic.com / 973-251-5056
August	2020	19-22	Fire-Rescue International (FRI)	Phoenix, AZ	iafc.org/fri PH:703-537-4838
September	2020	18-19	New Jersey State Firemen's Convention	Wildwood, NJ	njfireexpo.com
October	2020	7-9	FEMSA/FAMA Annual Conference	New Orleans, LA	femsa.org / 781-334-2771   fama.org / 352-843-3404
	2020		Firehouse Expo	Nashville, TN	firehouseexpo.com/952-808-3329
September	2021	17-18	New Jersey State Firemen's Convention	Wildwood, NJ	njfireexpo.com
September	2022	16-17	New Jersey State Firemen's Convention	Wildwood, NJ	njfireexpo.com
September	2023	15-16	New Jersey State Firemen's Convention	Wildwood, NJ	njfireexpo.com
September	2024	13-14	New Jersey State Firemen's Convention	Wildwood, NJ	njfireexpo.com



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# Trade Show Contacts Member Survey

- “ Plan to train a call service to gather the desired data on trade shows.
- “ The goal is to start in 2019.
- “ Possible future use for reminder for collecting fire trucks stats.



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# MEETING PLANNING COMMITTEE

Bill Doeblner





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OPEN . 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

Grady North . Speaker Coordinator

Jeff Resch . Speaker Coordinator

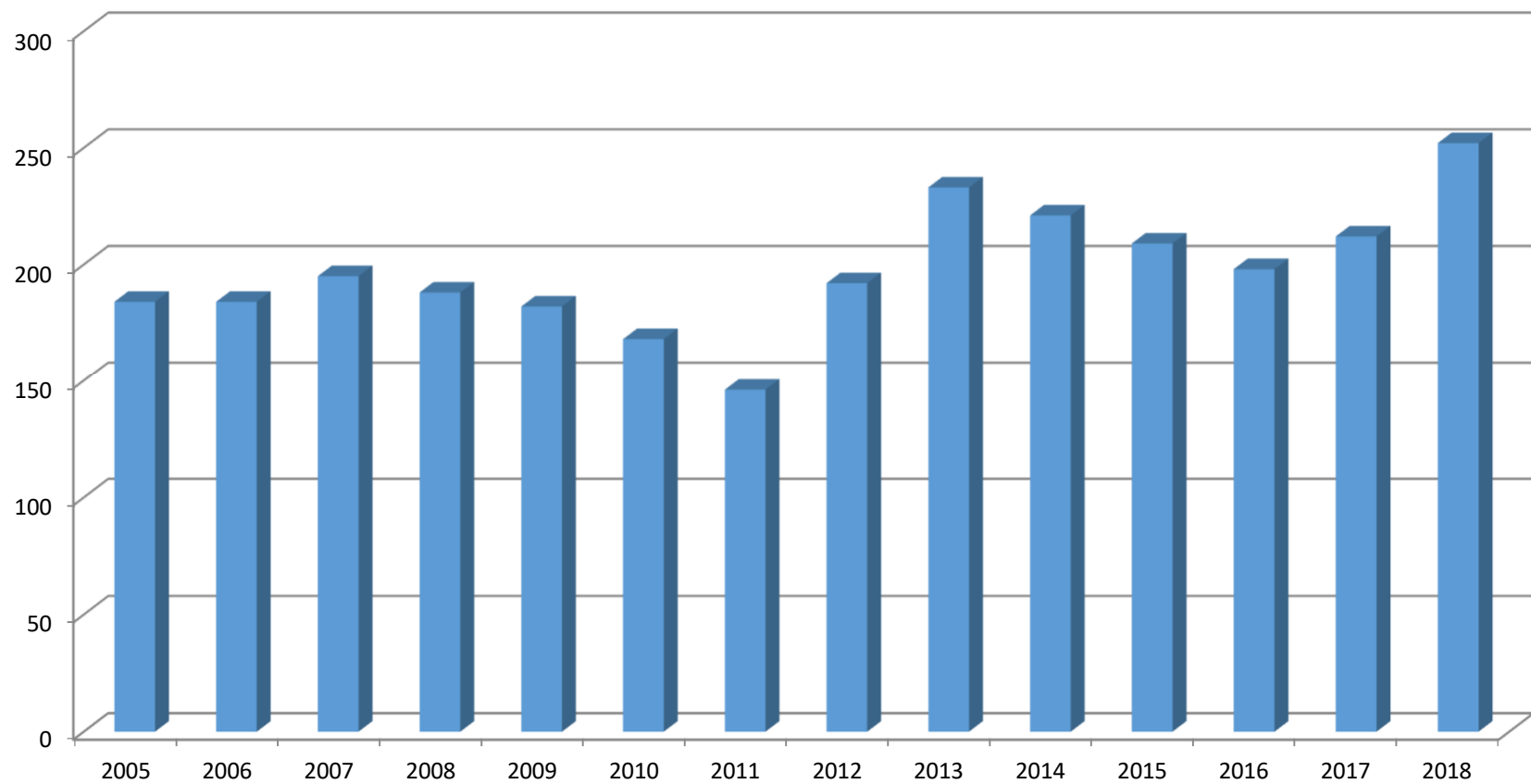
Ron Truhler . Golf Tournament

Curt Ignacio . FAMA Board Liaison



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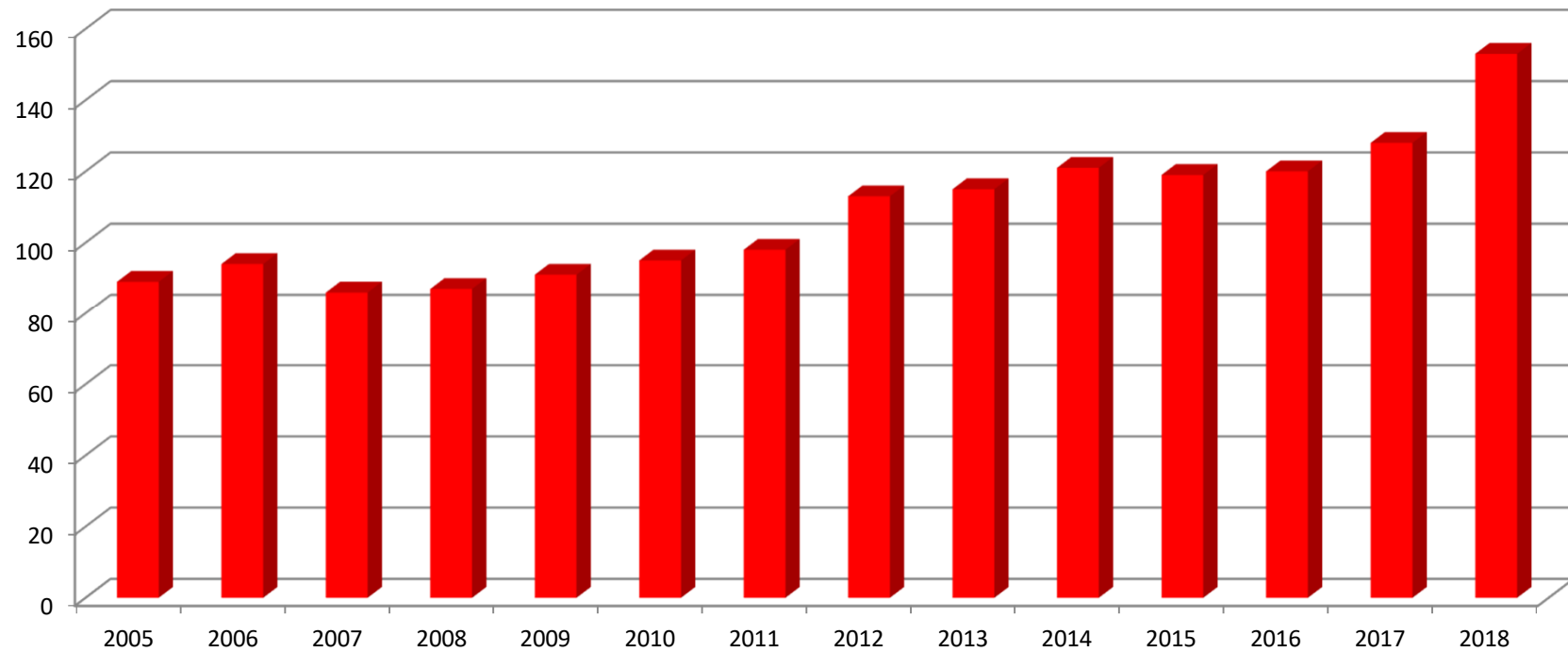
## FALL CONFERENCE ATTENDEES 2005-2018 as of 9-19-18





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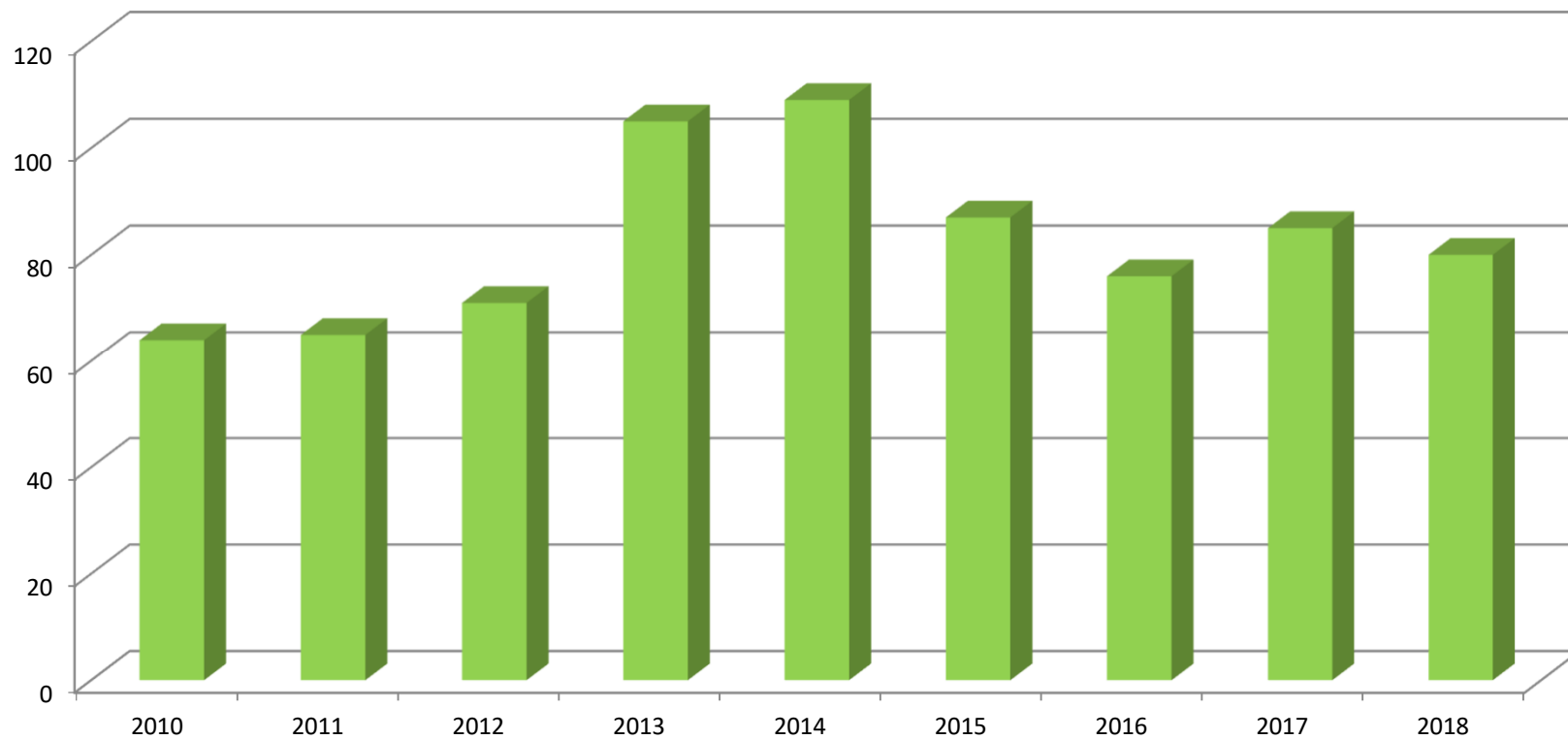
## FALL CONFERENCE ATTENDING FAMA & FEMSA MEMBER COMPANIES as of 9/19/18





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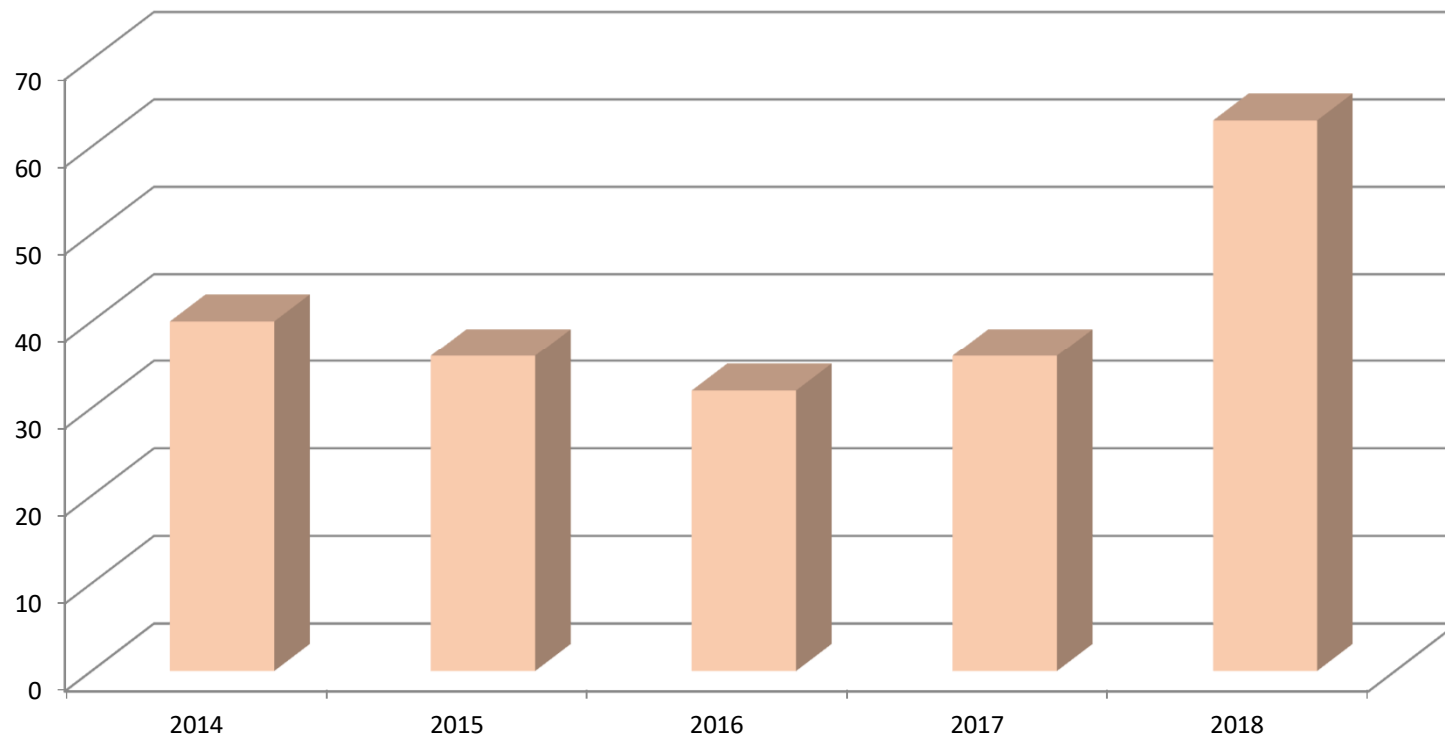
## FALL CONFERENCE ATTENDING FAMA MEMBER COMPANIES as of 9/19/18





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## FALL CONFERENCE FIRST-TIME AND NEW MEMBER ATTENDEES as of 9/19/18





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## **2019 Spring Meeting Speakers**

**Robyn Benincasa** - Ultra-endurance athlete, Guinness World Record holder and San Diego firefighter will speak on teambuilding and leadership.

**Tom and Jen Satterly** – Delta Force, Special Ops Combat Veteran for 20 years and wife, Jen, share their incredible story.



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# **Spring Meeting 2019**

## **Marriott Hollywood Beach, FL**

**March 16-19,  
2019**





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## **Fall Meeting 2019**

**Toronto Marriott Downtown  
Eaton Centre Hotel**

**October 9-11, 2019**







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# **Spring Meeting 2020**

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

**March 21-24, 2020**





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# **Fall Meeting 2020**

## **JW Marriott New Orleans**

**October 7-9, 2020**







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## Spring Meeting 2021

**The Westin Fort Lauderdale Beach Resort  
Fort Lauderdale, FL**

**March 19-23, 2021**





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**2018 - FAMA Fall Meeting**

# **Introduction of the 2019 Board of Directors**

**Jerry Halpin**  
**Bev Lowery**



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## 2018 - FAMA Fall Meeting

# 2019 FOCUS

## Curt Ignacio



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## 2018 - FAMA Fall Meeting

- “ Build on 2018 Sage Report Momentum
  - “ Gather More Data Points Based On Breakout Session Input
- “ Further Increase Member Value of FAMA Membership
  - “ Improve FAMA's Brand Awareness Among Firefighters
- “ Continue to Press for AFG and SAFER Support



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**“ Unfinished Business**  
**“ New Business**



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# **2018 FAMA Fall Meeting**

## **Closing Remarks**





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# Next Meeting

## Spring Meeting 2019

### Marriott Hollywood Beach, FL

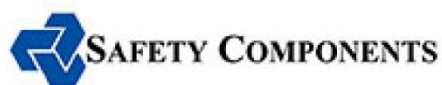
**March 16-19,  
2019**





## 2018 Annual Meetings | Austin, TX

The following firms have generously supported the annual conference through their sponsorships. Please be sure to seek them out to learn about their products and services. Their support is an integral factor in our ability to offer such a great conference program.





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# **2018 FAMA Fall Meeting**

## **Adjournment**