

**MINUTES
FIRE APPARATUS MANUFACTURERS' ASSOCIATION
GENERAL MEMBERSHIP MEETING
MARCH 23-24, 2015
ST. AUGUSTINE, FL**

[A copy of the full meeting power point presentation may be found in the secure documents of www.fama.org]

Call to Order – by President Phil Gerace at 8:00 a.m.
Mr. Tim Dean provided the invocation.

Mr. Gerace welcomed and thanked all attendees for their participation in this meeting. He introduced the Board and noted Mr. David Durstine's absence due to the pending delivery of their next child.

Mr. Gerace extended special appreciation to Mr. Eric Schlett of PennWell Fire Group's corporate sponsorship.

Attending honorary members were recognized: Mr. Al Burnham, Mrs. Kit Cafaro, and Mr. Jack McLoughlin.

Roll Call – Secretary Steve Toren called the membership roll. There were 46 member companies in attendance. A quorum was declared. [See list following these minutes]

Proof of Notice – Notice of this meeting was sent via email on December 19, 2014 to all members pursuant to the association bylaws.

Review of Minutes – After discussion and upon motion duly made and seconded, it was:

VOTED: To approve and enter the minutes of the October 3, 2014
Fall Membership Meeting into the records of the association.

Antitrust Guidelines / Non-Discrimination Policy – Legal Counsel Jim Juneau stressed the adherence of FAMA's policies to abide by the Federal antitrust guidelines and the strict non-discrimination policy at all meetings of the association.

Welcome by Chief James Costeira, St. Augustine Fire Department – Chief Costeira welcomed FAMA member representatives and shared a presentation on the history of the St. Augustine Fire Department.

Sponsor Recognition – Mr. Gerace thanked and acknowledged the member meeting sponsors, noting the vital role their support provides towards delivering a quality meeting. They included: Spartan (Welcome Reception); United Plastic Fabrication (Hospitality Cups), Waterous (Monday Break); PPG (Keynote Speaker); IMMI (Monday Lunch), Marion Body Works (Special Member/Guest Speaker Presentation); E-ONE (Tuesday Reception); AMDOR (Tuesday Break); and Rosenbauer America (Spouse/Guest Event and Conference Signage).

FAMA's corporate sponsor for 2015 is PennWell Fire Group. Mr. Gerace introduced Mr. Eric Schlett who expressed his appreciation for the opportunity to address the membership and attend the meeting. PennWell companies have served as the FAMA corporate sponsor for 12-13 years, beginning with *Fire Engineering*, FDIC, and currently the Fire Group that includes *FireRescue* magazine and *Firefighternation.com*. He plans to continue supporting FAMA for years to come, and thanked members for looking to PennWell for assistance with their marketing.

Self-Introduction of Members – Board Member Steve Toren conducted this segment. Member representatives introduced themselves, noting their company affiliations.

Financial Report – by Treasurer Scott Edens. A copy of the Profit and Loss Budget vs. Actual and Balance Sheet reports for the period January 1, 2014 through December 31, 2014 were distributed for review. Presentation slides highlighted a positive financial position.

After discussion and upon motion duly made and seconded, it was:

VOTED: To approve the Treasurer's Report as presented.

Board of Directors' Report – Mr. Gerace provided review of the Board meetings held since the 2014 Fall Meeting. He summarized the 2015 initiatives:

- Optimize organizational structure of the Board and administrative staff
- Explore revenue opportunities in order to provide increased services to member companies
- Effective communications to membership through effective committees

He also outlined 2015 Board activities year to date:

- Transitioning Sonya Kelly into the Business Manager role
- Developed and proposed a new Board structure
- Treasurer duties transitioned
- Finalized arrangements of the 2016 Fall Meeting
- Added new leadership to NFPA and Committees
- 2015 Hill Day plans
- Completion of Apparatus Safety Guide (Version 2)

Committee Reports – Moderated by Mr. Gerace

Statistics – Mike Schoenberger, Chair. Reported the committee has added new member representatives Paul Bostrom and Toh Meng. He presented statistical graphs of fire truck sales that included a 20-year review of total shipments (US, Canada, and overseas) as well as a historical review of vehicle sales in US and Canada. He also provided five-year comparisons of US and Canada total vehicle sales and sales by product type. Further, the report included an in depth review of product sales by type of chassis (custom or commercial) for 2014 with a historical comparison, graphs of sales by pump ratings, and sales of vehicles with foam systems.

Mr. Schoenberger encouraged participating companies to submit their data within 30 days of the quarter close. The committee is working to finalize and release statistical data within two weeks thereafter.

Education Committee – Jason Nawrocki, Co-Chair. Provided a summary of the 1,416 Industry surveys received and of the 87 completed Member Outlook surveys. Special thanks was provided to the industry publications and organizations that helped in the promotional effort.

The complete survey reports are posted on the FAMA website in the secure documents.

GAC – Lee Morris, Chair. Reviewed the presentation slides and noted the current activities include: Hill Day – with an emphasis to maintain level funding for both AFG and SAFER grant programs; Home Days - held in various states.

The 2015 committee goals and core initiatives were reviewed and called for greater member participation for 2015 CFSI/Hill Days (April 15-16) and Home Days. Hill Days and other activities will focus on the

reauthorization of Fire Grant programs, currently slated to end September 30, 2017 (sunset clause). If it is not reauthorized, it will cease to exist.

Mr. Morris encouraged attendees to develop relationships with their congressional representatives to promote funding initiatives for AFG, SAFER, USFA and USAR. He noted other good opportunities to make an impact include hosting Home Day events and attendance at GAC Hill Day.

Membership – Tim Van Fleet, Chair. With the committee objective to grow the membership by 5%, Mr. Van Fleet shared a list of top prospective member companies and asked for member assistance. Current membership total is 125 companies.

The primary results of a member survey question covering why some members companies do not participate in membership meetings were: scheduling conflicts; value of meeting content (time/resources); and, not into networking and social aspects of the spring/fall meetings.

Marketing – Andrew Lingel, Chair. The committee is seeking new members preferably with skills in graphics or access to a graphics department.

Mr. Lingel reviewed recent committee activities: Apparatus Safety Guide update (version 2) and mailer; the new FAMA literature; FDIC sponsorship banner and ad; FDIC International/FAMA Showcase graphics; and, the spring meeting graphics. The committee is also moving forward with the FAMA website update; the scope of work was developed and the four proposals received are being reviewed.

Mr. Gerace presented the plans for the FDIC International/FAMA Showcase and encouraged members to participate in the event by submitting their new products or technologies by March 30th. Event plans include a presentation by Chief Ricky Riley during the first half of the event. The second part of the event, moderated by Mr. Chris Mc Loone, will provide a review of the new products and technologies being featured at FDIC by participating member companies.

A handout with the participating companies, their products and booth numbers will be provided to attendees of the showcase. Participating member companies are encouraged to distribute invitations to the showcase with a 15% show floor pass discount to their contacts.

Honorary Membership – To recognize the extraordinary efforts over many years as a mentor, visionary and leader, Mr. Gerace presented Mr. Jack McLoughlin with an honorary member plaque and a special gift.

Safety Guide Promo – by Mr. Edens. Reported all 5,000 (version 1) Apparatus Safety Guides were shipped and version 2 was printed and in stock; 1,320 were shipped since January 1, 2015; and the promotional mailing to the 2,000 largest fire departments in North America was complete.

Data Supplies Inc. has been sourced to print, store, and fulfill safety guide orders. FAMA is to collect a royalty fee for each guide sold.

Mr. Gerace acknowledged Past President, Bruce Whitehouse, for his leadership and guidance.

New Members and First-Time Attendees – Mr. Gerace introduced and recognized new members and first-time attendees.

Presentation: What World Class Innovators Do That Others Don't Do by Mr. Jim Carroll, a futurist, trends and innovation expert from Canada. Mr. Carroll has 20 years of experience in challenging himself and others to look at the future through a different lens. He challenged the audience to think like

innovators, rather than seeing a trend and focusing on the “threat;” instead, focus on the “opportunity.” He encouraged, “think big, start small, and scale fast.”

Meeting Suspended for the Day at 11:36 a.m.

Meeting Resumed – Day 2

March 24, 2015, at 8:00 a.m.

Mr. Gerace thanked and acknowledged the meeting sponsors.

Bylaws – Past President, Bruce Whitehouse presented two proposed bylaw revisions:

- Honorary Member participation
- Board structure

The present bylaw allows honorary members to attend meetings, but does not permit involvement on committees. The proposed revision would allow committee participation and contribution in non-leadership roles.

Mr. Whitehouse reviewed four important objectives for the proposed Board structure revision:

- Participation at the Board level without a seven-year commitment
- Executive Board members will focus more on long term strategic issues
- Persons with special skills (i.e., Treasurer) can serve without a long term commitment to all Board positions
- Additional Director-at-Large positions to better support committees

The proposed bylaw amendments were sent to all members in advance.

For the ratification process, Mr. Jerry Halpin, Bylaws Committee Chair, reviewed the approval method conducted to amend the two bylaws.

After discussion and upon motion duly made and seconded, it was:

VOTED: To amend Bylaws Section 5.1.3 Honorary Member, as presented.

After discussion and upon motion duly made and seconded, it was:

VOTED: To amend Bylaws Section 6.0 Board of Directors and Officers, as presented.

Technical – by Roger Lackore, Chair. Mr. Lackore recognized and thanked Mr. Damon Lewis for his past involvement as co-chair and welcomed Mr. Wes Chestnut as the new co-chair. He reviewed the committee’s mission statement and provided updates on the subcommittee leaders.

- FAMA Graphical Symbols white paper received international recognition by their reference in the CEN TS 15989 draft.
- NFPA 1901/NFPA 1906 update: NFPA 1901 ballot passed but has one NITMAM; NFPA 1906 ballot passed; updates to the NFPA whitepaper can now begin.
- NFPA 414 FAMA principal representative is Marty Huffman, and the alternate is Paul Powell. Opportunities for public comment will close May 15, 2015, and the meeting for the second draft will be held July 27-30, 2015.
- NFPA 1500 FAMA principal representative is Roger Lackore, and the alternate is Wes Chestnut. The 2017 revision is currently open for public comment until July 16, 2015.
- Apparatus Safety Guide (Version 2) is available.
- NHTSA Fire Apparatus Recall Policy – FAMA has submitted a letter requesting interpretation on what aspects of fire apparatus are subject to the recall process.

- EPA Future Regulations Engagement – The next phase of the GHG and Fuel Economy regulation has been postponed until late spring. Additional information will be provided at the 2016 Technical Committee meeting at the FDIC. The next round of revisions will be in 2019.
- Heavy Truck Alternative Fuels Labeling – CTIF is working with FAMA to develop a global ISO standard.
- Reviewed current schedule of FAMA Forum article topics for *Fire Apparatus* magazine.
- Fire Apparatus Selection Guide – Review provided of planned topics and white papers.
- FDSOA Apparatus Symposium – Planning meeting is scheduled for April 22nd. Apparatus Symposium will be held in Phoenix, AZ, in 2016 in conjunction with the Safety Officers Symposium.

Presentation: Commercial Trends and Regulations – Back to the Future. Mr. Bob Aquaro reviewed the 162-year development of commercial chassis to present day, historically applying the same solution to all trucking needs. In contrast, he predicted the future of commercial chassis to be vastly different. He revealed many forthcoming technologies that will entail new trucking solutions for different applications and encouraged members to expect rapid changes. He noted government regulations drive technological development; he advised members to be informed and not to get caught off guard. “Be the inventor not just the adaptor – out-think the thinkers.”

Meeting Planning Committee – by Grady North, Chair and Damon Lewis, Co-Chair. The committee mission and members were reviewed. Request was made for new members.

Charts covering 10 years of spring meeting attendance counts and the total number of attending member companies were reviewed.

The upcoming schedule of meetings include:

2015 Fall – Baltimore, MD – Marriott Renaissance Harborplace – date changed to Sept. 30-Oct. 2

2016 Spring – Fort Lauderdale, FL – Marriott Harbor Beach – April 2-5

2016 Fall – Nashville, TN – Nashville Marriott at Vanderbilt University – October 5-7

2017 Spring – St. Pete Beach, FL – Lowes Don CeSar Hotel – March 18-21

2017 Fall – Site to be determined. Arizona was questioned as a potential.

An overview was provided of the understood preferences and requirements for meeting locations along with a map of the country with the areas noted that meet the weather requirements.

Nominating Committee – by Harold Boer, Co-Chair. Mr. Boer reviewed the new Board structure and the six 2016 Board positions to be elected at the fall meeting in Baltimore. For the 2016 Board, the Nominating Committee will present a full slate of nominees. Floor nominations will be accepted.

Due to the transition to the new Board structure, review was provided on the elected positions for 2017-2019 and the required qualifications for the Board of Directors.

Small Group Discussions – Members broke into eight groups to discuss the following three topics:

- Meeting location selection criteria
- Meeting speaker feedback and future topics
- One thing FAMA can do better in 2015

Board members and committee chairs served as moderators and provided summaries of their group discussions.

1. Mr. Edens:

- Preferred warm weather destinations and two fixed locations in Florida and Arizona.
- Focus more meeting content on international business.
- Help new members feel more welcomed and heighten their visibility through providing bios.

2. Mr. Toren:

- Suggested offshore US territories of St. Johns, St. Thomas and Puerto Rico.
- Request received for a detailed business agenda and a post meeting accomplishment report for justification of attendance.
- Request for more statistical data and reporting abilities.

3. Mr. Whitehouse:

- Preferred early March rather than late March for meetings.
- Close proximity to airport is important when the hotel rate is higher to avoid car rental charges.
- Request to avoid west coast due to travel time requirements.
- A structured networking activity was requested.
- Speakers for the spring meeting were great; continue to use the same speaker criteria used for this meeting.

4. Mr. Boer:

- Prefer east coast locations.
- A group networking activity was requested.
- Coverage of more technical information.
- Prefer to be close to an airport.
- Lower hotel room rates.
- Suggestion made for non-golf group activity.
- Avoid offshore locations.
- Suggested topics for business speakers: lean manufacturing techniques and general business.
- The speaker for the Member/Guest presentation received great reviews.

5. Mr. Lewis:

- Remove San Antonio from the list of options.
- Hilton Head was suggested.
- Request received to move the dates of the event away from spring break to avoid higher rates.
- Rotating locations would be fine.
- Continue to provide a personal or motivational speaker.
- Suggested a speaker topic of 911.
- Positive reviews on the Board's direction; continue to brand FAMA information to the industry.

6. Mr. North:

- Distance to the airport is not as important as the availability of direct flights.
- Preferred meeting dates in February, away from spring break.
- For meeting content, suggestion to tour a manufacturer of something similar (i.e., boat manufacturer).
- Suggested speaker topics: economist, personal growth, manufacturing trends, fire chiefs to present specific things they want on apparatus.
- FAMA should brand more to end users and enlist the members to help promote FAMA.

7. Mr. Gerace:

- Focus spring meeting content on general business and fall meeting fire specific.
- Explore opportunities of group purchasing, health insurance and cell phones.
- Group was okay with rotating with a fixed meeting location.

Mr. Gerace thanked all the attendees for their great feedback.

Technical Committee Update – Mr. Lackore noted the NFPA 1901 NITMAM proposed by Gordon Routley on apparatus seating size will not affect commercial chassis seating. He encouraged attendance at the NFPA meeting this summer in Chicago to help combat the proposed requirement.

Unfinished Business – Mr. Bob Grimaldi's responsibilities and tasks will be handled by Ms. Sonya Kelly and the Meeting Planning Committee.

New Business – Ms. Kelly was welcomed to FAMA. Special appreciation and thanks provided to Ms. Karen Burnham for many years of outstanding service.

Next Meeting Notice – The next meeting of the FAMA Membership will be held September 30 – October 2, 2015, at the Baltimore Renaissance Harborplace Hotel in Baltimore, MD.

Adjournment – With no further business or discussion to come before this meeting, upon motion duly made and seconded, it was:

VOTED: To adjourn, at 11:28 a.m.

A true copy, attest:

Sonya Kelly
Recording Secretary

Attachments: Attendee List
Treasurer's Report

FAMA GENERAL MEMBERSHIP MEETING
March 23, 2015 – St. Augustine, FL
Member Company Attendance (at Roll Call)

4-Guys, Inc. – Mark Albright
Akron Brass Co. – Tim VanFleet
AMDOR, Inc. – Chick Granito, Bruce Whitehouse
APR Plastic Fabricating, Inc. – Chad Falls
Austin Hardware & Supply – Joe Verdini
Bulldog Fire Apparatus, Inc. – Jeffrey Mazza
C.E.T. Fire Pumps – Jerry Halpin, Stephan Thibeault
Cummins, Inc. – Chris Crowel
Custom Truck & Body Works, Inc. – Sam Snider
Duo Safety Ladder Corp. – Phil Schwab, Randy Vandersee
Elkhart Brass Mfg. Co., Inc. – Eric Combs, Tim Doane, Scott Warbritton
E-ONE – Dan Peters, Grady North
Ferno-Washington – Steve Rowland
Ferrara Fire Apparatus – Donald (Bert) McCutcheon
Fire Research Corporation – Michael Dupay, Rick Fix, Toh Meng, Matt Pitzer
Fort Garry Fire Trucks – Lisa Doyle, Rick Suche, Steve Suche
Fouts Bros Inc. – Scott Edens
H.O. Bostrom Company, Inc. – John Bostrom, Paul Bostrom, Bev Lowery
Hale Products, Inc. – Chuck Hutchins, Bruce Lear
Hannay Reels, Inc. – Ken Fritz
Hansen International, Inc. – Lisa Hansen Beebe, John Seehof
Harrington, Inc. – Paul Carpenter
Harrison Hydra-Gen
IMMI – Steve Ward
KME Fire Apparatus – Phil Gerace
Kochek Co. – Greg Kozey, Dan Olm
Kussmaul Electronics – Thomas Nugent
Marion Body Works, Inc. – Curt Ignacio
Oshkosh Corporation – Roger Lackore, Lee Morris, Jeff Resch
Performance Advantage Co. – Jim Everett
PPG Industries – Lou Milanovich
Pro Poly of America Inc. – Tim Dean, Daniel Owen
ReelWheels Corp. – Jan Polka
ROM Corporation/SAFE Fleet – Jeff Hupke
Rosenbauer America LLC – Harold Boer, Mike Schoenberger
Sam Carbis Solutions Group – Sam Cramer
Seats, Inc. – Ron Ziegler
Spartan Chassis – Michael Bowman
Sutphen Corporation – Drew Sutphen
Task Force Tips Inc. – Doug Miller, Ron Truhler
Trident Emergency Products LLC – Jim Maher
United Plastic Fabricating, Inc. – Patrick Cahill, Andrew Lingel, Joseph Lingel
USSC Group Valor Seating – Joe Mirabile, Dan Veselsky
VisionMark Nameplate Company – Jerry Merges
W.S. Darley & Company – Paul Darley, Peter Darley, Jeff Darley
Waterous Company – Jason Nawrocki, Bill Smith, Steve Toren