

**MINUTES  
FIRE APPARATUS MANUFACTURERS' ASSOCIATION  
GENERAL MEMBERSHIP MEETING  
OCTOBER 1-2, 2015  
BALTIMORE, MD**

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

**Call to Order** – by President Phil Gerace at 10:00 a.m.

Mr. Tim Dean provided the invocation.

Mr. Gerace welcomed and thanked the attendees for making the investment to participation in the meeting.

Mr. Gerace briefly reviewed the agenda for the day and asked all attendees to wear their badges at all times during the meeting.

Special appreciation and thanks was given to the meeting sponsors for their continued support.

Mr. Toren was introduced and provided introduction of the 2015 FAMA Board. New members and first time attendees were introduced and welcomed.

**Roll Call** – Secretary Steve Toren called the membership roll. There were 44 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 June 23, 2015 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 March 23, 2015  
Spring 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.

**Board of Directors' Report** – Mr. Gerace provided a brief review of some of the Board of Director's recent projects of focus including:

- Transition from Ms. Karen Burnham to Ms. Sonya Kelly
- New banking relationship with Bank of America
- New website
- Expanded Board Structure with two newly added positions
- Drive the FAMA brand and presence to the end user market thru the FDIC International/FAMA Showcase event.

A lot has been accomplished this year. Mr. Gerace thanked the members, committees and staff for their help.

**Marketing Committee Report** – Mr. Lingel, Chair, presented the new website and provided a brief review in comparison to the old website. It was noted, within each member company a website administrator has

been assigned. The website administrators are able to provide access (user names and passwords) to other company representatives. Review was also provided on the new features of the Buyer's Guide. Member companies are now able to post featured products within their listing.

Mr. Lingel presented the need for photography throughout the website to help communicate what the members of FAMA manufacture and do; and provided description of the type of photography desired for specific web pages. The marketing committee is seeking to gain understanding from the membership as to what type of apparatus photography would be acceptable for use on the website and other marketing pieces. To avoid marketing brands or products, the photography rules of no close-up images of truck grills and no logos in focus would be adhered. However, an image of an aerial ladder operating at a fire scene is acceptable.

No focused or close-up images of brand names or logos, all branding will be digitally removed or ghosted; a show of hands was requested of member companies in agreement with the proposed new rules regarding the use of apparatus photography in FAMA marketing.

By a majority show of hands, it was:

**VOTED:** To accept the proposed new rules of use for apparatus photography on the FAMA website and marketing materials.

**Review of Board Structure** – Mr. Whitehouse thanked the marketing committee for their work in developing the new website. A review of the new Board structure passed at the spring meeting was provided. The new Board rotation and the transition process for the positions.

With the new process, the Vice President position is elected as a 3-year progression. After the year as Vice President, the position of President and Past President is an automatic progression.

The Secretary and Treasurer will be two-year stand, alone positions and their election years are off-set; past service as Director-at-Large is not a requirement. Due to liabilities, there are limitations on the number of consecutive terms for these positions. After the transition period, each year one of the two positions will be elected for a two-year term. Starting in 2016, we will be electing a Treasurer for a two-year term. In 2017, a Secretary will be elected for a two-year term.

The Directors-at-Large positions are the most fundamental change being made; two additional positions are being added to the Board. The new structure will include two Director-at-Large apparatus representatives and two component representatives. Each year there will be an election for one representative from both apparatus and components.

The new structure provides an opportunity for individuals that are unable to make a seven-year commitment, but would like to serve on the Board and share their expertise and experience. The added positions will allow the Board to maintain and enhance the relationship with the committees and improve their liaison structure.

For the existing Board members that entered into the rotation with the previous structure, the intent is to advance those individuals through the progressive positions in effect when they joined the Board.

For 2016:

- The current President, Mr. Gerace, will automatically progress to Past President with no election.
- The current Vice President, Mr. Durstine, will automatically progress to President with no election.
- The current Treasurer, Mr. Edens, will be the nominee for the Vice President position.
- The current Secretary, Mr. Toren, will be the nominee for the Treasurer position. Due to the transition period, for this election only, this position will be for one year.

- The current Sr. Director-at-Large, Mr. Ignacio, will be the nominee for the Secretary position for two years.
- For 2016, there are four Director-at-Large positions to fill, because the current Jr. Director-at-Large, Mr. Jeff Hupke, left the industry. The standard year would be to elect three Director-at-Large positions.

For 2017:

- The 2016 President, Mr. Durstine, will automatically progress to Past President with no election.
- The 2016 Vice President, Mr. Edens, will automatically progress to President with no election.
- The 2016 Treasurer, Mr. Toren, will be the nominee for the Vice President position.
- The 2016 Secretary, Mr. Ignacio, will maintain in the position for another year to complete the two-year term.
- An election will be held for a new Treasurer for a two-year term.
- Directors-at-Large will be progressing as outlined.

For 2018:

- The 2017 President, Mr. Edens, will automatically progress to Past President with no election.
- The 2017 Vice President, Mr. Toren, will automatically progress to President with no election.
- The 2017 Treasurer will maintain in the position for another year to complete the two-year term.
- The 2017 Secretary, Mr. Ignacio, will be the nominee for the Vice President position.
- An election will be held for a new Secretary for a two-year term.
- Directors-at-Large will be progressing as outlined.

**Presentation of Slate** – Mr. Boer presented the slate for the 2016 Board of Directors developed by the Nominating Committee.

Past President, Philip Gerace  
 President, David Durstine  
 Vice President, Scott Edens – nominee (elected position)  
 Treasurer, Steve Toren – nominee (elected position)  
 Secretary, Curt Ignacio – nominee (elected position)  
 Director-at-Large – Apparatus, Mike Schoenberger  
 Director-at-Large – Apparatus, Jeff Darley  
 Director-at-Large – Component, Bev Lowery  
 Director-at-Large – Component, Dan Veselsky

For the Director-at-Large positions types, apparatus and component each have a two-year and one-year position open. The candidate with the larger number of votes will serve the two-year term.

Review of the qualifications was provided:

- For Vice President, two years of prior Board service.
- For the Secretary, Treasurer and Director-at-Large positions the qualified candidates must be representatives of a member company and previously served in a leadership position within a committee or subcommittee.

Available Positions for the 2016 FAMA Board are:

- Vice President
- Treasurer
- Secretary
- Director-at-Large – Apparatus
- Director-at-Large – Component

Nominations were opened to the floor for the positions: Vice President, Treasurer, Secretary, Director-at-Large Apparatus, Director-at-Large Component; hearing none, nominations were closed. After discussion and upon motion duly made and seconded, it was:

**VOTED:** To approve the 2016 Board of Directors slate as follows:  
Past President, Philip Gerace  
President, David Durstine  
Vice President, Scott Edens  
Treasurer, Steve Toren  
Secretary, Curt Ignacio  
Director-at-Large – Apparatus, Mike Schoenberger  
Director-at-Large – Apparatus, Jeff Darley  
Director-at-Large – Component, Bev Lowery  
Director-at-Large – Component, Dan Veselsky

With no additional nominations from the floor for the Vice President position, Mr. Whitehouse announced and congratulated Mr. Scott Edens as the 2016 FAMA Board Vice President. Elections for the Director-at-Large positions will be held tomorrow (Tuesday, October 2<sup>nd</sup>). Member representatives were encouraged to engage the Directors-at-Large nominees and discuss how they will serve and help the association.

**National Volunteer Fire Council (NVFC) Recruitment Campaign Presentation** – Chief Kevin Quinn, Chairman, and Heather Schafer, Executive Director

- Ms. Schafer provided an overview of the NVFC's programs, focus and priorities.
- Chief Kevin Quinn spoke about his 40-year experience as a volunteer firefighter.
  - The number of volunteer firefighters is dropping. NVFC needs assistance to encourage and expand the numbers of volunteer firefighters.
  - 69% of the U.S. firefighters are volunteers, saving the U.S. 140 billion a year in taxes.
  - Call volume has increased, the age of volunteer firefighters has increased, and the number of volunteers has decreased.
  - Volunteer departments need to look at themselves and change the process. Fire department chiefs and leaders need learn how to market their departments to increase volunteers. Chiefs need to reach out to the next generation firefighters and reach out to the public to introduce the need for volunteers.
- A video was shown for the audience.
- The '*Make Me a Firefighter Campaign*' was presented and reviewed.
  - The campaign received a SAFER grant.
  - Building awareness is critical.
  - [www.MakeMeAFirefighter.org](http://www.MakeMeAFirefighter.org) – "Find the Fighter in You" A web portal for departments to post their volunteer opportunities.
  - FAMA and FEMSA were asked for their help and assistance to build awareness of the portal within fire departments.

Mr. Gerace provided a review of the meeting plans, presentations and their locations for the balance of the day.

Mr. Gerace thanked and acknowledged the member meeting sponsors.

**Meeting Suspended for the Day** at 11:27 a.m.

**Meeting Resumed – Day 2**  
**October 2, 2015, at 8:02 a.m.**

FGM 10.1.15 Minutes

Mr. Edens, Treasurer reopened the meeting.

**Treasurer's Report** – by Mr. Edens

- A new bank relationship was developed this year to enable the new administrative management.
- With current and future Board members located across North America, the FAMA bank accounts were moved to Bank of America for their nationwide locations and their online banking capabilities.
- FAMA is now using Quick Books online to manage the association's financials which allows the President, Vice President and Treasurer up to date financial visibility at all times.
- For 2015 will have a balanced budget but, will be required to use some of the contingency funds due to the added costs of having two people on staff during the transition to the Business Manager.
- The Treasurer's Report was distributed and a review of the new format was provided:
  - The Balance Sheet as of September 28, 2015 with the prior year comparison.
  - The Profit and Loss report for the period January 1, 2015 through September 28, 2015 with the prior year (2014) comparison for the same period.
  - Budget vs. Actual report for 2015.

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

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

**Statistics Committee Report** – by Mike Schoenberger, Chair

- Mr. Schoenberger announced that Paul Bostrom and Mike Kling have now joined the committee and Jack McLoughlin and Nate Berry (technical advisor) continue to provide their support.
- A brief review was provided on the statistical data reported 2<sup>nd</sup> quarter 2015 as compared to 2014, the market is up slightly for U.S. and Canada.
- Mr. Schoenberger reviewed the results of a member survey conducted in August on the Statistics Program.
- Currently there is FAMA data on the Fire Research website, a goal is to get this moved to the FAMA website.
- For enhanced reporting of the data and faster speed, a Request for Proposal (RFP) has been prepared to acquire proposals for a new website.
- The committee has a goal to release the data within 30 days after the close of a quarter.
- Roughly 90% of the apparatus members are reporting.
- Statistics are only available to FAMA members.

**Technical Committee Report** – by Roger Lackore, Chair and Wes Chestnut, Co-Chair

- Reviewed the committee mission statement and the 2015 highlights and future plans.
- 2016 updates to the NFPA 1901 and 1906 are now published.
- FAMA Apparatus Safety Guide is a requirement on all new apparatus delivery starting January 2016.
- NFPA 1500 is in the revision cycle.
- Updates to the NFPA 1917 are now published and affects trucks contracted for after January 2016.
- The second draft posting of updates to NFPA 414 is scheduled for January 2016 with the expected publication in the summer of 2016.
- The NFPA 18A is in the second draft with public comment closing November 16, 2015.
- NFPA Safety History Spreadsheet is being created and will be made available on the FAMA website.
- Mr. Chestnut will be presenting a more in depth overview of current regulations of manufacturers that are promulgated by the National Highway Traffic Safety Association (NHTSA) at the spring meeting and FDIC 2016. The letter FAMA submitted to NHTSA requesting interpretation is pending with the chief council's office.
- EPA Phase 2 GHG & Fuel Economy – (Required EPA Reporting) Phase 2 certification standards will have limited impact on larger manufacturers of emergency vehicles. Beginning with the 2021 model year,

air conditioning systems will require certification. For small businesses, that were exempt in Phase 1, will be required to start reporting under Phase 2. This will be the most significant impact with Phase 2 in 2021.

- FAMA Forum Schedule for the balance of 2015 and the plans for 2016. The committee requested volunteer writers and topic suggestions.
- Weight and Cube Calculator spreadsheet data has been gathered. The committee is developing a scope of work to request proposals to develop a web based application/program.
- The committee is planning to develop a white paper that establishes FAMA's position regarding power line contact protection.
- A review was provided of the key white papers currently in development that will form the FAMA Apparatus Buyers Guide.
- The Technical Committee will be supporting the FDSOA with speakers and presentations.

**GAC – Mr. Lee Morris – Provided an update on 2015 GAC activities.**

- The committee had a very successful Hill Day in 2015 with over 100 meetings and a record attendance (44 attendees and 33 participating companies).
- Attendance for the 2016 Hill Day (May 4-5) was encouraged to meet your congressmen, representatives and their staffers that handle issues directly. This is a good first step for a company to start to form relationships with delegates for their regional area and provides an opportunity to learn who the state director is for a specific region.
- Member companies were also encouraged to host Home Day events within their territories and host the state director and local congressmen including their staffers to start to develop relationships with them. Through building relationships and educating with these key contacts on what your company does, a voice can be developed that affects the policies and decisions made.
- Since that time, the AFG and SAFER Grants received 'flat' funding.
- Language towards an emergency vehicle weight limit exemption on Federal highways is included in the Environment and Public Works Committee in the Senate's transportation bill. The house Transportation and Infrastructure Committee is not 'marked up' but, it appears if a bill is finalized this language will be included.
- Funding for AFG and SAFER grant programs were maintained at the same level as in 2015.

**Meeting Planning – Grady North and Damon Lewis**

- The committee uses best practices, meets monthly and is ahead of the game.
- Attendance results of the fall meeting was reviewed.
- Spring Meeting 2016 will be held at a great site in Fort Lauderdale, Florida.
- Thank you to the sponsors of the 2015 Spring Meeting. For the 2016 meeting, they will have the right of first refusal to renew their sponsorship.
- The future meetings scheduled includes:
  - 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 – Glendale, AZ – Renaissance Glendale Hotel & Spa – October 4-6
  - 2018 Spring – San Diego, CA – Marriott Coronado Island – February 20-23
- Potential for Fort Lauderdale, Florida to be a location for every third year.
- As the membership has requested the committee is trying to moving dates to mid-late February to avoid competing with spring break.

**FEMSA/FAMA State of the Fire Service Survey on the Economy – Jason Nawrocki**

- 2119 surveys were completed on the economy.

- A review of the survey results for the following questions was presented:
  - How has your 2015 equipment budget changed compared to 2014?
  - What actions will your agency take to maximize your 2015 budget purchasing capabilities?
  - Which of the following have you reduced or modified as a result of 2015 budget constraints?
  - If 2015-2016 budgets are limiting your purchasing capabilities, what actions would you appreciate from equipment manufacturers?

#### **Apparatus Safety Guide – Version 2 – Scott Edens**

- 1,980 Apparatus Safety Guides were sold and shipped since January 1, 2015.
- As of January 1, 2016, the NFPA 1901/1906 will require a FAMA Apparatus Safety Guide on all new apparatus delivered.
- A review was provided on how to purchase the Safety Guides on the website.
- An inquiry was made as to plans to publish the guide digitally.

#### **Nominating Committee – by Harold Boer, Co-Chair.**

- Mr. Boer introduced the four Director at Large candidates and invited them to tell the members a little about themselves and their experience with FAMA:
  - Bev Lowery – H.O. Bostrom (Components)
  - Dan Veselsky – USSC Group Valor Seats (Components)
  - Mike Schoenberger – Rosenbauer America (Apparatus)
  - Jeff Darley – W.S. Darley & Company – represented by Peter Darley (Apparatus)

#### **Roll called for the Distribution of Ballots for election.**

#### **Small Group Discussions – Members broke into eight groups to discuss the following three topics and provide their feedback:**

- Can membership be clearly defined by separate corporate entities/existence?
- How do we grow and develop the FDIC International/FAMA Showcase?
- How do we grow the demand for the Fire Apparatus Safety Guide?

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

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

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

**VOTED:** To close nominations and approve the 2016 Board of Directors as follows:  
 Past President – Phil Gerace  
 President – Dave Durstine  
 Vice President – Scott Edens  
 Treasurer – Steve Toren  
 Secretary – Curt Ignacio  
 Directors-at-Large (Apparatus)  
 Mike Schoenberger (2 years)  
 Jeff Darley (1 year)  
 Directors-at-Large (Components)  
 Bev Lowery (2 years)  
 Dan Veselsky (1 year)

#### **2016 Focus – Mr. Durstine presented the following goals of the Board for the association:**

- To continue to enhance the statistics program

- Build awareness of the FAMA brand and develop the strategy
- Enhance meeting content and add value
- Investigate alternate revenue sources for the association to benefit the industry as well as the membership.

Mr. Gerace thanked the attendees for coming and providing their input.

**Unfinished Business** – none

**New Business** – none

**Next Meeting Notice** – The next meeting of the FAMA Membership will be held April 2-5, 2016, at the Marriott Harbor Beach Resort in Fort Lauderdale, FL.

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

**VOTED:** To adjourn, at 10:24 a.m.

A true copy, attest:

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Sonya Kelly  
Recording Secretary

Attachments: Attendee List  
Treasurer's Report



**FAMA GENERAL MEMBERSHIP MEETING  
OCTOBER 1-2, 2015 – Baltimore, MD**

**Member Company Attendance (at Roll Call)**

4-Guys, Inc. – Mark Albright  
Akron Brass Company – David Durstine, Kim Morrow, Richard Singer  
AMDOR – Oran McNabb, Bruce Whitehouse  
Apparatus Equipment & Service, Inc. – William Arbus  
Boise Mobile Equipment – Chad Moffat  
CET Fire Pump – Jerry Halpin  
Code 3 – Damon Lewis  
Cummins Inc. – Chris Crowel  
Custom Composites, LLC – Lori Bigley, Chris King, Bill Martin  
Dover Roller Shutters – Ray VanGuntten  
E-ONE – Grady North  
Elkhart Brass Mfg. Co., Inc. – Eric Combs  
Ferno Washington, Inc. – Steve Rowland  
Ferrara Fire Apparatus – Bert McCutcheon  
Fire Research Corp. – Michael Dupay, Toh Meng, Ron Truhler  
Fort Garry Fire Trucks – Rick Suche  
Fouts Bros – Scott Edens  
H.O. Bostrom Company, Inc. – Paul Bostrom, Bev Lowery  
Hale Products Inc. – Dave Guynn, Bruce Lear  
Hannay Reels – Ken Fritz  
HiViz LED Lighting – Kaoma Massa, Sam Massa  
HME, Inc. – Bill Doeblen, Rick Vorel  
KME Fire Apparatus – Phil Gerace  
Kussmaul Electronics – Thomas Nugent  
Maintainer Custom Bodies, Inc. – David Wunderlin  
Marion Body Works – Curt Ignacio  
Oshkosh Airport Products – Roger Lackore, Lee Morris, Jeff Resch  
Pierce Manufacturing Inc. – Rich Holzman  
PPG Industries – Lou Milanovich  
Pro Poly of America, Inc. – Tim Dean  
ROM Corp. – Stephen Touchton  
Rosenbauer America – Harold Boer, Mike Schoenberger  
Smeal Fire Apparatus Co. – Mike Bowman  
Spartan Motors, Inc. – John Greible, Mike Virnig, Wes Chestnut  
Sutphen Corporation – Kevin Kuszmaul, Julie Phelps  
Task Force Tips, Inc. – Nathan Calabrese, Rod Carringer, Doug Miller, Ronald Prast  
Trident Emergency Products LLC – Jim Maher, Michael Sulmone  
United Plastic Fabricating, Inc. – Patrick Cahill, Andrew Lingel  
USSC Valor Seating – Deanna McGough, Joe Mirabile, Daniel Veselsky  
W.S. Darley & Co. – Peter Darley, James Long  
Waterous Company – Jason Nawrocki, Steve Toren, Matthew Wolf  
Weis Fire & Safety – Mike Weis  
Will-Burt Company – John Glenn  
Ziamatic Corp. – Mike Adams, Keith Creely