

**MINUTES  
FIRE APPARATUS MANUFACTURERS' ASSOCIATION  
GENERAL MEMBERSHIP MEETING  
APRIL 4-5, 2016  
FORT LAUDERDALE, FL**

[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 Dave Durstine at 8:02 a.m.  
Mr. Tim Dean provided the invocation.

Mr. Durstine thanked the members for their attendance and welcomed the new members and first-time attendees. The Board of Directors were asked to stand and introduce themselves.

**Roll Call** – Secretary Curt Ignacio called the membership roll. There were 62 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 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 October 1-2, 2015  
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 Deputy Chief Miriam Erdman of the Department of Fire Rescue and Emergency Services for the Broward Sheriff's Office** – Deputy Chief Erdman welcomed FAMA members to Fort Lauderdale, FL and provided a brief review of the department.

**PennWell Fire Group Support** – Mr. Scott Edens, Vice President, reviewed the support FAMA receives annually from PennWell Fire Group and introduced Mr. Eric Schlett, Vice President and Publisher of PennWell Fire Group. Mr. Schlett thanked the FAMA Board and members for allowing him to speak and provided a presentation on the PennWell Fire Group product offering.

**Sponsor Recognition** – Mr. Durstine thanked and acknowledged meeting sponsors and asked the attendees to reach out to the meeting sponsors during the meeting.

**Poll Everywhere** – Mr. Durstine introduced a new polling program called Poll Everywhere. The internet-based tool was used throughout the meeting to gain input from attending members anonymously via text.

**Self-introduction of the members** – Member representatives introduced themselves, noting their company affiliations.

**Treasurer's Report** – Mr. Toren, Treasurer, reviewed the bank transition to Bank of America and the administrative changes made during 2015. Copies of the 2015 Year End Balance Sheet, 2015 Year End Profit and Loss, and 2016 Year-to-Date Budget reports were distributed for review.

Mr. Toren provided a review of the following:

- Previous Year Comparison – Balance Sheet
- Previous Year – Income Statement
- 2016 Budget
- 2016 Balance Sheet
- 2016 Income Statement

**Board of Directors' Report** – Mr. Durstine thanked the 2016 Board members for their help and reviewed his four key initiatives for 2016:

- 1) Heighten the brand awareness of FAMA throughout the fire service.
- 2) Increase and develop additional alternative revenue generators.
- 3) Enhance FAMA's engagement and visibility in government affairs.
- 4) Continue to increase the value of attending the membership meetings.

**Statistics Committee Report** – Mr. Schoenberger, Committee Chair and Board Liaison provided a review of the committee members and updated statistics reports. He encouraged the members to submit their reports in a timely manner, as the committee has a goal to post the quarterly statistics reports within 30 days of prior quarter close.

A brief introduction of the new statistics website design, security precautions, and current status was provided.

**NHTSA** – Mr. Wes Chestnut, Technical Committee Co-Chair, provided a detailed presentation and overview of the National Highway Traffic Safety Administration (NHTSA) and their requirements of manufacturers.

**Keynote Speaker** – Mr. Scott Edens introduced Mr. Richard Hadden, author of *Contented Cows STILL Give Better Milk*. Mr. Hadden's book is based on the premise: one of the best things you can do for your bottom line is to create a focused, engaged and capably led workforce. The role of leadership is essential for employee engagement and organizational results. Mr. Hadden described how "Contented Cows" grow faster, are more productive and profitable, are more engaged, turnover less, increase the ability to attract more talented employees, and thus create more wealth.

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

- Mr. Lackore provided a review of the committee's mission statement and the sub-committee chairs.
- The following NFPA Standards publishing plans were reviewed:
  - 1901/1906 – Current edition 2016, next edition in 2021
  - 1911 – Publication expected in 2017
  - 1500 – Current edition 2013, next edition in 2018
  - 1917 – Public comment closes in June 2016 for the 2018 revision cycle
  - 414 – Publication is expected Summer 2016
  - 18A – Second draft meeting scheduled for April 28, 2016
- A spreadsheet of NFPA Safety History is being created and will be made available on the FAMA website.
- Additional awareness training of NHTSA regulations of manufacturers will be provided at FDIC 2016.
- EPA Phase 2 GHG & Fuel Economy – The Required EPA Reporting Phase 2 standards will have limited impact on larger manufacturers of emergency vehicles. Beginning with the 2021 model year, air conditioning systems will require certification. Small businesses, that were exempt in Phase 1 standards, will be included in Phase 2.
- The complete 2016 FAMA Forum Schedule was provided.
- The data within the Weight and Cube Calculator spreadsheet has been updated and is currently being tested. Once the testing is completed and verified, the new calculator will be posted on the FAMA website. The committee is developing a request for proposals for the costs to develop a web based Weight and Cube Calculator.

- Similar to the Weight and Cube Calculator, the committee has determined the need and started an initiative to develop an industry standard hose bed capacity calculating tool.
- 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 planned for the FAMA Apparatus Buyers Guide.
- The FDSOA 2017 location and presentation topic ideas were reviewed.

**Education Committee Report** – Mr. Nawrocki, Chair, reported on the results of the FAMA Industry Survey conducted in January, February and March of 2016. In addition, Mr. Nawrocki engaged the audience to help develop a three-digit number. The resulting number was used to identify the survey drawing winner of the giveaway iPad. Winning number: 107. Winner: Mike Cody, Retired Deputy Chief in Bakersfield, CA.

**GAC Committee Report** – Mr. Morris, FAMA Co-Chair, provided review of the committee members and supporting consultants.

- The committee had a very successful Hill Day in 2015 with over 101 meetings and a record attendance (44 attendees and 33 participating companies).
- In FY16, funding for both AFG and SAFER grant programs was increased by \$10 million (\$345 million each vs. \$340).
- The committee's goals and activities for 2016 were reviewed and include:
  - Continue to promote the committee's core initiatives
  - Solicit full funding for AFG and SAFER grants and USAR program.
  - Encourage greater membership participation at Hill Day/CFSI Week and in Home Days events.
  - Gain support for the reauthorization of Fire Grant programs. The present bill has a sunset clause, if it is not reauthorized by September 30, 2017 for the 2018 fiscal year, it will cease to exist.
  - Development of a new GAC website.

**Meeting Suspended for the Day** at 12:14 p.m.

**Meeting Resumed – Day 2**  
**April 5, 2016, at 9:56 a.m.**

Mr. Durstine recognized and reiterated his appreciation to the meeting sponsors.

**Membership Committee** – Mr. Tim Van Fleet and Mr. Mike Bowman, Committee Chairs, provided a review of the committee members and objectives for 2016.

**Marketing Committee** – Mr. Andrew Lingel, Committee Chair, provided a review of the committee members and a status report on the recent marketing activities. Mr. Lingel provided details on some suggested ways to measure and analyze the FAMA website.

**Presentation on Estate and Succession Planning provided by Mr. Tim Dean** – Mr. Dean explained the reasons to create an estate and/or succession plan and reviewed some of the various types of plans.

**Economic Indicators Presentation** – Mr. Mark Light, Chief Executive Officer and Executive Director of the International Association of Fire Chiefs (IAFC) presented 'The New Economic Recovery'. Is the economic downturn over? Mr. Light's presentation provided thorough review of all the economic indicators and concluded that the status of the recovery is in the eye of the beholder. He encouraged the audience to innovate harder to emerge stronger.

**Apparatus Safety Guide** – Mr. Scott Edens, Vice President, provided a status report on the sales of the Apparatus Safety Guide and requested suggestions from the audience on how to best promote and advertise the guide to increase sales.

**Meeting Planning** – Mr. Grady North, Committee Chair, provided a review of the members and their roles on the committee.

- The 2015 Spring Meeting survey results were reviewed.
- Scheduled future meetings follow:
  - 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
  - 2018 Fall – Austin, TX – Renaissance – September 25-27

**Nominating Committee** – Mr. Harold Boer, Committee Chair, reviewed the committee members and the current activities.

- Development of a template for the nominating process
- Identify candidates for the 2017 Board positions and future years
- Mr. Boer provided a review of the new Board structure, the available 2017 Board positions, candidate qualifications, and the planned steps for the election at Fall Meeting.

**Unfinished Business** – none

**New Business** – none

Mr. Durstine thanked the members for attending the meeting and expressed his sincere appreciation to the meeting sponsors.

**Next Meeting Notice** – The next meeting of the FAMA Membership will be held October 5-7, 2016, at the Nashville Marriott at Vanderbilt University, Nashville, TN.

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

**VOTED:** To adjourn, at 12:20 p.m.

A true copy, attest:

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Sonya Kelly  
Recording Secretary

Attachments: Attendee List  
Treasurer's Report

**FAMA GENERAL MEMBERSHIP MEETING  
April 4-5, 2016 – Fort Lauderdale, FL**

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

4 Guys, Inc. – Mark Albright  
Akron Brass Company – David Durstine, Sean Tillinghast, Tim Van Fleet  
AMDOR – Chick Granito, Oran McNabb, Bruce Whitehouse  
Amity Fire & Safety, Inc. – Ned Selwyn  
APR Plastic Fabricating, Inc. – Chad Falls  
Austin Hardware & Supply – Michael Bednar  
Braun Industries, Inc. – Eric Wilcox  
Boise Mobile Equipment – Chad Moffat  
Bulldog Fire Apparatus – Jeffrey Mazza  
C.E.T. Fire Pump Mfg. Inc. – Jerry Halpin  
Code 3, Inc. – Matt Pitzer  
COXREELS – Denis Bleile, Diogo Correa  
Cummins Inc. – Chris Crowel  
Cummins Onan – Duane Fisk  
Custom Truck and Body Works – Jim Hester, Sam Snider  
Dependable Emergency Vehicles – Pino Natale  
Dover Roller Shutters – Dwight Lohr  
Duo-Safety Ladder Corp. – Phil Schwab, Randy Vandersee  
E-ONE – Grady North, Dan Peters  
Elkhart Brass Mfg. Co., Inc. – Eric Combs  
Ferrara Fire Apparatus, Inc. – Bert McCutcheon  
Fire Research Corporation – Richard Fix, Toh Meng, Ron Truhler  
Fort Garry Fire Trucks – Lisa Doyle, Brian Nash, Rick Suche, Steve Suche  
Fouts Bros – Scott Edens  
H.O. Bostrom Company, Inc. – John Bostrom, Paul Bostrom, Bev Lowery  
Hale Products, Inc. – Dave Guynn, Bruce Lear  
Hannay Reels, Inc. – Ken Fritz  
Hansen International, Inc. – Lisa Beebe, Jennifer Hollis, John Seehof  
Harrington, Inc. – Paul Carpenter  
Hendrickson – Jason Gies  
HiViz LED Lighting – Kaoma Massa, Sam Massa  
HME, Inc. – Bill Doeblen  
IMMI – Steve Ward  
KME Fire Apparatus – Philip Gerace  
Kussmaul Electronics – Thomas Nugent  
Marion Body Works, Inc. – Curt Ignacio  
Oshkosh Airport Products – Lee Morris, Jeff Resch  
Performance Advantage Co. – Dean Mayhew, Gregory Young  
Pierce Manufacturing, Inc. – Jim Johnson, Matt McLeish, Mike Moore  
PPG Industries – Lou Milanovich  
Pro Poly of America, Inc. – Tim Dean  
RealWheels Corporation Inc. – Greg Polka, Jan Polka  
Rosenbauer America, LLC – Harold Boer, Mike Schoenberger  
Safetek Emergency Vehicles Ltd. – John Witt  
Seagrave Fire Apparatus LLC – Daniel Hohn  
Seats, Inc. – Ron Ziegler  
Signature 4 – Eric Coppess

Smeal Fire Apparatus Co. – Mike Bowman, Jeff Wegner  
Spencer Manufacturing Inc. – Grant Spencer  
Sutphen Corporation – Drew Sutphen  
Task Force Tips, Inc. – Doug Miller  
Trident Emergency Products LLC – Jim Maher, Michael Sulmone  
United Plastic Fabricating, Inc. – Patrick Cahill, Andrew Lingel, Joe Lingel  
USSC Group Valor Seating – Steve Toren  
VisionMark Nameplate Company, LLC – Jerry Merges  
W.S. Darley & Co. – Jeff Darley, Paul Darley, Peter Darley  
Warn Industries – Davis Brass  
WATERAX – Chris Efta, Raffaele Gerbasi, Frederic Lefrancois  
Waterous Company – Jason Nawrocki, William Smith,  
Weis Fire & Safety – Mike Weis  
Whelen Engineering Co., Inc. – Tamera Anolick  
Ziamatic Corp. – Mike Adams