

**MINUTES
FIRE APPARATUS MANUFACTURERS' ASSOCIATION
GENERAL MEMBERSHIP MEETING
OCTOBER 7, 2016
NASHVILLE, TN**

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

Poll Everywhere – Mr. Durstine announced that Poll Everywhere, a polling program would be used throughout the meeting to gain input from attending members anonymously via text.

Call to Order – by President Dave Durstine at 8:01 a.m. CST
Mr. Phil Gerace 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 40 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 13, 2016 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 April 4-5, 2016
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.

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

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

Treasurer's Report – Mr. Edens, Vice President, reviewed the September 27, 2016 Treasurer Reports including the 2016 YTD Balance Sheet, Profit and Loss and Budget with comparison to 2015 data. Copies of the reports were distributed for review.

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. Durstine thanked the 2016 Board members for their help and reviewed key initiatives for 2017:

- 1) Provide an improved statistics website with analytical tools.
- 2) Develop additional alternative revenue generators like the Apparatus Safety Guide.
- 3) Enhance the FAMA brand strategy.

- 4) Continue to increase the value of attending the membership meetings.

Mr. Durstine recognized the first-time attendees and challenged them to get involved and work towards serving on the FAMA Board.

Statistics Committee Report – Mr. Mike Moore, Co-Chair

- Mr. Moore recognized and thanked the committee members.
- Mr. Moore provided a demonstration of how the new statistics website works and highlighted some of the new analytical features.

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

- The committee is preparing for the 2017 FDSOA 2017 in Orlando, Florida. A request was made for speakers and topics for the 2018 event.
- The preliminary 2017 *Fire Apparatus & Emergency Equipment* FAMA Forum schedule and topics were presented and a request was made for topic suggestions and writers.
- The committee is planning to develop a Hose Bed Calculator and presented their initial thoughts and plans for the tool.
- There is a conflict between the requirements of NFPA 1906 (which permits a design that incorporates a “pump and roll” firefighting position on the exterior of certain wildland apparatus) and the requirements of NFPA 1500 (which expressly prohibits any firefighter from riding on the exterior of the apparatus at any time.) FAMA representatives on both of the affected NFPA Committees have abstained from voting on these two conflicting provisions.
- The Technical Committee will provide in depth NHTSA Compliance Training classes at FDIC 2017 and plans to offer EPA Compliance Training at FDIC 2018.
- The committee plans to create a position paper regarding the dangers of power line contact.
- Status report and plans for the Apparatus Buyer’s Guide was provided.

Education Committee Report – Mr. Lou Milanovich, Chair, reported

- The 2016 Phillip L. Turner Scholarship, sponsored by Akron Brass Company, was presented to Julie Bryant from the University of Maryland at the 2016 Fire-Rescue International Conference in San Antonio, TX.
- 23 applications were received for the 2016 scholarship.

GAC Committee Report – Mr. Lee Morris, FAMA Co-Chair, thanked the committee members and supporting consultants for a successful year.

- The 2016 Hill Day was attended by 45 FAMA/FEMSA member representatives from 33 companies, which set a record for attendance, as well as in the number of meetings held on the Hill. With more than 90 meetings held, the committee is making their presence known.
- In 2016, funding for the AFG and SAFER grant programs was increased to \$345 million each, \$10 million over 2015 funding.
- Members were encouraged to host Home Days at their facilities and to participate in the 2017 Hill Days (April 5-6) to continue the push to reauthorize the funding of the AFG and SAFER grant programs with \$405 million each in 2017. The present reauthorization bill has a sunset clause, if it is not reauthorized for 2018, it will cease to exist. September 30, 2017 is the end date of fiscal year 2017 and the date of the sunset clause.
- FAMA members were asked to share photos and provide updates to the GAC of any Home Day events held in their areas.
- In 2016, a new GAC website was launched.

Floor Nominations and Presentation of Slate – Mr. Bruce Whitehouse

- Mr. Whitehouse reviewed the Nominating Process.

- The Board structure instituted in 2015 was reviewed and the positions being elected for the 2017 Board. 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 2017:

- The current President, Mr. Durstine, will automatically progress to Past President.
- The current Vice President, Mr. Edens, will automatically progress to President.
- The current Treasurer, Mr. Toren, is 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.

Available Positions for the 2017 FAMA Board are:

- Vice President **
- Treasurer – 2-year position
- Director-At-Large (Apparatus) – 2-year position
- Director-At-Large (Component) – 2-year position

** As agreed with Board members who started their service prior to the 2015 restructuring, the Nominating Committee presents the candidate for Vice President.

Presentation of Slate – Mr. Whitehouse presented the slate for the 2017 Board of Directors developed by the Nominating Committee.

Past President, David Durstine (no election)

President, Scott Edens (no election)

Vice President, Steve Toren – nominee

Treasurer, Jeff Darley – nominee

Secretary, Curt Ignacio – elected for 2-year term in 2015

Director-at-Large – Apparatus, Mike Schoenberger – elected for 2-year term in 2015 (no election)

Director-at-Large – Component, Bev Lowery – elected for 2-year term in 2015 (no election)

Director-at-Large – Apparatus, Mike Bowman – nominee

Director-at-Large – Component, Andrew Lingel – nominee

Mr. Whitehouse reviewed the following qualifications:

- 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.

Mr. Ignacio requested nominations from the floor for the positions: Vice President, Treasurer, 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 2017 Board of Directors slate as follows:
 Past President, David Durstine
 President, Scott Edens
 Vice President, Steve Toren
 Treasurer, Jeff Darley
 Secretary, Curt Ignacio
 Director-at-Large – Apparatus, Mike Schoenberger
 Director-at-Large – Component, Bev Lowery

Director-at-Large – Apparatus, Mike Bowman
Director-at-Large – Component, Andrew Lingel

Bylaws Changes – Mr. Jerry Halpin

- Mr. Halpin presented the Bylaws Committee's proposed changes to Bylaw sections 3.2 to expand FAMA membership to ambulance manufacturers and component suppliers.

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

VOTED: Not to approve the proposed changes to Bylaw section 3.2 (to expand FAMA membership to ambulance manufacturers and component suppliers).

- Mr. Halpin presented the Bylaws Committee's proposed changes to Bylaw sections 3.2 to expand FAMA membership to ambulance manufacturers ONLY.

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

VOTED: Not to approve the proposed changes to Bylaw section 3.2 (to expand FAMA membership to ambulance manufacturers ONLY).

- Mr. Halpin presented the Bylaws Committee's proposed changes to Bylaw section 6.1 to update the verbiage of the Bylaw to be consistent with the new Board Structure. The specific proposed change follows:

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) 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.

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

VOTED: To approve the proposed changes to Bylaw section 6.1.

- Mr. Halpin presented the Bylaws Committee's proposed changes to Bylaw section 6.1.1 to update the verbiage of the Bylaw to be consistent with the new Board Structure. The specific proposed change follows:

6.1.1 Executive Committee. The Executive Committee of the Board shall consist of the President, Vice-President, and the Past-President, each such executive office having a one-year term. The office of Vice-President shall be filled by annual election as provided in section 6.2 of these Bylaws, however to be eligible for election as Vice-President, a candidate must have previously served on the Board of Directors for no less than two years in any capacity. Thereafter, **unless the Board determines by majority vote that automatic succession of officers would not be in the best interest of FAMA**, the Vice-President shall automatically progress to become President, and the President shall automatically progress to become **Past-President**, as the respective one-year term of each such executive officeholder expires, or as executive office vacancies may otherwise occur. It shall be the

intent and custom of FAMA to elect a representative of a truck manufacturer as Vice-President in alternate years.

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

VOTED: To approve the proposed changes to Bylaw section 6.1.1.

- Mr. Halpin presented the Bylaws Committee's proposed changes to Bylaw section 7.1 to update the Bylaw to be consistent with the new Board Structure and Nominating Process. The specific proposed change follows:

7.1 Nominating Committee. The President shall appoint a Nominating Committee consisting of **no fewer than three representatives of member companies in good standing. The Nominating Committee shall be responsible for making initial recommendations to the Board of Directors of candidates eligible for election to fill any vacant officer and director positions. Unless the Board determines by majority vote that an automatic succession recommendation would not be in the best interest of FAMA, the Nominating Committee shall routinely nominate the Vice-President to become President, and the President to become Past-President, per bylaw 6.1.1. A slate of nominees for vacant officer and director positions shall be issued by the Board after consideration of the Nominating Committee's recommendations. The Secretary shall publish a copy of the Board's slate of nominees to the membership not less than 30 days prior to the election.**

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

VOTED: To approve the proposed changes to Bylaw section 7.1.

Membership Committee – Mr. Mike Bowman, Committee Co-Chair, provided a review of the committee members, their objectives, and targeted potential new members. The 2016 new members include Demers Ambulances and Eaton Vehicle Group.

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 also provided a report on analytics of the new FAMA website.

New FAMA Logo Project – Mr. Whitehouse

- Mr. Whitehouse reviewed the rationale for the logo project, the scope of work, the response/results received, and the process followed to narrow the logos options presented.
- Five new logo options were presented to the membership and Poll Everywhere was used to collect votes and narrow the selection of the preferred design.
- After the first poll, A, C, and D were the top selections.
- Poll Everywhere was used again to narrow the preferred design from A, C, and D to A and D.
- Poll Everywhere was used a third time to review selections A and D to the current FAMA logo (option E). The final logo selection Poll Everywhere results were: design A-22%, design D-67%, current logo E-11%.

After discussion and polls, it was:

VOTED: To proceed with a new FAMA logo using design D.

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

- The 2016 Spring Meeting survey results and the past Fall Meeting attendance numbers were reviewed.
- Scheduled future meetings follow:
- 2017 Spring – St. Pete Beach, FL – Lowes Don CeSar Hotel – March 18-21. This is a historic hotel and their guest rooms vary drastically in sizes.
- 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

Introduction of the 2017 Board of Directors – Mr. Ignacio [reference 2015 minutes]

Past President – David Durstine

President – Scott Edens

Vice President – Steve Toren

Secretary – Curt Ignacio

Treasurer – Jeff Darley

Director at Large (Apparatus) – Mike Schoenberger

Director at Large (Component) – Bev Lowery

Director at Large (Apparatus) – Mike Bowman

Director at Large (Component) – Andrew Lingel

2017 Focus – Mr. Edens presented the following goals of the Board for the association:

- Work towards the reauthorization of the AFG and SAFER Grant funding.
- To continue to enhance the statistics program.
- Continue to enhance meeting content and add value to the membership.
- Investigate alternate revenue sources for the association to benefit the industry as well as the membership.

Mr. Edens asked the members to ask themselves how their companies are or can participate in FAMA more.

Unfinished Business –

- Mr. Edens presented a new FAMA discount rental car program from National Car Rental.

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 March 20-21, 2017 at the Lowes Don Cesar Hotel, St. Pete Beach, 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 10:18 a.m.

A true copy, attest:

Sonya Kelly
Recording Secretary

Attachments: Attendee List

**FAMA GENERAL MEMBERSHIP MEETING
October 7, 2016 – Nashville, TN**

Member Company Attendance (at Roll Call)

4 Guys, Inc. – Mark Albright
Akron Brass Company – David Durstine
AMDOR, Inc. – Bruce Whitehouse
Apparatus Equipment & Service – Bill Arbus
Boise Mobile Equipment – Chad Moffat
C.E.T. Fire Pump Mfg. Inc. – Jerry Halpin
Code 3, Inc. – Matt Pitzer
Cummins Inc. – Chris Crowel
Cummins Onan – Duane Fisk
E-ONE – Grady North
Elkhart Brass Mfg. Co., Inc. – Ron Truhler
Ferrara Fire Apparatus, Inc. – Bert McCutcheon
Fire Research Corporation – Mike Dupay
Fouts Bros – Scott Edens
H.O. Bostrom Company, Inc. – Paul Bostrom, Bev Lowery
Hale Products, Inc. – Dave Guynn, Bruce Lear
Hannay Reels, Inc. – Ken Fritz, Eric Hannay
Harrington, Inc. – Paul Carpenter
Hendrickson – Bob Albano
HiViz LED Lighting – Kaoma Massa, Sam Massa
IMMI – Steve Ward
KME Fire Apparatus – Philip Gerace
Kochek – Gregory Kozey, Dan Olm
Kussmaul Electronics – Thomas Nugent
Maintainer Custom Bodies – David Wunderlin
Marion Body Works, Inc. – Curt Ignacio
Oshkosh Airport Products – Lee Morris, Jeff Resch
Pierce Manufacturing, Inc. – Matt McLeish, Mike Moore
PPG Industries – Lou Milanovich
Rosenbauer America, LLC – Mike Schoenberger
Seats, Inc. – Ron Ziegler
Signature 4 – Eric Coppess
Smeal Fire Apparatus Co. – Mike Bowman, Roger Lackore, Jeff Wegner
Spartan Emergency Response – Wes Chestnut, Reid Wissler
Superwinch – Steve Stein
Sutphen Corporation – Kevin Kussmaul, Julie Phelps
Task Force Tips, Inc. – Doug Miller, Ron Prast
United Plastic Fabricating, Inc. – Patrick Cahill, Andrew Lingel
VisionMark Nameplate Company, LLC – Jerry Merges
W.S. Darley & Co. – Jeff Darley