

**MINUTES  
FIRE APPARATUS MANUFACTURERS' ASSOCIATION  
GENERAL MEMBERSHIP MEETING  
MARCH 20-21, 2017  
ST. PETE BEACH, 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)]

Mr. Phil Gerace provided the invocation.

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

**Call to Order** – by President Scott Edens at 8:05 a.m. DST

Mr. Edens thanked the members for their attendance. The new members and first-time attendees were welcomed and presented with a small gift of appreciation.

The Board of Directors were asked to stand and introduce themselves.

**Roll Call** – Secretary Curt Ignacio called the membership roll. There were 66 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 20, 2016 to all members pursuant to the association bylaws.

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

**Review of Minutes** – After discussion and upon motion duly made and seconded, it was:  
**VOTED:** To approve and enter the minutes of the October 7, 2016  
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.

**Sponsor Recognition** – Mr. Toren thanked and acknowledged the meeting sponsors and encouraged the attendees to reach out to them during the meeting.

**Treasurer's Report** – Mr. Darley, Treasurer, reviewed the March 12, 2017 Treasurer Reports including the 2016 Balance Sheet, Budget vs Actuals Report, and 2017 Profit and Loss and Budget with comparison to 2016 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. Edens thanked the 2017 Board members for their service and reviewed the key Board initiatives for the year:

- 1) Reauthorization of AFG/SAFER Grant
- 2) Develop a five-year fire apparatus industry forecast for use with the statistical data
- 3) Completion of new product or service for fire service

**Upcoming important FAMA events and dates were reviewed:**

April 5-6 - Hill Day in Washington, DC  
 April 25 - Dealer/Manufacturing Sales Training at FDIC  
 April 26 - NHTSA Training at FDIC  
 April 27 - Spring Technical Committee at FDIC  
 April 27 - FDIC International / FAMA Showcase

**Nominating Committee Report** – Mr. Bruce Whitehouse, Chair reviewed the nominating process, Board structure, and the positions to be elected for the 2018 Board. In addition, he provided a review of the candidate qualifications and the next steps in the nominations schedule.

**Governmental Affairs Committee Report** – Mr. Lee Morris, Co-Chair, provided a report of the committee's 2016 activities and their 2017 focus.

- Mr. Morris reviewed the stakeholder objectives, the Senate Homeland Committee members and their states. FAMA should focus efforts on these states for the AFG/SAFER reauthorization. Senator Jon Tester of Montana is developing a draft reauthorization bill.
- A review of the members of the House Science Committee was provided.
- Members were encouraged to attend the 2017 Hill Day events (April 5-6), host their own Home Day events, and report their activities to the GAC.

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

- A review of the Technical Subcommittee leaders was provided.
- The FDSOA 2018 will be held in Scottsdale, AZ. Development of the program content and determination of speakers is underway. Please be sure to let the committee know if you want to participate.
- Mr. Lackore presented the FAMA Forum schedule thru June 2018 and asked the members for article topic ideas and writers.
- The committee needs good data to develop the Hosebed Calculator Capacity Test Standard. A test method will be developed for use to gather the data needed.
- The committee will provide NHTSA Compliance Training classes on Wednesday, April 26<sup>th</sup> at FDIC.
- In 2018, the committee plans to provide detailed EPA Compliance Training focusing on tires, air conditioning and labeling.
- Mr. Lackore reviewed the current pending white papers:
  - Power Line Contact Position
  - Hose Testing
  - Apparatus Size and Weight (update)
- Three new Safety Signs will be presented to the committee for approval at FDIC.
- Mr. Lackore provided a status report on the Apparatus Buyers Guide program and reviewed the next steps in the development process. Member representatives were asked to volunteer to draft guides and assigned specific topics.
- Mr. Chestnut announced NFPA will hold a meeting on June 13-14 in Virginia, focusing on risk management interventions to reduce vehicle related incidents and fatalities.
- Mr. Lackore provided a report on the status of NFPA 1901 NIOSH Seating Study and a plan to work with pro-actively with Gordon Routely to develop a compromised wording that meets the needs of both parties.
- The second annual Technical Committee meeting of 2017 will be held Wednesday, October 18<sup>th</sup> at 3:00 PM in conjunction with Firehouse Expo in Nashville, TN.

Megan McManus of PennWell Fire Group Marketing Solutions provided a presentation titled '*Marketing Today*.' Ms. McManus' presentation focused how Influencer Marketing is used to effectively drive brand messages using digital marketing mediums, specifically Facebook, Twitter, and LinkedIn. The terms Live Video, Native Advertising and Mobile First were explained in detail and encouraged for digital marketing programs.

**Marketing Planning** – Mr. Sam Massa Committee Chair, provided a report of the committee's activities and projects within the following areas:

- New FAMA logo implementation
- Spring Meeting graphics
- FDIC sponsorship elements
- FAMA/FDIC International Showcase

A thorough review of the current FAMA website analytics were reported.

**Keynote Presentation** – '*From Butterflies to Blackbirds*' presented by Mr. Brian Shul

Mr. Shul, a Vietnam pilot, presented his remarkable story of being shot down in enemy territory, crippled with life threatening injuries, rescued by special forces and considered a probable casualty from severe burns all over of his body.

We learned about his tenacity of perseverance even when his medical team lost hope. After 15 surgeries and permanently scarred, he decided to make his own fate. He shared his journey not to just live, but to fly again in the Air Force. According to Shul, scars don't disable the body only the mind can.

**Meeting Planning Committee Report** – Mr. Grady North, Committee Chair reviewed the committee members and announced that Ron Truhler has agreed to be the Golf Coordinator for the annual tournament.

Mr. North reported the historical meeting attendance numbers by member representatives and guests and by the number of member companies.

The following schedule of future meeting locations and dates were provided:

- 2017 Fall – Glendale, AZ – Renaissance Glendale Hotel & Spa – October 4-6
- 2018 Spring – Coronado, CA – Marriott Coronado Island – February 21-24
- 2018 Fall – Austin, TX – Renaissance – September 26-28
- 2019 Spring – Hollywood Beach, FL – Marriott – Marriott 16-19

**Meeting Suspended for the Day at 12:00 PM**

**Meeting Resumed – Day 2**

**Tuesday, March 21, 2017 at 8:03 AM**

Mr. Edens presented a sample of the new FAMA membership plaque and asked member companies to be sure to respond to the email requesting their logo files.

**Membership Committee** – Ms. Bev Lowery presented for the new committee Chair, Gregg Geske. The committee's objectives are:

- Grow the membership by 5%
- Develop a membership retention plan
- Engage member representative participation on the Board and Committee levels.

Ms. Lowery reviewed the targeted companies for membership and recognized the new members that recently joined.

**Education Committee** – Mr. David Wunderlin provided a comprehensive report on the results of the 2017 Industry Outlook Survey. See slides for details.

A blind drawing was held to determine the winner of the promotion provided with 2017 Industry Outlook Survey. The winner was:

David Folk, District Chief  
Milledgeville (IL) Fire District

**Statistics Committee** – Mr. Moore, Co-Chair, provided a committee report and announced the data analysis tool has been improved for more specific category selections. The committee also created a tutorial on how to easily use the statistics website.

Mr. Moore presented the following specifics (see slides for additional details):

- 2016 total fire apparatus sales broken down by product type, total sales booked 4,214 and shipped 4,707.
- The average annual fire apparatus sales in North America was up by 2% from the average in 2015, however the average annual sales in the market of 3,611 during 2009-2015 was down 30% from 2002-2008 average annual sales of 5,197.
- Sales booked in 1<sup>st</sup> and 2<sup>nd</sup> quarter 2016 were much lower than in 2015.

**Antitrust Enforcement** – Mr. Juneau presented on the Sherman Antitrust Act which prohibits any agreements among competitors to fix prices, rig bids, allocate markets or engage in other types of anticompetitive activities. The Act is enforced by the U.S. Department of Justice – Antitrust Division and violation is a felony.

Mr. Juneau reviewed the meaning of the following illegal activities:

- Bid Rigging
- Bid Suppression
- Courtesy Bidding
- Bid Rotation
- Sub-Contracting
- Market Division

**EPA Changes** – Mr. Crowel and Mr. Chestnut presented on the changes to EPA Regulations and the timeline for the new standards of GHG Phase 2 Regulatory Structure. Phase 2 engine technologies build on the recent progress. Future advancements focus on:

- Improved combustion
- Air handling efficiency
- After-treatment efficiency
- Advanced technologies

Regulations are issued from acts and bills that are passed in congress. Agencies like EPA are responsible for enforcing regulations.

**Markets, He Wrote** – Mr. Anirban Basu of the Sage Policy Group presented an overview of the global economy as well as predictors of the US economy. His overall forecast included an expectation for increased capital expenditures as the business climate improves and imports and exports to remain strong through 2017, but are unknown for 2018, as the Federal tax package will influence future years.

Mr. Edens provided a review of the results of the Poll Everywhere questions posed during the meeting.

**Unfinished Business** – none

**New Business** – none

Mr. Edens 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 3-6, 2017 at the Renaissance Glendale Hotel & Spa, Glendale, AZ.

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

**VOTED:** To adjourn, at 11:48 a.m.

A true copy, attest:

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Sonya Kelly  
Recording Secretary

Attachments: Attendee List  
Treasurer's Report

**FAMA GENERAL MEMBERSHIP MEETING  
March 20, 2017 – St. Pete Beach, FL**

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

4 Guys, Inc. – Mark Albright  
Akron Brass Company – David Durstine  
Allison Transmission, Inc. – Ramon Aguillon  
AMDOR, Inc. – Chick Granito, Oran McNabb, Bruce Whitehouse  
Amity Fire and Safety – Ned Selwyn  
APR Plastic Fabricating, Inc. – Chad Falls  
Austin Hardware and Supply – Michale Bednar  
Boise Mobile Equipment – Chad Moffat, Var Reeve  
Bronto Skylift, Inc. – Tom Goyer, Janne Pulkkinen  
Bulldog Fire Apparatus, Inc. – Jeffrey Mazza  
C.E.T. Fire Pump Mfg., Inc. – Jerry Halpin, Stephan Thibault  
Code 3, Inc. – Matt Pitzer  
COXREELS – Denis Bleile  
Cummins Inc. – Chris Crowel  
Dependable Emergency Vehicles – Pino Natale  
Duo-Safety Ladder Corp. – Randy Vandersee  
E-ONE, Inc. – Grady North, Dan Peters  
Elkhart Brass Mfg. Co. Inc. – Eric Combs  
Federal Signal Corporation – Morgan Look  
Ferrara Fire Apparatus, Inc. – Bert McCutcheon  
Fire Research Corporation – Ron Truhler, Toh Meng  
Fort Garry Fire Trucks – Brian Nash, Lisa Suche, Rick Suche, Steve Suche  
Fouts Bros Inc. – Scott Edens  
H.O. Bostrom Company, Inc. – Paul Bostrom, Bev Lowery  
Hale Products, Inc. – David Guynn, Bruce Lear  
Hannay Reels, Inc. – Ken Fritz  
Hansen International, Inc. – Lisa Beebe, Jennifer Hollis  
Harrington, Inc. – Paul Carpenter  
Hendrickson – Bob Albano  
HiViz LED Lighting – Kaoma Massa, Sam Massa  
HME, Inc. – Bill Doeblor  
IMMI – Dan Veselsky, Steve Ward  
Kussmaul Electronics – Thomas Nugent  
Maintainer Custom Bodies – David Wunderlin  
Marion Body Works, Inc. – Curt Ignacio  
Matheny Fire & Emergency – Tim Allaband  
Michelin North America – Woody Savage, Greg Stultz  
Midwest Fire – Brett Jensen  
Oshkosh Airport Products – Lee Morris, Jeff Resch  
Performance Advantage Co. – Greg Young  
Pierce Manufacturing, Inc. – Matthew McLeish, Mike Moore, Chad Trinkner  
PPG Industries – Lou Milanovich  
Pro Poly of America, Inc. – Nick Dean  
RealWheels Corporation Inc. – Greg Polka, Jan Polka  
ROM Corporation – Mike Dupay  
Rosenbauer America, LLC – Harold Boer, Scott Oyen, Mike Schoenberger  
Sam Carbis Solutions Group – David Williamson

Seats, Inc. – Ron Ziegler  
Signature 4 – Eric Coppess  
Smart Power Systems – Jay Farrell  
Smeal Fire Apparatus Co. – Roger Lackore  
Spartan Emergency Response – Wes Chestnut, John Slawson, Mike Virnig  
Sutphen Corporation – Drew Sutphen  
Task Force Tips, Inc. – Philip Gerace, Doug Miller, Ronald Prast  
Trident Emergency Products, LLC – James Maher  
Truck Cab Manufacturers, Inc. – John Weber  
United Plastic Fabricating – Patrick Cahill, Andrew Lingel  
USSC Group Valor Seating – Steve Toren  
VisionMark Nameplate Company, LLC – Jerry Merges  
VT Hackney – Eddie Smith  
W.S. Darley & Company – Jeff Darley, Paul Darley, Peter Darley  
WATERAX INC. – Frederic Lefrançois  
Waterous Company – Jim Fazekas, Gregg Geske  
Whelen Engineering Co., Inc. – Tamera Anolick  
Will-Burt Company – Drew Newman  
Ziamatic Corp. (Zico) – Mike Adams