



**MINUTES  
FIRE APPARATUS MANUFACTURERS' ASSOCIATION  
GENERAL MEMBERSHIP MEETING  
GLENDALE RENAISSANCE HOTEL & SPA  
IN GLENDALE, AZ  
OCTOBER 4-5, 2017**

[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 Scott Edens at 3:30 p.m. MST

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 anonymous input from attending members via text.

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

**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.

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

Mr. Edens thanked the members for their attendance and welcomed the new members and first-time attendees. A small gift of appreciation was presented to the new members and first-time attendees.

**Roll Call** – Secretary Curt Ignacio called the membership roll. There were 61 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 May 11, 2017 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 20-21, 2017  
Spring Membership Meeting into the records of the association.

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

**Treasurer's Report** – Mr. Darley, Treasurer, provided a general review of the September 22, 2017 Treasurer's Report which included the balance sheet and the budget vs actuals. Copies of the reports were distributed for review.

**Marketing Committee / Facebook Presentation** – Mr. Sam Massa presented an initial plan and design for a FAMA Facebook page.

**Honorary Membership** – To recognize the extraordinary efforts over many years as a mentor, visionary and leader, Mr. Mike Schoenberger presented an honorary member plaque and a special gift to Mr. Jeff Resch.

Mr. Resch thanked the attending FAMA members for the honor to serve the Association and encouraged others to get involved.

**Meeting Suspended at 4:12 pm MST.**

**Meeting Resumed October 5, 2017 at 8:00 am MST.**

**Board of Directors' Report** – Themed 'Keep Moving Forward,' Mr. Edens report provided an overview of the Board's and the Association's activities and successes and highlighted the following:

- Spring and Fall Meeting locations are booked thru Fall 2020.
- Recent meetings have had record attendance levels.
- Enhanced statistics website
- The engagement of Sage Policy Group to develop a forecast report.
- Fall Technical Committee Meeting held at Firehouse Expo.
- The development of the Buyers Guide is progressing.
- The Safety Guide is a success – over 3000 sold in the past 3 months.
- 2017 GAC Hill Day
- Reauthorization of the Fire Act Grants
- Currently there are 132 FAMA member companies – the highest level in several years.
- With a goal to increase the value of the Trade Show Survey Program, new questions have been added to collect analytical data for show value.
- The Nominating Committee has developed an excellent slate of candidates for the 2018 Board of Directors.

**Statistics Committee Report** – Mr. Moore, Co-Chair, presented a comparison of the 2017 to 2016 first and second quarters booked and shipped vehicles and a 12-month rolling report of total apparatus sales with a break down by product types. (see slides for details)

**Technical Committee Report** – Mr. Lackore, Chair, provided a review of the Subcommittee leaders and an update on the committee's activities.

- The FDSOA 2018 will be held in Scottsdale, AZ and the speaker schedule has been published.
- The FAMA Forum schedules for 2017 and planned 2018 article topics were presented. Members were asked for article topic ideas and article writers.
- A status report was provided on the Hose Bed Capacity Test Standard (Document: TC065).
- EPA Compliance presentation at Firehouse Expo 2018 is cancelled.
- The Fall Technical Committee Meeting will be held at Firehouse Expo on Wednesday, October 18th.
- A progress report on the Buyers Guide was provided. Currently there are 13 draft guides, 5 guides approved to publish, and 21 guides to be developed. The full plan by Subcommittee was presented.
- NIOSH Seating for 1901 – Mr. Lackore will provide an in-depth report to the Fall Technical Committee Meeting attendees on October 18th.
- Two Pending White Papers: Power Line and Apparatus Size and Weight

**Technical Committee Special Announcement** – Mr. Wes Chestnut, Co-Chair, announced that he is stepping aside from the position of Technical Committee Co-Chair. During his role as Co-Chair, he has focused on key EPA work and NHTSA training. In addition, he has helped to strengthen the FDSOA program, the relationship will continue to move forward in a positive direction.

Mr. Chestnut concluded, with the statement 'for the foreseeable future, this will be his last FAMA meeting.' (The members provided an applause for a job well done.)

**Education Committee Scholarship Program** – Mr. Edens presented for Mr. Milanovich.

- In early 2017, the committee encouraged 14 colleges and universities to post the scholarship information to increase the awareness of the program and the number of applications. Attendees were asked to provide any colleges that have the appropriate fire programs.
- For 2017, there were 24 applications received, 14 were incomplete applications, six applicants did not meet the program requirements, so only four applications were complete and met the requirements.
- The 2017 scholarship was awarded to Brett Seggerman of Oklahoma State University. A presentation is planned for the General Session at Firehouse Expo Thursday, October 19<sup>th</sup>.

Mr. Edens asked the members to consider working on the Education Committee. The Co-Chair position for the Industry Outlook Survey is open.

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

- Mr. Morris announced the 2017 Hill Day was a great success, setting a record for the number of meetings held (over 117) and in attendance (52 attendees representing 39 companies). Many high-level meetings with key leaders were held and focused on the reauthorization of SAFER and AFG. Mr. Morris encouraged attendees to participate and attend Hill Day 2018 and to host Home Days.
- With reauthorization as the GAC's top priority, Mr. Morris reviewed the objectives for the members and the members of the Senate Homeland and House Science Committees.
- Members should host Home Days and call their Congressional Offices to promote the reauthorization.

**Nominating Committee Report** – Presented by Mr. Gerace, Past Past President

- Mr. Gerace provided a review of the committee's 2017 activities, the nominations process, and 2018 open Board positions and the terms for each. For 2018, the elections include: Vice President, Secretary, Director at Large (DAL) Apparatus and DAL Component.
- The Board recommended Curt Ignacio for the 2018 Vice President position maintaining the Board structure when he joined the Board.

After reviewing the candidate qualifications, Mr. Gerace presented the following 2018 Board Nominations:

Vice President, Curt Ignacio – nominee  
 Secretary, Bev Lowery – nominee  
 Director-at-Large – Apparatus, Mike Moore – nominee  
 Director-at-Large – Component, Jerry Merges – nominee

Mr. Ignacio, the Board Secretary, requested nominations from the floor for the positions: Vice President, 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 2018 Board of Directors slate as follows:  
 Past President, Scott Edens  
 President, Steve Toren  
 Vice President, Curt Ignacio  
 Treasurer, Jeff Darley  
 Secretary, Bev Lowery  
 Director-at-Large – Apparatus, John Slawson  
 Director-at-Large – Component, Andrew Lingel  
 Director-at-Large – Apparatus, Mike Moore  
 Director-at-Large – Component, Jerry Merges

**Membership Committee Report** – Gregg Geske, Chair, reviewed members of the committee and their annual objectives.

- The committee has developed a New Member Mentor Program that started with this meeting and has plans for enhancement for future meetings.
- Mr. Geske reviewed the new member companies.

**Marketing Committee** – Presented by Sam Massa, Chair.

- Mr. Massa reviewed the committee members and asked for additional members with graphic design skills. The committee is looking for a co-chair.
- A review of the recent marketing committee activities was provided and included:
  - 2018 Spring Meeting Graphics
  - 10 Reasons to Join FAMA pamphlet
  - Updated (Version 3) Apparatus Safety Guide is printed and in stock.

**Meeting Planning Committee** – Presented by Grady North and Matt Pitzer, Co-Chairs.

- A review of the committee members and future openings on the committee was provided.
- Post meeting surveys and Poll Everywhere results and registration analysis reports provided the following information:
  - Biggest hurdles to attend is making the time required.
  - The number of companies attending is increasing, but the number of attendee per member company is declining.
  - Survey questions on program topics showed a preference to programs on the economy and new technology.
  - The committee asked members to provide recommended speakers.
  - Poll Everywhere Results - 62% of meeting attendees prefer a large resort hotel with lots of amenities.
  - Location survey question results. The current plan is to hold two meetings in Florida and rotate third year to the west coast.
  - Poll Everywhere Results - 48% of meeting attendees were interested in a Hawaii location
- Spring Meeting 2018 will be held on Coronado Island in California.
  - NOTE: New month, new meeting days
- Mr. North reported the historical meeting attendance numbers.

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

- 2018 Spring – Coronado, CA – Marriott Coronado Island – February 21-24
- 2018 Fall – Austin, TX – Renaissance – September 26-28
- 2019 Spring – Hollywood Beach, FL – Marriott – March 16-19
- 2019 Fall – Toronto, ON – Toronto Marriott Downtown – October 9-11
- 2020 Spring – St. Pete Beach, FL – Don CeSar Hotel – March 21-24
- 2020 Fall – New Orleans, LA – JW Marriott – October 7-9

Mr. Edens congratulated Jeff Resch as a new Honorary Member and reminded him with the revised bylaws he can continue to work on a committee.

**2018 Board Focus** – Mr. Toren, the 2018 Board President, provided a review of the focus for the Board.

- Statistics – Working with Sage Policy Group, the Board is working to develop a correlating report of macroeconomic trends in the fire industry.
- GAC – Mr. Toren plans to build on the Home Day initiative and encourage relationships between member companies and their local and state representatives.
- Technical Committee – Finalize the development of the Buyers Guides.

**New Business** – Question regarding membership requirements and brands.

**Unfinished 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 February 23-24 at the Marriott Coronado Island Resort and Spa, in Coronado, CA.

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

**VOTED:**        To adjourn, at 9:38 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 4, 2017 – Glendale, AZ**

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

Akron Brass Company – David Durstine  
AMDOR, Inc. – Oran McNabb  
Apparatus Equipment & Service, Inc. – Robert Allen, Bill Arbus  
Austin Hardware and Supply – Michael Bednar  
Boise Mobile Equipment – Chad Moffat  
C.E. Niehoff & Company – Peter Sremac, Edgar Villarreal  
C.E.T. Fire Pump Mfg., Inc. – Jerry Halpin  
Code 3, Inc. – Matt Pitzer  
COXREELS – Denis Bleile  
Cummins Inc. – Engines – Chris Crowel  
Demers Ambulances – Steve Rowland  
Dependable Emergency Vehicles – Pino Natale  
Duo-Safety Ladder Corp. – Randy Vandersee  
E-ONE, Inc. – Grady North  
Elkhart Brass Mfg. Co. Inc. – Eric Combs  
Federal Signal Corporation – Tony Angelella, Morgan Look  
Ferrara Fire Apparatus, Inc. – Bert McCutcheon  
Fire Equipment Services, div. of Safe Industries – Randy Porter  
Fire Lion Global LLC – Tom Reser  
Fire Research Corporation – Toh Meng, Ron Truhler  
Firetrucks Unlimited – Brian Reyburn  
Fort Garry Fire Trucks – Rick Suche  
Fouts Bros, Inc. – Scott Edens  
H.O. Bostrom Company, Inc. – Paul Bostrom, Bev Lowery  
HAAS Alert – Cory Hohs, Noah Levens  
Hale Products, Inc. – Bruce Lear  
Hannay Reels, Inc. – Ken Fritz, Eric Hannay  
Hansen International, Inc. – Lisa Beebe  
Heiman Fire Equipment – Ron Heiman  
Hendrickson – Bob Albano  
HiViz LED Lighting – Kaoma Massa, Sam Massa  
HME, Inc. – Bill Doeblner  
IMMI – Nik Conley  
Kochek Company LLC – Greg Kozey, George Wessner  
Kussmaul Electronics – Thomas Nugent  
Marion Body Works, Inc. – Curt Ignacio  
Navistar/International Truck & Engine – Patrick Patton  
Oshkosh Airport Products – Lee Morris, Jeff Resch  
Performance Advantage Co. – Greg Young  
Pierce Manufacturing, Inc. – Mike Moore  
Pro Poly of America, Inc. – Daniel Owen  
ROM Corporation – Michael Dupay  
Rosenbauer America, LLC – Scott Oyen, Mike Schoenberger  
Safetek Emergency Vehicles Ltd. – Wayne Stevens  
Seats, Inc. – Joe Brey  
Signature 4 – Eric Coppess  
Spartan Emergency Response – Wes Chestnut, Roger Lackore, John Slawson  
Sutphen Corporation – Kevin Kuszmaul, Julie Phelps  
Task Force Tips, Inc. – Philip Gerace

The Will-Burt Company – Drew Newman  
Toyne Fire Apparatus – Mike Schwabe  
United Plastic Fabricating – Patrick Cahill, Andrew Lingel  
USSC Group Valor Seating – Steve Toren  
VisionMark Nameplate Company, LLC – Jerry Merges  
W.S. Darley & Company – Jeff Darley, Paul Darley  
Ward Diesel Filter Systems – Scott Beecher  
WATERAX INC. – Frederic Lefrançois  
Waterous Company – Gregg Geske  
Weis Fire and Safety Equipment, Inc. – Mike Weis  
Whelen Engineering Co., Inc. – Matt Kehoe, Dennis Masters  
Ziamatic Corp. (Zico) – Mike Adams