



**MINUTES  
FIRE APPARATUS MANUFACTURERS' ASSOCIATION  
GENERAL MEMBERSHIP MEETING  
MARRIOTT CORONADO RESORT & SPA  
IN CORONADO, CA  
FEBRUARY 23-24, 2018**

[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 Steve Toren at 8:00 a.m. PST

Mr. Phil Gerace provided the invocation.

**Welcome and Poll Everywhere** – Mr. Toren welcomed the attendees and provided a review of the meeting agenda and overall plan for the day. Mr. Toren also provided an overview of how Poll Everywhere, a digital polling program, works. It will be used throughout the meeting to gain anonymous input from attending members.

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

Mr. Toren welcomed the following meeting guests:

Greg Kozey

Bobby Halton – PennWell Fire Group

Ted Billick – PennWell Fire Group

Mr. Toren introduced the 2018 FAMA Board of Directors and reviewed the committees for which they serve as liaisons.

Three New FAMA member companies and twelve first-time meeting attendees were welcomed and introduced.

**Roll Call** – Secretary Bev Lowery 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 November 1, 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 October 4 - 5, 2017  
Fall Membership Meeting into the records of the association.

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

**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.

Mr. Pitzer, Meeting Planning Committee Chair, introduced Battalion Chief Perry Peake of the Coronado Fire Department.

Chief Peake welcomed the meeting attendees to Coronado and thanked the FAMA member companies for the work they do to provide fire departments safe fire apparatus.

In appreciation, a \$100 donation in Chief Perry Peake's name will be provided to the National Fall Firefighters Foundation.

Mr. Toren introduced Ted Billick from PennWell Fire Group. Mr. Billick thanked the members for providing PennWell the opportunity to be a part of the event. He expressed Eric Schlett's regrets for his absence and his best wishes for a great FAMA Spring Meeting. Mr. Billick proceeded to introduce Chief Bobby Halton, Editor in Chief of Fire Engineering Magazine and Education Director of the Fire Department Instructors Conference (FDIC).

**Chief Bobby Halton** provided an overview of plans for 2018 FDIC International and described the role and goals of FDIC for the Fire Service. In addition, Chief Halton shared an engaging new video promoting FDIC.

**Treasurer's Report** – Mr. Darley, Treasurer, provided a review of the 2017 Balance Sheet and the Budget vs Actuals report. Mr. Darley also reviewed February 12, 2018 Treasurer's Report which included the 2018 Balance Sheet, Profit and Loss, and Budget vs Actuals reports.

**Board of Directors' Report** – Mr. Toren provided an overview of the Board's 2018 focus:

- Continued statistics website enhancements and provide additional analysis of the FAMA statistical data via the Sage Policy Group Industry Report.
- Continued communication with legislatures and support of Hill Day and Home Day events.
- Focus on the development of the Technical Committee Buyers Guides

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

- On December 22<sup>nd</sup>, the AFG and SAFER reauthorization package received unanimous consent and on January 1, 2018 the bill was signed into law by President Trump.
- Mr. Morris thanked the members for their help in the reauthorization effort. Special appreciation was provided to the members of the committee, attendees of the 2017 Hill Day, members held Home Day events, and/or those that reached out to their respective Congressional offices.
- Mr. Morris reviewed the details of the new bill including:
  - Seven-year sunset provision
  - Extended the programs through Fiscal Year 2023
- Mr. Morris provided a report of the 2017 committee activities:
  - 2017 Hill Day was a great success, over 117 meeting held, setting a record for the number of meetings held
  - 52 attendees representing 39-member companies.
  - Many high-level meetings with key leaders were held and focused on the reauthorization of SAFER and AFG.
  - The Home Days held in 2017 were reviewed.
- For 2018, Mr. Morris encouraged attendees to participate in the Hill Day (April 17-18, 2018) and to host Home Days. A Home Day Tool Kit is posted on the FAMA/FEMSA GAC website.

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

- FDSOA 2019 will be held in Orlando, FL. Using the 2018 program survey results, a preliminary plan of presentation topics and the appropriate FAMA member companies identified to present the topics were reviewed.

- The FAMA Forum schedule for 2018 thru October 2019 with article topics and assigned writers was presented. Members were encouraged to suggest article topic ideas and author articles.
- A status report was provided on the Hose Bed Capacity Test Standard (Document: TC065).
- NFPA 1901/1906 – Public input on the first draft closes July 2018 and the meeting will be held October 2018.
- NIOSH Seating for 1901 – The Chassis Subcommittee developed a Public Input. Mr. Lackore and Mr. Crowel reviewed the proposal with Gordon Routley and Mike Wilbur. FAMA will submit the comment and justification as a Public Comment.
- NFPA 1500 – Public input on the first draft closed January 4, 2018 and the meeting was held January 15, 2018 at FDSOA.
  - First Draft Report Posting Date: September 6, 2018.
  - Second Draft Public Comment Closing Date: November 15, 2018
  - Second Draft Report Posting Date: August 1, 2019
- A progress report on the Buyers Guide was provided. Currently there are 7 guides drafted, 14 guides in the Board review process, 6 guides approved to publish, and 11 guides to be developed.
- The complete list of planned Buyer's Guides with their status was provided by Subcommittee.

**Statistics Committee Report** – Mr. Moore, Co-Chair and Board Liaison, presented a review of the statistical industry data, including a comparison of average annual vehicle sales for the years 2002-2008, 2009-2015, 2016 and 2017. His presentation also covered a comparison of booked and shipped results in both full year (2016 and 2017) and 12-month rolling of total apparatus sales. After a review of 2017 sales by quarter, Mr. Moore provided a break-down of sales by product type. He ended his presentation encouraging members to post their data within 30-days of quarter close. (See slides for details.)

**Marketing and Trade Show Committee Report** – Mr. Lingel, Board Liaison, provided a review of the recent committee activities, including reformatting the committee by merging with the Trade Show Committee to better allocate resources.

Other Committee activities include:

- Reprogramming the Fire Services Resources section of the FAMA website to improve topic search success by adding more html informational copy in addition to pdf files.
- Updates to the Top 10 Reasons to Join FAMA pamphlet were completed.
- Design of the 2018 FDIC sponsorship elements.
- The development of a FAMA Facebook page.

Mr. Lingel also provided a review of the analytical metrics of the new Facebook page as well as the FAMA website. (See slides for details.)

**Meeting Planning Committee Report** – Presented by Mr. Grady North and Mr. Matt Pitzer

Mr. North will be retiring in May and stepping down from the Committee Chair position. Mr. Pitzer will be the Chair and Mr. Bill Doeblner has accepted the position of the Committee Co-chair.

Mr. North presented a historical review and comparison of the Spring Meeting attendance by member representatives and by member companies covering the years 1992-2018.

Future meeting locations and dates were covered.

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

- 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. Toren introduced the keynote speaker for the day, Stephen Shapiro.

**Keynote Speaker – Mr. Stephen Shapiro – *Innovate the Way You Innovate***

Mr. Shapiro's presentation challenged the audience to think differently. He provided many examples of situations, where the one would think the correct answer is obvious, but from an entirely different viewpoint, the assumed obvious answer was totally invalid.

He provided some profound statements during his presentation:

- Expertise is the enemy of innovation.
- Your past success will lead to future failure.
- Asking for ideas.... Is a bad idea.
- When it comes to innovation, constraints are our friends.

He reported that challenged based innovation, brings the success rate of new products innovated up to possibly 50% success rate.

Mr. Shapiro covered a review of Thinking Models to use to look at issues differently and to solve problems. Throughout the presentation Stephen provided many examples where we could all apply the tactic ad logic to innovating within our industry. (See slides for details.)

Mr. Toren provided a wrap up for the meeting. Please provide your input and critiques on the Sage Report. Any input or data that can be shared to correlate with the current report data is appreciated.

**Meeting Suspended at 12:04 pm PST.**

**Meeting Resumed February 24, 2018 at 8:02 am PST.**

Mr. Toren resumed the meeting by asking the attendees for any housekeeping items. He provided a review of all the meeting sponsors and thanked them for their support.

Mr. Toren introduced Anirban Basu

Speaker – Mr. Anirban Basu of Sage Policy Group presented: ***Fire Apparatus – An Industry Far from Complete Recovery***. Sage Policy Group was engaged to develop An Industry Outlook report for FAMA and was completed February 2018. Mr. Basu provided an overall review of the report. (See slides for details.)

Mr. Toren introduced the meetings second keynote speaker, Mr. Robert Tucker.

**Keynote Speaker – Mr. Robert Tucker – *Driving Growth Through Innovation***

Mr. Tucker noted that innovation is first a mindset. He continued, when you drive a culture which encourages and rewards new ideas, you fuel innovation. It takes a culture and commitment to innovate. Mr. Tucker stated, if we don't continually work to innovate for the future, someone else will.

Mr. Tucker categorized the following five best practice buckets:

- Growth Mindset – Develop people within your company who are creative, as well as innovative thinkers, and make innovation a strategic imperative.
- Implement Idea Management Systems – Innovative ideas are precious. They are your future revenue drivers. Treat them as such.

- Collaborate with Customers and Strategic Partners – Think about what it is that the customer needs, but just doesn't know it yet.
- Cultivate Risk Taking Culture – Keep looking forward and don't rest on present day successes.
- Involve Everyone in the Enterprise – Innovation does not have to be in someone's title for it to be in his/her head. Everyone in your company can contribute.

(See slides for details.)

**2018 Industry Outlook Survey Report** – Phil Gerace, Chair, reviewed the results 2018 FAMA Industry Outlook survey. [See presentation slides and the full report for the results]

A blind drawing was held to determine the winner of the survey promotion. The winner was:

Darryl Fiegle  
Town of Superior Fire Dept 44  
5997 S State Hwy 35 Superior, Wisconsin 54880  
[tsfireems@yahoo.com](mailto:tsfireems@yahoo.com)  
715-399-8055

**Nominating Committee Report** – Presented by Mr. Gerace

- Mr. Gerace provided a review of the committee's 2017 and 2018 activities, the nominations process, and 2019 open Board positions and the terms for each.
- For 2019, the elections include: Vice President, Secretary, Director at Large (DAL) Apparatus, and DAL Component.
- The Board recommended Curt Ignacio for the 2019 President position maintaining the Board structure when he joined the Board.

**Membership Committee Report** – Gregg Geske, Chair, presented

Mr. Geske provided a review of the committee members and their annual objectives. The Committee has developed and continues to improve a New Member / First-Time Attendee Mentor Program.

Mr. Geske closed his presentation with a review of the eight new FAMA member companies that have joined since the 2017 Spring Meeting.

**2018 Board President Meeting Wrap-Up**

Before closing the meeting, Mr. Toren, asked the audience if they wanted to come back to California again. He stated, he believes the meeting schedule should be to arrive Saturday depart Tuesday rather than this year's schedule with an arrival Wednesday depart Saturday. He continued by moderating an open discussion regarding the best flow for the meeting (tech meeting, golf, Board meeting etc....).

Mr. Toren announced that the Board's plan is to continue to delve deeper with the industry statistics and develop a Sage Report 2.0, possibly integrating ISO numbers. One goal of the continuation of the project is to develop a document that supports discussions with our legislators.

Before investing in a Version 2.0, a specific need and defined direction should be determined.

**New Business** – none

**Unfinished Business** – none

Mr. Toren 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 September 26-27 at the Renaissance Austin Hotel, in Austin, TX.

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

**VOTED:** To adjourn, at 11:42 a.m. PST

A true copy, attest:

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Sonya Kelly  
Recording Secretary

Attachments: Attendee List  
Treasurer's Report

**FAMA GENERAL MEMBERSHIP MEETING  
February 23, 2018 – Coronado, CA**

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

4 Guys, Inc.	Mark Albright
Akron Brass Company	David Durstine
AMDOR, Inc.	Chick Granito, Oran McNabb, Bruce Whitehouse
Amity Fire & Safety, Inc.	Ned Selwyn
Apparatus Equipment & Service, Inc.	William Arbus
APR Plastic Fabricating Inc.	Chad Falls
Austin Hardware & Supply, Inc.	Michael Bednar
Boise Mobile Equipment	Chad Moffat, Var Reeve
Bronto Skylift, Inc.	Janne Pulkkinen
Bulldog Fire Apparatus	Jeffrey Mazza
C.E.T. Fire Pump Mfg., Inc.	Jerry Halpin
COXREELS	Denis Bleile
Cummins Inc. - Engines	Chris Crowel
Cummins Inc. – Generators	Duane Fisk
Dependable Emergency Vehicles	Pino Natale
Duo-Safety Ladder Corp.	Randy Vandersee
Eaton Vehicle Group	Christine Elder
Elkhart Brass Mfg. Co., Inc.	Eric Combs
E-ONE, Inc.	Angie Esposito, Grady North
Federal Signal Corporation	Tony Angelella, Morgan Look
Ferrara Fire Apparatus	Bert McCutcheon
Fire Reseach Corporation	Peter Luhrs, Ron Truhler
Fort Garry Fire Trucks	Brian Nash, Lisa Suche, Rick Suche, Steve Suche
Fouts Bros., Inc.	Scott Edens
H.O. Bostrom Company, Inc.	Paul Bostrom, Matt Pitzer
HAAS Alert	Bev Lowery
Hale Products, Inc.	David Guynn, Bruce Lear
Harrington, Inc.	Paul Carpenter
Hendrickson	Bob Albano
HiViz LED Lighting	Kaoma Massa, Sam Massa
HME Ahrens-Fox	Bill Doebler
IMMI	Larry Gray, Dan Veselsky, Steve Ward
KME Fire Apparatus	Tim Johnson
Kochek Company LLC	George Wessner
Kussmaul Electronics	Colin Chambless, Thomas Nugent
Marion Body Works, Inc.	Curt Ignacio
Michelin North America	Woody Savage, Greg Stultz
Midwest Fire	Kraig Scholten
Navistar/International Truck & Engine	Patrick Patton
Oshkosh Airport Products	Lee Morris, Jeff Resch
Performance Advantage Company	Greg Young
Pierce Manufacturing, Inc.	Jeromie Johnston, Mike Moore
PPG Industries	Lou Milanovich
Pro Poly of America	Daniel Owen
ROM Corporation	Michael Dupay
Rosenbauer America, LLC	Scott Oyen, Mike Schoenberger
Safetek Emergency Vehicles Ltd.	Wayne Stevens, John Witt
Sam Carbis Solutions Group, LLC	David Williamson
Seats, Inc.	Joe Brey

Signature 4  
Spartan Emergency Response  
Sutphen Corporation  
Task Force Tips, Inc.  
The Will-Burt Company  
United Plastic Fabricating  
Valor First Responder Seating  
VisionMark Nameplate Company, LLC  
W.S. Darley & Company  
Ward Diesel Filter Systems  
WATERAX  
Waterous Company  
Whelen Engineering Co., Inc.

Eric Coppess  
Roger Lackore, John Slawson  
Julia Phelps  
Philip Gerace, Doug Miller  
Drew Newman  
Patrick Cahill, Andrew Lingel  
Mike Bowman, Steve Toren  
Jerry Merges  
Jeff Darley, Paul Darley, Peter Darley  
Scott Beecher  
Raffaele Gerbasi  
Gregg Geske, Bill Smith  
Mike Grenert, Matt Kehoe