



**MINUTES
FIRE APPARATUS MANUFACTURERS' ASSOCIATION
GENERAL MEMBERSHIP MEETING
HOLLYWOOD BEACH MARRIOTT
IN HOLLYWOOD BEACH, FL
MARCH 18-19, 2019**

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

Call to Order – by President Curt Ignacio at 8:04 a.m. EDT

Mr. David Durstine provided the invocation.

Welcome and Poll Everywhere – Mr. Ignacio welcomed the attendees and provided a review of the plan for the day. He introduced the FAMA Board of Directors and the committees of which they are liaisons.

Mr. Lingel provided an overview of how Poll Everywhere, a digital polling program, will be used during the meeting to gain anonymous input from attending members via text.

First-Time Attendees / New Member Introductions – Mr. Ignacio Introduced and welcomed the new members and first-time attendees. A gift of appreciation for their attendance was presented.

Roll Call – Secretary Bev Lowery called the membership roll. There were 74 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 19, 2018 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 September 27-28, 2018
Fall Membership Meeting into the records of the association.

Self-Introduction of the members – Ms. Lowery asked the member representatives to stand and introduce themselves, noting their company affiliations.

Mr. Ignacio provided a review and welcome to the guests for the meeting:

Bobby Halton – Clarion Fire & Rescue Group

Ted Billick – Clarion Fire & Rescue Group

Sponsor Recognition – Mr. Ignacio 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.

Announcement – Mr. Ignacio announced that Clarion Fire & Rescue and Mr. Eric Schlett just confirmed the renewal of their Corporate Sponsorship for the years 2020-2022.

FAMA Welcome by Hollywood Beach Fire Rescue – Mr. Mike Bowman introduced Chief Del Campo of the Hollywood Fire Rescue & Beach Safety Department.

Chief Del Campo welcomed the meeting attendees to Hollywood Beach. He provided an overview of the department and the area they serve.

Clarion Fire & Rescue – Mr. Lingel presented a review of the benefits provided by Clarion Fire & Rescue Group and thanked them for their continued support. Mr. Lingel introduced Chief Bobby Halton, Editor in Chief of Fire Engineering Magazine and Education Director of the Fire Department Instructors Conference (FDIC).

Chief Bobby Halton started his presentation by recognizing the veterans in the audience. He spoke to the attendees and provided a brief overview of plans for 2019 FDIC International. Mr. Halton described the role and goals of FDIC for the Fire Service.

Treasurer's Report – Mr. Mazza, Treasurer, provided a review of the 2018 Balance Sheet and Budget vs Actuals reports. Mr. Mazza also reviewed the March 9, 2019 Treasurer's Report which included the 2018 Balance Sheet, Profit and Loss, and Budget vs Actuals reports.

Board of Directors' Report – Mr. Ignacio provided an overview of the Board's focus:

- Increasing the membership as appropriate.
- Raising the awareness of FAMA in the fire service.
- The goal of the Sage Policy Group Reports V1 and V2 is to develop a predictive analysis tool for the Association members. Mr. Ignacio asked for additional data points to use towards this program.
- Continue to encourage support of the AFG and SAFER grants.
- Continue to build upon the Technical Committee Buyer's Guides for the fire service.

Statistics Committee Report – Mr. Schultz, Co-Chair, presented the Committee's focus:

- The Committee works diligently to publish the quarterly data in a timely manner.
- Efforts continue to increase member participation in providing data to support the program.
- Provide a year-end statistical data summary report.

Mr. Schultz presented the following FAMA industry statistical data reports:

- Average North American fire apparatus bookings from 2007 through 2018 YTD.
- A report on 2017 and 2018 total fire apparatus booked and shipped and also a breakdown by product type.
- A report on 2018 fire apparatus sales by quarter.
- A 12-month rolling report on aerial sales (booked and shipped) with a breakdown by product type.
- A 12-month rolling report on pumper sales (booked and shipped) with a breakdown by product type.
- A 12-month rolling report of tanker sales (booked and shipped) with a breakdown by product type.
- A 12-month rolling report of vehicles with pumps sold (booked and shipped) with a breakdown by product type.
- A 12-month rolling report of custom vs commercial chassis sold.

A question was asked about the annual pump sales statistics. The transition the new FAMA statistics website did not include collecting the annual pump data but, the Statistics Committee will work towards getting this data added back into the Statistics Program.

Sage Policy Group Reports (V1 and V2) Presentation – Mr. Toren provided an overview of the Sage Policy Group Reports and the basis behind the initiative, to develop a predictive analysis of the industry. The Board hopes to include data from ISO in the V3 report with the intent to continue building towards an accurate predictive analysis tool.

A sub-committee of Past Presidents is being developed to focus on this annual project and work with Sage Policy Group.

Mr. Toren noted that the draft of report V2 was shared only with the registered attendees of the Spring Meeting for their advance review in order to gain their input before finalizing the V2 report. V2 Report shows there is pent up demand in the industry. Housing starts is a good predictor for new fire stations and new equipment.

The results of the 2019 FAMA Industry Outlook Survey will be provided to Sage Policy Group be correlated to industry statistics. Future FAMA Industry Outlook Survey questions need to be revised to be in alignment with NFPA's data parameters. Good survey data is needed to produce accurate reports.

Mr. Toren noted, the Association members need to work closer with their legislative representatives to increase awareness of AFG and raise the percentage of funding towards apparatus. Currently the percentage of the funding going towards fire apparatus and ambulance is only 13% rather than 25%.

The decrease in structural fires is not correlated with the statistical data. There are less structure fire calls today, the majority of calls are EMS related.

A suggestion was made to correlate the size of fires, ie. 4-alarm, 5-alarm, etc... with industry statistical data and apparatus needs.

The Technical Committee was tasked to develop a formal Apparatus Replacement Plan.

Suggestions and comments were encouraged to enhance the report.

[10:00 AM EST – Break]

Mr. Bowman introduced the keynote speaker, Robyn Benincasa. A world champion adventure racer, a San Diego firefighter, bestselling author, and CNN Hero, Ms. Benincasa knows how to build world-class teams against the toughest of odds.

Keynote Speaker – Ms. Robyn Benincasa – *Building World Class Teams*

Ms. Benincasa thanked the attendees for what they do to keep firefighters safe.

Ms. Benincasa's presentation related how the 8 Essential Elements of extreme performance also apply towards building world class teams. The 8 elements follow:

- Total Commitment
- Empathy and Awareness
- Adversity Management
- Mutual Respect
- We Thinking
- Ownership of the Project
- Relinquishment of Ego
- Kinetic Leadership

[See presentation slides for details.]

Governmental Affairs Committee (GAC) Report – Mr. Lee Morris and Mr. David Durstine, Co-Chairs, provided a report of the GAC's 2018 activities and 2019 focus.

- A review of the 2018 Hill Day was provided:
 - Over 115 meetings, attendees representing 34 companies participated.
 - Fourteen key meetings with House and Senate leadership were held.

- Seven meetings with House and eight with Senate full Appropriations Committee members or staff.
- Ten meetings with both House and Senate Homeland Security Appropriations Subcommittee members or their staff.
- Six meetings with both House and Senate Homeland Security Committee members or their staff.
- Recent 2018-19 Home Days – Mr. Morris reviewed the recent member company Home Day events and encouraged members to build relationships with their congressional staffers. They are just as important as the legislative representative. He stressed the importance of maintain ongoing communications. Do not contact them only when you have a problem.
- The 2019 Goals for Hill Day were reviewed:
 - Full funding for AFG and SAFER grant programs, U.S. Fire Administration (received \$44.18 million for FY2019) USAR program (received \$45.18 million for FY2019, a \$10 million increase over 2018).
 - FY19 DHS Appropriations funded AFG & SAFER at \$350 million each (Flat funding from 2018).
 - CFSI stakeholders have again requested \$810 million for AFG/SAFER (\$405 million each) for FY2020.
- 2019 Activities for the Members:
 - Attend Hill Day 2019 April 24-25 in conjunction with CFSI.
 - Call your Congressional Offices and promote AFG SAFER, USFA and USAR funding initiatives.
 - Invite your congressional office to visit your facility (Home Days).
 - Reference the Home Day Tool Kit on the GAC website for talking points and details.
 - Report your activity back to the GAC.
- For Hill Day, Mr. Morris provided a brief overview of the overall event and the ease for members to attend and engage. A collective force is needed.
- The GAC needs the members support to provide the employment data necessary for the representative map.

Nominating Committee Report – Presented by Mr. Durstine, Past President.

- Mr. Durstine reviewed the 2019 Nominating Committee Members and the Committee's responsibilities for the year.
- The 2020 Board nomination process and the Board candidate qualifications were reviewed in addition to the Board structure.

Membership Committee Report – Mr. Gregg Geske, Chair, provided the committee report

- Mr. Geske reviewed the committee members and their annual objectives.
- He provided a brief on the committee's New Member/First-Time Meeting Attendee Mentor Program and the new member companies.
- Mr. Geske announced a new recognition program for member companies that attend consecutive meetings.

Meeting Suspended at 11:56 a.m. EDT.

Meeting Resumed Tuesday, March 19, 2019 at 8:08 a.m. EDT.

Mr. Ignacio resumed the meeting and Mr. Lingel provided a review of how Poll Everywhere works and asked the members to answer some questions.

To introduce the keynote speakers of the day, Tom and Jen Satterly, Mr. Doeblar started the presentation by sharing a video. A link to the video is posted on the FAMA website under Meetings, 2019 FAMA Spring Meeting. Tom and Jen Satterly shared their stories through an interview with Mr. Doeblar, titled "*The Greatest Failure is Failure to Try.*"

Technical Committee Report – Presented by committee co-chairs Mr. Lackore and Mr. Miller.

- Mr. Lackore reviewed the Subcommittee leaders.
- FDSOA 2020 will be held in Scottsdale, AZ. The Committee has developed preliminary presentation topics and identified presenters.
- An updated plan for the FAMA Forum Schedule thru September 2020 with article topics and writers was reviewed.
- Mr. Lackore presented the need for a Yellow Line Worksheet to be developed by the Committee.
- Two new FAMA Safety Signs and 33 new Graphical Symbols were developed and reviewed.
- The development a Hose Bed Capacity Test Standard (TC065) remains a Committee initiative.
- NFPA 1901/1906 will held a Public Input Meeting October 9-11, 2018. The Comment Period will close on June 25, 2019. Comments include:
 - Night mode warning light night vs day intensity definition based on SAE J2087.
 - Support of Tom Stalnaker's latest night mode revisions.
- The membership was asked if they support the NFPA Chevron Color Change?
- NFPA 1500 Committee will meet is May 6-8, 2019. The Second Draft Report posting date is August 1, 2019.
- Mr. Miller provided a review on the status of the Buyer's Guides Project. Currently there are 27 published guides, 8 drafted and 11 pending.

Meeting Planning Committee Report – Presented by Mr. Doeblar, Committee Chair

- Mr. Doeblar thanked the meeting sponsors for their support.
- A review of the Year over Year Spring Meeting Attendance numbers was provided.
- A graph showing the attendance numbers of Members and Guests from 1992-2019 was provided. 2018 was the third highest attended meeting since 1992 with about 160 attendees.
- A graph based on the number of member companies represented at the Spring Meeting from 1992-2019 was provided. 2019 had the highest member company representation.

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

- 2019 Fall – Toronto, ON – Toronto Marriott Downtown Eaton Centre Hotel – 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
- 2021 Spring – Fort Lauderdale, FL – The Westin Fort Lauderdale Beach Resort – March 20-23
- 2021 Fall – Tampa, FL – The Westin Tampa Waterside – September 22-24

Mr. Lingel asked some Poll Everywhere questions on the following topics:

- What is the maximum room rate that you are authorized to spend?

Mr. Kelley spoke on behalf of the FDSOA Board of Directors. They plan to emphasize the growth of the FDSOA Apparatus Symposium with a minimum goal of 10% a year over the next few years.

Mr. Lingel provided a review of the following Poll Everywhere results:

- The maximum hotel rate preference is \$350 and below.
- A request was made to consider other hotel brands.
- A suggestion was made to look at a location in south Florida in mid to late February south of the line from West Palm Beach to Sarasota.
- South Florida seems to be the preferred location for the meetings.
- When asked about returning to the Hollywood Beach Marriott the response from the attendees was positive.

- The Sage Report V2 was found to be somewhat valuable by the membership. An executive summary was requested.
 - Suggestion to look at insurance industry data on the number of trucks in accidents per year for inclusion.
- The following suggestions were received from the members:
 - Suggestion made to provide registration sponsorships to allow new members to attend the meetings.
 - Suggestion made to hold a 'FAMA Shark Tank' event at FDIC.
 - Increase full understanding of the grant process and the programs.

General Questions and Discussions

- Current and future projects to support strengthening the FAMA brand to the industry:
 - Marketing emails using Clarion's email list.
 - Safety Guide
 - Buyer's Guide
 - Rebranding our logo and website
 - Replacement cycle project
 - Help communicate the support for apparatus behind the grants.
- FDIC hotel housing issues and request for FAMA assistance.
- Grant review committee presentation on the process.
- Sage V2 Report Revision Requests
 - Correlate V1 report to V2 report.
 - Include and correlate the NFPA Fire Loss Report data.
 - Can Sage drill down the data to provide predictive analysis to define what the results mean to the FAMA members?
 - Can they provide predictions based on data for future by quarters or bi-annually?
 - If customers do not get grants, we need to help them know about financing options.
 - Would used truck sales data be a valuable addition to the Sage Report?
 - A request was made for survey data from other sources to provide more data to Sage for analysis.
 - Ambulance data was suggested.
 - The goal is to provide good predictive data for the member companies.
 - Suggestion made for Sage to look further at the increased department costs affecting the apparatus purchasing capabilities (ie. increased wage and benefit costs). There may be more predictive data associated.
 - Can the demand drivers be identified for apparatus sales?
 - How can the FAMA member companies become proactive rather than reactive to the market?
 - Can FAMA help guide the direction of the market?
 - Can the Technical Planning Meetings be webcast via web-X, Skype, or other?
 - A suggestion made for a Buyer's Guide on financing and funding options. Departments are starting to use Go Fund Me.

Unfinished Business – Mr. McNabb presented a weight loss challenge to start after Hill Day to the FEMSA/FAMA Annual/Fall Conference (90 days).

New Business – Ms. Kelly asked the attending members to not unsubscribe from the Constant Contact email communications sent from either info@fama.org or info@femsa.org as this is the Associations primary means of communicating with our members.

Mr. Ignacio 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 9-10, 2019 at the Toronto Marriott Downtown Eaton Centre Hotel in Toronto, Ontario.

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

VOTED: To adjourn, at 11:17 a.m. EDT

A true copy, attest:

Sonya Kelly
Recording Secretary

Attachments: Attendee List
Treasurer's Report

**FAMA GENERAL MEMBERSHIP MEETING
March 18, 2019 – Hollywood Beach, FL**

Member Company Attendance (at Roll Call)

4 Guys, Inc.	Mark Albright
Akron Brass Company	David Durstine, Tim Van Fleet
AMDOR, Inc.	Chick Granito, Oran McNabb, Bruce Whitehouse
Amity Fire & Safety, Inc.	Ned Selwyn
APR Plastic Fabricating Inc.	Chad Falls
Austin Hardware & Supply, Inc.	Michael Bednar
Boise Mobile Equipment	Chad Moffat
Bronto Skylift, Inc.	Bill Kirk, Janne Pulkkinen
Bulldog Fire Apparatus, Inc.	Jeffrey Mazza
C.E.T. Fire Pump Mfg., Inc.	Jerry Halpin, Stephan Thibault
Code 3, Inc.	Damon Lewis
Cummins Inc.	Chris Crowel
Dependable Emergency Vehicles	Pino Natale
Duo-Safety Ladder Corp.	Randy Vandersee
Elkhart Brass Mfg. Co., Inc.	Eric Combs
E-ONE, Inc.	Roger Lackore
Federal Signal Corporation	Brian Emmel
Ferrara Fire Apparatus, Inc.	Bert McCutcheon, Mike Virnig
Fire Lion Global LLC	Tom Reser
Fire Reseach Corporation	Peter Luhrs
Firovac by Reberland Equipment Inc.	Larry Reber
Fort Garry Fire Trucks	Brian Nash, Rick Suché
Fouts Bros., Inc.	Scott Edens
Freightliner Trucks	Jason Pilarczyk
H.O. Bostrom Company, Inc.	Paul Bostrom, Pat Patton
HAAS Alert	Bev Lowery
Hale Products, Inc.	Gary Pacilio
Hansen International, Inc.	Jennifer Hollis, Mary Hollis
Harrington, Inc.	Paul Carpenter
Hendrickson	Bob Albano
HiViz LED Lighting	Kaoma Massa, Sam Massa
HME Ahrens-Fox	Bill Doeblor
Honorary Member	Jeff Resch
IMMI	Melissa Dobbs, Dan Veselsky, Steve Ward
KME Fire Apparatus	Doug Kelley
Kochek Company LLC	George Wessner
Kussmaul Electronics	Thomas Nugent
Marion Body Works, Inc.	Curt Ignacio

Matheny Fire & Emergency
Metalfab Ltd.
Michelin North America
Midwest Fire
OFAB Inc.
Palmetto Fire Apparatus
Performance Advantage Company
Pierce Manufacturing, Inc.
Power Products LLC
PPG Industries
Pro Poly of America, Inc.
RealWheels Corporation
Reelcraft Industries
ROM Corporation
Rosenbauer America, LLC
Safetek Emergency Vehicles Ltd.
Sam Carbis Solutions Group, LLC
Seagrave Fire Apparatus LLC
Seats, Inc.
Signature 4
Skeeter Brush Trucks, LLC
Smart Power Systems
Spartan Emergency Response
Sutphen Corporation
Task Force Tips, Inc.
TecNiq, Inc.
The Will-Burt Company
Trident Emergency Products, LLC
Truck Cab Manufacturers, Inc.
United Plastic Fabricating, Inc.
Valor First Responder Seating
W.S. Darley & Company
Ward Diesel Filter Systems
WATERAX
Waterous Company
Whelen Engineering Co., Inc.

Tim Allaband
Ryan Stacey
Phil Arnold, Greg Stultz
Kraig Scholten
Mark Coley
Andrew Barnard
Greg Young
Jerry Conley, Jeromie Johnston, John Schultz
Jeff Harper, Doug Schindler
Lou Milanovich
Tim Dean
Jan Polka
John Corner
Ron Truhler
David Scharphorn
John Witt
David Williamson
Dan Hohn
Joe Brey
Eric Coppess
William Davidson
Jay Farrell
Diego Salazar, Zac Soderberg, Scott Weishaar
Drew Sutphen
Jeff Hicks, Doug Miller
Matt Pitzer
Drew Newman
Jim Maher
John Weber
Patrick Cahill, Andrew Lingel
Mike Bowman, Steve Toren
Jason Darley, Jeff Darley, Paul Darley, Peter Darley
Scott Beecher
Raffaele Gerbasi
Gregg Geske, Bill Smith
Paul Deming, Jim Stopa