



MINUTES
FIRE APPARATUS MANUFACTURERS' ASSOCIATION
GENERAL MEMBERSHIP MEETING
RENAISSANCE AUSTIN HOTEL, AUSTIN, TX
SEPTEMBER 26-27, 2018

[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 Steve Toren at 3:33 p.m. CDT

Mr. Phil Gerace provided the invocation.

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.

Welcome – Mr. Toren welcomed and thanked the attendees for their time. He introduced the attending Board members and introduced the new FAMA members and first-time attendees.

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

Roll Call – Secretary Bev Lowery 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 May 1, 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 February 23-24, 2018
Spring Membership Meeting into the records of the association.

Self-Introduction of the members – Member representatives introduced themselves, noting their company affiliations and number of years attending the meetings.

Proposed Bylaws Board Structure Change – Mr. Halpin presented the current and proposed new Board structure reducing the number of Directors-at-Large from four to two.

After discussion and upon motion duly made and seconded, it was:
VOTED: To accept the proposed new Board Structure.

Nominating Committee – Mr. Gerace spoke to the reason for the bylaw change and encouraged the meeting attendees to serve on committees and continue to build a stronger Association.

Mr. Gerace explained the mission of the Nominating Committee is to continue to identify and grow qualified candidates to serve on the Board. He also added, the new bylaw does not require the previous seven-year commitment to serve on the Board.

Mr. Gerace presented the following 2019 Board Nominations:

Vice President – Andrew Lingel
Treasurer – Jeff Mazza
Director-at-Large – Oran McNabb

Ms. Lowery, Board Secretary, asked for floor nominations. There were none. Nominations from the floor were closed.

After discussion and upon motion duly made and seconded, it was:
VOTED: To approve the 2019 Board nominations presented.

The secretary of the Board then cast a single vote for each nominee on the slate of nominees and therefore each nominee was elected by acclamation of the membership.

Treasurer's Report – Mr. Darley provided a review of the 2018 Balance Sheet, Profit and Loss, and the Budget-vs-Actuals report. The Board will work towards a zero budget by year end.

Mr. Toren provided a review of the Board's current activities and successes. He spoke about the achievements of the Statistics Committee, the Industry Outlook Report, the GAC Hill and Home Day events, and the Technical Committee Buyer's Guides.

After dividing the meeting attendees into five groups, Mr. Toren released the attendees to join their breakout session groups.

Small Group Discussions – Members broke into five groups to discuss the following five questions:

- Was the information covered in the Industry Outlook Report produced by Sage Policy Group valuable to your company?
- What do you see as the purpose of FAMA?
- Do you feel FAMA's membership level of 133 companies is too small, too large, just right?
- How can FAMA better brand the association in the industry?
- Should the Fall Technical Committee Meeting be held in conjunction with Firehouse Expo in Nashville or in conjunction with Fire-Rescue International?

5:00 PM – Meeting Suspended

Meeting Resumed September 27, 2018 at 8:01 AM CDT

Board of Directors' Report – Mr. Toren called the meeting to order and provided a report on the Board's primary areas of focus and recent activities including: Statistics, Reauthorization of the AFG and SAFER Grants, and Technical Committee Buyer's Guides.

Statistics – The Board and Statistics Committee have continued to enhance the value of FAMA's Statistics for the members through the development of the first FAMA Industry Outlook report produced by Sage Policy Group. The report reviews FAMA's statistical data and compares it to macroeconomic trends. For future Industry Outlook Reports, the Board may develop a subcommittee to focus on this effort. In addition, the Board is working on developing a relationship with a representative of ISO with the hopes of including their data in future Industry Outlook Reports.

GAC – After working towards the successful Reauthorization of AFG and SAFER Grants, the Association must keep the momentum. It is important that members maintain ongoing contact with local and state legislators throughout the year and host Home Day events.

Technical Committee – The progress and development of Buyer's Guides has been outstanding. The information provided and the coverage of topics will prove to be a valuable resource for fire departments.

Mr. Toren reported the results of the breakout sessions were clear regarding the question: Where should the second Technical Committee of the year should be held? The consensus and direction received was to hold the following Technical Committee meetings in 2019:

- Committee Planning Meeting in conjunction with the Spring Meeting
- Full Committee Meeting in conjunction with FDIC
- Committee Planning Meeting in conjunction with the Fall Conference

Outside of the Committee's work towards the development of the Buyer's Guides, the Committee continues to be a major contributor in the planning and presentations provided at the FDSOA Apparatus Symposium.

Breakout Session Report – Mr. Toren provided a general review of the input received from the breakout sessions regarding the Industry Outlook Report produced by Sage Policy Group.

With the understanding that tariff increases are expected to continue, the Board was asked if the percentage of impact on the cost of an average pumper and aerial could be determined and shared with members? Suggestions were to survey the membership and/or ask NAM to provide their research on the impact of tariffs.

In the case of negotiated pricing for co-op purchasing programs where the pricing is locked in for two years, increasing tariffs are a problem.

Should the effect of tariffs be explored more to determine their impact on the fire industry or as a possible economic indicator? Will tariffs influence the purchasing of cities and municipalities? Will tariffs affect bookings? It was noted, tax cuts could also adversely affect the industry.

Statistics Committee Report – Mr. Moore, Board Liaison and Committee Co-Chair, provided a presentation of the FAMA industry statistical data which included the following reports:

- A review of the average North American fire apparatus bookings from 2002 through 2018 YTD
- 12-month rolling report of all fire apparatus booked and shipped with a breakdown by product type
- 12-month rolling review of fire apparatus sales by quarter
- 12-month rolling report of aerial sales (booked and shipped) with a breakdown by product type
- 12-month rolling report of pumper sales (booked and shipped) with a breakdown by product type
- 12-month rolling report of tanker sales (booked and shipped) with a breakdown by product type
- 12-month rolling report of vehicles with pumps sold (booked and shipped) with a breakdown by product type
- 12-month rolling report of custom vs commercial chassis sold

He encouraged members to post their data within 30-days of quarter close. (See slides for details.)

Technical Committee Report – Mr. Lackore, Committee Chair, provided a review of the subcommittee leaders and an update on the recent committee activities which included:

- FDSOA 2019 will be held January 20-24 in Orlando, FL. The Committee has developed the presentation topic plan and enlisted the presenters.
- An updated FAMA Forum schedule with the enlisted writers for the articles was provided.
- The committee developed a database of FAMA member companies by product category to allow for an accurate member search by product on the FAMA website.

- The committee is working on the development of a Yellow Line Worksheet for fire departments and manufacturers to use during pre-construction meetings to help guide the parties through the process.
- New FAMA symbols were presented for Water Flow Rate and Water Flow Total.
- A status report on the development of the Hose Bed Capacity Test Standard TC065 was provided.
- A NFPA 1901/1906 Public Input Meeting will be held October 9-11, 2018 in Orlando, FL.
- Public comment on the second draft for NFPA 1500 Standard on Fire Department Occupational Safety, Health, and Wellness Program will close on November 15, 2018. The Second Draft report will be posted August 1, 2019.

Mr. Miller, Committee Co-Chair, presented a status report on the Buyer's Guide project. There are currently:

- 25 Published Buyer's Guides
- 6 Buyer's Guides being reviewed by the Board
- 3 Buyer's Guides drafted
- 15 Buyer's Guides pending

Mr. Miller reviewed the Buyer's Guides by subcommittee and thanked all those for their help towards the success of the project.

Education Scholarship Committee Report – Mr. Milanovich, Committee Chair, provided a review of the criteria for the scholarship and the recipient selection process. Nicholas Brondum of Eastern Kentucky University received the 2018 Phillip L. Turner Scholarship.

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

- The 2018 Hill Day with over 115 meetings held and representatives of 34 companies participated.
- Four 2018 Home Days were held that were reported.

Mr. Morris reported the AFG and SAFER grant programs received full funding at the same level as in 2017.

The 2019 Hill Day is planned for April 24-25 in conjunction with CFSI.

Mr. Morris encouraged attendees to call their local congressmen and senators to promote AFG, SAFER, USFA and USAR funding initiatives. Establish a relationship with them and invite them to your facilities.

Membership Committee Report – Gregg Geske, Chair, provided a report that included the committee's annual objectives and targeted new member companies. Since the 2018 Spring Meeting the Association has welcomed four new member companies: Battleshield Industries, OFAB, PACCAR Powertrain, and Nevada Pacific Services.

Marketing and Trade Show Committee Report – Mr. Toren presented the Marketing Committee's report for Mr. Lingel and Mr. Massa who were unable to attend the meeting. The report included the recent committee activities and reports:

- FAMA website updates
- 2019 Spring Meeting graphics
- FAMA Facebook page
- A report of the website analytics

Meeting Planning Committee Report – Mr. Bill Doebler provided the Committee's report covering:

- A report providing Fall Conference Attendance numbers across the years 2005-2018
- A report covering 2005-2018 the number of FAMA and FEMSA member companies attending the Fall Conference.

- A report covering 2005-2018 the number of FAMA member companies only attending the Fall Conference.
- A report covering 2014-2018 the number of first-time attendees and new members attending the Fall Conference.
- The planned and contracted 2019 FAMA Spring Meeting speakers.
- Locations and dates of future Spring Meetings and Fall Conferences.

2019 Board President Focus – Mr. Curt Ignacio briefly provided a review of his plans of focus for 2019.

- Build on the 2018 Industry Outlook Report and based on the input received during the breakout sessions add more data points to the report.
- Continue to increase the value of FAMA membership through brand awareness among fire departments.
- Continue to maintain and encourage support for AFG and SAFER.

2018 Board President Meeting Closing Remarks – Mr. Toren announced that the Board will move forward with plans towards the next Industry Outlook Report (V2).

Committee/Board Liaison positions for 2019 will be determined in November.

Mr. Toren encouraged the members to plan to attend Hill Day and to continue to engage their local legislators thru hosting Home Days.

New Business – none

Unfinished Business – none

Next Meeting Notice – The next meeting of the FAMA Membership will be held March 18-19, 2019 at the Hollywood Beach Marriott in Hollywood 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 9:43 a.m. CDT

A true copy, attest:

Sonya Kelly
Recording Secretary

Attachments: Attendee List
Treasurer's Report

**FAMA GENERAL MEMBERSHIP MEETING
September 26, 2018**

Member Company Attendance (at Roll Call)

4 Guys, Inc.	Mark Albright
Akron Brass Co.	David Durstine
AMDOR Inc.	Oran McNabb, Bruce Whitehouse
Apparatus Equipment & Service, Inc.	Robert Allen, William Arbus
Austin Hardware & Supply, Inc.	Mike Bednar
Boise Mobile Equipment	Chad Moffat, Var Reeve
Bulldog Fire Apparatus, Inc.	Jeff Mazza
C.E. Niehoff & Company	Eddie Villarreal
C.E.T. Fire Pump Mfg., Inc.	James Burge, Jerry Halpin
Code 3 Inc.	Damon Lewis
Cummins Inc. - Engines	Chris Crowel
Cummins Inc. - Generators	Connor Foster
Dependable Emergency Vehicles	Pino Natale
Elkhart Brass Mfg. Co., Inc.	Eric Combs
E-ONE, Inc.	Roger Lackore
Federal Signal Corporation	Tony Angelella, Brian Emmel
Fire Lion Global	Tom Reser
Fire Research Corporation	Toh Meng, Ron Truhler
Firetrucks Unlimited	Brian Reyburn
Firovac by Reberland Equipment Inc.	Larry Reber
Fort Garry Fire Trucks	Rick Suche
Freightliner Trucks	Jason Pilarczyk
H.O. Bostrom Company, Inc.	Paul Bostrom
HAAS Alert	Bev Lowery
Hale Products, Inc.	David Guynn, Bruce Lear, Gary Pacilio
Hannay Reels	Ken Fritz
Hansen International	Lisa Beebe, Jennifer Hollis
Heiman Fire Equipment	Ron Heiman
Hendrickson	Bob Albano
HME Ahrens-Fox	Bill Doebler
Hub Fire Engines & Equipment Ltd.	Mike Welte
IMMI	Dan Veselsky, Steve Ward
KME Fire Apparatus	Doug Kelley, Mike Virnig
Kussmaul Electronics	Tom Nugent
Maintainer Custom Bodies	Tom Leckband
Marion Body Works	Curt Ignacio
Matheny Fire & Emergency	Tim Allaband
Midwest Fire	Kraig Scholten
Navistar/International Truck & Engine	Patrick Patton
Nevada Pacific Services Inc.	Jim Swartzwelder
OFAB Inc.	Mark Coley
Oshkosh Airport Products	Lee Morris
Performance Advantage Co.	Gregory Young
Pierce Manufacturing Inc.	Jeromie Johnston, Mike Moore
PPG Industries	Lou Milanovich
Pro Poly of America, Inc.	Tim Dean
ROM Corporation	Michael Dupay
Rosenbauer America, LLC	Scott Oyen, Dave Reichman

Safetek Emergency Vehicles Ltd.
Sam Carbis Solutions Group, LLC
Seats Inc.
Signature 4
Skeeter Brush Trucks, LLC
Spartan
Sutphen Corporation
Task Force Tips
The Will-Burt Company
Trident Emergency Products LLC
United Plastic Fabricating
Valor First Responder Seating
W.S. Darley & Company
Ward Diesel Filter Systems
WATERAX
Waterous Company
Weis Fire & Safety Equipment Co, Inc.
Whelen Engineering Co., Inc.

Wayne Stevens
David Williamson
Joe Brey
Eric Coppess
Mark Esquivel, Jeffrey Keiser, Jesse Marroquin
Zac Soderberg
Kevin Kuszmaul, Julie Phelps
Philip Gerace, Doug Miller
Drew Newman
Jim Maher
Patrick Cahill
Steve Toren
Jeff Darley, Paul Darley
Scott Beecher
Marcello Iacovella
Gregg Geske
Mike Weis
Paul Deming, Derek Zaremba