

# Pre-Meeting Reports

**FAMA FALL 2013**  
**Tampa, Florida**



**FAMA: Fall 2013**



# **BYLAWS COMMITTEE**

**FAMA: Fall 2013**



# BYLAWS COMMITTEE

- COMMITTEE MEMBERS
  - JERRY HALPIN- CHAIR
  - JEFF HUNKE, CO-CHAIR

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# **BYLAWS COMMITTEE REPORT**

- **COMMITTEE RESPONSIBILITIES**
  - Monitor bylaws for conformance with association policies and practices
  - Advise board and membership as required
  - Act on board requests for potential interpretation, amendment, and application of bylaws

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# BYLAWS COMMITTEE REPORT

- INITIATIVES REVIEW FOR 2013
  - ✓ Reviewed executive assistant's section
    - Completed for spring meeting
  - ✓ Reviewed bylaws for potential amendments
    - No recommendations at the time

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# **BYLAWS COMMITTEE REPORT**

- **COMMITTEE SUCCESSION PLAN**
  - ✓ New chair selected and in place
  - Committee search for additional members ongoing

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# Education Committee

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# Education Committee Members

- Jeff Hupke, Chair
- Curt Ignacio
- Scott Edens
- Rebecca Schenk
- Russell Chick

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# Activity Update #1

- 2013 Phillip L Turner Scholarship awarded
  - Maria Theodori selected
  - Seven Applicants (all from University of Maryland)
  - Press release went out to the industry publications and will be in the *FAMA Flyer*

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# Activity Update #2

- 2013 Surveys reviewed and changes discussed
  - 2013 FAMA/FEMSA Member Survey
    - Will add question “What percentage of your business is related to the emergency market?”

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# Activity Update #2 (cont.)

- 2013 Surveys reviewed and changes discussed
  - 2013 FAMA/FEMSA Industry Survey
    - Minor changes in question numbering to place in more appropriate order
    - Elaborating on government grant section
    - Explore ideas for “rotating topic” questions

15. Does your department prefer roll-up or swing-out compartment doors?

- ☐ Prefer roll-up doors
- ☐ Prefer swing-out doors
- ☐ No preference

16. Does your department prefer LED or Halogen Scene lights?

- ☐ Prefer LED
- ☐ Prefer Halogen
- ☐ No preference

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# **Governmental Affairs Committee**

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# GOVERNMENTAL AFFAIRS COMMITTEE (GAC) MEMBERS

- Lee Morris & John Granby, Co-Chairs
- Bill Lawson
- John W. McNulty, III
- Mike Natchipolsky
- Craig Sharman
- Ken Creese
- Stewart McMillan
- Steve Stein
- Rod Carringer
- Tim Dean

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# **GAC Support**

- Gabe Steinbach - Communications
- Richard Boyes - CGC Liaison
- Dave Durstine - FAMA Board Liaison
- Dave Gatton – Washington Consultant

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# 2013 Activity

- Hill Day – CFSI combination – 75 meetings, 33 attendees representing 28 companies participated
- Home Days
  - February: Kentucky & Ohio
  - June: Illinois
  - August: Connecticut & Minnesota
- Alliance Lunch – October 3
- Ongoing meetings with members, staff and committee members
- GAC alerts and newsletter to all members
- Fire Act Reauthorized

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# 2014 Legislative Agenda

- Advocate for continued funding of 2014 AFG.
  - House passed level of \$340 million
  - Senate Appropriations Committee reported \$337.5 million
- DHS Reauthorization
- State/Federal fire truck weight laws (FAMA)

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# 2014 Goals

- Continue to promote our core initiatives
  - Full Funding for the Fire Act
  - Full funding for the U.S. Fire Administration
- Greater member participation
  - Hill Day/CFSI
  - Home Days
- More targeted communications and timely information

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# **GAC tasks to Members**

- This is a Relationship Business!!
- Call your Congressional Offices
  - Fire Act Funding Update
  - Election Outlook
- Call Before and After Election Day
- Report Back to GAC

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# **Long Range Planning Committee**

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# Long Range Planning

## 2013 Recommended Objectives

- Strengthen FAMA support to ER Alliance at Federal level
- **Statistics – Timely results / Educate Membership / Revenue data**
- Improve FAMA significance with NFPA (membership / technical committee involvement)
- Master communication schedule – stay on top of technical, meeting planning, GAC events and updates (Marketing, Education)
- Meeting Planning – strengthen committee involvement / stronger role in planning
- Organization review – mission, committees structure and support, succession planning
- Revenue focus - Sponsorships, membership, fees, advertising (e-blast / website)

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# Long Range Planning

## • 2014 Recommended Objectives

- Annual white paper (increase federal funding)
- **Outside statistics (Macro environmental)**
- Closer relationship with FEMSA
- Plan to engage FAMA member principles – enhance quality and quantity of participation
- **Study on “consolidation of services” including outsourcing**
- Process for sponsorships
- Emission changes (Awareness/Response)
- INTERSCHUTZ 2015 (Planning)

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# Long Range Planning

- **2015 Recommended Objectives**

- **Vulnerability Assessment Project**
- **Strategic Partnering with other organizations**
- **FAMA relationship with First Responders**
- **FAMA Relationship with FEMSA**
- **Investigate creation of a manufacturing LLC umbrella organization with FAMA, FEMSA, ambulance and all other related manufacturers as sub-sets – bigger voice with Washington and NFPA as well as better statistics and industry information**
- **Revenue Growth to keep up with new initiatives**

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# **Marketing/Internet Committee**

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# Update on Committee Members

- Andrew Lingel (Chair)
- Callan Jarabek (Co-chair)
- Neil Chaney (Co-chair)
- Eric Combs
- Randy Fuss
- Ron Truhler
- John Weber

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# Scorecard 2013

<b>SCORECARD: 2013 Marketing/Internet Committee</b>	<b>Expected Completion</b>	<b>Budget</b>	<b>Report Dates/ Status</b>	<b>On-Target Yes/No</b>	<b>Notes</b>
<b>Initiatives</b>	<b>Date</b>				
Confirm Committee Budget Needs for 2013	1/1/2013	\$19,450	Completed	Yes	
Participate in Board/Committees Conference Call	1/16/2013		Completed	yes	
FAMA Truck Static Decals	1/31/2013	\$1,000	Completed	yes	
FAMA Member Placards	1/31/2013	\$1,000	Completed	yes	
FDIC / FAMA Sponsorship (content)	1/31/2013	\$7,500	Completed	yes	
Website	3/31/2013		On going	yes	1
Follow up on website advertising					6
Periodic website review/updates (banners, content)					7
Develop FAMA (1p) Overview					5
Update FAMA Brochure	10/1/2013	\$2,500			2
Shared Survey with FEMSA (award)	9/30/2013	\$3,150			
Promote FAMA member usage of FAMA member logo on websites and in company marketing					4
Develop Press Releases/Master Schedule	On Going				3
Assist Committees to develop timely releases					
2-wk reminder notices/follow-up					
Ensure proper messaging and graphics					
Board approval of all releases (via Karen)					
Newsletter (3x/y)					
Assist with theme/content					
Mission, Objectives, Policies & Procedures (MOPPs)					
Annual review; submit any recommended changes to the Board for approval (via Karen)					
<b>SCORECARD SUBMITTED DATE:</b>	<b>9/3/2013</b>				

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# Top Objectives

- We have set up regular monthly meetings
- Develop a 2014 Press Release Schedule
  - Keep up-to-date on the PR Schedule for the rest of 2013
- Plan to update our literature both a 1 page overview of FAMA and a New brochure
- We will look at updating the website to make sure the information is correct and it is functional.
- We will also look at increasing the members promoting FAMA.

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# **FAMA Links on Websites**

- For example we will try to increase the number of FAMA links on members websites
- Currently only 19 member of the 125 have a FAMA link
- 15.2%
- Once we get caught up on current projects we will take a look at our Mission, Objectives, Policies & Procedures (MOPPs) and see if we can recommend any changes.

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# Meeting Planning

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# Committee Members

- Kent Tyler – Chairman
- Grady North – Co-Chair
- Bruce Whitehouse – Board Liaison
- Bob Grimaldi – Site Coordinator

The mission of the Meeting Planning Committee shall be to strengthen the FAMA organization, enhance FAMA's service to its membership and the industry, and further the goals and objectives of FAMA through coordinating the planning and implementation of the semi-annual meetings.

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# Fall Meeting Statistics

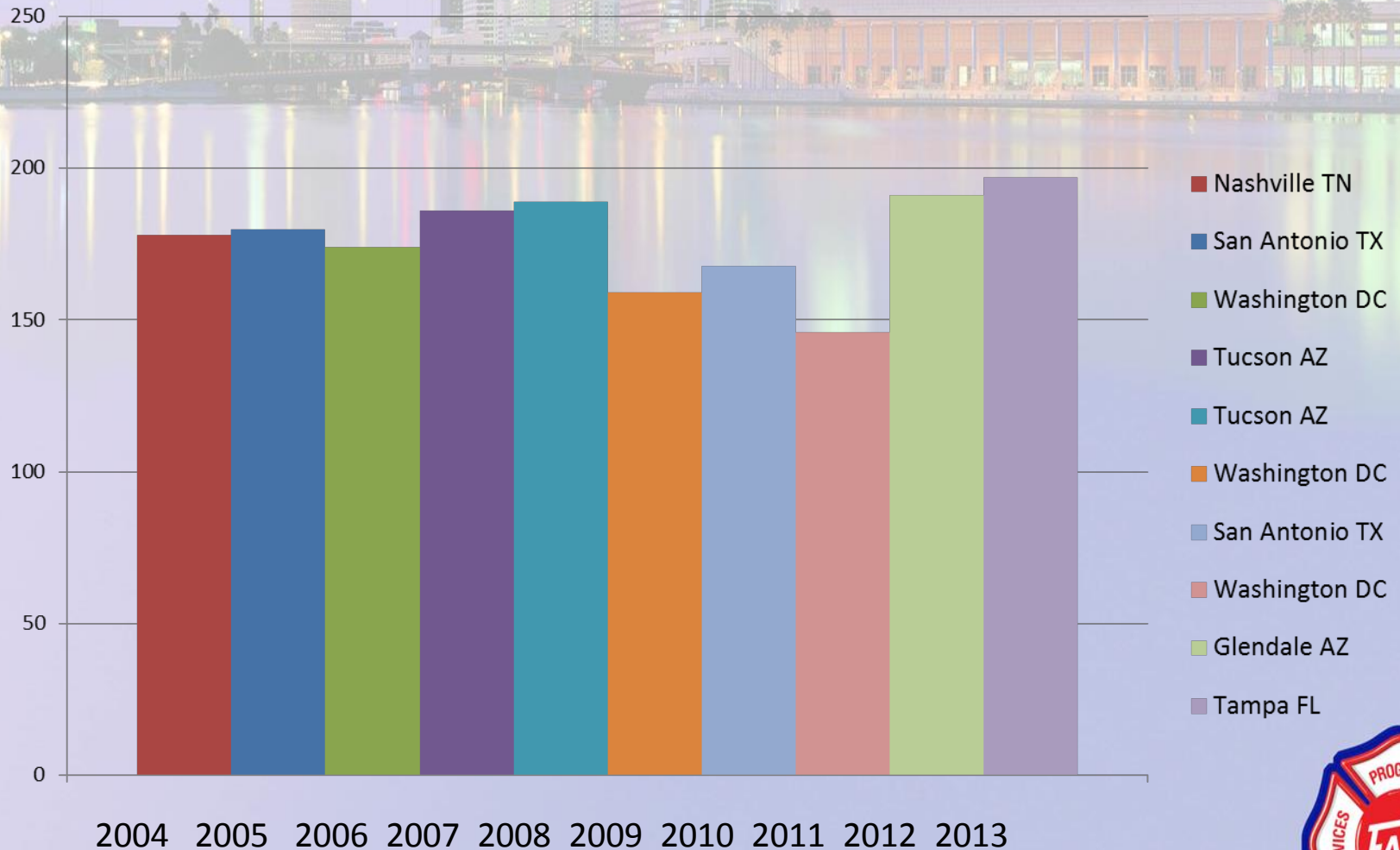
Location	Year	People	Nights	Fees	Ladies	Companies
Nashville TN	2004	178	378	\$ 175	19	96
San Antonio TX	2005	180	395	\$ 175	38	89
Washington DC	2006	174	349	\$ 175	25	94
Tucson AZ	2007	186	378	\$ 200	51	86
Tucson AZ	2008	189	401	\$ 200	38	87
Washington DC	2009	159	310	\$ 200	17	91
San Antonio TX	2010	168	400	\$ 250	29	95
Washington DC	2011	146	367	\$ 250	9	98
Glendale AZ	2012	191	456	\$ 250	20	109
<b>Tampa FL</b>	<b>2013</b>	<b>197</b>	<b>490</b>	<b>\$ 250</b>	<b>21</b>	<b>115</b>

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# Fall Meeting Trends

## Fall Meeting Attendees

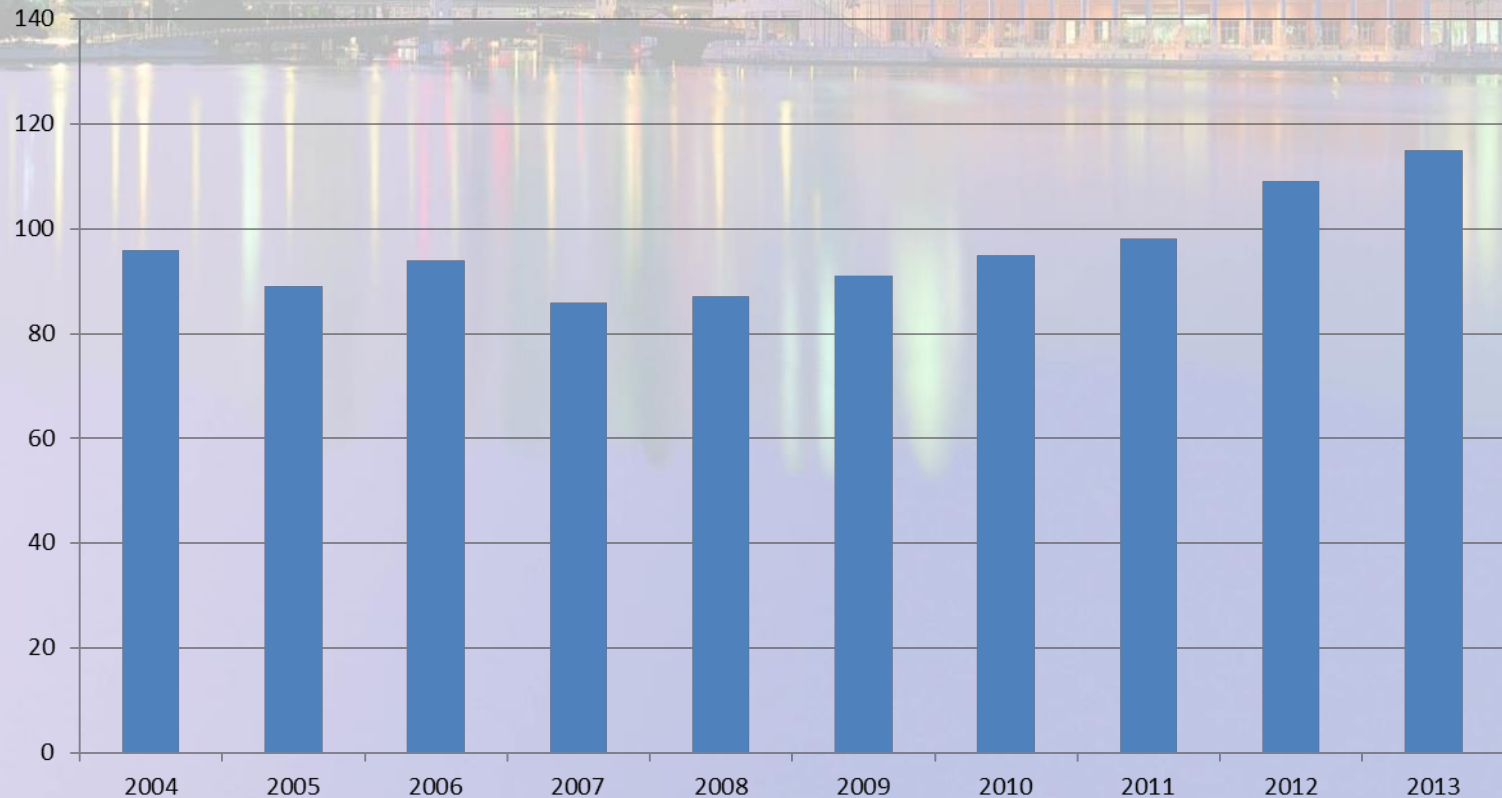


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# Fall Meeting Trends

Number of Companies



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# 2014 Spring Meeting March 15-18

- Wyndham Lake Buena Vista Orlando, FL



Downtown Disney



Hospitality Area

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# 2014 Fall Meeting October 8-10

- Marriott Plaza – San Antonio, TX



Famous River Walk



Hospitality Room

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# 2015 Spring Meeting March 21-24

- Casa Monica – St. Augustine, FL



Historic Hotel



Visit Old City

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# 2015 Fall Meeting October 7-9

- Marriott Renaissance – Baltimore, MD



Inner Harbor

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# MEMBERSHIP COMMITTEE

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# Committee Members

- Co-Chair - Gregg Geske, Waterous
- Co-Chair - Tim VanFleet, Akron Brass Co.
- Larry Dodson, Allison Transmission
- David Rutterman, Eagle Compressors, Inc.
- Rick Suche, Ft. Garry Fire Trucks
- Jerry Merges, Riverside / VisionMark
- Mike Bowman, Spartan Chassis
- Scott Edens, Fouts Brothers – Board Liaison

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# **Welcome New Members 2013**

- **APR Plastics Fabricating Inc.(2/13)**
- **USSC Group – Valor Seats (5/13)**
- **Austin Hardware and Supply (7/13)**

## **Pending Applications:**

- **Fire Trucks Unlimited –  
Guest: Brian Reyburn**
- **Protect-O-Burn –  
Pending Unit Shipment**

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# TOP PROSPECTIVE MEMBERS

- CSI Emergency Apparatus \*\*
- Innovative Controls \*\*
- HUB Fire Engines & Equipment
- Midwest Fire \*\*
- Precision Fire Apparatus \*\*

\*\* *Contacted w/Hi Probability of Joining*

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# **Committee Objective 2013**

- **Grow Membership 5%**
- **Develop Membership Retention Plan**
- **Engage Member Company Participation**

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# OPEN Action Items

- Mentor Program(new members) – Identify Contact from Committee or Members to take Lead
- Engage Committee – Copy on the TOP Prospective Members (Distribute List) – Take “5” to Talk About FAMA (Ongoing)
- Retention Pan – Board Input : Participation. Survey the Members??

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# Nominating Committee

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# Nominating Committee

## 2013 Committee

- Peter Darley, Chair
- Grady North, Co-Chair
- Greg Kozey, Board Liaison

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# Nominating Committee's recommended slate of nominees for 2014 FAMA Board

## Position

- President
- Vice President
- Treasurer
- Secretary
- Past President
- Sr. Director-at-Large
- Jr. Director-at-Large

## Member

- Bruce Whitehouse
- Phil Grace
- David Durstine
- Scott Edens
- Harold Boer
- Steve Toren
- Curt Ignacio

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# Statistics Committee

## **Committee Members**

Jack McLoughlin, Chair

Don Fishel, Co-Chair

Phil Gerace, Board Liaison

Harold Boer, Still Our Muscle-man

Chris Crowel, Member

Nick Langerock, Member

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# Statistics Committee

## 2<sup>nd</sup> Quarter Stats

- As of Aug 26th we have 28 respondents out of 37 who have completed 2<sup>nd</sup> quarter statistics.

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# Statistics Committee

**We need more participants!**

- We discussed the importance of gaining more participants for statistics.
- Currently we have 37 apparatus builders
- These include all the major apparatus manufacturers, but we would like to see more small builders reporting.

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# Statistics Committee

## Leading Indicators

- Fire Apparatus shipments seem to be correlated to total construction.

Construction related indicators:

- New housing permits
- Vacancy rates
- AIA work-on-the-boards survey
- Private vs Public construction

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# Statistics Committee

## Leading Indicators

- The number of firefighters and fire stations should be looked at as possible indicators.
  - Public Safety Source might be a good source for this investigation.

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# Statistics Committee

## Rhein Report on 2014 economy

- US housing starts is a traditional leading indicator for NAFTA diesel engine production.
- 9 month lead to production
- Current forecast is ahead of 2013 but leveling off.

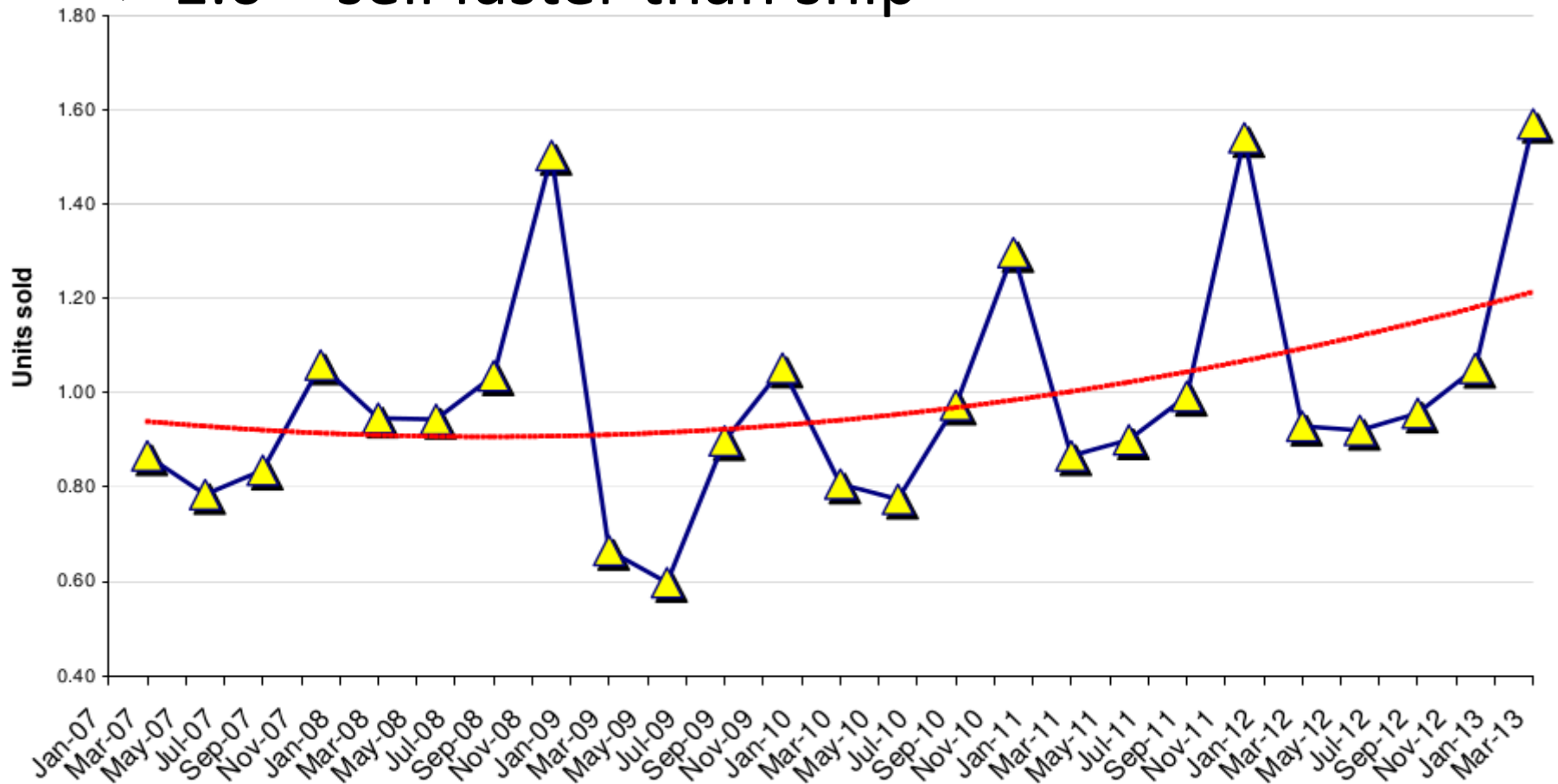
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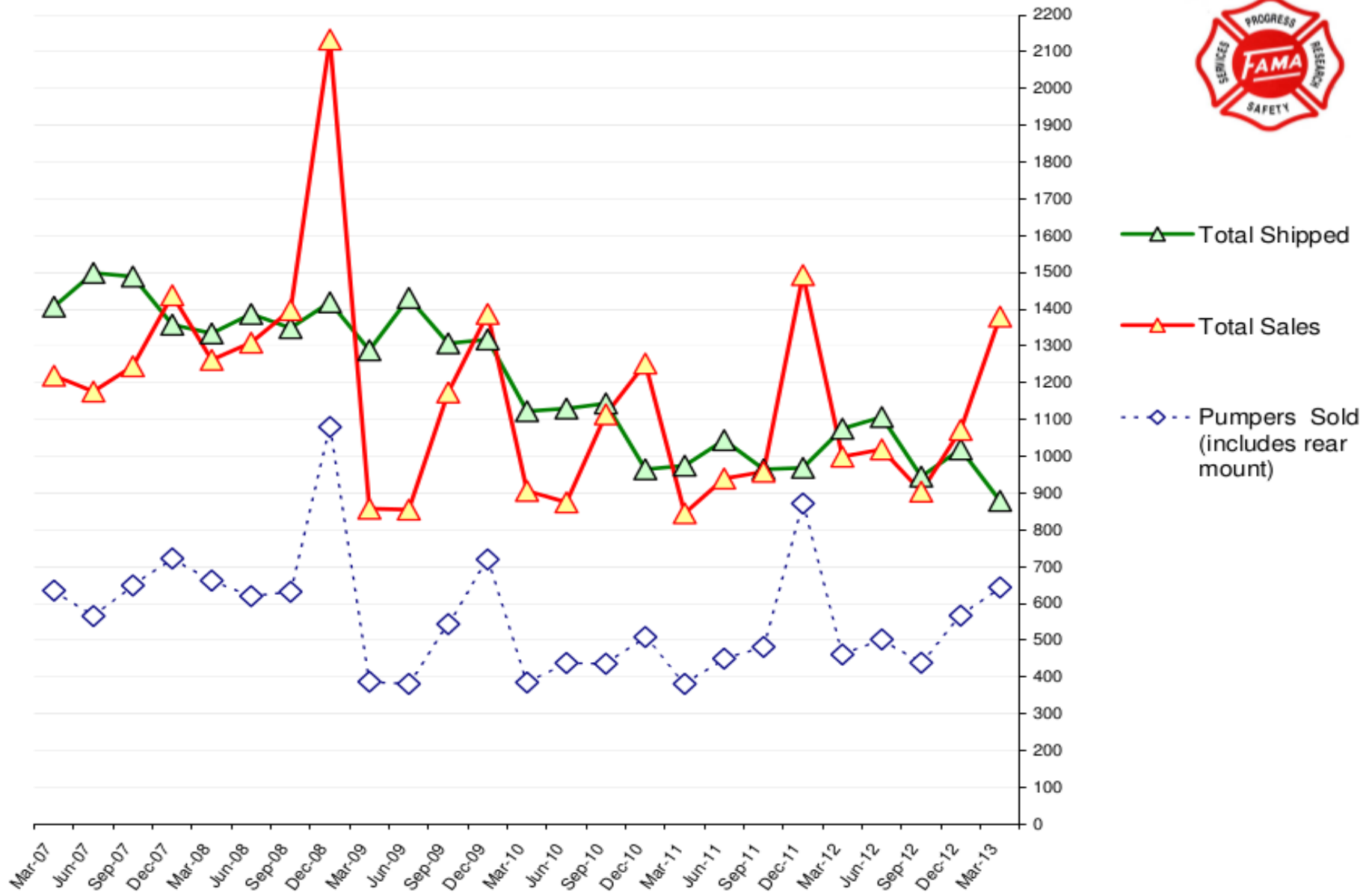
# Book to Build Ratio

2007 through 1<sup>st</sup> Qtr 2013

> 1.0 = sell faster than ship



# FAMA HISTORICAL TOTALS





# Statistics Committee

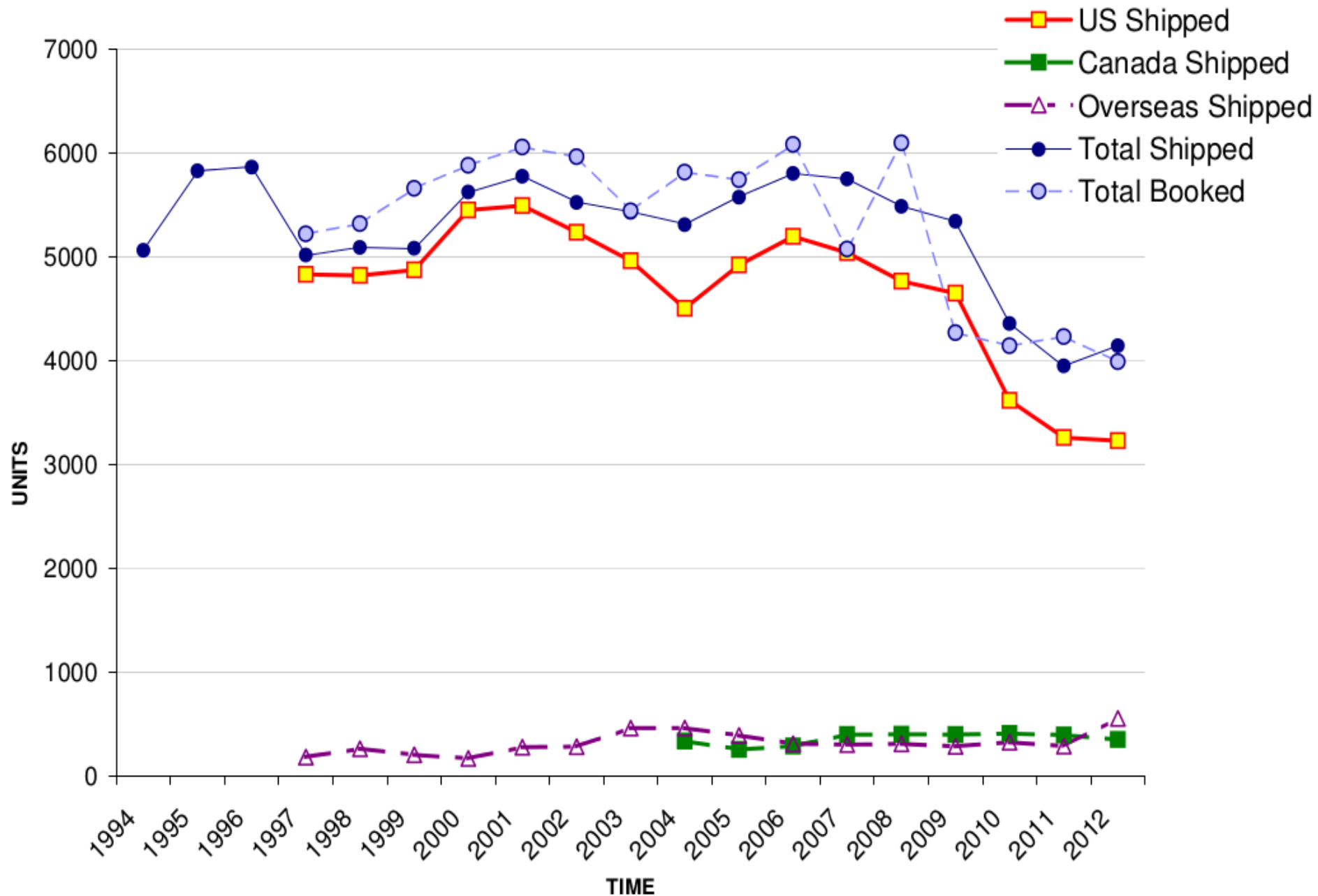
## Overseas sales

- The ratio of domestic to overseas sales has changed with more foreign sales being made.

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# HISTORICAL TOTAL VEHICLES BY YEAR



# **FAMA Technical Committee**

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# Technical Committee

## Co-Chairs

Roger Lackore  
Damon Lewis

## Aerial/Quint

Jim Salmi  
Jeff Aiken

## Body

Bill Proft  
Mike Lemieux

## Foam

Gregg Geske  
Mike Dupay

## ARFF

Grady North  
Marty Huffman

## Chassis

Tim Johnson  
Wes Chestnut

## Pumps & Plumbing

Doug Miller  
Chad Trinkner

## Ambulance

Steve Rowland  
Mike Franckowiak

## Electrical

John Doperalski  
Peter Luhrs

## Tech Ed

Dan Veselsky  
Lisa Barwick

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# Technical Committee 2013 Accomplishments

- *Fire Apparatus & Emergency Equipment* Magazine Articles
- Increased use of Basecamp
  - Training completed at FDIC
  - Acceptance increasing.
- Whitepaper Organization on Website
- DPF/SCR Guidance Document

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# Technical Committee 2014 Initiatives

- NFPA 1901/1906 Participation
- Fire Apparatus Safety Manual
- *Fire Apparatus & Emergency Equipment* Magazine Articles
- Common NHTSA Recall Policy
- EPA Future Regulations Engagement
- Fire Pump Selection Guide
- FDSOA Apparatus Symposium

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# NFPA 1901/1906 Highlights

- **FAMA Representatives**
  - Member: David Durstine
  - Alternate: Mike Schoenberger
- **Tasks groups meeting via conf calls**
- **First full committee meeting Sept 9 – 12, 2013 San Diego, CA**

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# NFPA 414

- **FAMA Representatives**

- **Member:** Mary Huffman
- **Alternate:** Paul Powell - Rosenbauer

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# NFPA 1500

- **FAMA Representatives**
  - Member: Roger Lackore (applied)
  - Alternate: **OPEN**
- **Fire service–related occupational safety and health program.**
- **Current edition 2013**
- **2017 Revision Cycle**
- **Begin next revision cycle work in 2015**

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# Fire Apparatus Safety Manual

- **DRAFT Posted on Basecamp for Committee Review**
- **Need plan for publishing and distribution**



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# **Fire Apparatus & Emergency Equipment Magazine Articles**

<b>Aug</b>	<b>ARFF Topic – Troy Padgett</b>
<b>Sep</b>	<b>VDR Success Story – Dave Durstine</b>
<b>Oct</b>	<b>Ambulance Topic – Steve Rowland</b>
<b>Nov</b>	<b>2014 Engines – Dave Drehabl</b>
<b>Dec</b>	<b>Fire Service Forecast – Paul Darley</b>
<b>Jan</b>	<b>Safe Apparatus Access Methods – Lackore</b>
<b>Feb</b>	<b>Rescue</b>
<b>Mar</b>	<b>Aerials</b>
<b>Apr</b>	<b>Apparatus Components</b>
<b>May</b>	<b>Fire Suppression Moving Water</b>

**Need  
Authors  
and  
Ideas**

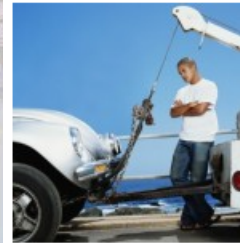
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# NHTSA Fire Apparatus Recall Policy



## Recalls & Defects



### Improving Safety On Our Highways

NHTSA encourages complaints from vehicle owners and drivers, conducts defect investigations and administers safety recalls to support its mission to improve safety on our nation's highways.

- Problem:
  - NHTSA does not provide clear guidance on what aspects of vocational trucks should be subject to recall.
  - Fire apparatus manufacturers are inconsistent in their approach.
- Solution
  - FAMA can create an interpretation that we call all follow to provide consistency and establish precedent.

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# EPA Future Regulations Engagement



United States Environmental Protection Agency

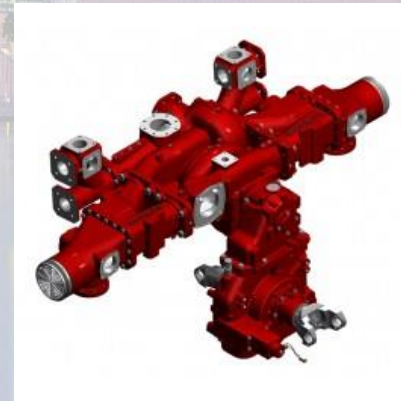
- Problem:
  - EPA is considering further Greenhouse Gas and Fuel Economy regulations beyond 2017
- Solution
  - FAMA needs to engage with EPA now so that their proposed regulations consider the needs of fire apparatus.

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# TC024 Pump Selection Guide - White Paper

- Educational Guide
- Describe in general terms
  - Pump drive methods
  - Pump locations
  - Pump capacity ratings
  - Governor types
  - Foam systems
- May include basic diagrams
- Reference NFPA Standards
- Post to FAMA Public Resource web page
- Potential Target Audience
  - End users
  - Dealer sales representatives
- Target completion date
  - 2<sup>nd</sup> quarter 2014
- FAMA Tech Committee/Pump & Plumbing Subcommittee Chairs
  - Doug Miller, Task Force Tips [drm@tft.com](mailto:drm@tft.com)
  - Chad Trinkner, Pierce Mfg. [ctrinkner@piercemfg.com](mailto:ctrinkner@piercemfg.com)
- Contact Doug to participate via Basecamp



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# **Support FDSOA Apparatus Symposium**

- **FAMA Tech Committee members met with FDSOA officials to plan FDSOA 2014**
- **A draft schedule of presentations has been developed**
- **FAMA provides Recommendations – it is still an FDSOA controlled event.**
- **Jan 19 – 22, 2014 Orlando**

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# FAMA Supported Presentations

AS0001	Ambulance Cot Mounting and Equipment Storage	Jim Green (NIOSH) Steve Rowland (Ferno) David Cole (Horton)	All these speakers have agreed to present.
AS0002	Allison Transmission Features, Diagnostics, and Troubleshooting	Rebecca Schenk (Allison) Service Tech (Allison)	
AS0003	2014 Engine Changes to Meet EPA Regulations	Drehobl (Cummins) Jim Ham (Navistar) Brian Chaput (Daimler)	All these speakers have agreed to present.
AS0004	Apparatus Seating and Occupant Restraints	Jim Chinni (IMMI) Jeff Krueger (USSC) Jeremy Andringa (Pierce)	All these speakers have agreed to present.
AS0005	How do you hold your hose?	Jason Witmer (KME) Tim Johnson (Rosenbauer)	Lackore needs to contact these speakers.
AS0006	Vehicle Data Recorder – The Fire Chief's Friend	Dave Durstine (Akron) VDR User (???)	Durstine needs to find a second speaker
AS0010	Ambulance Interior Climate Control	Chad Newsome (PL Custom) HVAC manufacturer	Chad agreed to present. Lackore needs to find an HVAC supplier.
AS0011	Engine DPF and SCR Guidance	Dave Drehobl (Cummins) Apparatus Mfg	Cummins agreed to present. Lackore needs to find and apparatus manufacturer.

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# FAMA Supported Presentations

AS0012	Ambulance Suspension Systems	Ambulance Mfgr (AEV) Greg Apel (Link Manufacturing)	Greg agreed to speak. Lackore needs to identify the right person from AEV to co-present.
AS0013	Pitfalls of Avoiding Apparatus Inspections	??? (UL) Detroit or NYFD	Lackore needs to contact UL. Petroff needs to nail down a FD speaker.
AS0015	Foam CAFs High Pressure	Neal Brooks (Darley) Tom Mettler (Waterous)	Both waterous and Darley have agreed to present. The names may change but these contacts are good. Grady North needs to create a presentation outline
AS0017	corrosion/paint	Lou Milanovich (PPG ind coatings)	Lou agreed to present. Grady North needs to create a presentation outline.
AS0018	chassis custom vs. commercial	Durstine	Durstine needs to create a presentation outline.
AS0022	App Innovations	Wilbur/Shand	Grady needs to write up a course description. Lackore spoke with Wilbur and Shand at FDIC. They seemed agreeable to a presentation of some sort.

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# Technical Committee

## 2013 Fall Tech Meeting

Special to Thanks our Meeting Sponsors



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# **Technical Committee**

## **2014 Spring Tech Meeting**

Thursday April 10<sup>th</sup>, 2014 (Morning)

OR

Friday April 11<sup>th</sup>, 2014 (Morning)

FDIC, Indianapolis Convention Center Indianapolis,  
IN

Looking for co-sponsors for this meeting.

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# **TRADESHOW COMMITTEE**

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# TRADESHOW COMMITTEE

- Committee Members
  - Brian Cassell
  - Alissa McGlone
  - Kim Morrow

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# • 2014 Fire Service Events Calendar

For updates, corrections, or additions contact Brian Cassell at 370-656-0324 or bcassell@kovatch.com  
(as of 9/17/2013)



# TRADESHOW COMMITTEE

## 2013 Tradeshow Attendance

- Firehouse World 3,559(a)/1,339(e)
- FDIC 24,795(a)/5,291(e)
- PA Fire Expo 14,900(a)/2,647(e)
- NY State Chiefs 12,016(a)/2,265(e)
- Firehouse Expo 7,760(a)/1,358(e)
- FRI 6,695(a)/2,514(e)

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# TRADESHOW COMMITTEE

## FRI Future Locations

- 2014 Dallas, TX 8/13-8/16
- 2015 Atlanta, GA 8/26-8/29
- 2016 San Antonio, TX 8/17-8/20
- 2017 Charlotte, NC 7/26-7/29
- 2018 Salt Lake City, UT 8/22-8/25
- 2019 Atlanta, GA 8/7-8/10
- 2020 Phoenix, AZ 8/19-8/22
- 2021 Charlotte, NC 7/28-7/31

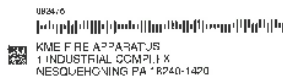
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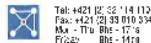


# TRADESHOW COMMITTEE

## Exhibitors Directory in the Fair Guide



KME FIRE APPARATUS  
1 INDUSTRIAL COMPLEX  
NESQUEHONING PA 15240-1420



Current entry:  
FIREHOUSE EXPO  
BALTIMORE

Organized by:  
Cyrus Expositions,  
Burnsville

Your current pre-registered company data is listed under the above event and besides the name and address also contains your telephone and facsimile numbers. Please note that the above cited trade show or event, as well as the cited organizer are possibly registered as trademarks for the named organizer or on behalf of another company. This reference is solely made for explanatory purposes and for the benefit of the trademark proprietor, without any intention of violating copyright or trademark law. FAIR Guide is independent, objective and not affiliated to any organizer or marketing association.



### Your unverified company data Expiry Deadline

Dear Sir or Madam,

Your current pre-registered data in the exhibitors directory is available in the form enclosure.

In case the verification and confirmation of the data is not done in a timely manner, these could be deleted or declared incomplete on the next data revision.

The update of your current data in the exhibitors directory is necessary for a free on-line contact with your company and to ensure that only accurate data be published.

As you are responsible for your company's fair participation, you are asked to submit any necessary corrections of your data under [www.fairguide.com](http://www.fairguide.com). Upon receipt of these modifications, your free listing will be displayed as verified and receive priority ranking. Should you wish to place an order for a payable insertion please use the attached order form. Modifying data free of charge can only be done online. The FAIR Guide is independent, objective and not affiliated to any organizer or marketing association.

We trust that you will check the accuracy of your listing and proceed with its update. As always we remain at your disposal.

Yours faithfully,

*Julian*  
Vice President

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## Exhibitors Directory for Fairs and Exhibitions

Please confirm the accuracy of your details with **FAIRGuide**  
This form is only for your current listing as an individual advertisement entry

Business Reply Mail Envelope enclosed

1. Correct your data right away in the spaces below!

Company name: KME FIRE APPARATUS ☐ correct

Street: 1 INDUSTRIAL COMPLEX ☐ correct

Postal code, city: NESQUEHONING PA 15240-1420 ☐ correct

2. Your entry has been published to date for free under the following event (additional entries may be included)

Exhibition: FIREHOUSE EXPO BALTIMORE

Organized by: Cyrus Expositions, Burnsville

3. Telephone: 570/440 51 92 ☐ correct Website: ☐ correct

Telex: 570/ ☐ correct Contact person: ☐ correct

E-mail: ☐ correct

4. Description of your business activity (use key words):

5. Level of operations: ☒ regional ☐ national ☐ Europe ☐ America ☐ Asia ☐ worldwide

Statistical data: yearly turnover:  employees:

6. Please also include your business card (for further enquiries) and your company brochure (if available).

7. Place, date:

Signature:

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