FAMA 2013 - SPRING MEETING

RANCHO MIRAGE, CALIFORNIA


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SERVICES
FAMA
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SAFETY
RANCHO MIRAGE, CALIFORNIA
Welcome


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Call to Order


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Opening Prayer


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Opening Remarks

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Introduction of Board Of Directors

New Members & First Attendees


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Roll Call


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Proof of Notice

CITY OF RANCHO MIRAGE FIRE DEPARTMENT

FAMA 2013 - SPRING MEETING

Sponsor Recognition

RANCHO MIRAGE, CALIFORNIA

Sponsors

THANK YOU TO THE FOLLOWING:

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Spring Meeting

UPF
UNITED PLASTIC FABRICATING

Hospitality/Souvenir Cups
Sponsor

Spring Meeting

WATEROUS

Monday Break
Sponsor

Spring Meeting

AMDOR®

SPECIALTY ROLL-UP DOORS

Tuesday Break
Sponsor

Spring Meeting

rosenbauer

Spouse Program
Sponsor

Spring Meeting

PPG Commercial Coatings

Bringing innovation to the surface.™

Business Speakers Sponsor

FAMA

Spring Meeting

MAXXFORCE
CUSTOM POWER®

Banquet Open Bar
Sponsor

FAMA

Spring Meeting

E-ONE

Monday Reception
Sponsor

Spring Meeting

Welcome Reception
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PROGRESS
SERVICES FAMA RESEARCH
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Spring Meeting

PennWell
EMERGENCY SERVICES GROUP™

Corporate Sponsor

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Introductions

Anti-Trust/Non-Discrimination Policy

Jim Juneau


PROGRESS
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SAFETY
Buisness Speaker


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Anirban Basu


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SAFETY
Break


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SAFETY
Treasurer's Report

Treasurer's Report

Thank you to Bruce Whitehouse for an excellent 2012.

SUMMARY OF 2012

FAMA finished 2012 with an operating surplus of $44,634.93.

- Combination of slightly higher income and expenses under budget.
- Our Net Worth increased by $84,634.93
- Part of that increase was due to a PREPAYMENT by Penn Well toward their 2013 sponsorship of $40,000.00

January & February 2013 Comments

Profit and Loss, Budget vs Actual

- $40,000 Sponsorship Line Item was collected in 2012
- Only achieved 90% of membership dues goal, still working on collections
- All Spring Meeting Sponsorships were sold and will be reflected in Q1 report. A first!
- Expenses seem to be in line with expectations or below.

January & February 2013 Comments

Balance Sheet

- FAMA is required to maintain in reserves 50% of previous year's expenses
- $146,796.04 has to stay in reserves
- This is somewhat of a moot point as FAMA is financially sound and has appropriate funding for current business

Board of Directors' Report

Board of Directors' Report

Since the Fall Meeting:

- Planning meeting in New Orleans
  – Items reviewed/plans?
- Phone conferences
  – Dec. 11
  – Jan. 16 w/committee chairs
  – Jan. 18
  – Feb. 15

Board of Directors' Report

Begin 2013 Financially Sound

– 2012 Income slightly above budget

– 2012 Expenses slightly lower than budget

– Thanks to all!

- Bruce
- Karen
- Sponsors
- Committees

Board of Directors' Report

Accomplishments

- Succession planning/Disaster Recovery plan in place
- FAMA Forum in *Fire Apparatus & Emergency Equipment* Magazine
- Strengthen meeting planning
- Timely reporting of stats
- Hill Day Success

Board of Directors’ Report

Accomplishments Continued

- Tech Committee
  - DEF/SCR Guide
  - Safety sign project
  - InfoPortal on Web
- Partner w/ IAFC and NVFC on safety and health week
- Send out N.A.M. Monday economic report
- Fire service survey – Over 2000 responses
- Continuing the “Phil Turner” scholarship. Thanks to Akron Brass

Board of Directors' Report

Initiatives

- First time/ new member welcome
- Enhanced Stats
- Enhance Spring/Fall Meeting Content
- More active recruitment of new members
- Work more closely w/ FEMSA on Fall mtg.
- FDSOA – continue to work with them to provide speakers and support content.
- Work with organizations like NAM to promote common interests

Board of Directors’ Report

Open Mic Initiatives

- Strengthen FAMA support to ER alliance at federal level
- Master communication schedule
- Organizational review was done
- Revenue focus
  - Sponsorships
  - Advertising
  - Fees
- Improve FAMA significance with NFPA membership and tech committee individuals

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Committee Reports

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Bylaws Committee

Bill Burns UPF Chair | Jeff Hunke Smeal Co-Chair

Report Sent

Nominating Committee

Peter Darley W.S. Darley | Grady North E-One Co-Chair

Report Sent


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Trade Show Committee
Brian Cassell KME Chair
Report Sent

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PROGRESS SERVICES RESEARCH SAFETY FAMA

Education Committee

Education Committee Survey Team

- Education Committee Members
- Tammy Laridaen, Co-Chair
- Jeff Hupke, Co-Chair
- Russell Chick
- Scott Edens
- Jim Ham
- Curt Ignacio
- Rebecca Schenk
- Phil Gerace, Board Liaison

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Education Committee Survey Reports

- Successful survey completions rates for 2012-2013 surveys!
  - Industry Survey [1,500+ completed vs. 225 in 2011 – 600% improvement]
  - Member Survey [116 completed vs. 92 in 2011 – 26% improvement]
  - The industry publications and organizations really stepped up to help us this year. Special thanks to IAFC, NVFC, PenWell, FIREHOUSE, Fire News, and Fire Fighting in Canada

FAMA/FEMSA Annual Industry Survey Report for 2012

(Completed February 2013)

Geography of respondents [91% from US, 9% from Canada, 47 states and all Canadian provinces represented]

Pacific West–6%
West–4%
Central–10%
Mid West–22%
Mid South–9%
Southeast–12%
Mid Atlantic–20%
North East–6%
Canada–9%

Position of respondents [Almost half were either Chiefs or other officers]

Fire chief/commissioner	25%
Company officer	21%
Firefighter/driver/operator	19%
Assistant Chief	14%
Training officer/training chief	9%
Battalion Chief	4%
EMT/paramedic	3%
Other	5%

Trends affecting the industry [Respondents were asked to provide their thoughts on trend in the industry. Their thoughts were grouped into categories.]

Economy/budget cuts/lack of funding/grants	33%
Issues with staffing/less staffing/manpower	14%
Safety/protective gear/car accidents/health & fitness	10%
Cost/price increase/cost effective	8%
Apparatus height or weight/outdated equipment/afford equipment	7%
Reduced volunteers/lack of volunteers/issues with volunteers	6%
NFPA standards/meeting standards/increased standards/compliance	6%
Social media/media/technology/ communications/marketing	6%
Increased EMS calls/handling EMS/data mgt	5%
Poorly trained/less training/training requirements/training	5%

Anticipated actions due to the economic conditions [Respondents were asked what actions they would take.]

	2012 (n=2,005)	2011 (n=225)	2010 (n=81)	2009 (n=1,072)
Postpone planned purchases	40%	Not asked	62%	66%
Reduce number of planned purchases	36%	Not asked	54%	58%
Standard operating procedures will change	32%	46%	21%	29%
No anticipated actions due to economic conditions	27%	Not asked	Not asked	Not asked
Refurbish existing apparatus	26%	35%	32%	21%
Fees for service levied	15%	18%	15%	26%
Reduce staff	13%	19%	26%	24%
Forced to acquire non-NFPA compliant apparatus	6%	7%	5%	3%
Cancel planned purchases	6%	Not asked	31%	25%
Other	4%	31%	14%	10%

Anticipated trends over the next two years:

	Equipment Budget		Apparatus Budget	
	2012 (n=2,005)	2011 (n=225)	2012 (n=2,005)	2011 (n=225)
Increase	24%	27%	22%	27%
Stay the same	58%	53%	61%	51%
Decrease	19%	20%	18%	22%

Federal Grant info [Respondents were asked if they had received grant money and what it was for.]

	2012 (n=1,072)
Yes	27%
No	60%
Not sure	13%

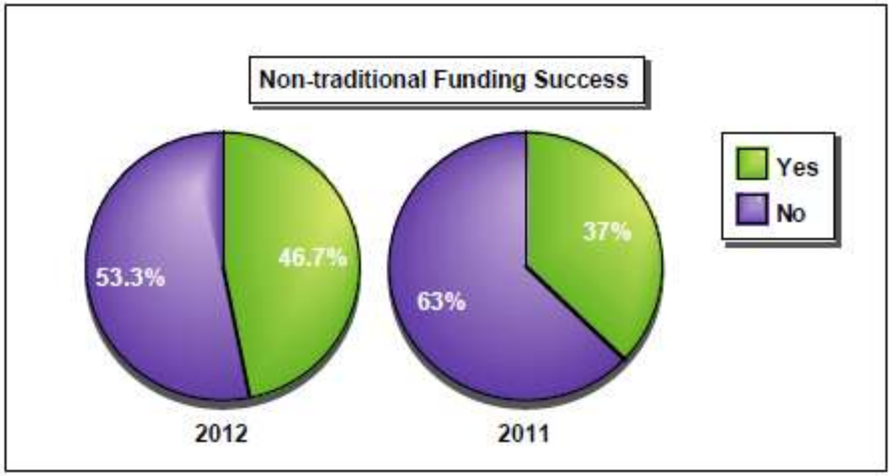
	2012 (n=432)
Equipment	57%
Staffing	25%
Apparatus	17%

Funding: [Respondents were asked how their budgets were funded and if non-traditional methods were successful.]

Three-fourths of equipment budgets and apparatus budgets are funded by tax revenue. This is an increase over figures from 2011. (Note: n=1,604.)

(Note: Although respondents were requested to have percentages add up to 100%, in many cases they did not.)

	Equipment Budget		Apparatus Budget	
	2012	2011	2012	2011
Tax revenue	76%	66%	75%	54%
Fundraising	19%	8%	20%	6%
Municipal bonds	9%	4%	23%	9%
Grants	14%	8%	18%	8%
Other	18%	3%	20%	3%



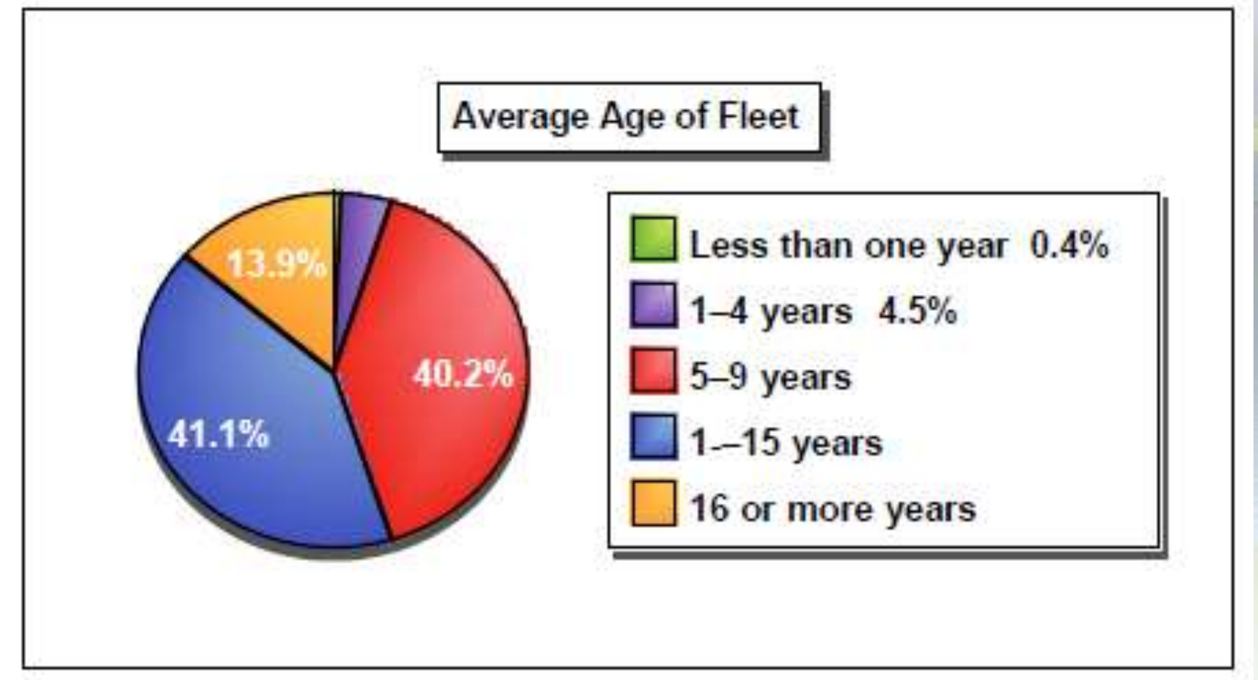
Department trends:

Staffing Levels	2012 (n=1,935)	2011 (n=225)	2010 (n=81)	2009 (n=1,072)
Increased	22%	21%	19%	27%
Stayed the same	53%	51%	54%	51%
Decreased	25%	27%	27%	23%

Equipment Budgets	2012 (n=1,935)	2011 (n=225)	2010 (n=81)	2009 (n=1,072)
Increased	20%	21%	16%	19%
Stayed the same	54%	48%	37%	44%
Decreased	26%	31%	47%	37%

Apparatus Budgets	2012 (n=1,935)	2011 (n=225)	2010 (n=81)	2009 (n=1,072)
Increased	20%	22%	19%	19%
Stayed the same	58%	54%	42%	45%
Decreased	23%	24%	40%	36%

Average Age of Fleet:



Major purchases: Do you anticipate making a major purchase in the next year and what do you expect to purchase?

(Do you anticipate making a purchase during the next fiscal year?)

Four out of ten fire departments anticipate making a major purchase during the next fiscal year; 33% indicated they would not be. Compared to last year's results, fewer fire departments anticipate making a purchase. Those indicating they are not sure doubled from last year's survey. (Note: n=2,005.)

	2012 (n=2,005)	2011 (n=225)	2010 (n=81)
Yes	40%	56%	37%
No	33%	30%	32%
Not sure	28%	14%	31%

(What do you anticipate purchasing?)

Of those anticipating a purchase, 92% anticipate purchasing an apparatus and 76% plan to purchase equipment. The percent planning to purchase apparatus increased from the 2011 survey results. (Note: n=769.)

(n=127)

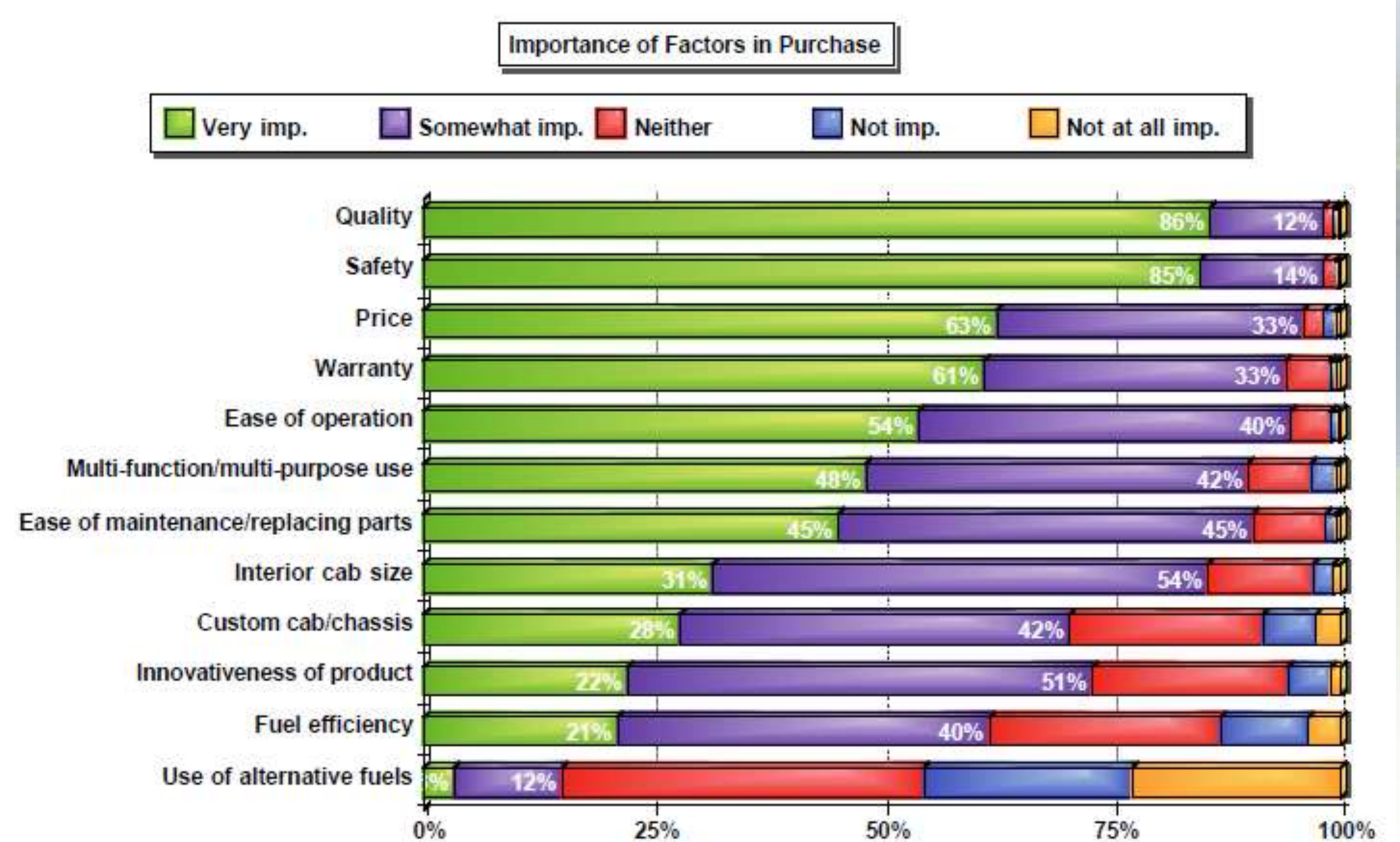
	2012 (n=769)	2011 (n=??
Apparatus	92%	81%
Equipment	76%	77%
Training	44%	46%
Computer hardware/software	36%	47%
Fire station furnishings	25%	31%
Fire station	---	21%

Major purchases: What apparatus does your department anticipate purchasing in the next two years?

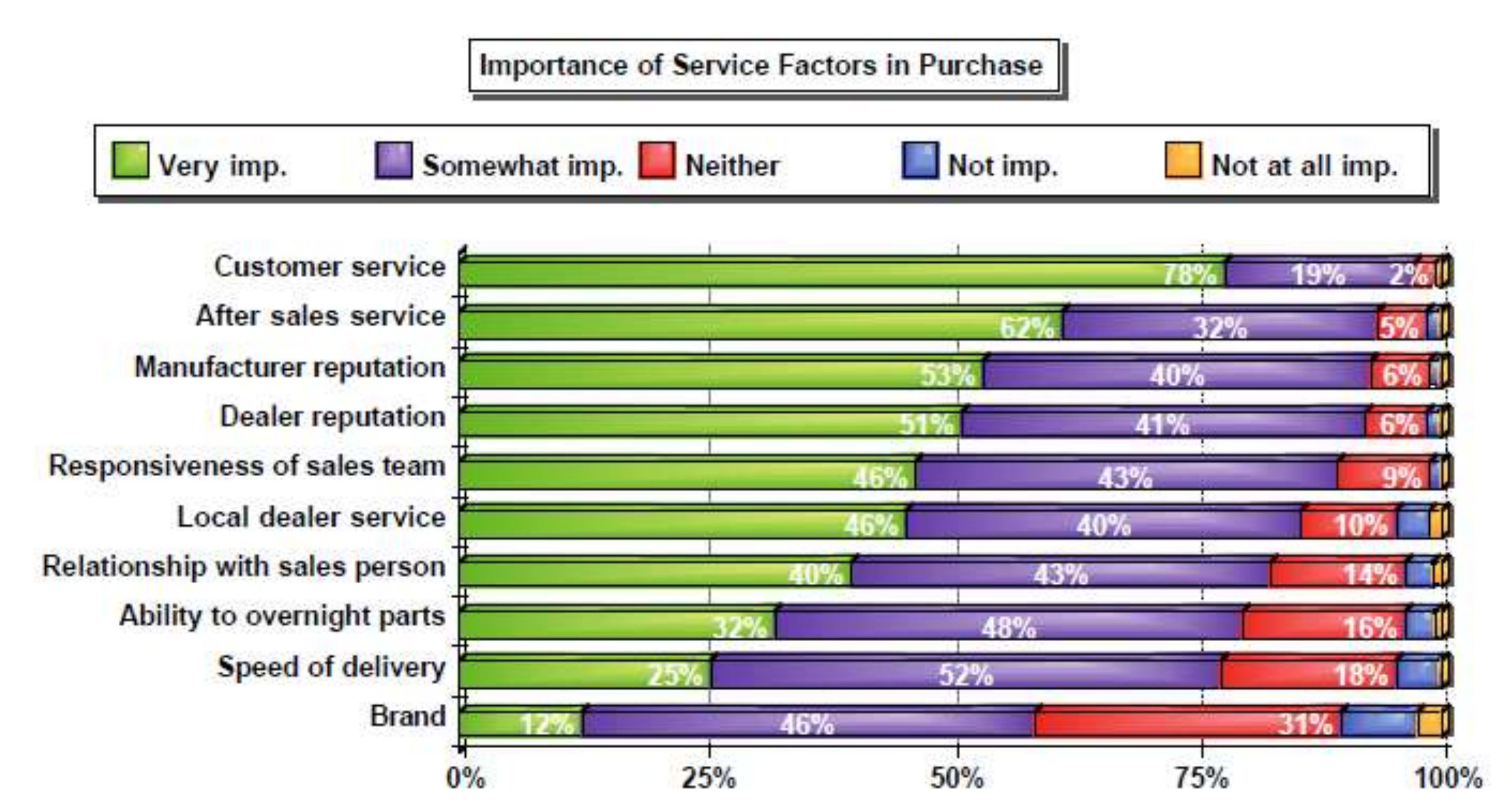
	2012 (n=614)	2011 (n=225)
Pumper	56%	56%
Aerial	23%	5%
Ambulance transport	18%	20%
Rescue	14%	14%
Wildland	10%	13%
Utility truck	7%	13%
Heavy rescue	7%	7%
Command center	2%	4%
ARFF (Airport Rescue Firefighting)	2%	3%
Tanker	---	10%
Other	15%	28%

Important factors in Apparatus/Equipment purchase decision:

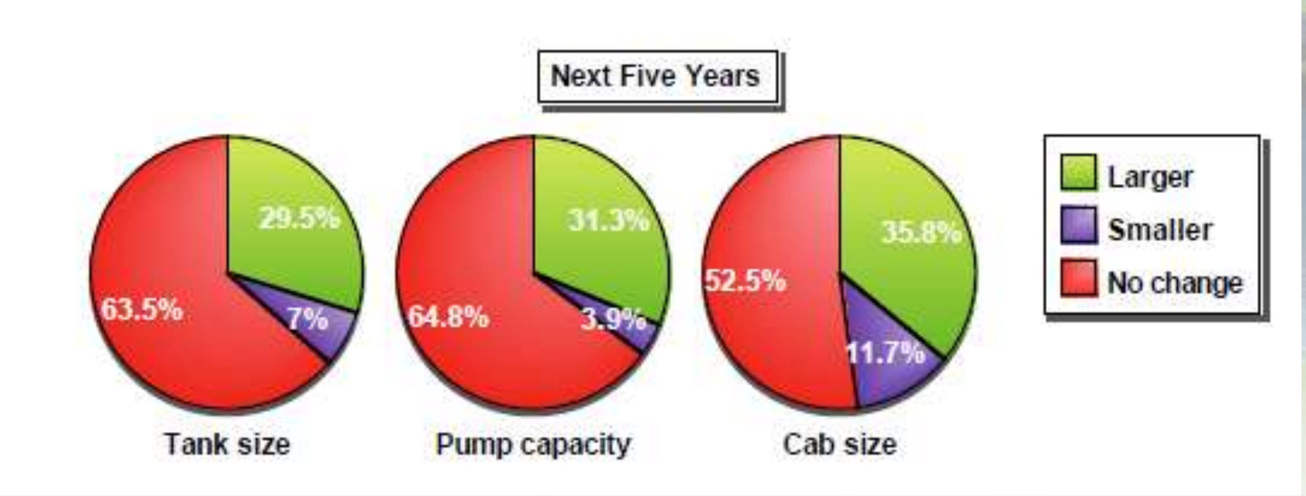
Please rate the important factors (n=2,005)?



Service Factors: How important are the following service/manufacturer attributes in the purchase of a new apparatus (n=2,005)?

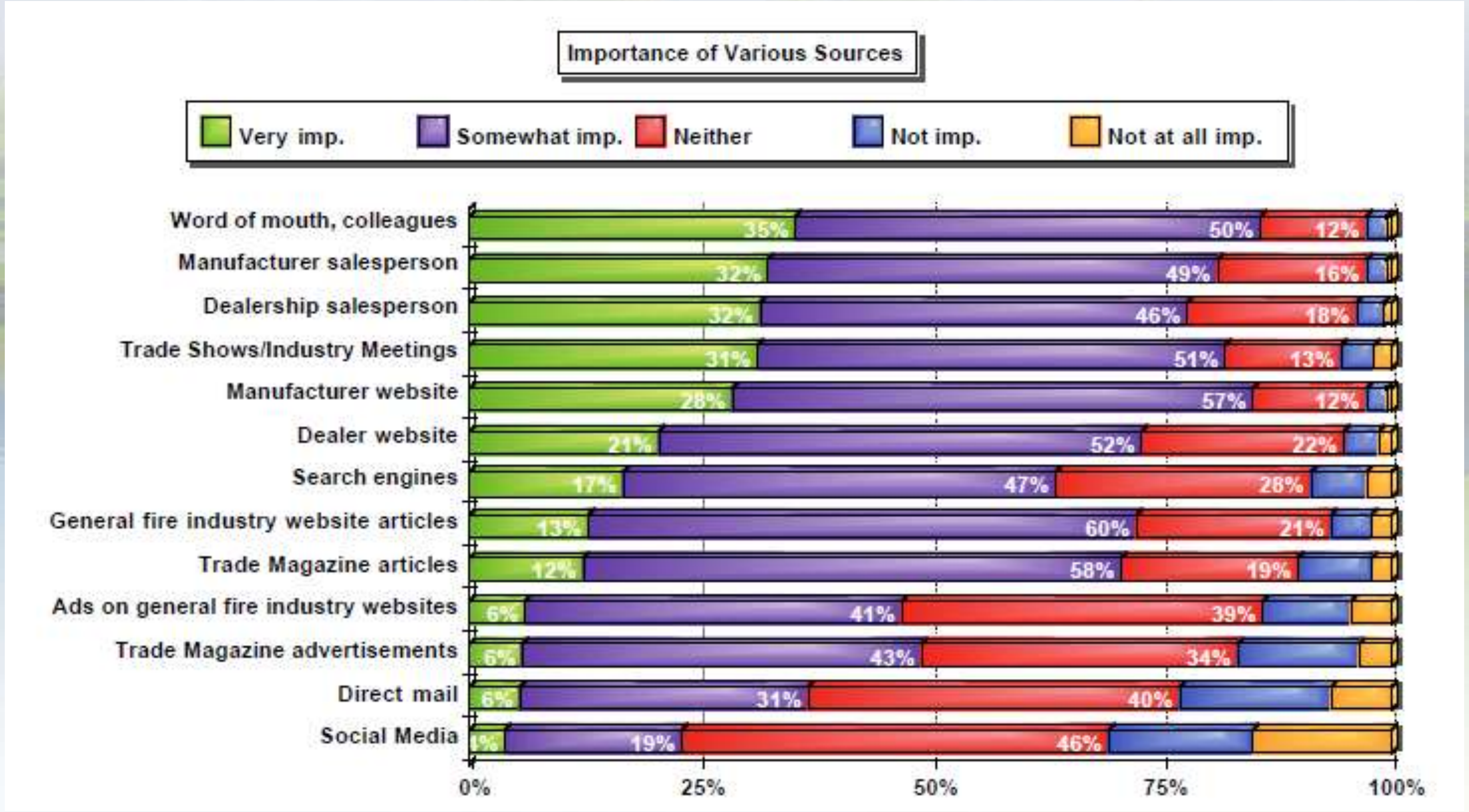


Future Trends: We asked respondents what will be changing over the next five years (n=1,872)?

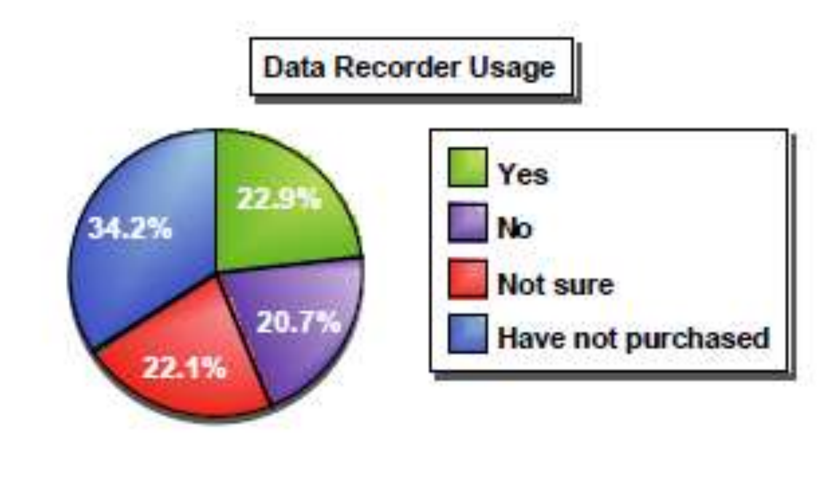


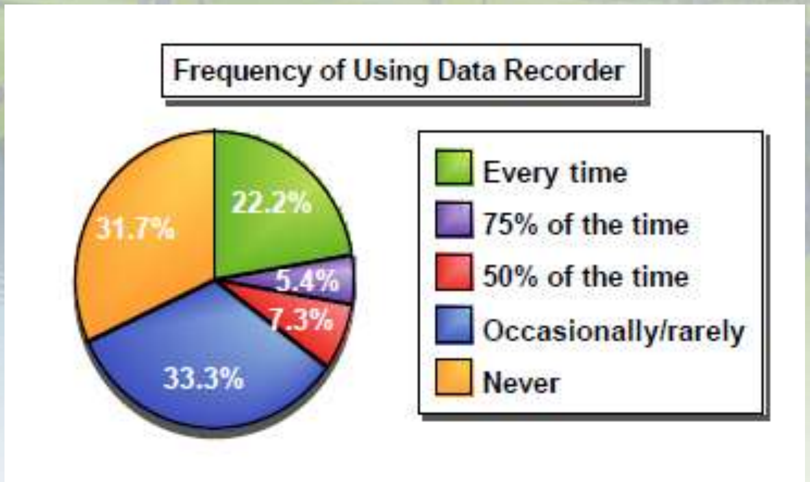
Purchasing Overview

Importance of sources: We asked respondents to rate the importance of the following information sources (n=1,604)?

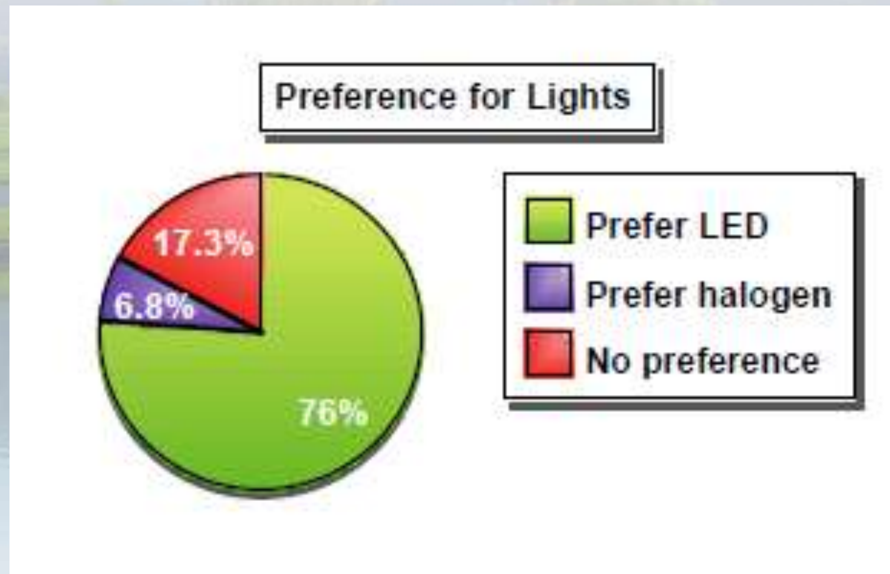


Data Recorder: We asked respondents who have purchased a new vehicle since 2009 if they have used the data reorder and how often they used it.

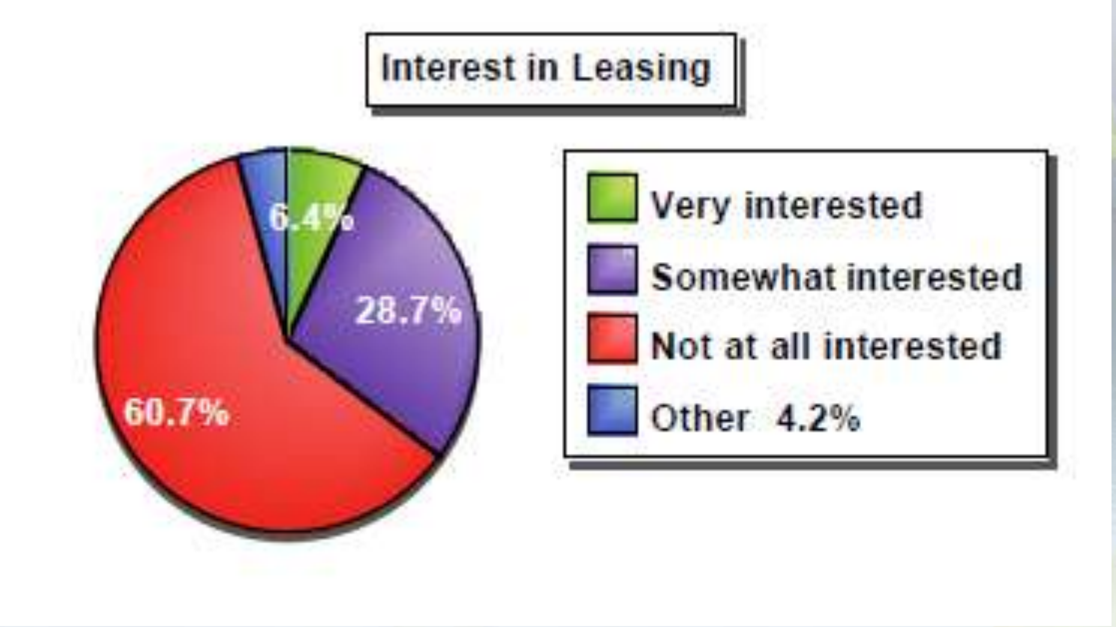




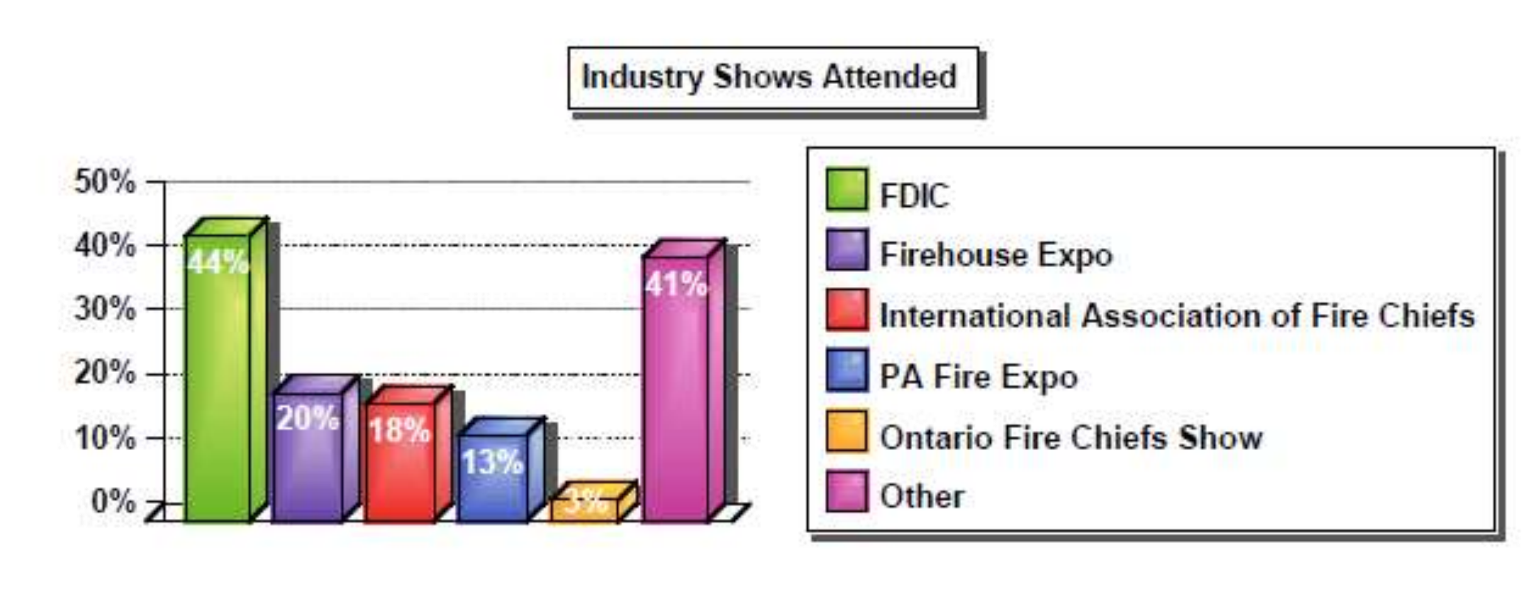
Scene Lighting: We asked respondents about their scene lighting preference (n=1,935).



Leasing: We asked respondents about their interest in leasing from manufacturers (n=1,604).



Trade Shows: We asked respondents about their trade show attendance over the last three years (n=1,604).



End User Needs: We asked respondents what apparatus manufacturers could do to better meet needs (n=1,585).

7. Suggestions for Better Meeting Needs

Respondents were asked to provide suggestions for what an apparatus manufacturer can do to better meet needs. These comments were then grouped into categories.

Thirty-nine percent could not come up with a suggestions; 20% indicated "lower cost/help with funding/help with grant writing/discounts/financing options/economy." (Note: n=1,585.) See Appendix B for complete list of verbatim comments.

None/I don't know/NA/no	39%
Lower cost/help with funding/help with grant writing/discounts/financing options/economy	20%
Maintain or improve quality/maintenance	4%
Better design/narrower cabs/back to basics/no more height/storage	4%
Newer/better trucks/multi-functional/dependable/reliable	3%
Standardize/wide range of stock/less fancy/basic/less bells	3%
More detail/on top of changes/manuals/site visits/demos	3%

We also asked respondents what FAMA/FEMSA could do to best help fire chiefs find & access funding (n=1,585).

Over half of the departments most want FAMA/FEMSA to help raise overall awareness of funding sources. This mirrors the information gathered in 2011. (Note: n=1,581.)

	2012 (N=1,581)	2011 (N=225)
Raising overall awareness of funding sources (federal, state, private, etc.)	56%	54%
Training for accessing potential sources of funds.	25%	21%
Defining criteria for selecting the best source (matching needs with source)	19%	24%

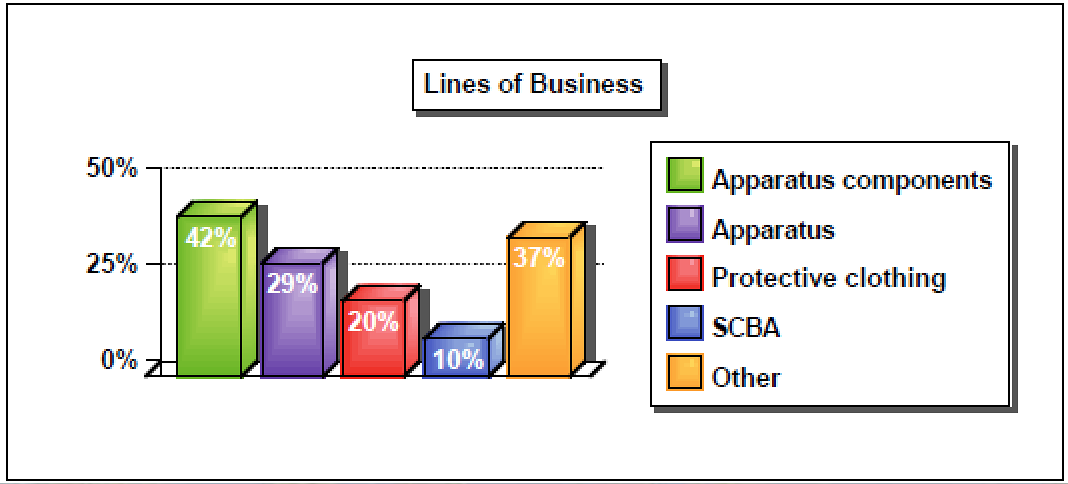
FAMA/FEMSA Annual Member Survey Report for 2012

(Completed February 2013)

Member Trends

What line(s) of business are you in?

Forty-two percent of respondents sell apparatus components and 29% sell/manufacture apparatus. Thirty-seven percent of respondents indicated “other” as their type of business.



Where is your primary business?

Midwest US	27%
Northeast US	25%
Southeast US	21%
Western US	18%
Canada	16%
Other	13%

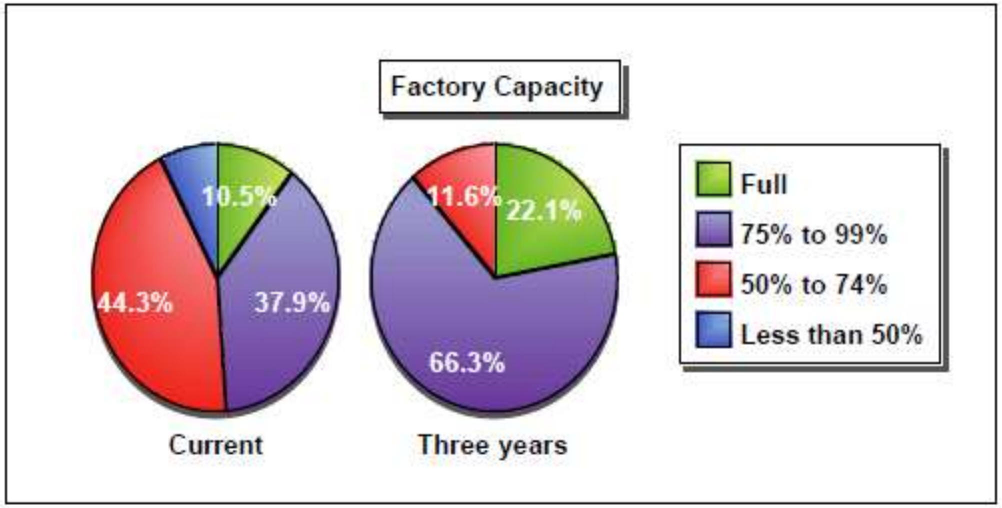
What are the biggest trends affecting your business?

Economy/Budget cuts/Lack of funding/grants/market down	65%
NFPA standards/meeting standards/protocol/gov regulations	8%
Technology/e-business/media	5%
Issues with staffing/less staffing/recruitment & retention	4%
Distributor channel/production/large products	4%
Cost/price increase	3%
Do more with less/short term thinking	3%
Pay & benefits/pension/healthcare costs	3%

Capacity:

(What is your current factory capacity/what will it be in three years?)

Eleven percent of respondents' factories are currently full and 38% are running at 75% to 99% of capacity. Within three years, 22% are anticipated to be at full capacity and two-thirds will be at 75% to 99% of capacity. (Note: n=124.)



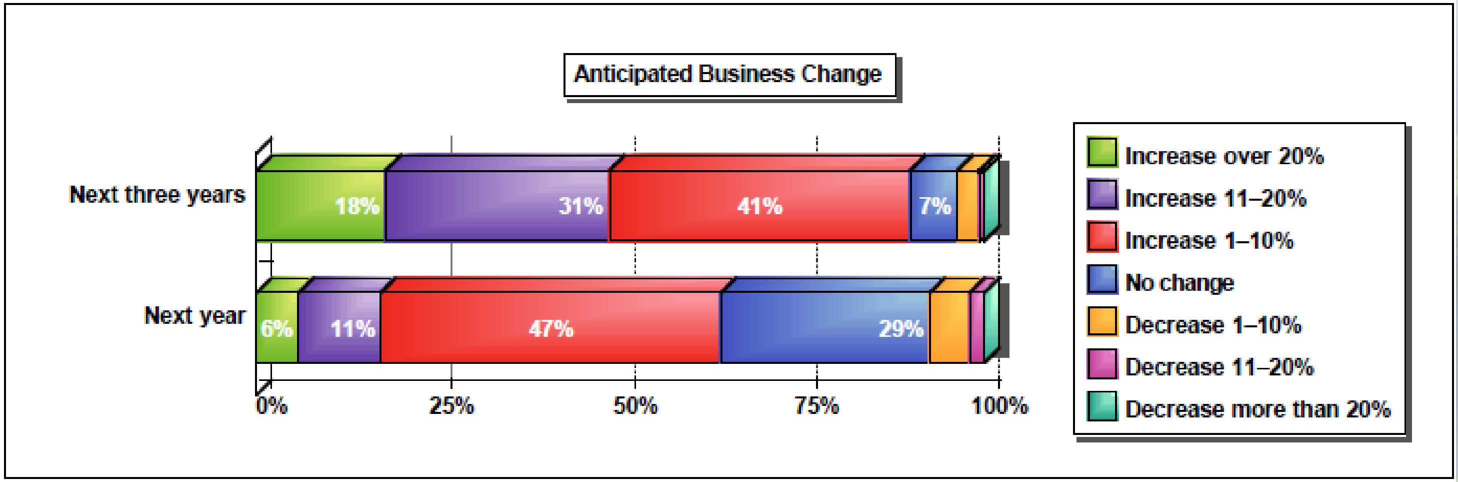
In comparing the three-year projections from this year's study to last year's study; results were similar. However, factories are running at a lower capacity overall this year as compared to last year.

	Current		Three years	
	2012	2011 (n=75)	2012	2011 (n=75)
Full	11%	9%	22%	24%
75% to 99%	48%	54%	66%	67%
50% to 74%	44%	32%	12%	9%
Less than 50%	7%	5%	0%	0%

Business Change:

(How do you expect your business to change over next year/next three years?)

Just less than two-thirds of respondents (64%) expect their business to increase next year and almost all (90%) expect their business to increase during the next three years. Eighteen percent of respondents anticipate their business growing over 20% during the next three years and 31% believe it will grow 11% to 20%. (Note: n=136.)

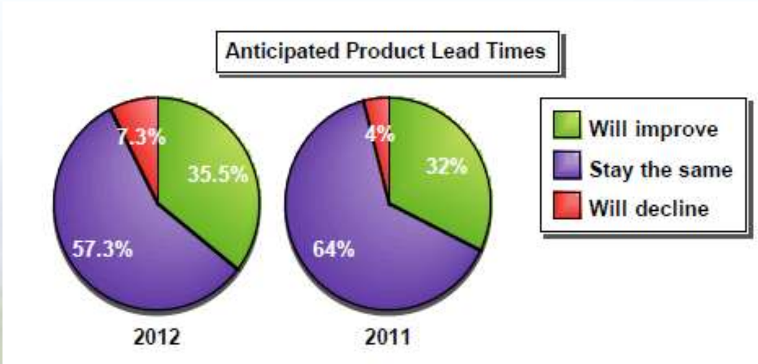


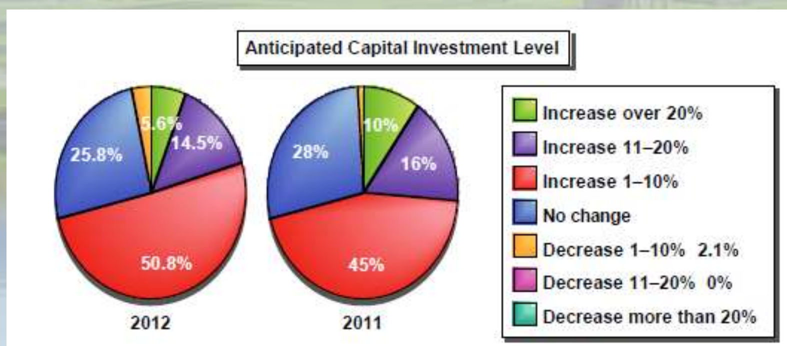
Results from the 2012 study mirror those from the 2011 study.

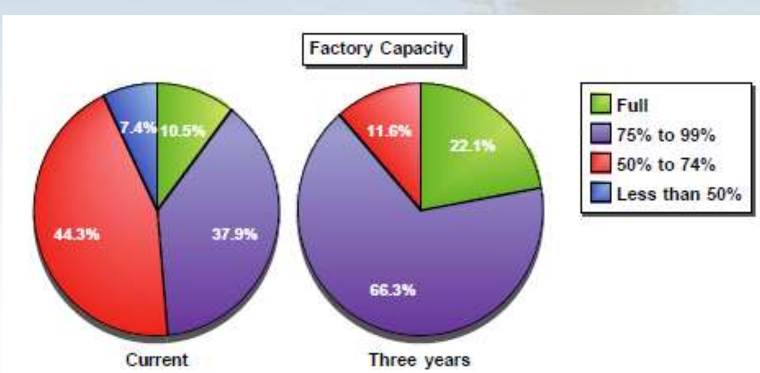
	Current		Three years	
	2012 (n=136)	2011 (n=92)	2012 (n=136)	2011 (n=92)
Increase over 20%	6%	9%	18%	17%
Increase 11-20%	11%	13%	31%	37%
Increase 1-10%	47%	42%	41%	39%
No change	29%	24%	6%	4%
Decrease 1-10%	5%	12%	3%	2%
Decrease 11-20%	2%	0%	<1%	0%
Decrease more than 20%	0%	0%	0%	0%

Member Trends

Lead Times, Capital Investment & Capacity:





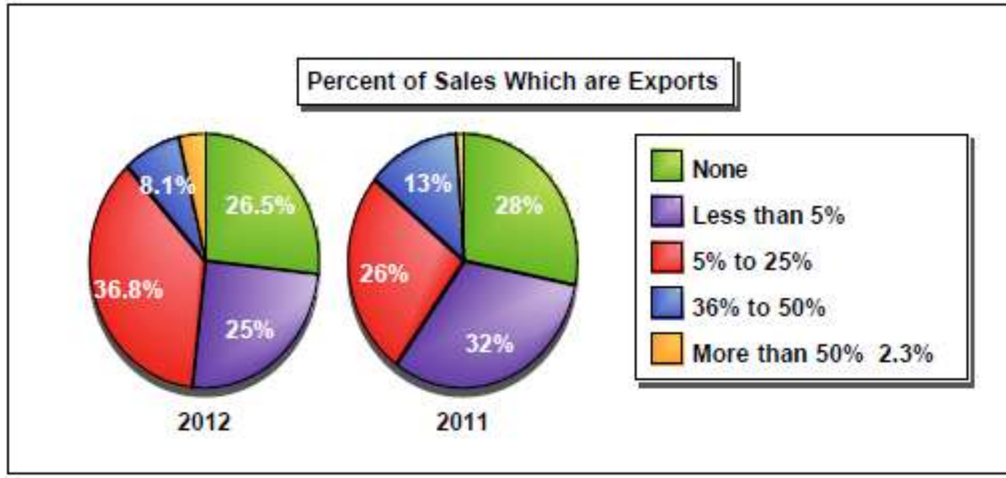


Export Sales:

(What percent of your sales do exports represent?)

Seventy-two percent of respondents indicated at least some of their sales are from exports–25% indicated exports are less than 5% of their overall sales and 37% export 5% to 25% of their overall sales. (Note: n=136.)

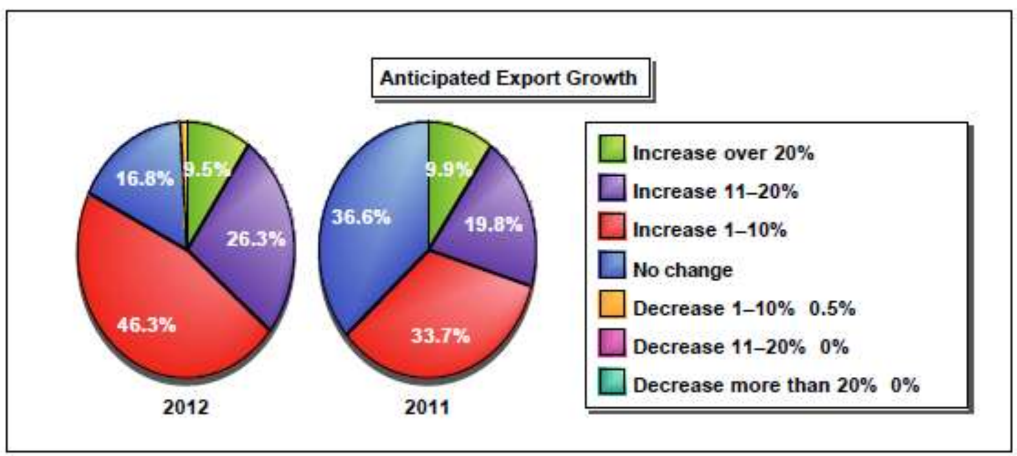
Overall, the percent of sales which are exports grew slightly from 2011 to 2012.



(Over the next three years, what do you expect to happen with the level of exports from your company?)

Eighty-two percent of respondents expect exports to increase, the remaining respondents do not project a change. (Note: n=136.)

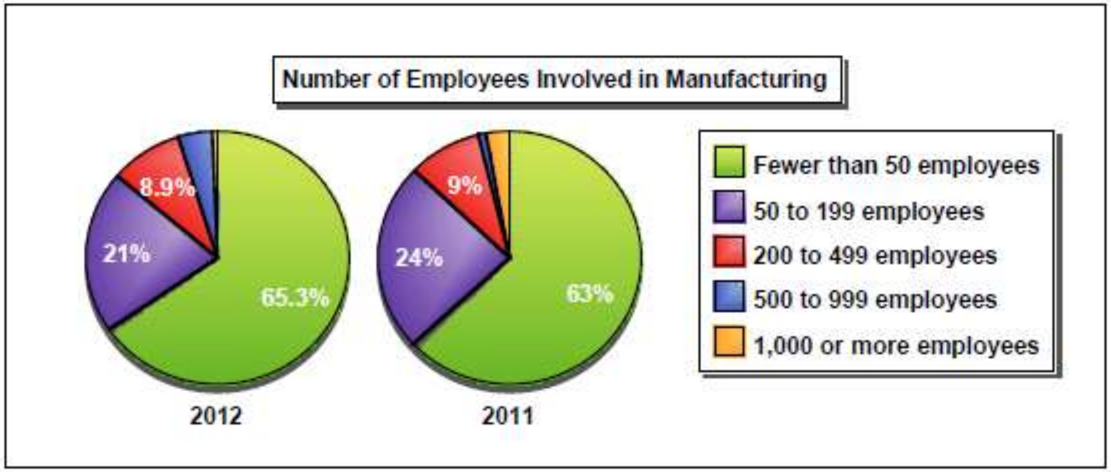
Respondents to the 2012 survey are anticipating higher export growth than those respondents from the 2011 survey.



Employment:

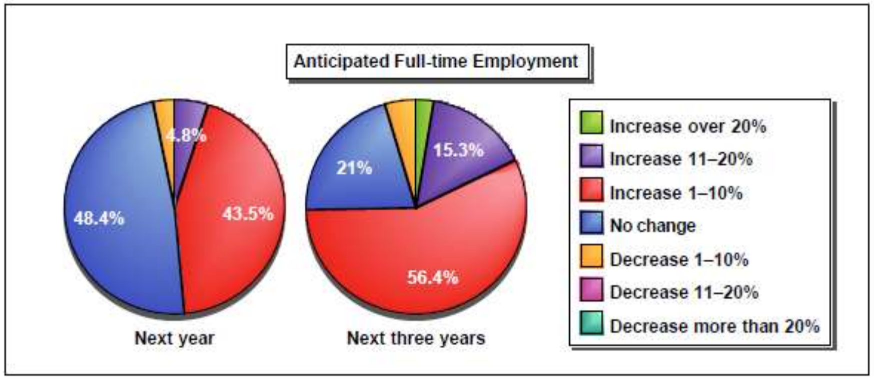
(How many of total employees at your company are involved in fire apparatus or equipment manufacturing?)

Just less than two-thirds of member companies have fewer than 50 employees involved in manufacturing; 4% have 500 or more employees. (Note: n=92.)



(What is your planned full-time employment for next year/next three years?)

During the next year, the majority of members believe full-time employment will increase (48%) or stay the same (48%). Over the next three years, 74% of members believe full-time employment will increase. (Note: n=92.)



Concerns:

(How concerned are you about each of the following issues? Please rate on a scale of 1 to 5, where 1=does not impact my business and 5=keeps me up at night.)

Health care costs and the overall economic conditions are what keep members up at night. The housing market and availability of credit are the least worrisome. (Note: n=120.)

This is similar to last year's results.

	Keeps me up at night (5)	(4)	(3)	(2)	This does not impact my business (1)
Health care costs	38%	35%	16%	8%	3%
Overall economic conditions/general sales declines	32%	46%	18%	4%	0%
Insurance costs	31%	33%	22%	13%	<1%
Funding/budgets	29%	44%	20%	6%	<1%
Federal regulation	24%	32%	26%	14%	4%
Federal taxes	22%	33%	27%	14%	4%
State/local taxes	14%	29%	34%	18%	5%
Industry conditions	14%	44%	35%	7%	0%
Liability	12%	22%	40%	20%	6%
Energy costs	7%	28%	39%	24%	<1%
Cost of raw materials	7%	30%	41%	19%	3%
Competition	6%	27%	49%	16%	3%
Housing market	4%	20%	27%	25%	24%
Availability of credit	2%	12%	33%	39%	14%

Strategies:

2. Strategies Using for Economic Times

(Which of the following strategies are you using to get through these tough economic times?)

Two-thirds of members are trying to become more diversified by entering new markets as one of their strategies. Forty-four percent indicated that they are focusing more on exports. Only 4% are utilizing green technologies. (Note: n=120.)

The results from the 2012 study mirror those of the 2011 study.

	2012 (n=120)	2011 (n=92)
Becoming more diversified by entering new markets	67%	66%
Focusing more on exports	44%	46%
Focusing on higher margins	43%	42%
Becoming more specialized by focusing on niche markets	41%	41%
Becoming more diversified by entering new markets or focusing on several markets	41%	40%
Developing partnerships/outsourcing	23%	24%
Becoming a low cost provider	22%	18%
Other	9%	13%
Utilizing green technologies	4%	8%

3. Most Successful Strategy

(Which of the strategies listed do you think is or will be the most successful?)

One-third of respondents believe entering new markets will be the most successful strategy; 16% indicated focusing more on exports. (Note: n=120.)

	2012 (n=120)
Becoming more diversified by entering new markets	33%
Focusing more on exports	16%
Becoming more specialized by focusing on niche markets	14%
Becoming more diversified by entering new markets or focusing on several markets	13%
Focusing on higher margins	8%
Developing partnerships/outsourcing	7%
Becoming a low cost provider	7%
Other	3%
Utilizing green technologies	0%

Strategy Effectiveness:

(Please rate the effectiveness of each of the following methods used to market your products, where 1 is not at all effective and 5 is extremely effective.)

Most of the members believe their website is most effective in marketing their products; trade shows are the next most effective. (Note: n=119.)

Note: Some questions were not asked in the 2011 study.

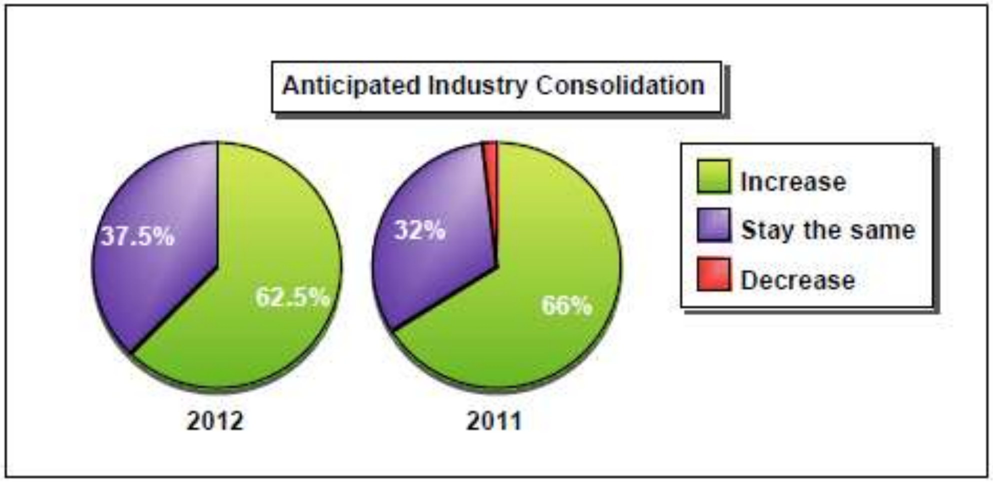
Mean Avg. 1=not at all effective, 5=extremely effective	2012 (n=119)	2011 (n=92)
Website	4.1	3.8
Trade Shows	3.8	Not asked
Facebook	3.4	2.2
Magazine ads	3.3	Not asked
Twitter	2.6	2.3

Consolidation:

(What is your opinion on industry consolidation?)

Just under two-thirds of respondents believe industry consolidation will increase and 38% believe it will stay the same. (Note: n=120.)

Results are similar to those from 2011.



In Conclusion:

- The complete versions of these surveys will be provided on the website
- Comments are appreciated, even after the fact. These surveys are improving and evolving
- Please share the results with your business teams
- Thank you for your time

Statistics Committee

Statistics Committee

Committee Members

Jack McLoughlin, Chair

Dave Drehobl, Co-Chair

Phil Gerace, Board Liason

Harold Boer, Our Muscle-man

Don Fishel - Member

Statistics Committee

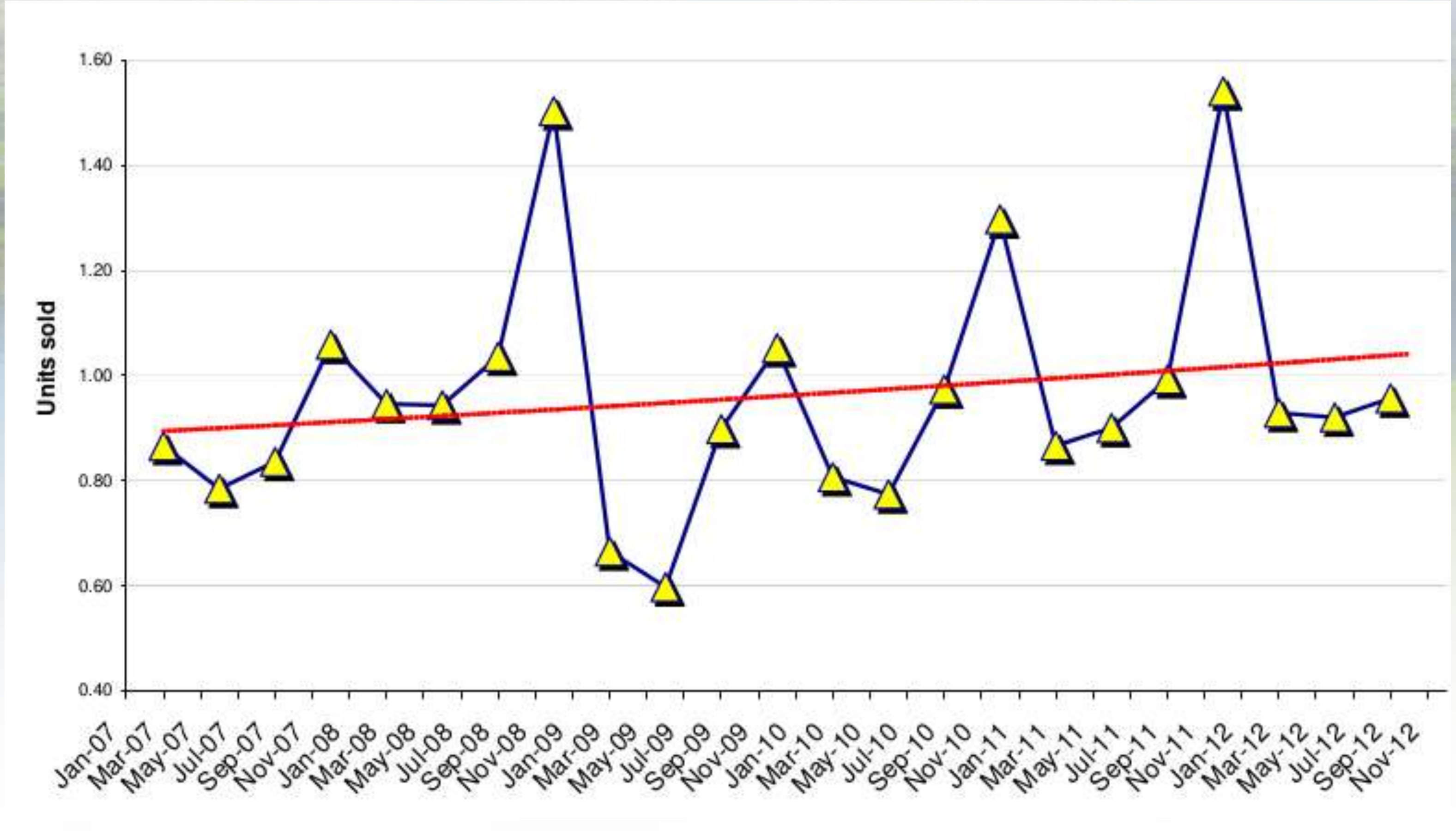
2012 3rd Quarter

- Sales of only just over 900
- Appears that most builders have worked through their backlog

2012 4th Quarter Data

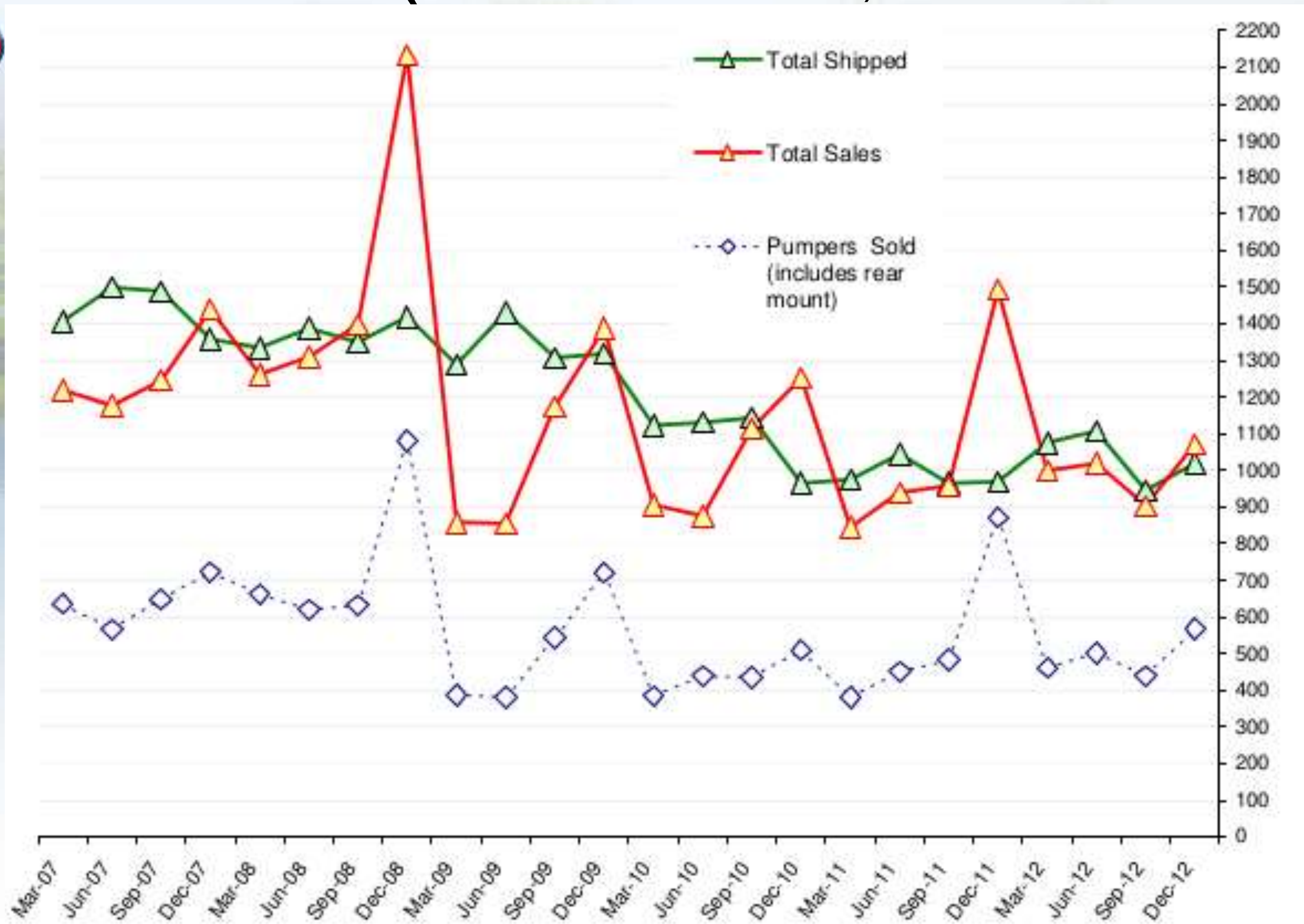
Book to Build ratio

2007 to 2012 – still just under 1.00



2012 4th Quarter Data

Main Totals (2008 to 2012)



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Statistics Committee

Improvement subcommittee

- Phil Gerace has reached out to get some ideas
- Online graphing discussion continues.
- Nate Berry's graphing page is still up, but he has not had time to make any changes to it lately.

Statistics Committee

Data Collection

- Data analysis over multiple quarters – we wanted an easy way.
- Currently users can only get data by quarter, so to do analysis over a longer period you have to combine them. This is a pain and error-prone.

Statistics Committee

Data Collection

- New link on statistics site to download by date range.

Current Statistics:
Booked By Truck
Booked By State/Prov.
Shipped By Truck
Shipped By State/Prov.
Download Quarterly Data
Download Date Range Data

Log Out

Note: this is currently only available to truck builders submitting data.

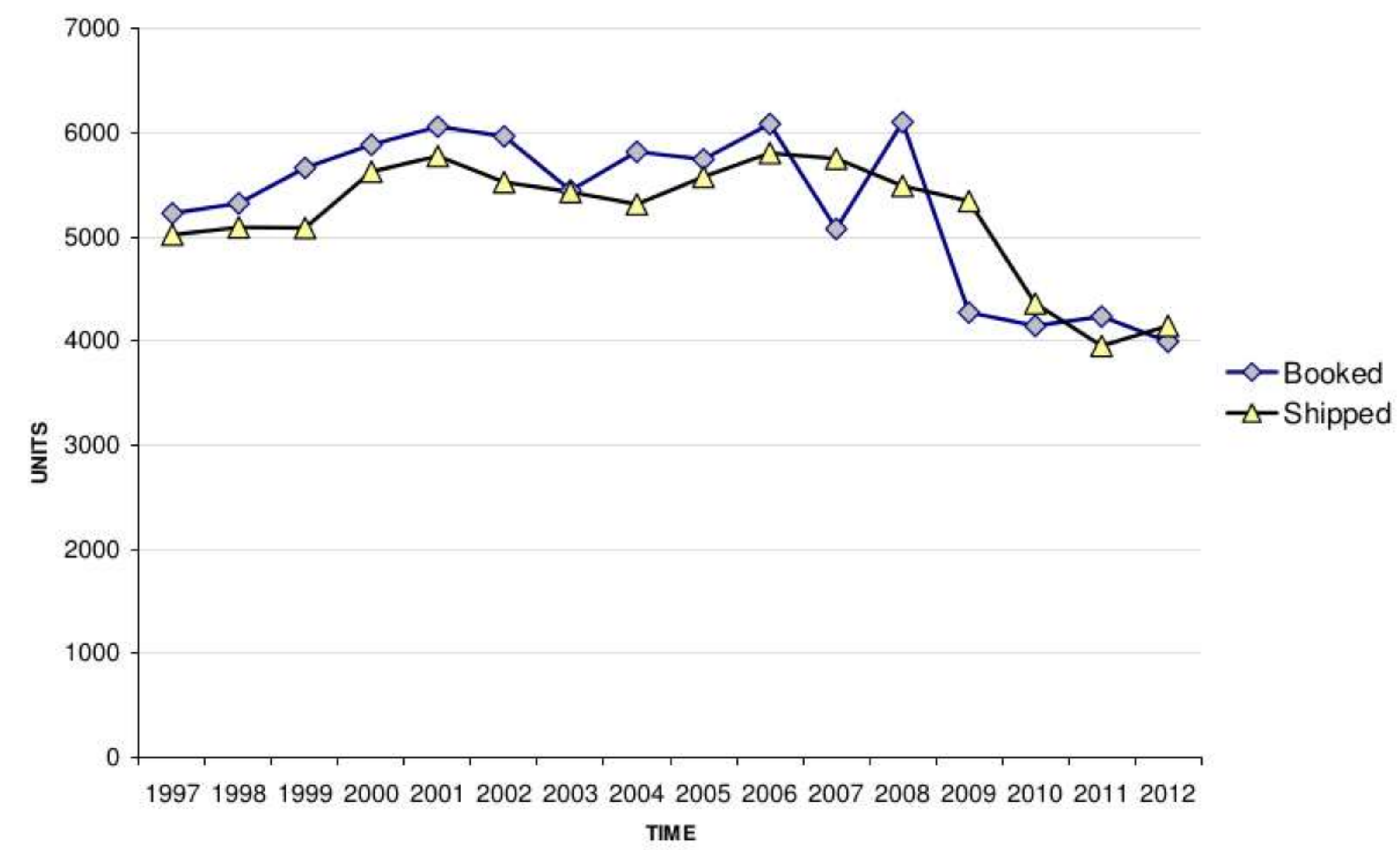
Statistics Committee

Data Collection

- After publishing the new download function we discovered small discrepancies with published reports!
- The changes apparently fixed an old problem in the database which was hiding a few trucks each quarter.

2012 Year End Data

Main Totals (1997 to 2012)



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That’s a look at historical data

TAKING THE NEXT STEP

What are we thinking?

- Identify data to help forecast and predict future truck booking / shipment trends
- Compared a variety of leading economic indicators – there are more to consider
- Graphed the LEI's with Truck Shipments starting with Q1 '04 for a visual check
- Calculated the correlation coefficient for a statistical check

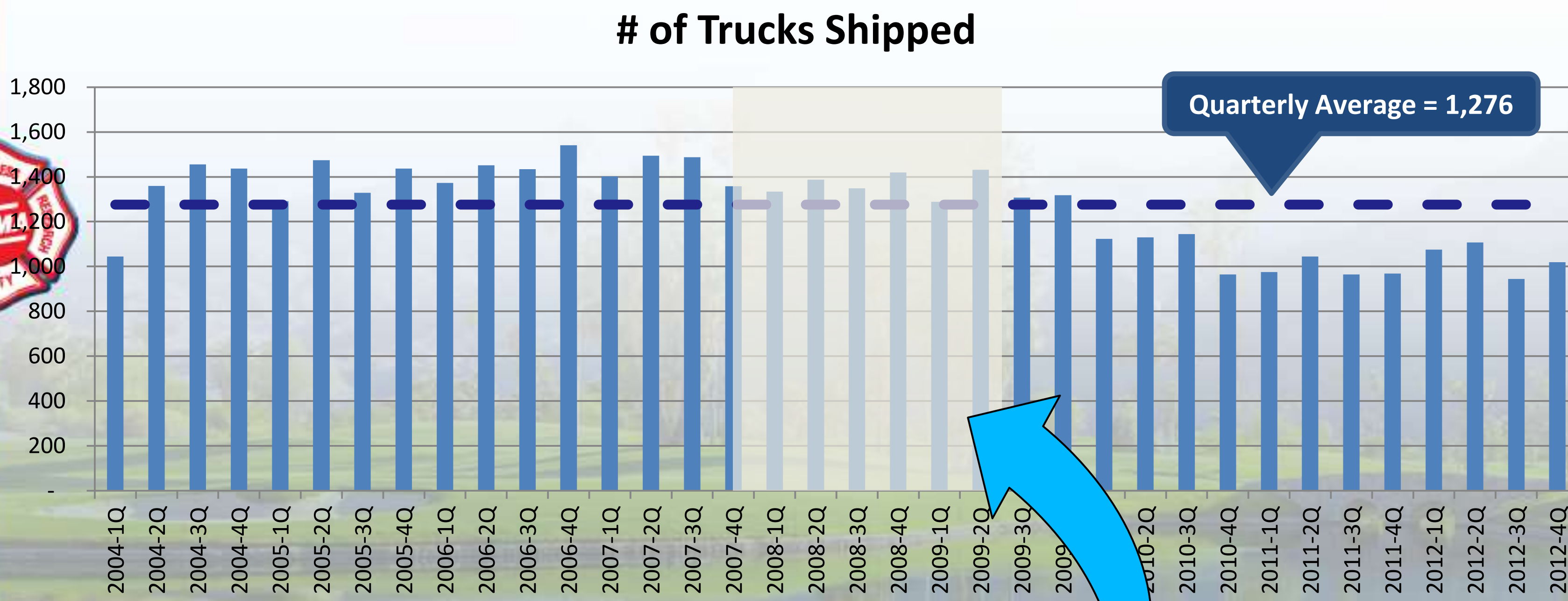
Are you asking yourself

What is a Correlation Coefficient?

A measure that determines the degree to which two variable's movements are associated

Initial LEI’s Considered

- The Conference Board’s Composite LEI
- Consumer Price Index
- GDP
- Housing Starts
- State & Local Tax Collections
- Total Construction
- Unemployment Rate



Great Recession – you would never know looking at Truck Shipments

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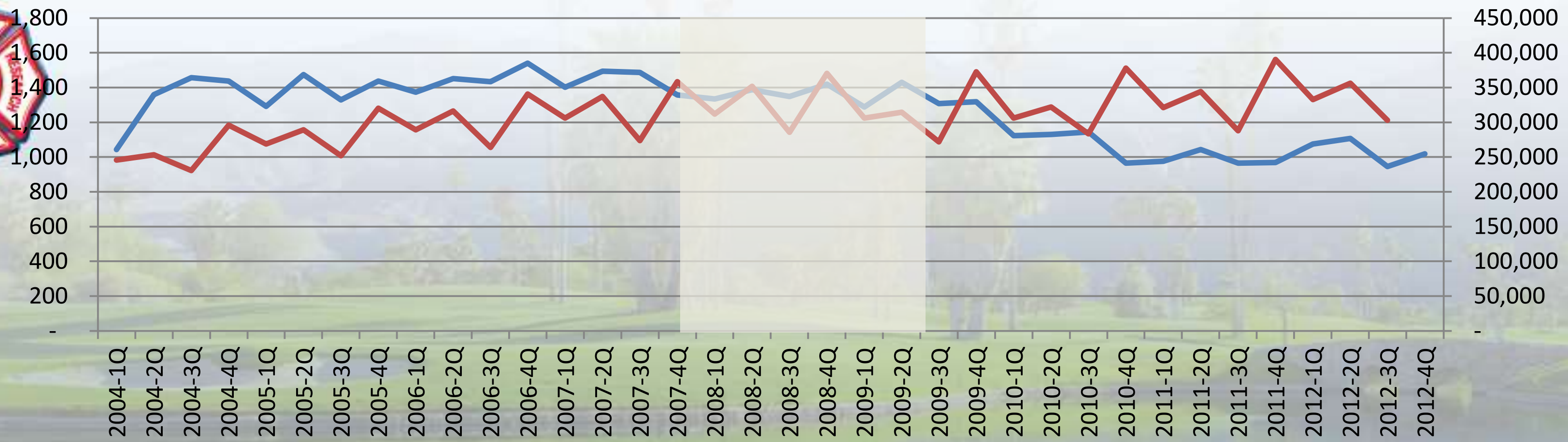
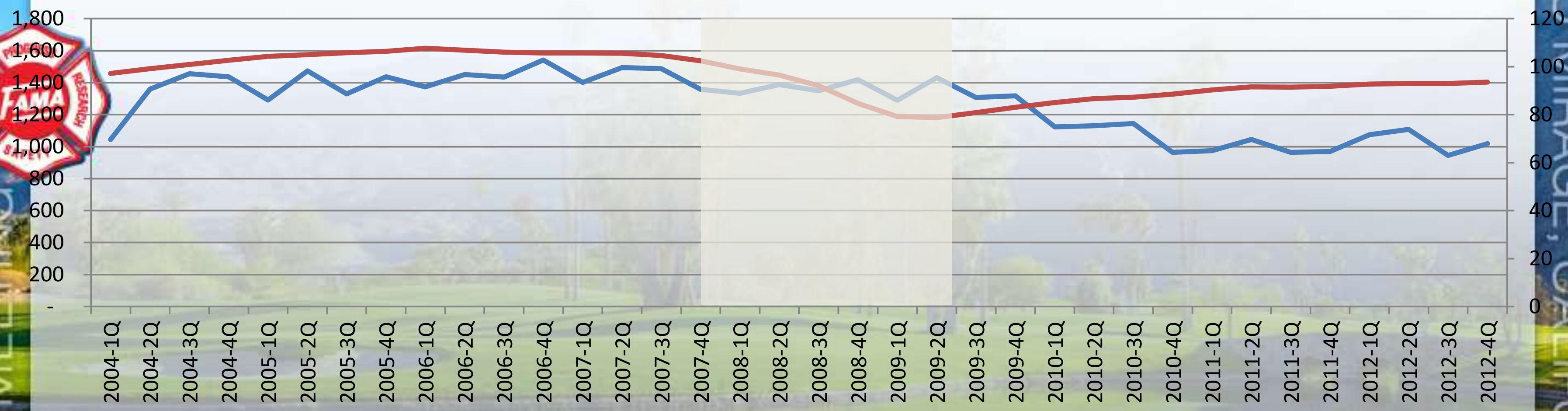
Composite of State & Local Taxes vs. Trucks Shipped



Trucks Shipped

0.216313680989039

Conference Board LEI Composite vs. Trucks Shipped



Trucks Shipped

0.43806986900701

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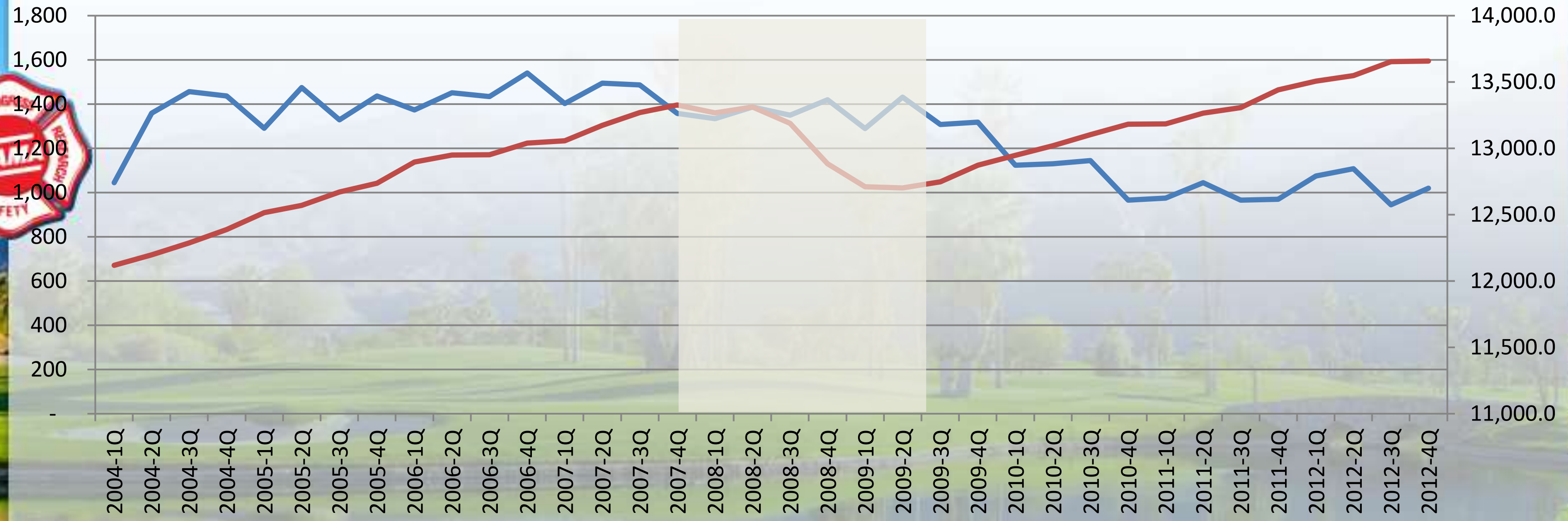
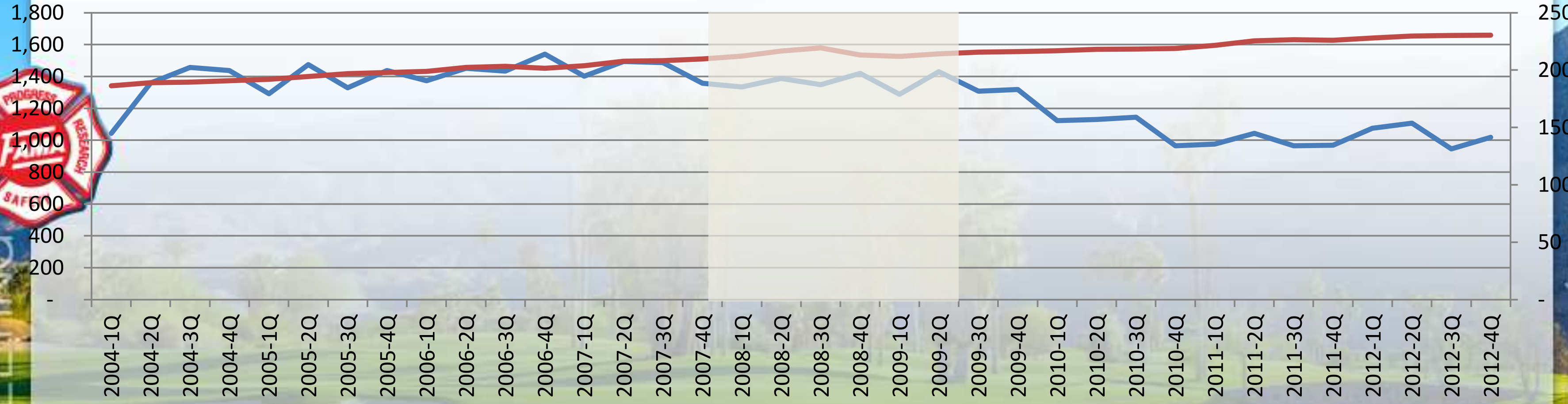
GDP vs. Trucks Shipped (in 2005 $)



Trucks Shipped

-0.43806986900701

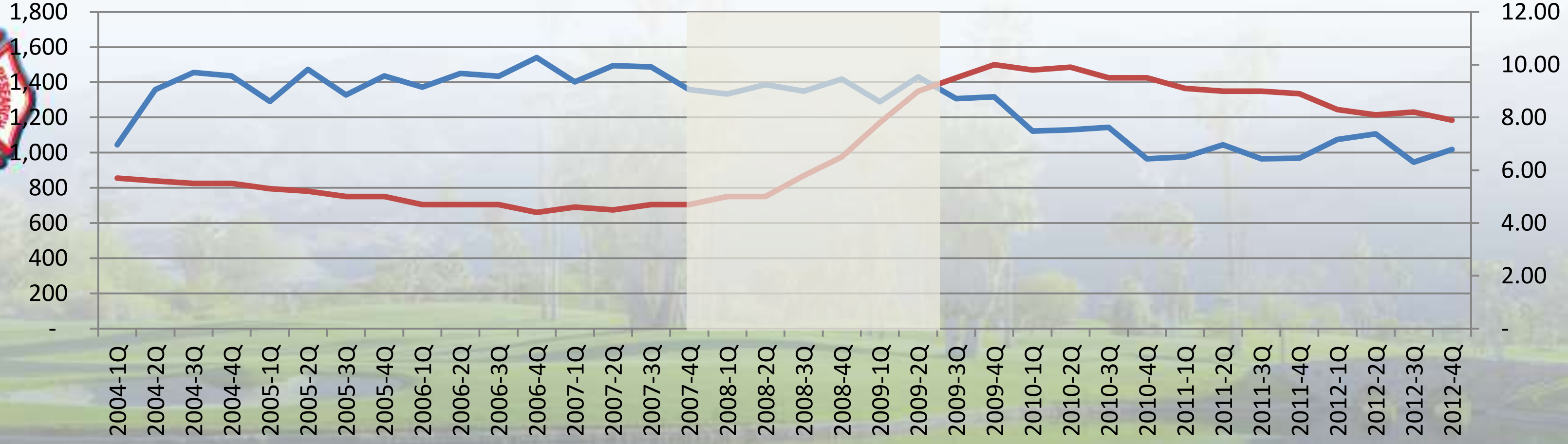
All Urban CPI vs. Trucks Shipped



Trucks Shipped

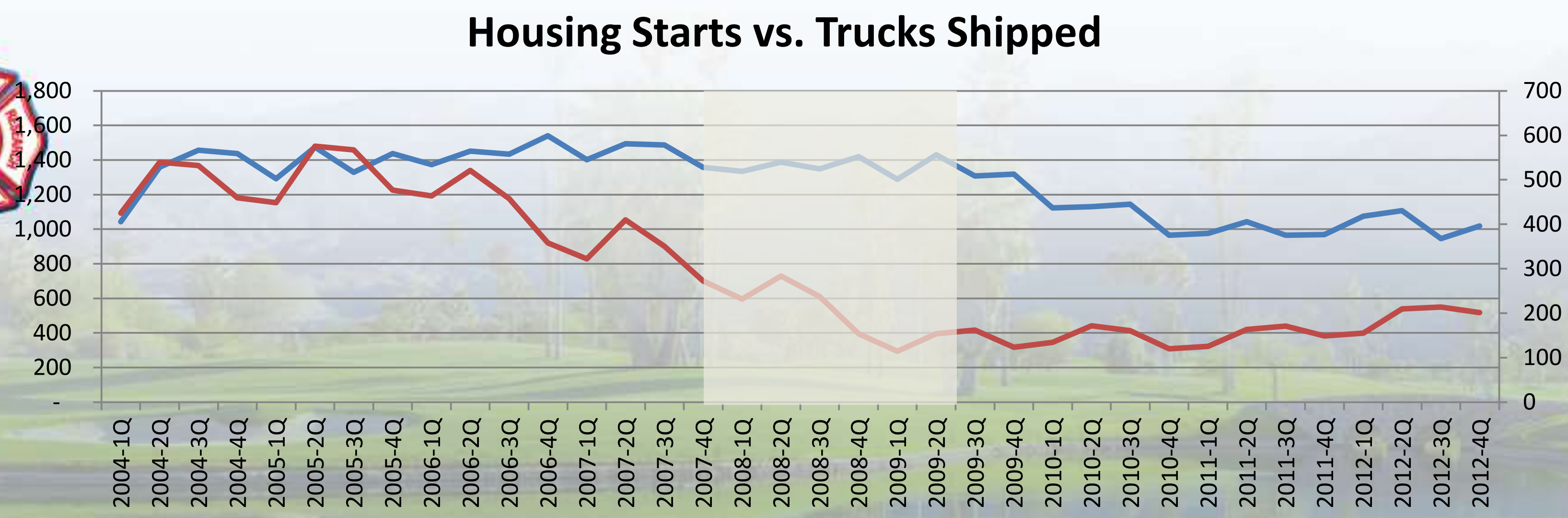
0.642432214157825

Unemployment Rate vs. Trucks Shipped



Trucks Shipped

-0.720144037192959



Trucks Shipped

0.59348445097432

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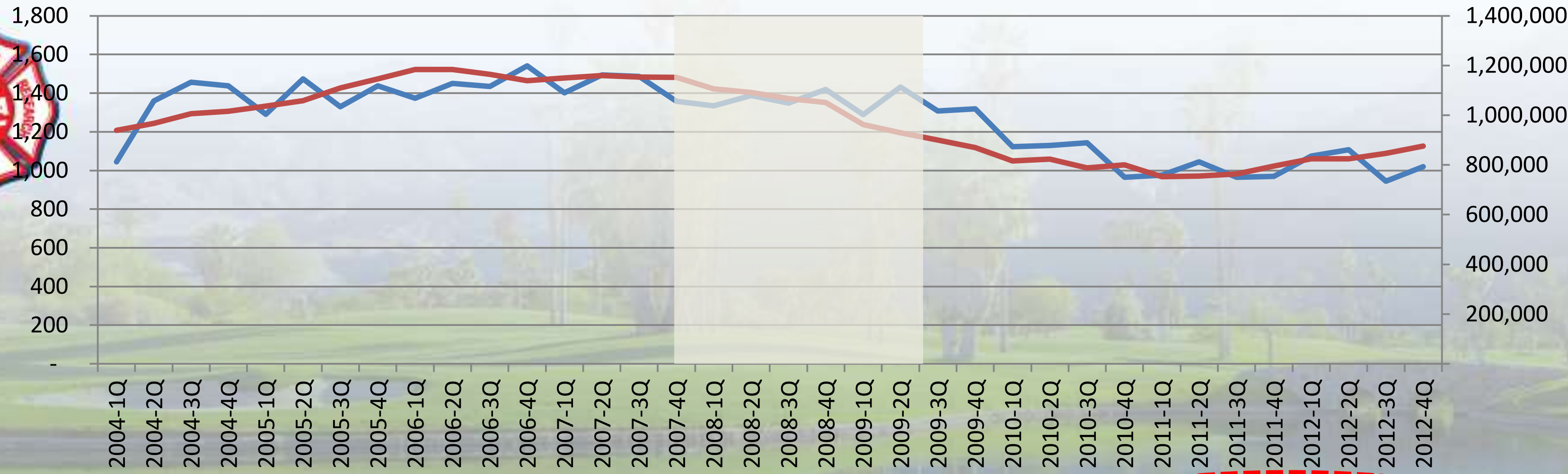
Total Construction vs. Trucks Shipped



Trucks Shipped

0.85166334076935

Next Steps

- Gather input from FAMA members
- If seen as valuable, explore additional indicators
- Chart and check LEI's over longer time period of Bookings and Shipments
- Perhaps FAMA members work together to create a consensus forecast

Do you find this data useful?

QUESTIONS & COMMENTS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SAFETY
Break


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Open Mic

Open Mic

- Statistics Committee
  - Should we do more in-depth analysis of statistics?
  - What trends should we look to benchmark against?
  - Should we allocate funds to do more of this?

Open Mic Review & Actions from Spring Meeting

- Focused, high value topics – what are the "hot button" issues?
- How do we regularly engage FAMA members?
- How to get input from those not attending?
- Should we outsource more initiatives with universities and other creative organizations to maximum our results and ROI?

Open Mic

- Comments from the Floor …

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Meeting Suspended for Monday


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Call to Order

Technical Committee

Technical Committee

Co-Chairs

Roger Lackore
Damon Lewis

Subcommittee (Co-Chairs)

Aerial/Quint
Jim Salmi
Jeff Aiken

ARFF
Grady North
Marty Huffman

Ambulance
Steve Rowland
OPEN

Body
Bill Proft
Mike Lemieux

Chassis
Tim Johnson
Wes Chestnut

Electrical
John Doperalski
Peter Luhrs

Foam
Gregg Geske
OPEN

Pumps & Plumbing
Doug Miller
Chad Trinkner

Tech Education
Dan Veselsky
OPEN

Technical Committee

2013 Initiatives

- Publish a quarterly Technical Committee E-Newsletter.
- NFPA 1901/1906 Participation
- Develop a Fire Apparatus Safety Manual
- White-Paper Improved Organization on Website
- Increase use of Basecamp
- Support FDSOA Apparatus Symposium

NFPA 1901/1906

Representative

David Durstine

Alternate

Mike Schoenberger

NFPA 1901/1906 Highlights

- FAMA Representatives
  - Member: David Durstine
  - Alternate: Mike Schoenberger
- 1901 and 1906 revised on the same cycle
- No intention to combine the books.
- Tech sub-committees
  - Identify suggestions for revision.
- First meeting:
  - Sept 9 – 12, 2013
  - San Diego, CA

Fire Apparatus Safety Manual

- Develop a generic safety manual similar to those offered by other industries

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White-Paper Improved Organization on Website

- Improve how the tech committee documents are described and organized on the FAMA website
  - Apparatus Duty Cycle Survey
  - Fire Fighter Anthropometric Data
  - Impact of 2007 Engine Changes on Fire Apparatus
  - 2007 Emissions Impact on Indoor Air Quality
  - Apparatus Improvement History
  - Natural Gas Fire Apparatus
  - 2010 Fire Truck Engine Strategy
  - Graphical Symbols
  - Axle Weight Regulations
  - Safety Signs
  - DPF SCR Guidance Document
  - Hose Restraints for Old Apparatus (PENDING)

Increase use of Basecamp

- Basecamp is up and running, but it’s use by tech committee membership is limited.
- Need to provide more training and encourage use
- Training planned for April 25 Meeting

Support FDSOA Apparatus Symposium

- FDSOA is looking to FAMA to provide program suggestions and speakers for the 2014 apparatus symposium
- Meeting with FDSOA on April 8 in Emmitsburg MD.

Technical Committee

2013 Spring Tech Meeting

Will be held Thursday April 25th, 2013

(FDIC, Indianapolis Convention Center Indianapolis, IN)

Special to Thanks to Spring Meeting Sponsors

Technical Committee

2012 Fall Tech Meeting

Was be held in Conjunction with FRI (Denver, CO)

Special to Thanks to the 2012 Fall Meeting Co-Sponsors

R·O·M CORPORATION
Excellence made to order.

WATEROUS

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GAC/Governmental Affairs Committee

GOVERNMENTAL AFFAIRS COMMITTEE (GAC) MEMBERS

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

GAC Support

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

2012 Activity

- Hill Day – CFSI combination
  - 75 meetings, 28 companies participated (27% higher company participation)
- Home days – Task Force Tips, Illinois Fire Service (Coordinated by W.S. Darley & Co.), Lion Apparel
- Alliance Lunch – October 24
- Ongoing meetings with members, staff and committee members
- GAC alerts and newsletter to all members
- Fire Act Reauthorized
- Hosted spring Industry/FEMA grants office roundtable discussion at FDIC

Hill Day Successes

- Connected with CFSI week
- Hill day, well organized and staged
- High energy among attendees
- 75 meetings with Congressional offices
- Well received by legislators & Alliance partners
- Fire Caucus successful in continued funding for both the AFG and SAFER programs in a very difficult budget climate

2013 Legislative Agenda

- Continue to push for even continued funding for 2013 AFG and SAFER programs
- DHS Reauthorization
- State/Federal fire truck weight laws (FAMA)

2013 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 day
- More targeted communications and timely information

GAC tasks to Members

IT HASN'T CHANGED

- 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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Membership

Committee

- Co-Chair - Gregg Geske, Waterous
- Co-Chair- Tim VanFleet, Akron Brass Co.
- Larry Dodson, Allison Transmission
- David Rutterman, Eagle Compressors, Inc.
- Rick Suche, Fort Garry Fire Trucks
- *Recruit New Committee Person*
- Scott Edens, Fouts Brothers – Board Liaison

Committee Objectives 2013

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

Welcome To Our New FAMA Members

- Workhorse Fire Apparatus (7/12
- WYNN Fire Apparatus (8/12
- Ferno-Washington (12/12)
- APR Plastics Fabricating Inc.(2/13)

TOP PROSPECTIVE MEMBERS

- CSI Emergency Apparatus
- Innovative Controls
- Hi-Tech Emergency Vehicle Service
- HUB Fire Engines & Equipment
- Midwest Fire
- Precision Fire Apparatus
- Thibault
- Valley Fire
- Gowans Knight

OPEN Action Items

- FDIC –Presentation to Prospective Member Companies - FEMSA/FAMA lounge – Day TBD

- Engage Committee Chairs – Copy on the TOP Prospective Members (Distribute List) – Take “5” To Talk FAMA

- Retention Pan – Board input needed to develop a plan to address member retention/participation. Survey??

Marketing

Marketing/Internet Committee

- Ron Truhler – Chair
- Eric Combs – Co-Chair
- Randy Fuss
- Neil Chaney

Marketing/Internet Committee

<u>2013 FDIC Sponsorship</u>

- Attendee Bag with FAMA Logo
- 4x10 Banner
- Full Page AD in Show Directory

Marketing/Internet Committee

This image cannot currently be displayed.

Marketing/Internet Committee

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Marketing/Internet Committee

New FAMA Brochure

- Currently working with Windmill Hill to produce a new FAMA membership brochure.

Marketing/Internet Committee

Press Release

- Working with each committee chair on development of weekly press releases to be written and sent out throughout the year.
- Each committee chair will be required to write the release for review by marketing committee and distribution by Windmill Hill via E-mail blast.

Marketing/Internet Committee

Web Site

- Web Site Review and Update will occur on a quarterly basis.
  - Calendar
  - News
  - Resources
  - Tech Committee
  - GAC
  - Membership
  - FAMA Flyer

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Meeting Planning Committee

Committee Members

- John Swanson – Co Chair
- Grady North – Co Chair
- Mark Albright
- Bruce Whitehouse – Board Liaison
- Bob Grimaldi – Travel Agent/Consultant

Sponsors

Corporate Sponsor — PennWell EMERGENCY SERVICES GROUP

SPARTAN CHASSIS — Saturday Reception

Monday Reception — E-ONE

rosenbauer Firefighting Technology — Spouse/Guest Program

Business Speakers — PPG Industries

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Sponsors

Monday Dinner

Open Bar

MAXXFORCE CUSTOM POWER

WATEROUS

Monday

Coffee Break

Tuesday

Coffee Break

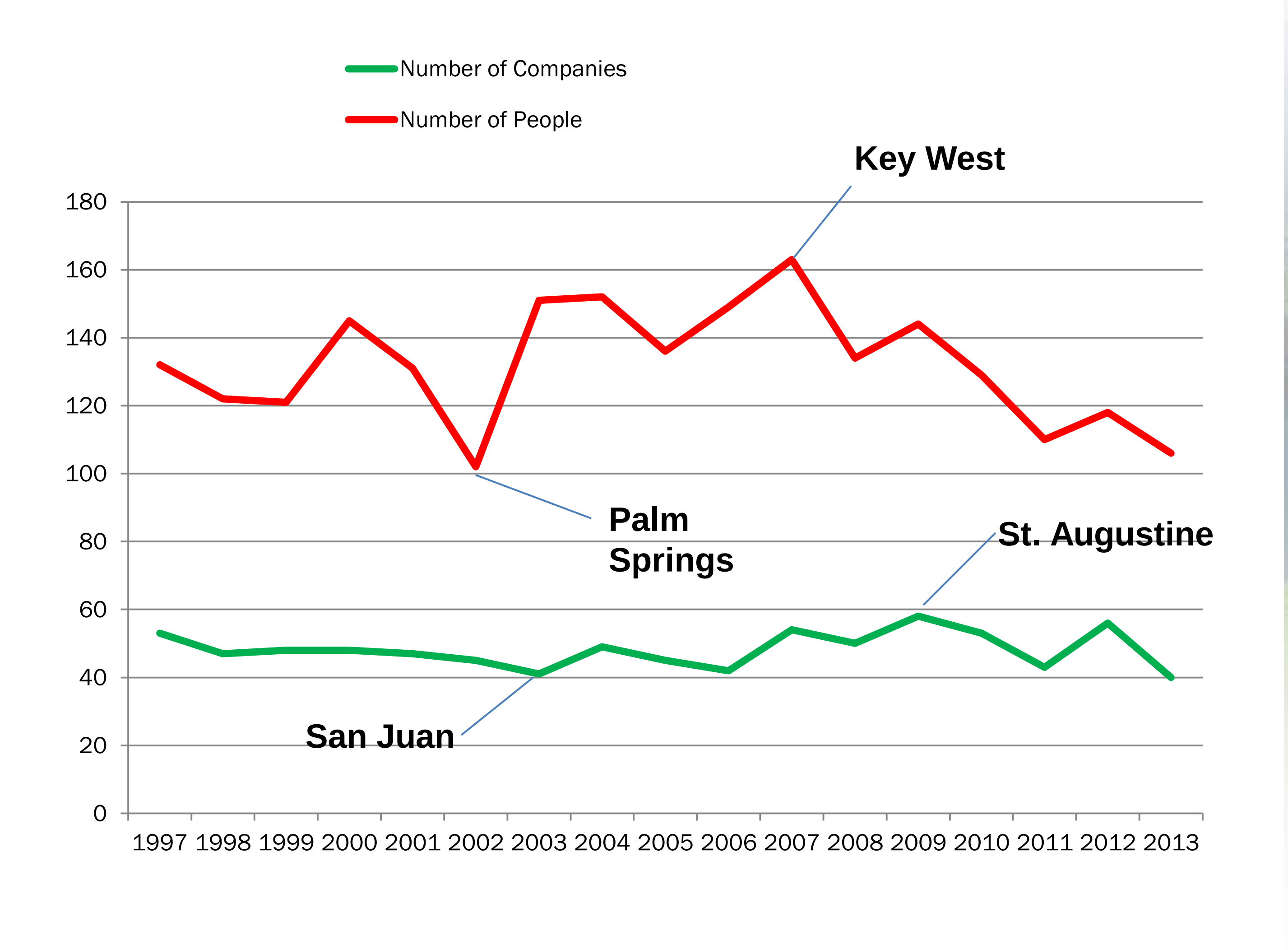
AMDOR SPECIALTY ROLL-UP DOORS

UPF UNITED PLASTIC FABRICATING

Cups for

Hospitality Suite

FAMA Spring Meeting Trends



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Fall 2013
FAMA/FEMSA Joint Meeting

- Location: Tampa, FL
- Date: Sept. 25 - 27, 2013
- Hotel: Renaissance Tampa
- Base Rate $159.00 per night

FAMA 2013 – SPRING MEETING

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Fall 2013
FAMA/FEMSA Joint Meeting

FAMA 2013 - SPRING MEETING

RANCHO MIRAGE, CALIFORNIA

Spring 2014
FAMA Meeting

- Location: Orlando, FL
- Date: March ~~14 - 18~~ 21 - 25, 2014
- Hotel: Wyndham - Lake Buena Vista Resort
- Base Rate $125.00 per night

Spring 2014
FAMA Meeting

Fall 2014
FAMA/FEMSA Joint Meeting

- Location: San Antonio, TX
- Date: October 8 – 11, 2014
- Hotel: Plaza Marriott
- Base Rate $199.00 per night

Fall 2014
FAMA/FEMSA Joint Meeting

FAMA 2013 - SPRING MEETING

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Spring 2015
FAMA Meeting

- Location: St Augustine, FL
- Date: March 21 - 24, 2015
- Hotel: Casa Monica

FAMA 2013 – SPRING MEETING

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Spring 2015
FAMA Meeting

FAMA 2013 - SPRING MEETING

RANCHO MIRAGE, CALIFORNIA

Fall 2015
FAMA/FEMSA Joint Meeting

- Location: Baltimore, MD
- Date: October 7 – 9, 2015
- Hotel: Renaissance Baltimore Harborplace

Fall 2015
FAMA/FEMSA Joint Meeting

Future Dates

- Spring 2016 – April 2 – 5
- Fall 2016 – October 5 – 7
- Spring 2017 – March 17 – 22
- Fall 2017 – October 4 – 6

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Mark Light

IAFC


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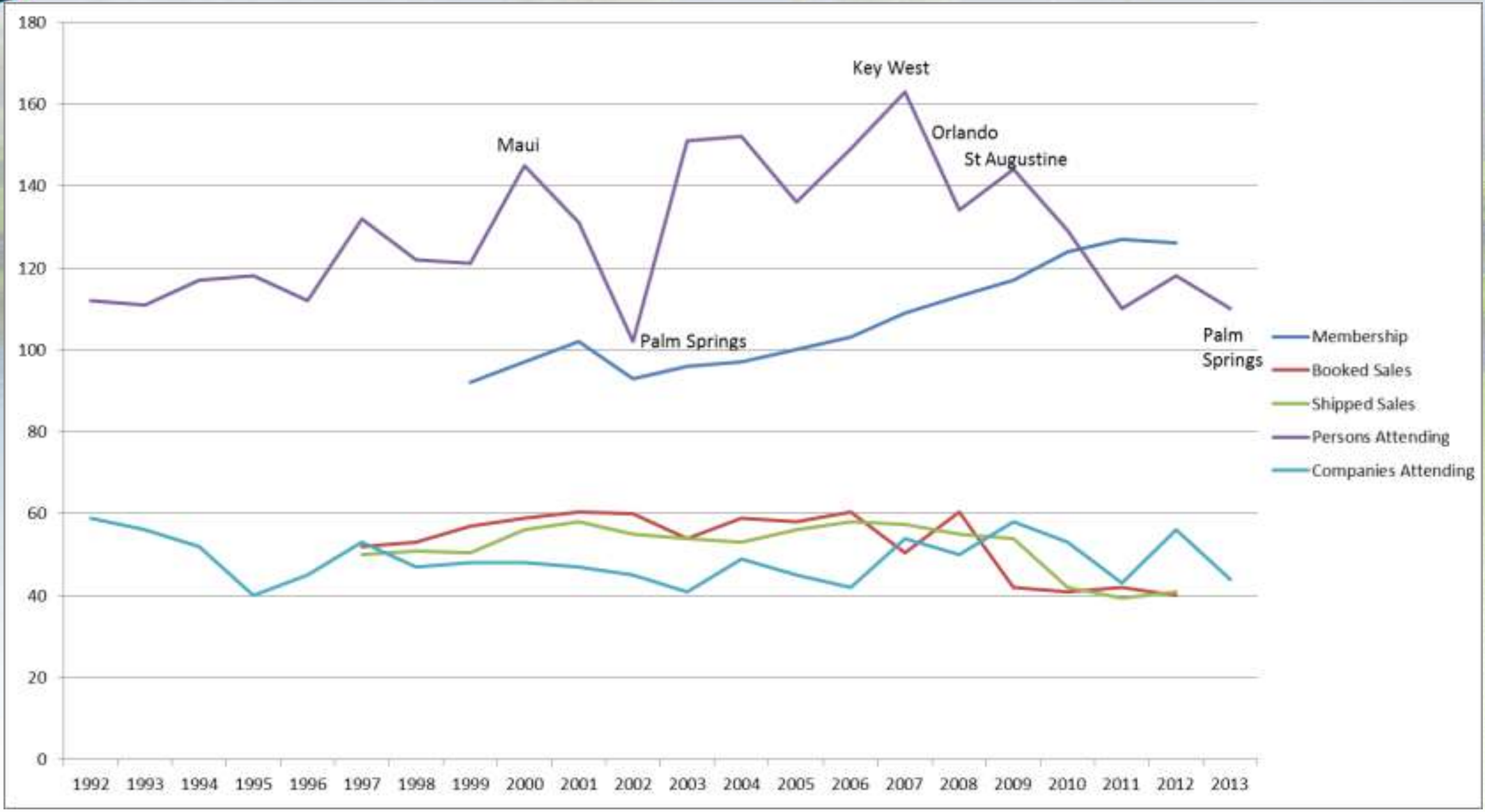
Open Mic

Open Mic

Future meeting considerations – is there a correlation between location and attendance?



Open Mic Topics for Fall Meeting

- Fire Drill Topic suggestions

  e.g. How to cut drayage costs at trade shows

- Fire Drill Topic presenters/facilitators

Open Mic

Should we expand the thinking around future business speakers? Such as:

- Strategic Planning
- Patent Laws & Regulations
- Marketing e.g. “Marketing your business in the digital era” or “Social Media and its Impact on Your Business”
- Business Process
- IT Solutions
- Emerging Technology, Products or Services
- Organizational Learning & Performance
- Supply Chain Management
- International Trade Compliance
- Access to Capital

Open Mic Continued

- Should we allocate financial resources to work with a professional agency to build, implement, and conduct a thorough and ongoing marketing campaign to raise awareness of and reinforce the FAMA brand amongst its members and the industry?

Open Mic Continued

- As an industry trade organization, where should we be applying our focus? Should we be active in designing and shaping the future of the industry or should we be a resource that supports others (members or alliance partners) as they do so?

Open Mic

- Comments from the Floor …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Unfinished Business

New Business

Closing

Next Meeting Notice

- September 25-27 2013
  - Tampa, FL

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Adjournment