

**MINUTES**  
**FIRE APPARATUS MANUFACTURERS' ASSOCIATION**  
**GENERAL MEMBERSHIP MEETING**  
**SEPTEMBER 28, 2012**  
**GLENDALE, ARIZONA**

**Call to Order** – by President Greg Kozey at 8:03 a.m.

Invocation was delivered by Mr. Tim Dean. Mr. Larry Dodson saluted the USA and Canada through his renditions of their national anthems.

**Opening Remarks** – Mr. Kozey extended a warm welcome to all in attendance. He noted this meeting will provide a good line up of presentations and information sharing, and expressed his appreciation to sponsoring member companies that provide support to the events and programs.

**Introductions** – Director-at-Large Phil Gerace. Members of the Board, first-time attendees and new members were introduced and welcomed to the meeting.

**Roll Call** – Secretary Peter Darley. At the call of roll, 42 member companies were in attendance; a quorum was declared. [See attendance list following these minutes.]

**Proof of Notice of Meeting** – Mr. Darley. Notice of this meeting was provided to all members via email dated June 15, 2012, pursuant to the association bylaws.

**Review and Enter Minutes** – Mr. Darley. After discussion and upon motion duly made and seconded, with no errors or omissions noted, it was:

**VOTED:** That the minutes of the April 2-3, 2012 meeting of the general membership be entered into the records of the association.

**Antitrust Guidelines/Non-Discrimination Policy** – Legal Counsel Jim Juneau stressed to members that it is the policy of FAMA to abide by the antitrust guidelines of the United States, as well as FAMA's strict non-discrimination policy at all association meetings.

**Financial Report** – Treasurer Bruce Whitehouse. A written report was distributed that provided the Profit & Loss Budget v. Actual and Balance Sheet for the period January through August 2012. The report was reviewed, noting the advanced advocacy sponsorship by PennWell for 2013, and that revenues and expenses are pacing close to budget [See attached.]

**Board of Directors Report** – Mr. Kozey summarized the activities of the Board since the spring 2012 meeting: Board has met twice in person in addition to several conference calls, and two meetings with the FEMSA Board; Board has been following initiatives set out in the LRP/Board scorecard on a monthly basis which keeps activities current, moving forward, and keeps the Board accountable. Mr. Kozey noted that the membership is to help drive the Board on what is needed and what they expect the Board to be doing. Communication is encouraged during the open mike session to provide more focus to the Board.

[Power Point slides of all meeting reports are posted in the secure member area of the FAMA website.]

**Nominations and Elections – 2013 Board of Directors** – Mr. Darley returned to the Board this year to fill a vacancy created when Mr. Power stepped off the Board.

The slate of nominees was presented by email to all members prior to this meeting in accordance with the association bylaws. The goal of the Nominating Committee each year is to provide a slate of representatives from alternating truck and component companies to balance the Board. The proposed 2013 slate was reviewed and restated:

President: Harold Boer  
Vice President: Bruce Whitehouse  
Treasurer: Phil Gerace  
Secretary: David Durstine  
Past President: Greg Kozey  
Sr. Director-at-Large: Scott Edens  
Jr. Director-at-Large: Steve Toren

Nominations were opened to the floor; hearing none, nominations were closed. After discussion and upon motion duly made and seconded, it was:

**VOTED:** That the proposed slate of Board nominees as detailed above be approved as presented.

**Select Committee Reports** – moderated by Vice President Harold Boer

**Statistics** – Jack McLoughlin, Chair. Report included the review of presentation slides for 1Q12 statistics results, the formation of a subcommittee to recommend changes to data collection, improving data collection, data investigation and tools, the new statistics shipped data tool and its capabilities.

**GAC** – Lee Morris, Chair. Review of presentation slides, 2012 activities and Hill Day successes, the 2013 legislative agenda and goals. Noted that GAC Consultant Dave Gatton will moderate a “Fire Drill” table on Home Day during the joint session; members were encouraged to join in and learn more about that initiative, and the importance of developing relationships with congressional representatives on a local level.

**Trade Shows** – Brian Cassell, Chair. Report slides were reviewed and included five-year attendance histories and updates of the six (6) trade shows that are evaluated each year. The committee also provided an updated listing of 2013 Fire Service Events that will be posted on the association website.

**Technical** – David Durstine, Chair. The 2012 initiatives were reviewed with brief reports on the spring and fall Technical Committee meetings. Relative to the new web portal, the plan is to have it up and running by mid-October with training to follow.

The Apparatus Safety Sign Task Force (for NFPA 170) met four times since FDIC. The document has been approved by the Technical Committee co-chairs and is ready for review by the Board. Plan is to submit the document in the next round of revisions of the NFPA standard.

Appreciation was extended to the Technical Committee meeting sponsors: Meritor and Fire Research Corp. for the spring meeting, and Waterous Company and ROM Corporation for the fall meeting.

The Chassis subcommittee met yesterday and will share information during the open mike session.

**Meeting Planning** – Damon Lewis (for John Swanson). Review of presentation slides included appreciation to the fall meeting sponsors and an outline of future meeting sites:

2013 Spring – Rancho Las Palmas, Rancho Mirage, CA- March 15-19  
2013 Fall – Renaissance Tampa, Tampa, FL – Sept. 25-27  
2014 Spring – Wyndham Lake Buena Vista, Orlando, FL – March 14-18  
2014 Fall – Plaza Marriott, San Antonio, TX – Oct. 8-11

**FEMSA/FAMA 2012 State of the Fire Service Survey Results** – Jeff Hupke. The results of the annual survey were summarized; see presentation slides. The topic of this year's survey was Trade Show Trends in the Current Economy. A written summary will be presented in the next issue of the FAMA "Flyer."

**Open Mike** – Mr. Whitehouse initiated this open dialogue session. Three topics were presented and are summarized:

**NFPA 1500, 1901 / 1906**

NFPA 1500 – an alternate representative from FAMA is sought; contact a Board member or Mrs. Burnham if interested in filling this position.

NFPA 1901 / 1906 – the NFPA is putting the standard cycles in sequence for 2015 effective 1/1/2016. The process will begin next year to bring more parity to these two documents. There is some rumor of these documents being merged; should that happen, what is the pleasure of the membership?

Q&A – When can someone submit comments? A: Any time now. Suggest all comments be submitted earlier v. later – take a pro-active role.

**EPA / DPF** – Roger Lackore and Tim Johnson provided a status report on the Chassis subcommittee's work on the EPA/DPF and SCR issues. A trouble-shooting guide has been prepared. The draft document should be completed in the next few weeks with publication in early November 2012.

Q&A – Regarding the on-board diagnostics on the engine, noted that in 2014, engine manufacturers will have information on efficiencies. On the truck side, the only item the regulation will affect is tires – rolling resistance on certain sizes; doesn't feel it will have much impact on fire trucks. Not looking at substantial cost increases. Guideline is being written for the fire chief and operator; not a highly technical document. Suggested it be posted on the FAMA website and ask members to put links on their websites back to the document. This is for custom fire apparatus. Another document is needed for commercial chassis and ambulances. Asked if this can include small motor vehicles, it was noted that off road regulations have tiers 1-4 and apply differently; not dealing with off-road at all at this point.

**Statistics** – Messrs. McLoughlin, Gerace and Peter Darley. Discussion of the new statistics tool that is available to members. Noted it is a simple system using queries. It is presently on the FRC website so that additional work and testing can be done; there is no timeline. Data can also be in Excel format v. graph and Mac.

Q&A - Statistics reporting needs to be more timely; still awaiting 2Q12 report. Need help to get this done timely. Encourage apparatus builders to stress the importance of timely reporting. Questioned if reports would be done monthly or still quarterly; A: Quarterly. Looking for feedback on further initiatives.

**FDSOA Update** – This matter was presented and discussed with the membership at the spring meeting. At the time, the FDSOA was looking for help with the symposium. The membership provided direction that the Board look into the matter and perform due diligence. Upon investigation, many challenges were discovered including financial issues. The FDSOA also reached out to media groups for proposals on prospective relationships. In the end, the FDSOA decided not to take on any partners, but basically was looking for FAMA to run the symposium for them. It was determined that

FAMA does not have the resources to the level needed; there also were potential conflicting issues with FAMA's relationship with PennWell. FAMA agreed to assist with developing presentation topics and recommending speakers for the symposium. This was assigned to the Tech-Ed subcommittee and it was understood speaker invitations would be out in October.

**2013 Focus – Harold Boer.** As the incoming President of FAMA next year, Mr. Boer outlined his key focus points, including: Networking with other members; GAC concentration; Statistics enhancements; and Technical interests with member participation. [See slides for detail.]

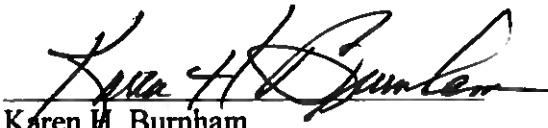
**Closing Remarks – Mr. Kozey.** Noted it has been an interesting year, and he has been proud to serve as the association President; all committees have been great; GAC works hard for us on the Hill and all members are urged to attend Hill Day as it makes a difference for the industry; encouraged members to become involved in the association. He thanked Peter Darley for returning to the Board this year to fill a vacancy. Members are also urged to attend the training center tour this afternoon.

**Next Meeting Notice –** The next meeting of the FAMA membership will be held March 16-19, 2013, in Rancho Mirage, CA.

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

**VOTED:** To adjourn, at 9:58 a.m.

A true copy, attest:

  
Karen M. Burnham  
Recording Secretary

Attachments: Attendance List  
Treasurer's Report

## **FAMA GENERAL MEMBERSHIP MEETING**

**September 28, 2012 – Glendale, Arizona**

**Attendance (based on sign-in sheets)**

A&A Manufacturing Co., Inc. – Ken Czyzewski  
Akron Brass Co. – David Durstine  
Allison Transmission – Larry Dodson  
Aluminum Ladder Company – Karen Miller Mellette  
AMDOR, Inc. – Oran McNabb, Bruce Whitehouse  
Apparatus Equipment & Service Inc. –  
Boise Mobile Equipment, Inc. – Larry Segreto, Matt Stocker  
Bostrom (HO) Company, Inc. – Paul Bostrom, Bev Lowery  
Cast Products Inc. – John Harrell  
C.E.T. Fire Pumps Mfg., Ltd. – Jerry Halpin  
Cummins Inc. – Dave Drehobl  
Deep South Fire Trucks, Inc. – Kyle Sullivan, David Wunderlin  
Elkhart Brass Mfg. Co., Inc. – Scott Warbritton  
Fire Research Corporation –  
FoamPro – Mike Dupay  
Fort Garry Fire Trucks – Rick Suche  
Fouts Bros. Fire Equipment – Scott Edens  
Hale Products Inc. -  
Hannay Reels Inc. -  
IMMI – Dan Veselsky  
KME Fire Apparatus – Brian Cassell, Phil Gerace  
Kochek Company Inc. – Greg Kozey  
Kussmaul Electronics –  
Marion Body Works, Inc. – Curt Ignacio, Jim Simpson  
MaxxForce Engines – Jim Ham  
Navistar/International Truck – Kelli Horton  
Oshkosh Corporation – Roger Lackore, Lee Morris  
Pierce Manufacturing Inc. – Mike Moore  
Pro Poly of America Inc. – Tim Dean  
ROM Corporation – Steve Touchton  
Rosenbauer America LLC – Harold Boer, Tim Johnson  
Seats, Inc. – Tammy Laridaen  
Southern Fire Service & Sales – Scott Evans, Randy Willoughby  
Spartan Chassis –  
Spartan ERV -  
Sutphen Corporation –  
Task Force Tips -  
United Plastic Fabricating, Inc. – Bill Bruns  
VisionMark – Jerry Merges  
W.S. Darley & Company – Peter Darley  
Waterous Company – Randy Fuss  
Wildfire – Tony Jumeau  
Ziamatic Corp. – Mike Adams

Legal Counsel – Jim Juneau  
Administrator – Karen Burnham

# Fire Apparatus Manufacturers' Association

## Profit and Loss Budget vs. Actual

### January through August 2012



	Jan - Aug '12	Budget	Performance- to-Budget	% of Budget
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
Advocacy Sponsorship (PennWell)	40,000.00	40,000.00	0.00	100.0%
Advocacy Sponsorship (PESG2013)	40,000.00		40,000.00	100.0%
Contingency Fund	0.00	2,590.00	-2,590.00	0.0%
Dues	186,540.80	195,000.00	-8,459.20	95.7%
Dues 2013	1,500.00			
GAC Donation	22,000.00	20,000.00	2,000.00	110.0%
Hill Day	645.20	1,500.00	-854.80	43.0%
Interest-ING	77.57			
Interest-MCU-Reserve	892.55	1,984.00	-1,091.45	45.0%
Interest-MCU-Surplus	1,111.20	1,426.00	-314.80	77.9%
Interest-MM	55.09	50.00	5.09	110.2%
Meeting Fees (Fall)	19,266.35	20,625.00	-1,358.65	93.4%
Meeting Fees (Spring)	28,583.51	27,000.00	1,583.51	105.9%
Meeting Sponsors (Fall)	3,500.00	4,000.00	-500.00	87.5%
Meeting Sponsors (Spring)	11,000.00	5,000.00	6,000.00	220.0%
Scholarship Sponsor	5,000.00	5,000.00	0.00	100.0%
Technical Cmte (Sponsors)	10,000.00	8,000.00	2,000.00	125.0%
<b>Total Income</b>	<b>370,172.27</b>	<b>332,175.00</b>	<b>37,997.27</b>	<b>111.4%</b>
<b>Expense</b>				
Accountant Fees	2,185.00	3,500.00	-1,315.00	62.4%
<b>Advocacy Activities</b>				
CFSI (Annual)	6,498.46	11,000.00	-4,501.54	59.1%
Education-Grant Fund	7,575.76	6,000.00	1,575.76	126.3%
GAC Advocacy	0.00	13,000.00	-13,000.00	0.0%
Newsletter	785.56	7,500.00	-6,714.44	10.5%
NFFF (Annual)	0.00	2,500.00	-2,500.00	0.0%
<b>Total Advocacy Activities</b>	<b>14,859.78</b>	<b>40,000.00</b>	<b>-25,140.22</b>	<b>37.1%</b>
Annual Fees (Corp)	283.50	500.00	-216.50	56.7%
Awards/Recognition	378.81	225.00	153.81	168.4%
Bank Fees	2,805.11	3,000.00	-194.89	93.5%
Board Meetings/Retreats	947.95	7,500.00	-6,552.05	12.6%
Donations/Gifts	0.00	500.00	-500.00	0.0%
Education-Scholarship	5,000.00	5,000.00	0.00	100.0%
<b>GAC Activities</b>				
Governmental Affairs - Canada	0.00	4,000.00	-4,000.00	0.0%
Governmental Affairs - US	22,469.67	23,215.00	-745.33	96.8%
<b>Total GAC Activities</b>	<b>22,469.67</b>	<b>27,215.00</b>	<b>-4,745.33</b>	<b>82.6%</b>
Hill Day Fees	645.20	675.00	-29.80	95.6%
Insurance Premiums	276.00	3,500.00	-3,224.00	7.9%
Internet/Web Site	205.00	3,990.00	-3,785.00	5.1%

Legal	10,891.10	15,000.00	-4,108.90	72.6%
Long Range Planning	0.00	350.00	-350.00	0.0%
Management Fees	26,600.00	42,000.00	-15,400.00	63.3%
Marketing/PR	10,205.18	11,500.00	-1,294.82	88.7%
Member Meetings (Fall)	7,006.06	46,250.00	-39,243.94	15.1%
Member Meetings (Spring)	68,166.30	80,000.00	-11,833.70	85.2%
Membership (Plaques)	258.06	600.00	-341.94	43.0%
Membership Recruitment	0.00	1,170.00	-1,170.00	0.0%
Office	6,128.92	10,000.00	-3,871.08	61.3%
Statistics Program	3,265.00	7,000.00	-3,735.00	46.6%
Technical	6,564.43	12,000.00	-5,435.57	54.7%
Travel - Administrative	3,743.45	8,000.00	-4,256.55	46.8%
Travel - Trade Show Staff	3,362.46	2,700.00	662.46	124.5%
<b>Total Expense</b>	<b>196,246.98</b>	<b>332,175.00</b>	<b>-135,928.02</b>	<b>59.1%</b>
<b>Net Income</b>	<b>173,925.29</b>	<b>0.00</b>	<b>173,925.29</b>	<b>100.0%</b>
<b>Net Income (net of PESG 2013 payment)</b>	<b>133,925.29</b>	<b>0.00</b>	<b>133,925.29</b>	<b>100.0%</b>

## Fire Apparatus Manufacturers' Association

### Balance Sheet Prev Year Comparison

#### As of August 31, 2012

	Aug 31, '12	Aug 31, '11	\$ Change	% Change
<b>ASSETS</b>				
<b>Current Assets</b>				
Metro CU MM-Reserves-30	152,650.15	0.00	152,650.15	100.0%
Metro CU MM-Surplus-31	203,275.78	0.00	203,275.78	100.0%
A01 — ING DIRECT Business Sav.	0.00	177,408.99	-177,408.99	-100.0%
A03 — FAMA Money Market	44,858.65	155,249.58	-110,390.93	-71.1%
A04 — FAMA Checking	5,695.11	3,147.75	2,547.36	80.9%
<b>Total Current Assets</b>	<b>406,479.69</b>	<b>335,806.32</b>	<b>70,673.37</b>	<b>21.0%</b>
<b>TOTAL ASSETS</b>	<b>406,479.69</b>	<b>335,806.32</b>	<b>70,673.37</b>	<b>21.0%</b>