



*Good Morning !!*



# *Welcome* to the Spring 2012 FAMA Membership Meeting



## Call to Order



# Housekeeping



# FAMA Spring Meeting 2012



5





# FAMA Spring Meeting 2012



## Opening Remarks



## Introduction of Board





## Introduction of:

- Guest
- New Members
- First Time Attendees



Roll Call

Proof of Notice

Review of Minutes – October 6, 2011





Chief Robert F. Bacic  
Division Chief Operations C Platoon  
City of Fort Lauderdale  
Fire Rescue Department



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# Fire Engineering®



Eric Schlett

Lyle Hoyt

# Fire Engineering®





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PPG Industries



Thanks to our generous Sponsors



## Self Introduction of Members



## Minding our P's and Q's .... Jim Juneau







Wes Irvin  
Vice President,  
Government Relations  
National Association of Manufacturers

Sponsored by:



**PPG Industries**





## Break



Sponsored by:



## Treasurer's Report



## Treasurer's Report 2011 Review

### 2011 Fiscal Y/E P&L Report

	Jan - Dec 11	Budget	Performance-to-Budget	% of Budget
<b>Ordinary Income/Expense</b>				
<b>Total 130 - INCOME</b>	312,415.00	332,279.00	-19,864.00	94.02%
	312,415.00	332,279.00	-19,864.00	94.02%
<b>Total 131 - EXPENSE</b>	303,515.21	332,279.00	-28,763.79	91.34%
<b>Net Ordinary Income</b>	8,899.79	-17,950.00	26,849.79	
<b>Net Income</b>	8,899.79	-17,950.00	26,849.79	



## Treasurer's Report 2011 Review

### 2011 Fiscal Y/E Balance Sheet

	Dec 31, 11	Dec 31, 10	\$ Change	% Change
<b>TOTAL ASSETS</b>	<b>232,554.40</b>	<b>223,654.61</b>	<b>8,899.79</b>	<b>3.98%</b>
[ING Account contains reserves requirement of 6 months' expenses calculated from the prior fiscal year: \$153,906.69 for 2011.]				





## Treasurer's Report 2012 Budget

	2011 Budget	2012 Budget (\$)
<b>Income</b>		
<b>Advocacy Sponsorship (PennWell)</b>		40,000.00
<b>Contingency Fund</b>	9,379.00	2,590.00
<b>GAC Donation</b>	20,000.00	20,000.00
<b>Total Income</b>		332,175.00
<b>Expense</b>		
<b>Advocacy Activities</b>		
CFSI (Annual)	9,500.00	11,000.00
Education-Grant Fund	6,000.00	6,000.00
GAC Advocacy		13,000.00
Newsletter	7,500.00	7,500.00
NFFF (Annual)	2,500.00	2,500.00
		40,000.00
<b>GAC Activities</b>		
Governmental Affairs - Canada	3,500.00	4,000.00
Governmental Affairs - US	35,619.00	23,215.00
		27,215.00
<b>Total Expense</b>		332,175.00





## Board of Directors' Report



## Bylaws Committee Report



## Bylaws Committee Report

- Committee Members

These proposed amendments are submitted on behalf of the Bylaws Committee by the Chair, William Bruns.

- Bill Bruns, Chair
- Jeff Hunke, Vice Chair
- Tom Garrity
- Note: Committee reduced from six to three members.



## Bylaws Committee Report

- 2012 Activities:
  - Participate in Board Call in January – Completed
  - Prepare Amendments for Approval – Completed
    - Board Review completed
    - Sent to members 30 days prior to meeting
  - Reduced Committee Size from 6 to 3 – Completed
  - Appointed Vice Chair - Completed



## Bylaws Committee Report

- Proposed Amendments to the Bylaws:
  - Four amendments are proposed by the Bylaws Committee for review and approval
  - Amendments will be presented to the membership by Jeff Hunke, Vice Chair
  - A vote for approval/disapproval will be taken
  - If approved, amendments will be incorporated into the Bylaws and released to members
  - The amendments are:





## Bylaws Committee Report

### **Proposed Amendment # 1:**

The current section reads as follows:



4.4 Reinstatement. A member who resigns in good standing (which is herein defined as current in all dues, assessments and any other applicable obligations to **FAMA**) may rejoin **FAMA** by payment of current dues for the fiscal year in which it rejoins **FAMA**. A member whose membership in **FAMA** **expires** for non-payment of dues or assessments shall not be reinstated until (i) it has paid all delinquent dues or assessments, as well as current dues for the fiscal year of such reinstatement; and (ii) an application for membership is re-submitted and approved in accordance with these Bylaws.



## Rationale:

The recommended change occurs to (i) where it is required that a company being reinstated for non-payment of dues has to pay all back dues as well as the current dues. Why would we assess a penalty of all past dues to a company that drops out because they could not pay their dues? The Bylaws Committee recommends that we only ask for the current dues and a new application for approval.



## Rationale cont'd:

Further, a member who resigns in good standing is not required to send in an application for membership but only pay the dues for the current year. The Bylaws Committee is recommending that we treat former member companies the same – both those who resign in good standing and those who do not pay their dues and lose membership. Each should be required to complete an application for membership and pay the current dues to be considered for reinstatement the same as any new member company would do.



The proposed (amended) section reads as follows:





4.4 Reinstatement. A member who resigns in good standing (which is herein defined as current in all dues, assessments and any other applicable obligations to **FAMA**) *and a member whose membership in **FAMA** expires for non-payment of dues or assessments shall not be reinstated until ~~may rejoin **FAMA** by payment of current dues for the fiscal year in which it rejoins **FAMA**.~~ A member whose membership in **FAMA** expires for non-payment of dues or assessments shall not be reinstated until* (i) it has paid all ~~delinquent dues or assessments, as well as~~ current dues for the fiscal year of such reinstatement; and (ii) an application for membership is re-submitted and approved in accordance with these Bylaws.



## Bylaws Committee Report

### **Proposed Amendment # 2:**

The current section reads as follows:



5.7 Action Without Meeting. Any action required or permitted by law, the Articles of Incorporation or these Bylaws, to be taken at a meeting of the membership may be taken without a meeting and without action by the Board of Directors if the action is taken by all of the members entitled to vote on the action.



## Rationale:

This section was incorporated in the original Bylaws and should be considered for deletion. It basically does not serve any purpose today. Essentially, it says that the membership can meet without the Board of Directors and take action without the Board of Directors if it is permitted by law, the Articles of Incorporation or the Bylaws. The Bylaws Committee's recommendation is this is not something that we should continue to provide for in the Bylaws. The Board of Directors should be a part of any membership action since it acts on behalf of the membership. Therefore the Bylaws Committee is recommending that **this section be deleted and Section 5.8 be moved to Section 5.7.**





## Bylaws Committee Report

### **Proposed Amendment # 3:**

The current section reads as follows:





6.3.3.5 Administrative Assistant. The position of an Administrative Assistant shall be defined and filled by a majority vote of the Board of Directors present and voting at a meeting with a quorum. The Administrative Assistant shall report to the President and shall have duties as directed by the Board to include, but not be limited to the following: assisting the Secretary by taking minutes at meetings, compiling the **FAMA** Flyer, and other tasks as assigned by the President. This position shall be compensated for time and expenses as directed by the Board. The Administrative Assistant shall not be a member of the Board and shall have no voting or discussion rights at meetings beyond providing information as requested.



## Rationale:

Minor updates to the description of the Administrative Assistant's responsibilities.



The proposed (amended) section reads as follows:



6.3.3.5 ~~Administrative Executive~~ Assistant *To The Board*. The position of an ~~Administrative Executive~~ Assistant *To The Board* shall be defined and filled by a majority vote of the Board of Directors present and voting at a meeting with a quorum. The ~~Administrative Executive~~ Assistant *To The Board* shall report to the President and shall have duties as directed by the Board to include, but not be limited to the following:

(Continued on next slide)





## 6.3.3.5 (Continued from previous slide)

assisting the ~~Secretary~~ *Board of Directors* by taking minutes at meetings, ~~compiling~~ *coordinating* the **FAMA** ~~Flyer~~ *communications*, and other tasks as assigned by the President. This position shall be compensated for time and expenses as directed by the Board. The ~~Administrative~~ *Executive* Assistant *To The Board* shall not be a member of the Board and shall have no voting or discussion rights at meetings beyond providing information as requested.





## Bylaws Committee Report

### **Proposed Amendment # 4:**

The current section reads as follows:



6.5 Meetings of the Board. The Board of Directors will meet at least twice each year. Notice of meetings shall be in writing sent to the last recorded address, email address or fax number of each Board member at least seven (7) days before the time appointed for the meeting. Special meetings may be held at the call of four (4) members of the Board. Five (5) days' written notice shall be required for such special meetings. Attendance and discussion at all Board meetings shall be limited to members of the Board, **FAMA** staff and other representatives of FAMA member companies in good standing at the time of the meeting. The Board, at its sole discretion, reserves the right to exclude non-Board members from the meeting in order to have a closed discussion or session.



## Rationale:

The attendance at a Board meeting is open to all FAMA members in good standing per the Bylaws but in practice, is limited to invited members. This amendment adjusts the Bylaws to reflect current practices.



The proposed (amended) section reads as follows:





6.5 Meetings of the Board. The Board of Directors will meet at least twice each year. Notice of meetings shall be in writing sent to the last recorded address, email address or fax number of each Board member at least seven (7) days before the time appointed for the meeting. Special meetings may be held at the call of four (4) members of the Board. Five (5) days' written notice shall be required for such special meetings. Attendance and discussion at all Board meetings shall be limited to members of the Board, **FAMA** staff and other *invited* representatives of FAMA member companies in good standing at the time of the meeting. The Board, at its sole discretion, reserves the right to exclude non-Board members from the meeting in order to have a closed discussion or session.





## Bylaws Committee Report

These proposed amendments are submitted by the Bylaws Committee.

Thank you.



## Statistics Committee Report



## Statistics Committee Report

### Committee Members

- Jack McLoughlin – Chair
- Jim Otwell – Vice Chair
- Dave Drehabl – Member
- Bruce Whitehouse – Board Liaison



## Financials

- We have a goal of keeping the accounting firm costs below \$7000 / year.
- All other costs are borne by Fire Research.



## 2011 4<sup>th</sup> quarter

- Bookings were up significantly
- After three quarters hovering around 900 vehicles sold, there were 1500 sold in 4<sup>th</sup> quarter
- Unfortunately, most of this increase appears to be due to one or two overseas orders





## 2011 Year End

- The big overseas orders helped bring 2011 sales into line with the previous two years.
- Without that sale, 2011 would have gone down on record as even worse than 2010, the lowest sales since the early 90s.
- **2009: 4274**
- **2010: 4147**
- **2011: 4236**



## Pricing Statistics

- Only about a quarter of vehicles sold are being reported with price.
- Is this information helpful?
- Are they surprising at all?



## Changes to data collection

- “How to” for Data Collection document now downloadable on stats site (for truck builders only) – modification of site
- Updated Vehicle Classes finalized by board
- SSFA (Rescue), with Pump changes to "Rescue Pumpers"
- Mini Pumpers (1901) Initial Attack changes to "Mini Pumpers Initial Attack Apparatus"

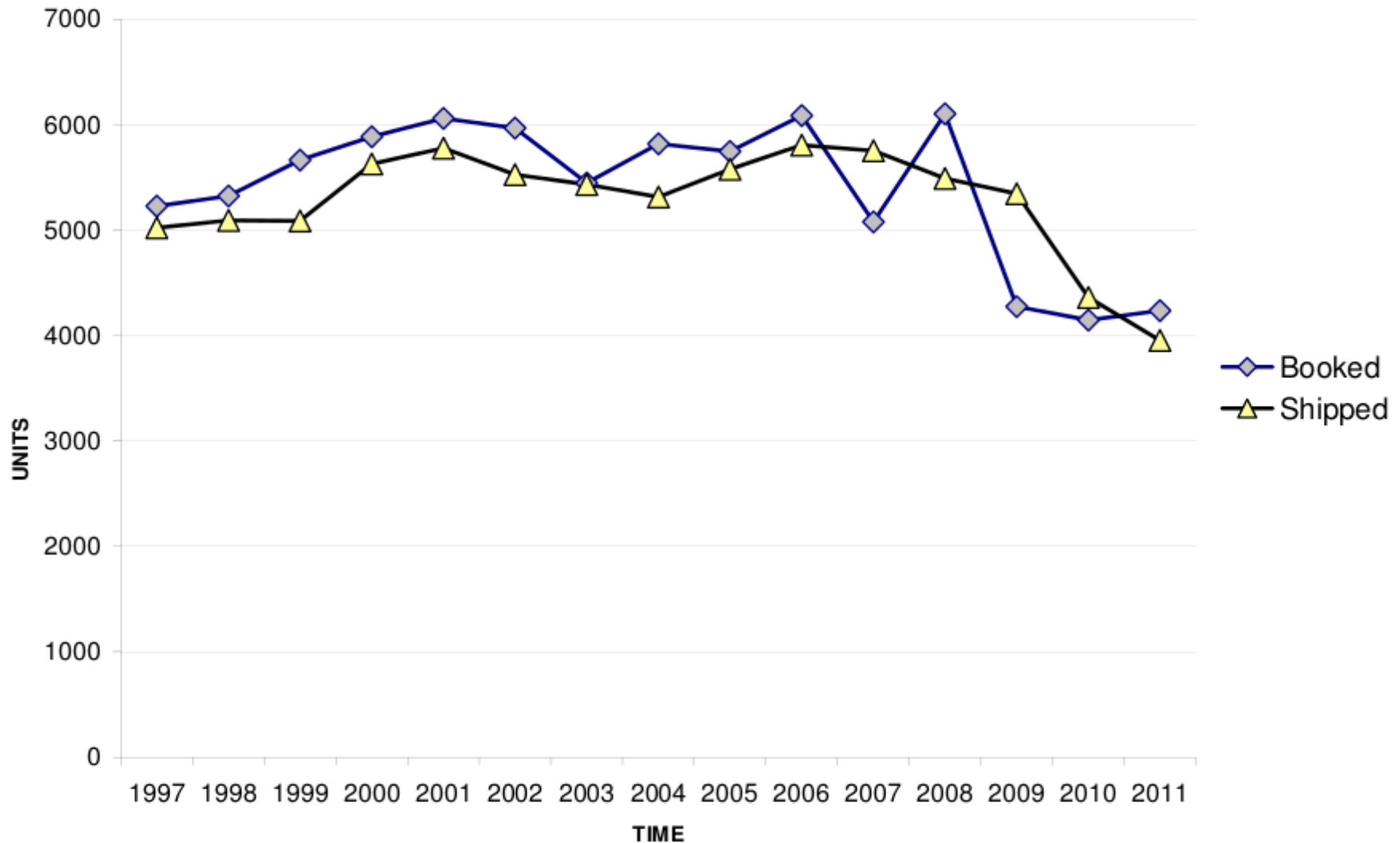


## Changes to data collection (2)

- Changes in ARFF truck classification required some shuffling around of the database.
- Old ARFF Class 1 is now ARFF Class 4
- Old ARFF Class 2 is now ARFF Class 5
- Old ARFF Smart Twin Agent data moved to ARFF Class 3 (it had to go somewhere!)
- New ARFF Class 1 and Class 2 added



## HISTORICAL TOTAL VEHICLES BY YEAR



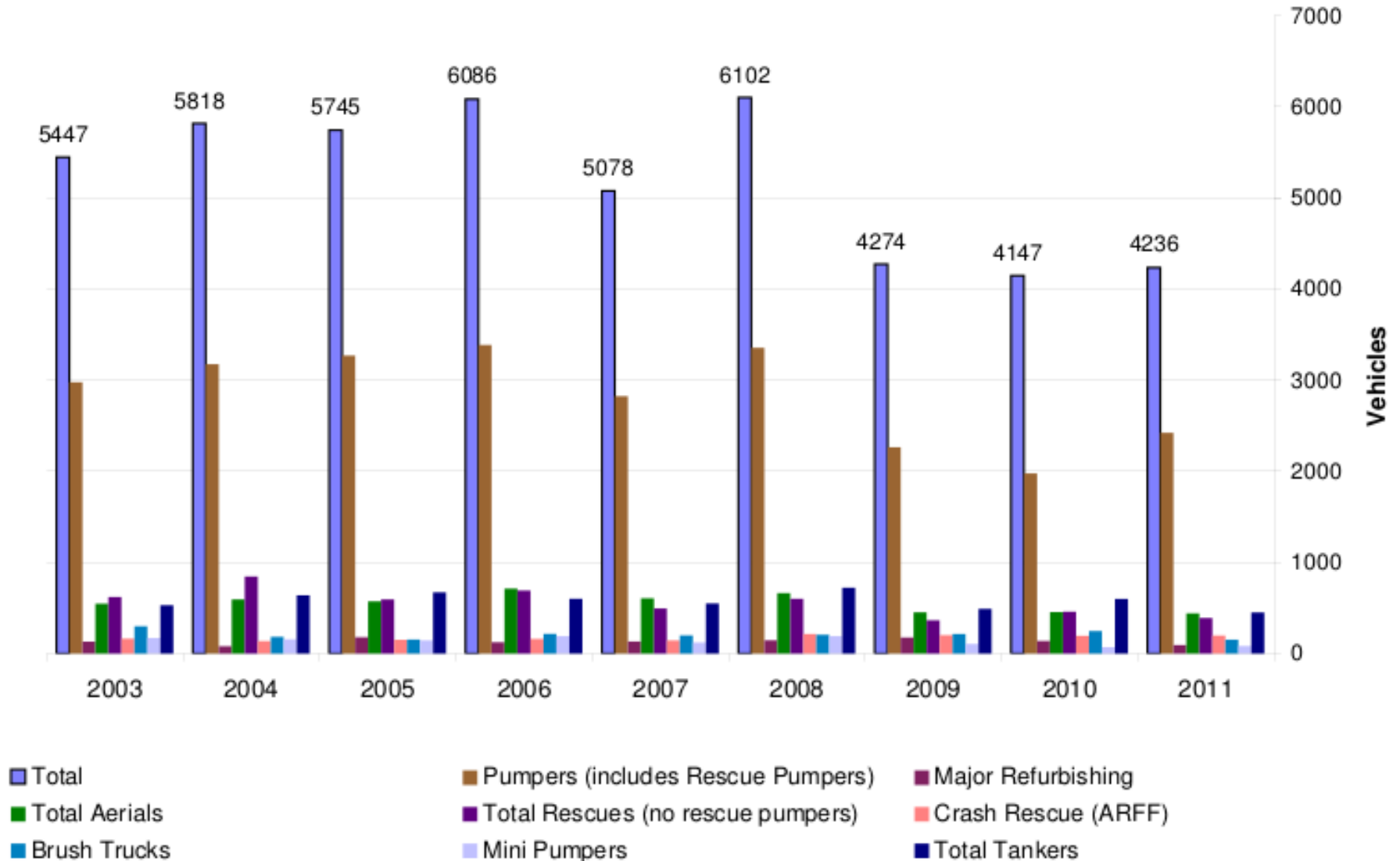


# FAMA Spring Meeting 2012



ST9

Orders Totals, Historical by Year

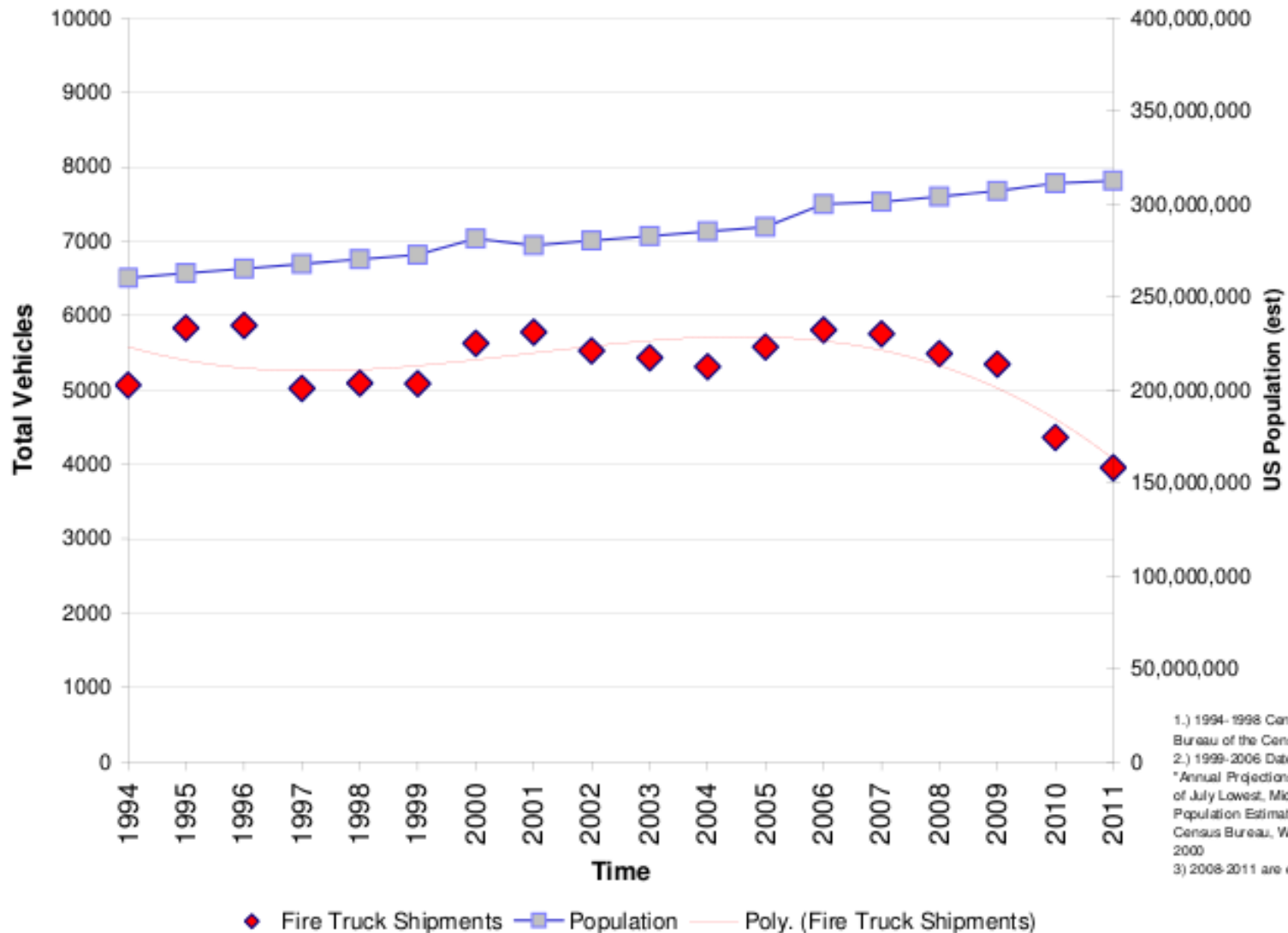


# FAMA Spring Meeting 2012



ST10

## Total Shipments, by Year with US population (est.)



1.) 1994-1998 Census Data Source: All data from U.S. Bureau of the Census.  
 2.) 1999-2006 Date Source: Census Release NP-T1, "Annual Projections of the Total Resident Population as of July Lowest, Middle, High Series: 1999 to 2100". Population Estimates Program, Population Division U.S. Census Bureau, Washington, D.C. 20233 February 14, 2000  
 3) 2008-2011 are estimates from <http://census.gov/>

## Membership Committee



## Membership Committee

### Committee Members

Co-Chair - Gregg Geske, Waterous Company

Tim VanFleet, Akron Brass Co.

Larry Dodson, Allison Transmission

David Rutterman, Eagle Compressors, Inc.

Jim Simpson, Marion Body Works, Inc.

Rick Suche, Ft. Garry Fire Trucks

Steve Toren, Board Liaison, Waterous Co.



## Membership Committee

Welcome To Our New FAMA Members

Arnprior Fire Trucks, Inc.

Deep South Fire Trucks

Maxi Metal

Texas Hydraulics

Kimtek Corp.

E.S. Safety Systems

Wildfire

Kussmaul Electronics





## Membership Committee

### Committee Objectives 2012

Grow Membership 5%

Develop Membership Retention Plan

Engage Member Company Participation



## Membership Committee

### Membership Growth Plan

Develop & maintain target list of potential companies in the market with qualifications for membership – next slide

Develop a contact plan : Assign 2 companies to each committee member from potential member list by region.

Develop contact call objectives – “Script”



## Membership Committee

### Top Prospective Members

CSI Emergency Apparatus

Gowans Knight

K&T Fire Apparatus

Midwest Fire

Westmark Fire Apparatus

M & W Fire Apparatus a/k/a Powerco

FireMatic

General Fire Apparatus

HUB Fire Engines & Equipment

Precision Fire Apparatus

Hi-Tech Emergency Vehicle Service



## Membership Committee

### Open Options for Consideration

Accept & embrace an increasing number of component companies

Organize membership meetings to increase apparatus member involvement

Retention Plan – Board Input needed to develop a plan to address member retention/participation



## FAMA GOVERNMENTAL AFFAIRS COMMITTEE





## FAMA GAC Members

John Granby, Co–Chair

Bill Lawson

Bill Latta

John W. McNulty, III

Mike Natchipolsky

Craig Sharman

Tim Dean

Lee Morris, Co–Chair

Ken Creese

George Goros

Stewart McMillan

Steve Stein

Neil Chaney

Rick Singer



## FAMA GAC Support

Dave Gatton – Washington Consultant

Richard Boyes - CGC Liaison

Mike Power - FAMA Board Liaison

Gabe Steinbach



## FAMA GAC 2012 Activity

- Hill Day – CFSI combination - April 25 & 26
- Home days – Late Fall through Winter 2011 saw events by Akron Brass, Rosenbauer and a multi-company Illinois event. Recently TFT hosted an event in Indiana
- Alliance Lunch will be in Fall
- Ongoing meetings with members, staff and committee members
- GAC alerts and newsletter to all members
- Will co-host Industry/FEMA grants office roundtable discussion at FDIC in April



## FAMA GAC 2012 Legislative Agenda

- Continue to push for even greater funding for AFG (\$335 Million in President's 2013 Budget, a \$2.5 million dollar cut from last year)
- Federal Fire Act Grants Program Reauthorization
- DHS Reauthorization
- State/Federal fire truck weight laws (FAMA)



## FAMA GAC 2012 Goals

- Continue to promote our core initiatives
  - Full Funding for the Fire Act
  - Reauthorization and continued support for the program
  - Full funding for the U.S. Fire Administration
- Greater member participation
  - Hill Day/CFSI
  - Employee Survey 88% Response





## FAMA 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



## Long Range Planning Committee



## LRP - Committee

- Peter Darley
- Harold Boer
- Steve Toren
- Phil Gerace
- Jerry Halpin
- George Logan
- Jan Polka
- Grady North (Liaison)



## LRP Mission

- The mission of the Long Range Plan Committee is to provide direction for the future of the FAMA organization by developing a five year plan identifying long term-goals and objectives, and updating the plan on an annual basis
- Note – current plan is three year 2012 – 2014



## LRP Stated Objectives

- Provide consistency and continuity of purpose for the association
- Update association mission statement and objectives to align with long-term goals and objectives
- Identify membership and organizational issues that will impact the association in the long run





## Input from Board – priority of key objectives for 2012

- Determine FAMA relevance to key stakeholders
- Evaluate FAMA board and committee structures and committee leaders
- Evaluate value of FAMA to membership
- Structure of PennWell relationship
- Succession Planning - FAMA staff



## Help plan effective goals and objectives for FAMA

- Mission aligned to changes in organization or industry
- Improved use of Information Technology
- Membership Involvement and Growth
- Satisfied membership
- Revenue Growth
- Committee alignment
- Improved Communication
- Improved Information to members
- Effective Federal Funding Plans
- Effective stakeholder alliances



# FAMA Spring Meeting 2012



## FAMA LRP 3 Planning (at a glance as of 3/12)

LRP6



### 2012

- Determine FAMA relevance relative to state holders
- Evaluate FAMA Board and committee structure and leadership
- FAMA role with FDSOA/future of PennWell Agreement
- Succession plan for FAMA support staff
- Evaluate FAMA meeting venues and content

### 2013

- Unified ER Alliance at Federal level
- Enhance FAMA stats
- Enhance Mission Statement
- Study on "consolidation of services"
- Determine how FAMA can have greater significance with NFPA
- Process for sponsorships

### 2014

- Annual white paper (increase federal funding)
- Outside statistics (Macro-environmental)
- Closer relationship with FEMA
- Plan to engage FAMA member principles
- Emission changes (Awareness / Response)
- INTERSCHUTZ 2015 (Planning)

### 2015 (Draft)

- Vulnerability Assessment Project
- Strategic Partnering with other organizations
- FAMA relationship with First Responders
- FAMA Relationship with FEMSA
- Revenue Growth



## Open Mike





## Open Mike Schedule



Monday: Organizational Focus

Tuesday: Membership Meetings and  
Engagement





## Open Mike Topics



Organizational focus and priorities:

- NFPA – next steps after Annex D
- Apparatus Forum; invite fire service and industry leaders to participate in a forum to help identify emerging trends or areas for change



## Open Mike Topics



FAMA Structure for improved effectiveness  
– specifically in the area of committees:

- How to get members more involved in committees (eg compulsory committee membership)
- Fixed terms for Chair/co-Chair



## Special Survey for Tuesday Open Mike Session

What influences your decision to attend the meeting

Rank the 7 choices below from 1 to 7 - with 7 being the most important

Email blasts		Other	
Meeting content			
Business Speaker			
Location			
Members attending			
Opportunity to network			



## Meeting Survey On Line

Please go to the link below and fill out the meeting survey:

[www.zoomerang.com/Survey/WEB22F9RUVG228](http://www.zoomerang.com/Survey/WEB22F9RUVG228)





## Reception – 6 PM

Dunes Terrace

Sponsored by:







# Awards Dinner – 7 PM

## Caribbean Ballroom

Open Bar Sponsored by:

