



FAMA Spring Meeting 2011

WELCOME

GENERAL MEMBERSHIP MEETING

MARCH 14-15, 2011



San Juan



FAMA Spring Meeting 2011

Guest Speaker

Kenneth Nelson

Schenck Business Solutions



San Juan



FAMA Spring Meeting 2011

GAC

2011 Initiatives

Hill Day – Lobbying Event in Washington DC – April 6-7, 2011 this year.

Home Days – Encourage member companies to interact with legislators.

AFG Funding – Advocate for continued and increased funding.

Fire Service Alliance – Maintain good relationships with various fire service associations

E-News letter – Communication to the membership on current events and important legislation

Website – Give member companies access GAC related information

firegrantdata.com – Web site for tracking and reporting grant awards accessible to legislators





FAMA Spring Meeting 2011

GAC

Hill Day success is totally dependent on participation

- Meetings are scheduled and well organized
- Talking points are provided
- Team approach
- “Leave Behind” literature is provided
- Morning briefing before heading to the Hill



San Juan



FAMA Spring Meeting 2011

GAC

Home Day Events

- Large events have been held in various regions
 - Ohio
 - Florida
 - Illinois
 - New Hampshire
 - Michigan



San Juan



FAMA Spring Meeting 2011

GAC

Home Day On a Smaller Scale

Invite a Congressional Representative to visit you factory

Make an appointment to visit a district office

Tool Kit is available on the GAC web site

Stuck on how to get started just give me a call or anyone on the GAC





FAMA Spring Meeting 2011

GAC

Assistance to Firefighters Grant Funding

2001:	\$100 Million
2002:	\$360 Million
2003:	\$745 Million
2004:	\$746 Million
2005:	\$650 Million
2006:	\$540 Million
2007:	\$547 Million
2008:	\$585 Million
2009:	\$565 Million
2010:	\$390 Million



San Juan



FAMA Spring Meeting 2011

Status of AFG Funding

\$390 Million – Was At 300 Million

Currently working with a Continuing Resolution (CR) – H.R. 1

Pascrell (D-NJ) and King (R-NY) floor amendment provided increase.

Short Term CR will expire March 18th

Senate Appropriations Introduced its version of H.R.1, \$390 for AFG

Negotiations with the White House are taking place



San Juan



FAMA Spring Meeting 2011

GAC

FYI 2012 Outlook

The Presidents Budget currently has **250 Million** for AFG

36% reduction in funding which would pull 35 Million from our industry





FAMA Spring Meeting 2011

GAC

What can you do?

Attend Hill Day – Get your voice heard

Conduct Home Day Visits – Get your voice heard

Send a Letter – Get your voice heard

Make Phone Calls – Get your voice heard



San Juan



FAMA Spring Meeting 2011

GAC

Up to 25% of the AFG are allowed to go for fire apparatus

97.5 Million of the 390 Million trickles in our industry

(390) \$250,000 Commercial Pumpers

(278) \$350,000 Custom Pumpers

(100) Aerial Platforms

Is it worth the effort?



San Juan



FAMA Spring Meeting 2011

GAC

We Need Your Help

Hill Day – April 6th and 7th
Washington, DC

Sign up: <https://www.fama.org//hillday>



San Juan



FAMA Spring Meeting 2011

GAC

Questions?



San Juan



FAMA Spring Meeting 2011

Technical Committee

Co-Chairs

David Durstine & Mike Moore



San Juan



FAMA Spring Meeting 2011

Technical Committee

Sub-Committees

Chairs

David Durstine
Mike Moore

Aerial/Quint

Jim Salmi
Jeff Aiken

Body

Keith Purdy
Bill Proft

Electrical

John Doperalski
Peter Luhrs

ARFF

Grady North
Marty Huffman

Chassis

Roger Lackore
Raff McDougall

Pumps & Plumbing

Doug Miller
Chad Trinkner

Ambulance

Steve Cole
Steve Rowland

Foam

Dominic Colletti
John Lund

San Juan



FAMA Spring Meeting 2011

Technical Committee

2011 Initiatives

- Published a quarterly Technical Committee E-Newsletter.
- Promote Communications and Committee Work outside the 2 Technical Meeting Held.
- Fire Apparatus Graphical Symbols Initiative
- EPA Greenhouse Gas & NHTSA Fuel Consumption Standards



San Juan



FAMA Spring Meeting 2011

Technical Committee

Fire Apparatus Graphical Symbols Initiative

Roger Lackore
Oshkosh Corporation
rlackore@oshkoshcorp.com
920 237 4237



FAMA Spring Meeting 2011

Technical Committee

How are the Controls Labeled?

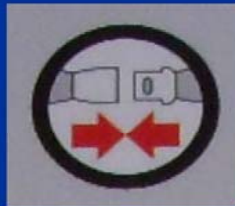




FAMA Spring Meeting 2011

Technical Committee

Pictures to Communicate are all around us





FAMA Spring Meeting 2011

Technical Committee

Other Vocations are Standardized

- Automotive
- Ag Equipment
- Logging Equipment
- Construction Machinery





FAMA Spring Meeting 2011

Technical Committee

Controls and Gauges Text or Symbols?

- Text
- Easy to Customize
- Requires less standardization
- Symbols
- Brain recognizes faster
- Next generation thinks in icons
- Works for all languages



FAMA Spring Meeting 2011

Technical Committee





FAMA Spring Meeting 2011

Technical Committee

Schedule

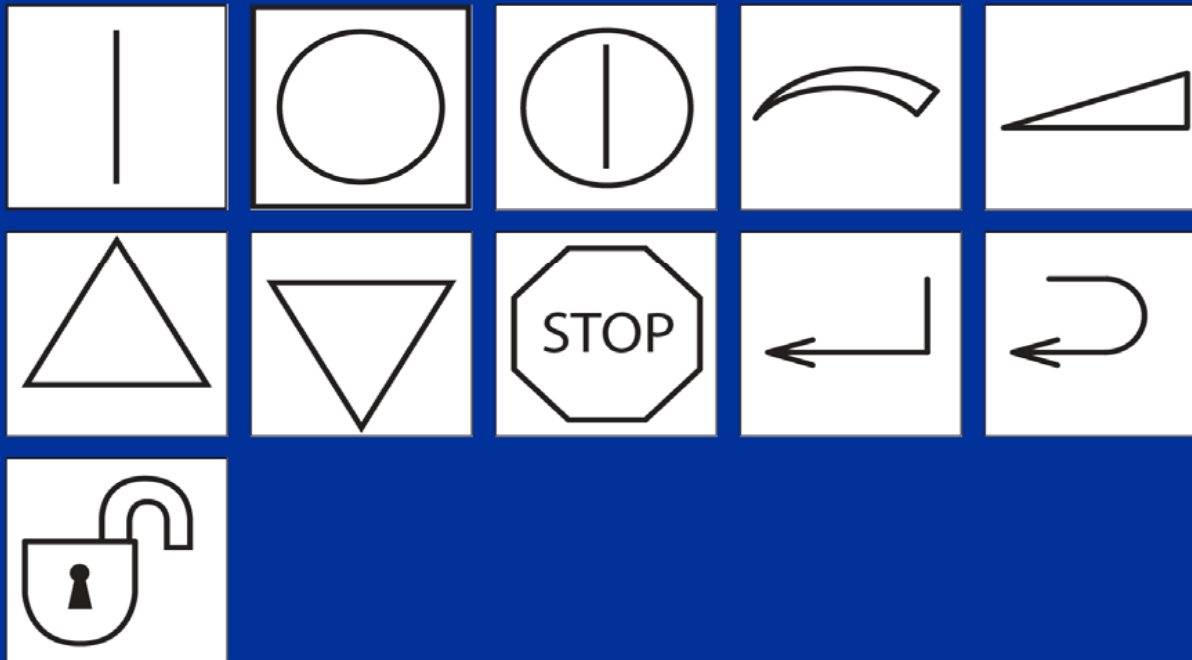
- FDIC 2010 – Form FAMA Task Group
- Harrisburg 2010
- Baltimore 2010
- FRI 2010 – First Draft
- FDSO 2011
- FDIC 2011 – Publish White Paper



FAMA Spring Meeting 2011

Technical Committee

General

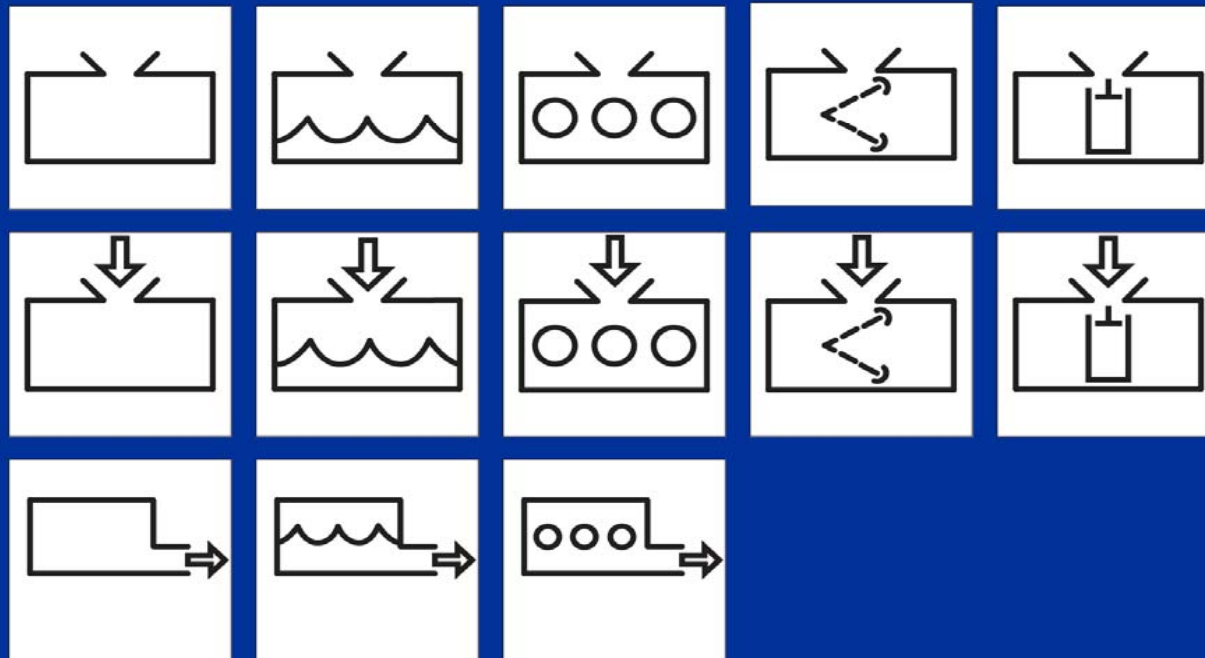




FAMA Spring Meeting 2011

Technical Committee

Tanks

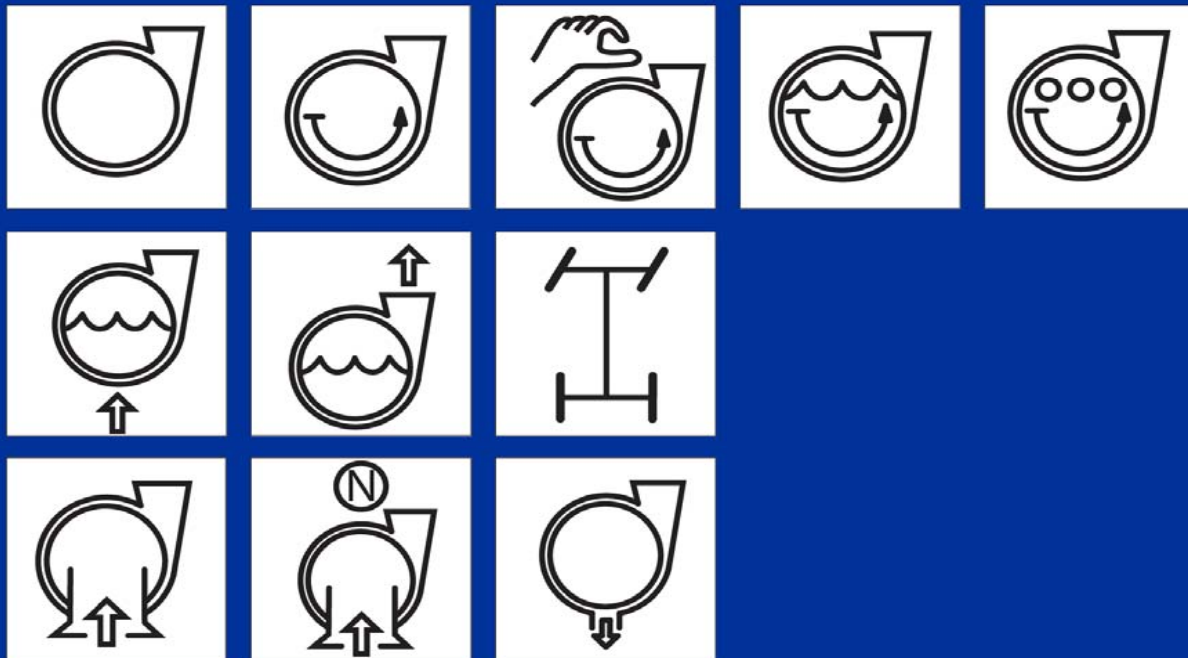




FAMA Spring Meeting 2011

Technical Committee

Pump Functions

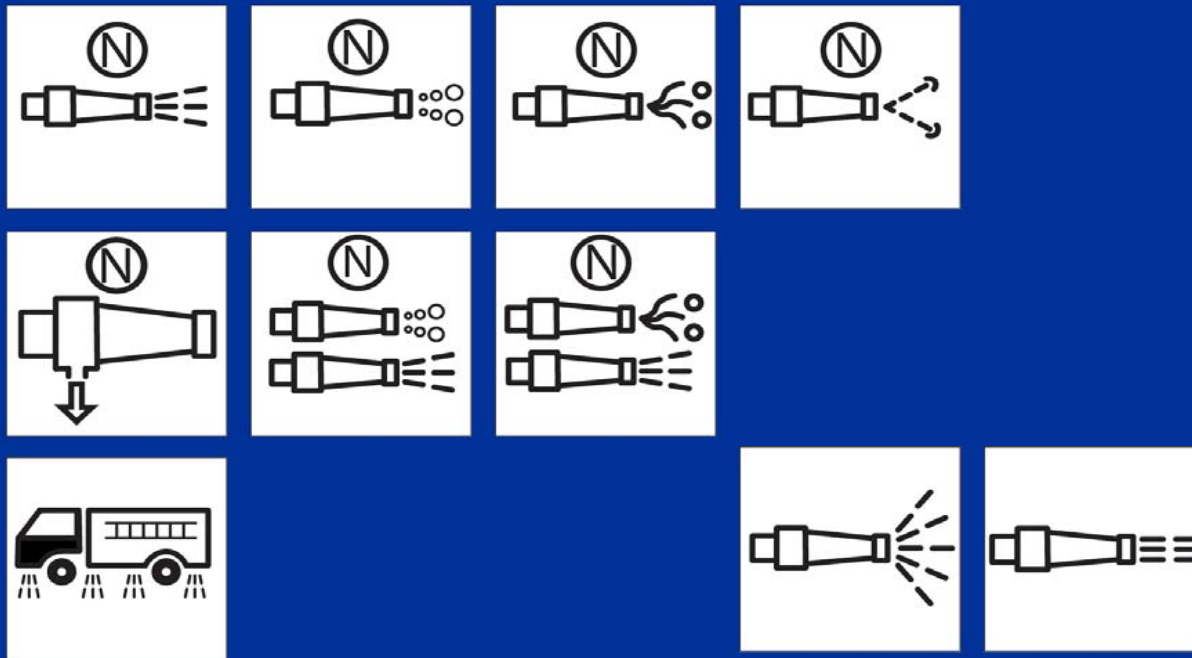




FAMA Spring Meeting 2011

Technical Committee

Discharge Functions

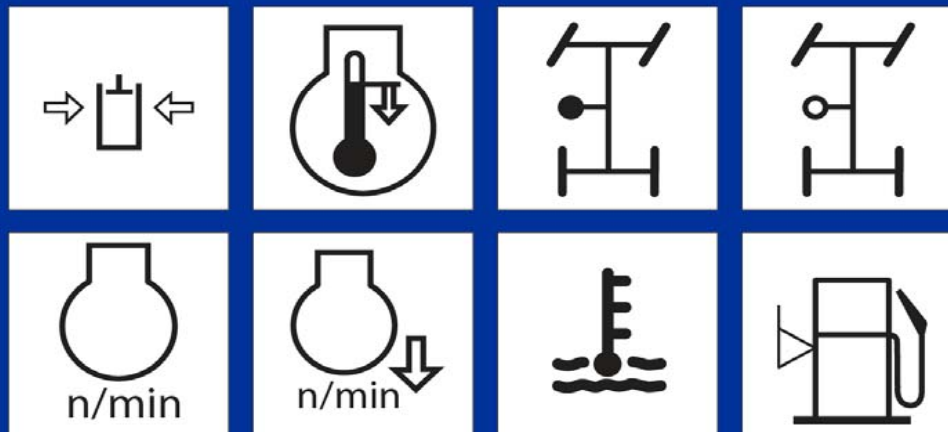




FAMA Spring Meeting 2011

Technical Committee

Chassis

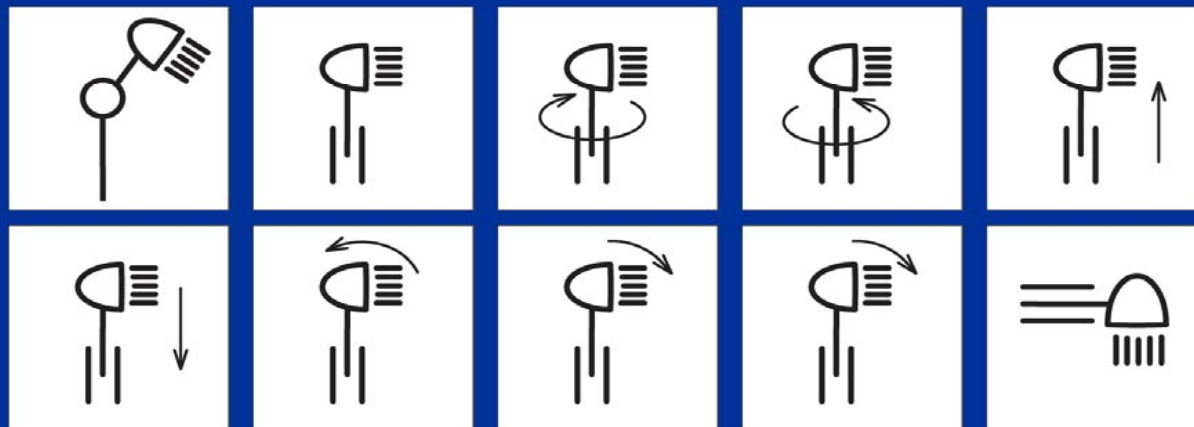




FAMA Spring Meeting 2011

Technical Committee

Light Mast

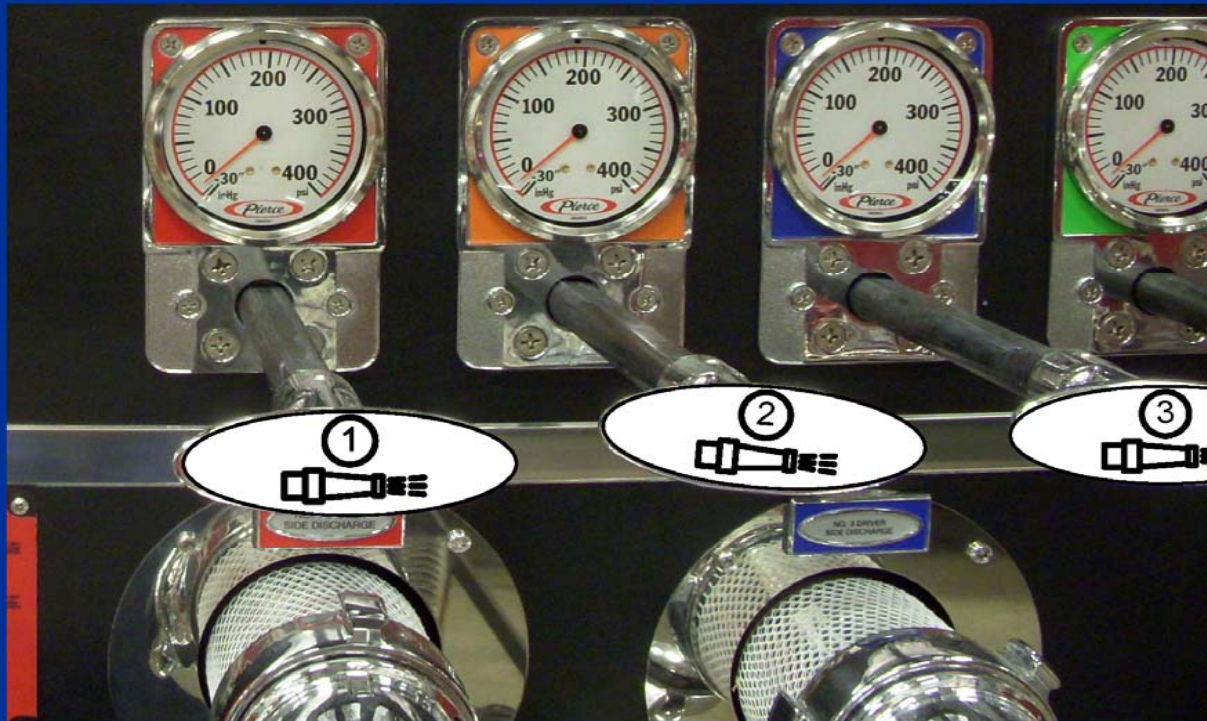




FAMA Spring Meeting 2011

Technical Committee

Example 1

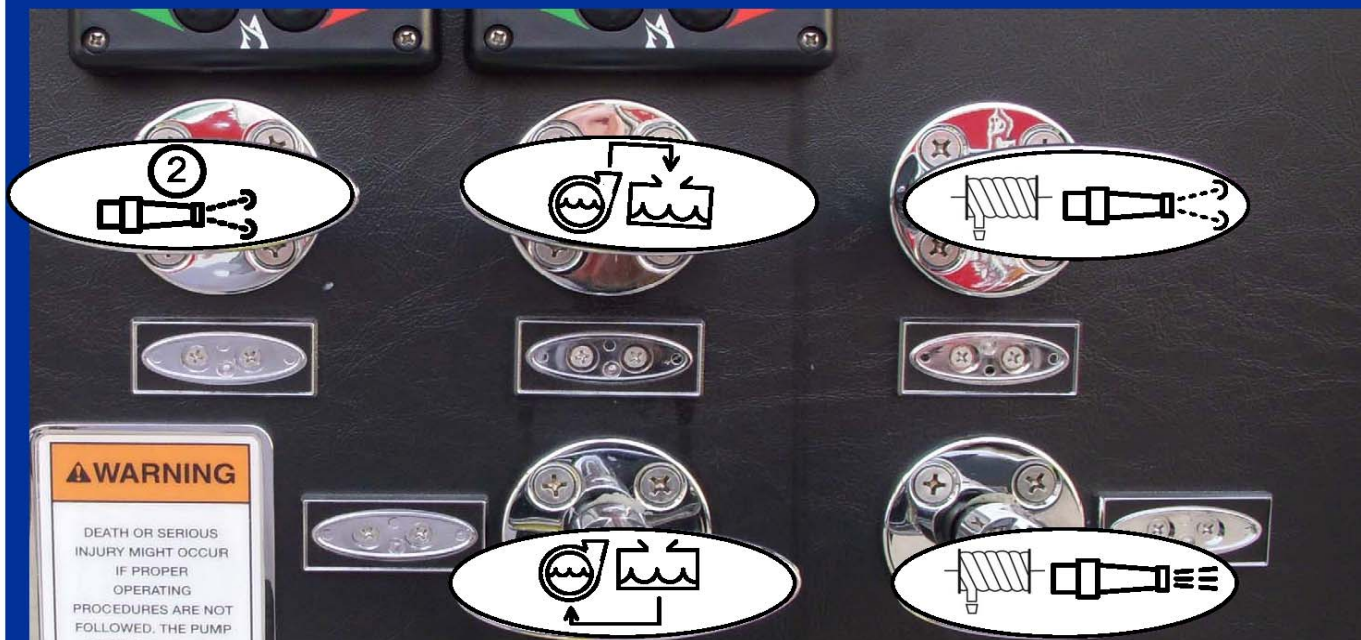




FAMA Spring Meeting 2011

Technical Committee

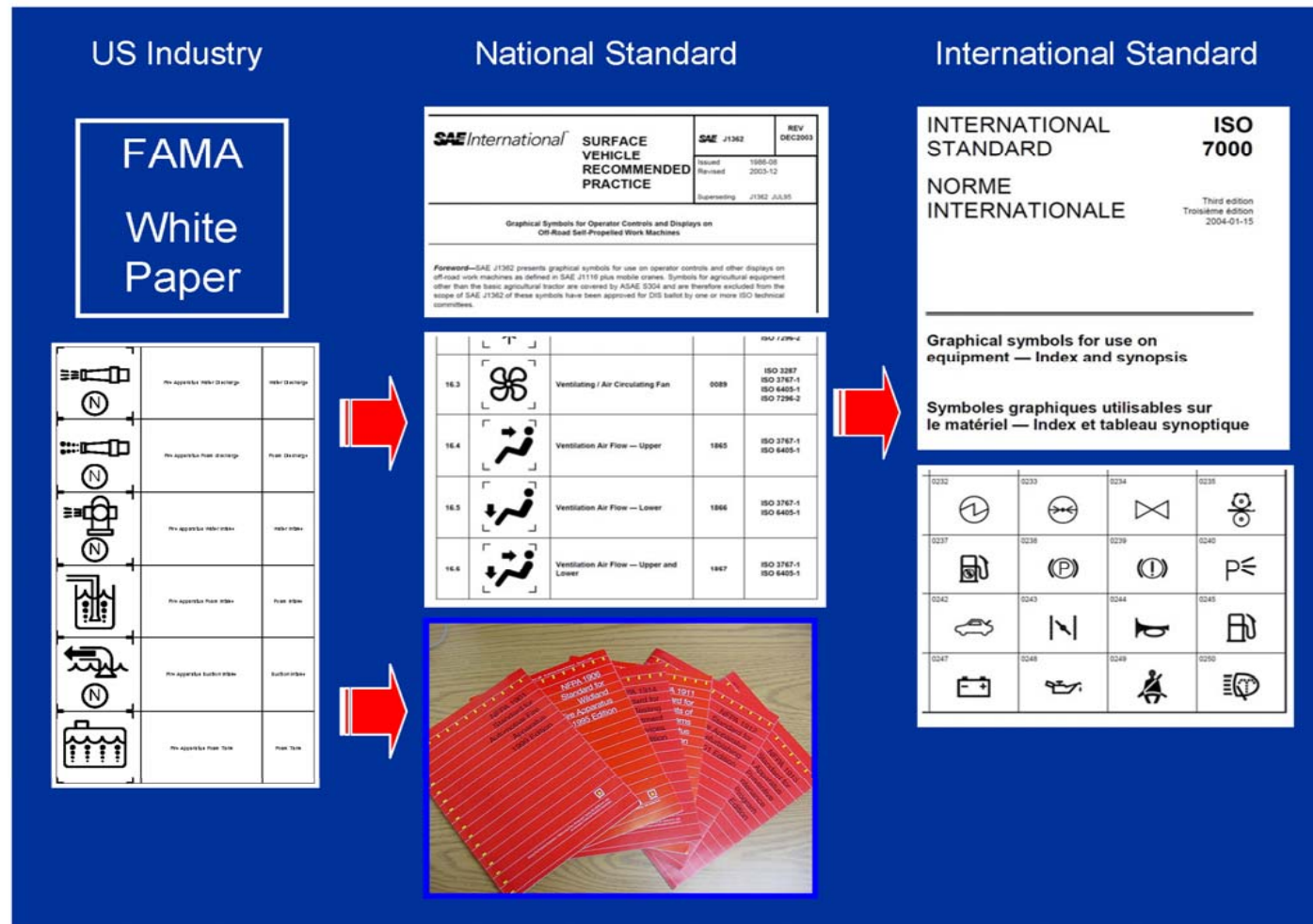
Example 2





FAMA Spring Meeting 2011

Technical Committee





FAMA Spring Meeting 2011

Technical Committee

UPDATE

**NPRM on Greenhouse
Gas and Fuel Economy
for Medium and Heavy
Duty Trucks**



FAMA Spring Meeting 2011

Technical Committee

Presidential Mandate



- **Presidents request to EPA and NHTSA:**
 - “Immediately begin work on a joint rulemaking under the Clean Air Act and the energy Independence and Security Act of 2007 to establish fuel efficiency and greenhouse gas emissions standards for commercial medium and heavy duty vehicles beginning with the 2014 model year”
 - Consortium of Truck and Engine manufacturer’s sign on the deal.



FAMA Spring Meeting 2011

Technical Committee

Applies to...

- Line-Haul Tractors
- Buses (City, School and Transit)
- Vocational Vehicles
- Large pickup trucks and vans.





FAMA Spring Meeting 2011

Technical Committee

Regulation Timing

- **EPA**
 - Greenhouse gas standards begin in 2014
- **NHTSA**
 - Fuel consumption standards
 - Voluntary 2014 – 2016
 - Mandatory beginning in 2017



FAMA Spring Meeting 2011

Technical Committee

Fire Apparatus Impacts

- **New Engines**
 - Emissions standards (g/bhp-hr)
 - CO₂
 - N₂O (Nitrous Oxide)
 - CH₄ (Methane)
 - Fuel Consumption (gal/bhp-hr)
 - 9% fuel consumption reduction for LHD & MHD
 - 5% fuel consumption reduction for HHD
- **Tire Rolling Resistance Requirements**
 - 8 kg/metric ton



FAMA Spring Meeting 2011

Technical Committee

Tire Rolling Resistance Question

- No published data for Vocational Tires.
- Aggressive tread tires may not pass.





FAMA Spring Meeting 2011

Technical Committee

Fire Apparatus Tread Selection

Type of Service	Tread Description	Percent Used	Percent Used by Service
Highway	Lugged - Small	1%	29%
	Ribbed - Straight	8%	
	Ribbed - Wavey	20%	
Highway Traction	Lugged - Medium	5%	33%
	Ribbed - Blocked	16%	
	Ribbed - Sipped	12%	
Off-Road	Lugged - Large	1%	1%
On/Off Road Mixed Service	Lugged - Large	25%	37%
	Lugged - Medium	9%	
	Ribbed - Blocked	3%	

Tread Category Examples



G291
Highway



G287 MSA
Highway Traction



622 RSD
Mixed Service



G177
Off-Road



FAMA Spring Meeting 2011

Technical Committee

FAMA Public Comment

- Fire Apparatus Need Aggressive Tread.
- Proposed Rule May Prohibit Aggressive Tread
- Request Exception for Emergency Vehicles.



FIRE APPARATUS MANUFACTURERS' ASSOCIATION

P.O. Box 397 • Lynnfield, MA 01940-0397 • Phone/Fax 781.334.2911

Docket Management Facility
M-30 U.S. Department of Transportation West Building
Rm. W12-140 1200 New Jersey Avenue, SE
Washington, DC 20590

RE: NHTSA Docket No. NHTSA-2010-0079

Fire Apparatus Manufacturers' Association comments pertaining to the EPA and NHTSA Proposal to Reduce Greenhouse Gas Emissions and Improve Fuel Efficiency of Medium- and Heavy-Duty Vehicles.

Introduction

The Fire Apparatus Manufacturers' Association supports the intent of this proposed rule in its endeavor to serve the interests of the environment and energy conservation. We do, however, wish to point out one issue where we believe the proposed rule will be either impossible to comply with, or counterproductive as it relates to emergency vehicles.

The Proposed Rule Mandates Tire Tread Values

The proposed rule uses the GEM computer model to determine compliance with the new regulations. For vocational trucks, the tire rolling resistance value (CRR) is the only factor in the GEM model that may be entered by the chassis manufacturer. Every other factor is provided by the EPA and NHTSA.

Since the CRR is the only factor available to be modified, and the regulation establishes what the final result must be, the chassis manufacturer has no choice but to install tires that meet the prescribed CRR.

Only tires with a CRR value of 8.0 kg/metric ton or less will provide a passing score for vocational vehicles in the GEM model.

Email: info@fama.org • Web: www.fama.org



FAMA Spring Meeting 2011

Technical Committee

How to Provide Comments

- Public Comments due January 31, 2011
- www.regulations.gov
 - NHTSA Docket No. NHTSA-2010-0079
 - EPA Docket No. EPA-HQ-OAR-2010-0162
- Final rule by July 30, 2011



FAMA Spring Meeting 2011

Technical Committee

2011 Spring Tech Meeting

Thursday March 24th, 2011 at 8:30

FDIC, Indianapolis

Breakfast at 7:30

Special to Thanks to Spring Meeting Sponsor



ArvinMeritor™

Note: This is a shared sponsorship, we have room for one more.





FAMA Spring Meeting 2011

Technical Committee

2011 Fall Tech Meeting

Will be held August 26th, 2011

FRI Atlanta, GA

Special to Thanks to the 2010 Fall Meeting Sponsor



San Juan



FAMA Spring Meeting 2011

Technical Committee

NFPA Responsible Documents & Revision Cycles

- NFPA 1901 Standard for Automotive Fire Apparatus
 - Fall 2013 Revised Edition Date: 2014
- NFPA 1906 Standard for Wildland Fire Apparatus
 - Fall 2011 (Revised from Fall 2010) Revised Edition Date: 2012 (Revised from 2011)
- NFPA 1911 Standard for the Inspection, Maintenance, Testing, and Retirement of In-Service Automotive Fire Apparatus
 - Fall 2011 Revised Edition Date: 2012
- NFPA 1912 Standard for Fire Apparatus Refurbishing
 - Fall 2010 Revised Edition Date: 2011



San Juan



FAMA Spring Meeting 2011

Technical Committee

NFPA1906 Revision Update (Revised to 2012)

- “Report on Comments Meeting”
- March 21-23, 2011 Indianapolis, IN (Embassy Suites)

NFPA1911 Revision Update

- “Report on Comments Meeting”
- March 21-23, 2011 Indianapolis, IN (Embassy Suites)



San Juan



FAMA Spring Meeting 2011

NFPA 1500 & 18

**NFPA 1500 – Fire Service
Occupational Health and Safety**

**NFPA 18 – Wetting Agents and
Water Additives**



San Juan



FAMA Spring Meeting 2011

NFPA 1500 & 18

- FAMA representatives:

NFPA 1500 – Leroy Coffman (A) and Dominic Colletti (P)

NFPA 18 – Jerry Halpin (A) and Dominic Colletti (P)

- Mission Statement: The mission of both committees is to represent the best interests of the FAMA group regarding providing input into proposed standard changes, with the end result of making conditions safer for firefighters and the public; and to provide feedback and report to the FAMA board and membership on items that may significantly impact the members of the association. Regarding significant issues, the FAMA board will review and direct committee voting activity.



San Juan



FAMA Spring Meeting 2011

NFPA 1500 & 18

- Technical Committee is responsible for two separate documents:
 - NFPA 18 – *Standard on Wetting Agents*
 - NFPA 18A – *Standard on Water Additives For Fire Control and Vapor Mitigation*
- NFPA 18 is through cycle and complete.
- NFPA 18A was just completed (Fall 2010 revision cycle) and the document has been released by NFPA.
- Next meeting for NFPA 18 will be the ROP meeting in the Fall if 2012.



San Juan



FAMA Spring Meeting 2011

NFPA 1500 & 18

- NFPA 1500: *Fire Department Occupational Safety and Health Program*

Two documents are “in cycle” and have gone through the Report On Proposals (ROP) phase:

- NFPA 1500, *Standard on Fire Department Occupational Safety and Health Program*;
- NFPA 1582, *Standard on Comprehensive Occupational Medical Program for Fire Departments*;



San Juan



FAMA Spring Meeting 2011

NFPA 1500 & 18

Last full committee meeting to develop ROP was held in San Francisco on February 10 through 12, 2011.

- NFPA 1500 submitted proposals and committee proposal were reviewed. In relationship to fire apparatus, these include:
 - Method to secure and/or contain hose and exterior mounted equipment – this will be retroactive.
 - Increased requirements for the AHJ to train members in the operation of specific department owned fire apparatus.
 - Placarding on the vehicle dashboard with a “Do Not Exceed XX mph” by the AHJ.



San Juan



FAMA Spring Meeting 2011

Annual
Meeting
2012
Documents
Dates

NFPA 1500, <i>Standard on Fire Department Occupational Safety and Health Program</i> ; NFPA 1582, <i>Standard on Comprehensive Occupational Medical Program for Fire Departments</i> ;	
Report on Proposals Closing Date	November 23, 2010
Final Date for ROP Meeting	February 25, 2011
ROP Document Published	June 24, 2011
Report on Comments Closing Date	August 30, 2011
Final Date for ROC Meeting	November 4, 2011
ROC Document Published	February 24, 2012



San Juan



FAMA Spring Meeting 2011

NFPA 1500 & 18

NFPA 1500 Committee

Spring 2011 Update:

Next planned 1500 technical committee meeting is to develop
Report On Comments (ROC):

October, 10 through 12, 2011, Washington DC area





FAMA Spring Meeting 2011

NFPA 1500 & 18

2011 Objectives

- Year 2011 FAMA Committee NFPA 1500 and 18 Objectives:
- Remain active with both NFPA technical committees and identify any areas of the proposed 1500 and 18 series of standards that could affect FAMA member companies.
- Regarding the 1500 document, stay active with the NFPA technical committee and continually educate members on the safety impacts regarding changes in fire apparatus.



San Juan



FAMA Spring Meeting 2011

Trade Show Advisory

Co-Chairs: Brian Cassell and Ken Nielsen

- We have had meetings with FDSOA to explore ways that FAMA can become more involved in planning their Apparatus Symposium and possibly help with management of the event.
- Brian Cassell (Trade Show Committee) and I attended a focus group meeting with IAFC to look at changes to the FRI show.



San Juan



FAMA Spring Meeting 2011

Education Committee

Co-Chairs:
Tammy Laridaen
Jeff Hupke



San Juan



FAMA Spring Meeting 2011

Education Committee

2011 Phillip L. Turner Fire Protection Scholarship for Outstanding Achievement

- University notification – March 10
- Evaluation of applicants – June 30
- Board Review – July 9
- Award Presentation – IAFC, Atlanta



San Juan



FAMA Spring Meeting 2011

Education Committee

2010/2011 Survey of Fire Chiefs

- Present 2010 survey at Spring FAMA meeting
 - Incorporated FEMSA results
- Input to develop 2011 survey
- Conduct 2011 survey
- Statistical analysis
- Review at 2012 Spring FAMA meeting





FAMA Spring Meeting 2011

Education Committee

Future

- Develop survey development and communication plan with other committees
- Work more closely with FEMSA on their fire survey
- Revise mission and objective statements for Education Committee





FAMA Spring Meeting 2011

Education Committee

2010/2011

FAMA Survey of Fire Chiefs

[Jeff Hupke, Education Committee Co-Chair]



San Juan



FAMA Spring Meeting 2011

Education Committee

Research Goals

- Gather information and identify fire department trends in staffing levels and equipment and apparatus purchases
- Determine how continued economic challenges are impacting departments
- Understand how apparatus requirements may be changing
- Continue analyzing building from the research baseline we established last year





FAMA Spring Meeting 2011

Education Committee

Methodology

- Online survey of the fire departments in the United States
- Weak FAMA data returns after a strong showing the previous year caused us to merge the data with FEMSA data from the same period
- 81 fire departments completed the FAMA data [Vs. 1,072 in 2009] and 1,281 fire departments completed the FEMSA survey





FAMA Spring Meeting 2011

Education Committee

Statistical Tests

- Chi-squared test was used to determine whether cross-tabulated variables were independent or dependent
- When chi-square test indicated a dependent relationship at a 95% level of confidence the correlation factor was noted as “significant”





FAMA Spring Meeting 2011

Education Committee

Organization and Population

b. Organizational Type

A higher percentage of those responding to the FEMSA survey are volunteer departments (64%) compared to the FAMA survey (37%).

	FEMSA (n=1,281.)	FAMA (n=81.)
Career department	12%	21%
Volunteer department	64%	37%
Combination career/volunteer	24%	41%

c. Population Served

Eighty-four percent of those responding to the FEMSA survey serve populations of 30,000 or less, while 81% of those responding to the FAMA survey serve populations of 50,000 or less.

FEMSA Results (n=1,281.)		FAMA Results (n=81.)	
Less than 10,000	56%	Less than 5,000	25%
10,000–30,000	28%	5,001–50,000	56%
30,000–250,000	14%	50,001–100,000	14%
250,000+	2%	100,001–500,000	2%
		500,001–1,000,000	4%
		More than 1,000,000	0%





FAMA Spring Meeting 2011

Education Committee

Type of Structures

d. Type of Structures Protected

Almost all of the departments protect single family (98%) and multifamily (92%) dwellings. The next most common type of structure protected is industrial parks—by 69% of the departments.

This question was not asked on the FEMSA survey.

	FAMA 2010	FAMA 2011
Single-family dwellings	98%	99%
Multi-family dwellings	92%	84%
Industrial Park	69%	64%
Wildland	61%	74%
Hazardous structures (petroleum, refineries)	54%	46%
High-rise (6 to 38 floors)	40%	33%
Skyscraper (39+ floors)	2%	1%





FAMA Spring Meeting 2011

Education Committee

Anticipated Actions Due to Economic Conditions

Financial Overview

1. Anticipated Actions Due to Economic Conditions–FAMA

Just under two-thirds of respondents plan to postpone planned purchases; 54% plan to reduce the number of planned purchases due to current economic conditions. Results mirror those of 2010.

	FAMA 2010 (n=1,072)	FAMA 2011 (n=81.)
Postpone planned purchases	66%	62%
Reduce number of planned purchases	58%	54%
Standard operating procedures will change	29%	21%
Fees for service levied	26%	15%
Cancel planned purchases	25%	31%
Reduced staff	24%	26%
Refurbish existing apparatus	21%	32%
Forced to acquire non-NFPA compliant apparatus	3%	5%
Other	10%	14%

San Juan



FAMA Spring Meeting 2011

Education Committee

Equipment Funding

2. Apparatus Purchases Funding–FEMSA

Sixty-three percent of fire departments use municipal funds to fund new fire apparatus purchases. Forty-four percent use volunteer fundraising. (Note: n=1,281.)

Municipal funds	63%
Volunteer fundraising	44%
Federal government grants	32%
State government grants	19%
State funds	16%
Federal funds	12%
Corporate fundraising	4%
Other	11%

3. What Could FAMA do to Help Access Funding?–FAMA

(In which of the following areas could FAMA best help the fire chiefs to find/access funding?)

Half of the respondents stated that raising the overall awareness of funding sources would assist fire chiefs. (Note: n=78.)

Raising overall awareness of funding sources	50%
Define criteria for selecting the best source	27%
Training for accessing potential sources of funds	23%

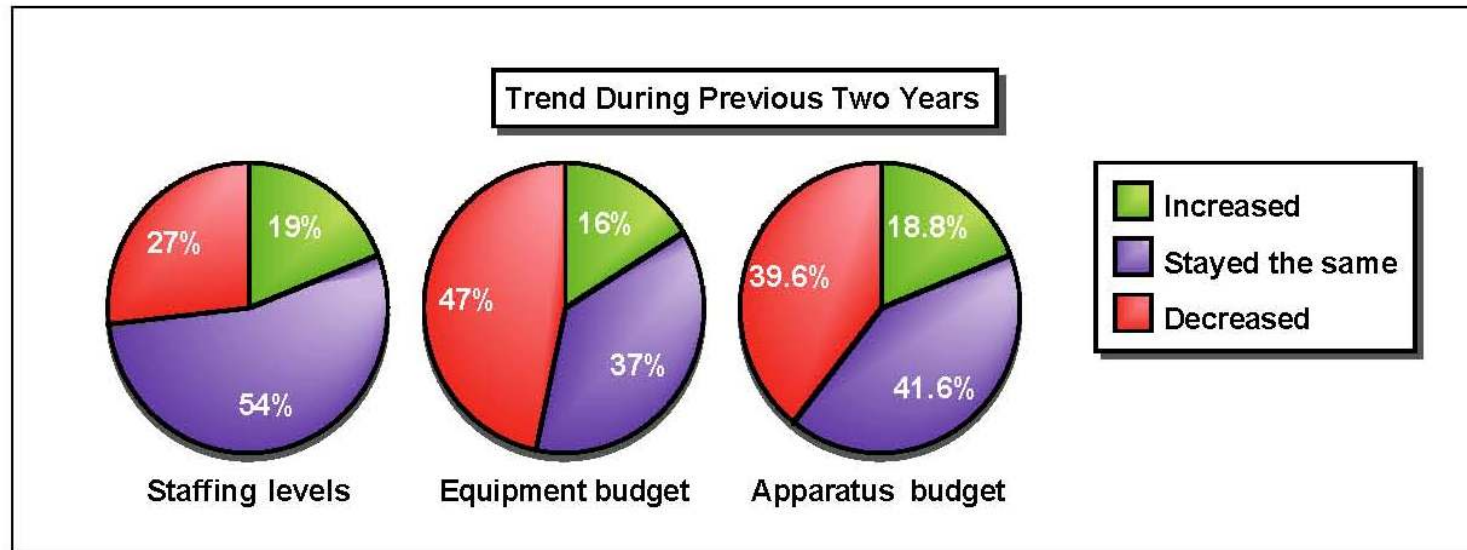




FAMA Spring Meeting 2011

Education Committee

Trends During Previous Two Years



San Juan

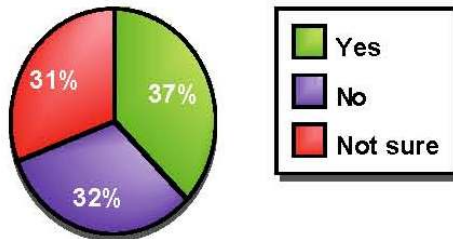


FAMA Spring Meeting 2011

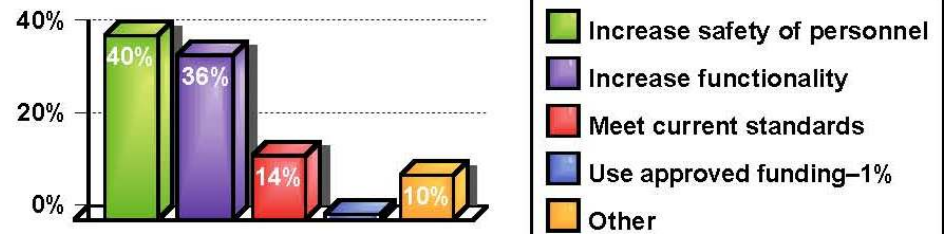
Education Committee

Purchasing Apparatus (2010-2011)

Anticipate Purchasing



Primary Reason for Purchase



San Juan



FAMA Spring Meeting 2011

Education Committee

Purchasing Apparatus (2010-2011)

3. Planned Apparatus Purchases

(Which of the following new apparatus are you planning to purchase within the next three years?)

Just over half of the respondents plan to purchase a pumper within the next three years; 22% plan to purchase a rescue/command vehicle. (Note: n=1,281.)

Pumpers	53%
Rescue/command	22%
Wildland	16%
Aerials	15%
EMS	14%
Small initial attack	9%
Not planning purchase	14%

4. Approach to Apparatus Purchases

(Which of the following best describes your departments approach to new apparatus purchases?)

Forty-five percent of respondents indicated they are purchasing more flexible apparatus and an almost equal amount are staying with the same type of apparatus.

Purchasing more flexible apparatus (perform a greater variety of tasks, but with less effectiveness)	45%
Staying with the same type of apparatus	41%
Purchasing more specialty apparatus (perform few tasks with effectiveness)	14%



San Juan



FAMA Spring Meeting 2011

Education Committee

Purchasing Apparatus (2010-2011)

How is your department dealing with the rapidly increasing cost of apparatus?

Purchasing less often	59%
Buying smaller, less equipped apparatus	8%
Finding more money to maintain normal purchase requirements	17%
Other	15%





FAMA Spring Meeting 2011

Education Committee

NFPA Overview

Which of the following describes the value of NFPA to your department?

They've made my department safer and are well worth the cost.	42%
They've added too much cost to fire equipment.	27%
My department is safer, but not enough to justify the added cost.	25%
They've had little effect on safety or cost.	6%





FAMA Spring Meeting 2011

Education Committee

NFPA Overview

Do you check to see if there is an NFPA Standard that covers the type of equipment you intend to purchase?

Yes, always	70%
Yes, sometimes	18%
Yes, but only apparatus	3%
Yes, but only apparatus and a few loose equipment items	4%
No	5%



San Juan



FAMA Spring Meeting 2011

Education Committee

What did we find?

- A similar percentage of respondents expected to postpone purchases in 2011(62%) as 2010 (66%)
- A larger percentage in 2011 expected to refurbish existing apparatus (32% v 21%)
- Staffing levels and apparatus budgets are decreasing
- Departments purchasing more flexible apparatus
- Smaller departments are purchasing less often and larger departments are finding more money to maintain normal purchase requirements





FAMA Spring Meeting 2011

Education Committee

What's Next?

- Review report
- Provide input for next survey
- Share results with your associates





FAMA Spring Meeting 2011

MARKETING COMMITTEE

- Phil Gerace, Chair
- John Lund, Vice Chair
- Drew Sutphen
- Steve Cole
- Dave Durstine
- John Weber





FAMA Spring Meeting 2011

MARKETING COMMITTEE

How Marketing Can Help You:

Before asking for assistance, answer these questions:

- Who is my audience?
- What is my basic message?
- What is the action item I'd like them to do after viewing/reading this?



San Juan



FAMA Spring Meeting 2011

MARKETING COMMITTEE

- What additional details are required to be included in the message?
- Who can answer questions for Marketing and who can answer them for the Reader once the item is released?
- In what format do I need the item (PowerPoint, PDF, printed literature, etc) ?



San Juan



FAMA Spring Meeting 2011

MARKETING COMMITTEE

FDIC SPONSORSHIP

- Attendee Bag (FAMA logo with Booth #)
- Banners
- Ad in FDIC Show Guide
- FAMA now has a 2 minute video!





FAMA Spring Meeting 2011

Banners



Ad

Answering THE CALL

WE ARE COMMITTED TO FIREFIGHTERS.

FAMA works through its member companies to enhance the quality of the fire apparatus industry and emergency service community through the manufacture and sale of safe, efficient fire apparatus and equipment. We work to keep you safe in the most challenging situations and successful on the job.

WE ARE COMMITTED TO FIRE APPARATUS MANUFACTURERS.

Founded in 1946, FAMA remains the oldest and largest professional membership organization for Fire Apparatus Manufacturers. Our members work together to exchange ideas, research and speak out to give our industry voice with policy makers.

MAKE THE FAMA CONNECTION

- › Promoting Safe Apparatus
- › Your Legislative Voice
- › Industry News & Events
- › On-Line Resources

Visit FAMA at FDIC 2011—Booth #5066

FAMA.ORG



San Juan



FAMA Spring Meeting 2011

FAMA Video



San Juan



FAMA Spring Meeting 2011

Meeting Planning Committee

Committee Members

- John Swanson – Chairman
- Mark Albright – Vice Chair
- Greg Kozey – Board VP
- Ed Dobbs
- Geary Roberts
- Damon Lewis
- Bob Grimaldi – Travel Planner



San Juan



FAMA Spring Meeting 2011

Meeting Planning Committee

Meeting Sponsors

- Fire Engineering Magazine – Corporate
- AMDOR & Spartan Motors, Inc. (Joint) - Friday Banquet Open Bar
- W.S. Darley – Coffee Break
- United Plastics – Cups for hospitality suite
- VisionMark – Recognition Awards





FAMA Spring Meeting 2011

Meeting Planning Committee

Fall 2011

FAMA/FEMSA Joint Meeting

- Location: Arlington, VA
- Date: Oct. 5-8, 2011
- Hotel: Crystal City Marriot





FAMA Spring Meeting 2011

Meeting Planning Committee

Spring 2012

FAMA Meeting

- Location: Fort Lauderdale, FL
- Date: March 30-April 3, 2012
- Hotel: Marriott Ft. Lauderdale





FAMA Spring Meeting 2012

Meeting Planning Committee



San Juan



FAMA Spring Meeting 2012

Meeting Planning Committee



San Juan



FAMA Spring Meeting 2012

Meeting Planning Committee



San Juan



FAMA Spring Meeting 2011

Meeting Planning Committee

Fall 2012

FAMA/FEMSA Joint Meeting

- Location: Glendale, AZ
- Date: Sept. 26-29, 2012
- Hotel: Glendale Marriott





FAMA Spring Meeting 2011

Meeting Planning Committee

Spring 2013

FAMA Meeting

- Location: Rancho Mirage, CA
- Date: March 15 - 19, 2013
- Hotel: Rancho Las Palmas





FAMA Spring Meeting 2011

Meeting Planning Committee

Fall 2013

FAMA/FEMSA Joint Meeting

- Location: Tampa, FL
- Date: Sept. 25 - 27, 2013
- Hotel: Renaissance Tampa



San Juan



FAMA Spring Meeting 2011

Meeting Planning Committee

Spring 2014

FAMA Meeting

- Location: Aruba
- Date: March 14 - 18, 2014
- Hotel: Aruba Marriott





FAMA Spring Meeting 2011

Meeting Planning Committee

Responsibilities

- Budget and plan for the General Membership Meetings
- Select topics of interest and speakers for General Membership Meetings
- Work with Marketing Committee to publicize and promote Spring and Fall meetings
- Coordinate awards and acknowledgements at General Membership Meetings
- Develop a schedule and budget for group and optional social activities in conjunction with the General Membership Meetings
- Prepare survey for meeting evaluation
- Hotel inspection/Site survey



San Juan



FAMA Spring Meeting 2011

Meeting Planning Committee

Meeting Site Criteria

- Rate within the FAMA/FEMSA budget
- Prefer to be largest group at hotel during stay (more attention from hotel staff)
- Minimum 100 room property (FAMA requires average 85 rooms)
- Four star property
- Business hotel rather than leisure hotel property
- Major hotel chain (National representatives are available)
- Located within 1 hour drive from nearest airport
- Direct flights from major cities such as NY, Chicago, Atlanta
- Hotel features including internet access, restaurant and meeting rooms
- Hospitality suite on ground floor with pool access



San Juan



FAMA Spring Meeting 2011

Coffee Break



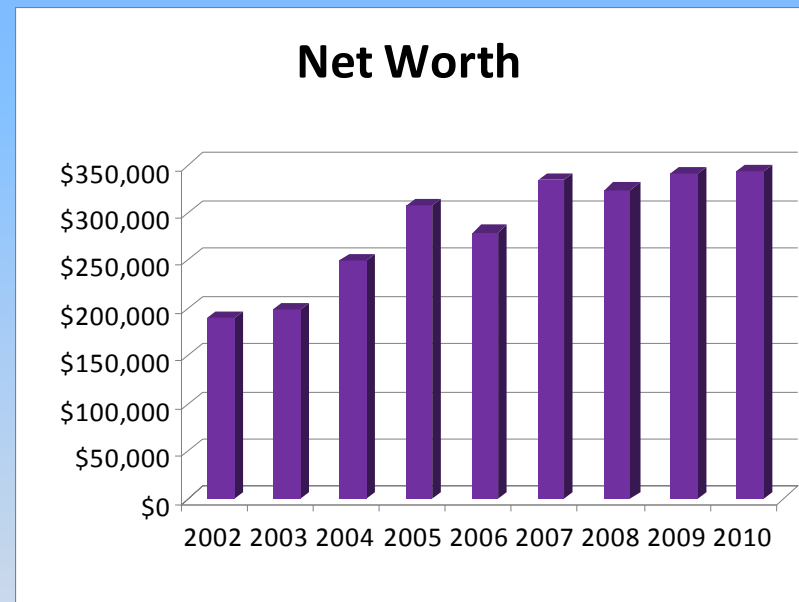
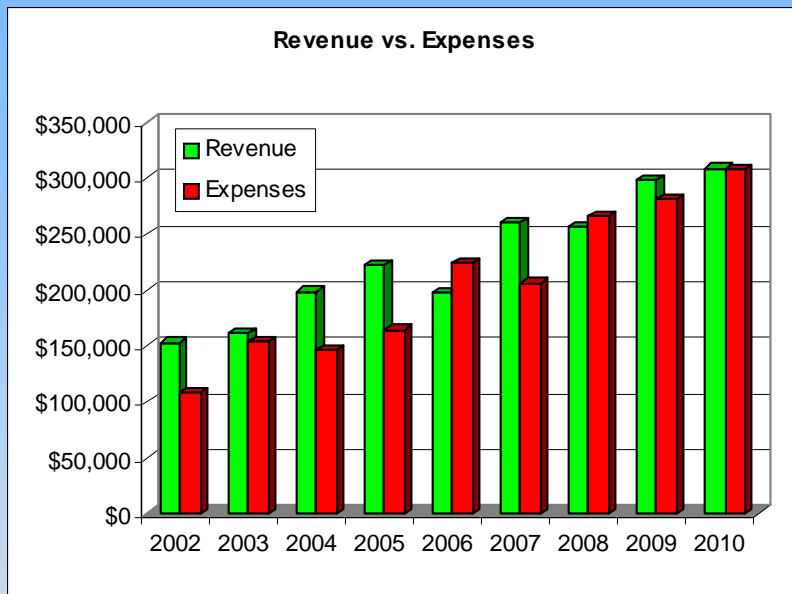
San Juan



FAMA Spring Meeting 2011

Open Mike Questions

- Finances:



San Juan



FAMA Spring Meeting 2011

Open Mike Questions

Finances:

Spring Meeting

Corporate Sponsor	\$37,500 ?
Member Sponsorships Available	\$21,000
Member Sponsorships Supported	\$3,500

GAC

Corporate Sponsor	\$20,000 ?
-------------------	------------



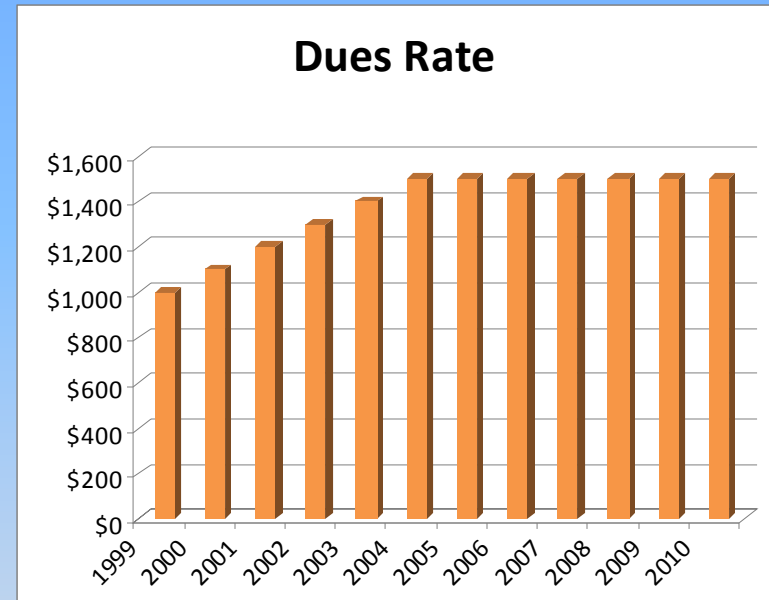
San Juan



FAMA Spring Meeting 2011

Open Mike Questions

- Finances:



Report Code: MRR-FIRE10
The Fire Apparatus Manufacturing
Industry in North America
\$2,975.00



San Juan



FAMA Spring Meeting 2011

Open Mike Questions

- Finances: While the FAMA organization is very sound financially, we see trends indicating that operating expenses are increasing faster than income. We are nearing the point where we will be maxed out on being able to provide all of our current services with our available revenue stream. We are asking a 3-part question. Going forward would you like to see?
 1. FAMA reduce current services? If so, which programs in particular?
 2. Increase membership dues?
 3. Look for ways of adding new members?



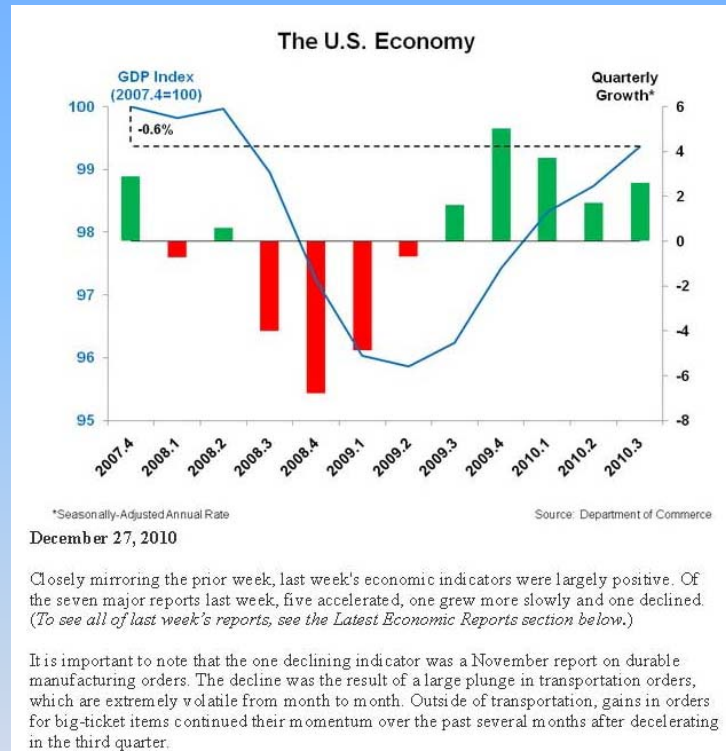
San Juan



FAMA Spring Meeting 2011

Open Mike Questions

- Legislative Information:



San Juan



FAMA Spring Meeting 2011

Open Mike Questions

- Legislative Information:
- The National Association of Manufacturers (NAM) and the National Truck and Equipment Association (NTEA) provide weekly updates relating to laws and regulations that can affect our businesses.
 - Are you currently a member of NAM or NTEA?
 - Would you like to see these weekly updates via e-mail?
 - Would you rather have pertinent articles posted on our web site for review – no e-mail reminders from FAMA?



San Juan



FAMA Spring Meeting 2011

Open Mike Questions

- Statistics:
 - FAMA currently separates domestic sales by state and all other data is labeled as Canada or Other. Would you like to see “Other” further divided by region to see what areas of the globe we are exporting to?
 - If they were available, would you like to see global statistics on fire equipment sales and trends? Would you be willing to increase membership fees to pay for this information?
 - Would you be willing to submit sales forecasts in addition to booked orders?





FAMA Spring Meeting 2011

Open Mike Questions

- Trade Shows:
 - Would you be in favor of FAMA taking a more active role in the FDSOA Apparatus Symposium?
 - If yes, do you want to:
 - Have official representation for the program planning?
 - Assist in operation of the symposium?



San Juan



FAMA Spring Meeting 2011

Open Mike Questions

- Spring Meeting: Spring meetings are becoming increasingly expensive. Would you be in favor of increasing the meeting fees using the current format? Or, to reduce costs:
 - Would you be in favor of a more business oriented Spring Meeting?
 - Non-resort type location?
 - One full day meeting instead of two ½ day meetings (arrive on day 1 with board meetings, golf, and reception, day 2 all day meetings and banquet)?
 - Do we need two meetings (Spring and Fall) each year?



San Juan



FAMA Spring Meeting 2011

Open Mike Questions

- Member Involvement:
 - How many companies have at least one representative going to the Technical Meeting at FDIC?
 - How many companies have at least one representative on one of the other FAMA committees?
 - If your answer is none to these questions, what are the issues that prevent your company from getting more involved?
- Other



San Juan



FAMA Spring Meeting 2011

Round Table Break-Out

- Six Tables – Six Topics
- Pick Four Tables to Visit
- 12-15 Minutes Per Table





FAMA Spring Meeting 2011

- Unfinished Business
- New Business
- Closing Remarks



San Juan



FAMA Spring Meeting 2011

Next Meeting Notice FAMA/FEMSA Fall Meeting

October 4-7, 2011

Arlington, VA



San Juan



FAMA Spring Meeting 2011

Meeting Survey and Evaluation

<http://www.zoomerang.com/Survey/WEB22BZYSG4AKN/>



San Juan