



# 2017 FAMA Spring Meeting

Meeting Day 1



## 2017 FAMA SPRING MEETING

**CALL TO ORDER**

**INVOCATION**

**P. Gerace**

**OPENING REMARKS**

**S. Edens**

**HOUSEKEEPING**

**POLL EVERYWHERE**



 Poll Everywhere

## This is how it works

Ask the audience a question. Then watch their answers come to life on the screen.



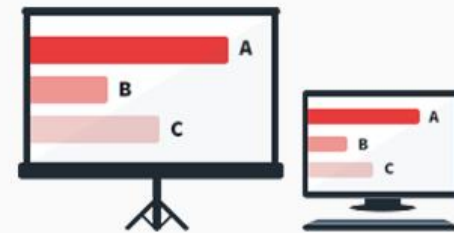
### Step 1

Ask your audience a question with the Poll Everywhere app



### Step 2

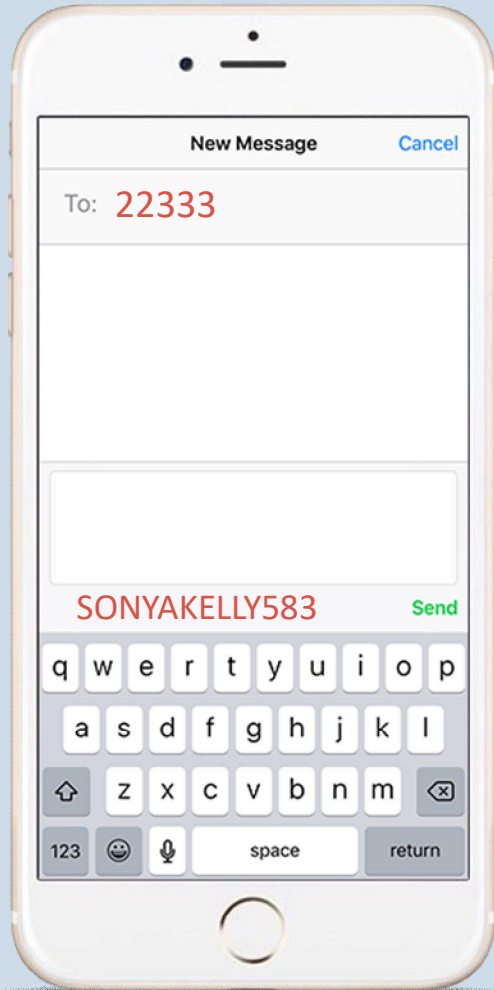
Audience answers in real time using mobile phones, Twitter, or web browsers



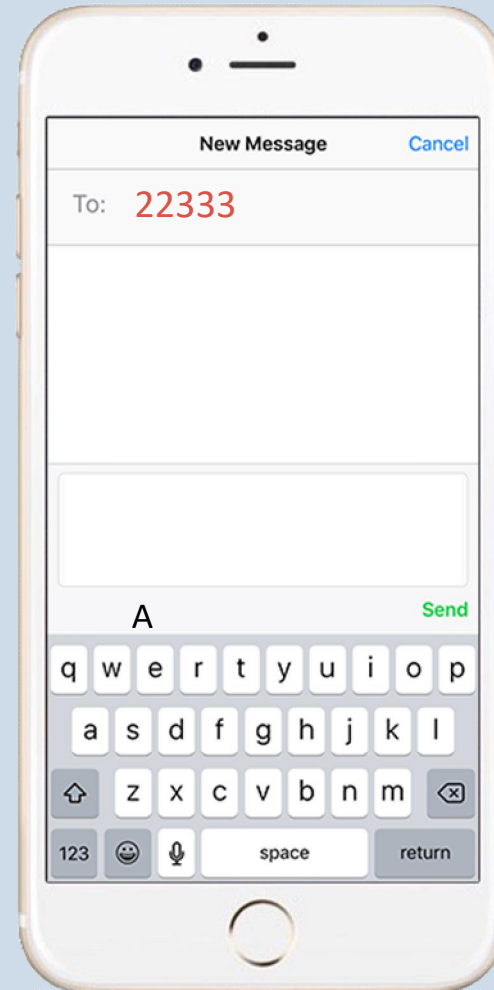
### Step 3

See your response live on the web or in a PowerPoint presentation

# Participating with Poll Everywhere



*Set-up*



*Text voting*





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# 2017 FAMA SPRING MEETING

**INTRODUCTION OF:**

**BOARD OF DIRECTOR'S**

**GUESTS**

**PennWell Fire Group**

**Eric Schlett & Megan McManus**

**NEW MEMBERS**

**FIRST TIME ATTENDEES**

**Please stand**



2017 FAMA SPRING MEETING

**Curt Ignacio – Board Secretary**

**ROLL CALL**

**PROOF OF NOTICE**

**REVIEW OF MINUTES**

**MEMBER INTRODUCTIONS**



2017 FAMA SPRING MEETING

**ANTI-TRUST**

**&**

**NON-DISCRIMINATION**





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EMERGENCY RESPONSE



Manufacturer of Fire and Safety Equipment [www.ziamatic.com](http://www.ziamatic.com)





2017 FAMA SPRING MEETING

# **TREASURER'S REPORT**

Jeff Darley



	TOTAL		
	AS OF DEC 31, 2016	AS OF DEC 31, 2015 (PY)	% CHANGE
<b>ASSETS</b>			
Current Assets			
Bank Accounts			
A01 ING DIRECT Business Savings	0.00	0.00	
A03 FAMA Money Market	0.00	0.00	
A04 FAMA Checking	0.00	59.85	-100.00 %
BOA Bill Pay	24,824.78	15,893.11	56.20 %
BOA Operating	137,848.84	78,086.36	76.53 %
BOA Reserve	210,508.42	166,109.97	26.73 %
BOA Surplus	82,683.65	126,994.15	-34.89 %
Metro CU MM-Reserves-30	0.00	0.00	
Metro CU MM-Surplus-31	0.00	0.00	
<b>Total Bank Accounts</b>	<b>\$455,865.69</b>	<b>\$387,143.44</b>	<b>17.75 %</b>
Other Current Assets			
1600 PrePaid Meeting Deposits	0.00	3,750.00	-100.00 %
<b>Total Other Current Assets</b>	<b>\$0.00</b>	<b>\$3,750.00</b>	<b>-100.00 %</b>
<b>Total Current Assets</b>	<b>\$455,865.69</b>	<b>\$390,893.44</b>	<b>16.62 %</b>
<b>TOTAL ASSETS</b>	<b>\$455,865.69</b>	<b>\$390,893.44</b>	<b>16.62 %</b>




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**LIABILITIES AND EQUITY**

## Liabilities

## Current Liabilities

## Credit Cards

6619830 S Kelly Master Card	0.00	0.00	
<b>Total Credit Cards</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>0.00%</b>

## Other Current Liabilities

FAMA Prepaid Meeting Registration Fees	9,680.00	0.00	
FAMA Prepaid Membership Dues	81,600.00	68,850.00	18.52 %
<b>Total Other Current Liabilities</b>	<b>\$91,280.00</b>	<b>\$68,850.00</b>	<b>32.58 %</b>

<b>Total Current Liabilities</b>	<b>\$91,280.00</b>	<b>\$68,850.00</b>	<b>32.58 %</b>
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<b>Total Liabilities</b>	<b>\$91,280.00</b>	<b>\$68,850.00</b>	<b>32.58 %</b>
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## Equity

3000 Opening Balances	0.00	0.00	
Opening Bal Equity	0.00	0.00	
Retained Earnings	321,983.59	359,630.34	-10.47 %
Net Income	42,602.10	-37,586.90	213.34 %
<b>Total Equity</b>	<b>\$364,585.69</b>	<b>\$322,043.44</b>	<b>13.21 %</b>

---

 TOTAL

	AS OF DEC 31, 2016	AS OF DEC 31, 2015 (PY)	% CHANGE
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$455,865.69</b>	<b>\$390,893.44</b>	<b>16.62 %</b>

---



# 2016 Budget vs. Actual

## “ Income

“ Total Income \$428,988 vs. Budget \$392,200 +9%

## “ Expense

“ Total Expense \$385,053 vs. Budget \$392,060 -2%

“ Net Income \$43,935 vs. Budget of \$140  
+31,382%

“ Main Contributors were Sponsors and  
Membership dues



# 2017 Income statement through March 12, 2017

- “ Income YTD \$309,959
  - “ Pennwell sponsorship \$40,000
  - “ Dues \$209,110
  - “ Meeting fees (spring) \$38,555
  - “ Meeting sponsors (spring) \$21,000
- “ Expenses \$76,798
  - “ CFSI \$3,500
  - “ Bank Fees \$3950
  - “ GAC \$10,000
  - “ Legal \$6,350
  - “ Member meeting \$32,205
- “ Net Income YTD \$233,160





2017 FAMA SPRING MEETING

# **BOARD OF DIRECTOR'S REPORT**

Scott Edens



## 2017 INITIATIVES

- 1) REAUTHORIZATION OF AFG / SAFER GRANT
- 2) DEVELOPMENT OF 5 YEAR FORECAST OF FIRE APPARATUS INDUSTRY
- 3) COMPLETION OF NEW PRODUCT OR SERVICE FOR FIRE SERVICE



# Meeting Initiatives

1) Content

2) Networking

3) Weather



# FAMA IMPORTANT DATES

HILL DAY	APRIL 5-6
DEALER / MANUFACTURER SALES TRAINING	APRIL 25th
NHTSA TRAINING	APRIL 26 <sup>th</sup>
SPRING TECHNICAL COMMITTEE	APRIL 27th
FDIC INTERNATIONAL / FAMA SHOWCASE	APRIL 27th
FALL MEMBER MEETING	OCTOBER 3-6



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2017 FAMA SPRING MEETING

# **NOMINATING COMMITTEE**

Bruce Whitehouse



## **Nominating Committee Members**

Bruce Whitehouse

Phil Gerace

David Durstine



## Activities

- “ Manage Nomination process
- “ Identify candidates for 2017 Board positions
- “ Identify candidates for consideration in future years



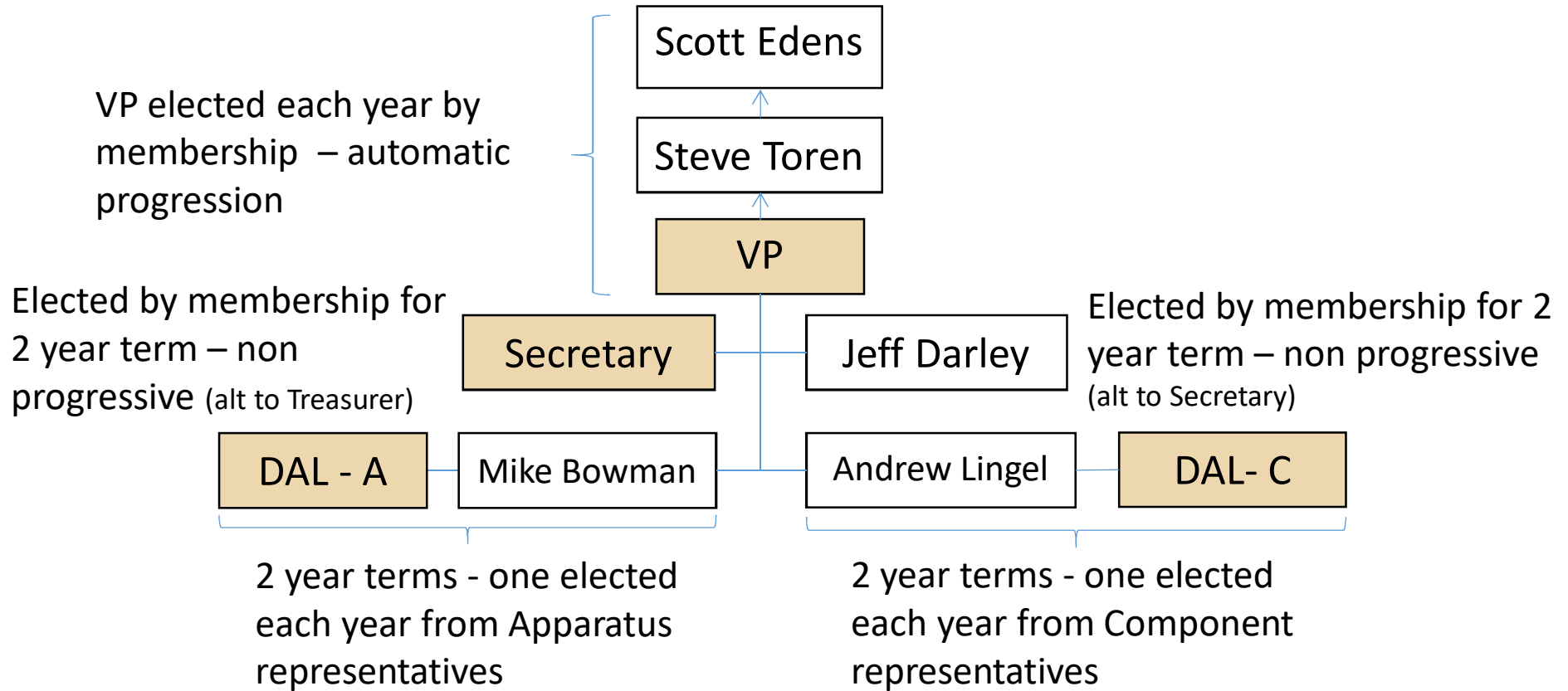


## Nominating Process

Publish Nomination Call	April 30/17
Identify and contact candidates for 2018 board positions	May 15/17
Prepare template for Slate of Nominees	June 30/17
Finalize slate of 2017 candidates	July 15/17
Publish slate of 2017 candidates	Aug 15/17
Presentation of Process and Slate	} Fall Meeting
Call for Nominations from the Floor	
Election of 2018 Officers	



# 2018 Board Positions





## Open Board Positions

Vice President \*\*

Secretary – 2 Year Position

DAL – Apparatus – 2 year Position

DAL – Component – 2 Year Position

\*\* As agreed with Board members who started their service prior to the 2015 restructuring, the Nominating Committee will present the following candidate for Vice President:

2018 – Curt Ignacio



## Candidate Qualifications

- “ Qualified representative of a member company who has previously served in a leadership position within the association as a committee or subcommittee chair, co-chair, vice-chair, or similar leadership role,
- “ Board of Directors is empowered to determine the qualifications of candidates seeking election to the Board,
- “ Nominees for Vice President must have 2 years service on Board of Directors.



## Next Steps – 2018 Board Nominations

Publish Nomination Call	April 30/17
Identify and contact candidates	May 15/17
Prepare template for Slate of Nominees	June 30/17
Finalize slate of candidates	July 15/17
Publish slate of candidates for Fall Mtg	Aug 15/17



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# **GAC COMMITTEE**

**Lee Morris  
&  
Joe Mirabile**



## **GAC Members**

- " Lee Morris, Co. Chair
- " Joe Mirabile, Co-Chair
- " John Granby, Co. Chair
- " Corey Carlson
- " Tim Dean
- " Emily Diedrich Foster
- " Stewart McMillian
- " John W. McNulty, III
- " Mike Natchipolsky
- " Craig Sharman
- " David Russell
- " Steve Stein
- " Cindy Morgan
- " Rod Carringer (FEMSA Liaison)
- " David Durstine (FAMA Liaison)

## **GAC Support**

Dave Gatton . Washington Consultant  
Richard Boyes - CGC Liaison





## 2016 Activity

- “ Hill Day . Over 90 meetings, 45 attendees representing 33 companies participated (a record number for meetings and attendance)
- “ Two key meetings with House leadership
- “ Two meetings with House and eight with Senate Full Appropriations Committee members or staff
- “ Seven meetings with both House and Senate Homeland Security Appropriations Subcommittee members or their staff
- “ Eight meetings with both House and Senate Homeland Security Committee members or their staff
- “ Other House and Senate members



## 2016 Activity

- “ FY16 actually achieved an increase of \$10 million over 2015 funding for both AFG and SAFER grant programs (\$345 million each vs. \$340)
- “ GAC Website revamped and launched
- “ Home Days .
  - “ Wisconsin in October Pierce hosted Congressmen Ribble and Grothman
  - “ Pierce hosted Congressman David Jolly at our facility in Florida last July
  - “ Illinois in June (W.S. Darley & Co.)



## 2017 Goals & Activity

- “ Full funding for AFG and SAFER grant programs, U.S. Fire Administration USAR program
- “ CFSI stakeholders have again requested \$810 million for AFG/SAFER (\$405 each)
- “ President's FY17 Budget requested \$335 million for AFG (2.9% cut). The House has reported their DHS appropriations bill with \$345 million for AFG (level funding from last year), and Senate requested \$340 million
- “ Currently, FY17 funding is operating under a CR which expires April 29
- “ Prognosis is year long CR, or possible Omnibus



## 2017 Top Priority: Reauthorization!

- “ Reauthorization of Fire Grant programs . the present reauthorization bill has a sunset clause. If it is not reauthorized for the 2018 fiscal year, it will cease to exist
- “ The program will end the end of calendar year 2017 and the authorization will end the end of fiscal year 2017 (Sept 30, 2017)



# Stakeholder Objectives

- “ Eliminate the sunset provision that will permanently terminate the Assistance to Firefighters (AFG) and Staffing for Adequate Fire and Emergency Response (SAFER) grant programs on January 2, 2018
- “ Extend the authorization for the programs through Fiscal Year 2022;
- “ Implement a technical correction to the individual waiver authorities under the SAFER grant program
- “ Implement a technical correction to the maintenance of expenditures provision in the SAFER grant program
- “ Implement a technical correction to the 21st Century Cures Act related to specialized training for first responders intervening with individuals with mental illnesses
- “ A technical correction to the application requirements for the SAFER grant program.



## Senate Homeland Members

- “ Ron Johnson, Wisconsin, Chairman
- “ John McCain, Arizona
- “ Rob Portman, Ohio
- “ Rand Paul, Kentucky
- “ James Lankford, Oklahoma
- “ Michael B. Enzi, Wyoming
- “ John Hoeven, North Dakota
- “ Steve Daines, Montana
- “ Claire McCaskill, Missouri, Ranking Member
- “ Thomas R. Carper, Delaware
- “ Jon Tester, Montana
- “ Heidi Heitkamp, North Dakota
- “ Gary C. Peters, Michigan
- “ Margaret Wood Hassan, New Hampshire
- “ Kamala D. Harris, California



## House Science Committee Members

- " Lamar Smith (TX-21)  
Chairman
- " Frank D. Lucas, Vice  
Chairman (OK-3)
- " Dana Rohrabacher (CA-48)
- " Mo Brooks, (AL-5)
- " Randy Hultgren (IL-14)
- " Bill Posey (FL-8)
- " Thomas Massie (KY-4)
- " Jim Bridenstine (OK-1)
- " Randy Weber (TX-14)
- " Steve Knight (CA-25)
- " Brian Babin (TX-36)
- " Barbara Comstock, (VA-10)
- " Gary Palmer (AL-6)
- " Barry Loudermilk (GA-11)
- " Ralph Lee Abraham (LA-5)
- " Darin LaHood (IL-18)
- " Daniel Webster (FL-11)
- " Jim Banks (IN-3)
- " Andy Biggs (AZ-5)
- " Roger Marshall (KS-1)
- " Neal Dunn (FL-2)
- " Clay Higgins (LA-3)



## House Science Committee Members

- " Eddie Bernice Johnson, Ranking Member (TX-30)
- " Zoe Lofgren (CA-19)
- " Daniel Lipinski (IL-03)
- " Suzanne Bonamici (OR-1)
- " Ami Bera (CA-7)
- " Elizabeth Esty (CT-5)
- " Marc Veasey (TX-33)
- " Don Beyer (VA-8)
- " Jacky Rosen (NV-3)
- " Jerry McNerney (CA-9)
- " Ed Perlmutter (CO-7)
- " Paul Tonko (NY-20)
- " Bill Foster (IL-11)
- " Mark Takano (CA-41)
- " Colleen Hanabusa (HI-1)
- " Charlie Crist (FL-13)





## 2017 Activities for the Members!

- “ Hill Day 2017 April 5-6 in conjunction with CFSI
- “ Call your Congressional Offices and promote AFG Reauthorization, SAFER, USFA and USAR funding initiatives
- “ Invite your congressional office to visit your facility (Home Days)
- “ Talking points/briefing material available on the GAC website
- “ Report your activity back to the GAC



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# **TECHNICAL COMMITTEE**

Roger Lackore

&

Wes Chestnut



# Subcommittee Leaders

## Aerial/Quint

Jim Salmi  
(E-One)



John Brady  
(KME)



Change

## ARFF

Marty Huffman  
(Rosenbauer)



Sarah Peck  
(Akron Brass)



## Ambulance

Steve Rowland  
(Demers)



Mike Franckowiak  
(Akron Brass)



## Body

Will Pilcher  
(Fouts Bros)  
Wayde Kirvida  
(Custom Fire)



Change

## Electrical

John Doperalski  
(Harrison)  
John Woltman  
(Smartpower)



Change

## Foam

Gregg Geske  
(Waterous)  
Mike Dupay  
(Fire Research)



## Pumps & Plumbing

Doug Miller  
(TFT)  
Mike Sulmone  
(Trident)



## Chassis

Tim Johnson  
(USSC)  
Chris Crowell  
(Cummins)





# FDSOA Support



- ” 2017 Survey Review
- ” 2018 Symposium Location . Scottsdale
- ” 2018 Speaker Schedule in process





# FDSOA 2018

Title	Description	Presenters
Apparatus Fluids	Engine oil, engine coolant, transmission oil, hydraulic oil. Training on types, additives, why the specs are important, conventional vs synthetic.	Cummins
Apparatus Equipment Weight	Hands-on detailed class on how to use the weight and cube calculator	Walter Gahler - Edmonton
How are you being recorded	VDRs, Cameras, etc...	Mike Dupay will get name Steve Rowland
Apparatus Incident Risk Assessment	University of Arizona study	
Water Monitors	Performance, sizing, controls, locations, tactics, wildlands	Doug Miller
Idle Reduction		Buddy Caldwell – Charlotte Brandon Mitchel – Durham EMS (Steve Rowland has contact)
Corrosion Prevention		E-One and Spartan
Brake Maintenance		Ask Steve Wilde for presenter



# FDSOA 2018

Title	Description	Presenters
Foam & CAFS		Mike Dupay Gregg Geske
Pump Maint		Jason Darley Gregg Geske
Aerial Maint		Sutphen?
Ambulance		Steve Rowland
Round Table	Use Poll Everywhere. Present three apparatus related questions and break the audience into discussion groups. Present answers using Poll Everywhere.	Dave Durstine
Tires	Tire life cycle management, traction tires,	Wes Chestnut
Receivers & Anchors	Loads, angles	Bill Brown – South Metro – Ask him if he could provide a high angle rescue type presenter.
Wildland	Wildland urban interface is changing with climate change. How do your apparatus fleet for new challenges? Fire resistant gels	Doug Miller Doug Kelley Tony Watson – Pigeon Forge.
Haas Alert	Traffic pre-emption and internet of things. Future of vehicle to vehicle.	Corey Haas (Sam has contacts)





# Forum Schedule 2017

Jan-17	Big Data in the Fire Service	Fire Service	Paul Darley
Feb-17	Apparatus Line-Voltage Power Generation and High-Tech Loads	Lighting	Sam Massa
Mar-17	NIOSH Publishes New Firefighter Size and Weight Data	Anthropometry	Roger Lackore
Apr-17	Fire Truck of the Future	Technology	Wes Chestnut
May-17	Auxiliary Braking – Picking the Best of all Goods	Braking	Roger Lackore
Jun-17	Winch Cables, Wire vs Rope	Winches	Steve Stein
Jul-17	Axle Weight vs GAWR – Using the FAMA Calculator		Grady North
Aug-17	Suspension Specification	Suspensions	Bob Albano
Sep-17	Layman's guide to Seat Belt Function and Maintenance	Seat Belts	Steve Ward
Oct-17	FDSOA Promotion		Sam Massa
Nov-17	Getting Involved in the NFPA Process	NFPA	Wes Chestnut
Dec-17	On-Board Cameras		Mike Dupay



# Forum Schedule 2018

Jan-17	Fire Service Statistics	Fire Service	Paul Darley
Feb-17	Headlights	Lighting	Sam Massa
Mar-17	History of FAMA Influence on Apparatus Safety	Safety	Grady North
Apr-17	SAE Ambulance Recommended Practices	Safety	Roger Lackore
May-17	Common Engine Maintenance Mistakes	Engines	Chris Crowell
Jun-17	Hose Testing Safety	Safety	Gregg Geske
Jul-17			
Aug-17			
Sep-17			
Oct-17			
Nov-17			
Dec-17			



# Hose Bed Capacity Test Standard

## “ Initiative

- “ Create a test standard for determining the hose capacity of a hose bed
- “ Convince FEMSA to use the test method to provide data to apparatus manufacturers.



# NHTSA Compliance

Wed April 26, 2017

Morning:

Chassis Session

Afternoon:

Body & Equipment Session



In-depth classroom style training on NHTSA Recalls and Early Warning Reporting (EWR) Compliance



# EPA Compliance

Training at FDIC, 2018

- " Tires
- " Air Conditioning
- " Labeling





# Pending Whitepapers

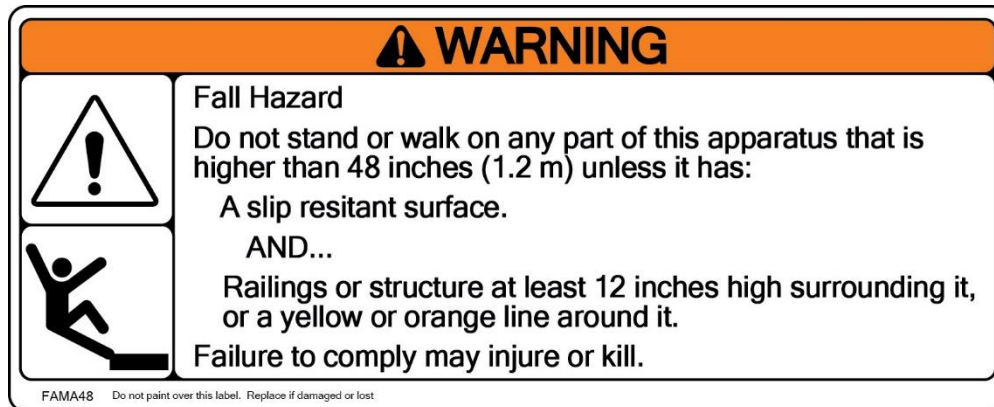
- “ Power Line Contact Position Paper
- “ Hose Testing
- “ Apparatus Size and Weight (Update)





# New Safety Sign Proposals

- “ FAMA48 - Designated Standing and Walking Surfaces
- “ FAMA49 - Ladder Restraint
- “ FAMA50 - Equipment Racks





# Apparatus Buyer's Guide

CATEGORY ▾	TITLE ▾	SHORT DESCRIPTION ▾	FILE ▾
Buyers Guide	<b>Buyers Guide – Aerial Apparatus</b>	Aerial devices come in many configurations. Read this guide to help determine the best configuration for your department.	TC031
Buyers Guide	<b>Buyers Guide – Aux Engine Braking Systems</b>	Auxiliary Brake System are required on every fire apparatus over 33,000 lbs gross vehicle weight. This guide describes the four basis types of brake and the advantages of each.	TC033
Buyers Guide	<b>Buyers Guide – Foam Systems</b>	This presentation covers the three basic steps for specifying a foam system on your next apparatus.	TC030
Buyers Guide	<b>Buyers Guide – Pumps</b>	Water pumps types and capacities are described in this guide to help determine the right specifications for new apparatus.	TC024
Buyers Guide	<b>FAMA Apparatus Improvement White Paper – 2016</b>	This report details the history of safety features on fire apparatus. It can be used as a tool for determining and justifying funding requirements, and can assist the forward-thinking fire service administrator in analyzing the department's future equipment needs.	TC005 – 2016





# Apparatus Buyer's Guide

Topic	Committee	Champion	Status
TC034 - Winches	Chassis	Steve Stein	Draft Complete
TC035 – Battery, Alternator and Shoreline	Electrical	Pete Sremac	In Process
TC036 – Cab Seating	Chassis	Bev Lowry	Draft Complete
TC037 – Scene Lighting Technology	Electrical	Sam Massa	In Process
TC038 – Line Voltage Generators	Electrical	John Dolperalski	In Process
TC039 – Tire Selection	Chassis	Woody - Michelin	Pending
TC040 - Tanks	Body	Andrew Lingel	Pending
TC041 - Headlights	Electrical	Sam Massa	Pending

Template on Basecamp



# Apparatus Buyer's Guide Ideas

Topic	Committee	Champion
Hose Restraints	Body	
Stepping Surfaces	Body	
Chevron striping and graphics	Body	
Warning Light Technology	Electrical	
Electrical Systems	Electrical	
Engine Air Intake	Chassis	
Specing for Maint.	Chassis	
Suspensions (Front)	Chassis	
Suspensions (Rear)	Chassis	
Audible Warning Lights	Electrical	
Cab Storage	Chassis	
Pump Governors	Pump	
Breathing Air Compressors	Body	



## Risk Management Interventions to Reduce Vehicle-Related Incidents and Fatalities

- “ The goal of this project is to implement and determine the effectiveness of proactive risk-management-based training, administrative, and technological interventions to improve vehicle operation and reduce emergency responder vehicle incidents in career, combination, and predominantly volunteer fire departments.
- “ Wes Chestnut will represent FAMA at June 2017 Meetings



**RESEARCH FOUNDATION**

RESEARCH FOR THE NFPA MISSION



# NIOSH Seating for 1901

- “ 1901 Committee will need to address NIOSH report
- “ FAMA can be pro-active by creating our own suggestion for addressing the issue through a new standard.
- “ Proposal should maintain traditional cab
- “ May involve losing four-across seating option



# Fall Tech Committee Meeting Location Change

- “ Fall Tech Committee will **NOT** meet at FRI in August
- “ We **WILL** meet at Firehouse Expo in Nashville in October.





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# MARKETING COMMITTEE

Sam Massa



## Marketing Members

- “ Andrew Lingel (UPF) - Board Liaison
- “ Sam Massa (HiViz) - Chair
- “ Brittany Barish (USSC Group)
- “ Andrew Paschall (Spartan Emergency Response)
- “ Karen Pramas (UPF)
- “ John Slawson (Spartan Emergency Response)





## Marketing Activities

- “ Spring Meeting Graphics
- “ New Logo Implementation
- “ FAMA/FDIC Sponsorship Package
- “ Fire Apparatus Safety Guide Update
- “ Website Analytics



## Spring Meeting Graphics

- “ Spartan Emergency Response created meeting graphics for website, constant contact, sponsor signs and newsletter advertisement.



2017 Spring Meeting





## New Logo Implantation

- “ Press release written by Brittany Barish
- “ Website updates including join FAMA and GAC
- “ Trade show Placards
- “ Working on updating top 10 Reasons to Join pamphlet.



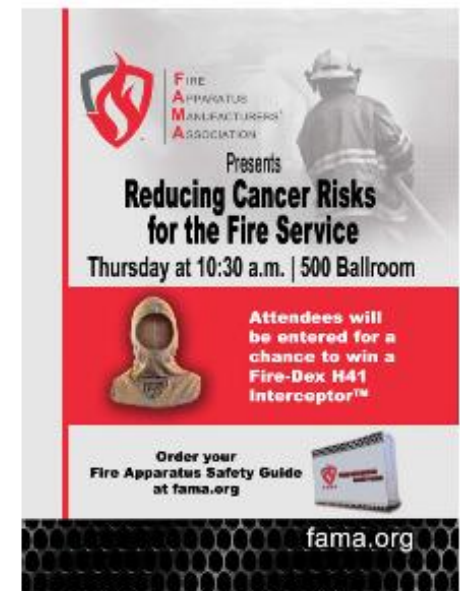


# FDIC Sponsorship and FDIC International / FAMA Showcase

- “ Show Attendee Bag
- “ Postcard
- “ Official Show Guide Ad
- “ Hallway Banners
- “ Constant Contact  
Header
- “ Designs Created By  
UPF



FAMA FDIC Postcard 2017 side 1.jpg  
Label: 1





# Fire Apparatus Safety Guide Update



- “ Recreated All Digital Files
- “ Updated the Graphics and the Content
- “ Safety Guide Files recreated by Sam Massa



## Website Analytics

ORGANIC POSITION DISTRIBUTION



- “ This chart is the keyword ranking positions.
- “ 51 keywords rank in the top 3
- “ 123 keywords between 4-10
- “ 155 keywords between 11-20



# Website Analytics

Keyword	Pos.	Volume	CPC (USD)	Traffic
<a href="#">fama</a>	2 (2)	3,600	0.08	
<a href="#">how wide is a fire truck</a>	3 (4)	880	0.00	
<a href="#">how much does a fire truck weigh</a>	3 (3)	590	3.88	
<a href="#">fire truck weight</a>	1	110	0.00	
<a href="#">fama.org</a>	1	50	0.00	

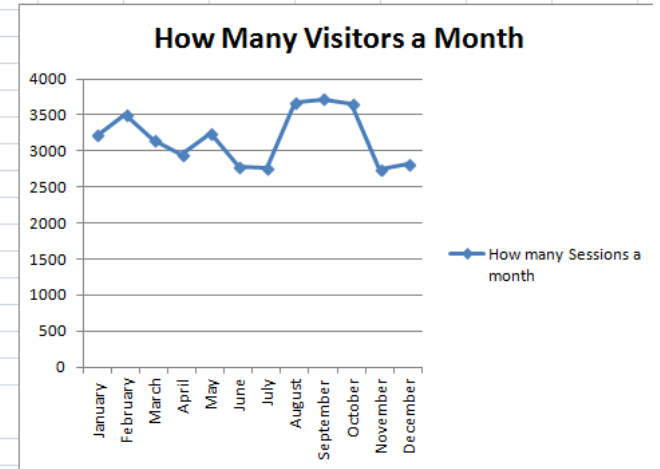
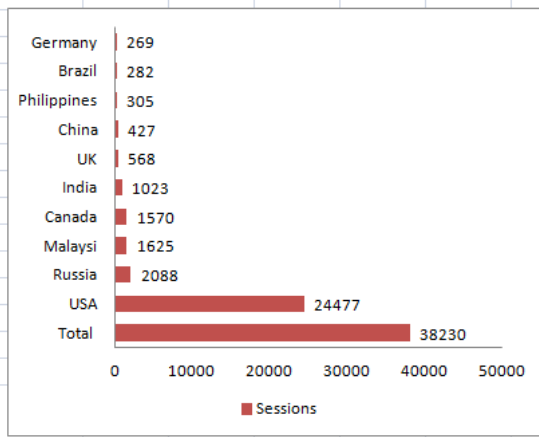
These are the key search terms and where FAMA's website ranks and what leads to the volume of the website traffic.



# Website Analytics

General Data		January	February	March	April	May	June	July	August	September	October	November	December	Total	Average
How many Sessions a month		3219	3504	3147	2955	3245	2782	2760	3669	3720	3660	2746	2823	38230	3823
Pages a session		2.56	2.44	2.52	3.01	2.36	2.55	2.69	3.05	3.14	3.74	2.81	2.66	33.53	3.353
How long do they stay		0:02:37	0:01:59	0:01:54	0:02:27	0:01:49	0:01:45	0:02:19	0:02:28	0:02:08	0:02:53	0:02:21	0:02:22	0:27	0:02:42

where are they from	Sessions	Page view	how long they stay
Total	38230	2.81	2:16
USA	24477	2.92	2:31
Russia	2088	1.65	1:34
Malaysi	1625	1.21	0:21
Canada	1570	3.36	2:49
India	1023	10.32	5:10
UK	568	1.86	1:00
China	427	2.15	1:35
Philippines	305	2.01	1:47
Brazil	282	1.21	0:17
Germany	269	1.8	0:42



Behavior/site content/all pages			
Top 3 pages	pageviews	how long they stay	% of Views
<b>Total Page Views</b>	<b>107541</b>		
1 Home page	30532	1:13	28.39%
2 members/list	5579	1:25	5.19%
3 members/area	4125	1:32	3.84%

Behavior/site content/exit pages			
Top 3 exit pages	Exits	Views	ave for view
1 home page	14779	30532	48.40%
2 Industry-survey	1476	1700	86.82%
3 Mamber/list	1564	5579	28.03%





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# MARKETING TODAY

Megan McManus



# ***From Butterflies to Blackbirds***

Brian Shul



# **MEETING PLANNING COMMITTEE**

Grady North



Grady North . Chairman

Jeff Resch . Co-Chair, Speaker Coordinator

Matt Pitzer . Golf Tournament

Chick Granito . Corporate Sponsorships

Tim Dean . Banquet Awards and Entertainment

Pat Cahill . Group Activities

Mark Albright . On Site Coordinator

Bill Doebler . Host Fire Department and Sponsors

Matt McLeish . Surveys

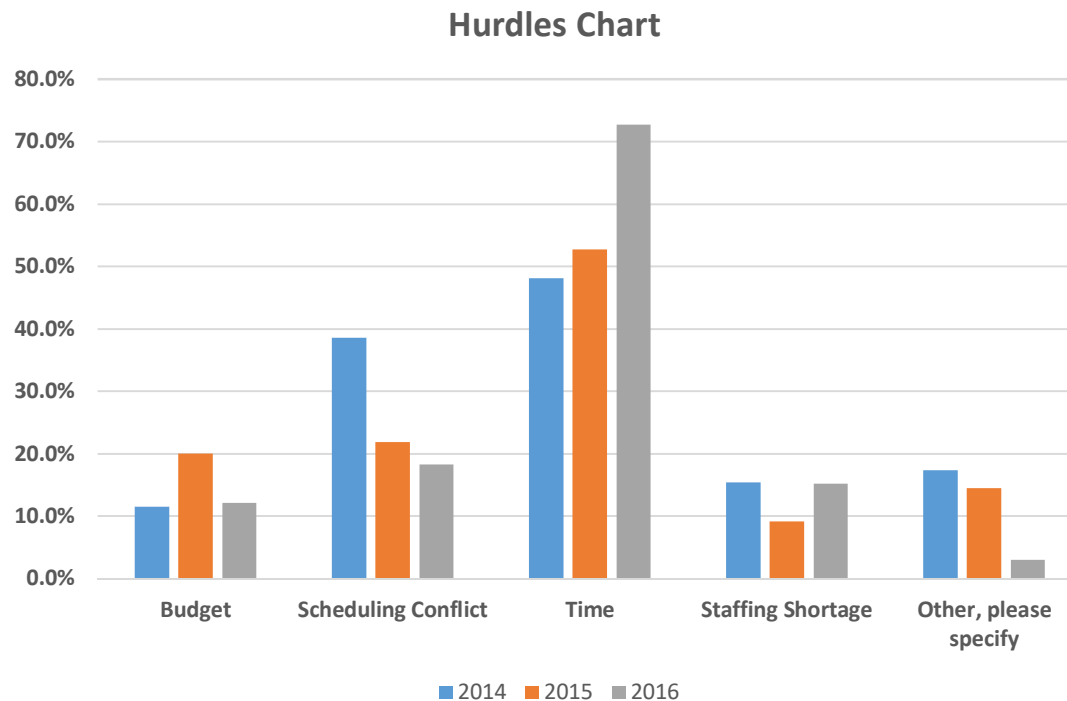
Ron Truhler . Attendee Promotion

Steve Toren . FAMA Board Liaison



# Surveys

## What were the biggest hurdles you had to overcome to be able to attend?





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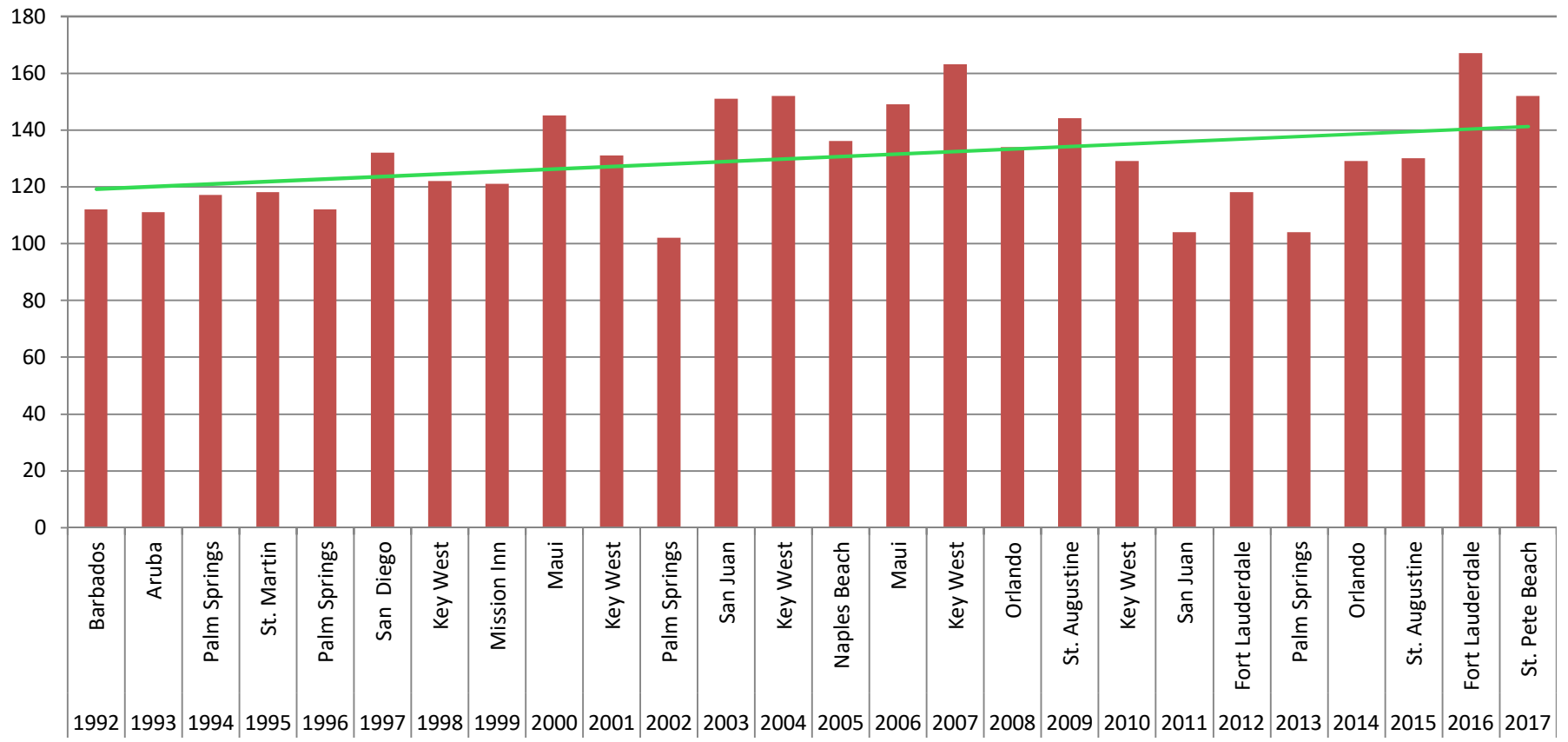
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## Members and Guests





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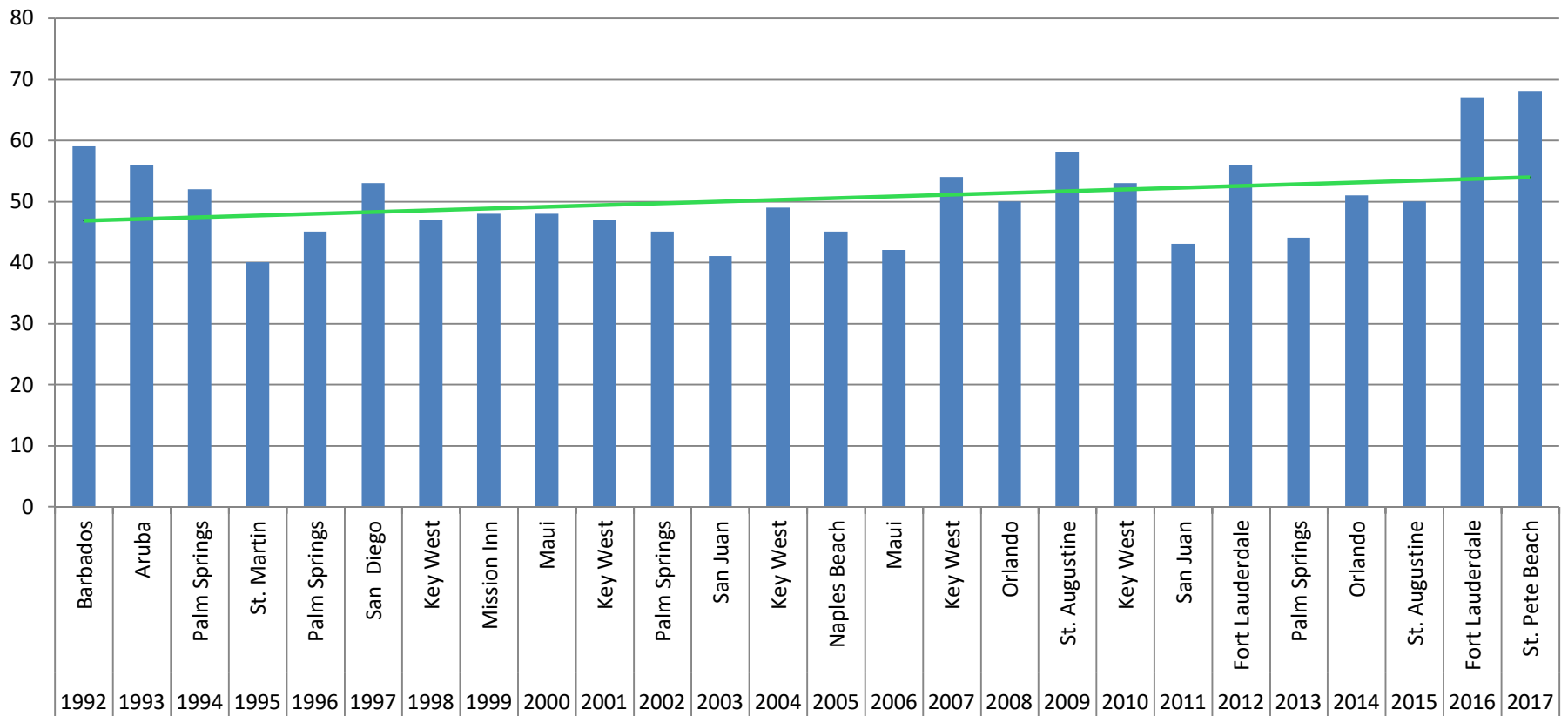
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## Member Companies





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# Fall Meeting 2017

## Renaissance Glendale Hotel & Spa, AZ



**October 4-6,  
2017**



## Spring Meeting 2018

### Marriott Coronado Island, San Diego, CA



**February 20-23, 2018  
(Wednesday to Sunday)**



# Fall Meeting 2018

**Renaissance,  
Austin, TX**

**September 25-27,  
2018**





# Spring Meeting 2019

## Marriott Hollywood Beach, FL

**March 17-19,  
2019**







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**MEETING SUSPENDED  
FOR THE DAY**



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