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# **2019 FAMA Spring Meeting**

## **Committee Reports**



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## 2019 - FAMA Spring Meeting

# EDUCATION COMMITTEE Scholarship Program

Lou Milanovich



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# 2019 Phillip L. Turner Scholarship Report

### REQUIREMENTS FOR CONSIDERATION:

- " Applicant must be a full-time sophomore, junior or senior student currently registered in the upcoming school year.
- " Applicant must be enrolled in a four-year program or a full-time master's degree program in fire protection engineering or administration with an accredited university or college located within the United States or Canada.
- " All application requirements must be received by the deadline.
- " Only applicants that meet the requirements will be considered.

### DEADLINES AND DATES:

- " Application Period: September 1, 2018 to June 1, 2019 (Close Date: 6/1/19)
- " Application Evaluation Period: June 15 to July 15, 2019
- " 2019 Recipient to be Announced by: July 31, 2019
- " Scholarship to be Awarded by: August 15, 2019



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# **GOVERNMENTAL AFFAIRS COMMITTEE**

**Lee Morris**  
**David Durstine**



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# GAC Members

- |                            |                                   |
|----------------------------|-----------------------------------|
| " John Granby, Co-Chair    | " Emily Foster                    |
| " David Durstine, Co-Chair | " John McNulty                    |
| " Lee Morris, Co-Chair     | " Chad Moffat                     |
| " Scott Beecher            | " Cindy Morgan                    |
| " Richard Boyes            | " Mike Natchipolsky               |
| " Mark Brenneman           | " David Russell                   |
| " Craig Brooks             | " Steve Stein                     |
| " Corey Carlson            | " Scott Weishaar                  |
| " Tim Dean                 | " Jeff Mazza (FAMA Board Liaison) |

## GAC Support

Dave Gatton and Development Initiatives Inc. (DII)  
Washington Consultant



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# 2018 Hill Day

- “ Over 115 meetings, attendees representing 34 companies participated
- “ Fourteen key meetings with House and Senate leadership
- “ Seven meetings with House and eight with Senate full Appropriations Committee members or staff
- “ Ten meetings with both House and Senate Homeland Security Appropriations Subcommittee members or their staff
- “ Six meetings with both House and Senate Homeland Security Committee members or their staff



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# 2018 Home Days

- “ Akron Brass hosted staff for Congressman Jim Renacci on August 13
- “ W.S. Darley & Co. hosted Representative Adam Kinzinger September 24
- “ Ward Diesel hosted representatives of State and Federal government October 24

**Reminder:** Please share your Home Day events by sending photos and information to [info@FAMA.org](mailto:info@FAMA.org) to post on the GAC website.



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## 2019 Goals & Activity

- “ Full funding for AFG and SAFER grant programs, U.S. Fire Administration (received \$44.18 million for FY2019) USAR program (received \$45.18 million for FY2019, a \$10 million increase over 2018)
- “ FY19 DHS Appropriations funded AFG & SAFER at \$350 million each. (Flat funding from 2018)
- “ CFSI stakeholders have again requested \$810 million for AFG/SAFER (\$405 million each) for FY2020





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# 2019 Activities for the Members!

- “ Hill Day 2019 April 24-25 in conjunction with CFSI
- “ Call your Congressional Offices and promote AFG SAFER, USFA and USAR funding initiatives
- “ Invite your congressional office to visit your facility (Home Days)
- “ Home Day Tool Kit with talking points and briefing are available on the GAC website:  
<https://www.famafemsagac.org/>
- “ Report your activity back to the GAC



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# MEETING PLANNING COMMITTEE

Bill Doeblner



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Bill Doeblor . Chair

Damon Lewis . Co-Chair

Mark Albright . On Site Coordinator

Mike Bowman . Speaker Coordinator

Pat Cahill . Group Activities

Chick Granito . Sponsorships

Kaoma Massa . Event Photography

Grady North . Speaker Coordinator

Gary Pacilio . Sponsorships

Jeff Resch . Speaker Coordinator

Ron Truhler . Golf Tournament Coordinator

Andrew Lingel . FAMA Board Liaison



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## **Special Thanks to the 2019 Spring Meeting Sponsors**

**The high quality and tremendous value the FAMA Spring Meetings offer would not be possible without the generous support of our sponsors. Please be sure to seek them out, thank them and learn about the services and products they represent.**

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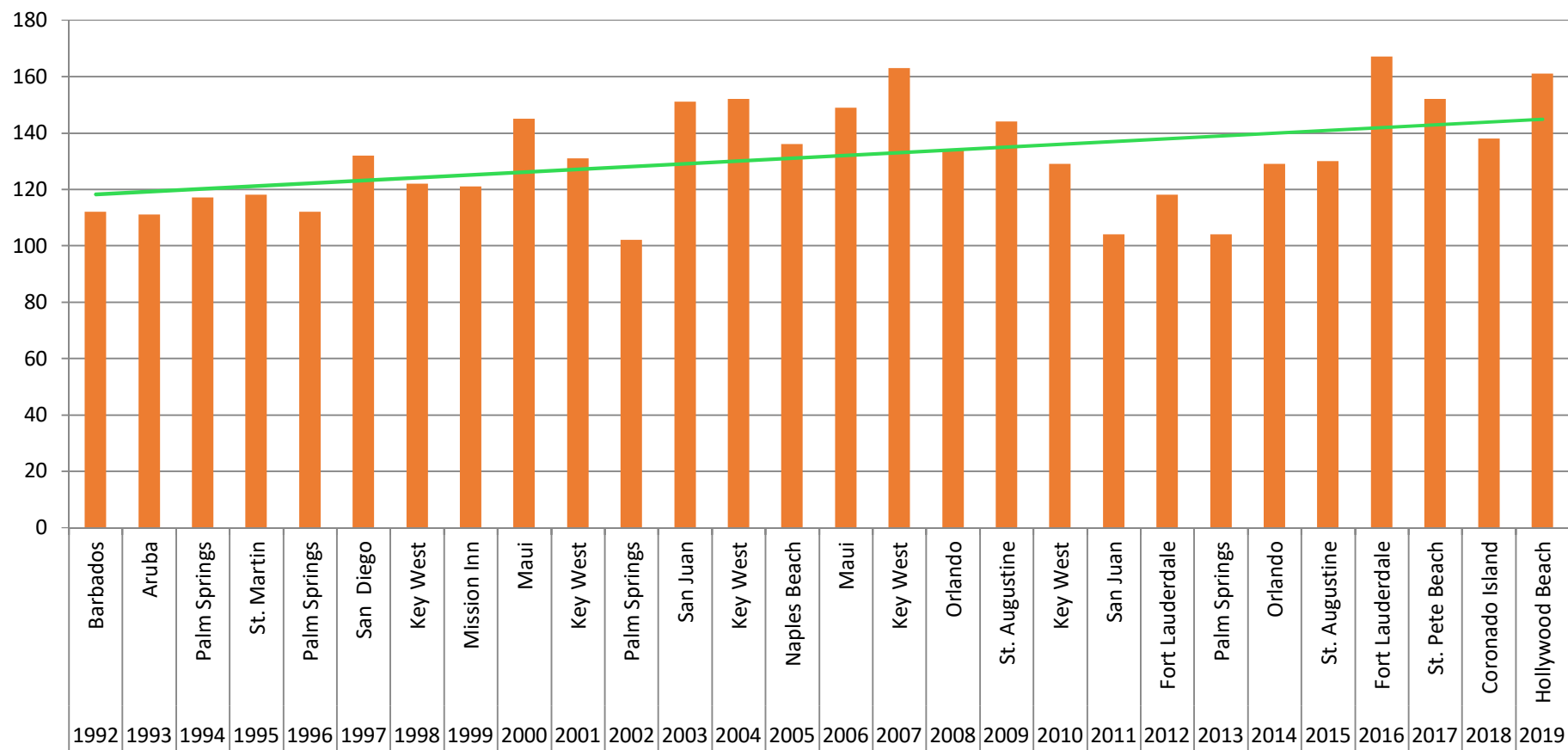
## Year over Year Attendance

Year	Location	Members	Guests	Companies
2013	Rancho Mirage	68	36	44
2014	Orlando	88	41	51
2015	St. Augustine	86	44	50
2016	Fort Lauderdale	103	64	65
2017	St. Pete Beach	97	51	66
2018	Coronado Island	91	45	63
2019	Hollywood Beach	104	57	77



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## Members and Guests

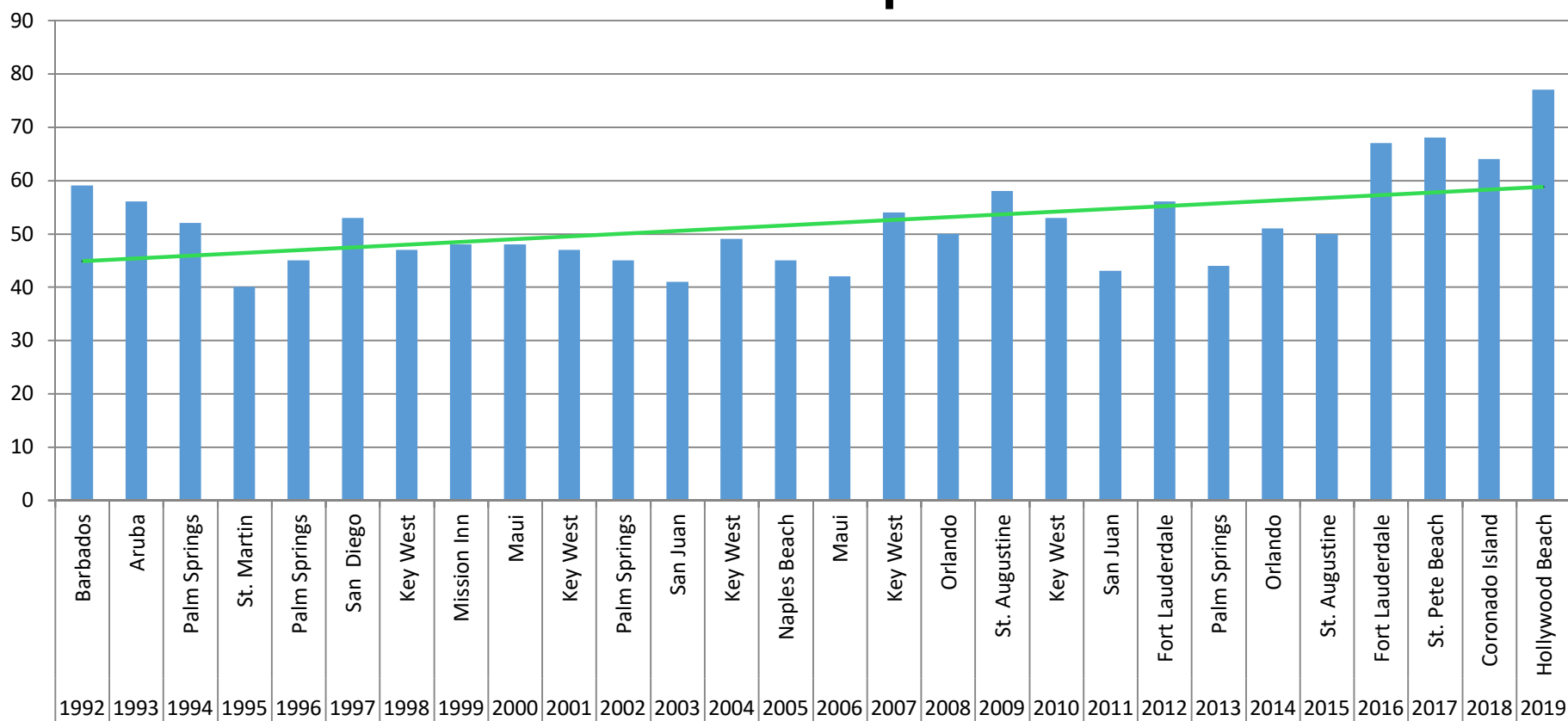






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## Member Companies







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## **Fall Meeting 2019**

**Toronto Marriott Downtown  
Eaton Centre Hotel**

**October 9-11, 2019**





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## **Fall Meeting 2019 (October 9-11, 2019)**

**We're looking for sponsors for the  
2019 FEMSA/FAMA Annual/Fall Conference**

**Those interested in sponsoring  
please email [info@fama.org](mailto:info@fama.org)**



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# Spring Meeting 2020

**Don CeSar Hotel  
St. Pete Beach, FL**

**March 21-24, 2020**





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## Fall Meeting 2020

**JW Marriott New Orleans**

**October 7-9,  
2020**







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## Spring Meeting 2021

### The Westin Fort Lauderdale Beach Resort Fort Lauderdale, FL

**March 19-23, 2021**







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## Fall Meeting 2021

**The Westin Tampa Waterside  
Tampa, FL**

**September 22-24,  
2021**





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# NOMINATING COMMITTEE

David Durstine



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### Nominating Committee Members

- “ David Durstine (Past-Past-Past President)
- “ Scott Edens (Past-Past President)
- “ Steve Toren (Past President, Board Liaison)





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### Activities

- “ Manage Nomination Process
- “ Identify Candidates for 2020 Board Positions
- “ Identify Candidates for Future Consideration

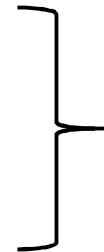


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Publish Nomination Call	April 30, 2019
Identify and contact candidates for 2020 board positions	May 15, 2019
Prepare template for Slate of Nominees	June 30, 2019
Finalize slate of 2020 candidates	July 15, 2019
Publish slate of 2020 candidates	Aug 15, 2019

Presentation of Process and Slate  
Call for Nominations from the Floor  
Election of 2020 Officers



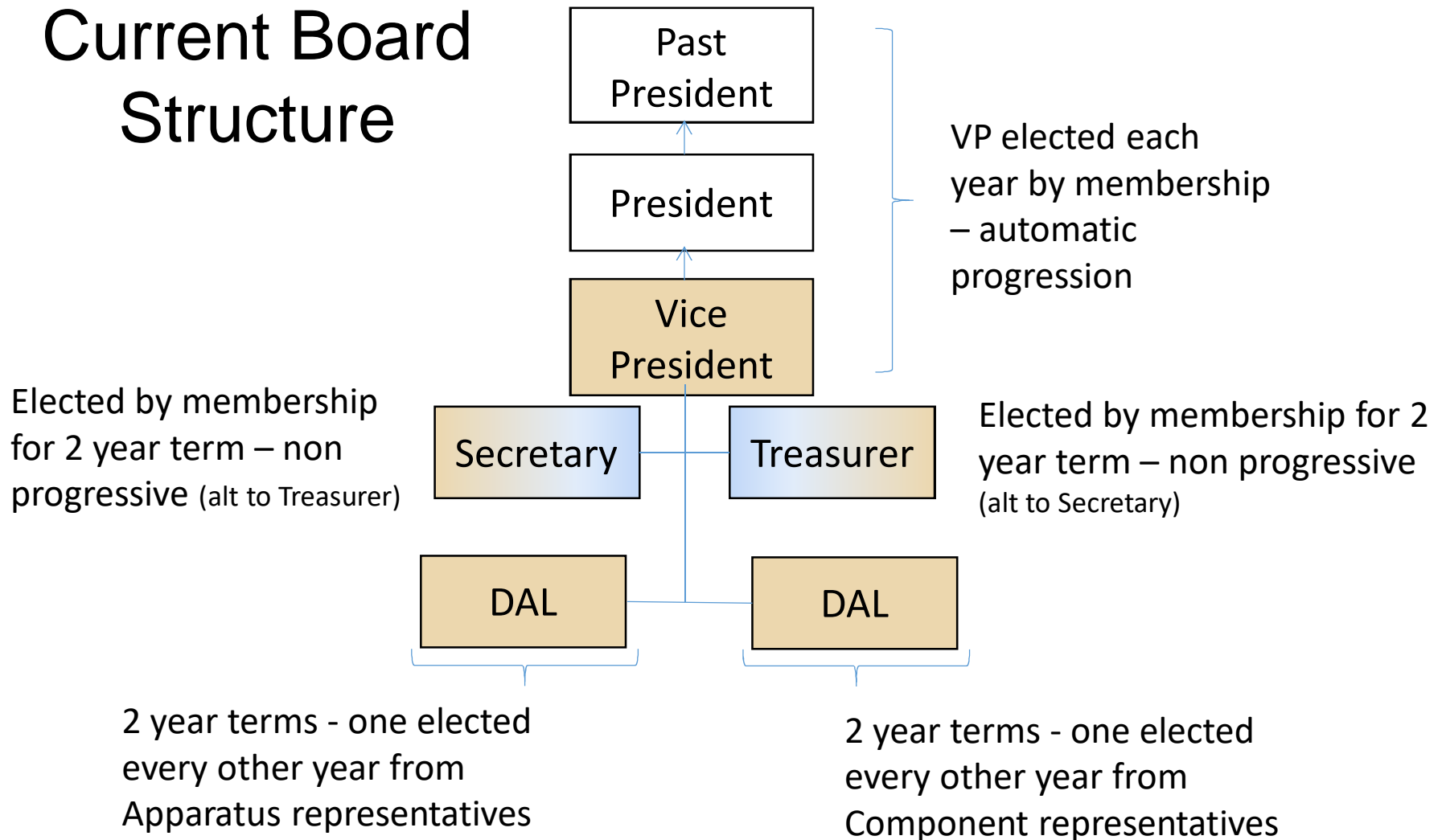
2019 Fall Meeting



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### Current Board Structure





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## **2019 - FAMA Spring Meeting**

### **2020 Open Board Positions**

Vice President . 3 Year Auto-Progression

Secretary . 2 Year Position

DAL . Apparatus . 2 year Position



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### 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.



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# **MARKETING & TRADE SHOW COMMITTEE**

Andrew Lingel



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## 2019 - FAMA Spring Meeting

# Committee Members

- " Oran McNabb(Amdor)\* - Board Liaison
- " Tim Allaband (Matheny Motors)\* - Co-Chair
- " Angie Esposito (E-ONE)
- " Marty Hetherington (Spartan Emergency Response)
- " Marcello Iacovella (Waterax)\*
- " Noah Levins (HAAS Alert)
- " Alissa McGlone (Sutphen Corporation)
- " Kim Morrow (IDEX)
- " Karen Pramas (UPF)

\* Designates NEW member since Spring meeting



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## 2019 - FAMA Spring Meeting

# Marketing Activities

- “ Web reformat to better address Technical Docs
- “ Spring Meeting graphics
- “ GAC logo
- “ FDIC/FDSOA Prep
- “ Social Media/Website Data
- “ Trade Show events
- “ Trade Show survey
- “ Suggestions for this year





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## Web Reformat

Non PDF buyers guide

“ Last spring meeting discussed the need to make some adjustments to website so that PDFs didn't show up alone, without the page supporting them.

[https://www.fama.org/fire\\_service/buyers-guide-aux-engine-braking-systems/](https://www.fama.org/fire_service/buyers-guide-aux-engine-braking-systems/)

### FAMA BUYER'S GUIDE TC033 AUXILIARY BRAKING SYSTEMS

Prepared by the FAMA Chassis Subcommittee

This guide does not endorse any manufacturer or product.

#### Contents

[DOWNLOAD PDF](#)

#### INTRODUCTION

#### OVERVIEW

#### COMMON AUXILIARY BRAKING SYSTEM TYPES

#### ELECTROMAGNETIC RETARDERS

Frame Mounted

Axle Mounted

#### ELECTROMAGNETIC RETARDERS (CONTINUED)

#### EXHAUST BRAKE

#### COMPRESSION BRAKE

#### TRANSMISSION RETARDER

#### CONTROL METHODS

#### SYSTEM COMPARISON

#### ADDITIONAL RESOURCES

#### Introduction

NFPA 1901 Standard for Automotive Fire Apparatus requires that any apparatus over 33,000 lb GVW must be equipped with an auxiliary braking system. This means a system that assists in stopping the apparatus other than the service brakes located at the wheel ends. Auxiliary braking can be accomplished through the action of the engine, the transmission, or other means acting on the apparatus drivetrain. This guide describes the various types of auxiliary vehicle braking systems that are available on fire apparatus along with considerations that will help in selecting the right system for particular applications.

As with any engineered system design, there are advantages and disadvantages to each system. There are many commercially available products and not every system may be covered by this guide. This guide is presented as a general informative and educational piece, as technologies do continuously evolve. The various options and auxiliary equipment may not be available from every manufacturer, and you may not be able to specify more than one system on an apparatus.

[Overview](#)












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## Web Reformat

- “ Also added counters to see what are our most popular documents and how many times they have been downloaded
- “ Also added tracking to gather more fire department contacts

FAMA CONTROL SYMBOLS		FAMA SAFETY SIGNS		DPF & SCR GUIDE		WEIGHT & CUBE CALCULATOR	
CATEGORY ▼	TITLE ▼	SHORT DESCRIPTION ▼	FILE ▼	# DO'N/LOAD: ▼			
Buyer's Guide	Aerial Apparatus	Aerial devices come in many configurations. Read this guide to help determine the best configuration for your department.	TC031	37			
Buyer's Guide	Auxiliary Braking Systems	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	14			
Buyer's Guide	Fire Apparatus Foam and Water Additive Proportioning Systems	This presentation covers the three basic steps for specifying a foam system on your next apparatus.	TC030	11			
Buyer's Guide	Water Pumps	Water pumps types and capacities are described in this guide to help determine the right specifications for new apparatus.	TC024	14			
Buyer's Guide	FAMA Apparatus Improvement White Paper	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	17			
Buyer's Guide	Scene Lighting	The NFPA 1901 Standard for Automotive Fire Apparatus does not specifically require the use of scene lighting on fire apparatus and makes minimal specific reference to requirements for apparatus that do incorporate the technology. Even though not required, Scene lighting is an extremely popular choice for fire apparatus today, and is explained a bit further in this buyers guide.	TC037	12			
Buyer's Guide	Electronic Pressure Governors	Describes the history, use, and function of the fire apparatus electronic pressure governor.	TC052	8			
Buyer's Guide	Hose Restraints	This guide will look at various types of hose restraints and some advantages and disadvantages of each.	TC041	8			
Buyer's Guide	Crew Compartment Storage	There are three areas to consider when planning the safe outfitting of your crew cab - SCBAs, tools, and helmets. All should abide by the NFPA standard, and tools should be limited to the	TC051	13			



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# Spring Meeting Graphics



Graphics by: Noah Levins



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### New GAC logo



New



Old

Graphic by: Richard Duda at Akron Brass



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# FDIC Sponsorship & FDSOA

Ad in Official Show  
Guide and FDSOA

Maryland Hallway  
Banners



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**FAMA is here to help!**

FAMA Buyer's Guide documents explain apparatus features and options in easy to understand language. Covering all aspects of fire apparatus, the FAMA Buyer's Guides have been written by industry experts to help your department make better and more informed decisions when selecting new apparatus.

**Buyer's Guide Categories**

WARNING LIGHTS WINCHES WHEELS PUMPS REELS AERIAL APPARATUS TANKS

FAMA Buyer's Guides are FREE for download at FAMA.org

fama.org



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**FAMA is here to help!**

FAMA Buyer's Guides will help your department make better and more informed decisions when purchasing new apparatus.

WARNING LIGHTS WINCHES WHEELS PUMPS REELS AERIAL APPARATUS TANKS

FAMA Buyer's Guides are FREE for download at FAMA.org

fama.org

Graphics By:  
Karen Pramas





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## FACEBOOK



166 likes **+2 this week**  
**Craig Hamrick** and 33 other friends



171 follows



See Pages Feed  
Posts from Pages you've liked as your Page




1 post reach this week




166 people like this and 171 people follow this  
David invited you to like this Page


Last year




**Very responsive** to messages  
100% response rate, 3 mins response time




265 likes **+2 this week**




274 follows



See Pages Feed  
Posts from Pages you've liked as your Page



361 post reach this week



1 video views this week

This year

Increase followers by 100 people, increase likes by 99. still need a lot more work



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## ORGANIC SEARCH

**1.7K** +12% TRAFFIC

SEMrush Rank	482K
Keywords	1.8K <span>+1%</span>
Traffic Cost	\$1.9K <span>+28%</span>

Traffic up .3K

## PAID SEARCH

**0** 0% TRAFFIC

Keywords	0	0%
Traffic Cost	\$0	0%

## BACKLINKS

**39.2K** TOTAL BACKLINKS

Referring Domains	289
Referring IPs	439

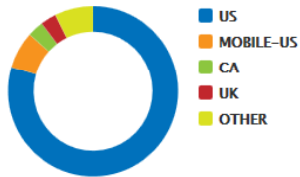
Backlinks up 37.1K

## DISPLAY ADVERTISING

**0** TOTAL ADS

Publishers	0
Advertisers	0

## ORGANIC KEYWORDS

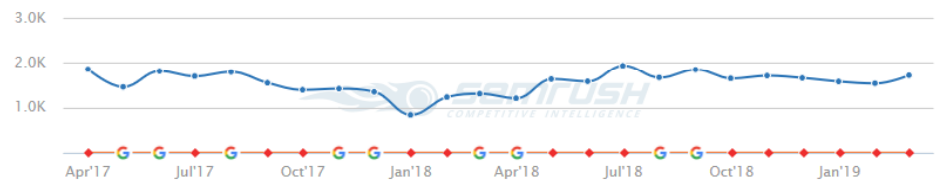


NO DATA

Paid search data not found

## ORGANIC PAID Notes

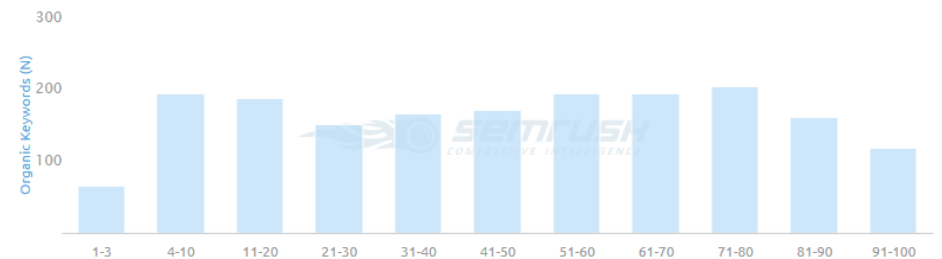
1M 6M 1Y **2Y** All Time



## live update TOP ORGANIC KEYWORDS (1,811)

Keyword	Pos.	Volume	CPC (USD)	Traffic, %
<a href="#">fama</a>	2 (3)	4,400	2.33	33.41
<a href="#">fire truck dimensions</a>	1 (1)	260	0.10	7.12
<a href="#">fire truck length</a>	1 (1)	140	0.00	3.79
<a href="#">fire truck width</a>	1 (1)	140	0.00	3.79
<a href="#">fama scholarship</a>	1 (1)	90	0.00	2.45

## ORGANIC POSITION DISTRIBUTION



Key words distribution has doubled in the 1-20 range



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fama.org Desktop Mobile  
Organic Search Positions for google.com database

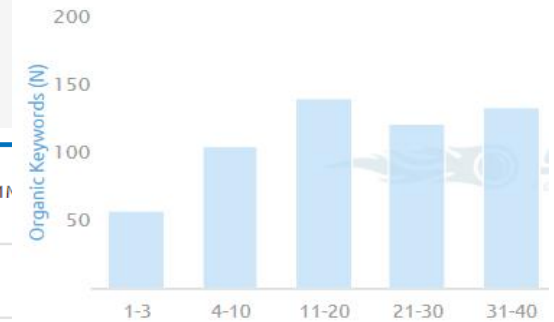
## BACKLINKS

**2.1K** TOTAL BACKLINKS

Referring Domains

Referring IPs

## ORGANIC POSITION DISTRIBUTION

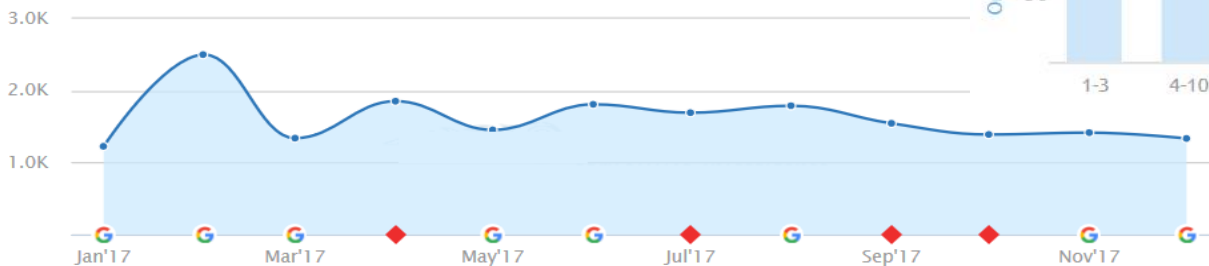


**1.3K**  
KEYWORDS

**1.3K**  
TRAFFIC

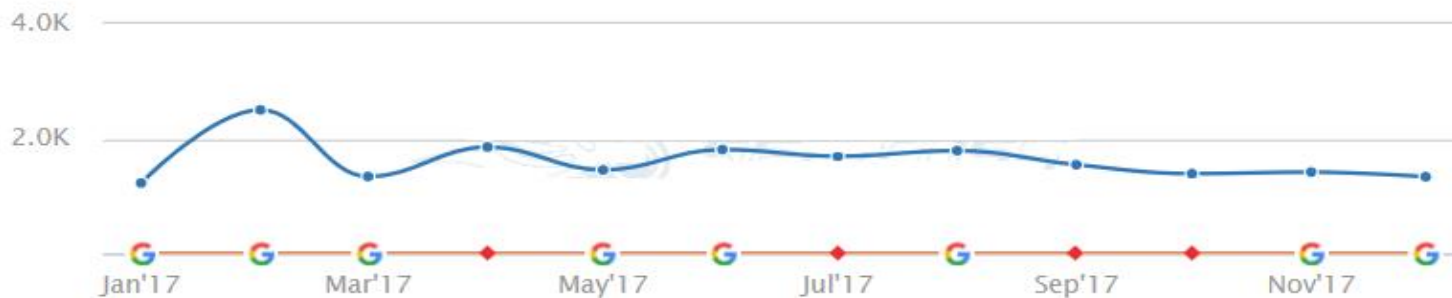
**\$416**  
TRAFFIC COST

Traffic Keywords Notes



ORGANIC PAID Notes

1M 6M 1Y 2Y All Time







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# 2019 - FAMA Spring Meeting Website

2018

<input type="checkbox"/>	Keyword	Pos.	Volume	KD	CPC (USD)	URL	Traffic %
<input type="checkbox"/>	how wide is a fire truck	1 (1)	880	63.99	0.00	<a href="#">fama.org/wp-cont...2d.pdf</a>	30.93
<input type="checkbox"/>	fama	9 (9)	3,600	56.73	0.08	<a href="#">www.fama.org/</a>	8.08
<input type="checkbox"/>	fire truck dimensions	1 (1)	170	69.53	0.00	<a href="#">fama.org/wp-cont...2d.pdf</a>	5.91
<input type="checkbox"/>	how much does a fire truck weigh	3 (3)	590	68.49	3.88	<a href="#">fama.org/wp-cont...2d.pdf</a>	3.97
<input type="checkbox"/>	fire truck weight	1 (1)	110	75.27	0.00	<a href="#">fama.org/wp-cont...2d.pdf</a>	3.82
<input type="checkbox"/>	fire appliance dimensions	1 (2)	90	68.28	0.00	<a href="#">fama.org/wp-cont...2d.pdf</a>	3.14
<input type="checkbox"/>	how much does a fire engine weigh	1 (2)	90	77.15	0.00	<a href="#">fama.org/wp-cont...2d.pdf</a>	3.14
<input type="checkbox"/>	fama.org	1 (1)	50	31.47	0.00	<a href="#">www.fama.org/</a>	2.99
<input type="checkbox"/>	fire truck height	1 (1)	70	69.95	0.00	<a href="#">fama.org/wp-cont...2d.pdf</a>	2.39
<input type="checkbox"/>	fire apparatus manufacturers association	1 (1)	30	64.55	0.00	<a href="#">www.fama.org/</a>	1.79
<input type="checkbox"/>	weight of a fire truck	1 (1)	50	73.33	0.00	<a href="#">fama.org/wp-cont...2d.pdf</a>	1.72
<input type="checkbox"/>	firetruck weight	1 (1)	50	73.11	0.00	<a href="#">fama.org/wp-cont...2d.pdf</a>	1.72
<input type="checkbox"/>	height of fire engine	1 (1)	50	64.05	0.00	<a href="#">fama.org/wp-cont...2d.pdf</a>	1.72
<input type="checkbox"/>	weight of fire truck	1 (1)	40	70.33	0.00	<a href="#">fama.org/wp-cont...2d.pdf</a>	1.34
<input type="checkbox"/>	fire apparatus manufacturers list	1 (1)	40	47.12	0.76	<a href="#">www.fama.org/</a>	1.34
<input type="checkbox"/>	fama.org	1 (1)	20	39.41	0.00	<a href="#">www.fama.org/</a>	1.19
<input type="checkbox"/>	fire engine weight	1 (1)	30	73.27	0.00	<a href="#">fama.org/wp-cont...2d.pdf</a>	1.04
<input type="checkbox"/>	dimensions of a fire engine	2 (2)	90	60.05	0.00	<a href="#">fama.org/wp-cont...2d.pdf</a>	0.82

2019

<input type="checkbox"/>	Keyword	Pos.	Diff.	Traffic	Traffic %	Volume
> <input type="checkbox"/>	fama	3 → 2	↑ 1	572	33.41	4,4
> <input type="checkbox"/>	fire truck dimensions	1 → 1	0	122	7.12	2
> <input type="checkbox"/>	fire truck length	1 → 1	0	65	3.79	1
> <input type="checkbox"/>	fire truck width	1 → 1	0	65	3.79	1
> <input type="checkbox"/>	fama scholarship	1 → 1	0	42	2.45	
> <input type="checkbox"/>	what is the length of a fire truck	1 → 1	0	42	2.45	
> <input type="checkbox"/>	fire truck weight	2 → 2	0	41	2.39	3
> <input type="checkbox"/>	fire truck dimensions	2 → 2	0	33	1.92	2
> <input type="checkbox"/>	standard fire truck dimensions	1 → 1	0	32	1.86	
> <input type="checkbox"/>	fire truck weight	3 → 3	0	28	1.63	3
> <input type="checkbox"/>	how much does a fire truck weigh	5 → 5	0	24	1.40	4
> <input type="checkbox"/>	how much does a fire truck weigh	6 → 6	0	24	1.40	4
> <input type="checkbox"/>	fire brigade vehicle dimensions	1 → 1	0	23	1.34	
> <input type="checkbox"/>	fire pump capacity	1 → 1	0	23	1.34	
> <input type="checkbox"/>	smoky mountain fire	15 → 15	0	22	1.28	4,4
> <input type="checkbox"/>	fire apparatus manufacturers	4 → 4	0	22	1.28	3
> <input type="checkbox"/>	fire truck length	2 → 2	0	18	1.05	1
> <input type="checkbox"/>	wildwood fire convention	• → 3	new	15	0.87	1
> <input type="checkbox"/>	fire truck width	3 → 3	0	12	0.70	1



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## 2019 - FAMA Spring Meeting

People consistently find  
FAMA.org when searching for  
fire apparatus dimensions.



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# 2019 - FAMA Spring Meeting

	14.53% <span style="color:red">▼</span> 15,144 vs 17,718	13.85% <span style="color:red">▼</span> 14,889 vs 17,283	16.80% <span style="color:red">▼</span> 20,572 vs 24,725
1. 25-34			
Jan 1, 2018 - Jan 1, 2019	4,011 (25.67%)	3,881 (26.07%)	5,390 (26.20%)
Jan 1, 2017 - Jan 1, 2018	4,632 (25.07%)	4,400 (25.46%)	6,098 (24.66%)
% Change	-13.41%	-11.80%	-11.61%
2. 45-54			
Jan 1, 2018 - Jan 1, 2019	3,463 (22.17%)	3,255 (21.86%)	4,595 (22.34%)
Jan 1, 2017 - Jan 1, 2018	3,868 (20.93%)	3,551 (20.55%)	5,355 (21.66%)
% Change	-10.47%	-8.34%	-14.19%
3. 35-44			
Jan 1, 2018 - Jan 1, 2019	3,389 (21.69%)	3,203 (21.51%)	4,442 (21.59%)
Jan 1, 2017 - Jan 1, 2018	3,939 (21.32%)	3,656 (21.15%)	5,212 (21.08%)
% Change	-13.96%	-12.39%	-14.77%
4. 55-64			
Jan 1, 2018 - Jan 1, 2019	2,294 (14.68%)	2,164 (14.53%)	3,038 (14.77%)
Jan 1, 2017 - Jan 1, 2018	2,636 (14.27%)	2,432 (14.07%)	3,637 (14.71%)
% Change	-12.97%	-11.02%	-16.47%
5. 18-24			
Jan 1, 2018 - Jan 1, 2019	1,585 (10.15%)	1,552 (10.42%)	2,003 (9.74%)
Jan 1, 2017 - Jan 1, 2018	2,323 (12.57%)	2,231 (12.91%)	2,868 (11.60%)
% Change	-31.77%	-30.43%	-30.16%
6. 65+			
Jan 1, 2018 - Jan 1, 2019	881 (5.64%)	834 (5.60%)	1,104 (5.37%)
Jan 1, 2017 - Jan 1, 2018	1,079 (5.84%)	1,013 (5.86%)	1,555 (6.29%)
% Change	-18.35%	-17.67%	-29.00%

Gender ?	Acquisition		
	Users ? <span style="color:blue">↓</span>	New Users ?	Sessions ?
	15.23% <span style="color:red">▼</span> 15,477 vs 18,258	14.70% <span style="color:red">▼</span> 15,203 vs 17,823	17.40% <span style="color:red">▼</span> 20,990 vs 25,412
1. male			
Jan 1, 2018 - Jan 1, 2019	10,441 (67.07%)	10,214 (67.18%)	14,369 (68.46%)
Jan 1, 2017 - Jan 1, 2018	13,466 (72.80%)	12,981 (72.83%)	18,583 (73.13%)
% Change	-22.46%	-21.32%	-22.68%
2. female			
Jan 1, 2018 - Jan 1, 2019	5,126 (32.93%)	4,989 (32.82%)	6,621 (31.54%)
Jan 1, 2017 - Jan 1, 2018	5,031 (27.20%)	4,842 (27.17%)	6,829 (26.87%)
% Change	1.89%	3.04%	-3.05%
Device Category ?	Acquisition		
	Users ? <span style="color:blue">↓</span>	New Users ?	Sessions ?
	0.46% <span style="color:green">▲</span> 35,371 vs 35,209	1.14% <span style="color:green">▲</span> 35,352 vs 34,955	0.71% <span style="color:green">▲</span> 46,830 vs 46,502
1. desktop			
Jan 1, 2018 - Jan 1, 2019	21,985 (61.84%)	21,802 (61.67%)	29,994 (64.05%)
Jan 1, 2017 - Jan 1, 2018	24,231 (68.82%)	23,988 (68.63%)	33,065 (71.10%)
% Change	-9.27%	-9.11%	-9.29%
2. mobile			
Jan 1, 2018 - Jan 1, 2019	11,909 (33.50%)	11,919 (33.72%)	14,474 (30.91%)
Jan 1, 2017 - Jan 1, 2018	8,893 (25.26%)	8,911 (25.49%)	10,712 (23.04%)
% Change	33.91%	33.76%	35.12%
3. tablet			
Jan 1, 2018 - Jan 1, 2019	1,655 (4.66%)	1,631 (4.61%)	2,362 (5.04%)
Jan 1, 2017 - Jan 1, 2018	2,085 (5.92%)	2,056 (5.88%)	2,725 (5.86%)
% Change	-20.62%	-20.67%	-13.32%



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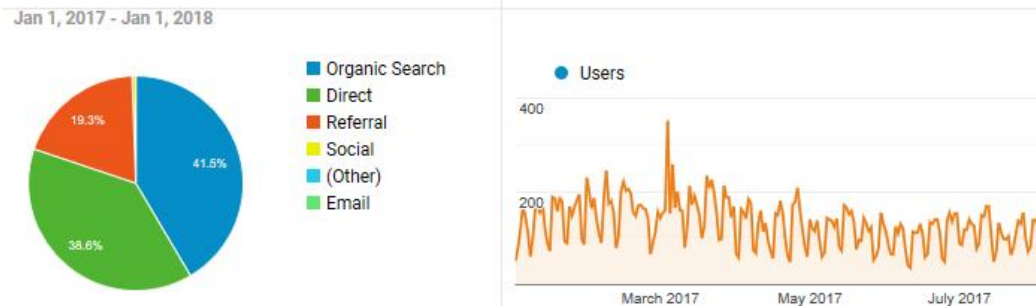
## 2019 - FAMA Spring Meeting

- “ Age demographics has stayed the same,  
however a 14% drop in visitors
- “ Slight uptick in the number of female visitors\
- “ Big increase in the number of mobile  
(cellphone) visitors



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# 2019 - FAMA Spring Meeting



Acquisition				
	Users	New Users	Sessions	
	0.46%	1.13%	0.71%	
1 Organic Search	35.49%			
2 Direct	14.56%			
3 Referral	46.70%			
4 Social	4.46%			

- " Big increase in our organic search 35.49% (this is what you want to see)
- " -14% drop in direct %www.fama.org+in to the browser
- " Referrals also dropping -46.7%
- " Small uptick in social media.



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# 2019 - FAMA Spring Meeting

Page	Pageviews	% Pageviews	
1. /			
Jan 1, 2018 - Jan 1, 2019	24,057	17.13%	
Jan 1, 2017 - Jan 1, 2018	36,321	25.45%	
% Change	-33.77%	-32.69%	
2. /members/buyers_guide/			
Jan 1, 2018 - Jan 1, 2019	4,701	3.35%	
Jan 1, 2017 - Jan 1, 2018	5,463	3.83%	
% Change	-13.95%	-12.55%	
3. /search			
Jan 1, 2018 - Jan 1, 2019	4,520	3.22%	
Jan 1, 2017 - Jan 1, 2018	3,953	2.77%	
% Change	14.34%	16.21%	
4. /members/list/			
Jan 1, 2018 - Jan 1, 2019	4,059	2.89%	
Jan 1, 2017 - Jan 1, 2018	5,462	3.83%	
% Change	-25.69%	-24.48%	
5. /data			
Jan 1, 2018 - Jan 1, 2019	3,870	2.76%	
Jan 1, 2017 - Jan 1, 2018	3,384	2.37%	
% Change	14.36%	16.23%	
6. /event/new-jersey-state-firemens-convention-2/			
Jan 1, 2018 - Jan 1, 2019	3,833	2.73%	
Jan 1, 2017 - Jan 1, 2018	381	0.27%	
% Change	906.04%	922.43%	
7. /members/area/			
Jan 1, 2018 - Jan 1, 2019	3,732	2.66%	
Jan 1, 2017 - Jan 1, 2018	3,510	2.46%	



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## 2019 - FAMA Spring Meeting

- “ Most traffic is to our home page still  
([www.FAMA.org](http://www.FAMA.org))
- “ You can see a big amount from the NJ State  
Fireman's Convention event posting.





## FIRE SERVICE EVENTS



MONTH	YEAR	DATE	SHOW / MEETING	LOCATION	CONTACT
January	2019	17-19	Arizona Fire District's Assoc. Winter Conference	Laughlin, NV	azfiredistricts.org / 480-496-4331
January	2019	20-24	FDSOA Apparatus Symposium and Annual Health and Safety Forum	Orlando, FL	fdsoa.org / 248-880-1864
January	2019	24-26	Utah Winter Chiefs Conference and Fire School	St. George, UT	utahfirechiefs.org or uvu.edu/ufra/ 888-548-7816
January	2019	24-26	Northern IL Alliance of Fire Protection Districts Conference	Oak Brook, IL	web.niafpd.org/events?oe=true
January	2019	19-20	Piedmont Fire Expo	Winston Salem, NC	http://forsythcountyfire-rescue.com/expo.php
January	2019	26-27	LSU Fire & Emergency Training Equipment Show	Baton Rouge, LA	feti.lsu.edu / 800-256-3473
Jan/Feb	2019	28-3	North Carolina Mid-Winter Conference	Concord, NC	ncafc.com
February	2019	15-16	IL Association of Fire Protection Districts Winter Conference	O'Fallon, IL	iafpd.org / 800-524-6620 / info@iafpd.org
February	2019	16-17	Long Island Mega Show	Brentwood, NY	liproductions.net / 631-669-4300
February	2019	20-22	EMS Today	National Harbor, MD	emstoday.com / 302-840-5611
March	2019	3-8	Texas A & M Spring Fire School	College Station, TX	teex.org/Pages/events/texas-annual-fire-training-school.aspx
March	2019	4-6	ConneXions Orlando	Orlando, FL	iafc.org/events/calendar
March	2019	6-10	WI State Firefighters Conference	La Crosse, WI	wi-state-firefighters.org
March	2019	16-19	FAMA Spring Meeting	Hollywood Beach, FL	fama.org / 352-843-3404
March	2019	17-22	Texas IAAI Fire & Arson Investigators Seminar	College Station, TX	teex.org/Pages/events/texas-annual-fire-training-school.aspx
March	2019	20-22	Illinois Fire Inspectors Association	East Peoria, IL	illinoisfireinspectors.org / 224-387-3340
March	2019	23-28	Wildland-Urban Interface Conference	Reno, NV	iafc.org/events/wui / 571-221-5268
March	2019	24-28	Firehouse World	Los Angeles, CA	firehouseworld.com / 952-808-3329
March	2019	24-26	Community Risk Reduction Leadership Conference	Reno, NV	iafc.org/events/crrl
April	2019	3-5	Oklahoma Fire Chief's Conference	Claremore, OK	osfa.info/ofca/m.calendar/201/view/415
April	2019	8-13	FDIC International	Indianapolis, IN	fdic.com / 973-251-5056
April	2019	11	FAMA Technical Committee Meeting	Indianapolis, IN	info@fama.org / www.fama.org/
April	2019	4-7?	Saskatchewan Fire Chiefs Annual Conference	Moose Jaw, SK	safo.sk.ca
April	2019	24-25	CFSI National Fire & Emergency Symposium and Dinner	Washington, DC	cfsi.org / 202-371-1277
Apr/May	2019	29-3	6th Intl Fire Behavior & Fuels Conference, IAWF	Albuquerque, NM	iawfonline.org/conferences.php
May	2019	2-4	VCOS Symposium in the West	Phoenix, AZ	iafc.org/events/event/ tblankenship@iafc.org
May	2019	2-5	Oklahoma State Firefighter's Assoc. State Fire School	Tulsa, OK	osfa.info/events/ 800-308-5336
May	2019	3-4	Ontario Fire Chiefs	Mississauga, ON	oafc.on.ca/event/oafc-2019-exhibitors / 905-426-9865
May	2019	4-7	Alabama League of Municipalities Conference	Mobile, AL	alalm.org
May	2019	8-11	Oregon Fire Chiefs Association Conference	Redmond, OR	ofca.org / 888-846-5741
May	2019	15-17	RETTmobil	Fulda, Messe Galerie, Germany	rettmobil.org
May	2019	15-17	IL Fire Chiefs Association Symposium	East Peoria, IL	illinoisfirechiefs.org / 847-966-0732 / 800-662-0732
May	2019	16-17	Northwest Fire Expo	Portland, Oregon	northwestfirerescue.com / 888-548-6834
May	2019	17-19	PA Fire Expo	Harrisburg, PA	lcfa.com / 717-464-3291
May	2019	17-19	Washington St. Fire Fighters' Assn. Conference and Fire School	Wenatchee, WA	wsffa.org / 1 800 340 8023
May	2019	18-19	Michigan State Fireman's Assoc. Conf.	Mayville, MI	facebook.com/pg/msfassoc.org/events/?ref=page_internal / 810-635-9513?
May	2019	18-20	Smoky Mountain Fire/Rescue Expo	Gatlinburg, TN	smokymtnweekend.com/index.html
May	2019	18-21	Quebec Fire Chiefs Convention	La Malbaie, QC	acsiq.qc.ca (click "Congres" tab)
May	2019	26-29	Alberta Fire Chiefs Conference and Tradeshow	Red Deer, AB	afca.ab.ca





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## 2019 - FAMA Spring Meeting

- “ Trade show
- “ Changes in FEMSA trade show as new chair is coming on board
- “ Didn't seem to have the bandwidth or feedback to continue to try and improve the survey results



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# 2019 - FAMA Spring Meeting

## Suggestions

- “ GAC Hill Day videos
- “ I would like to propose print advertisements with facts on apparatus funding from Sage Policy Group Report.



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## 2019 - FAMA Spring Meeting

# MEMBERSHIP COMMITTEE

Gregg Geske  
&  
Tim Van Fleet



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## 2019 - FAMA Spring Meeting

# Committee Members

- “ **Tim Van Fleet / Co-Chair** . Akron Brass Company
- “ **Gregg Geske / Co-Chair** . Waterous Company
- “ John Corner . Reelcraft Industries
- “ Jennifer Hollis . Hansen International
- “ Bert McCutcheon . Ferrara Fire Apparatus
- “ Rick Suche . Fort Garry Fire Trucks

Board Liaison Oran McNabb



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## 2019 - FAMA Spring Meeting

# Committee Annual Objectives

- “ Grow Membership 5%
- “ Develop Membership Retention Plan
- “ Engage Member Company Participation
- “ Proceed with Mentor Program for First-Time Meeting Attendees



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## 2019 - FAMA Spring Meeting

### **New Member Companies (since 2018 Fall Meeting)**

- ” Palmetto Fire Apparatus
- ” Power Products LLC
- ” Reelcraft Industries
- ” TecNiq, Inc
- ” Safety Vision



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## 2019 - FAMA Spring Meeting

# Target New Member Companies

- “ Please explain benefits of membership to any company that is not a member.
- “ Contact anyone on the Membership Committee for help.



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**2019 - FAMA Spring Meeting**

# **STATISTICS COMMITTEE**

**Paul Bostrom  
&  
John Schultz**





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## 2019 - FAMA Spring Meeting

### **FAMA Board Initiatives**

- “ Continue publishing quarterly data in a timely manner
- “ Reduce data entry errors
- “ Increase participation of members reporting

### **Committee Projects**

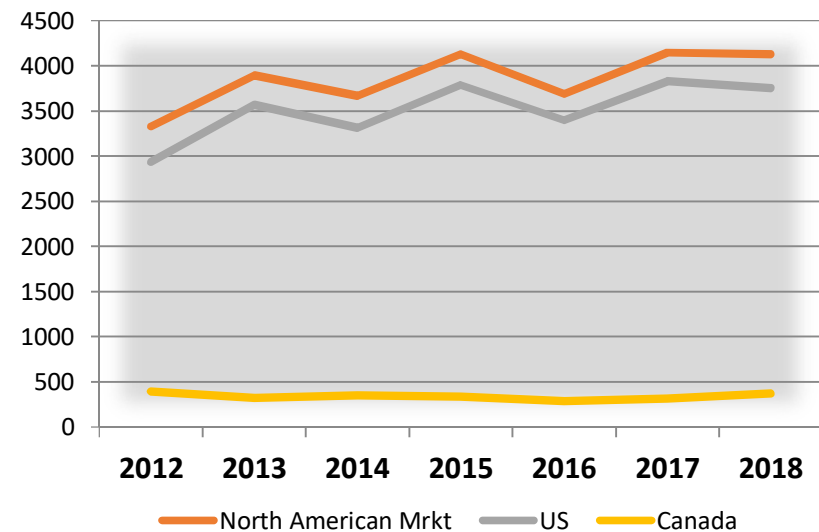
- “ Continue publishing data in a timely manner
- “ Increase participation of members reporting
- “ Provide year end summary report of statistics data



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# North American Fire Apparatus Sales

Years	Average Annual Vehicle Sales
2007-2011	4053
2012 -2016	3741
2017	4147
2018	4126



## 12 Month Rolling 4126 units

Does not include ARFF or Refurbs



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# Fire Apparatus

## Full Year Results

All Vehicles*	2017	2018
Booked	4,596	4,667
Shipped	4,308	4,437

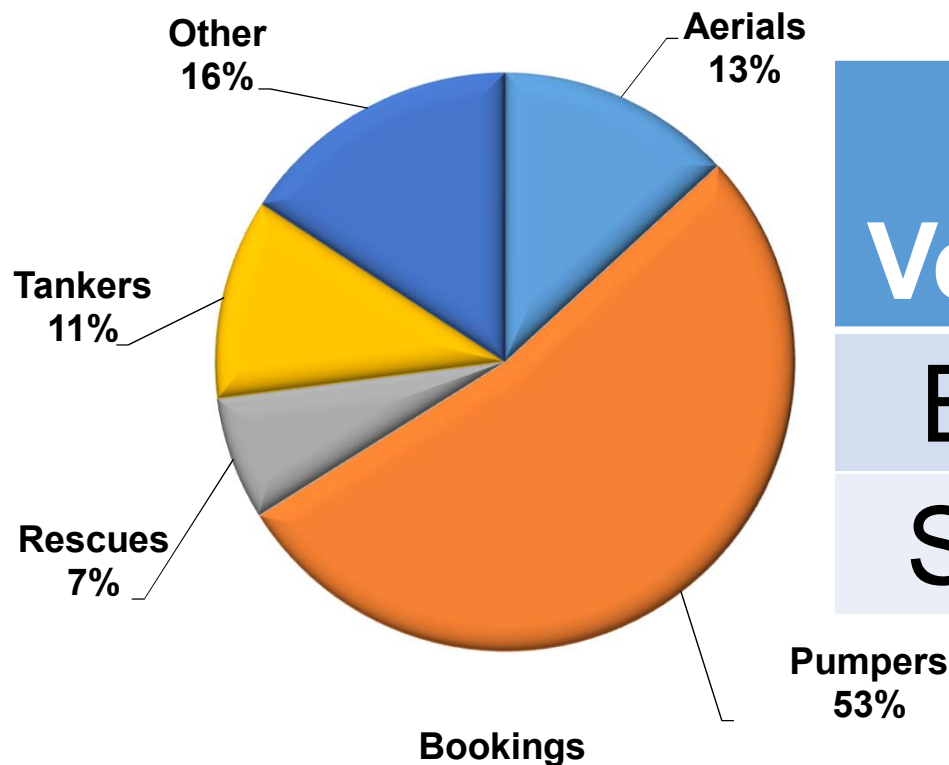
\*All vehicles: includes ARFF & Refurb

\*All regions



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# Total Fire Apparatus Sales 12 Month Rolling



All Vehicles*	12 Month
Booked	4,667
Shipped	4,437

12 month rolling ending Dec 2018

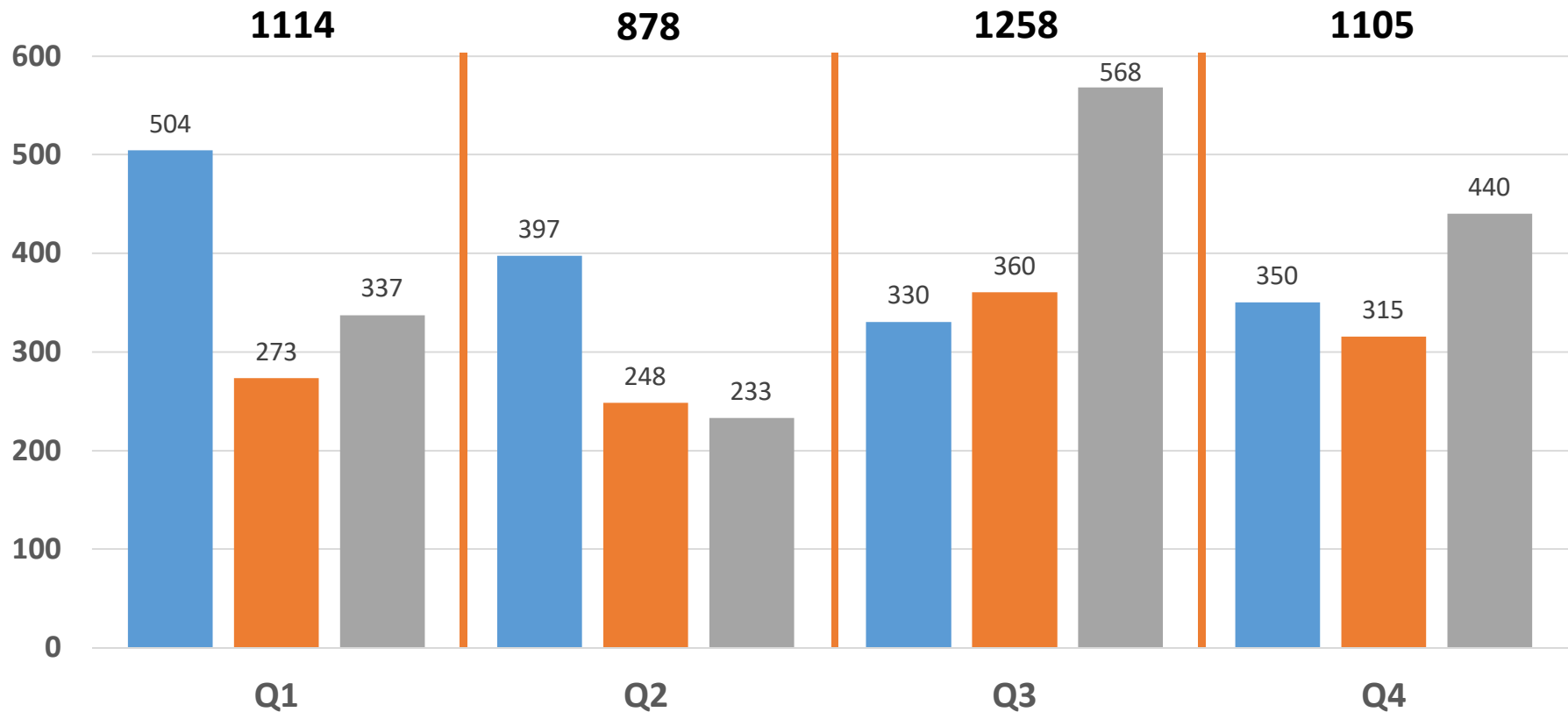
\*All vehicles: includes ARFF & Refurb

\*All regions



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# Fire Apparatus Sales By Month (12 month rolling)



**Does not include ARFF or Refurbs**  
**All regions**



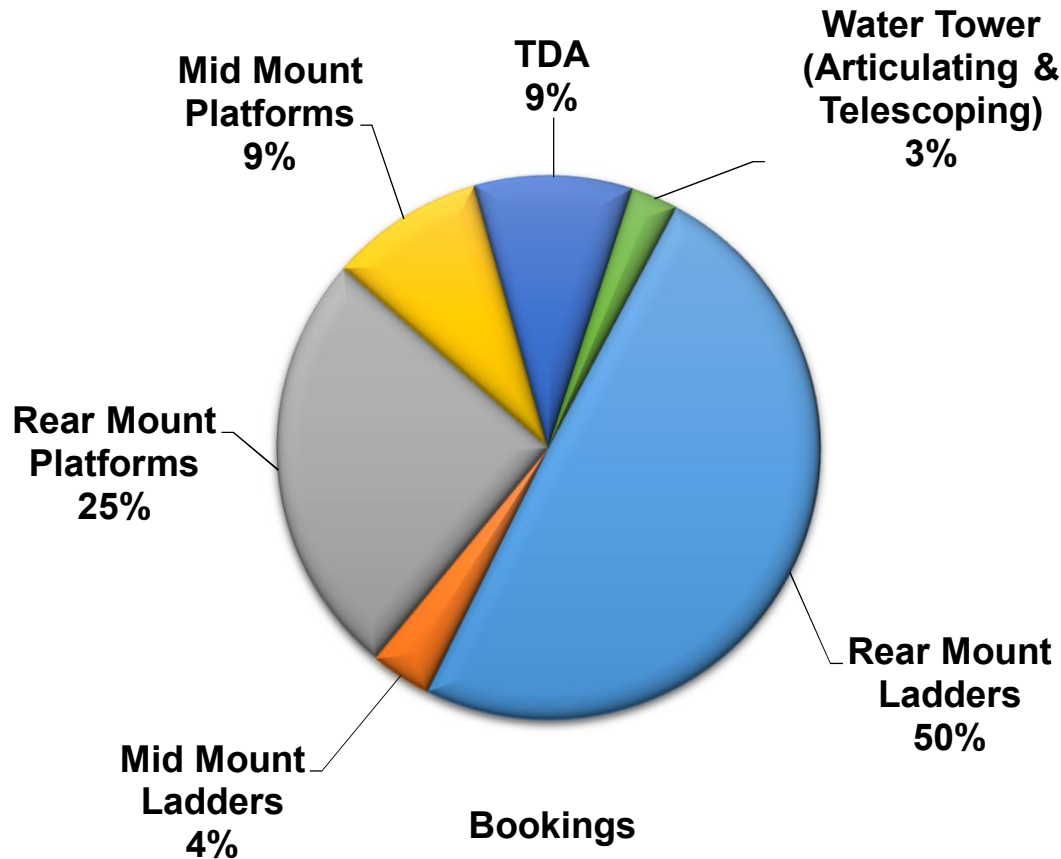
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# Aerial Data (all regions)

## 12 Month Rolling

“ 613 Booked

” 680 Shipped



Aerial Bookings	Quantity
Rear Mount Ladders	302
Mid Mount Ladders	22
Rear Mount Platforms	155
Mid Mount Platforms	56
Tillers	57
Water Tower (Telescoping & Articulating)	17



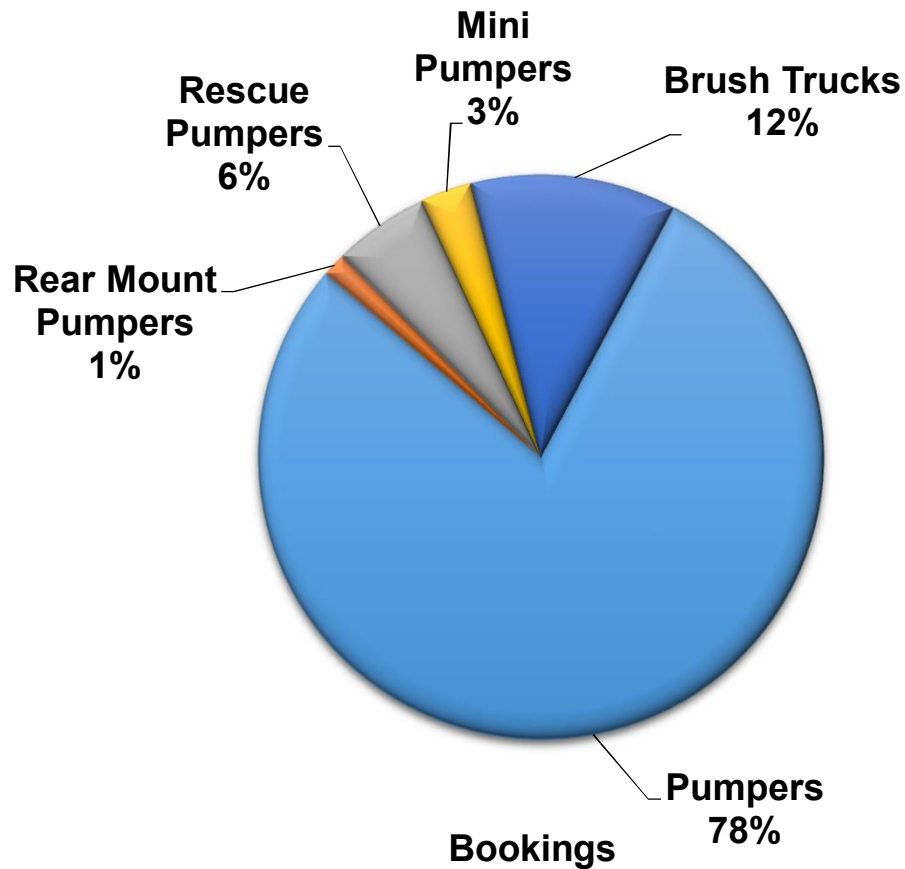
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# Pumper Data (all regions)

## 12 Month Rolling

“ 2896 Booked

” 2785 Shipped



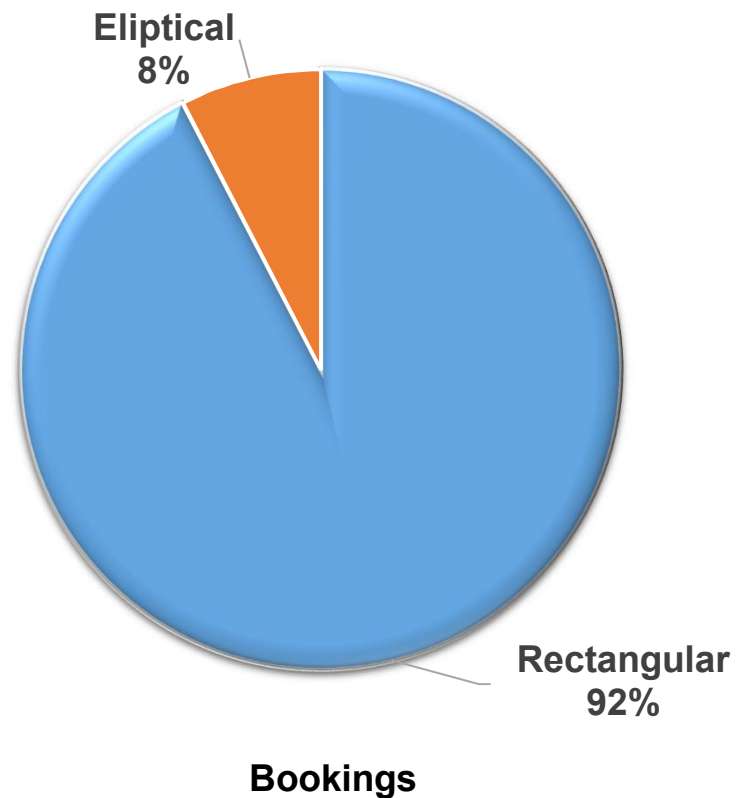
Pumper Bookings	Quantity
Pumps	2273
Rear Mount Pumps	39
Rescue Pumps	159
Mini Pumps	85
Brush Trucks	340





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# Tanker Data (all regions)



## 12 Month Rolling

” 525 Booked

” 492 Shipped

Tanker Bookings	Quantity
Elliptical	40
Rectangular	485



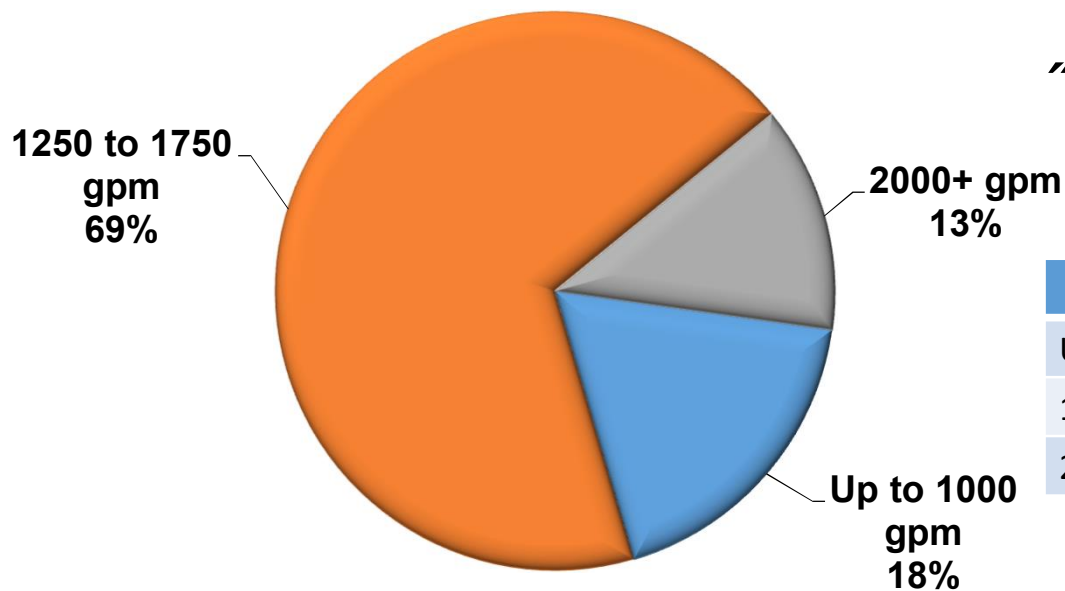
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# Vehicles w/Pumps (all regions)

**12 Month Rolling**

**" 3885 Booked**

**" 3759 Shipped**



Vehicles w/ Pumps	Quantity
Up to 1000 GPM	704
1250 – 1750 GPM	2654
2000+ GPM	527

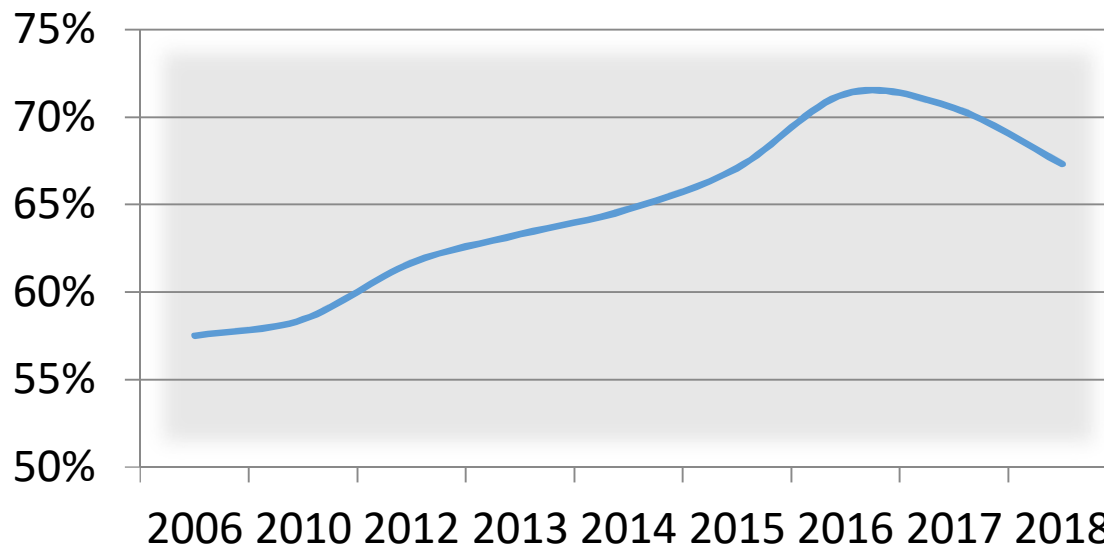
**Does not include ARFF or Refurbs**



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# Custom vs. Commercial Chassis

**Custom Chassis Trend  
All Products (Annual)**



Year	Commercial	Custom
2006	44%	56%
2010	42%	58%
2014	35%	65%
2017	29%	71%
2018	33%	67%

**Rolling 12 Month: 32.7% Commercial / 67.3% Custom**

All products, all regions



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## **2019 - FAMA Spring Meeting**

**Goal:**

**Post Within 30 Days of Closing Qtr.**

**Thank You for Submitting  
Quarterly Reports In a Timely  
Manner**



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**2019 - FAMA Spring Meeting**

# **TECHNICAL COMMITTEE**

Roger Lackore  
&  
Doug Miller



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# Subcommittee Leaders

## Aerial/Quint

Jim Salmi  
(E-One)



John Brady  
(KME)



## ARFF

Paul Powell  
(Rosenbauer)



Sarah Peck  
(Akron Brass)



## Ambulance

Steve Rowland  
(Demers)



Mike Franckowiak  
(Akron Brass)



## Body

John House II  
(Danko)



## Electrical

John Doperalski  
(Harrison)



Peter Luhrs  
(SafeFleet)



## Foam

Gregg Geske  
(Waterous)  
Mike Dupay  
(Fire Research)



## Pumps & Plumbing

Pete Lauffenburger  
(Akron)  
Mike Sulmone  
(Trident)



## Chassis

Tim Johnson  
(KME)  
Chris Crowel  
(Cummins)







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# FDSOA Support



- “ 2020 Symposium Location . Scottsdale, AZ
- “ January 13-15
- “ 2020 Speaker Planning





# FDSOA Support

[illegible]



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# FAMA Forum Schedule 2019

Jan-19	Fire Service Statistics	Fire Service	Paul Darley
Feb-19	Water Tanks	Tanks	Chad Falls
Mar-19	Foam and Water Additive Proportioning Systems	Foam	Mike Dupay
Apr-19	Hose Restraints	Safety - Hose Restraint	Dave Durstine
May-19	FAMA Fire Service Resources: a Well-Kept Secret	FAMA - Resource Library	Roger Lackore
Jun-19	Brake Maintenance	Braking	Meritor? Navistar?
Jul-19	Reducing Glare on Fire Scenes	Lighting	Sam Massa
Aug-19	Pump Panel Labeling	Pumper	Bruce Lear
Sep-19	Clean Cab -Survey of Apparatus Design Approaches	Safety	Scott Beecher
Oct-19	FDSOA Promotion	FDSOA Promo	Sam Massa
Nov-19	Connected Vehicles	Chassis	Cory Haas
Dec-19	Brush Truck Design	Jeff Keiser	Jeff Keiser



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# FAMA Forum Schedule 2020

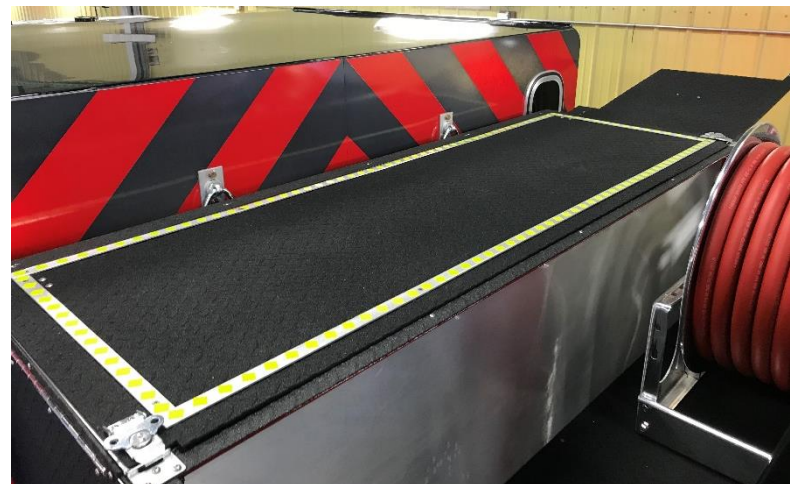
Jan-20	Aspects of High Water Apparatus Design	Apparatus	Jesse Marroquin
Feb-20			
Mar-20			
Apr-20			
May-20			
Jun-20			
Jul-20			
Aug-20			
Sep-20			
Oct-20			
Nov-20			
Dec-20			



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# Yellow Line Worksheet

- “ Application of the NFPA yellow line requirement was intended to be a collaboration between the purchaser and the manufacturer.
- “ Develop a worksheet that can be used during pre-con to guide both parties through the process.





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# FAMA Safety Signs





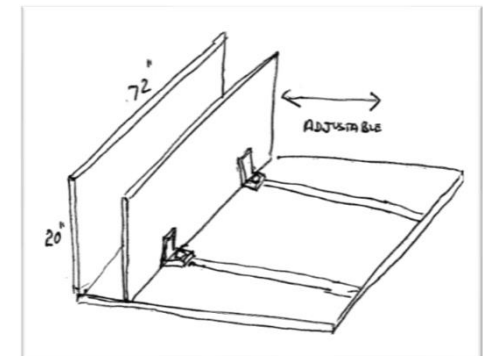


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# Hose Bed Capacity Test Standard TC065

## ” Initiative

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



Test Number	Test Date	Hose Diameter (in)	Brand Name	Part or Model Number	Material	Description	Service Pressure (psi)	Test Hose Assembly Length (ft)	Test Hose Assembly Weight (lbs)	Test Fixture Width (in) W	Test Lay Height (in) H	Total Volume of Test Assembly (in³)	Volume per Linear Foot (in³/ft)	Weight per Linear Foot of Hose (lb/ft)
Example	8/23/2017	1.75	Ndurance		Polyester	Double Jacket	400	200	120	8	16	9216	46.08	0.6
Example	8/23/2017	2			Nitrile / PVC through-the-weave	Rubber Covered	300	200	100	10	18	12960	64.8	0.5
Example	8/23/2017	2			Polyester	EDPM Lined Dbl Jckt	300	200	100	10	18	12960	64.8	0.5
TC065-001												0	#DIV/0!	#DIV/0!
TC065-002												0	#DIV/0!	#DIV/0!
TC065-003												0	#DIV/0!	#DIV/0!
TC065-004												0	#DIV/0!	#DIV/0!



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# NFPA 1901/1906

Public Input meeting Orlando. October 9-11, 2018

- “ Cab Seat Accommodation using NIOSH Study
- “ Emergency Warning Lights - Minimum Intensity Value?
- “ 1906 On-Board Riding Position
- “ Vehicle to Vehicle Communication



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## **NFPA 1500** *Standard on Fire Department Occupational Safety, Health, and Wellness Program*

### **“ Apparatus Related Topics**

- “ SCBAs out of Cab
- “ Contaminated PPE and Equipment not Carried in Cab unless Bagged and Secured
- “ Aerial Fall Protection . Method for personnel climbing the ladder to be continuously tethered during the climb.
- “ Cab step heights limited to 12 inches if personnel must exit the cab with more than 30 lbs equipment
- “ Exhaust directed away from personnel



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## **NFPA 1500** *Standard on Fire Department Occupational Safety, Health, and Wellness Program*

- “ Second Draft
  - “ Public Comment Closing Date: November 15, 2018
  - “ Next Committee Meeting: May 6-8, 2019
  - “ Second Draft Report Posting Date: August 1, 2019



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# Buyer's Guide Progress

Pending

11

Draft

8

To Board

0

Published

27



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# Body

## John House

<b>TC039</b>	Buyers Guide – Water Tanks	<b>Andrew Lingel - UPF</b>	Published
<b>TC041</b>	Buyers Guide - Hose Restraints	<b>Grady North - E-One</b>	Published
<b>TC042</b>	Buyers Guide - Stepping Surfaces	<b>Burt McCutcheon - Ferrara</b>	Draft
<b>TC043</b>	Buyers Guide - Chevron Stripping and Graphics	<b>Jerry Merges - VisionMark</b>	Draft
<b>TC053</b>	Buyers Guide – Mobile Breathing Air Systems	<b>Ed Smith - VT Hackney</b>	Published
<b>TC054</b>	Buyers Guide - Compartment Doors	<b>Bruce Whitehouse - AMDOR</b>	Published
<b>TC055</b>	Buyers Guide - Reels	<b>Denis Bleile - COXREELS</b>	Published
<b>TC056</b>	Buyers Guide - Ladder and Equipment Racks	<b>Mike Adams - Ziamatic</b> <b>Ryan Glover - Ziamatic</b>	Published
<b>TC058</b>	Buyers Guide - Equipment Mounting - Body	<b>Greg Young - Performance Advantage Co.</b>	Published
<b>TC059</b>	Buyers Guide - Body Access	<b>Mike Adams - Ziamatic</b> <b>Ryan Glover - Ziamatic</b>	Published



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# Body (cont.)

## John House

<b>TC072</b>	Buyers Guide - Brush Truck Apparatus	??	Pending
<b>TC073</b>	Buyers Guide - Tanker and Tender Apparatus	??	Pending
<b>TC074</b>	Buyers Guide - Wildland Apparatus	??	Pending
<b>TC075</b>	Buyers Guide - Cold Environment Apparatus Design	??	Pending





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# Chassis

## Tim Johnson, Chris Crowell

<b>TC033</b>	Buyers Guide – Auxiliary Braking Systems	Chris Crowell	Published
<b>TC034</b>	Buyers Guide – Apparatus Mounted Winches	Steve Stein, Steve Martin	Published
<b>TC036</b>	Buyers Guide – Apparatus Seating	Bev Lowrey	Published
<b>TC047</b>	Buyers Guide – Spec'ing Apparatus for Maintenance	Drew Sutphen	Published*
<b>TC048</b>	Buyers Guide – Suspensions – Front	??	Pending
<b>TC049</b>	Buyers Guide – Suspensions – Rear	Bob Albano – Hendrickson	Published
<b>TC051</b>	Buyers Guide – Crew Compartment Storage	Mike Adams – Ziamatic	Published
<b>TC057</b>	Buyers Guide – Occupant Protection	Dan Veselsky – IMMI	Published
<b>TC062</b>	Buyers Guide – Tires	Woody Savage – Michelin	Pending
<b>TC063</b>	Buyers Guide – Wheels	Greg Polks – Real Wheels	Published
<b>TC064</b>	Buyers Guide – HVAC	Roger Lackore – REV Group	Draft
<b>TC066</b>	Buyers Guide – Exhaust Removal Systems	Scott Beecher – Ward Diesel Filter Systems	Draft



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# Electrical

## Peter Luhrs, John Doperalski

<b>TC035</b>	Buyers Guide – Batteries, Alternators, & Chargers	Pete Sremac - Niehoff	Published
<b>TC037</b>	Buyers Guide – Scene Lighting	Sam Massa – Hi-Viz	Published
<b>TC038</b>	Buyers Guide – Line Voltage Generators	John Doperalski – Harrison	Pending/Draft ?
<b>TC040</b>	Buyers Guide – Headlights	Sam Massa – Hi-Viz	Pending
<b>TC044</b>	Buyers Guide – Warning Lights	Matt Pitzer – Code 3	Published
<b>TC045</b>	Buyers Guide – Multiplex Electrical Systems	Dave Durstine – Weldon	Published
<b>TC050</b>	Buyers Guide – Fire Apparatus Sirens	Morgan Look – Federal Signal	Published
<b>TC060</b>	Buyers Guide – Light Towers	Drew Newman – Wilbert	Published
<b>TC061</b>	Buyers Guide – Camera Systems	Grady North – E-One	Published
<b>TC069</b>	Buyers Guide – Vehicle to Vehicle Communications	Cory Haas – Haas Alert	Pending/Draft



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# Foam

## Gregg Geske, Mike Dupay

**TC030** Buyers Guide – Foam & Water Additive  
Proportioning Systems

**TC067** Buyers Guide – CAFS

Dave Durstine - IDEX  
Mike Dupay – Fire Research

Troy Carothers – Darley

Published

Pending



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# Pump

## Peter Lauffenburger, Mike Sulmone

<b>TC024</b>	Buyers Guide – Pumps	Doug Miller – Task Force Tips	Published
<b>TC052</b>	Buyers Guide – Electronic Pressure Governors	Dave Guynn – Hale	Published
<b>TC070</b>	Buyers Guide – Pump Primers	Mike Sulmone – Trident	Draft
<b>TC071</b>	Buyers Guide – Deck Gun and Aerial Monitors	Pete Lauffenburger – Akron	Pending
<b>TC076</b>	Buyers Guide - Pump Control Location	??	Pending



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# Aerial

**Jim Salmi, John Brady**

<b>TC031</b>	Buyers Guide – Aerial Apparatus
<b>TC068</b>	Buyers Guide – Aerial Rope Rescue Systems

Reid Wissler

TBD

Published

Pending



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# Aerial Ice Load Definition

- ” NFPA has added wind, but not ice.
- ” Do we think we should consider ice?
- ” If so, how do we define it?
- ” Should it be on the load charts?





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# Aerial Wind Load Definition

- " NFPA has added wind
- " Do we need a standard to consider
- " Add something to NFPA Now?
- " Next Revision Cycle?
- " FAMA design document to set us up for next time?







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# DAWS NFPA Validation

“ Need validation that this is the correct data format.

**Table 4.11.9.1**

<b>Data</b>	<b>Format/Units</b>
ID*	Unique identifier of the apparatus
Timestamp*	Conforms to ISO 8601 extended format ([YYYY]-[MM]-DD)T[hh]:[mm]:[ss.ff][TZD])
Latitude*	Conforms to ISO 6709 ±DDD.D format
Longitude*	Conforms to ISO 6709 ±DDD.D format
Altitude	in Meters above (>0) or below (<0) sea level
Accuracy	Meters
Speed*	Meters / Sec
Heading*	Degrees, where 0/360 = North, 90 = East, 180 = South, and 270 = West
Run ID	Unique identifier associating 2 or more DAWS data points with each other
Master optical warning device switch*	Boolean “true” / “false”, where “true” = on

\* = required



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# Chevron Color Support

- “ Do we as an organization wish to support the Chevron Color change in NFPA?
- “ Letter of support?
- “ PI Comment?

