WELCOME 2019 FAMA FALL BUSINESS MEETING

Committee Reports



STATISTICS COMMITTEE

Paul Bostrom &

John Schultz



FAMA Board Initiatives

- Complete a 5-year industry forecast & analysis report
- Continue publishing quarterly data in a timely manner
- Reduce data entry errors
- Increase participation of members reporting

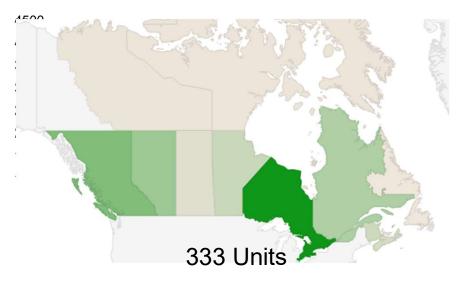
Committee Projects

- Continue publishing data in a timely manner
- Increase participation of members reporting
- Develop truck data entry tutorials
- Incorporate validation programing / checks into data entry
- Provide year end summary report of statics data



North American Fire Apparatus Bookings

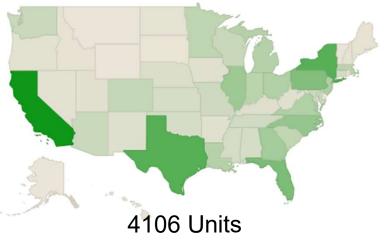
Years	Average Annual Vehicle Sales
2002-2008	5197
2009 -2015	3611
2016	3690
2017	4147
2018	4355
2019 YTD	2130



12 Month Rolling 4,493 units

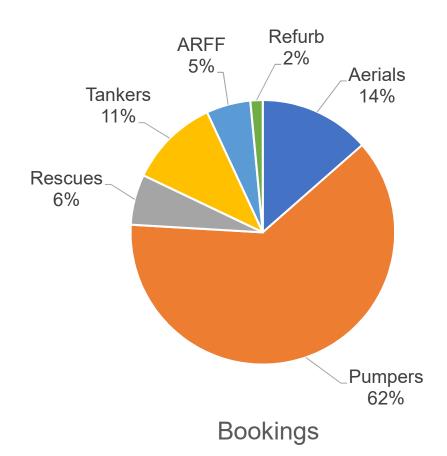
As Compared to 4,392 units last reporting

Does not include ARFF or Refurbs





Total Fire Apparatus Sales 12 Month Rolling



All	12
Vehicles	Month
Booked	4,827
Shipped	4,471

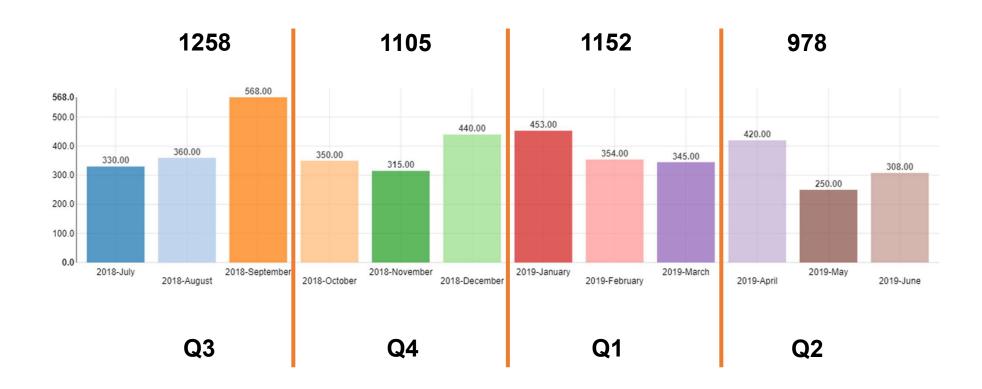
12 month rolling ending June 2019

^{*}All vehicles: includes ARFF & Refurb

^{*}All regions



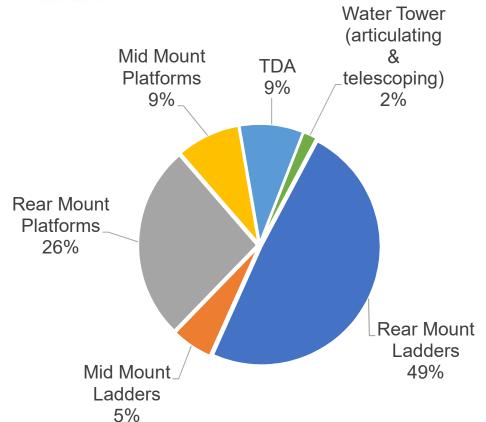
Fire Apparatus Sales By Month (12 month rolling)



Does not include ARFF or Refurbs All regions



Aerial Data (all regions)



Bookings

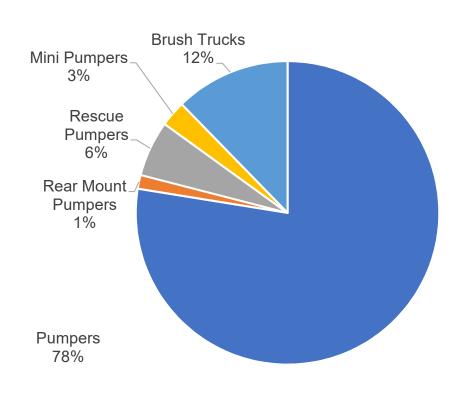
12 Month Rolling

- 648 Booked (vs 654 2018)
- 653 Shipped (vs 663 2018)

Aerial Bookings	Quantity
Rear Mount Ladders	317
Mid Mount Ladders	36
Rear Mount Platforms	171
Mid Mount Platforms	56
Tillers	56
Water Tower (telescoping & articulating)	12



Pumper Data (all regions)



Bookings

12 Month Rolling

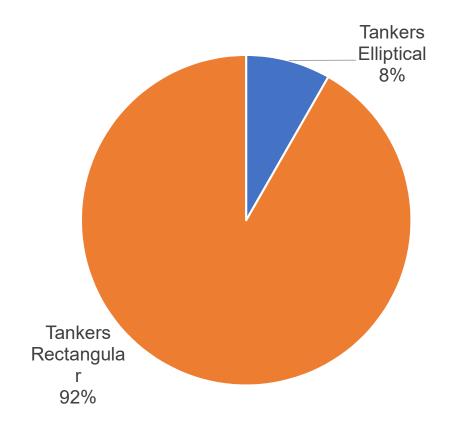
• 3,012 Booked (vs 2844 2018)

• 2,803 Shipped (vs 2690 2018)

Pumper Bookings	Quantity
Pumpers	2336
Rear Mount Pumpers	44
Rescue Pumpers	179
Mini Pumpers	83
Brush Trucks	370



Tanker Data (all regions)



Bookings

12 Month Rolling

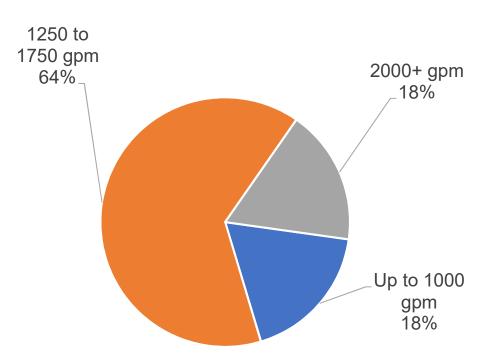
• 531 Booked (vs 552 2018)

• 470 Shipped (vs 470 2018)

Tanker Bookings	Quantity
Elliptical	44
Rectangular	487



Vehicles w/Pumps (all regions)



12 Month Rolling

- 4,320 Booked (vs 4078 2018)
- 3,950 Shipped (vs 3769 2018)

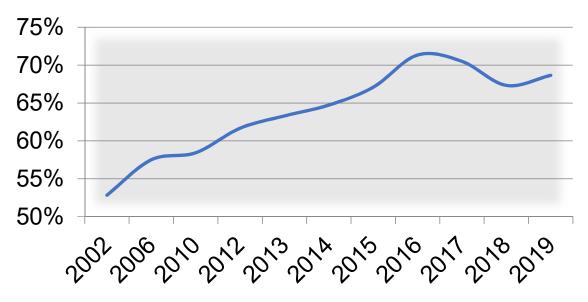
Vehicles w/ Pumps	Quantity
Up to 1000 GPM	784
1250 – 1750 GPM	2778
2000+ GPM	758

Includes ARFF or Refurbs



Custom vs. Commercial Chassis

Custom Chassis Trend All Products (Annual)



Year	Commerci al	Custom
2002	47%	53%
2006	44%	56%
2010	42%	58%
2014	35%	65%
2016	29%	71%
2017	29%	71%
2018	33%	67%
2019 YTD	31%	69%

Rolling 12 Month: 31% Commercial / 69% Custom

All products, all regions



Thank You for Submitting Quarterly Reports in a Timely Manner



Education – Survey Committee

Gary Pacilio – Chair Phil Gerace – Co-Chair



2019 Industry Outlook

2019 Survey 1,673 Respondents

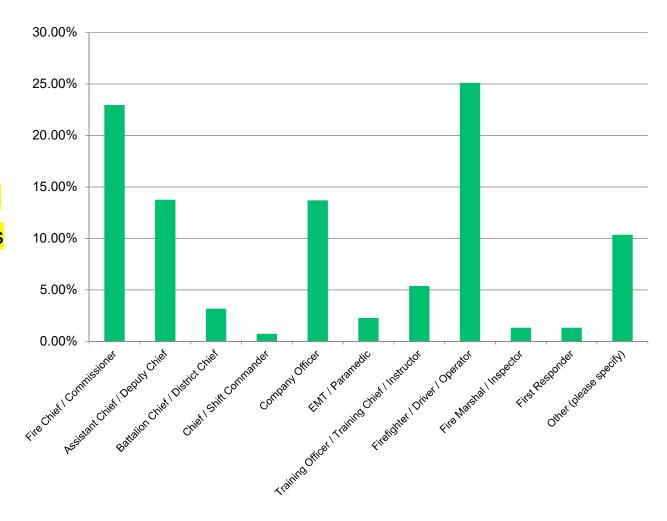


Occupational Title

- 25% Firefighters

 Drivers

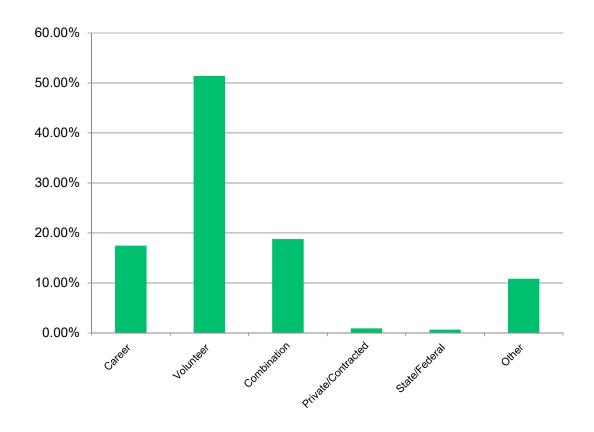
 Operators
- 23% Fire Chiefs Commissioners
- 17% Battalion Chiefs Deputy Chiefs
- 14% Company Officers
- 6% Training Officers Instructors
- 6% Other





Fire Department Type

- 51% Volunteer Depts
- 19% Combined Volunteer
 & Career Depts
- 17% Career Depts
- 13% Other





Frontline / Reserve Fleet Size*

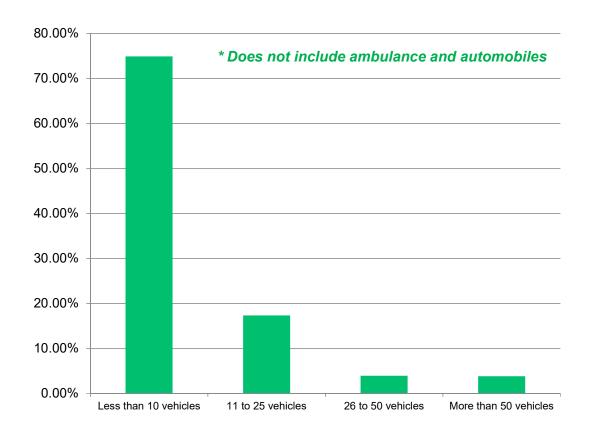
75% Less 10 vehicles

17% 11 to 25 vehicles

4% 26 to 50 vehicles

4% More than 50

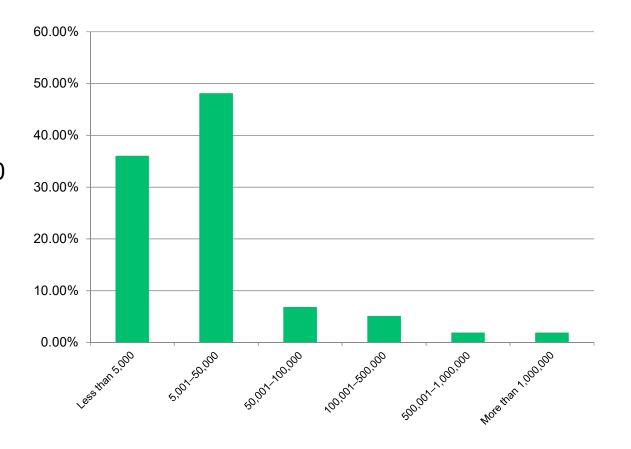
vehicles





Population Served

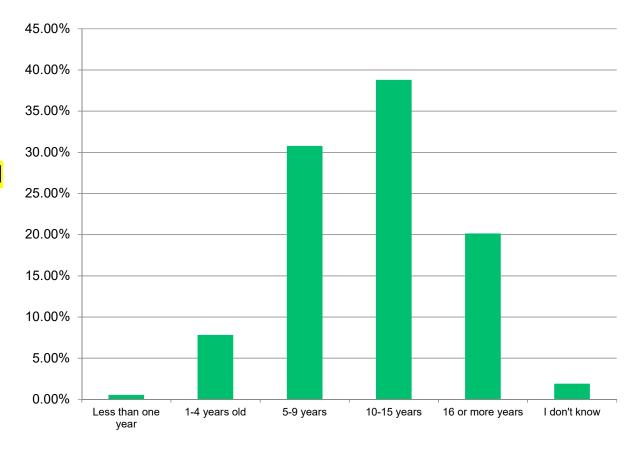
- 36% Less than 5,000
- 48% 5,001 to 50,000
- 7% 50,001 to 100,000
- 5% 100,001 to 500,000
- 4% 500,000+





Apparatus Average Age

1% Less than 1 year
8% 1 to 4 years old
31% 5 to 9 years old
39% 10 to 15 years old
20% 16+ years old

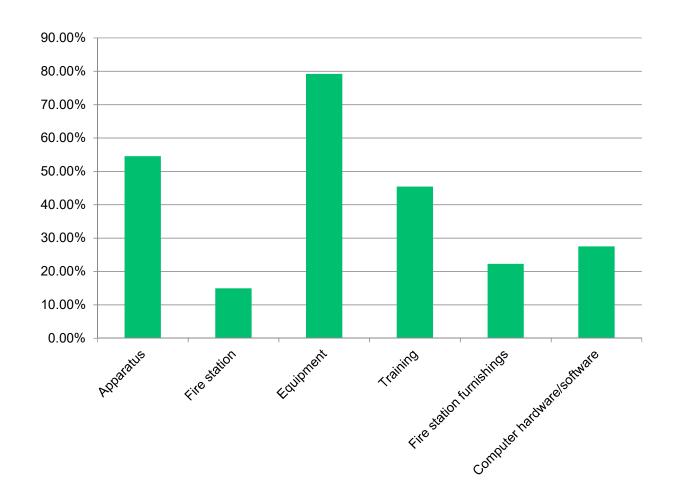




Purchasing Cycle – Next Year

Fiscal Year Priorities

- 79% Equipment
- 54% Apparatus
- 45% Training
- 27% IT
- 22% Furnishings
- 15% Fire Station





Purchasing Cycle – Priorities

#1 Rank (most)

- 39% Quality
- 20% Service
- 20% Price
- 15% Delivery
- 12% Custom

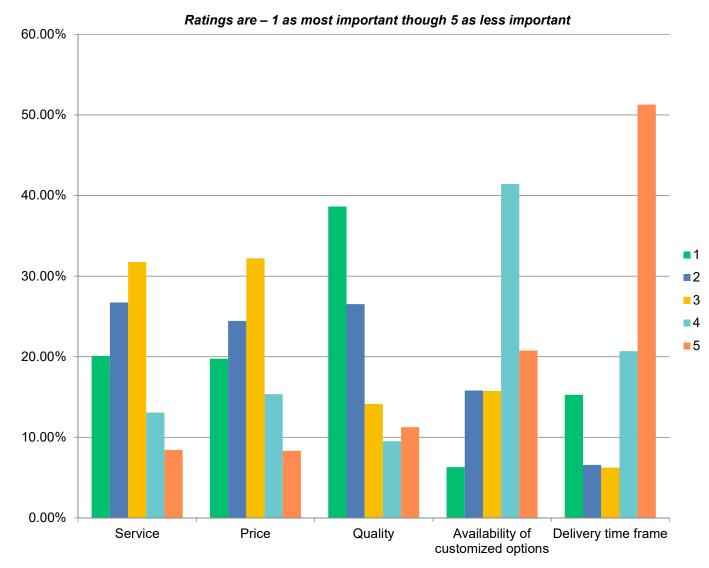
#2 Rank (second most)

- 27% Service
- 27% Quality
- 24% Price
- 16% Custom
- 6% Delivery

#5 Rank (least important)

51% - Delivery 20% - Custom

- 11% Quality
- 8% Service
- 8% Price





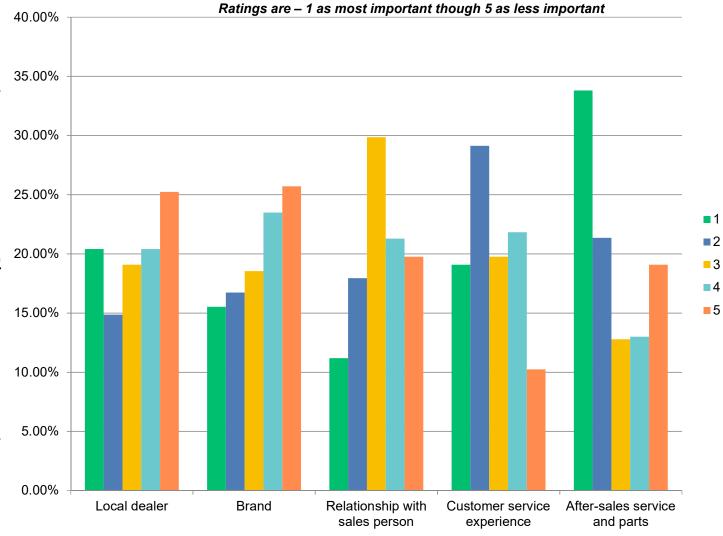
Preferred Purchasing Attributes

#1 Rank (most)

- 33% Parts & Service
- 20% Local Dealer
- 19% Cust. Service
- 15% Brand
- 11% Relationship w/ salesperson

#2 Rank (second most)

- 29% Cust. Service
- 21% Parts & Service
- 18% Relationship w/ salesperson
- 17% Brand
- 15% Local Dealer





2019 & 2020 Budget Cycle

Apparatus Budget

- 64% Same
- 27% Increase
- 8% Decrease

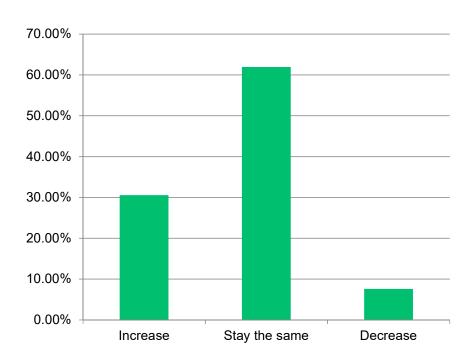
70.00% 60.00% 50.00% 40.00% 20.00% 10.00% Increase Stay the same Decrease

Equipment Budget

62% Same

30% Increase

8% Decrease

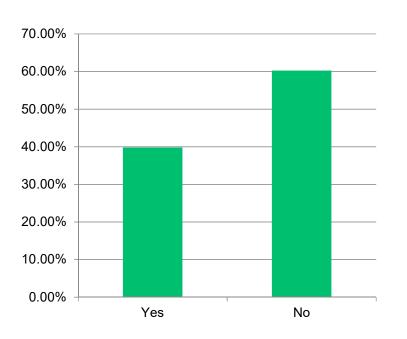




Apparatus Replacement

Formal Procurement Process

- 60% Yes
- 40% No



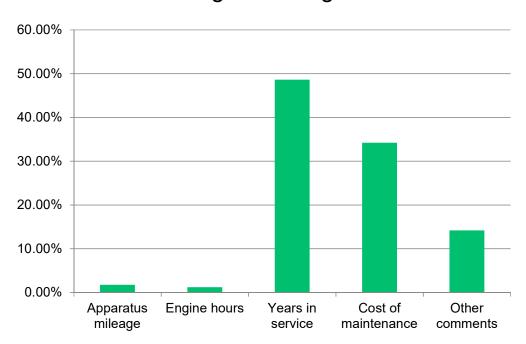
Replacement Decision Point

49% Years in Service

34% Maintenance cost

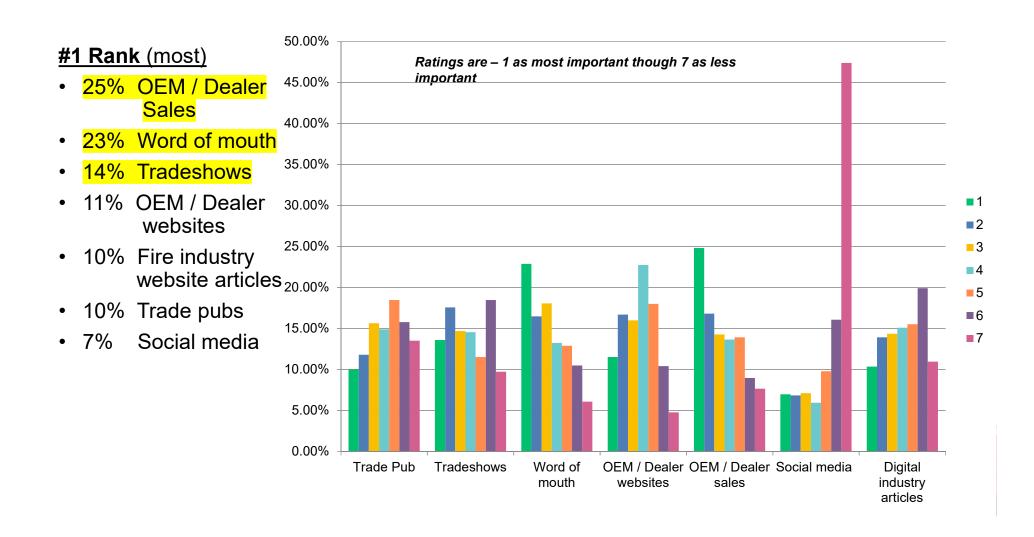
14% Available capital funding / Repair costs

3% Mileage and Engine hours





Purchasing Influence





TECHNICAL COMMITTEE

Roger Lackore & Doug Miller



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



Franckow (Akron Brass)



John House II (Danko) Scott Weishaar (Spartan)



Electrical

John Doperalski (Harrison) Peter Luhrs (SafeFleet)





<u>Foam</u>

Gregg Geske (Waterous) Mike Dupay (Fire Research)





Pumps & Plumbin

Pete Lauffenburger (Akron) Mike Sulmone (Trident)



Chassis Chris Crowel (Cummins) Mellisa Dobbs (IMMI)







FDSOA Support



- 2020 Symposium Location Scottsdale, AZ
 - January 13-15





FDSOA 2020 - Monday

8:00am – 10:15am	Opening Ceremonies - Clean Cab - Telematics	Scott Beecher, Doug Kelley, John Witt, Jeff Zook
10:45am – 12:00pm	Aerial - Mid-mount versus Rear-mount	Brian Brown
10:45am – 12:00pm	Electrical System Maintenance and Idle Reduction	Scott Weishaar, Sam Massa, Zac Soderberg
10:45am – 12:00pm	Emergency Warning Device Automation	Damon Lewis, Jim Stopa
10:45am – 12:00pm	Future Driving Technology Applied to Emergency Vehicles	Jason Cerrano
12:45pm – 2:00pm	Electrical System Maintenance and Idle Reduction	Scott Weishaar, Sam Massa, Zac Soderberg
12:45pm – 2:00pm	Repeat: Emergency Warning Device Automation	Damon Lewis, Jim Stopa
12:45pm – 2:00pm	Upfitting You Apparatus: Maximize Your Tool and Equip Layouts	Mike Wilbur, Tom Shand
12:45pm – 2:00pm	Urban Apparatus	Pete Hoherchak, John Schultz
2:15pm – 3:30pm	Developing Apparatus Specs: How to Detail your Dept's Reqmts	Mark Miller
2:15pm – 3:30pm	Electrical System Multiplex Trouble Shooting	Chuck Hutchins, Peter Luhrs
2:15pm – 3:30pm	Repeat: Urban Apparatus	Pete Hoherchak, John Schultz
2:15pm – 3:30pm	Wildland Apparatus and Urban Interface	Brett Cerrini, Jason Darley
3:45pm – 5:00pm	Breathing Air Programs - a Global Approach	Chris Major
3:45pm – 5:00pm	Repeat: Electrical System Multiplex Trouble Shooting	Chuck Hutchins, Peter Luhrs
3:45pm – 5:00pm	Repeat: Wildland Apparatus and Urban Interface	Brett Cerrini, Jason Darley
3:45pm – 5:00pm	Vendor Relationships can Make or Break You	Jamie Zimmerman



MANUFACTURERS' FDSOA 2020 - Tuesday

8:15am – 9:30am	Apparatus and Contamination Control	Robert Tutterow
8:15am – 9:30am	Overcoming The Hurdles of Apparatus Overheating	Robert Dewolf
8:15am – 9:30am	Developing Apparatus Specs: How to Detail your Dept's Reqmts	Mark Miller
8:15am – 9:30am	Who is Maintaining Your Apparatus and Equipment? NFPA 1071	Mike Apodaca
10:15am – 11:30am	Aerial needs assessment for your community - part I	Mike Wilbur
10:15am – 11:30am	Fire Apparatus Weight Management	Cory Larson, Mark Bartlett, Drew Sutphen
10:15am – 11:30am	Maintenance, Testing, and Inspection	Brian Brown
10:15am – 11:30am	Pump Control Layouts	Mark Coley, Wyatt Compton, Jeff Van Meter
12:45pm – 2:00pm	13 Executive Leadership Principles	Royal Mortenson
12:45pm – 2:00pm	Aerial needs assessment for your community - part II	Mike Wilbur
12:45pm – 2:00pm	Appropriate NFPA 1911 Aerial Testing	Chris Baker
12:45pm – 2:00pm	Repeat: Pump Control Layouts	Mark Coley, Wyatt Compton, Jeff Van Meter
2:30pm – 3:45pm	Ambulance stuff	John McDonald, Chad Brown
2:30pm – 3:45pm	Fleet Liability: Out of Service Criteria as per NFPA 1911	Terry Stewart, Jason Nickelson
2:30pm – 3:45pm	Lessons Learned from Apparatus Crashes and Close Calls	Mike Wilbur, Brian Kazmierzak
2:30pm – 3:45pm	Roadway Incident Safety! "D" Drivers, Autonomous Vehicles	Jack Sullivan



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	Night Mode Warning Lights	Electrical	Roger Lackore
Jun-19	Air Conditioning	HVAC	Roger Lackore
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	Apparatus	Jeff Keiser



FAMA Forum Schedule 2020

Jan-20	Aspects Of High-Water Apparatus Design	Apparatus	Jesse Marroquin
Feb-20	Avoiding The High Cost Of Collisions	Safety	Cory Hohs
Mar-20	Apparatus Color And Graphics Trends And Selection	Apparatus	John Schultz
Apr-20	High Rise Pumping	Pump	Jason Darley
May-20	Trends In Warning Light Control	Lighting	Jim Stopa
Jun-20	Lithium Batteries In Apparatus And Equipment	Electrical	Doug Schindler
Jul-20	Customer Supplied Commercial Chassis – Why Not	Apparatus	Doug Kelley
Aug-20	Latest Trends In Apparatus Related Health And Safety	H&S	Scott Beecher
Sep-20	FDSOA Promo	FDSOA	Doug Miller
Oct-20	Brake Maintenance	Braking	John Wolf
Nov-20			
Dec-20			



Yellow Line Worksheet

 Application of the NFPA yellow line requirement was intended to be a collaboration between the purchaser and the manufacturer.

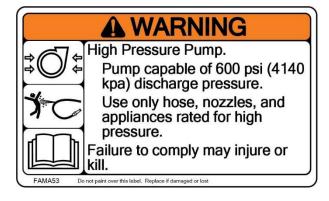
 Develop a worksheet that can be used during pre-con to guide both parties through the

process.





FAMA Safety Signs



WARNING

This product can expose you to chemicals including but not limited to Diesel Exhaust, Gasoline Exhaust, or Gasoline Vapors, which are known to the State of California to cause cancer. For more information go to www.P65Warnings.ca.gov.

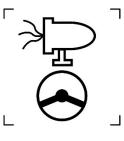
FAMA54 Do not paint over this label. Replace if damaged or lost

High Pressure Water

California Prop 65



Graphical Symbols



Q2B thru **Steering Button**

Г



Neutral



Air Horn thru **Steering Button**



Heat



Radio





LH Open



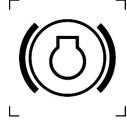
Air Compressor PTO



Elect Siren thru **Steering Button**



Transmission Retarder



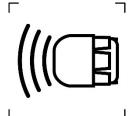
Engine Brake



Front Axle **Brake Lock**



Hydraulic Tools

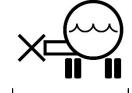


Low Freq Siren (Rumbler)

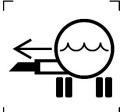








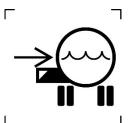
Dump Chute LH Close

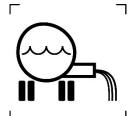


Dup Chute LH Extend

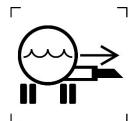


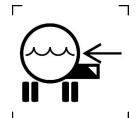
Graphical Symbols













Dump Chute LH Retract



Dump Chute RH Close

Dump Chute RH Extend

Dump Chute RH Retract

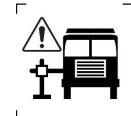
Dup Chute Rear Open





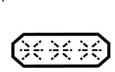








Dump Chute Rear Close



Dump Chute

Rear Extend

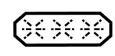
Dump Chute Rear Retract

Aerial Device Stabilizer Not **Not Stowed**

Stowed

TDA Jackknife Alarm











Compartment Light

Lightbar

Brow Light Low Beam

Brow Light Flood

Headlight Flash

Docking Lights



NFPA 1901/1906

New Schedule and Format

- NFPA has changed their revision policy.
- 1901/1906 revision process will be restarted.
- Date for the next revision is now 2023 rather than 2021.



Emergency Responder Safety Institute Study

Lighting manufacturers should:

- Develop and/or publicize their capability to produce slower, calmer, synchronized, and lower intensity lighting modes.
- Provide mechanisms to certify lighting equipment configurations that meet the NFPA standards in responding mode, daytime blocking mode, and a reduced intensity nighttime blocking mode.
- Advertise these improved systems to improve emergency responder safety when operating on highways and roads.





Emergency Responder Safety Institute Study

Apparatus manufacturers should:

- Work with lighting manufacturers to provide systems that automatically switch modes for blocking-the-right-of-way and nighttime blocking-the-right-of-way. This might include using apparatus multiplex systems to either inform the lighting system or to directly control flash rates and PWM dimming.
- Engineer and offer lighting systems to their customers incorporating these new safety features.







Apparatus Replacement Plan

- Guide for departments to use when developing a replacement schedule
- Consistent with Annex D of 1901
- Tied to functional and safety changes to apparatus over the years.
- Tied to repair frequency
- Don't wait for grant money
- What about used apparatus



Buyer's Guide Progress

Pending

12

Draft

0

To Board

7

Published

28



Body

John House Scott Weishaar

TC042	Buyers Guide - Stepping Surfaces	Roger Lackore - REV	To Board
TC043	Buyers Guide - Chevron Stripping and Graphics	Jerry Merges - VisionMark	To Board
TC072	Buyers Guide - Brush Truck Apparatus	Bill Davidson - Skeeter	Pending
TC073	Buyers Guide - Tanker and Tender Apparatus	Kraig Scholten – Midwest Fire	To Board
TC074	Buyers Guide - Wildland Apparatus	Bill Davidson - Skeeter	Pending
TC075	Buyers Guide - Cold Environment Apparatus Design	Rick Suche – Fort Gary	Pending
TC077	Buyers Guide – Hose Bed Sizing	Jeff Hicks - TFT	Pending



Chassis

Chris Crowell Mellissa Dobbs

TC047 Buyers Guide – Spec'ing Apparatus for Maintenance	Drew Sutphen	To Board
TC048 Buyers Guide – Suspensions – Front	??	Pending
TC062 Buyers Guide – Tires	Woody Savage – Michelin	To Board
TC066 Buyers Guide – Exhaust Removal Systems	Scott Beecher – Ward Diesel Filter Systems	To Board



Electrical

Peter Luhrs John Doperalski

TC038	Buyers Guide -	 Line Voltage Generators 	John Doperalski – Harrison	Pending
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TC040 Buyers Guide – Headlights Sam Massa – Hi-Viz Pending

TC069 Buyers Guide – Vehicle to Vehicle Cory Haas – Haas Alert Pending

Jim Salmi John Brady

Aerial

TC068 Buyers Guide – Aerial Rope Rescue Systems

TBD

Pending



Foam

Gregg Geske Mike Dupay

TC067 Buyers Guide – CAFS

Troy Carothers – Darley

Pending

Peter Lauffenburger Mike Sulmone

Pump

TC070 Buyers Guide – Pump Primers

Mike Sulmone - Trident

To Board

TC071 Buyers Guide – Deck Gun and Aerial Monitors

Pete Lauffenburger - Akron

Pending

TC076 Buyers Guide - Pump Control Location

Wyatt Compton – Spartan

Pending



EDUCATION / SCHOLARSHIP COMMITTEE

Lou Milanovich & David Williamson



SCHOLARSHIP OVERVIEW:

FAMA is offering one (1) \$5,000 scholarship to a full-time sophomore, junior or senior student enrolled in a four-year **Fire Protection Engineering or Fire Administration** degree program or enrolled in a full-time master's degree program in Fire Protection Engineering or Administration at an accredited four-year university or college located within the United States or Canada.

The application is posted on the FAMA web site. http://www.fama.org/about-fama/scholarships/



Sincere Thank You to Our Sponsor

The Phillip L. Turner Scholarship is awarded annually by FAMA and has been sponsored since 2009 by FAMA member Akron Brass Company.





The Committee reached out to the following 14 colleges to promote and increase awareness of the scholarship.

Bowling Green State University
Columbia Southern University
Eastern Kentucky University
Indiana University
LSU FETI
Oklahoma State University
Texas A&M

University of California, Santa Cruz
University of Illinois
University of Maryland
University of Nebraska
University of Northern Iowa
University of Wisconsin - Oshkosh
Virginia State Firefighters Association



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 fire protection engineering program at an accredited university or college located within the United States or Canada.
- Or applicant must be enrolled in a full-time master's degree program in fire protection engineering or administration.

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
- Scholarship Awarded: August 1, 2019
- Recipient Announced: August 8, 2019



2019 Phillip L. Turner Scholarship Award Recipient



William Calcagno
University of Maryland



Fire Apparatus Manufacturers' Association



The Fire Apparatus Manufacturers' Association, in association with Akron Brass Company, A Unit of IDEX Corporation, hereby awards to:

William Calcagno

the 2019 Phillip L. Turner Fire Protection Scholarship for outstanding achievement while attending

University of Maryland

Curt Ignacio, President FAMA Board of Directors www.fama.org

August 8, 2019





2020 Phillip L. Turner Scholarship

REQUIREMENTS FOR CONSIDERATION:

- Applicant must be a full-time sophomore, junior or senior student currently registered and enrolled 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 mailed or received by the June 1, 2020 deadline.
- Only applicants that meet the requirements will be considered.

2020 DEADLINES AND DATES:

- Application Period: September 1, 2019 to June 1, 2020 (Close Date: 6/1/20)
- Application Evaluation Period: June 15 to July 15, 2020
- Scholarship Recipient Announced and Awarded: August 15, 2020



MEMBERSHIP COMMITTEE

Gregg Geske &

Tim Van Fleet



Committee Members

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

Board Liaison: Oran McNabb



Committee Annual Objectives

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



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.
- Use the Ten Reasons to Join FAMA pamphlet



New Member Companies

Since 2018 Fall Meeting

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

Since 2019 Spring Meeting

- MetalCraft Marine Inc.
- Golight, Inc.
- Groeneveld Lubrication Solutions Inc.



Companies That Did Not Renew Membership

2019

• 5 out of 6 that did not renew were due to purchases of the company or merging. In one case, the person that was involved with FAMA retired.



Recognition of Member Companies that have sent representatives to 4 consecutive meetings

- Akron Brass
- AMDOR, Inc.
- Austin Hardware
- Boise Mobile
- CET Fire Pump
- Flkhart Brass
- F-ONF
- Federal Signal
- Fire Research
- Fort Garry
- H.O. Bostrom
- HAAS Alert

- Hale Products
- Hendrickson
- HME Ahrens-Fox
- Kussmaul Electronics
- Marion Body
- Oshkosh
- Performance AC
- Pierce
- Pro Poly
- ROM Corp.
- Rosenbauer
- Safetek

- Seats Inc.
- Spartan ER
- Sutphen
- Task Force Tips
- The Will-Burt Co.
- UPF
- Valor FRS
- W.S. Darley
- Ward Diesel
- WATERAX
- Waterous Co.
- Whelen Engineering



MARKETING & TRADE SHOW COMMITTEE

Oran McNabb



Marketing Activities

- Open Chair Position
- Spring Meeting Graphics
- Developing Relevance
- FDIC / FDSOA Update
- Clarion Agreement



Committee Chair position is open



2020 Spring Meeting Graphics



Graphics submitted by: Jason Darley



How does FAMA become relevant to those specifying apparatus?



FDIC Sponsorship & FDSOA

Ad in 2019 Official Show Guide and FDSOA



Maryland Hallway
Banners



Graphics By: Karen Pramas



FDSOA Sponsorship Vendor Reception Sunday, January 12th



Clarion e-blast campaign



Q & A



MEETING PLANNING COMMITTEE

Bill Doebler



Bill Doebler - Chair

Pat Cahill – Co-Chair

Mark Albright – On Site Coordinator

Mike Bowman – Speaker Coordinator

Chick Granito – Sponsorships

Kaoma Massa – Event Photography

Grady North – Speaker Coordinator

Gary Pacilio – Sponsorships

Diego Salazar – Group Activities

Kraig Scholten – Signs and Photography

Ron Truhler – Golf Tournament Coordinator

Andrew Lingel – FAMA Board Liaison



Special Thanks to the 2019 Fall Conference Sponsors

The high quality and tremendous value of the FEMSA / FAMA Annual / Fall Conference 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.



★ DIAMOND LEVEL ★



★ GOLD LEVEL ★



















★ PEWTER LEVEL ★





























★ SUPPORTER LEVEL ★































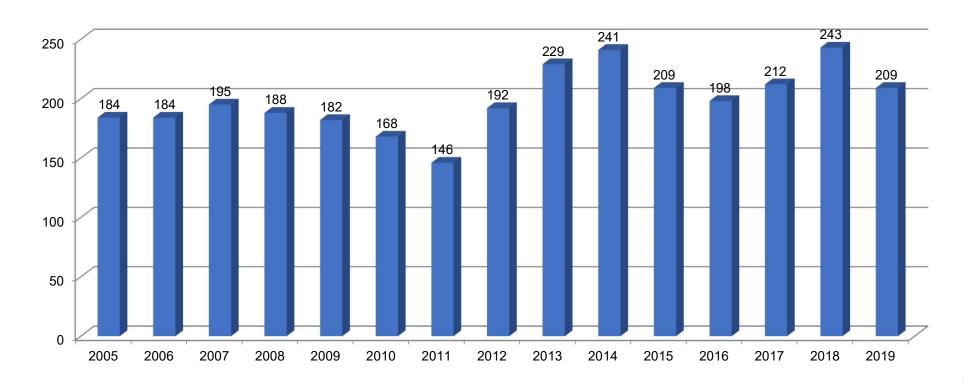


Year over Year Fall Conference Attendance as of 9/29/19

YEAR	LOCATION	FAMA	FEMSA	Both	Spouse & Guests	Total Attendees	Total # of FEMSA & FAMA Companies	First Timers
2014	San Antonio, TX	78	107	31	25	241	121	40
2015	Baltimore, MD	48	91	39	31	209	119	36
2016	Nashville, TN	49	91	27	31	198	117	32
2017	Glendale, AZ	57	92	28	35	212	128	36
2018	Austin, TX	72	112	26	33	243	149	61
2019	Toronto, ON	63	91	30	25	209	129	34

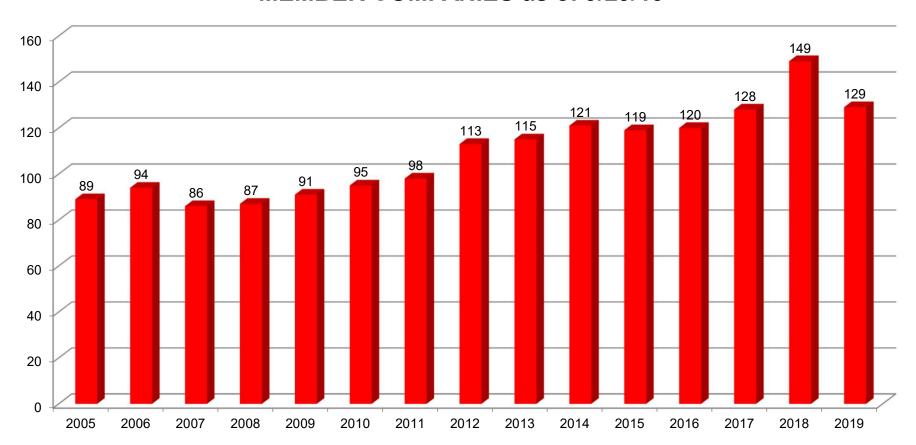


FALL CONFERENCE ATTENDEES 2005-2019 as of 9/29/19



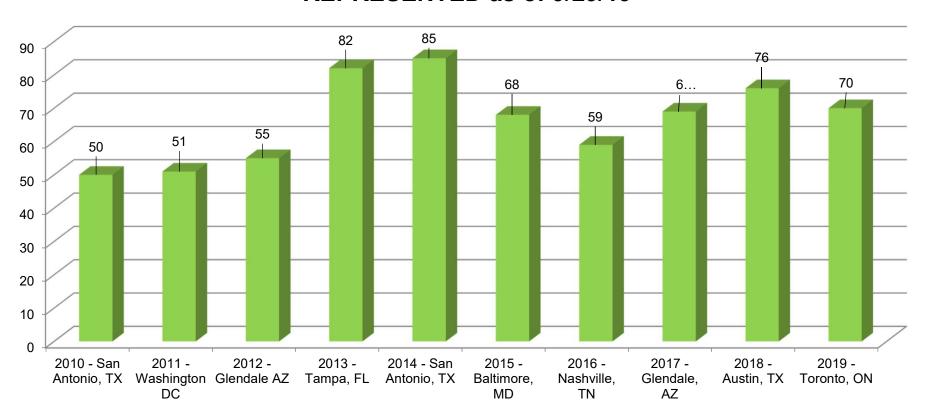


FALL CONFERENCE ATTENDING FAMA, FEMSA AND BOTH MEMBER COMPANIES as of 9/29/19



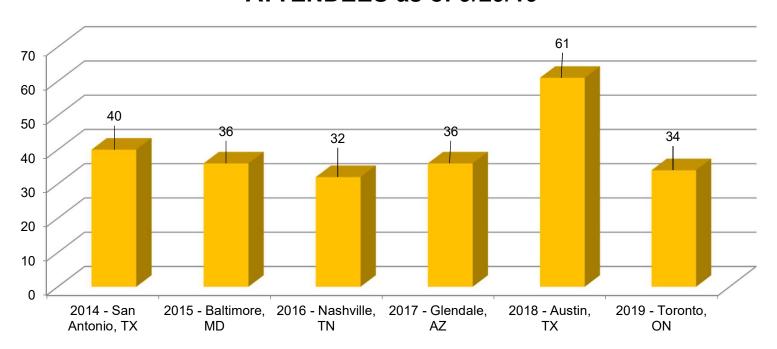


FALL CONFERENCE ATTENDING MEMBER COMPANIES REPRESENTED as of 9/29/19





FALL CONFERENCE FIRST-TIME AND NEW MEMBER ATTENDEES as of 9/29/19





Don CeSar Hotel in St. Pete Beach, FL

March 21-24, 2020



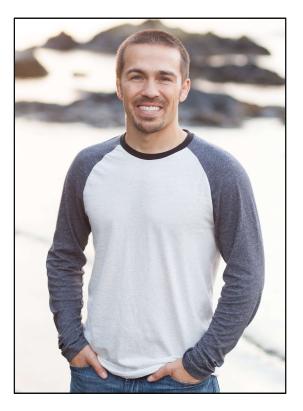




FEATURED SPEAKERS



Commander Kirk Lippold, USN (Ret.)



Coyte Cooper, PH.D.



Anirban Basu - Economist



Fall Meeting 2020

JW Marriott New Orleans

October 7-9, 2020







The Westin Fort Lauderdale Beach Resort Fort Lauderdale, FL

March 19-23, 2021





Fall Meeting 2021

The Westin Tampa Waterside Tampa, FL





See You in St. Pete March 21st

