



WELCOME

2019 FAMA FALL BUSINESS MEETING

**Toronto, Ontario
October 9-10, 2019**



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

2019 - FAMA Fall Meeting

- **Call to Order**
- **Invocation** **P. Gerace**
- **Opening Remarks** **C. Ignacio**
- **Meeting App Downloaded?**



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Introduction of Board of Directors

Committee Liaison

Steve Toren	Past President	Fall Conference Planning, LRP & Nominating
Curt Ignacio	President	Fall Conference Planning
Andrew Lingel	Vice President	Meeting Planning / Statistics Committees
Bev Lowery	Secretary	Bylaws & Technical Committees
Jeff Mazza	Treasurer	Governmental Affairs Committee
Jeromie Johnston	Director-at-Large	Education Committees
Oran McNabb	Director-at-Large	Marketing & Membership Committees



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First Time Attendees (6)

Brian Houk

Jeff Demerjian

Jonathan Carroll

Tim Schoenecker

Danny Ascencio-Hall

Todd Fierro

Akron Brass Company

Amity Fire & Safety, Inc.

Code 3, Inc.

H.O. Bostrom & Company

Power Products LLC

Spartan Emergency Response



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Anti-Trust & Non-Discrimination Policy

Jim Juneau



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Bev Lowery – Board Secretary

Roll Call

Notice of Meeting

Review of Minutes



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SELF-INTRODUCTION OF MEMBERS & Number of Years Involved with FAMA



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First Arriving
MARKETING & TECHNOLOGY FOR FIRE/EMS

★ SILVER LEVEL ★

FIREHOUSE

★ BRONZE LEVEL ★

FireRescue
.com

Sourcewell
Formerly NJPA

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NOMINATING COMMITTEE

David Durstine



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Nominating Committee Members

David Durstine – Chair

Scott Edens

Steve Toren



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Activities

- Manage Nomination process
- Identify candidates for 2020 Board positions
- Identify candidates for consideration in future years



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Nominating Process

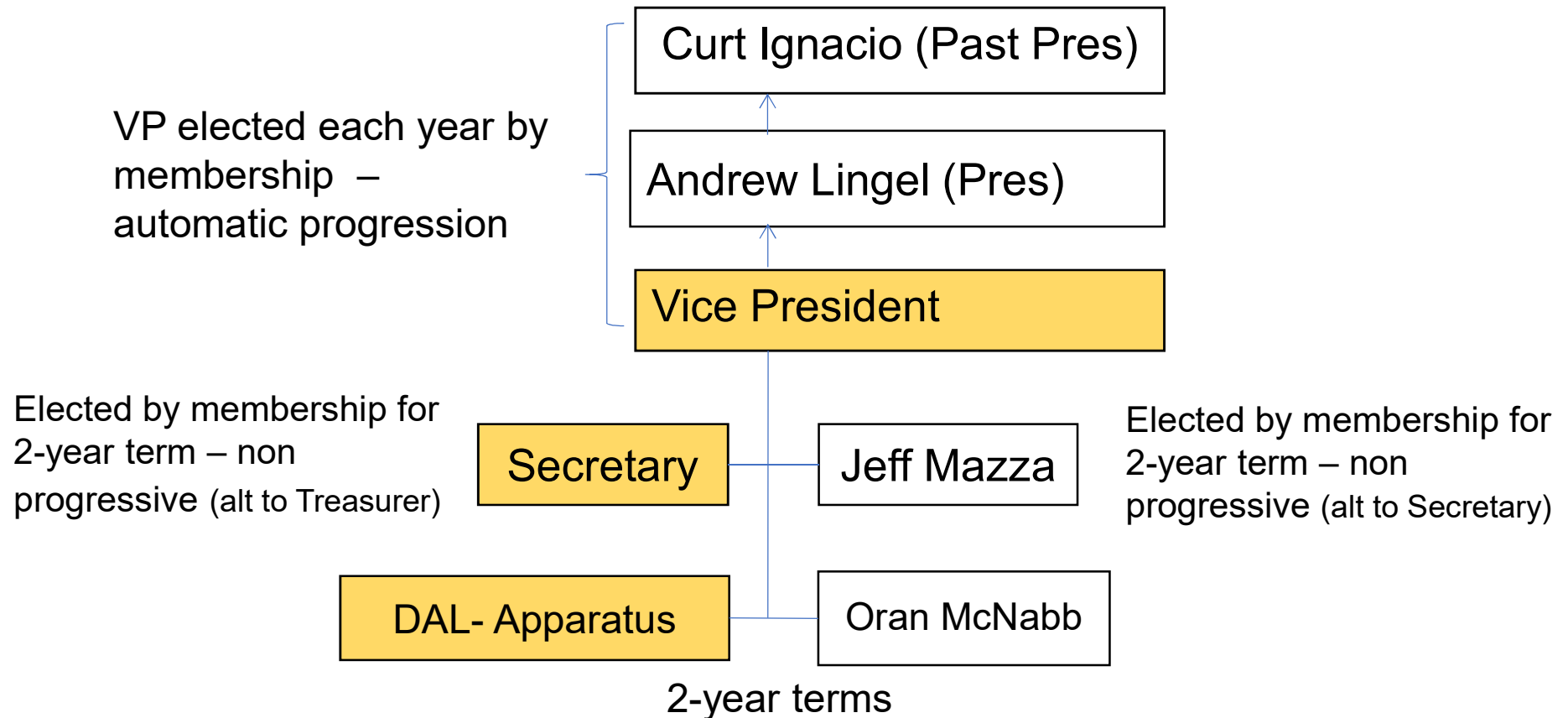
Publish Nomination Call	May 7/19
Identify and contact candidates for 2020 Board positions	May 15/19
Prepare template for Slate of Nominees	June 30/19
Finalize slate of 2020 candidates	July 15/19
Publish slate of 2020 candidates	Aug 19/19
Presentation of Process and Slate	Fall
Call for Nominations from the Floor Meeting	
Election of 2020 Officers	



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2020 Board Positions





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Open Board Positions

Vice President – Auto Progression to President

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 or as a member of the senior leadership team of a member company,
- 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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2020 Board Nominations

Vice President

Bev Lowery

Secretary

Jeromie Johnston

Director at Large – Apparatus

Bert McCutcheon



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- **Nominations from the Floor**
Open to any and all member representatives who meet the qualifications
- **Election of 2020 Officers**



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2020 Board of Directors Election

Jerry Halpin



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TREASURER'S REPORT

Jeff Mazza



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- Balance Sheet Assets
 - 2018 \$564,426.39 (09/30/2018)
 - 2019 \$635,638.33 (09/30/2019)
 - 12.62% or \$71,211.94 improvement over 2018
- P & L
 - Gross Profit
 - \$421,666.23 (09/30/2018)
 - \$450,509.26 (09/30/2019)
 - 6.84% or \$28,843.03 improvement over 2018
 - Net Income
 - \$147,118.96 (09/30/2018)
 - \$157,185.47 (09/30/2019)
 - 6.48% or \$9013.63 increase from 2018
- Budget vs. Actuals
 - Tracking slightly ahead of Budget



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2019 General Comments

- Financials are in good shape
- Final Quarter should be pretty much on budget with larger expenses due to fall meeting
- Budget vs. Actuals – Everything tracking nicely to Budget.



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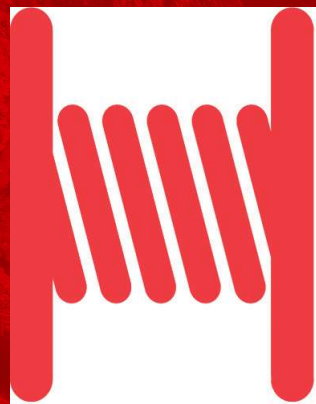
MEETING SUSPENDED



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FAMA MEMBER NETWORKING EVENT



Hannay Reels®

The reel leader.

Breakfast Sponsor



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2019 FAMA FALL MEETING RESUMED



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- **Call to Order**
- **Housekeeping**



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Board of Directors' Report

Curt Ignacio



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We continue to build on previous goals:

- **Continue to support logical growth plans for membership**
- **Develop a plan to best utilize our current cash surplus with an eye to the future**
- **Continue to evaluate value of The Sage Report**
 - **Develop an “Executive Summary” (single page) that can be used to disseminate data**
- **Continue to support efforts of GAC & AFG/SAFER**



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Committee Reports



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STATISTICS COMMITTEE

**Paul Bostrom
&
John Schultz**



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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 programming / checks into data entry
- Provide year end summary report of statics data



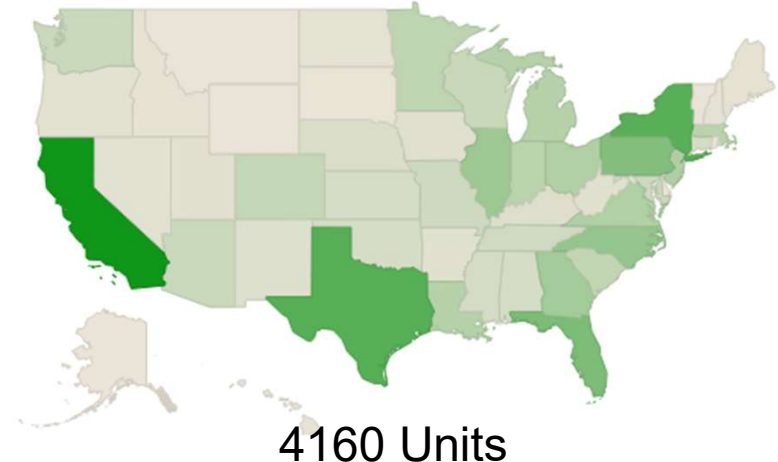
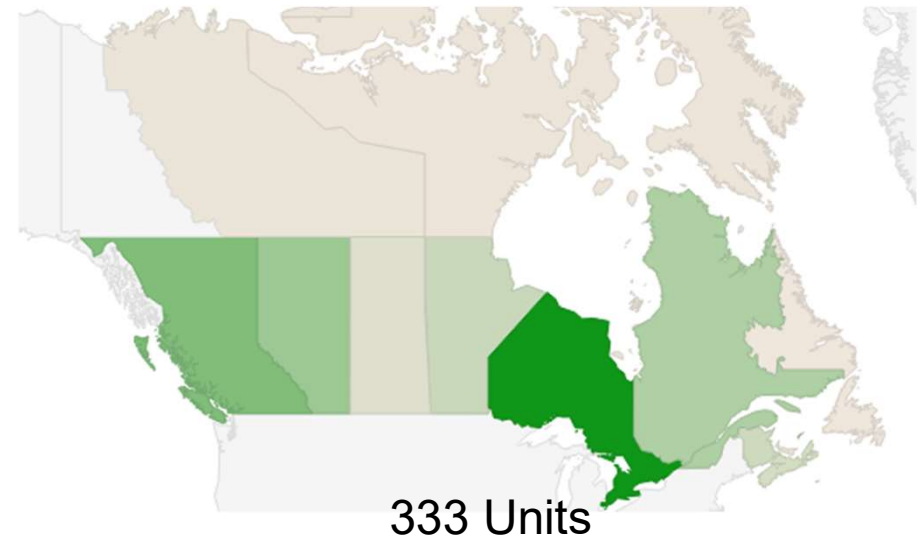
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North American Fire Apparatus Bookings

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

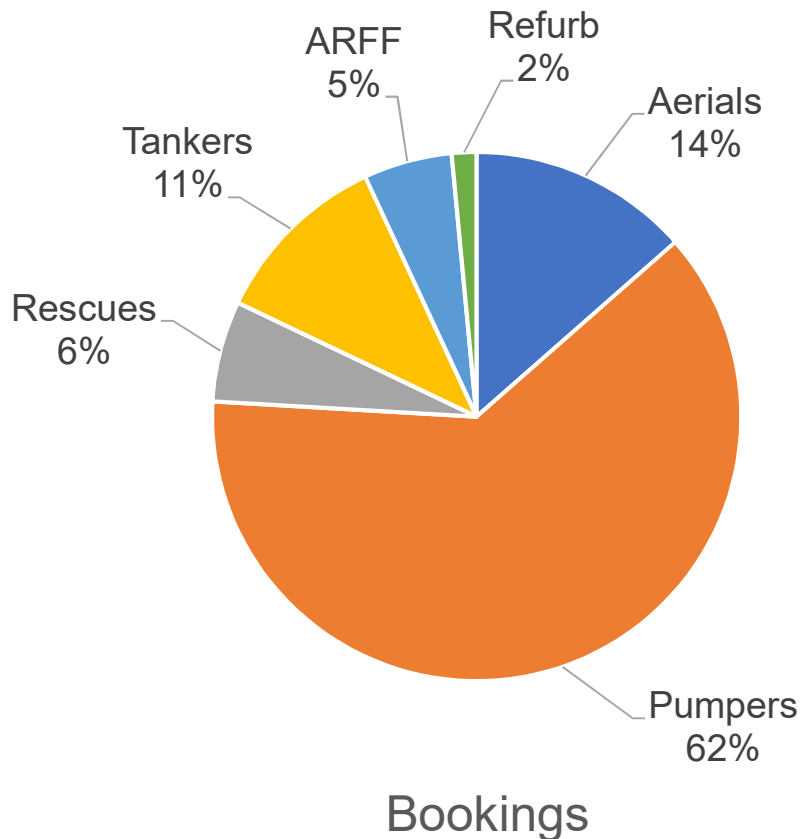
Does not include ARFF or Refurbs





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Total Fire Apparatus Sales 12 Month Rolling



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

12 month rolling ending June 2019

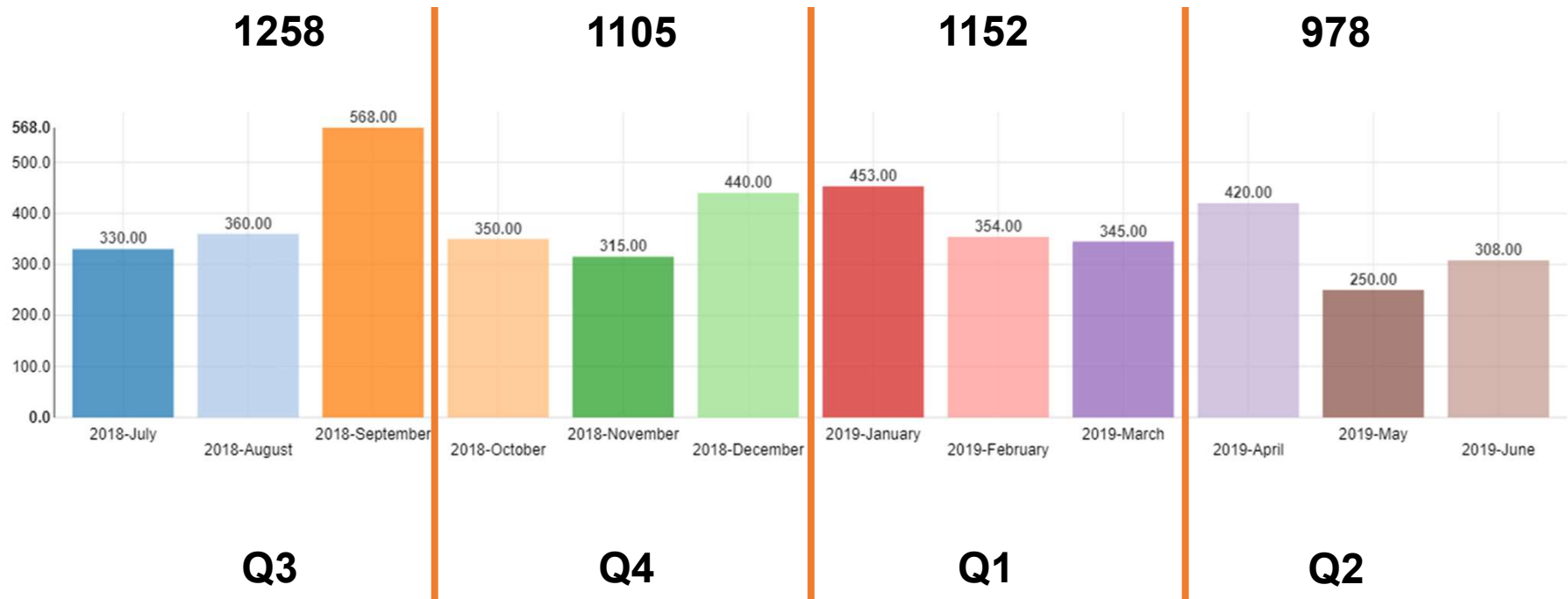
*All vehicles: includes ARFF & Refurb

*All regions



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Fire Apparatus Sales By Month (12 month rolling)



Does not include ARFF or Refurbs
All regions

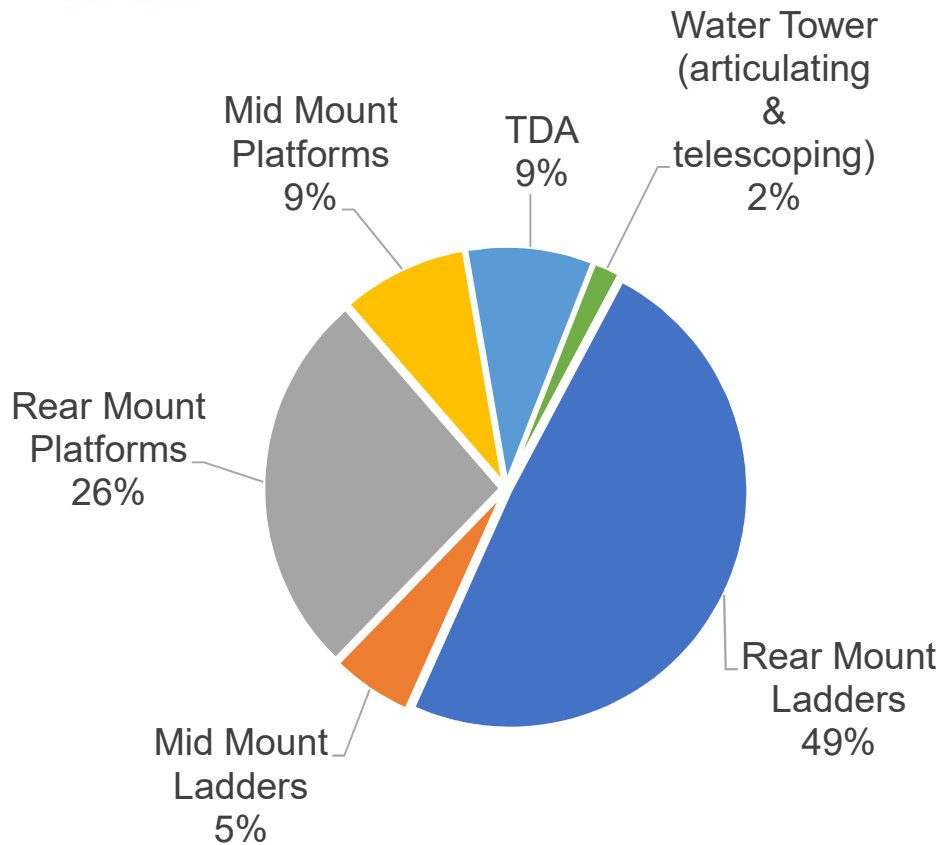


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Aerial Data (all regions)

12 Month Rolling

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



Bookings

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



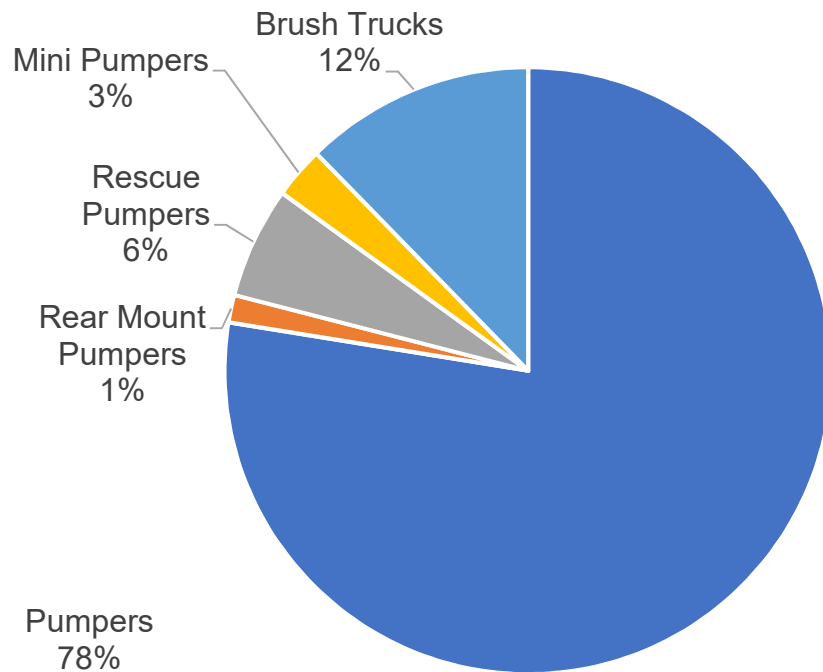
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Pumper Data (all regions)

12 Month Rolling

• **3,012 Booked** (vs 2844 2018)

• **2,803 Shipped** (vs 2690 2018)



Bookings

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

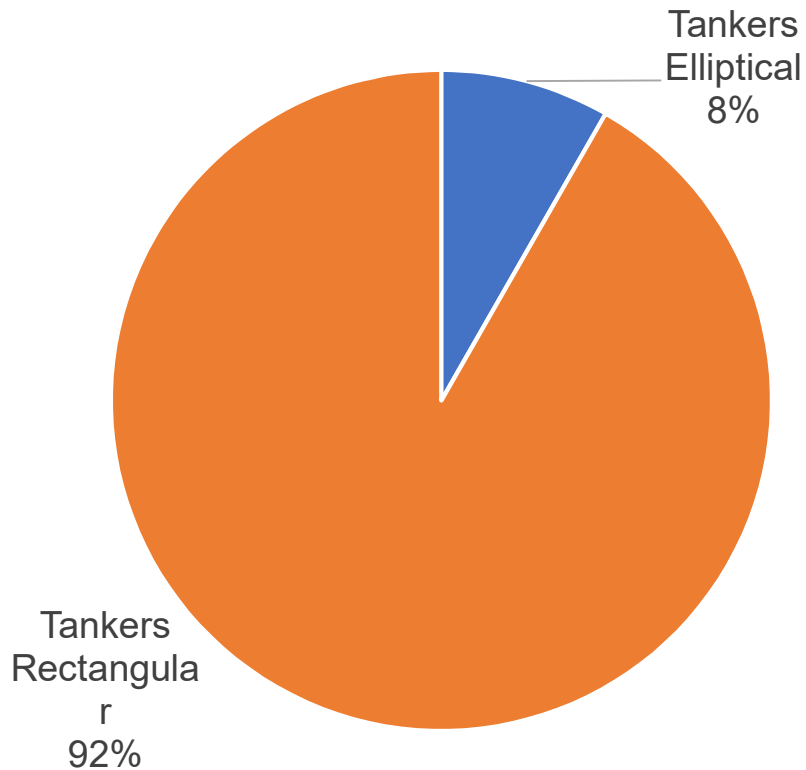


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Tanker Data (all regions)

12 Month Rolling

- **531 Booked** (vs 552 2018)
- **470 Shipped** (vs 470 2018)



Bookings

Tanker Bookings	Quantity
Elliptical	44
Rectangular	487

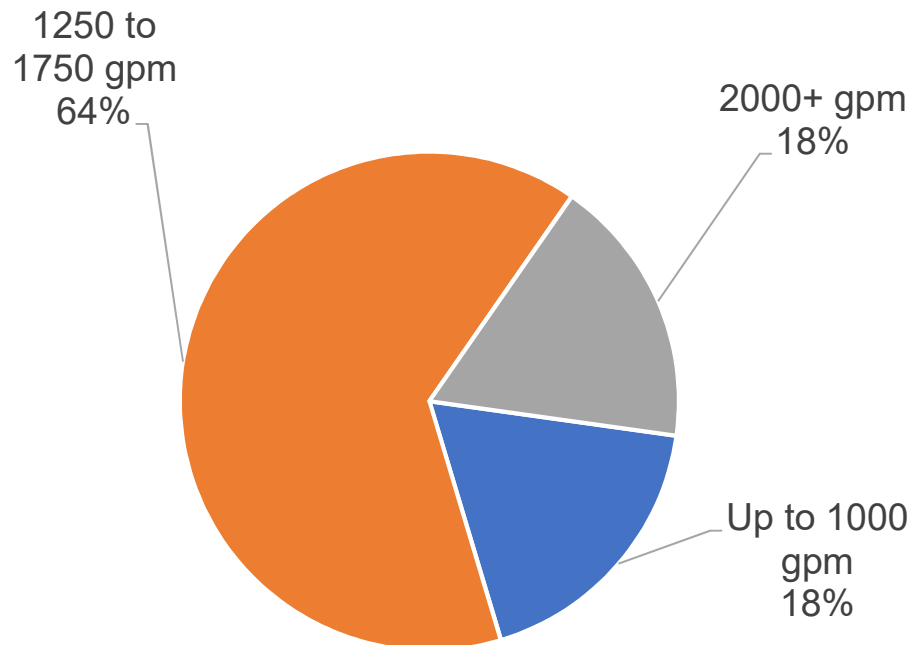


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Vehicles w/Pumps (all regions)

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

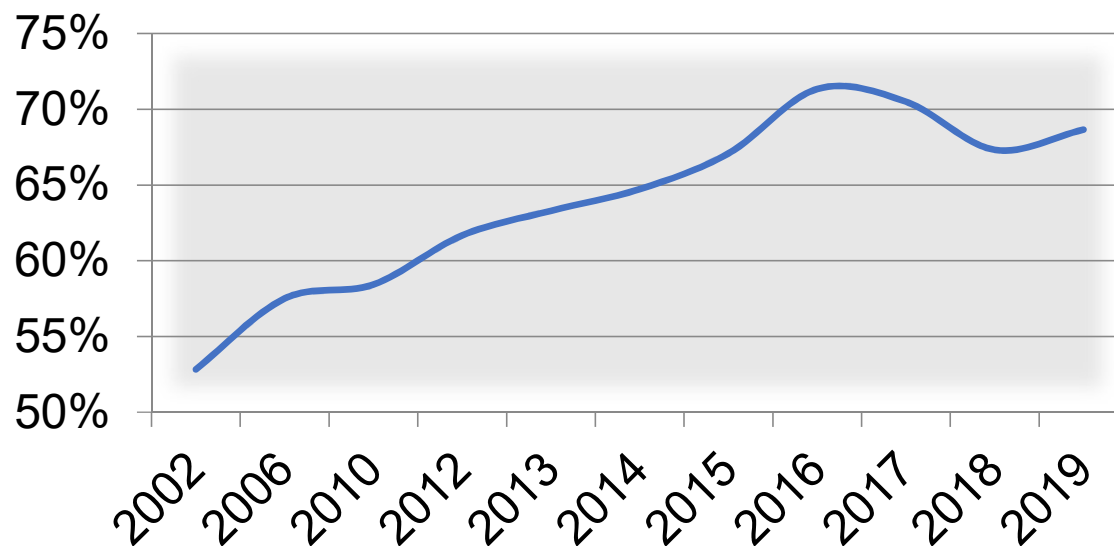
Includes ARFF or Refurbs



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Custom vs. Commercial Chassis

Custom Chassis Trend All Products (Annual)



Year	Commercial	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



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



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Education – Survey Committee

Gary Pacilio – Chair
Phil Gerace – Co-Chair



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2019 Industry Outlook

2019 Survey
1,673 Respondents

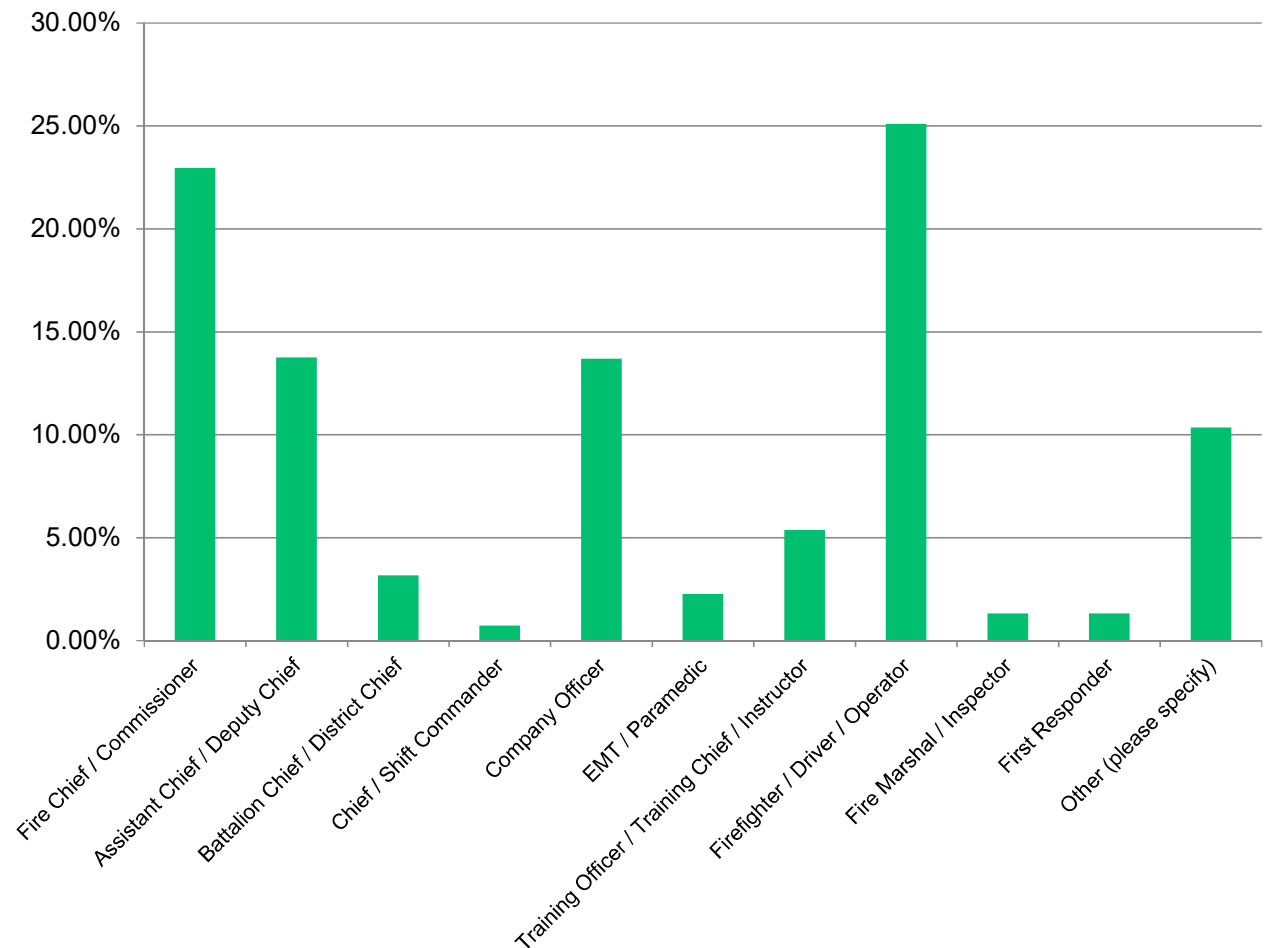


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Survey Demographics

Occupational Title

- 25% Firefighters
Drivers
Operators
- 23% Fire Chiefs
Commissioners
- 17% Battalion Chiefs
Deputy Chiefs
- 14% Company
Officers
- 6% Training
Officers
Instructors
- 6% Other



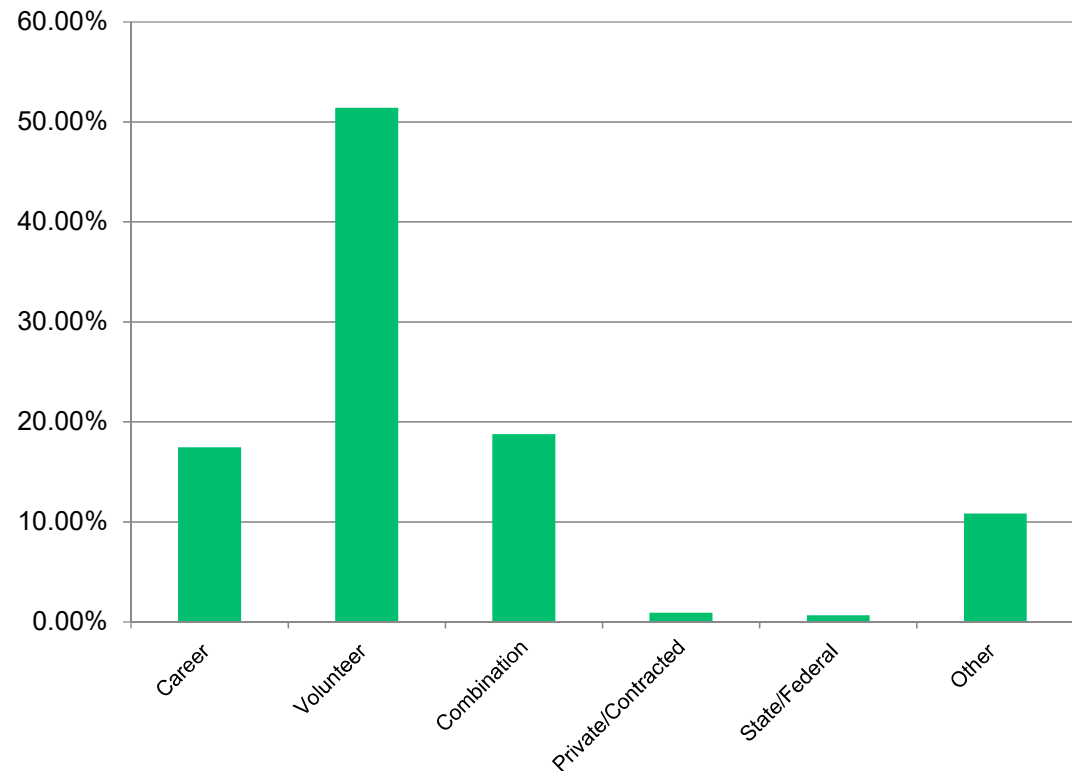


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Survey Demographics

Fire Department Type

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



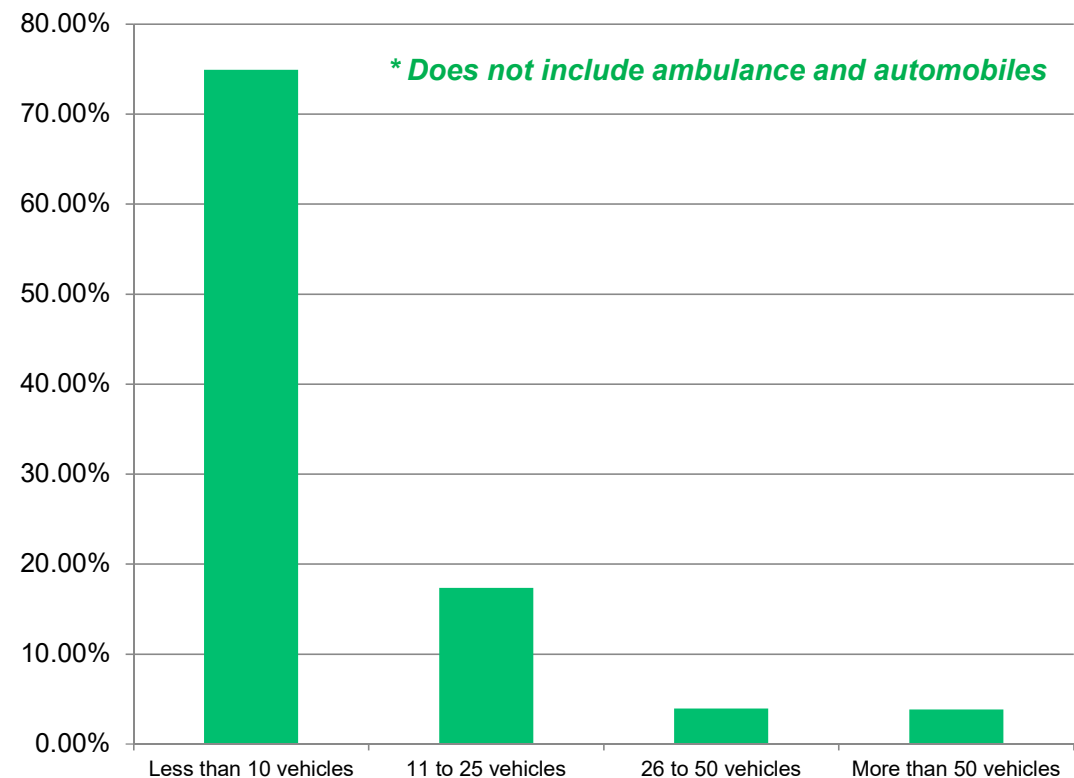


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Survey Demographics

Frontline / Reserve Fleet Size*

75%	Less than 10 vehicles
17%	11 to 25 vehicles
4%	26 to 50 vehicles
4%	More than 50 vehicles



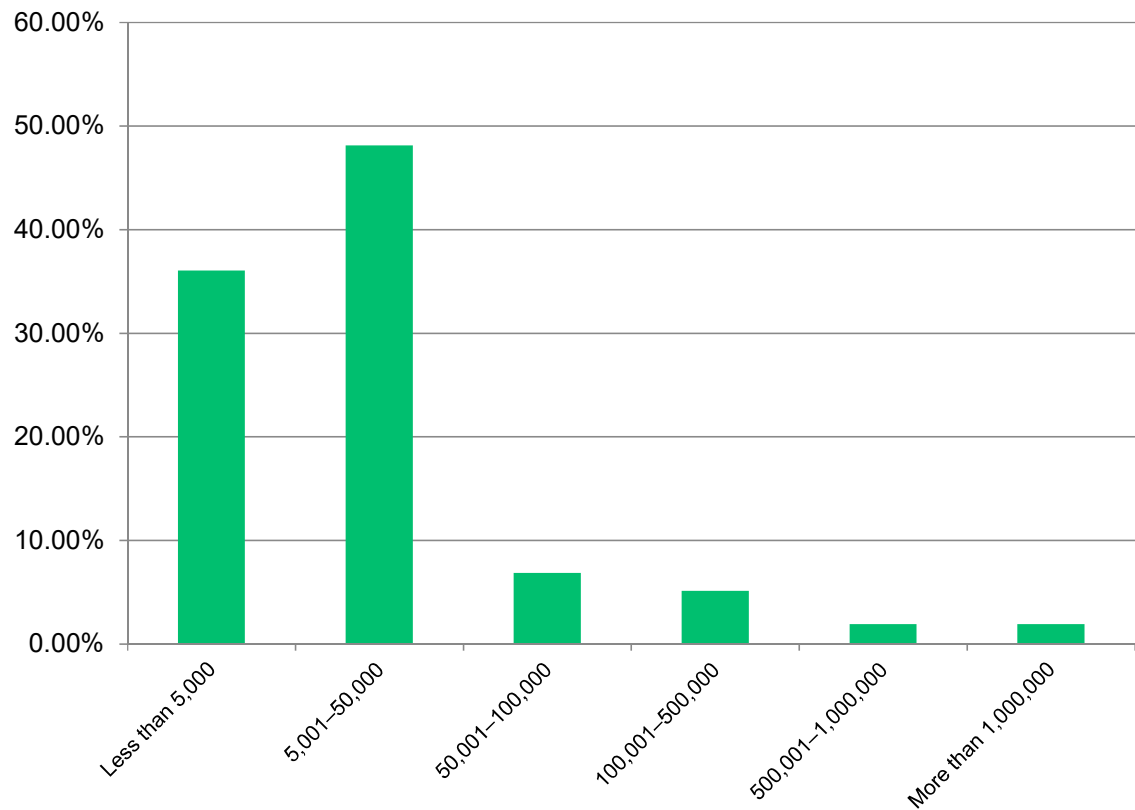


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Survey Demographics

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+



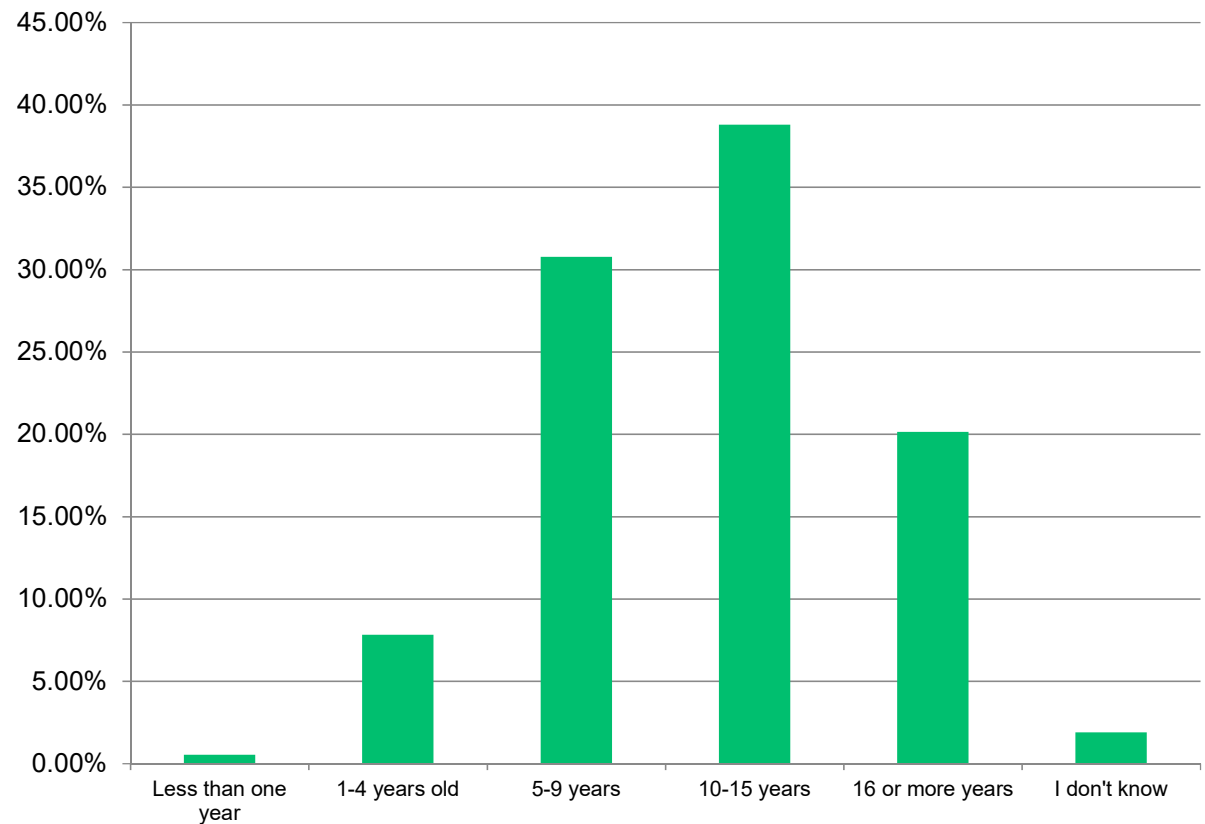


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Survey Demographics

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



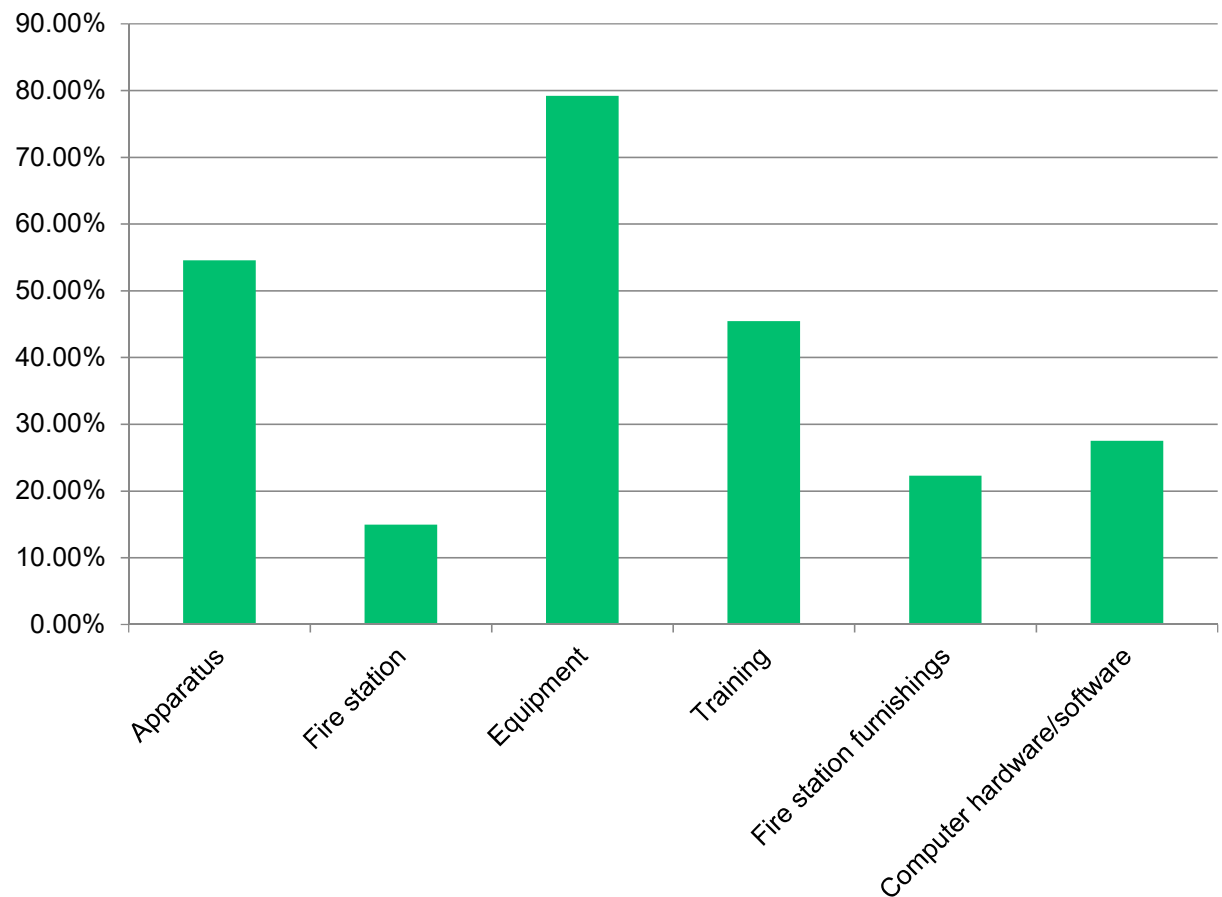


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Purchasing Cycle – Next Year

Fiscal Year Priorities

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





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Purchasing Cycle – Priorities

#1 Rank (most)

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

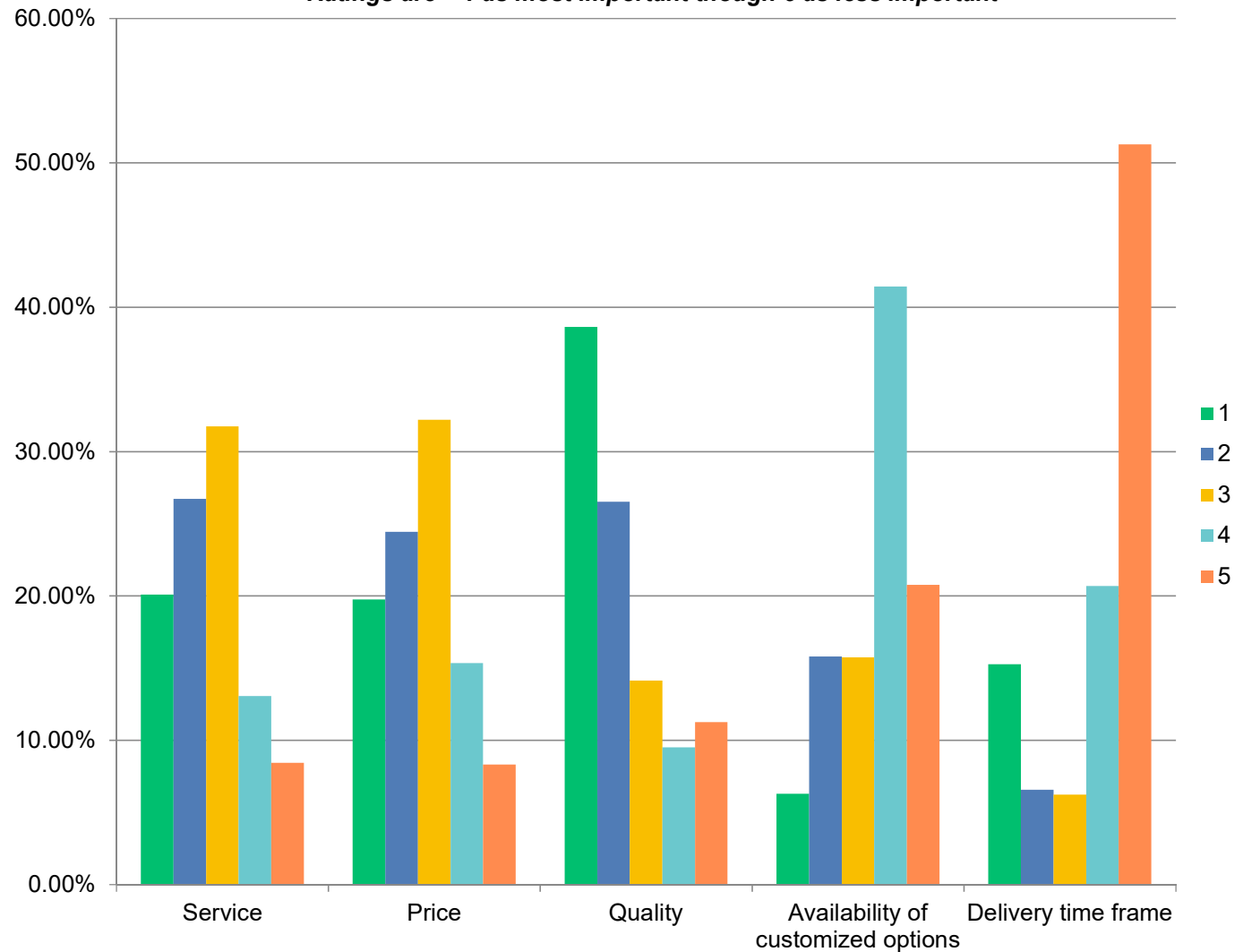
#2 Rank (second most)

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

#5 Rank (least important)

- 51% - Delivery
- 20% - Custom
- 11% - Quality
- 8% - Service
- 8% - Price

Ratings are – 1 as most important though 5 as less important





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Preferred Purchasing Attributes

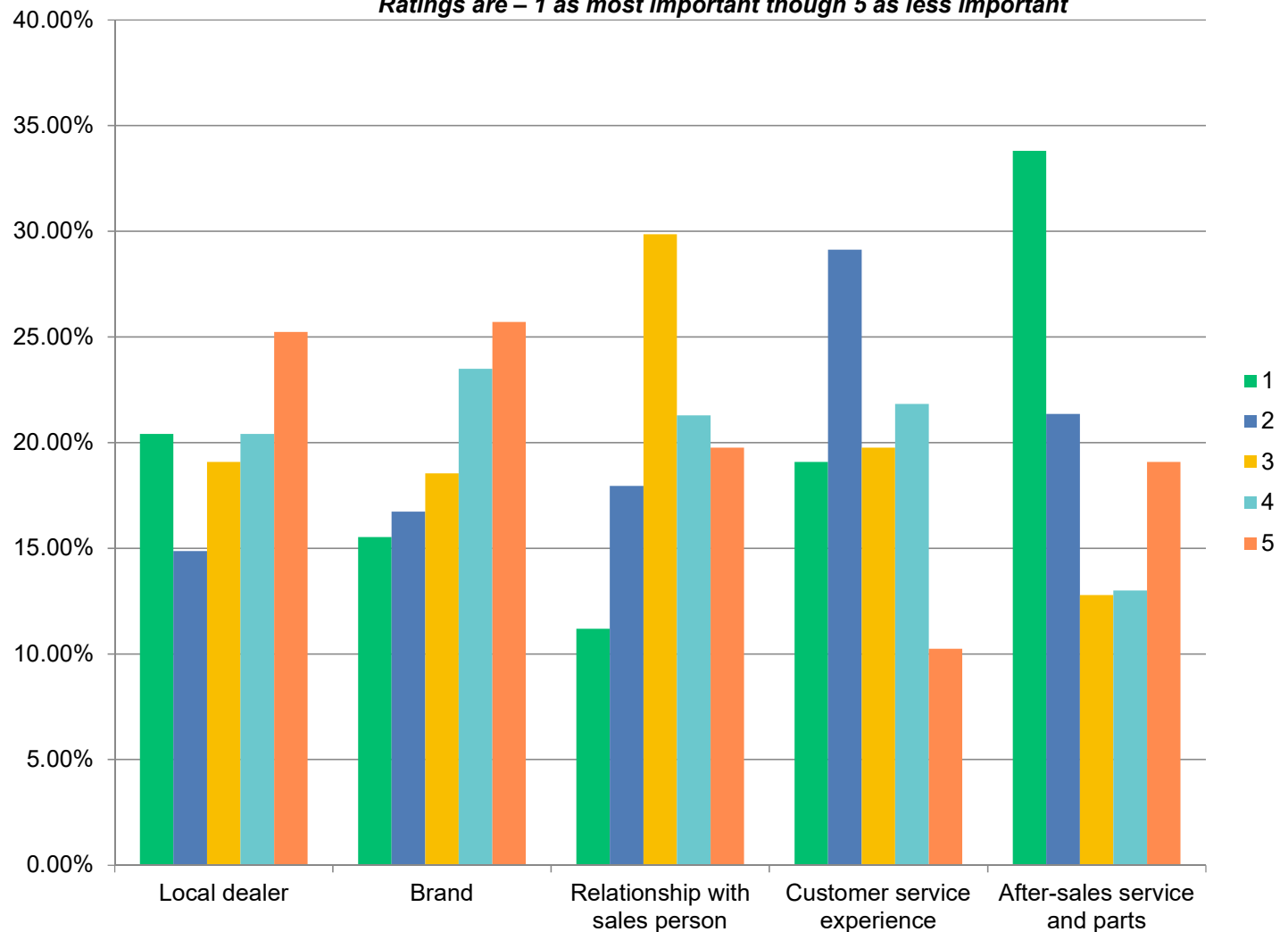
Ratings are – 1 as most important though 5 as less important

#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



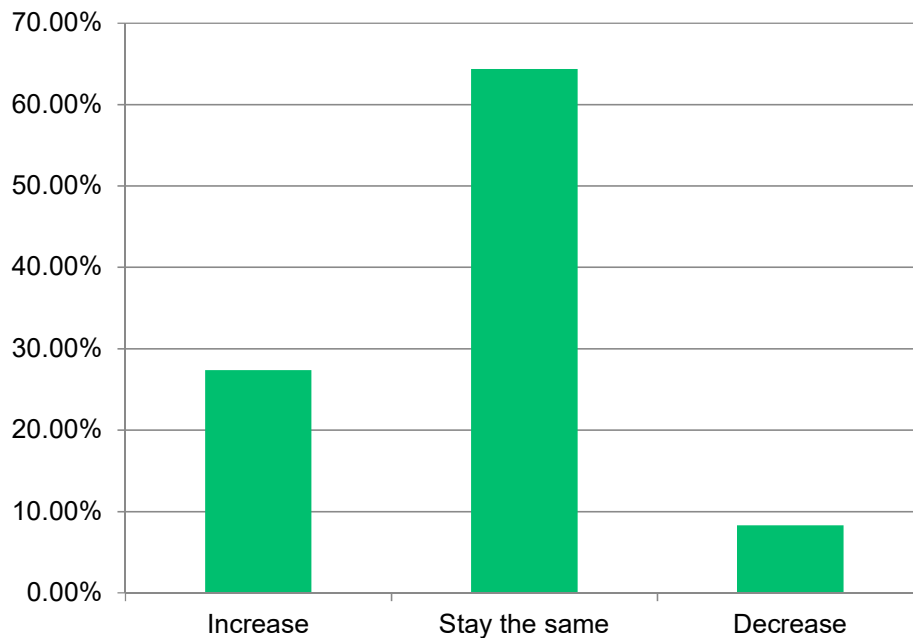


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2019 & 2020 Budget Cycle

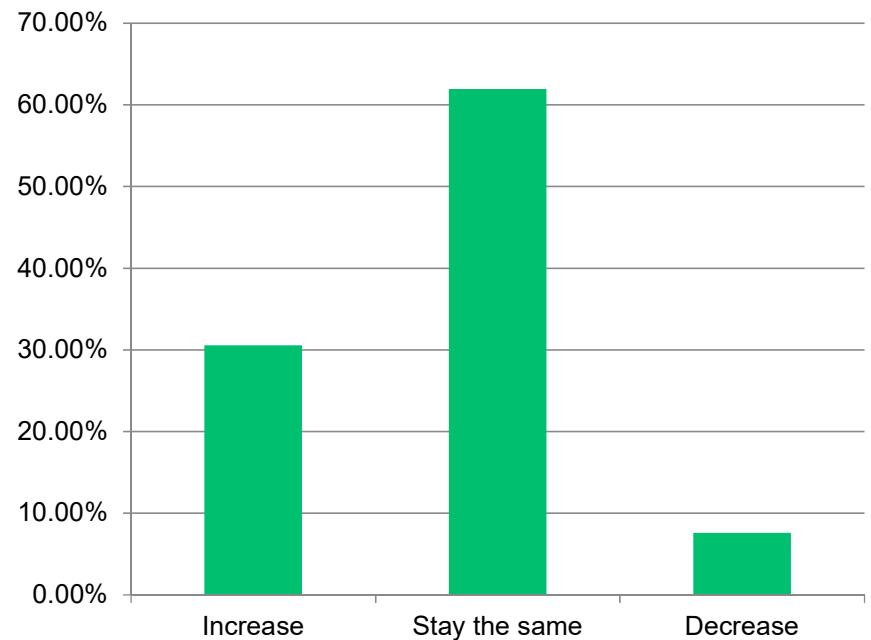
Apparatus Budget

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



Equipment Budget

- 62% Same
- 30% Increase
- 8% Decrease



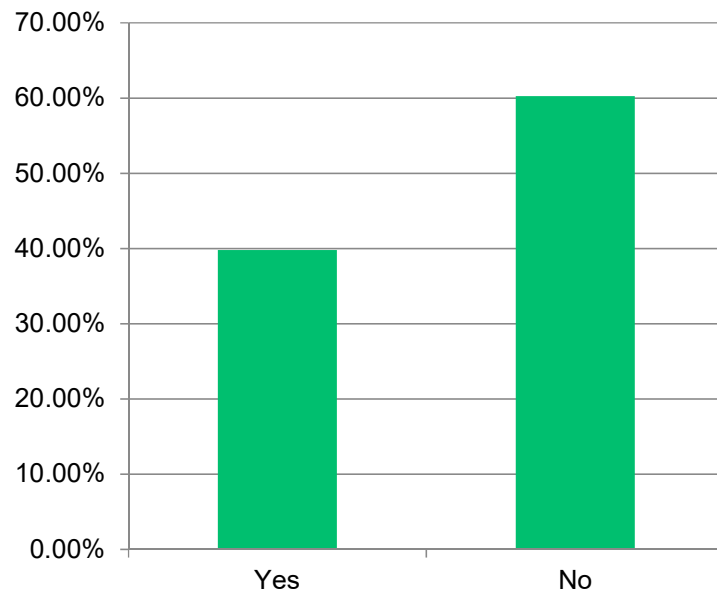


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Apparatus Replacement

Formal Procurement Process

- 60% Yes
- 40% No



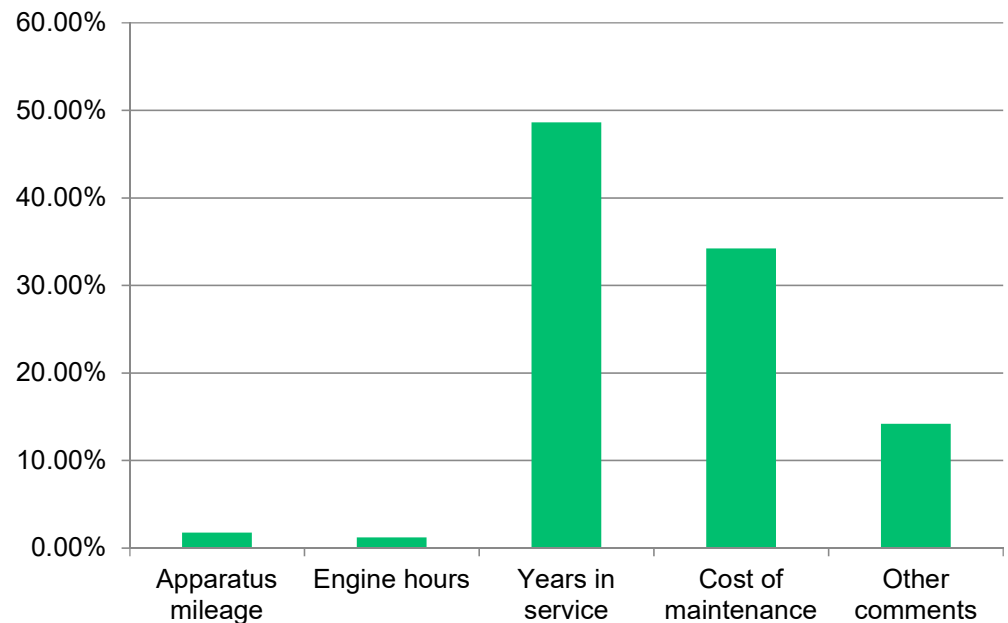
Replacement Decision Point

49% Years in Service

34% Maintenance cost

14% Available capital funding / Repair costs

3% Mileage and Engine hours



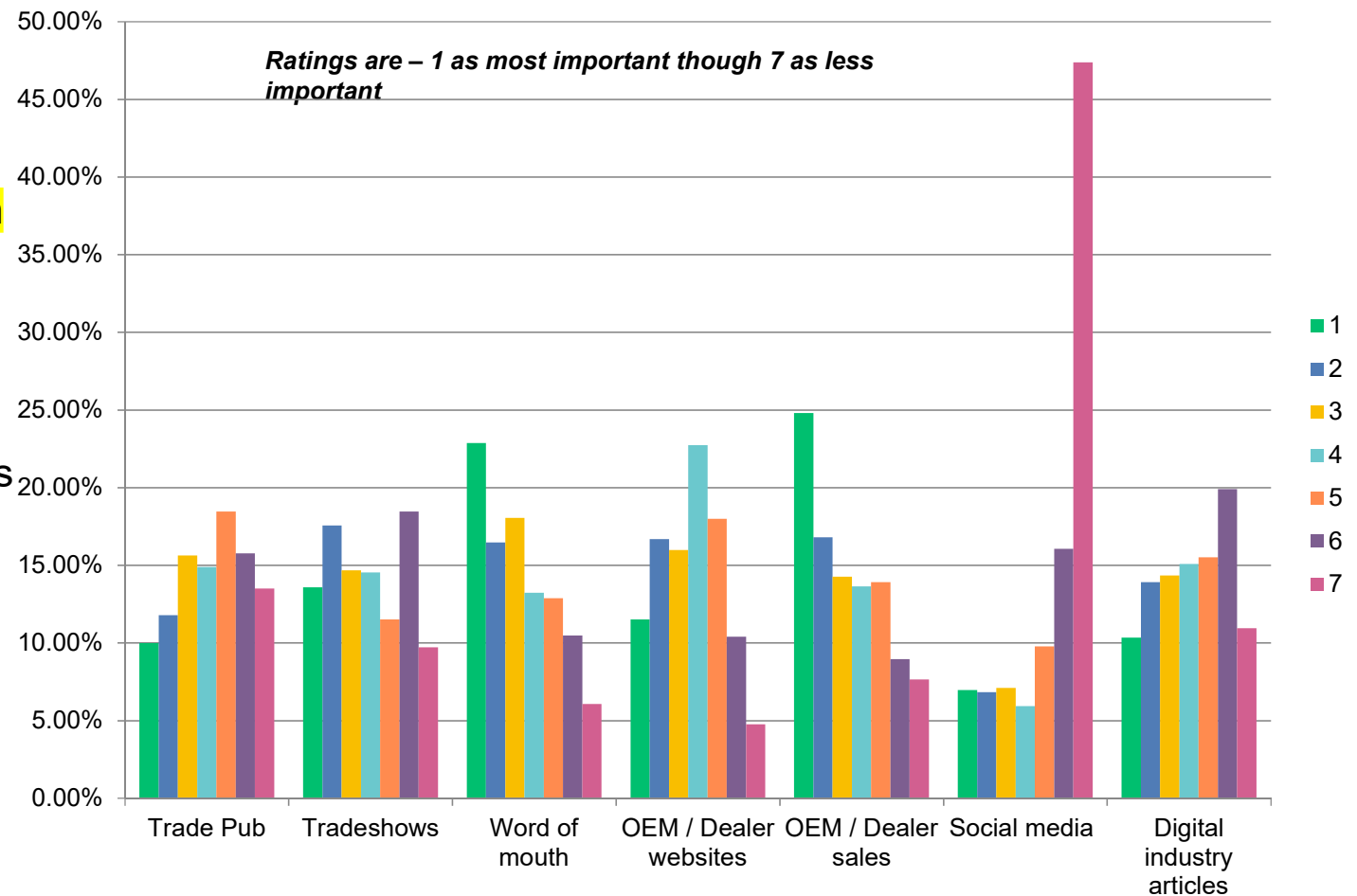


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Purchasing Influence

#1 Rank (most)

- 25% OEM / Dealer Sales
- 23% Word of mouth
- 14% Tradeshows
- 11% OEM / Dealer websites
- 10% Fire industry website articles
- 10% Trade pubs
- 7% Social media





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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)
Scott Weishaar
(Spartan)



Electrical

John Doperalski
(Harrison)
Peter Luhrs
(SafeFleet)



Foam

Gregg Geske
(Waterous)
Mike Dupay
(Fire Research)



Pumps & Plumbin

Pete Lauffenburger
(Akron)
Mike Sulmone
(Trident)



Chassis

Chris Crowel
(Cummins)
Mellisa Dobbs
(IMMI)





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FDIC Meeting

Josh Neff and Michelle Rice from NHTSA will present on regulatory topics relevant to the fire industry.



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FDSOA Support



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





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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, 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, Cory Hohs
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 Your 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



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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



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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	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 Hohs
Dec-19	Brush Truck Design	Apparatus	Jeff Keiser



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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 Hohn
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	Low Hose Bed Pros and Cons	Apparatus	
Dec-20	DOT Marker Light Applicaitons	Lighting	Sam Massa



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FAMA Forum Schedule 2021

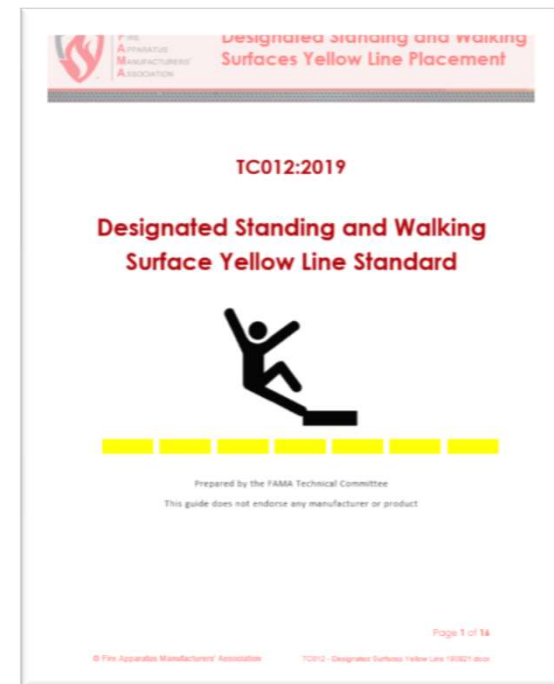
Jan-21	Fire Industry Statistics	Statistics	Paul Darley
Feb-21	Signal Preemption Solutions	Technology	Cory Hohn
Mar-21	Buyers Guide Promo	FAMA	Doug Miller
Apr-21			
May-21			
Jun-21			
Jul-21			
Aug-21			
Sep-21			
Oct-21			
Nov-21			
Dec-21			



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FAMA Yellow Line Guideline


- TC012 Designated Standing and Walking Surface Yellow Line Standard
- Available on the Body Subcommittee Base Camp for review.
- Send to the board for approval.








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FAMA Safety Signs

**WARNING**







High Pressure Pump.
Pump capable of 500 psi (3450 kpa) pressure or higher.

Use only hose, nozzles, and appliances rated for high pressure.

Failure to comply may injure or kill.

FAMA53 Do not paint over this label. Replace if damaged or lost

**WARNING**



Ultra High Pressure Pump.
Pump capable of 1100 psi (7600 kpa) pressure or higher.

Use only hose, nozzles, and appliances rated for ultra high pressure.

Failure to comply may injure or kill.

FAMA55 Do not paint over this label. Replace if damaged or lost

**WARNING**

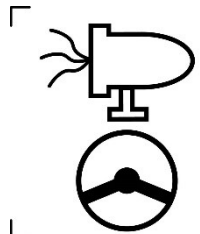
This product can expose you to chemicals including but not limited to Diesel Exhaust, Gasoline Exhaust, or Gasoline Vapors, which are known to the State of California to cause cancer. For more information go to www.P65Warnings.ca.gov.

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

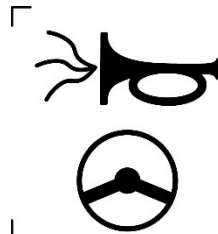


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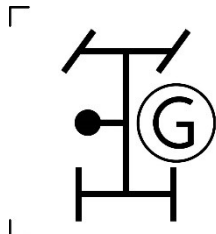
Graphical Symbols



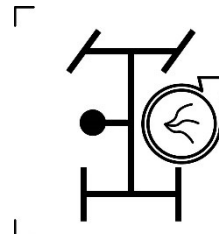
Q2B thru
Steering Button



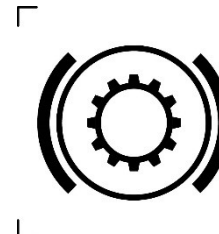
Air Horn thru
Steering Button



Generator PTO



Air Compressor
PTO



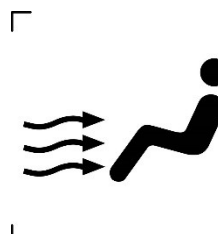
Transmission
Retarder



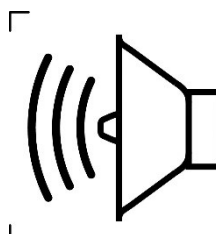
Engine Brake



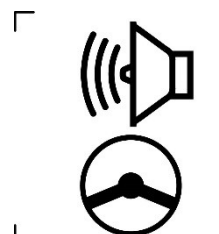
Neutral



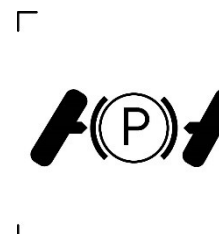
Heat



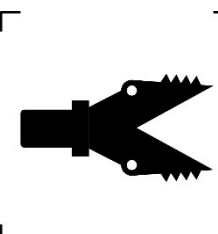
Electric Siren



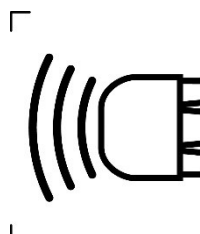
Elect Siren thru
Steering Button



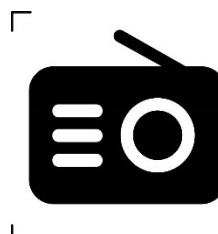
Front Axle
Brake Lock



Hydraulic Tools



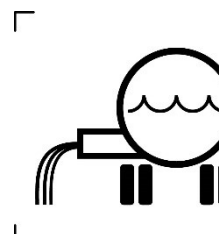
Low Freq Siren
(Rumbler)



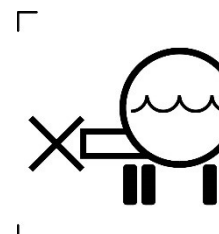
Radio



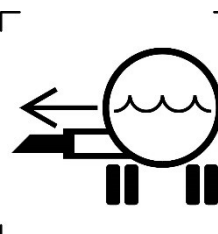
OK to Pump



Dump Chute
LH Open



Dump Chute
LH Close

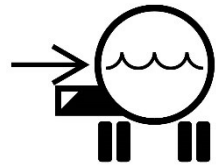


Dup Chute LH
Extend

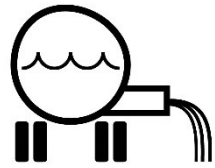


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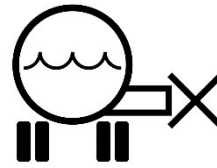
Graphical Symbols



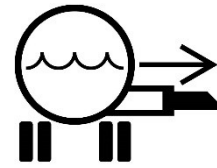
Dump Chute
LH Retract



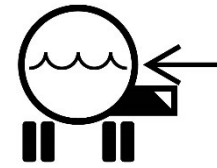
Dump Chute
RH Open



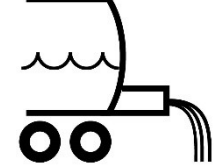
Dump Chute
RH Close



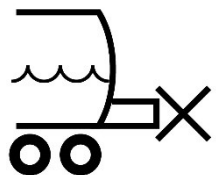
Dump Chute
RH Extend



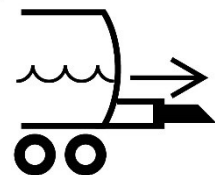
Dump Chute
RH Retract



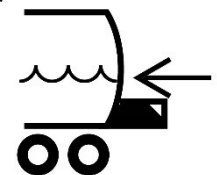
Dump Chute
Rear Open



Dump Chute
Rear Close



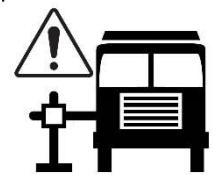
Dump Chute
Rear Extend



Dump Chute
Rear Retract



Aerial Device
Not Stowed



Stabilizer Not
Stowed



TDA Jackknife
Alarm



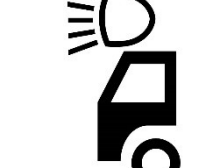
Compartment
Light



Lightbar



Brow Light Low
Beam



Brow Light
Flood



Headlight Flash

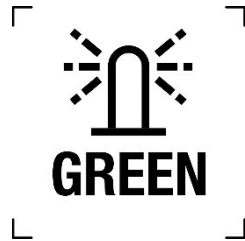


Docking Lights

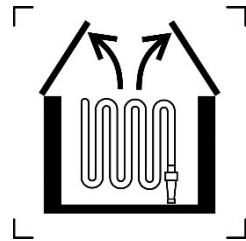


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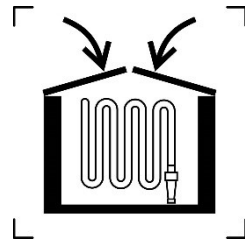
Graphical Symbols



Green
Command Light



Hose Bed
Cover OPEN



Hose Bed
Cover CLOSE



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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.



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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.





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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.





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Night Mode FAMA Buyers Guide

Draft Developed by FAMA Spring Meeting to Consider:

- Night Mode Intensity
- Flash Pattern
- Flash Frequency
- Flash Ramping
- Means of Control
- Recommendations on when to use:
 - Dusk
 - Pitch Black
 - Tunnels

TEAM:

Roger Lackore

Jeremy Tucker

Bob Czajkowski

Jim Stopa

Sam Massa

Cory Hohs

REV

Code3

Federal Signal

Whelen

HiViz

Hass Alert



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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

TBD



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Buyer's Guide Progress

Pending

12

Draft

0

To Board

7

Published

28



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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



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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



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Electrical

Peter Luhrs
John Doperalski

TC038	Buyers Guide – Line Voltage Generators	John Doperalski – Harrison	Pending
TC040	Buyers Guide – Headlights	Sam Massa – Hi-Viz	Pending
TC069	Buyers Guide – Vehicle to Vehicle Communications	Cory Haas – Haas Alert	Pending

Jim Salmi
John Brady

Aerial

TC068	Buyers Guide – Aerial Rope Rescue Systems	TBD	Pending
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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



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Thank You



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2019 - FAMA Fall Meeting

EDUCATION / SCHOLARSHIP COMMITTEE

**Lou Milanovich
&
David Williamson**



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2019 Phillip L. Turner Scholarship Report

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/>



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2019 Phillip L. Turner Scholarship Report

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.





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2019 Phillip L. Turner Scholarship Report

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



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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 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



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2019 Phillip L. Turner Scholarship Award Recipient



**William Calcagno
University of Maryland**



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2019 - FAMA Fall Meeting

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





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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



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MEMBERSHIP COMMITTEE

Gregg Geske
&
Tim Van Fleet



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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



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2019 - FAMA Fall 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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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



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2019 - FAMA Fall Meeting

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.



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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.



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

- Akron Brass
- AMDOR, Inc.
- Austin Hardware
- Boise Mobile
- CET Fire Pump
- Elkhart Brass
- E-ONE
- 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



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MARKETING & TRADE SHOW COMMITTEE

Oran McNabb



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Marketing Activities

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



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Committee Chair position is open



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2020 Spring Meeting Graphics



F A M A

STAY COOL
IN A CRISIS



Graphics submitted by: Jason Darley



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How does FAMA become
relevant to those
specifying apparatus?



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FDIC Sponsorship & FDSOA

Ad in 2019 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

A word cloud of fire apparatus components including: PUMPS, REELS, AERIAL APPARATUS, TANKS, WINCHES, WARNING LIGHTS, AUX ENGINE BRAKING SYSTEMS, and many others.

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.

A word cloud of fire apparatus components including: PUMPS, REELS, AERIAL APPARATUS, TANKS, WINCHES, WARNING LIGHTS, AUX ENGINE BRAKING SYSTEMS, and many others.

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

fama.org

Graphics By:
Karen Pramas



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2019 - FAMA Fall Meeting

FDSOA Sponsorship
Vendor Reception
Sunday, January 12th



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Clarion e-blast campaign



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Q & A



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MEETING PLANNING COMMITTEE

Pat Cahill



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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



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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.



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★ GOLD LEVEL ★



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★ BRONZE LEVEL ★

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★ PEWTER LEVEL ★



★ SUPPORTER LEVEL ★





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Year over Year Fall Conference Attendance as of 10/5/19

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	61	90	31	22	205	129	37

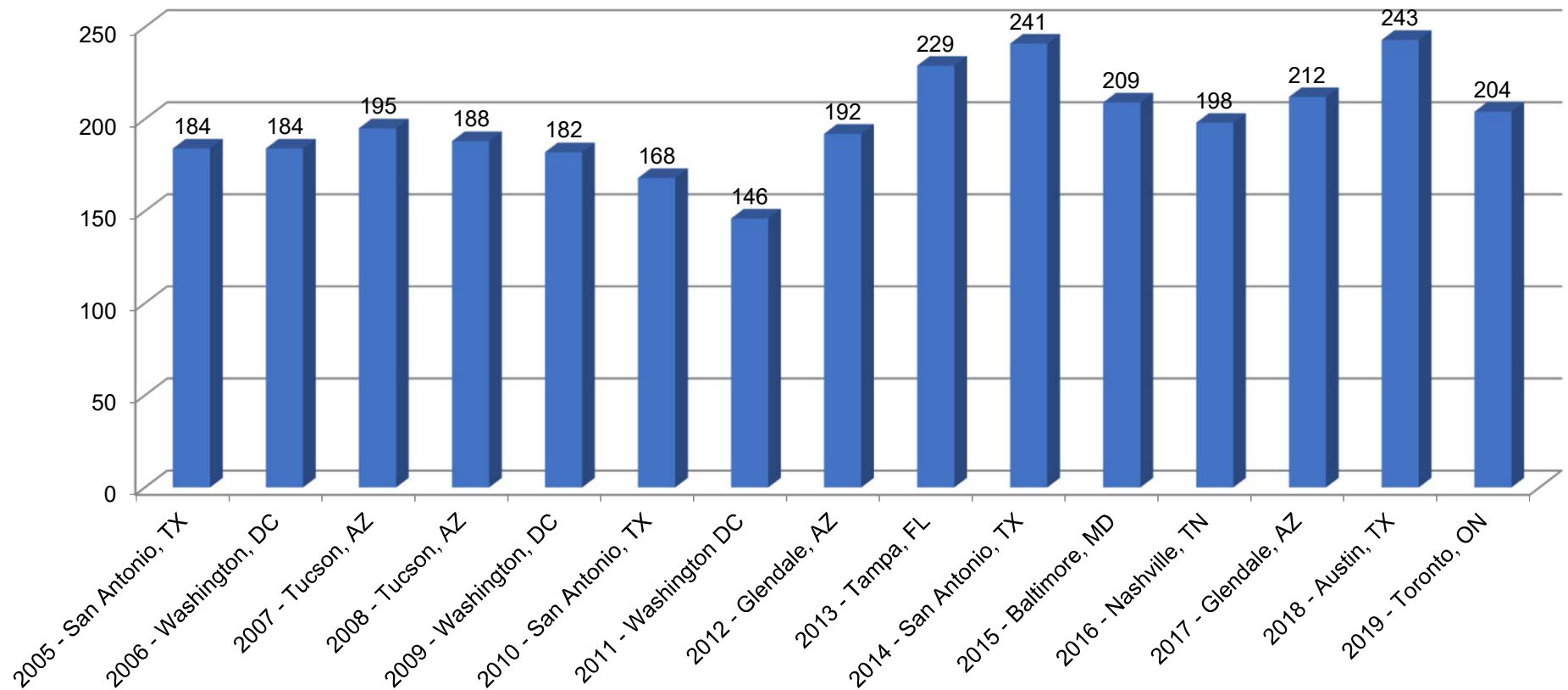


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FALL CONFERENCE MEMBER REPRESENTATIVE ATTENDANCE 2005-2019 as of 10/5/19

(Numbers Include FEMSA, FAMA, and Members of Both Assocs.)



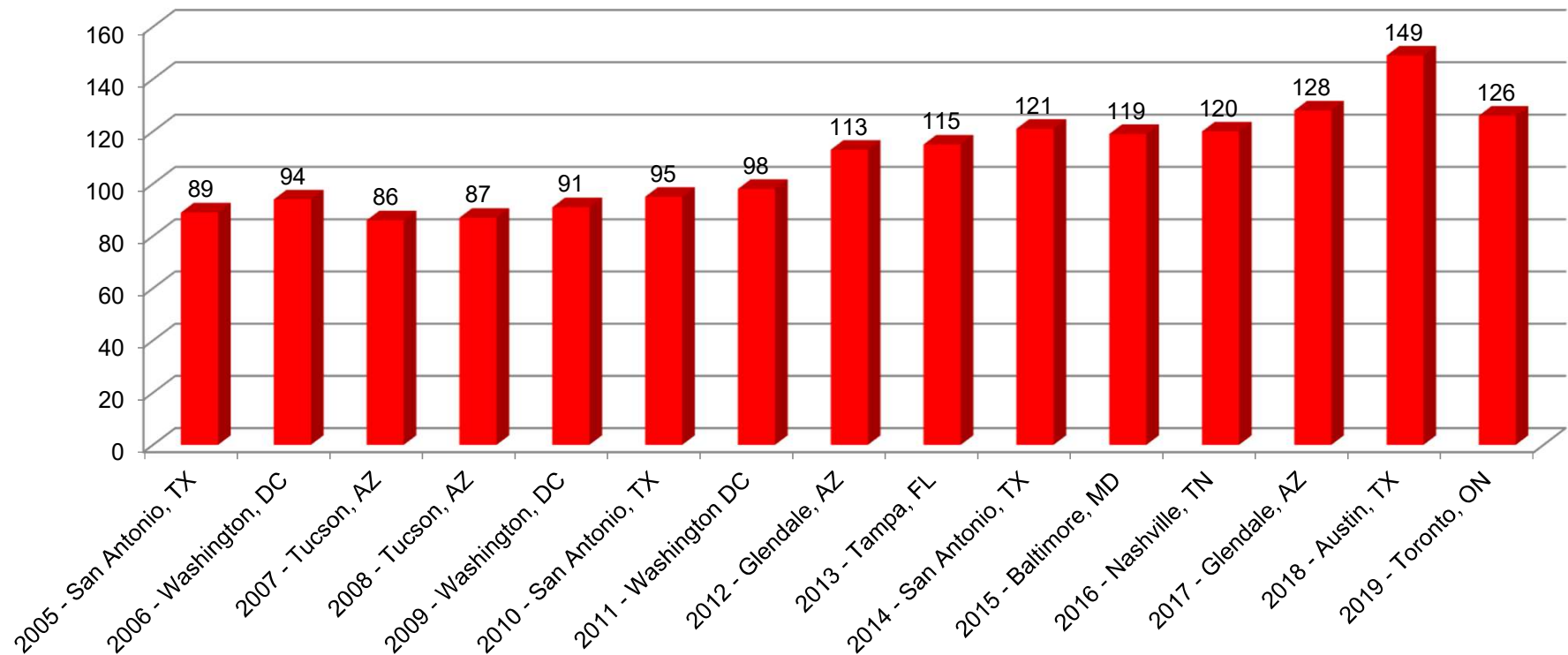


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FALL CONFERENCE MEMBER COMPANIES REPRESENTED as of 10/5/19

(Numbers Include FEMSA, FAMA, and Companies that are
Members of Both Assocs.)



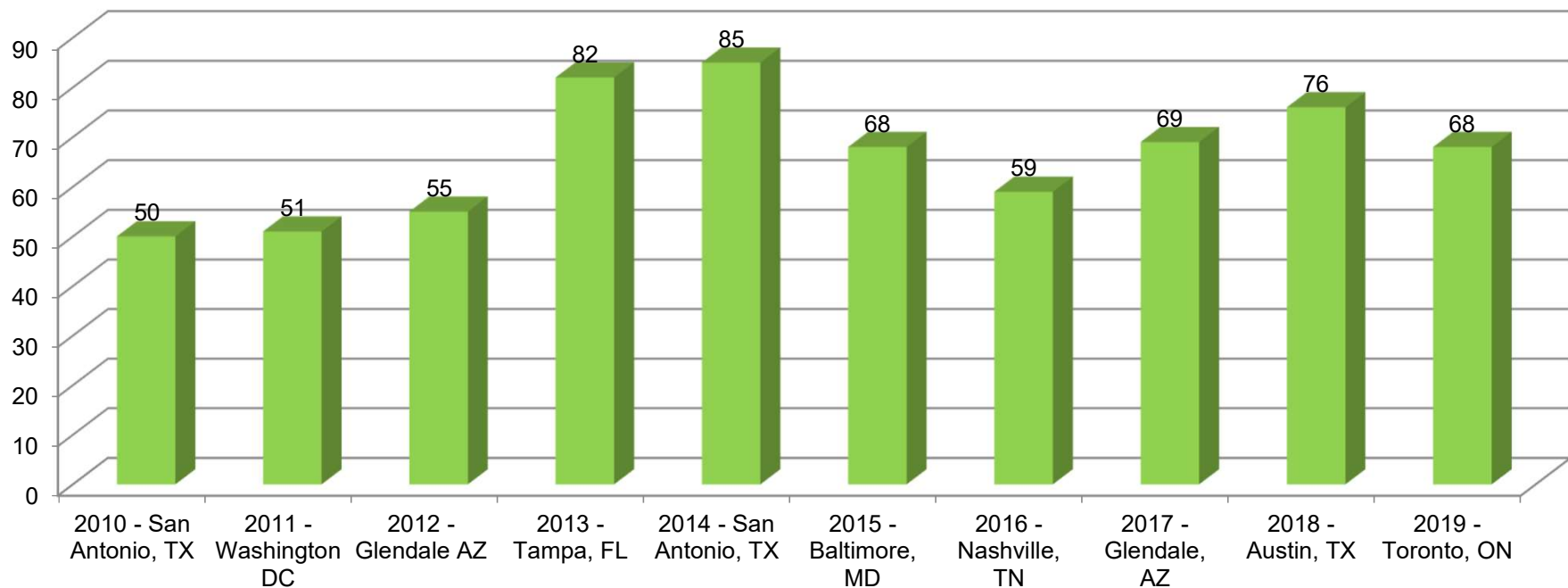


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FALL CONFERENCE MEMBER COMPANIES REPRESENTED as of 10/5/19

(Numbers include the number of FAMA Member Companies and
Companies of that are Members of Both Assocs.)



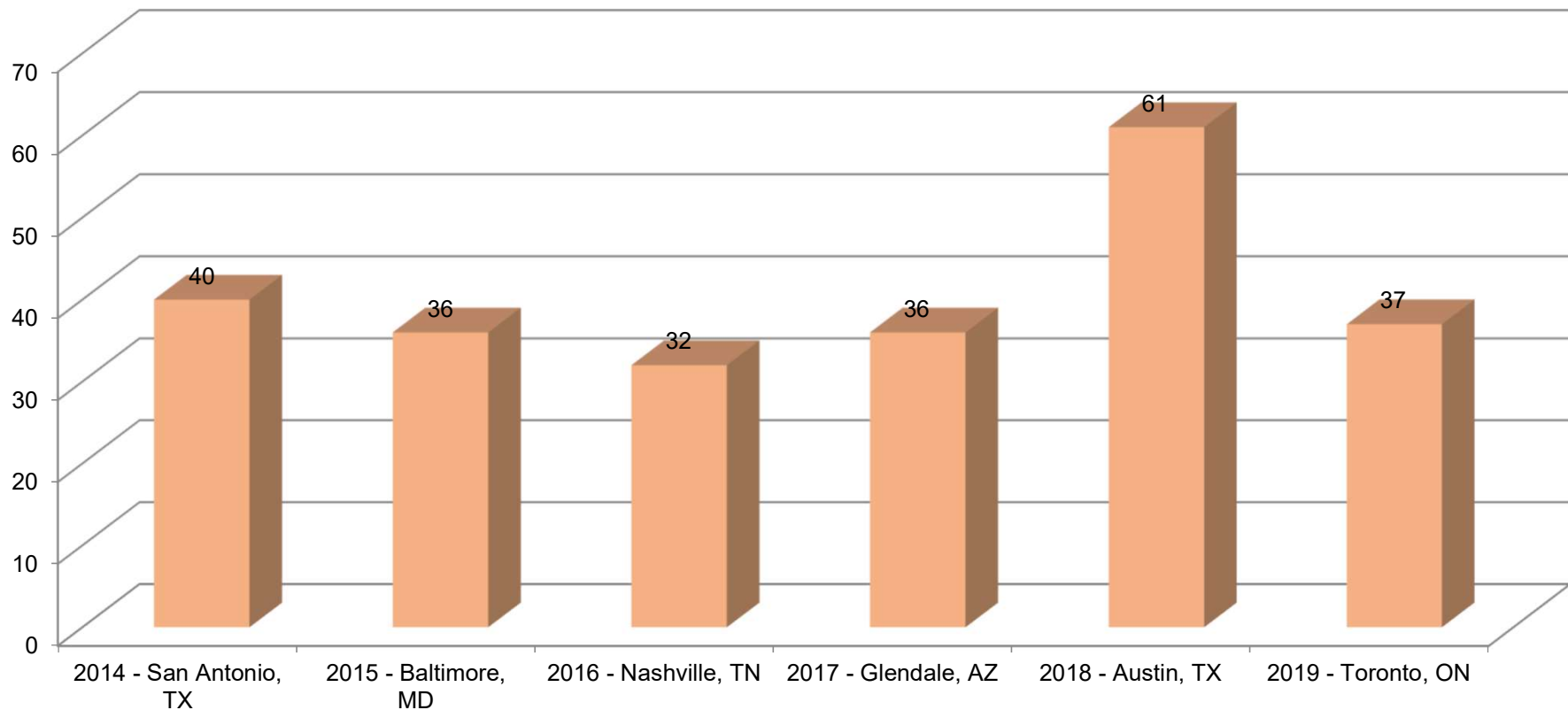


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FALL CONFERENCE FIRST-TIME ATTENDEES as of 10/5/19

(Numbers Include FEMSA, FAMA, and Members of Both Assocs.)





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2019 Fall Conference Counts as of 10-5-19

	FEMSA	FAMA	BOTH	TOTALS
Member Co. Representatives	90	61	31	182
Member Companies	58	50	18	126
Member Companies with more than 1 attendee	20	9	9	38
Spouse/Guests	8	6	8	22
First-Time Attendees	30	4	3	37



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Spring Meeting 2020

Don CeSar Hotel in St. Pete Beach, FL

March 21-24, 2020





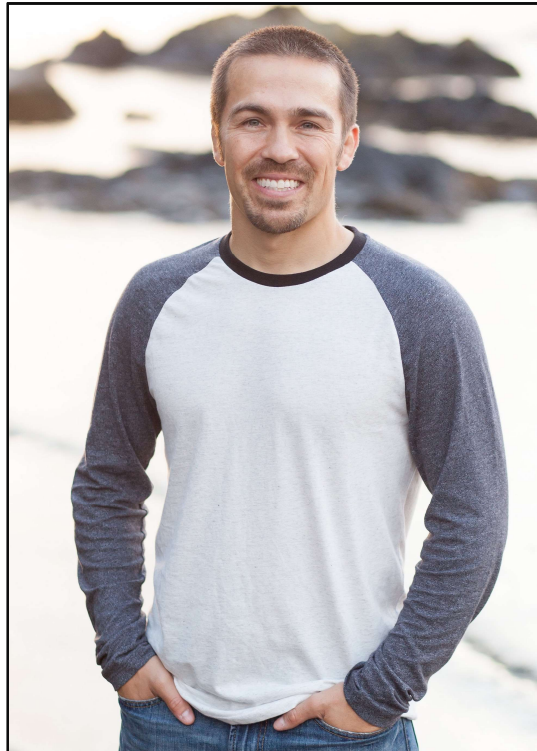
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Spring Meeting 2020

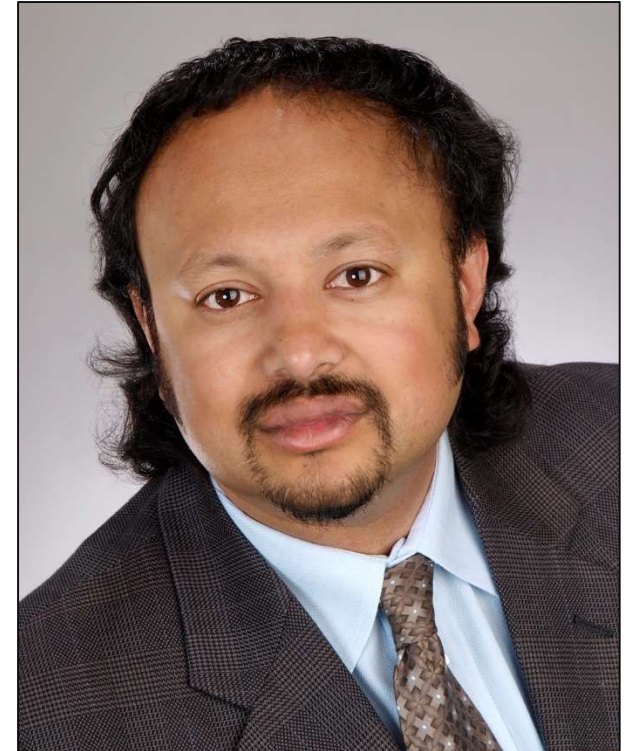
FEATURED SPEAKERS



**Commander Kirk Lippold,
USN (Ret.)**



Coyte Cooper, PH.D.



Anirban Basu - Economist



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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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Spring Meeting 2020

**See You in
St. Pete
March 21st**





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Introduction of the 2020 Board of Directors

Jerry Halpin



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2020 FOCUS

Andrew Lingel



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- **Develop three clearly defined purposes for the FAMA Board**

Please email comments or suggestions on purpose to info@fama.org

- **Tie clear metrics to meet the purpose to track organizational effectiveness**
- **Cascade down to committees actions to meet the purposes**
- **Use Board planning meeting to develop plans to meet them**



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OPEN MIC SESSION

(time permitting)



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UNFINISHED BUSINESS



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NEW BUSINESS



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CLOSING REMARKS



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NEXT MEETING NOTICE

March 23-24, 2020
The Don CeSar Hotel
St. Pete Beach, Florida



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MEETING ADJOURNMENT