



2020 Fall Meeting

FAMA CONFIDENTIALITY STATEMENT

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2020 Fall Meeting

WELCOME

BUSINESS MEETING





2020 Fall Meeting

CALL TO ORDER

A. Lingel



2020 Fall Meeting

Thank You To Our Corporate Sponsor



**FIRE &
RESCUE** GROUP

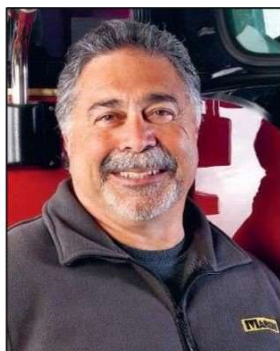


2020 Fall Meeting

- Virtual Environment
- Engaged Meeting Interaction Encouraged
 - Polls
 - Q & A
- Agenda
 - State of the Association
 - Committee Reports from:
 - Statistics
 - Education-Surveys
 - Technical
 - Meeting Planning
 - FAMA Market Data Survey



2020 Board of Directors



Past President – Curt Ignacio
Marion Body Works, Inc.
LRP & Nominating Committees



President – Andrew Lingel
United Plastic Fabricating, Inc.
Fall Conference Planning



Vice President – David Durstine
Akron Brass Company
Meeting Planning/ Fall Conference
Planning / Bylaws / LRP / GAC Co-Chair



Secretary – Jeromie Johnston
Pierce Manufacturing, Inc.
Education-Scholarship & Surveys
& Statistics



Treasurer – Jeff Mazza
Bulldog Fire Apparatus
Governmental Affairs



Director-at-Large – Oran McNabb
AMDOR, Inc.
Marketing & Membership



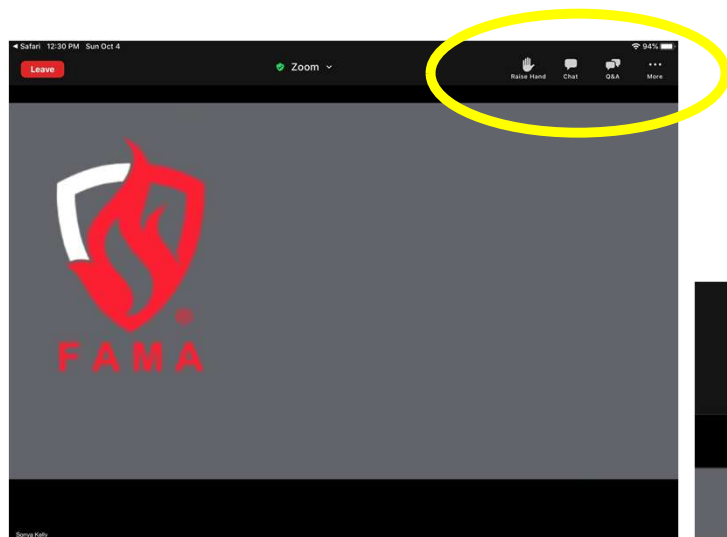
Director-at-Large – Bert McCutcheon
Ferrara Fire Apparatus
Technical Committee



2020 Fall Meeting

Honorary Members

New Members and First-Time Attendees



Raise Your Hands





2020 Fall Meeting

Jeromie Johnston – Board Secretary

- **Anti-Trust / Non-Discrimination Policy**
- **Proof of Meeting Notice (September 1, 2020)**



2020 - FAMA FALL MEETING

TREASURER'S REPORT

Jeffrey R. Mazza



2020 - FAMA FALL MEETING

- Balance Sheet Assets
 - 2018 \$564,426.39 (09/30/2018)
 - 2019 \$635,638.33 (09/30/2019)
 - 2020 \$690,410.53 (09/30/2020)
 - 8.62 % or \$54,772.20 improvement over 2019
- P & L
 - Gross Profit
 - \$421,666.23 (09/30/2018)
 - \$450,509.26 (09/30/2019)
 - \$503,548.89 (09/30/2020)
 - 11.77 % or \$53,039.63 improvement over 2019
 - Net Income
 - \$147,118.96 (09/30/2018)
 - \$157,185.47 (09/30/2019)
 - \$104,089.79 (09/30/2020)
 - \$53,095.68 decrease from 2019



2020 - FAMA FALL MEETING

2020 General Comments

- Financials are in good shape
- Budget vs. Actuals – We will be under budget due to no in-person spring or fall meetings.



2020 Fall Meeting

Board of Directors' Report

Andrew Lingel



2020 Fall Meeting

- The Board's Hoshin Kanri Process to:
 - Determine FAMA's Four Key Purposes
 - Bring Industry Experts Together
 - Provide Actionable Market Information to Members
 - Be a Resource to the Fire Service
 - Promote the Sales of New Fire Apparatus
 - Develop Metrics to Track Success Towards Meeting Purposes
 - Activities of Committees and Board to Support Goals and Metrics.



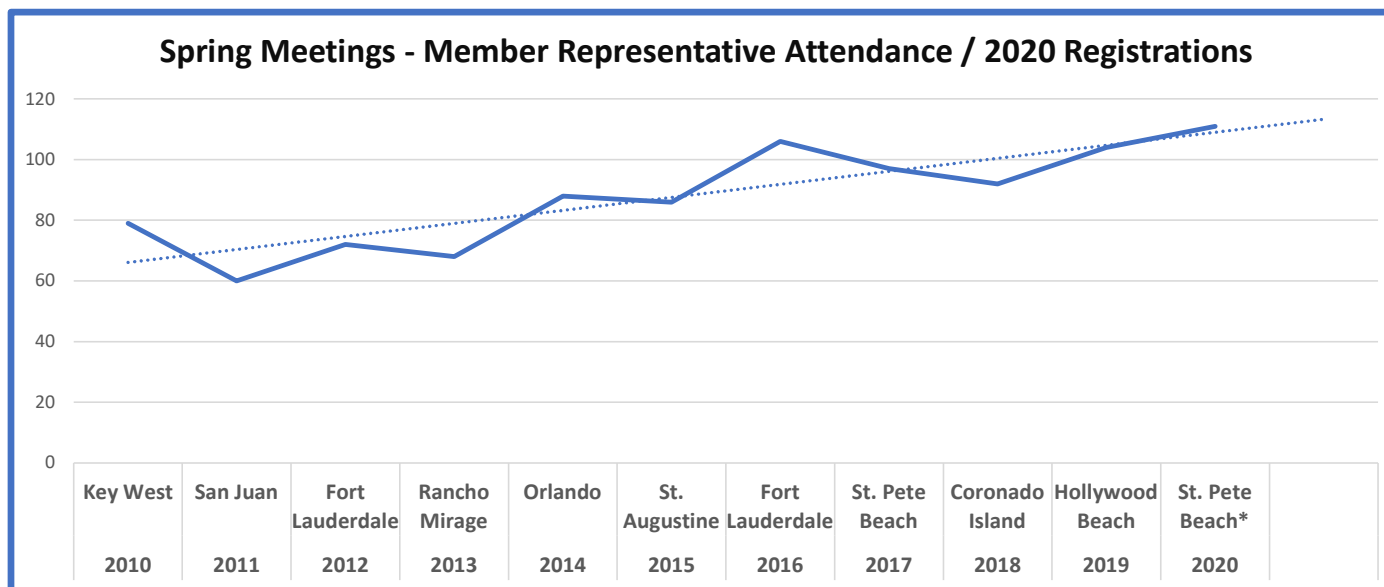
2020 Fall Meeting

- Reports of Key Performance Indicators
- New Public Statistics Report
- Proposed Bylaws Revisions
- Special Membership Meeting
 - 1PM EDT Wednesday, October 28th
at the Hyatt Regency Indianapolis in Indianapolis, IN



2020 Fall Meeting

KPI Report 1 Spring Meeting Attendance



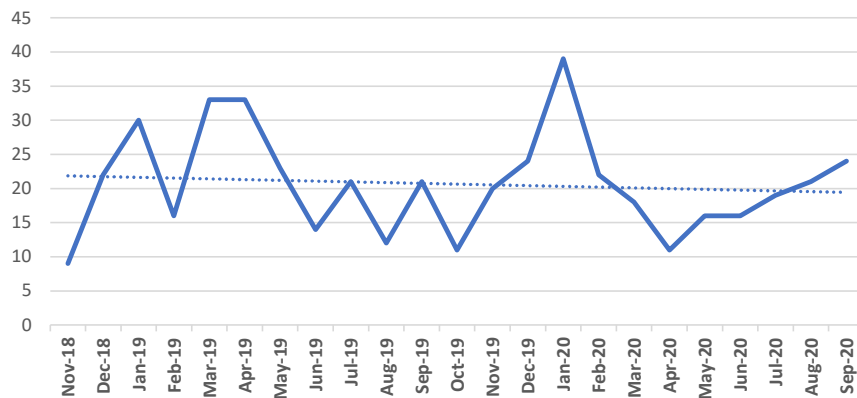


2020 Fall Meeting

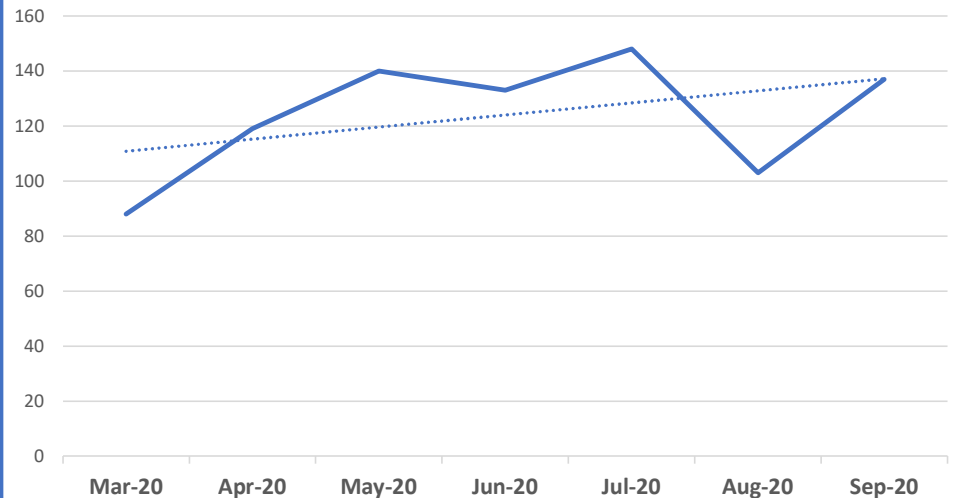
KPI Report 2 & 3

Website Fire Service Leads & Resource Downloads

**Fire Service Resource Documents -
Lead Generator Counts by Month
Nov 2018 thru 9/30/2020**



**Downloads of Fire Service Resource Documents
by Month Starting 3-4-2020 (as of 9-30-2020)**





KPI Report 4

Report of Downloads by Buyer's Guide

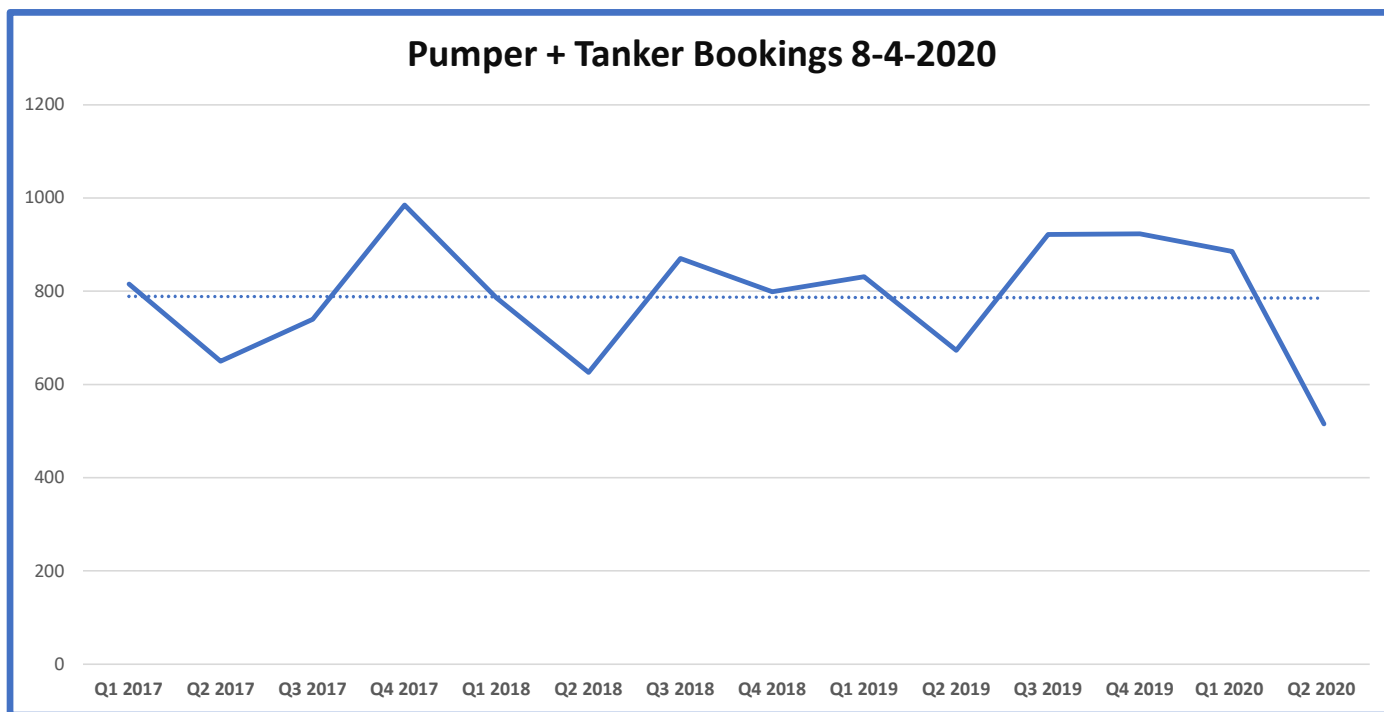
Fire Service Resource Downloads x Document (3/4/2020 thru 9/30/2020) in order of highest to lowest downloads

Document Name	Times Downloaded	Document Name	Times Downloaded	Document Name	Times Downloaded
Fire Apparatus Equipment Weight and Cube Calculator	84	Apparatus Seating	13	NFPA Fire Service Needs Assessment Overview	5
Aerial Apparatus	68	Ladder & Equipment Racks	13	NFPA Standards New Process Presentation	5
Water Pumps	40	Electronic Pressure Governors	12	NIOSH Anthropometric Study	5
FAMA Apparatus Improvement White Paper	38	Batteries, Alternators, and Chargers	12	Fire Apparatus Common Safety Signs	4
Fire Apparatus Foam and Water Additive Proportioning Systems	34	Graphical Symbols	11	Safety Standards and Fire Apparatus â€ Selling the Standard	4
Exhaust Emission Systems	34	Vehicle Camera Systems	11	Diesel Engine Emissions Impact on Indoor Air Quality â€ 2007	4
Emergency Vehicle Size and Weight Regulation Guideline	30	Warning Lights	11		
Crew Compartment Storage	30	Tires	11		
Stepping, Standing and Walking Surfaces	30	NFPA Fire Service Needs Assessment	10		
Equipment Mounting – Body	27	Importance of Fire Apparatus New Technology -Gimme What you Got	10		
Water Tanks	26	Reels	10		
Retroreflective Striping and Chevron	26	Light Towers	9		
Scene Lighting	22	Fire Apparatus Sirens	9		
Fire Apparatus Duty Cycle Survey	19	Mobile Breathing Air Systems	9		
Roll-Up Compartment Doors	18	Changes in Fire Apparatus â€ Now and in the future	7		
Auxiliary Braking Systems	17	Wheels	7		
Hose Restraints	17	Rear Suspension	7		
Multiplex Electrical Systems	17	Designated Standing and Walking Surface Yellow Line Standard	7		
Occupant Protection	16	Diesel Engine DPF SCR Guidance Document	6		
Apparatus Mounted Winches	16	Body Access	6		
Specifying for Maintenance	15	HVAC	6		
Fire Fighter Size and Weight Study	14	Warning Lights Night Mode	6		



KPI Report 5

Pumper & Tanker Bookings



6 Specific Vehicle Types:

Pumpers

Pumpers Rear Mount

Rescue Pumpers

Mini Pumpers Initial Attack Apparatus

Tankers Elliptical

Tankers Rectangular



KPI Report 6

FAMA Market Data Offering

Member Data Needed to Develop Report

A survey will be conducted later in the meeting.

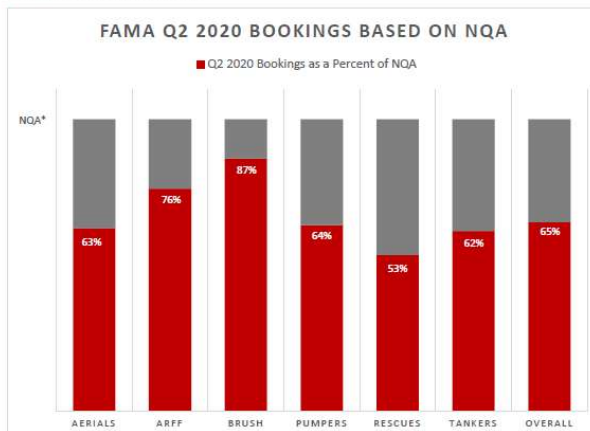


NEW FAMA Public Statistics Report



FAMA Q2 2020 Booked Data Statistics Overview

As many forecasted, second quarter 2020 apparatus bookings were majorly impacted by the COVID-19 Pandemic. Total apparatus sales fell by more than 35% from the last rolling Nine Quarter Average (NQA)*. Total apparatus sales fell by 3 times the standard deviation**, a clear indicator of an abnormal influence effecting them, in this case the pandemic and shutdown as the most likely cause. Rescue sales surprisingly were the hardest hit, with a 46.5% drop. Brush truck sales were the least disrupted with only 13.5% drop from the NQA. Now let's take a more in-depth look at each category.



Aerials: Aerial bookings fell by 37% from the NQA, two times the standard deviation we have seen in the previous quarters.

ARFF: ARFF sales fell by 24% the NQA, but its not as bad as it seems. If you remove the abnormally high Q3 2018 bookings, ARFF sales fell by 10% only half of the standard deviation. Q2 2020 bookings were also higher than Q1 2020.

Brush: Brush trucks sales were very similar to ARFF sales falling by 13% from the NQA, well within the then standard deviation for the quarter. If you remove the high-water sales of Q2 and Q4 2018, brush truck sales during Q2 2020 were exactly average to the other past seven quarters.



Pumpers: Pumper sales are the core of apparatus sales and account for 57% off all units sold. This unfortunately was one of the products impacted the hardest by the COVID-19 Pandemic. Second quarter pumper sales fell 36% from the NQA. Sadly, there is no skewing of the pumper stats, even if you remove the two highest booking quarters (Q3 and Q4 2019) it still fell 33%, two times the standard deviation.

Rescues: Rescues saw the biggest drop of all among the product lines, falling 46.5% of the NQA. The impact is lessened by the fact that rescues only make up about 15% of total apparatus sales.

Tankers: Tankers were another hard-hit market segment, falling by 38% of the NQA and 3.6 times the standard deviation in tanker sales.

Overall: To summarize, the impacts of the shut down on fiscal budgets has negatively impacted apparatus sales by more than 35% of the NQA and by 18% the previous low of Q2 2018. So far, ARFF and Brush truck sales have not been impacted, but Q3 sales data is needed to fully grasp the impact on the fire service.

*NQA is calculated by taking the average of booking per segment from Q1 2018 through Q1 2020.

** Standard Deviation: In statistics, the standard deviation is a measure of the amount of variation or dispersion of a set of values. In this case, the plus or minus difference over the NQA that you would normally expect to see. The higher the number of times standard deviation a data point is in terms of Statistical Process Control (SPC) the more likely it is to be a special cause variation (i.e. it is assignable to a cause, vs common cause variation which is considered normal).

This report is produced and provided by the Fire Apparatus Manufacturers' Association (FAMA).

The Fire Apparatus Manufacturers' Association is a non-profit trade association. Members of FAMA are committed to enhancing the quality of the fire apparatus industry and emergency service community through the manufacture and sale of safe, efficient fire apparatus and equipment.

The overall goal of FAMA is to advance and protect the interests of the fire and emergency services community through the use of our member companies' resources. To accomplish this, FAMA members work closely with national and international organizations within the fire services and fire industry. Members assist in the development of safety and performance standards, programs and objectives for improving fire apparatus and equipment. FAMA also provides the fire and emergency services community with the essential tools and information to help promote the need for newer and safer apparatus.



Proposed Bylaw Changes Page 1

Per Member Noticed Distributed
Friday, September 25th at 4:41 PM EDT

Where changes are proposed, the original text is highlighted in blue and marked **CURRENT** and the recommended revisions are highlighted in yellow and marked **PROPOSED**.

SECTION 5. MEETINGS

5.1 General Membership Meetings. There shall be two general membership meetings of **FAMA** in each fiscal year to be held at such time and place as determined by the Board of Directors.

CURRENT 5.1.1 Attendance at General Membership Meetings. Attendance at General Membership meetings shall be limited to employees of member companies that are in good standing at the time of the meeting, guests approved by the President pursuant to Section 5.1.2 and honorary members appointed by the Board pursuant to Section 5.1.3 of these Bylaws. "Employees of member companies" as used in these Bylaws means full-time employees who are on the payroll and receiving employee benefits directly from the member company, or from one or more of the member company's direct parent or subsidiary companies.

PROPOSED 5.1.1 Participation at General Membership Meetings. Participation at General Membership meetings shall be in person unless the Board determines that, due to extreme circumstance and for the good of the Association, it is necessary to allow remote participation or a hybrid of in-person and remote participation.

Participation shall be limited to employees of member companies that are in good standing at the time of the meeting, guests approved by the President pursuant to Section 5.1.2 and honorary members appointed by the Board pursuant to Section 5.1.3 of these Bylaws. "Employees of member companies" as used in these Bylaws means full-time employees who are on the payroll and receiving employee benefits directly from the member company, or from one or more of the member company's direct parent or subsidiary companies.

5.1.2 Guests at General Membership Meetings. Guests may be permitted to attend General Membership meetings only with the approval of the President. All decisions of the President will be final.

5.1.3 Honorary Membership. Honorary membership may be bestowed by a majority vote of the Board of Directors for such reasons, and under such terms and circumstances as may be determined by the Board.



Proposed Bylaw Changes Page 2

Honorary members may participate in discussions at membership meetings (without voting rights) and may serve as a member of FAMA Committees (without voting rights), but may not hold a committee leadership role. Honorary members are not eligible to serve on the Board of Directors.

CURRENT 5.2 Special Meetings. Special meetings of the general membership to consider a specific subject may be called by the Board of Directors, or upon the written request of one-third (1/3) of the membership.

PROPOSED 5.2 Special Meetings. Special meetings of the general membership to consider a specific subject may be called by the Board of Directors, or upon the written request of one-third (1/3) of the membership. **Participation at Special meetings shall be subject to the same rules as for Participation at General Membership Meetings (see Bylaws Sec 5.1.1).**

5.3 Notice of General and Special Meetings. FAMA shall give members written notice of the date, time and place of each general and special membership meeting by sending to the last recorded mail or email address, or fax number of each member company at least fifteen (15) days before the date of a special meeting, and thirty (30) days before the date of a general membership meeting.

CURRENT 5.4 Quorum. The presence in person of one-third (1/3) of the members in good standing shall be necessary to constitute a quorum for the transaction of business. If a member company is not present at a particular meeting and it is the second meeting in a row that such a member company is not present, that company will automatically be removed from the ranks of members required to establish a meeting quorum at that particular meeting. Such a company shall be counted as a member for quorum purposes at subsequent meetings it attends so long as it is otherwise a member in good standing.

PROPOSED 5.4 Quorum. The presence in person of one-third (1/3) of the members in good standing shall be necessary to constitute a quorum for the transaction of business. **If the meeting is conducted by remote means, or if a hybrid of in-person and remote means are used, then eligible participants using video conferencing shall be counted as present "in-person" for purposes of establishing the presence of a quorum for the meeting.**

If a member company is not present at a particular meeting and it is the second meeting in a row that such a member company is not present, that company will automatically be removed from the ranks of members required to establish a meeting



Proposed Bylaw Changes Page 3

quorum at that particular meeting. Such a company shall be counted as a member for quorum purposes at subsequent meetings it attends so long as it is otherwise a member in good standing.

CURRENT 5.5 Voting. Each member company in good standing shall have one vote on all issues presented. Unless otherwise required by law or these Bylaws, any action taken by the membership shall be decided by majority vote of the members present at a meeting at which a quorum is present. Members may not vote by proxy or other remote means.

PROPOSED 5.5 Voting. Each member company in good standing shall have one vote on all issues presented. Unless otherwise required by law or these Bylaws, any action taken by the membership shall be decided by majority vote of the member representatives participating in a meeting at which a quorum is present. For meetings which allow voting by remote means, in order to establish the identity of the participants, only member representatives who are participating via video conferencing shall be permitted to vote.

5.6 Order of Business. The order of business shall be as follows unless otherwise determined by the President:

- (a) Calling of the roll.
- (b) Proof of notice of meeting or waiver of notice.
- (c) Reviewing of the prior meeting's minutes.
- (d) Introduction of new members.
- (e) Election of officers.
- (f) Reports of officers.
- (g) Reports of committees.
- (h) Unfinished business.
- (i) New business.

Meetings shall be conducted, where practical, in accordance with ***Robert's Rules of Order, Newly Revised***.

5.7 Meeting By Telephone or Other Electronic Means. The Board of Directors, or any committee designated by the President, may participate in a meeting by means of a conference telephone call, videoconference, or other similar means such that all persons participating in the meeting can contemporaneously communicate with one other and participation in such a meeting shall constitute presence in person at the meeting.



Special In-Person Membership Meeting

**Meeting Wednesday,
October 28 at 1PM EDT
Hyatt Regency Indianapolis,
Indianapolis, IN**

Need a minimum of 28 individual member
companies represented.



21 Current Registered Attendees for Wednesday, October 28th Special Meeting

	MEMBER COMPANY	FIRST	LAST		MEMBER COMPANY	FIRST	LAST
1	Akron Brass Company	David	Durstine	12	HiViz LD Lighting	Sam	Massa
2	AMDOR Inc.	Oran	McNabb	13	IMMI	Steve	Ward
3	Bulldog Fire Apparatus	Jeff	Mazza	14	Marion Body Works	Kevin	Ignacio
4	CET Fire Pump Mfg. Inc.	Jerry	Halpin	15	Pierce Manufacturing, Inc.	Jeromie	Johnston
5	Cummins - Chris Crowel	Chris	Crowel	16	Pro Poly of America	James & Rachel	Kurila
6	E-ONE, Inc.	Roger	Lackore	17	Task Force Tips	Doug	Miller
7	Ferrara Fire Apparatus, Inc.	Bert	McCutcheon	18	The Will-Burt Company	Drew	Newman
8	H.O. Bostrom Company, Inc.	Ron	Truhler	19	United Plastic Fabricating	Andrew	Lingel
9	HAAS Alert	Cory	Hohs	20	Valor First Responder Seating	Jason	Witmier
10	Harrison Hydra-Gen	Justin	Majzel	21	W.S. Darley & Company	Mark	Wynalda
11	Hendrickson	Bob	Abano				



2020 Fall Meeting

Questions or Comments?



2020 Fall Meeting

2020 FAMA Fall Meeting

Committee Reports



2020 Fall Meeting

STATISTICS COMMITTEE

Paul Bostrom
John Schultz



Committee Members

- **Paul Bostrom / Chair** – H.O. Bostrom & Company
- **John Schultz / Co-Chair** – Pierce Manufacturing, Inc.
- Pat Cahill – United Plastic Fabricating
- Jack McLoughlin – Honorary Member
- Dave Reichman – Rosenbauer America, LLC

Board Liaison: Jeromie Johnston



STATISTICS COMMITTEE

FAMA Board Initiatives

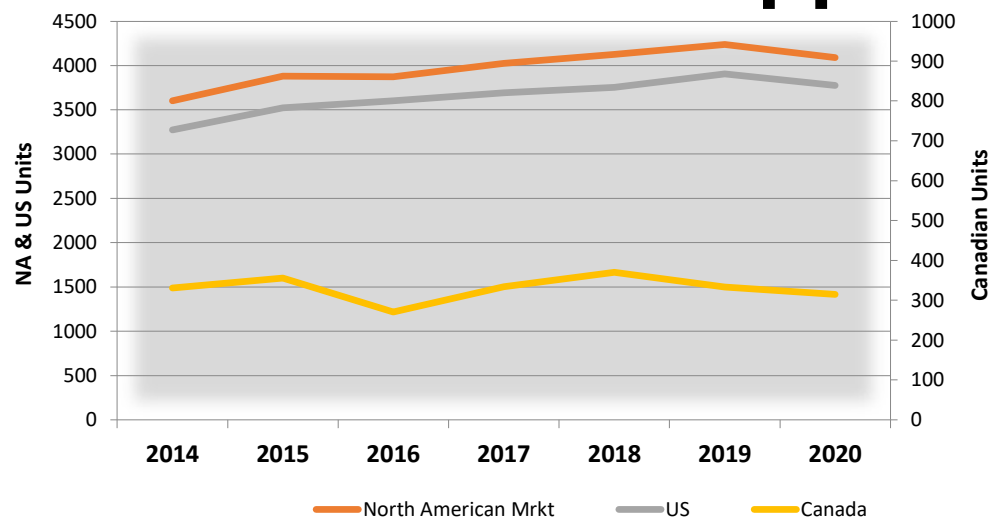
- Complete a 5-year industry forecast & analysis report
- Continue publishing quarterly data in a timely manner
- Reduce data entry errors
- Increase participation of members reporting

Committee Projects

- Add trend line data to the Committee Reports
- 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



North American Fire Apparatus Bookings



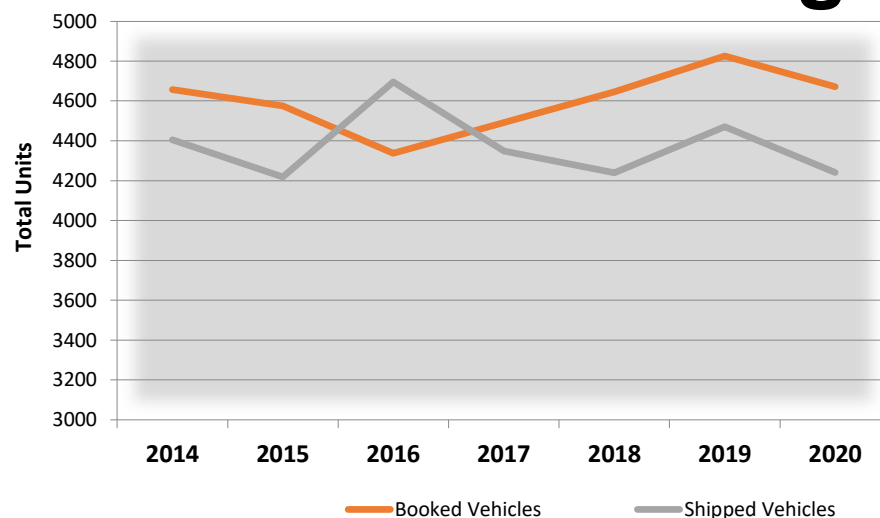
Years	US Average Annual Vehicle Sales	Canada Average Vehicle Sales	Total Average Annual Vehicle Sales	Total Vehicle YOY Growth %
2009-2013	3355	363	3718	
2014 -2018	3568	332	3900	+4.9%
2019	3905	333	4238	+8.7%
2020	3775	315	4090	-3.5%

2020 YTD Bookings 1774 units

12 Month Rolling Ending CY June
Does not include ARFF or Refurbs



Total Industry Bookings and Shipments



Years	Booked Vehicles	Booked Vehicles YOY Growth %	Shipped Vehicles	Shipped Vehicle YOY Growth %
2009-2013	4479		4396	
2014 -2018	4541	+1.4%	4382	-0.3%
2019	4826	+6.3%	4471	+2.0%
2020	4671	-3.2%	4241	-5.1%

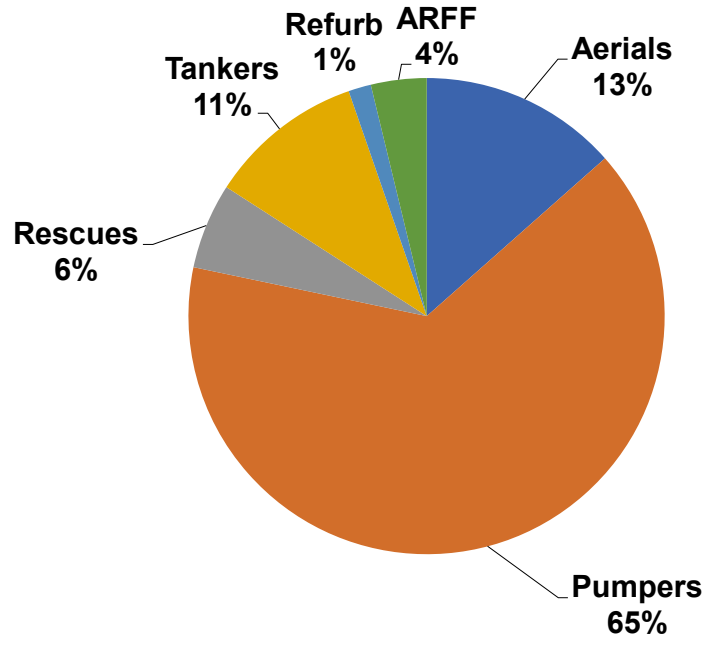
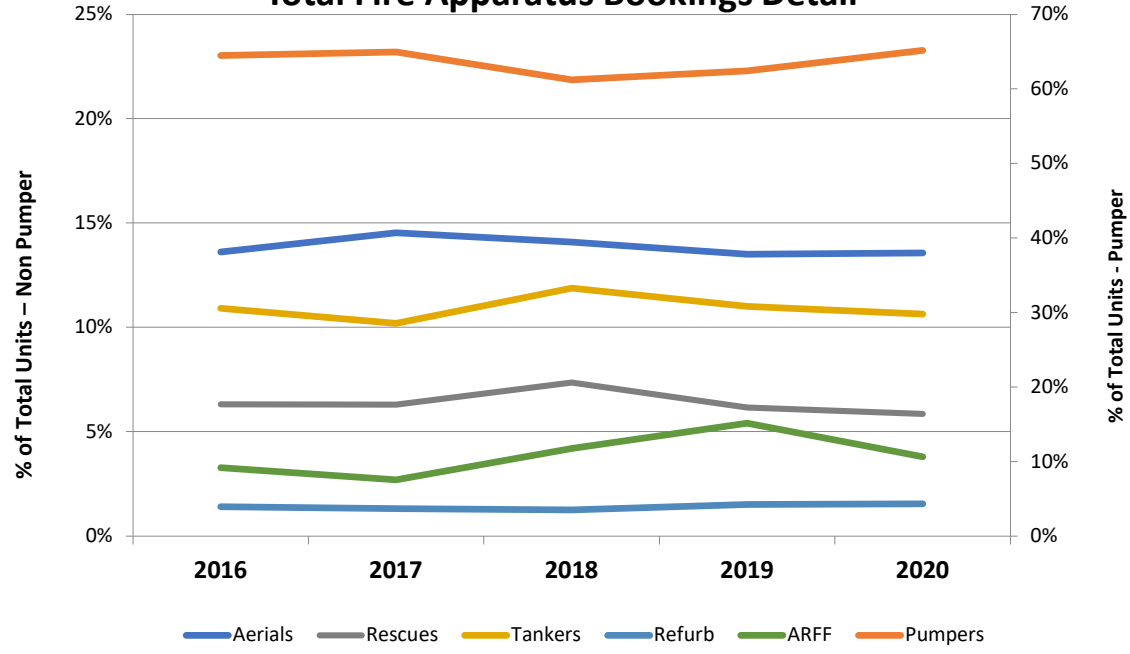
*All vehicles: includes ARFF & Refurb
*All regions

12 Month Rolling Ending CY June



Total Fire Apparatus Sales 12 Month Rolling

Total Fire Apparatus Bookings Detail



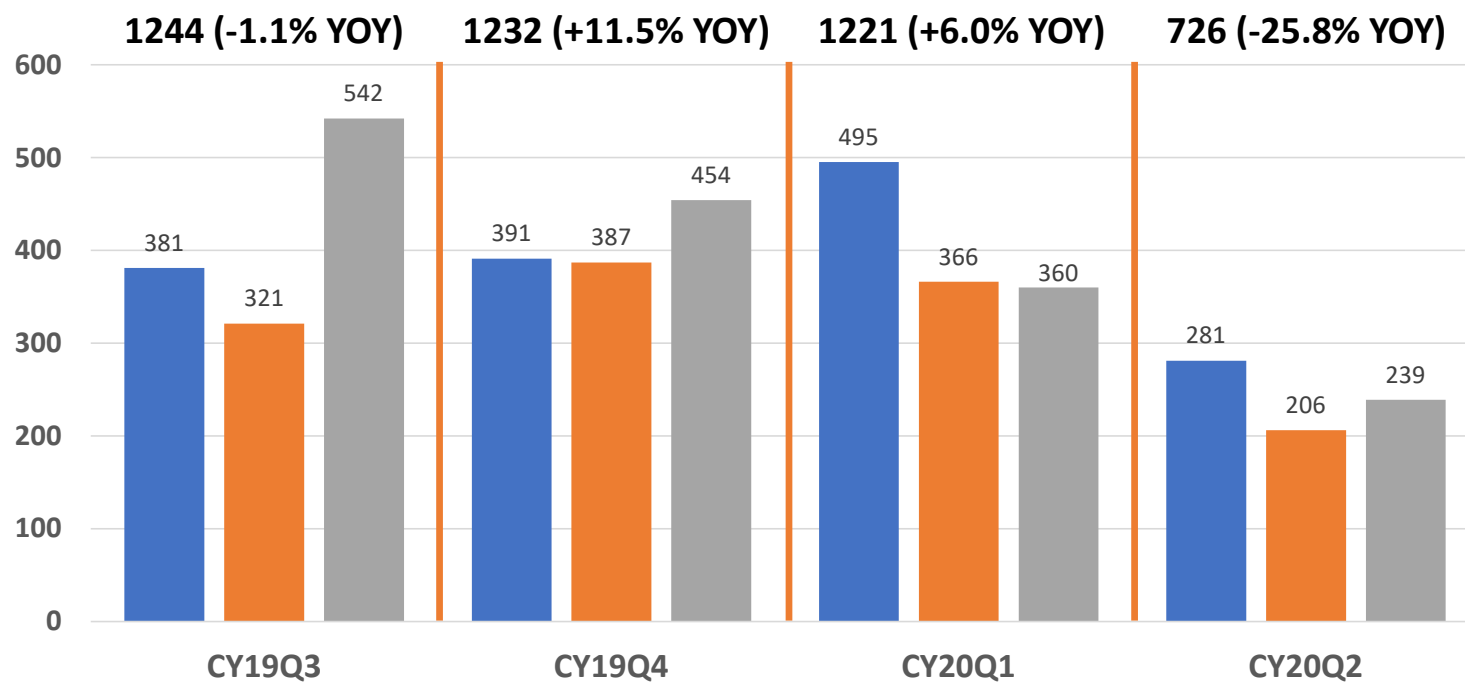
Bookings

- *12 Month rolling ending CY June
- *All vehicles: includes ARFF & Refurb
- *All regions

12 Month Rolling 4671 units (-3.2% YOY)



Fire Apparatus Sales by Month 12 Month Rolling



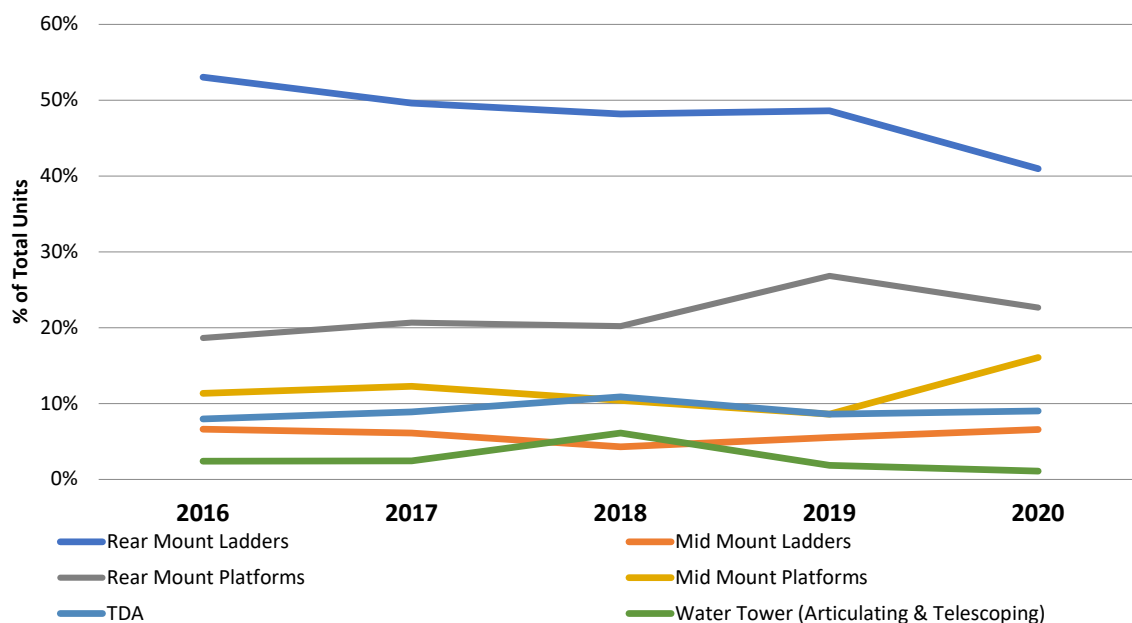
12 Month Rolling 4423 units (-1.6% YOY)

Does not include ARFF or Refurbs
All regions

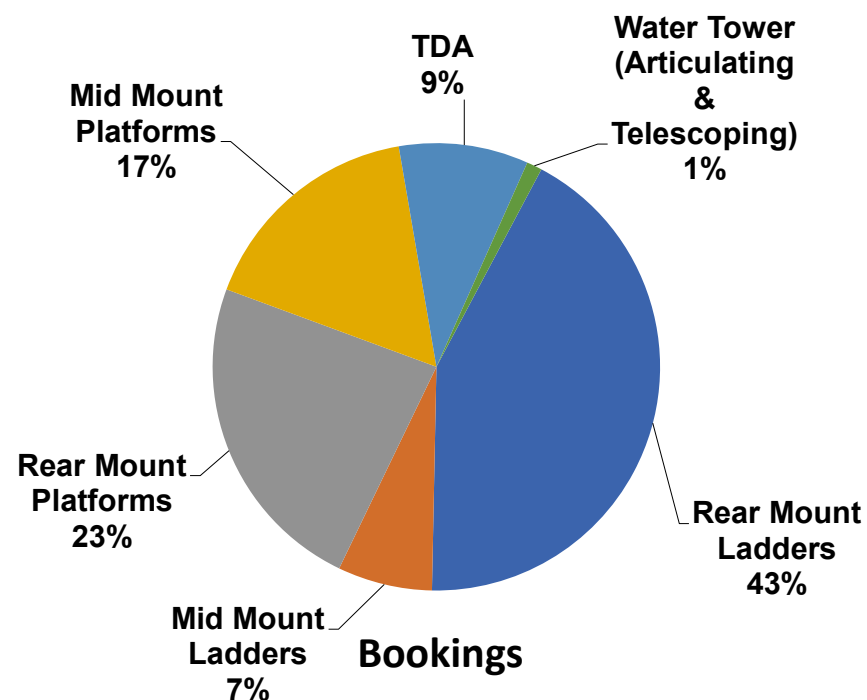


Aerial Bookings	Quantity	YOY Growth %
Rear Mount Ladders	267	-15.5%
Mid Mount Ladders	43	+19.4%
Rear Mount Platforms	148	-15.4%
Mid Mount Platforms	105	+87.5%
Tillers	59	+5.4%
Water Tower (telescoping & articulating)	7	-41.7%

Aerial Apparatus Bookings Detail



Aerial Apparatus Sales 12 Month Rolling

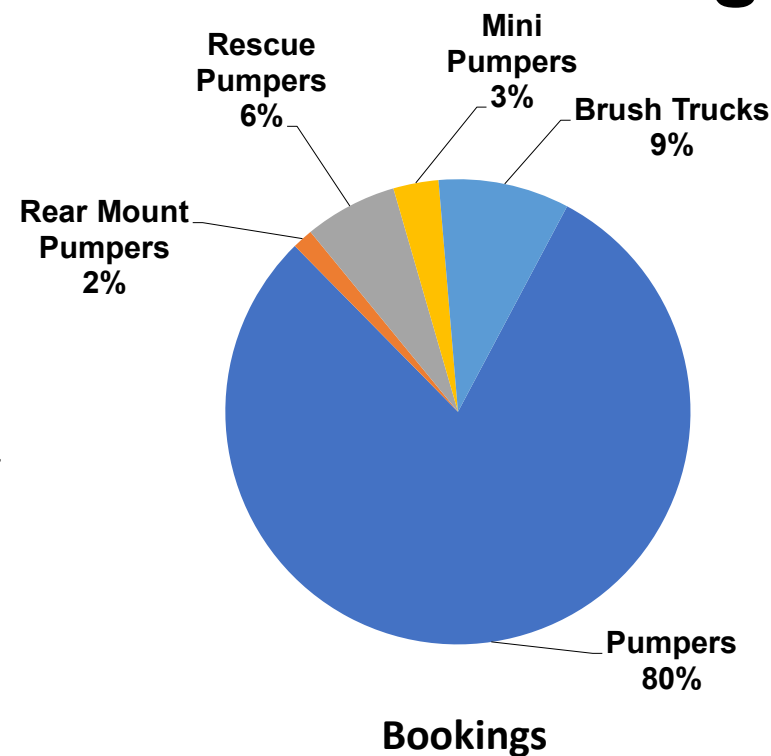
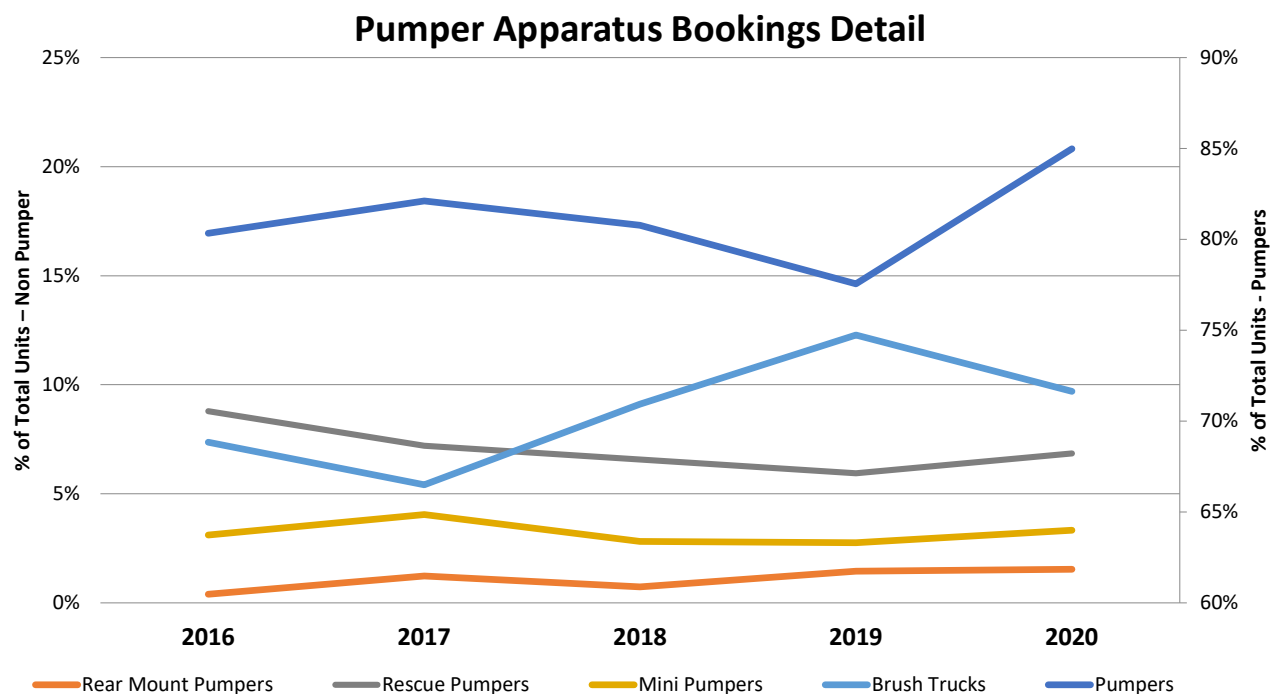


- **630 Booked** (-3.4% YOY)
- **529 Shipped** (-19.1% YOY)



Pumper Bookings	Quantity	YOY Growth %
Pumpers	2417	+3.5%
Rear Mount Pumps	44	+0.0%
Rescue Pumps	195	+8.9%
Mini Pumps	95	+14.5%
Brush Trucks	276	-25.4%

Pumper Apparatus Sales 12 Month Rolling



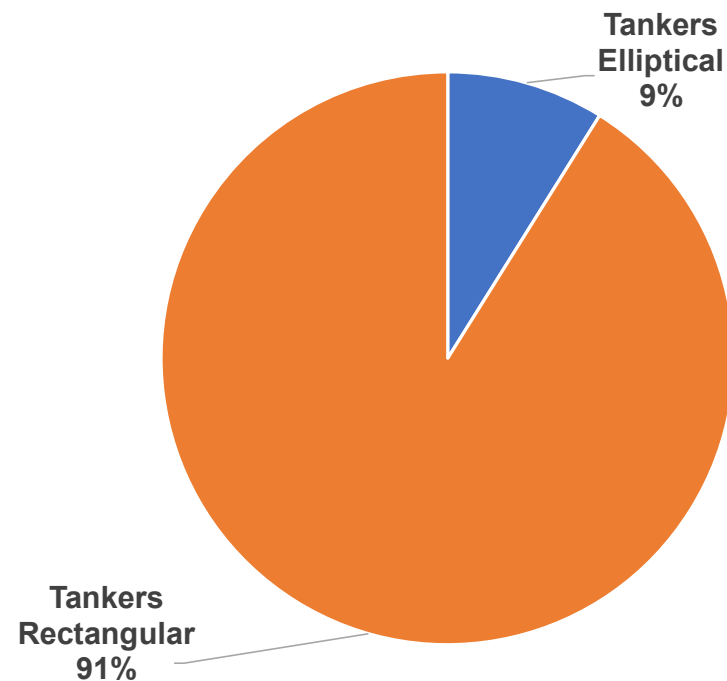
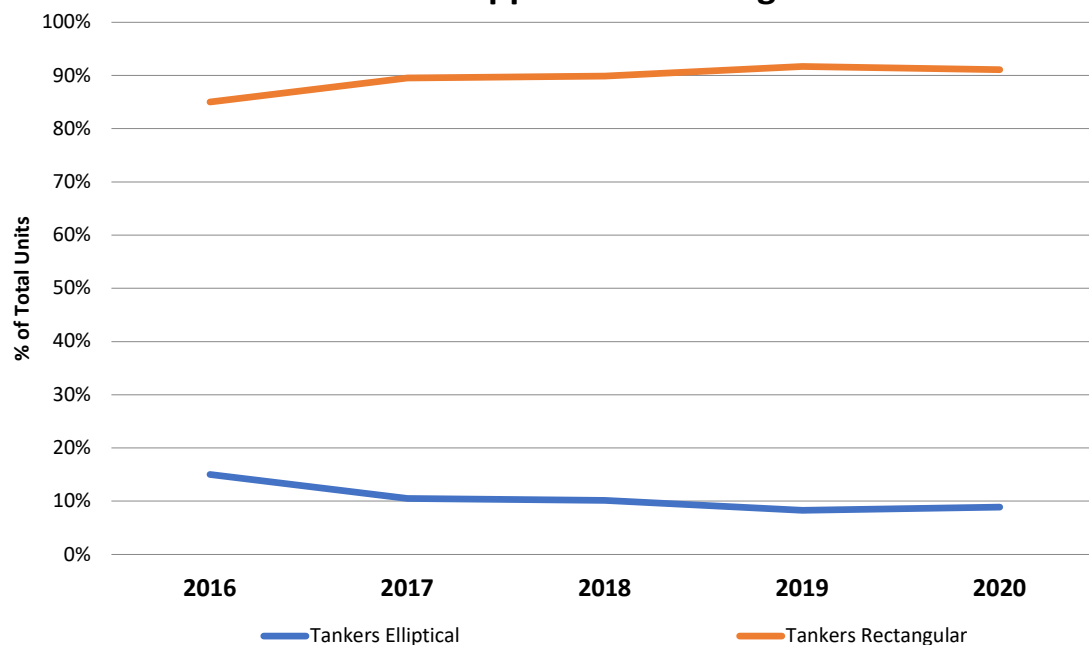
- **3,027 Booked (+0.5% YOY)**
- **2,702 Shipped (-3.6% YOY)**



Tanker Bookings	Quantity	YOY Growth %
Elliptical	44	+0.0%
Rectangular	450	-7.6%

Tanker Apparatus Sales 12 Month Rolling

Tanker Apparatus Bookings Detail



Bookings

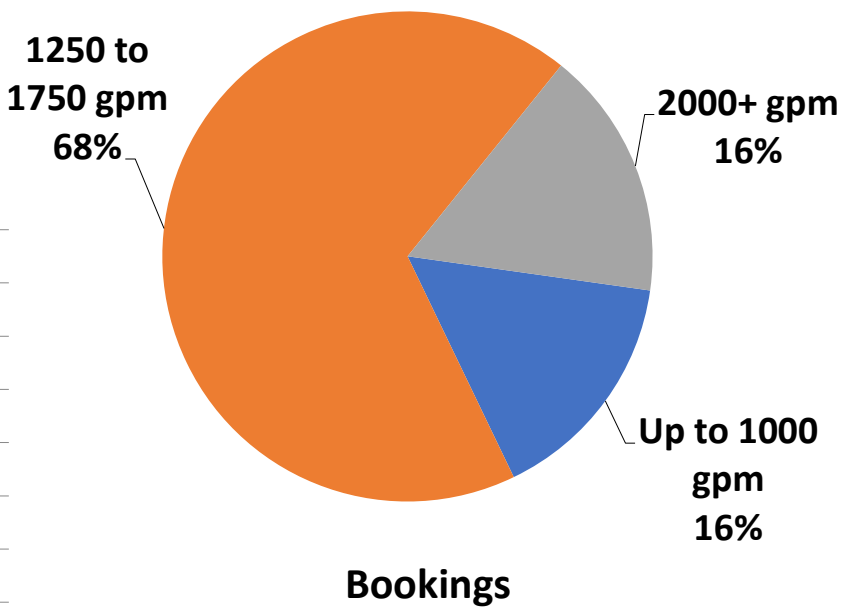
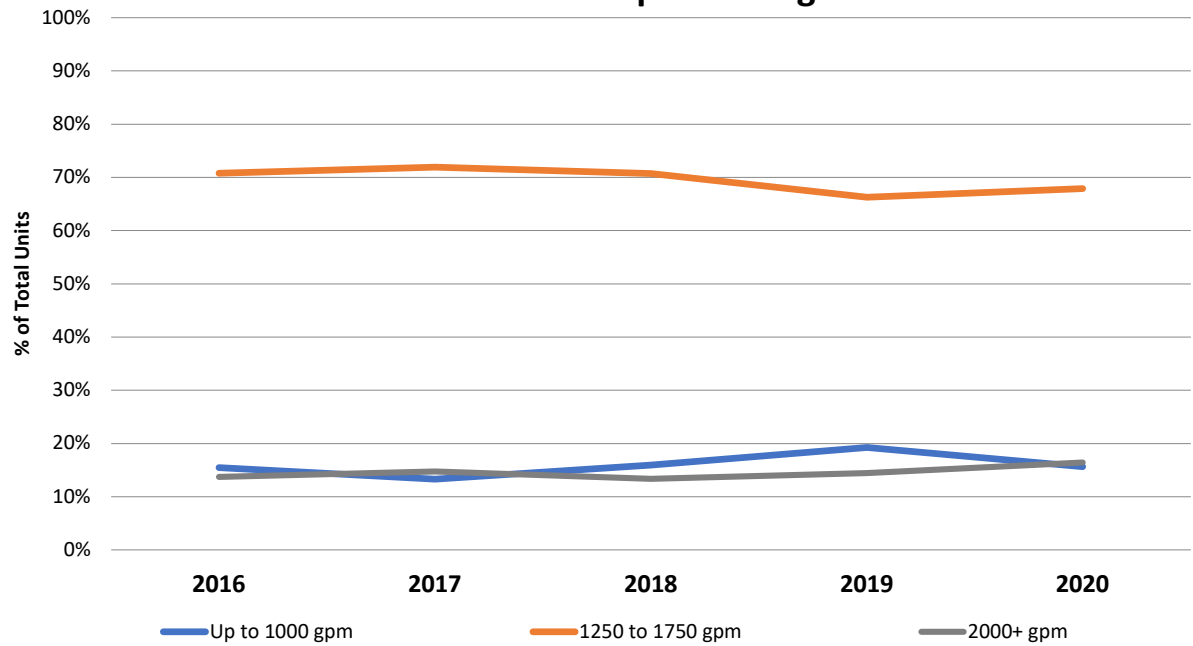
- **494 Booked** (-7.0% YOY)
- **468 Shipped** (-0.4% YOY)



Vehicles with Pumps Sales 12 Month Rolling

Pumper Bookings	Quantity	YOY Growth %
Up to 1000 GPM	615	-20.0%
1250 – 1750 GPM	2672	+0.9%
2000+ GPM	647	+11.9%

Vehicles with Pumps Bookings Detail

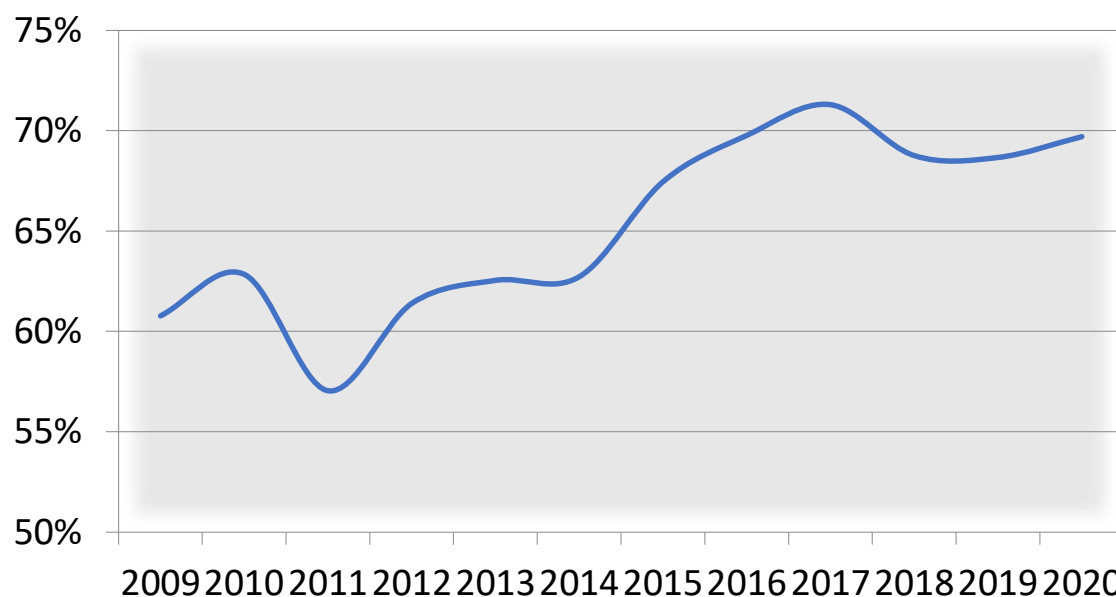


- **3,934 Booked** (-1.6% YOY)
 - **3,783 Shipped** (-4.2% YOY)
- Does Not Include ARFF & Refurbs



Total Industry Bookings Custom vs Commercial Chassis

Custom Chassis Annual Percent Usage – All Products



Year	Commercial	Custom	Custom YOY Growth %
2009-2013	39.0%	61.0%	
2014-2018	32.0%	68.0%	+7.0%
2019	32.3%	68.7%	+0.7%
2020	31.3%	69.7%	+1.0%

Rolling 12 Month: 31.3% Commercial / 69.7% Custom

All products, all regions

12 Month Rolling Ending CY June



2020 Fall Meeting

**Questions or Comments for the
Statistics Committee?**



2020 Fall Meeting

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



2020 Fall Meeting

EDUCATION - SURVEYS COMMITTEE

Jerry Conley
Phil Gerace



Committee Members

- **Jerry Conley / Co-Chair** – Pierce Mfg.
- **Phil Gerace / Co-Chair** – Task Force Tips

Board Liaison: Jeromie Johnston



2020 Fall Meeting

2020 Industry Outlook Survey

- 1. Reduced from 17 questions to 14 questions**
- 2. Soliciting feedback from FAMA members**
- 3. Opening Survey in November**
- 4. Will report results at Spring 2021 Meeting**



2020 Fall Meeting

2020 Member Outlook Survey

- 1. Reduced from 47 questions in 2016 to 17 questions**
- 2. Soliciting feedback from FAMA members**
- 3. Opening Survey in November**
- 4. Will report results at FAMA 2021 Spring Meeting**



2020 Fall Meeting

2020 Sage Report Survey

- 1. 4 Brief Questions**
- 2. Continual Improvement of the Sage Industry Report**



2020 Fall Meeting

**Questions or Comments for the
Education-Surveys Committee?**



2020 Fall Meeting

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

(IDEX)

Mike Franckowiak

(Akron Brass)



Body

John House II

(Danko)

xx

(xx)



Electrical

John Doperalski

(Harrison)

Peter Luhrs

(SafeFleet)



Foam

Gregg Geske

(Waterous)

Mike Dupay

(Fire Research)



Pumps & Plumbing

Pete Lauffenburger

(Akron)

Mike Sulmone

(Trident)



Chassis

Chris Crowel

(Cummins)

Melissa Dobbs

(IMMI)





FDSOA Support



FDSOA has yet to announce 2021 Symposium Plan

FAMA participation cancelled for 2021

Possible virtual symposium?

If FDSOA announces a virtual format we may consider:

- Participation on an individual company basis
- No participation
- Other



FAMA Forum Schedule 2021

Jan-21	Fire Industry Statistics	Statistics	Andrew Lingel
Feb-21	Signal Preemption Solutions	Technology	Cory Hohns
Mar-21	Buyers Guide Promo	FAMA	Doug Miller
Apr-21	NFPA process and how to get involved	NFPA	Sam Massa
May-21	Cab and equipment disinfection		Sam Massa, Jeremy Tucker
Jun-21	Virtual truck specification, training, inspections and buying process		Kaoma Massa, Bert McCutcheon
Jul-21	Idle reduction technology		Justin Majzel, Brian Cassel
Aug-21	Drones in the fire industry		Peter Darley
Sep-21	Federal funding and grants update		Lee Morris
Oct-21	Ambulance topic		Steve Rowland
Nov-21	Urban Interface & Wildland & Natural Disasters		Jason Darley
Dec-21	Fleet telematics and vehicle connectivity		Cory

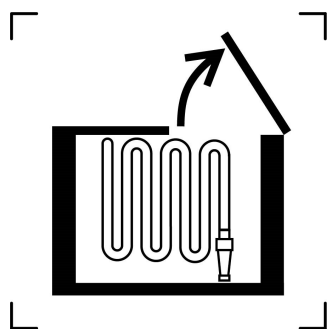


FAMA Forum Schedule 2022

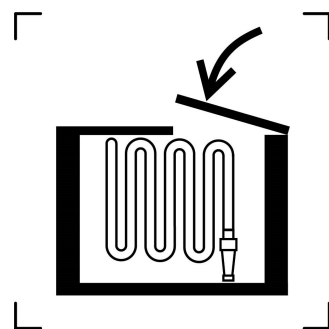
Jan-21	What are trends gaining the most attention today		Kaoma Massa
Feb-21	Electric Vehicle Chassis		Jason Pilarczyk
Mar-21	Fire pump trends		Gary Handwerk, Jason Darley
Apr-21			
May-21			
Jun-21			
Jul-21			
Aug-21			
Sep-21			
Oct-21			
Nov-21			
Dec-21			



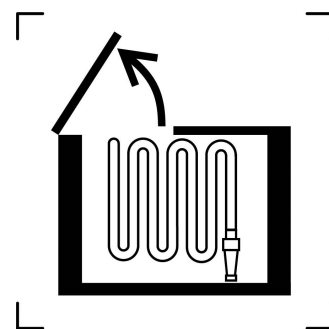
Graphical Symbols



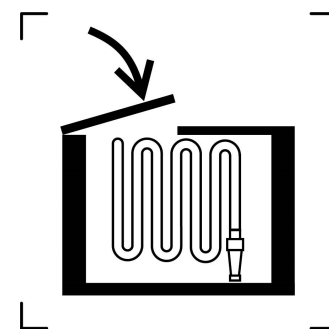
13.09 Hose Bed
Cover RH OPEN



13.10 Hose Bed
Cover RH CLOSE



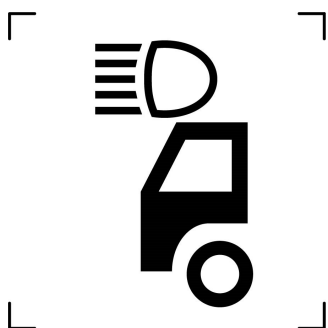
13.11 Hose Bed
Cover LH OPEN



13.12 Hose Bed
Cover LH CLOSE



17.58 White Warning
Lights



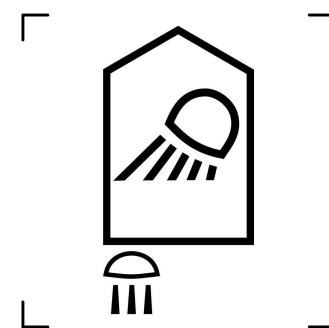
17.59 Brow Light
Spot Beam



17.60 Rear Cab
Scene



17.61 Scene Light PS
Rear



17.62 Scene Light DS
Rear



NFPA 1900

- **NFPA 1900 Combines and Replaces:**
 - NFPA 1901, 1906 (Wildland)
 - 414 (ARFF)
 - 1917 (Ambulance)
- **Nov 15, 2020**
 - Public Input Period Closes
 - Subcommittees must be finished with their work.
- **January 2021**
 - 1900 Committee Meets to Create First Draft
- **November 2021**
 - 1900 Committee Meets to Create Second Draft



NFPA 1901 and 1906 Fire Apparatus

Administration	1-4	Tom Stalnaker
Aerial	19	Jim Salmi
Chassis, Body, Trailer, Winch	12,14,15,25,26	Roger Lackore
Electrical Low & High Voltage	13,22	Sam Massa
Function	5-11,23,24	
Foam	20,21	Scott Beckwith
Pump	16,17,18,28	Mark Haider
Wildland	5,7,10,27	Bill Yohn



NFPA 1917 Ambulance

Administration	1-3	Tom Stalnaker
General	4	Brent Thor
Chassis	5	Jerry Allen
Patient Compartment	6	Mike Berg
Electrical	7,8,9	Steve Rowland
Remounts		Steve Merkle



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



Frame Corrosion Repair Guidelines

Chassis Subcommittee

- Guide for departments and service facilities to use when considering old apparatus with frame corrosion
- Out of service criteria
 - Percent of frame thickness lost
- Repair recommendations
 - Fish-plating
 - Corrosion inhibitor
- Prevention
 - Chemicals
 - Oils
 - Undercoating
 - Cleaning schedule

New Initiative



Buyer's Guide Progress

Pending	12
Draft	2
To Board	0
Published	34



Body

John House
XX

TC042 Buyers Guide - Stepping Surfaces

Roger Lackore - REV

Published

TC043 Buyers Guide - Chevron Stripping and Graphics

Jerry Merges - VisionMark

Published

TC072 Buyers Guide - Brush Truck Apparatus

Bill Davidson - Skeeter

Pending

TC073 Buyers Guide - Tanker and Tender Apparatus

Kraig Scholten – Midwest Fire

Draft

TC074 Buyers Guide - Wildland Apparatus

Bill Davidson - Skeeter

Pending

TC075 Buyers Guide - Cold Environment Apparatus Design

Rick Suche – Fort Garry Fire Trucks

Pending

TC077 Buyers Guide – Hose Bed Sizing

??

Pending



Chassis

Chris Crowell
Mellissa Dobbs

TC047	Buyers Guide – Spec'ing Apparatus for Maintenance	Drew Sutphen	Published
TC048	Buyers Guide – Suspensions – Front	Bob Albano, Chad Radtke	Pending
TC062	Buyers Guide – Tires	Woody Savage – Michelin	Published
TC066	Buyers Guide – Exhaust Removal Systems	Scott Beecher – Ward Diesel Filter Systems	Published



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

Aerial

Jim Salmi
John Brady

TC068	Buyers Guide – Aerial Rope Rescue Systems	TBD	Pending
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Gregg Geske
Mike Dupay

TC067 Buyers Guide – CAFS

Jeremy Fox -- IDEX

Pending

Peter Lauffenburger
Mike Sulmone

TC070 Buyers Guide – Pump Primers

Mike Sulmone – Trident

**Needs Photos
or Illustrations**

TC071 Buyers Guide – Deck Gun and Aerial Monitors

Pete Lauffenburger – Akron

Pending

TC076 Buyers Guide - Pump Control Location

Wyatt Compton – Spartan

Pending

Foam

Pump



2020 Fall Meeting

Thank You



2020 Fall Meeting

MEETING PLANNING COMMITTEE

Pat Cahill



Committee Members

Pat Cahill / Chair – United Plastic Fabricating

Tim Allaband / Co-Chair – Matheny Fire & Emergency

- Mark Albright – 4 Guys Fire Trucks
- Bill Doeblor – HME Ahrens-Fox
- Chick Granito – AMDOR Inc.
- Kaoma Massa – HiViz LED Lighting
- Grady North – Honorary Member
- Kraig Scholten – Midwest Fire Equipment & Repair Co.
- Ron Truhler – Elkhart Brass Mfg. Co., Inc.
- Eddie Villarreal – C.E. Niehoff & Company
- Board Liaison: David Durstine



Committee Members

- Pat Cahill – Chair
- Tim Allaband – Co-Chair – Sponsors, AV Management
- Mark Albright – On-Site Coordinator – Signs, Hand-out, etc.
- Bill Doeblor – Speakers, AV Management
- Chick Granito – Sponsors
- Kaoma Massa – Photography, Signs, Banquet Awards
- Grady North – Speaker Coordinator
- Kraig Scholten – Photography, Signs
- Ron Truhler – Golf Tournament Coordinator
- Eddie Villarreal – Speaker Coordinator
- Board Liaison: David Durstine



Year over Year Fall Conference Attendance as of 10/6/2020

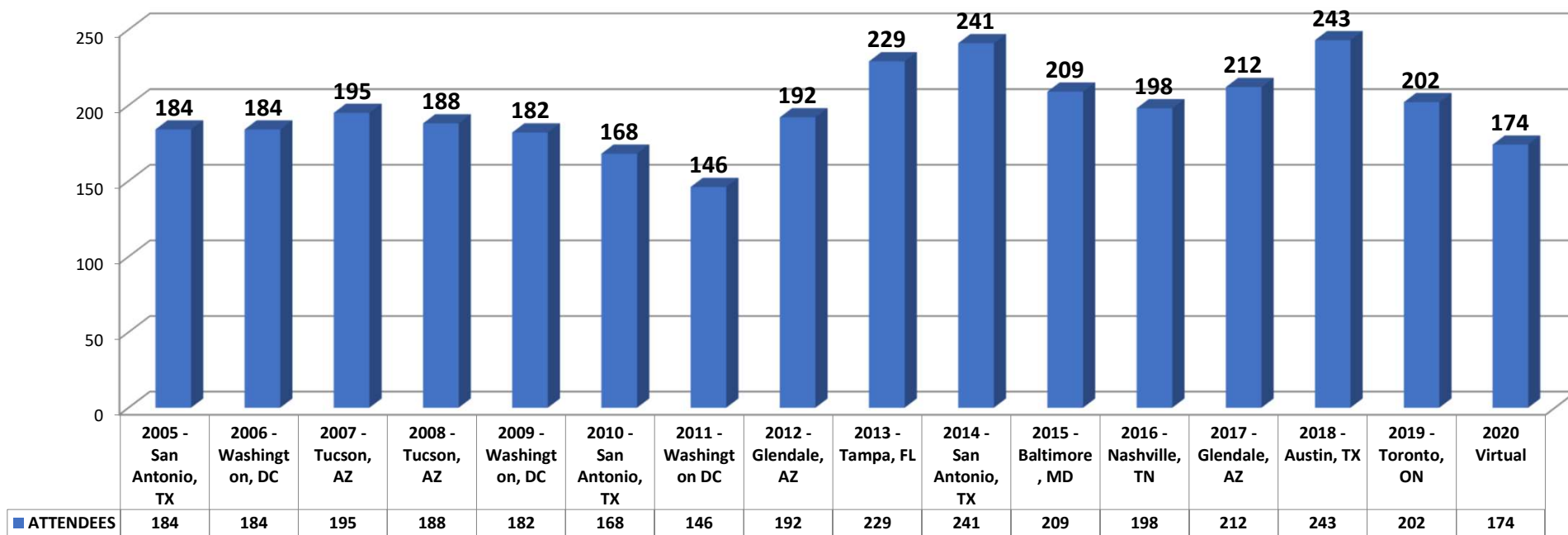
YEAR	LOCATION	FAMA	FEMSA	Both	Spouse & Guests	Total Attendees	Number of Companies	First Timers
2010	San Antonio, TX	44	75	20	29	139	95	
2011	Washington, DC	48	72	17	9	137	98	
2012	Glendale, AZ	60	101	11	20	172	113	
2013	Tampa, FL	72	103	33	21	208	115	
2014	San Antonio, TX	78	107	31	25	216	121	40
2015	Baltimore, MD	48	91	39	31	209	119	36
2016	Nashville, TN	49	91	27	31	167	117	32
2017	Glendale, AZ	57	92	28	35	177	128	36
2018	Austin, TX	72	112	26	33	210	149	61
2019	Toronto, ON	60	91	30	21	181	127	37
2020	Virtual	72	69	33	n/a	174	112	n/a



2020 Fall Meeting

FALL CONFERENCE MEMBER REPRESENTATIVE ATTENDANCE 2005-2020 as of 10/6/2020

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

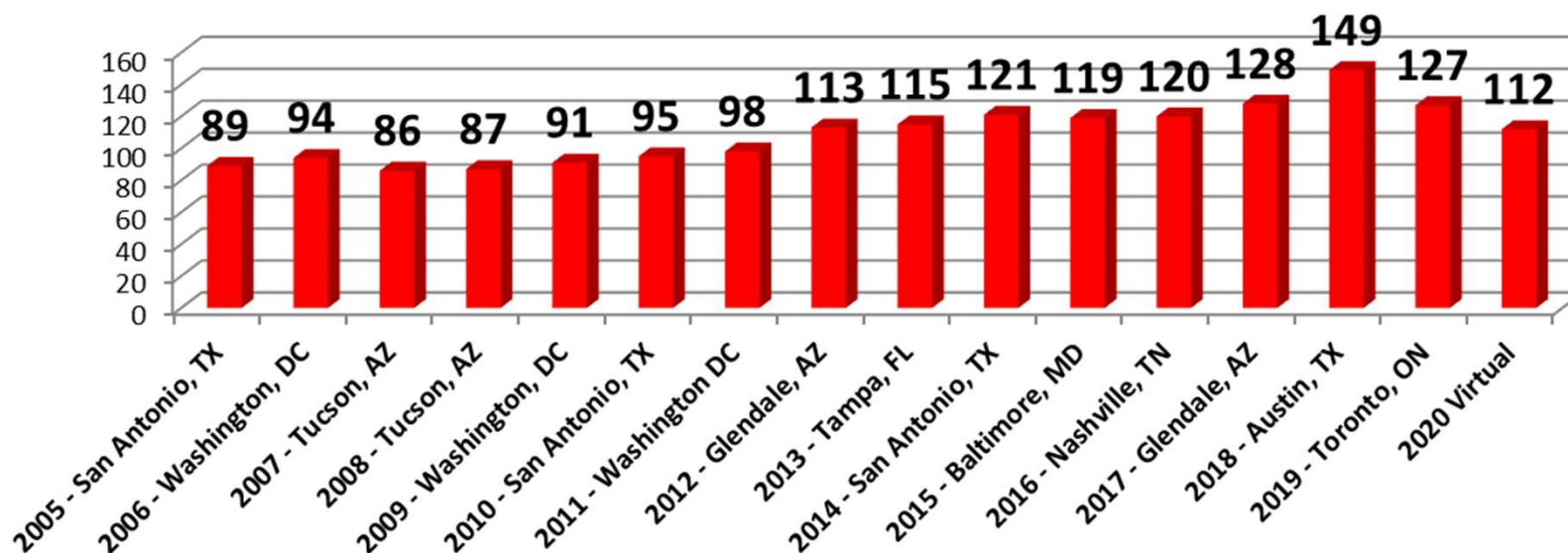




2020 Fall Meeting

FALL CONFERENCE MEMBER COMPANIES REPRESENTED as of 10/6/2020

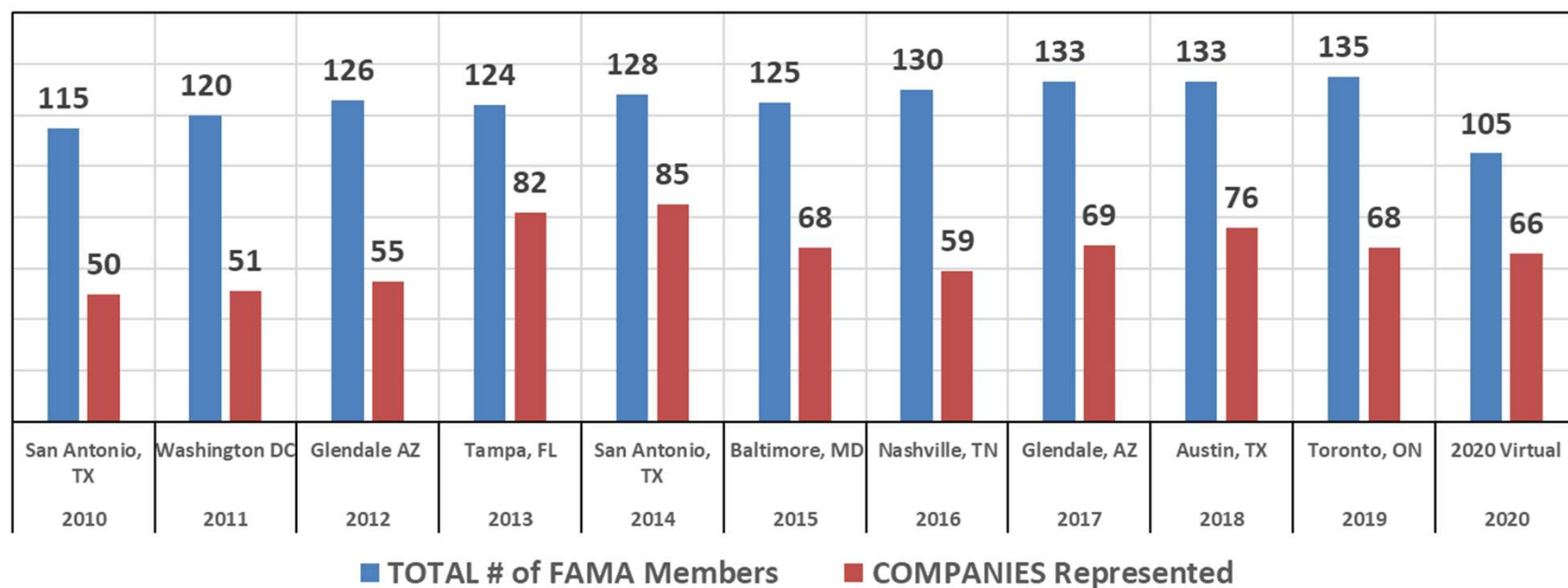
(Numbers Include FEMSA, FAMA, and Companies that are Members of Both Assocs.)





2020 Fall Meeting

ATTENDANCE OF FAMA MEMBER COMPANIES
COMPARED TO NUMBER OF FAMA MEMBERS as of 10/6/2020
(Numbers cover FAMA Members)





Spring Meeting 2021

The Westin Fort Lauderdale Beach Resort Fort Lauderdale, FL

March 19-23, 2021





Spring Meeting 2021

Proposed Meeting Theme Designs



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION



Spring Meeting 2021

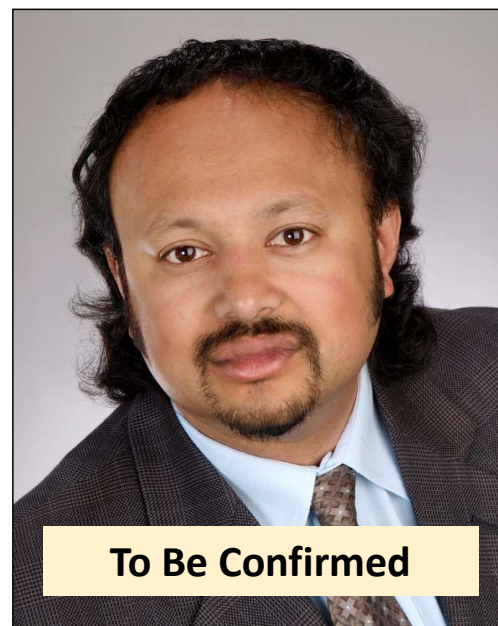
FEATURED SPEAKERS



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



Jake Wood



Anirban Basu - Economist



Spring Meeting 2021

**Are you planning to attend the
2021 Spring Meeting?**



Fall Meeting 2021

The Westin Tampa Waterside Tampa, FL

September 22-24,
2021





2020 Fall Meeting

Smaller Regional Meetings?



2020 Fall Meeting

**Questions or Comments for the
Meeting Planning Committee?**



2020 Fall Meeting

Poll Members on Satisfaction of FAMA Market Data



2020 Fall Meeting

Review of Poll Results & Open Mic



2020 Fall Meeting

Unfinished Business

New Business

Closing Remarks



Next Meeting Notice

FAMA Special Membership Business Meeting

Wednesday, October 28, 2020 at 1:00 PM EDT

Hyatt Regency Indianapolis - Indianapolis, Indiana

FAMA 2021 Spring Meeting

March 20-23, 2021

The Westin Fort Lauderdale Beach Resort - Fort Lauderdale, Florida



2020 Fall Meeting

Meeting Adjournment

Wednesday, October 7th



Washington Update

11 AM EST

Featuring: Bill Webb, Dave Gatton, John Granby, and Ed Somers, Chief of Staff, U.S. Conference of Mayors

Thursday, October 8th



Betsy Allen-Manning (Keynote Speaker)

11 AM EST

"Great Leaders Pivot, Not Panic"



2020 Fall Meeting

2020 VIRTUAL FEMSA / FAMA ANNUAL FALL CONFERENCE

STANDING TOGETHER IN CRISIS

The banner image is a composite of two photographs. On the left, a person in a black shirt, cap, and mask is cleaning a surface with a yellow cloth. On the right, a person in a white lab coat, hairnet, and mask is working at a table. The background is a mix of red and blue with a subtle flame pattern.

 FIRE APPARATUS MANUFACTURERS' ASSOCIATION 