



**MEETING MINUTES
FIRE APPARATUS MANUFACTURERS' ASSOCIATION
FALL MEMBERSHIP BUSINESS MEETING
ZOOM WEBINAR
OCTOBER 6, 2020**

[A copy of the full meeting power point presentation may be found in the secure documents of www.fama.org]

Welcome and Opening Remarks – Mr. Lingel welcomed the attendees to the meeting and wished all good health during the COVID-19 Pandemic.

Call to Order – by President Andrew Lingel at 11:05 a.m. EDT.

Sponsor Recognition – Mr. Lingel recognized and thanked Clarion Fire & Rescue for their Corporate Sponsorship. He asked the members to help maintain the reciprocal relationship by considering the marketing opportunities and options they offer.

Even though the meeting is being held virtually, Mr. Lingel encouraged the meeting attendees to engage and interact in the meeting via the poll questions and the Q&A session. He followed with a brief review of the meeting agenda.

Mr. Lingel introduced the 2020 FAMA Board of Directors.

To recognize the attending honorary members, new members, and first-time attendees, Mr. Lingel asked them to raise their hands via the Zoom Webinar tool at the top of the screen.

Roll Call – Mr. Lingel stated the membership roll call will be developed through the Zoom Webinar meeting attendance report. There were 57 member companies in attendance. [See list following these minutes]

Antitrust Guidelines / Non-Discrimination Policy – Board Secretary Jeromie Johnston stressed the adherence of FAMA's policies to abide by the Federal antitrust guidelines and the strict non-discrimination policy at all meetings of the association.

Proof of Notice – Notice of this meeting was sent via email on September 1, 2020 to all members pursuant to the association bylaws.

Treasurer's Report – Mr. Mazza reviewed the current Association financials with an overview of the current Balance Sheet and Profit and Loss reports. The financials of the Association are in good shape.

- On the Balance Sheet report there is an 8.62% improvement over 2019.
- On the Profit & Loss report there is an 11.77% improvement over 2019.
- Net Income decreased by \$53,095.68 due to not having in-person Spring and Fall Meetings in 2020.

Board of Directors Report – Mr. Lingel provided an overview of the Board's Hoshin Kanri process to determine FAMA's direction and purposes. The four key purposes of the association follow:

1. Bring Industry Experts Together
2. Provide Actionable Market Information to Members
3. Be a Resource to the Fire Service
4. Promote the Sale of New Fire Apparatus

Mr. Lingel noted, the Board and Committees are focused on ensuring they are choosing projects and pursuing activities that support the goals.

Key Performance Indicator (KPI) Report 1 – Spring Meeting Attendance

For Purpose 1, Bringing Industry Experts Together, the current metric being used to determine progress towards the goal is Spring Meeting Attendance. Mr. Lingel noted we are doing quite well in this area. Unfortunately, the meeting in St. Pete Beach (2020) was cancelled due to COVID-19, but had it taken place it would have been one of our highest attended meetings.

Key Performance Indicator (KPI) Report 2 and 3 – Website Fire Service Leads & Resource Downloads

For Purpose 3, Be a Resource to the Fire Service, the metric being used is the FAMA website fire service/industry usage data. The two KPI reports are based on the number of fire service leads generated by month and the number of downloads of Fire Service Resource Buyer's Guides by month. Mr. Lingel noted, the Buyer's Guides are being promoted via Clarion Fire & Rescue e-blasts. This marketing effort has helped to raise awareness of FAMA's fire service resources and has increased the number downloads of the documents.

Key Performance Indicator (KPI) Report 4 – Downloads by Buyer's Guide

This metric also supports Purpose 3, Be a Resource to the Fire Service. This report provides clarity on the most popular Buyer's Guide and topics in terms of website downloads.

Key Performance Indicator (KPI) Report 5 – Pumper & Tanker Bookings

For purpose 4, Promote the Sale of New Fire Apparatus, the metric being used is a combined Pumper and Tanker Sales Report. The report shown uses data rolling from 1st Quarter 2017 thru 2nd Quarter 2020. Mr. Lingel noted the 2nd Quarter 2020 shows the effect of COVID-19 on sales. The association will need to work through the FAMA/FEMSA GAC and other avenues to help cities and counties create funding to purchase new apparatus.

Key Performance Indicator (KPI) Report 6 – FAMA's Market Data Offering

To support Purpose 2, Provide Actionable Market Information to Members, we need member data to develop the metric. There will be a survey conducted later in the meeting that to start to gather the necessary data. In preparation for the survey, Mr. Lingel asked the meeting attendees to think about the market data FAMA provides and if it is actionable.

Mr. Lingel presented the new FAMA Public Statistics Report developed by the Statistics Committee. In comparison to the highly confidential FAMA statistical data, this report is a tool that can be used publicly by both the fire service and members. Recently the report was used and proved to be highly effective when the GAC was asked to provide data on the negative affect of COVID-19 on the fire industry. The report is posted in the public section of the FAMA website under Fire Service Resources.

Mr. Lingel reviewed the proposed bylaw changes needed to allow membership voting during virtual meetings. The proposed bylaw changes will allow the association to continue to conduct business via virtual meeting methods when we are unable to meet in person. Mr. Lingel asked the members to review the proposed bylaw revisions.

A Special In-Person Membership Meeting will be held on Wednesday, October 28th at 1:00 PM EDT at the Hyatt Regency Indianapolis in Indianapolis, IN. The association needs attendance by a minimum of 28 member companies to meet the required quorum and be able to conduct a valid vote.

Poll Question Conducted – Is a representative from your organization going to attend the meeting in Indianapolis on Wednesday, October 28th? (Yes or No)

The Results of the Poll were: 65 attendees responded – there were 40-Yes's and 25-No's.

Committee Reports

Statistics Committee Report – Mr. Paul Bostrom, Chair, provided a report for the committee and covered the following: (See presentation for details.)

- A review of the committee members, initiatives, and current projects was provided.
- A report covering North American fire apparatus sales without international sales, and no ARFF or refurb included. The chart indicates a 3.5% decrease in a twelve-month rolling average. It was noted that the graph includes only one quarter of data during the COVID-19 pandemic.
- A report was provided on total industry bookings and shipments including international sales, ARFR, and refurb. The chart indicates a 5.1% decrease in a rolling average and includes only one quarter of data during the COVID-19 pandemic.
- A report of total fire apparatus bookings by product type was provided. The chart indicates a 3.2% decrease in a twelve-month rolling average and includes only one quarter of data during the COVID-19 pandemic.
- A 12-month rolling report of fire apparatus sales by quarter shows a 25.8% decrease in sales in 2nd Quarter 2020.
- 12 -month rolling booked and shipped data reports were provided by product type (Aerials, Pumpers, and Tankers).
- A report covering the annual pump sales by category was reviewed.
- A 12-month rolling average report of custom-vs-commercial chassis sold was reviewed.

Poll Question Conducted – On a scale of 1 to 10 (10 being the highest and best), does the FAMA Statistical Data help you plan your business effectively? (Single Choice 1-10)

The Results of the Poll – 59 attendees responded with the following:

Answers	Responses by the Number	Answers	Responses by the Number
1	0	6	4
2	0	7	14
3	1	8	16
4	1	9	9
5	4	10	10

Poll Question Conducted – What additions or changes would you like to see from the Statistics committee? (Single Choice – Answer options follow with the results)

The Results of the Poll - 66 attendees responded with the following:

Answers	Responses Received
More frequent statistics reporting (currently quarterly)	12
Improve the website for analyzing statistical data.	14
Finalize and report out on 5-year industry statistical projection.	25
Increase the number of industry statistics that are tracked.	15

Q&A questions:

- 1) Is it possible to provide more specifics on axle rate ratings?
- 2) Is it possible to provide the pump report with the sizes broken down more?
Mr. Paul Darley responded that the pump manufacturers submit detail on both the size and stage so, more specific data should be available.
The committee will investigate the potential to provide more statistical data on axles and pumps.

Education-Surveys Committee Report – Mr. Gerace provided a report for the committee.

- The committee currently has one survey live and is planning to release two more in late November.
- FAMA Industry Outlook Survey – The number of questions has been reduced 14 and be released in late November after the election. The survey results will be reported at the 2021 Spring Meeting.

- FAMA Member Outlook Survey – The number of questions has been reduced from 47 in 2016 to 17 to focus on more actionable information. The survey will be released to the member companies in late November or early December. The survey results will be reported at the 2021 Spring Meeting.
- Current Sage Report Survey – A survey with four brief questions is currently being conducted to collect information from the members on the past Sage Industry Reports.

Q&A questions:

- How do we stimulate the fire service to respond to the survey and ensure it is easy to respond to and circulated?
We email the survey direct to FAMA's contact list, we also ask our members to help communicate the survey to their contacts, and we engage the industry publications to help communicate the survey to the industry.

Technical Committee Report – Mr. Lackore and Mr. Miller provided a report for the committee.

- Mr. Lackore reviewed the Subcommittee leaders.
- Mr. Lackore announced the committee does not currently plan to participate in a January 2021 FDSOA event.
- An updated plan for the FAMA Forum Schedule thru March 2022 with article topics and writers was reviewed.
- Nine new Graphical Symbols will be added to the website.
- NFPA 1900 is combining and replacing 1901, 1906, 414 (ARFF), 1917 (Ambulance) with one document.
 - Public Input is currently open and closes on November 13, 2020. Mr. Lackore provided a review of how to provide public input on the NFPA website.
 - In January 2021, the 1900 committee will meet to create the first draft. Then the draft will go back out for public comment.
 - In November 2021, the 1900 committee will meet and create a second draft. Sometime in 2022 the new book will become official.
- The NFPA 1901 and 1906 Subcommittee chairs were reviewed.
- The NFPA 1917 (Ambulances) Subcommittee chairs were reviewed.
- The purpose of the Apparatus Replacement Plan Project was briefly reviewed. Mr. Lingel added this is an important project for the association.
- Frame Corrosion Repair Guidelines is a new initiative of the Chassis Subcommittee. They are planning to develop a document.
- Mr. Lackore announced that the California Air Resources Board extended the requirement for warranties on emissions related items, providing an extra year and a certain number of miles. The Technical Committee will investigate this further to determine if fire apparatus falls within this requirement or not.
- Mr. Lackore also reported a recent development from one of the NFPA committees. A Raycore inverse separator test method previously included in NFPA has been lost. To correct the situation, the Technical Committee plans to develop a FAMA inverse separator test method.
- Mr. Miller provided a status report on the development of the Buyer's Guide Program. Currently there are 34 published Buyer's Guides, twelve guides are pending, and two are in draft status. Mr. Miller reported on the Buyer's Guides by Subcommittee. The Subcommittees need to continue to review and maintain the published guides to make sure they are kept up to date.

Q&A questions and statements:

- The Apparatus Replacement Guide is important as the fire service needs the support of factual reasons to update their apparatus.
- The next NFPA 1585 Committee will meet on October 20 and 21. This is the new standard being developed to focus on carcinogens and includes the topic of clean cabs. For more information contact: Scott Beecher or Roger Lackore.

Meeting Planning Committee Report – Mr. Cahill presented for the committee.

- Mr. Cahill reviewed the members of the Meeting Planning Committee members and their roles at the meetings.
- Historical attendance charts and graphs of the Fall Meeting by meeting location were reviewed.
- Mr. Cahill presented the 75th Anniversary logo and announced it will be the theme for the 2021 Spring Meeting.
- Mr. Cahill review the speakers planned for the 2021 Spring Meeting.

The following schedule of future meeting locations and dates were provided:

- 2021 Spring – Fort Lauderdale, FL – The Westin Fort Lauderdale Beach Resort – March 20-23
- 2021 Fall – Tampa, FL – The Westin Tampa Waterside – September 22-24

Poll Question Conducted – Are you currently planning to attend the Spring Meeting, March 20-23rd? (Yes or No)

The Results of the Poll were: 65 Attendees Responded – there were 49-Yes's and 16-No's.

Poll Question Conducted – Would you be in favor of having smaller regional meetings? (Yes or No)

The Results of the Poll were: 60 attendees responded – there were 43-No's and 17-Yes's.

Poll Question Conducted – On a scale of 1-10 (10 being the most) how valuable is the current FAMA market data offering to your organization? (Single Choice 1-10)

The Results of the Poll - 67 attendees responded with the following:

Answers	Responses by the Number	Answers	Responses by the Number
1	0	6	3
2	0	7	13
3	0	8	22
4	1	9	16
5	1	10	11

Poll Question Conducted – On a scale of 1-10 (10 being the most) how actionable is the current FAMA market data offering? (Single Choice 1-10)

The Results of the Poll - 63 attendees responded with the following:

Answers	Responses by the Number	Answers	Responses by the Number
1	0	6	13
2	1	7	14
3	1	8	11
4	5	9	7
5	6	10	5

Mr. Lingel provided a review of the poll results and provided open mic opportunities.

Poll Question Conducted – On a scale of 1-10 (10 being the most) rate how you feel the GAC committee did in respect to their actions and associated communications throughout the COVID Pandemic? (Single Choice)

The Results of the Poll - 49 attendees responded with the following:

Answers	Responses by the Number	Answers	Responses by the Number
1	0	6	7
2	0	7	6
3	2	8	16
4	1	9	1
5	6	10	10

Unfinished Business – None

New Business – None

Next Meeting Notice – The next meeting of the FAMA Membership will be held March 22-23, 2021 at The Westin Fort Lauderdale Beach Resort in Fort Lauderdale, FL.

Adjournment – With no further business or discussion to come before this meeting, upon motion duly made and seconded, it was:

VOTED: To adjourn, at 12:25 p.m. EDT

A true copy, attest:

Sonya Kelly
Recording Secretary

**FAMA SPECIAL MEMBERSHIP BUSINESS MEETING
October 6, 2020 – Zoom Webinar**

Member Company Attendance (from Zoom Webinar Attendee Report)

4 Guys Fire Trucks	Mark Albright, Mark Brenneman
Akron Brass Company	David Durstine, Steve Rowland, Danny Teixeira
AMDOR, Inc.	Oran McNabb, Steve Toren, Bruce Whitehouse
Apparatus Equipment & Service, Inc.	William Arbus
Austin Hardware	Joe Verdini
Bulldog Fire Appartus, Inc.	Jeff Mazza
Code 3, Inc.	Kyle Stuesse, Jeremy Tucker
Command Light	Roger Weinmeister
COXREELS	Shawnalea Thai
Cummins Inc.	Mary Bjork, Alana Costa, Chris A Crowel
Elkhart Brass Mfg. Co., Inc.	Brandon Feltz
E-ONE, Inc.	Roger Lackore
FAMA Honorary Member	Grady North
Federal Signal Corporation	Brian Emmel
Ferrara Fire Apparatus, Inc.	Bert McCutcheon
Fire Lion Global	Tom Reser
Fire Research Corporation	Pete Luhrs, Toh Meng
Firovac by Reberland Equipment Inc.	Larry Reber
Freightliner Trucks	Jason Pilarczyk
H.O. Bostrom Company, Inc.	Paul Bostrom, Ron Truhler
Hannay Reels, Inc.	Eric Hannay
Harrison Hydra-Gen	Paul Newton
Hendrickson	Bob Albano
HIVIZ LED LIGHTING	Kaoma Massa, Sam Massa
Hub Fire Engines & Equipment Ltd.	Mike Welte
IMMI	Steve Ward
Kochek Company LLC	Andrew Simonds
Link Suspensions of Canada LP	Anthony Ermitage
Marion Body Works, Inc.	Curt Ignacio
Meritor	John Wolf
Metalfab Ltd.	Ryan Stacey
Michelin North America	Pat Meisenholder
Midwest Fire Equipment & Repair	Sarah Atchison
Performance Advantage Co., Inc.	Greg Young
Pierce Manufacturing, Inc.	Jeromie Johnston
Power Products LLC	Jeff Harper
PPG Industries	Lou Milanovich
Pro Poly of America, Inc.	Tim Dean
RealWheels Corporation	Greg Polka
Rescue 1	Brad Turk
Safetek Emergency Vehicles Ltd.	John Witt
Sam Carbis Solutions Group, LLC	David Williamson

Smart Power Systems
Spartan
Spencer Manufacturing Inc.
Sutphen Corporation
SVI Trucks
Task Force Tips LLC
The Will-Burt Company
Trident Emergency Products LLC
United Plastic Fabricating
Valor First Responder Seating
W.S. Darley & Company
Ward Diesel Filter Systems
WATERAX
Waterous Company
Whelen Engineering Co., Inc.

Jay Farrell
Stephen Carleton, Wyatt Compton
Grant Spencer
Kevin Kuszmaul, Julie Phelps
Joel Konecky
Philip Gerace, Doug Miller
Drew Newman
Nick Capaldo, Jim Maher, Ryan Sirchio, Michael Sulmone
Pat Cahill, Andrew Lingel, Joe Lingel
Jason Witmier
Jason Darley, Jeff Darley, Paul Darley, Peter Darley, Shawn Kelly, James Long
Scott Beecher
Marcello Iacovella
Jason Nawrocki
Paul Deming, James Stopa