



**MEETING MINUTES  
FIRE APPARATUS MANUFACTURERS' ASSOCIATION  
GENERAL MEMBERSHIP MEETING  
TORONTO MARRIOTT DOWNTOWN EATON CENTRE HOTEL  
IN TORONTO, ONTARIO  
OCTOBER 9-10, 2019**

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

**Call to Order** – by President Curt Ignacio at 3:32 p.m. EDT

Mr. Phil Gerace provided the invocation.

**Welcome and Opening Remarks** – Mr. Ignacio welcomed the attendees to the meeting and introduced the FAMA Board of Directors.

**First-Time Attendees / New Member Introductions** – Mr. Ignacio asked the first-time attendees to stand.

**Antitrust Guidelines / Non-Discrimination Policy** – Legal Counsel Jim Juneau 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.

**Roll Call** – Secretary Bev Lowery called the membership roll. There were 56 member companies in attendance. A quorum was declared. [See list following these minutes]

**Proof of Notice** – Notice of this meeting was sent via email on May 10, 2019 to all members pursuant to the association bylaws.

**Review of Minutes** – After discussion and upon motion duly made and seconded, it was:  
**VOTED:** To approve and enter the minutes of the March 18-19, 2019  
Spring Membership Meeting into the records of the association.

**Self-Introduction of the members** – Ms. Lowery asked the member representatives to stand and introduce themselves, noting their company affiliations.

**Sponsor Recognition** – Mr. Ignacio thanked and acknowledged the meeting sponsors and encouraged the attendees to reach out to them during the meeting.

**Nominating Committee Report** – Mr. Durstine presented the committee report. He reviewed the annual nominations process and the qualifications for Board candidates. Mr. Durstine introduced the 2020 Board Nominees as follows:

Bev Lowery – Vice President

Jeromie Johnston – Secretary

Bert McCutcheon – Director-At-Large Unfortunately, Mr. McCutcheon is unable to be present due to family priorities.

Mr. Jerry Halpin, Bylaws Committee Chair, requested nominations from the floor. There were no floor nominations made. The floor nominations were closed.

After discussion and upon motion duly made and seconded, it was:

**VOTED:** To approve the 2020 Board nominations presented.

The secretary of the Board then cast a single vote for each nominee on the slate of nominees and therefore each nominee was elected by acclamation of the membership.

**Treasurer's Report** – Mr. Mazza reviewed the current Association financials including an overview of the Balance Sheet, Profit and Loss, and Budget-vs-Actuals report. The financials of the Association are in good shape.

**[Meeting Suspended at 3:50 PM]**

**[Meeting Resumed – Thursday, October 10, 2019 at 8:04 AM EDT]**

Mr. Ignacio welcomed the FAMA members back and thanked Hannay Reels for their breakfast sponsorship. Mr. Ignacio also thanked all the other meeting sponsors for their generous support.

A couple housekeeping items were discussed.

The lead generation report on the FAMA website fire service resources was reported to be a deterrent of using the information.

For future Associations meetings, WIFI access needs to be provided in the meeting rooms.

Board of Directors Report – Mr. Ignacio, President, provided a report on the status of the Association and the Board's 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 and AFG/SAFER.

**Statistics Committee Report** – Mr. Paul Bostrom, Chair, presented a review of the FAMA statistics data analysis:

- Average North American fire apparatus bookings covering the years 2002 through 2019 YTD. A small increase in vehicle sales was reported in a 12-month rolling comparison to prior year.
- A data report of Total Fire Apparatus Sales (12-month rolling) booked and shipped.
- A 12-month rolling report of fire apparatus sales by quarter.
- 12 -month rolling booked and shipped data reports were provided by product type (Aerials, Pumpers, Tanker, and Vehicles with Pumps).
- A 12-month rolling report of custom-vs-commercial chassis sold. It was noted, there has been an increase in custom chassis sales over commercial.

**Education – Surveys Report** – Presented by Mr. Gary Pacilio

- Mr. Pacilio provided a detailed review of the demographics of the respondents to the 2019 FAMA Industry Outlook Survey.
- Per the results, the priorities of the purchasing cycle were ranked in the following order: quality, service and price.
- The Preferred Purchasing Attributes were ranked in the following order:
  - 1) Parts and Service
  - 2) Customer Service.
- The Apparatus Replacement Decision Point is determined by years in service 49% of the time.

- The top three primary Purchasing Influencers were reported to be: OEM/Dealer, Word of Mouth, and Tradeshows.
- The 2020 FAMA Industry Outlook Survey will be kicked off after the 2020 Spring Meeting.
- A request was made to provide a review of the year to year change in data.

**Technical Committee Report** – Presented by committee co-chairs Mr. Lackore and Mr. Miller.

- Mr. Lackore reviewed the Subcommittee leaders.
- FDSOA 2020 will be held in Scottsdale, AZ. The committee has developed preliminary presentation topics and identified presenters.
- An updated plan for the FAMA Forum Schedule thru March 2021 with article topics and writers was reviewed. As of today, the November 2020 article will be written by John Witt on low hose bed benefits.
- Mr. Lackore reported the committee's plans to develop a Yellow Line Worksheet.
- Three new FAMA Safety Signs and 33 newly developed Graphical Symbols were presented for approval.
- NFPA 1901/1906 are currently in a holding pattern.
- Night Mode Warning Lights:
  - The intensity definition of night mode warning light night-vs-day is based on SAE J2087.
  - During the Technical Committee Planning Meeting on Tuesday, October 8<sup>th</sup>, it was agreed that a Buyer's Guide is needed. A draft Buyer's Guide will be developed by Spring Meeting 2020. Mr. Lackore provided a brief review of the content planned for the guide.
- The committee also has an Apparatus Replacement Plan on their project list.
- Mr. Miller provided a review on the status of the Buyer's Guides Project. Currently there are 28 published guides, 7 guides currently with the Board for review, and 12 pending guides. A status report by subcommittee was provided:
  - Body subcommittee currently three guides drafted and four pending.
  - Chassis subcommittee has three guides drafted and one pending.
  - Electrical subcommittee has three guides pending.
  - Aerial subcommittee has one guide pending.
  - Foam subcommittee has one guide pending.
  - Pump subcommittee has one guide drafted and three pending.

**Education – Scholarship Report** – Presented by Mr. Lou Milanovich

- Mr. Milanovich thanked the Akron Brass Company for their ongoing sponsorship of the program.
- He reviewed universities and colleges that are contacted annually to promote the scholarship program and encourage students to apply.
- The application requirements and qualifications were reviewed.
- The 2019 award recipient was William Calcagno at the University of Maryland.
- For 2020, agreement was made to allow for formal a presentation to the recipient to be made during the general session at Fire Rescue International.

**Membership Committee Report** – Mr. Gregg Geske, Chair, provided the committee report

- Mr. Geske reviewed the committee members and their annual objectives.
- He reviewed the committee's New Member/First-Time Meeting Attendee Mentor Program and the new members that have joined since the 2018 Fall Meeting and 2019 Spring Meeting.
- Mr. Geske recognized 36 Member Companies that have attended the last four meetings (consecutively).
- Mr. McNabb thanked Mr. Geske for all his work on the First-Time Attendee/New Member Mentoring Program.

**Marketing & Trade Show Committee Report** – Mr. Oran McNabb, Board Liaison, provided the committee report.

- Mr. McNabb announced that the Committee Chair position is currently open and he is looking for interested member representatives.
- The 2020 Spring Meeting Graphics were presented.
- Future marketing activities will be 'outward' facing rather than 'inward' facing to build awareness and understanding of FAMA's mission.
- Mr. McNabb provided a review of the plans for FAMA's sponsorship at FDSOA on January 12, 2020.
- He announced that Clarion will be enlisted to help market the Buyer's Guides with an eblast campaign every month for 12 months.
- Mr. Lackore suggested the possibility to 're-use' the FDSOA / FAMA presentations at FDIC.

#### **Meeting Planning Committee Report** – Presented by Mr. Cahill, Co-Chair

- Mr. Cahill reviewed the members of the Meeting Planning Committee.
- Thanked the meeting sponsors for their support.
- He reviewed the historical Fall Meeting attendance numbers and graphs of attendance by meeting location.

[AI: For future reports, a request was made to add the full membership count to the charts for a clear understanding of the percentage of attendance.]

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

- 2020 Spring – St. Pete Beach, FL – The Don CeSar Hotel – March 21-24
- 2020 Fall – New Orleans, LA – JW Marriott – October 7-9
- 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

#### **Introduction of the 2020 of Board of Directors** – presented by Mr. Halpin.

#### **2020 Board Focus** – presented by Mr. Lingel, 2020 Board President

- Clearly define three primary purposes of FAMA and tie metrics to the purposes to track organizational effectiveness and progress.
- Cascade goals to meet the purposes to the committee action plans.
- Use the Board Strategic Planning Meeting to develop plans to meet the objectives.

#### **General Questions and Discussions**

- A suggestion was made for the FAMA Board to meet with FAMA's similar International Association in Germany at INTERSCHUTZ, called Aero Fuer.
- Mr. Lingel encouraged members to provide public comments on NFPA changes in standards.
- Mr. Lackore suggested including "unbranded" questions in the Industry Outlook survey regarding new technological advancements in general to learn how new advancements and more complex product offerings are working and to gather suggestions for product improvements.
- Should the Association have a purpose to provide training on how to use fire apparatus? Possibly sponsor a university to conduct training specifically for FAMA.
- Mr. Darley suggested the Board consider conducting benchmark projects via universities.

#### **Unfinished Business** – None

#### **New Business** – None

Mr. Ignacio encouraged the members to provide their suggested projects for FAMA to the Board. He the thanked the attendees for making the time to attend and be involved in the Association.

**Next Meeting Notice** – The next meeting of the FAMA Membership will be held March 21-24, 2020 at the The Don CeSar Hotel in St. Pete Beach, 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 9:33 a.m. EDT

A true copy, attest:

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Sonya Kelly  
Recording Secretary

Attachments: Attendee List  
Treasurer's Report

**FAMA GENERAL MEMBERSHIP MEETING  
October 9, 2019 – Toronto, ON**

**Member Company Attendance (at Roll Call)**

Akron Brass Company	David Durstine, Brian Houk, William Simmons
AMDOR, Inc.	Oran McNabb, Bruce Whitehouse
Amity Fire & Safety, Inc.	Jeff Demerjian
Apparatus Equipment & Service, Inc.	William Arbus
APR Plastic Fabricating Inc.	Chad Falls
Austin Hardware & Supply, Inc.	Michael Bednar
Battleshield Industries Ltd	Luc Thibault
Boise Mobile Equipment	Chad Moffat, Var Reeve
Bulldog Fire Apparatus, Inc.	Jeffrey Mazza
C.E. Niehoff & Company	Eddie Villarreal
C.E.T. Fire Pump Mfg., Inc.	Jerry Halpin
Code 3, Inc.	Jonathan Carroll
Dependable Emergency Vehicles	Pino Natale
E-ONE, Inc.	Roger Lackore, Jeff Park, Dan Peters
Elkhart Brass Mfg. Co., Inc.	Ron Truhler
Federal Signal Corporation	Brian Emmel
Fire Reseach Corporation	Peter Luhrs, Jason Witmier
Firetrucks Unlimited	Brian Reyburn
Fort Garry Fire Trucks	Rick Suché
Freightliner Trucks	Jason Pilarczyk
Hale Products, Inc.	David Guynn, Gary Pacilio
Hannay Reels, Inc.	Eric Hannay
Hendrickson	Bob Albano
Hub Fire Engines & Equipment Ltd.	Mike Welte
IMMI	Melissa Dobbs
KME Fire Apparatus	Mike Virnig
Marion Body Works, Inc.	Curt Ignacio
Matheny Fire & Emergency	Tim Allaband
Metalfab Ltd.	Ryan Stacey
Midwest Fire Equipment & Repair Co.	Kraig Scholten
OFAB Inc.	Mark Coley
Oshkosh Airport Products	Lee Morris
Palmetto Fire Apparatus	Andrew Barnard
Pierce Manufacturing, Inc.	Jerry Conley, Jeromie Johnston, John Schultz
Power Products LLC	Danny Ascencio-Hall, Jeff Harper
PPG Industries	Lou Milanovich
RealWheels Corporation	Beverly Lowery

Reelcraft Industries  
ROM Corporation  
Sam Carbis Solutions Group, LLC  
Seagrave Fire Apparatus LLC  
Seats, Inc.  
Signature 4  
Skeeter Brush Trucks, LLC  
Spartan Emergency Response  
Sutphen Corporation  
Task Force Tips, Inc.  
TecNiq, Inc.  
The Will-Burt Company  
Trident Emergency Products, LLC  
United Plastic Fabricating, Inc.  
W.S. Darley & Company  
Ward Diesel Filter Systems  
Weis Fire and Safety Equipment, Inc.  
Whelen Engineering Co., Inc.  
Ziamatic Corp.

John Corner  
Michael Dupay  
David Williamson  
Dan Hohn  
Joe Brey  
Eric Coppess  
William Davidson  
Scott Weishaar  
Kevin Kuszmaul, Julie Phelps  
Philip Gerace, Jeff Hicks, Doug Miller  
Matt Pitzer  
Drew Newman  
Jim Maher  
Patrick Cahill, Andrew Lingel  
Paul Darley  
Scott Beecher  
Mike Weis  
Paul Deming, Jim Stopa  
Mike Adams