



2021 Virtual Spring Meeting

WELCOME

BUSINESS MEETING





2021 Virtual Spring Meeting

CALL TO ORDER

J. Johnston



2021 Virtual Spring Meeting

- 75th Anniversary
- Virtual Environment
- Engaged Meeting Interaction Encouraged
 - Polls
 - Q & A
- Agenda
 - State of the Association
 - Committee Reports from:
 - Statistics
 - GAC
 - Education-Surveys
 - Technical
 - Meeting Planning
- Special Presentation from Dr. Anirban Basu



2021 Virtual Spring Meeting

Thank You To Our Corporate Sponsor



**FIRE &
RESCUE** GROUP



2021 Board of Directors



Past President – Andrew Lingel
United Plastic Fabricating, Inc.



President – Jeromie Johnston
Pierce Manufacturing, Inc.



Vice President – Oran McNabb
AMDOR, Inc.



Secretary – David Durstine
Akron Brass Company



Treasurer – Gary Pacilio
E-ONE, Inc.



Director-at-Large – Bert McCutcheon
Ferrara Fire Apparatus



Director-at-Large – Jason Darley
Darley



2021 Virtual Spring Meeting

SPECIAL WELCOME

New Members

First-Time Attendees

Honorary Members



2021 Virtual Spring Meeting

David Durstine – Board Secretary

- **Anti-Trust / Non-Discrimination Policy**
- **Proof of Meeting Notice** (March 10, 2021)
- **Roll Call** (via Zoom Webinar Attendance Report)
- **Review and Enter Minutes**



2021 Virtual Spring Meeting

TREASURER'S REPORT

Gary Pacilio



Fire Apparatus Manufacturers' Association Balance Sheet

As of December 31, 2020

	As of Dec 31, 2020	As of Dec 31, 2019 (PY)	Change	Total % Change
ASSETS				
Current Assets				
Bank Accounts				
BOA Bill Pay	6,570.55	4,385.55	2,185.00	49.82%
BOA Operating	361,642.25	332,308.31	29,333.94	8.83%
BOA Reserve	215,321.81	215,182.09	139.72	0.06%
BOA Surplus	122,421.14	122,341.70	79.44	0.06%
Total Bank Accounts	\$ 705,955.75	\$ 674,217.65	\$ 31,738.10	4.71%
Other Current Assets				
1600 PrePaid Meeting Deposits	42,500.00	6,250.00	36,250.00	580.00%
Total Other Current Assets	\$ 42,500.00	\$ 6,250.00	\$ 36,250.00	580.00%
Total Current Assets	\$ 748,455.75	\$ 680,467.65	\$ 67,988.10	9.99%
TOTAL ASSETS	\$ 748,455.75	\$ 680,467.65	\$ 67,988.10	9.99%



Budget vs. Actuals: 2020 FAMA Budget - FY20 P&L

January - December 2020

	Actual	Budget	over Budget	% of Budget
130 INCOME			0.00	
230 Revenue			0.00	
Advocacy Sponsorship (Clarion)		45,000.00	-45,000.00	0.00%
Dues	227,800.00	215,900.00	11,900.00	105.51%
GAC Donation		27,000.00	-27,000.00	0.00%
General Funds	594.00	3,500.00	-2,906.00	16.97%
Hill Day	1,330.00	1,900.00	-570.00	70.00%
Meeting Fees (Fall)		31,000.00	-31,000.00	0.00%
Meeting Fees (Spring)	900.00	47,500.00	-46,600.00	1.89%
Meeting Sponsors (Fall)	0.00	40,000.00	-40,000.00	0.00%
Meeting Sponsors (Spring)	24,350.00	39,000.00	-14,650.00	62.44%
Scholarship Sponsor	5,260.95	5,000.00	260.95	105.22%
Services	0.00	0.00	0.00	
Technical Cmte (Sponsors)		7,500.00	-7,500.00	0.00%
Technical Safety Guide	13,354.88	30,000.00	-16,645.12	44.52%
Total 230 Revenue	\$ 273,589.83	\$ 493,300.00	-\$ 219,710.17	55.46%
Total 130 INCOME	\$ 273,589.83	\$ 493,300.00	-\$ 219,710.17	55.46%
BofA Merchant Svcs Reward	237.46	75.00	162.46	316.61%
Interest - BofA - Reserve	139.72	100.00	39.72	139.72%
Interest - BofA - Surplus	79.44	75.00	4.44	105.92%
Unapplied Cash Payment Income	10.35		10.35	
Uncategorized Income	2.55		2.55	
Total Income	\$ 274,059.35	\$ 493,550.00	-\$ 219,490.65	55.53%



Budget vs. Actuals: 2020 FAMA Budget - FY20 P&L (Cont.)

	Actual	Budget	over Budget	% of Budget
131 EXPENSE			0.00	
Accountant Fees	4,800.00	5,500.00	-700.00	87.27%
Advocacy Activities			0.00	
CFSI (Annual)	8,750.00	14,000.00	-5,250.00	62.50%
Newsletter	8,846.00	8,000.00	846.00	110.58%
NFFF (Annual)	2,500.00	2,500.00	0.00	100.00%
Total Advocacy Activities	\$ 20,096.00	\$ 24,500.00	-\$ 4,404.00	82.02%
Annual Fees (Corp)	290.50	300.00	-9.50	96.83%
Awards/Recognition	359.80	600.00	-240.20	59.97%
Bank Fees	6,563.50	7,250.00	-686.50	90.53%
Board Meetings/Retreats	552.15	10,500.00	-9,947.85	5.26%
Education-Scholarship	5,007.75	7,500.00	-2,492.25	66.77%
GAC Activities			0.00	
Governmental Affairs - US	35,235.00		35,235.00	
Total GAC Activities	\$ 35,235.00	\$ 0.00	\$ 35,235.00	



Budget vs. Actuals: 2020 FAMA Budget - FY20 P&L (Cont.)

	Actual	Budget	over Budget	% of Budget
Hill Day Fees		42,500.00	-42,500.00	0.00%
Insurance Premiums	899.42	1,600.00	-700.58	56.21%
Legal	9,800.00	12,000.00	-2,200.00	81.67%
Management Fees	63,156.63	70,000.00	-6,843.37	90.22%
Marketing/PR	29,037.59	25,000.00	4,037.59	116.15%
Member Meetings (Fall)	9,090.67	90,000.00	-80,909.33	10.10%
Member Meetings (Spring)	31,566.28	130,000.00	-98,433.72	24.28%
Membership (Plaques)		2,000.00	-2,000.00	0.00%
Membership Recruitment		5,000.00	-5,000.00	0.00%
Office	10,440.79	7,000.00	3,440.79	149.15%
Statistics Program	18,215.05	22,500.00	-4,284.95	80.96%
Technical	10.90	6,500.00	-6,489.10	0.17%
Travel - Administrative	199.22	7,500.00	-7,300.78	2.66%
Total 131 EXPENSE	\$ 245,321.25	\$ 477,750.00	-\$ 232,428.75	51.35%
Total Expenses	\$ 245,321.25	\$ 477,750.00	-\$ 232,428.75	51.35%
Net Operating Income	\$ 28,738.10	\$ 15,800.00	\$ 12,938.10	181.89%
Net Income	\$ 28,738.10	\$ 15,800.00	\$ 12,938.10	181.89%



Fire Apparatus Manufacturers' Association

Balance Sheet

As of April 1, 2021

	As of Apr 1, 2020		Total	
	As of Apr 1, 2021	(PY)	Change	% Change
ASSETS				
Current Assets				
Bank Accounts				
BOA Bill Pay	27,500.74	6,475.55	21,025.19	324.69%
BOA Operating	441,837.62	410,020.88	31,816.74	7.76%
BOA Reserve	215,348.35	215,224.01	124.34	0.06%
BOA Surplus	122,436.24	122,365.54	70.70	0.06%
Total Bank Accounts	\$ 807,122.95	\$ 754,085.98	\$ 53,036.97	7.03%
Other Current Assets				
1600 PrePaid Meeting Deposits	42,500.00	0.00	42,500.00	
Total Other Current Assets	\$ 42,500.00	\$ 0.00	\$ 42,500.00	
Total Current Assets	\$ 849,622.95	\$ 754,085.98	\$ 95,536.97	12.67%
TOTAL ASSETS	\$ 849,622.95	\$ 754,085.98	\$ 95,536.97	12.67%



Fire Apparatus Manufacturers' Association

Profit and Loss

January 1 - April 1, 2021

	Total	
	Jan 1 - Apr 1, 2021	Jan 1 - Apr 1, 2020 (PY)
Income		
130 INCOME		
230 Revenue		
Dues	221,006.00	224,400.00
Hill Day	25.00	1,330.00
Meeting Fees (Spring)		48,025.00
Meeting Sponsors (Fall)		2,500.00
Meeting Sponsors (Spring)		37,100.00
Services		10,200.00
Total 230 Revenue	\$ 221,031.00	\$ 323,555.00
Total 130 INCOME	\$ 221,031.00	\$ 323,555.00
BofA Merchant Svcs Reward	145.35	237.46
Interest - BofA - Reserve	36.44	41.92
Interest - BofA - Surplus	5.20	23.84
Unapplied Cash Payment Income	0.00	0.00
Total Income	\$ 221,217.99	\$ 323,858.22
Gross Profit	\$ 221,217.99	\$ 323,858.22



	Total	
	Jan 1 - Apr 1, 2021	Jan 1 - Apr 1, 2020 (PY)
Expenses		
131 EXPENSE		
Accountant Fees	500.00	250.00
Advocacy Activities		
CFSI (Annual)		3,750.00
Newsletter		4,526.00
Total Advocacy Activities	\$ 0.00	\$ 8,276.00
Annual Fees (Corp)	269.50	290.50
Awards/Recognition		359.80
Bank Fees	3,676.23	5,709.26
Board Meetings/Retreats		552.15
GAC Activities		
Governmental Affairs - US	10,000.00	20,000.00
Total GAC Activities	\$ 10,000.00	\$ 20,000.00
Insurance Premiums	1,807.00	899.42
Legal	2,450.00	4,900.00
Management Fees	16,917.49	16,884.99
Marketing/PR	16,229.12	13,766.15
Member Meetings (Fall)	551.25	3,767.49
Member Meetings (Spring)		72,465.18
Office	1,949.23	3,259.61
Statistics Program	984.90	
Technical		934.34
Technical Safety Guide	2.60	
Total 131 EXPENSE	\$ 55,337.32	\$ 152,314.89
Travel - Business Manager	107.47	
Uncategorized Expense	6.00	
Total Expenses	\$ 55,450.79	\$ 152,314.89
Net Operating Income	\$ 165,767.20	\$ 171,543.33
Net Income	\$ 165,767.20	\$ 171,543.33



2021 Virtual Spring Meeting

Board of Directors' Report

Jeromie Johnston



2021 Virtual Spring Meeting

- Association is healthy and thriving amidst the pandemic
 - By Laws have been updated to allow business to be conducted remotely
 - Successful in utilizing remote meetings to engage and inform membership
- Leveraging existing (and creating new) avenues to promote FAMA and FAMA membership
 - FAMA Forum articles
 - NFPA representation
 - GAC Virtual Hill Day participation
- Sound Association financial position enabling exciting upcoming projects
 - 75th Anniversary FAMA History Book
 - Apparatus Replacement Guideline Project
- Continued strong committee leadership and participation
- Long-Range Planning Committee seeking input into the long-range trajectory of FAMA



2021 Virtual Spring Meeting

Poll Question 1

Association Direction



2021 Virtual Spring Meeting

Committee Reports



2021 Virtual Spring Meeting

STATISTICS COMMITTEE

Paul Bostrom
John Schultz

Board Liaison: Andrew Lingel



Committee Members

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

Board Liaison: Andrew Lingel



2021 Virtual Spring Meeting

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 quarterly summary report of statistics data



2021 Virtual Spring Meeting

Recent Statistics Correction

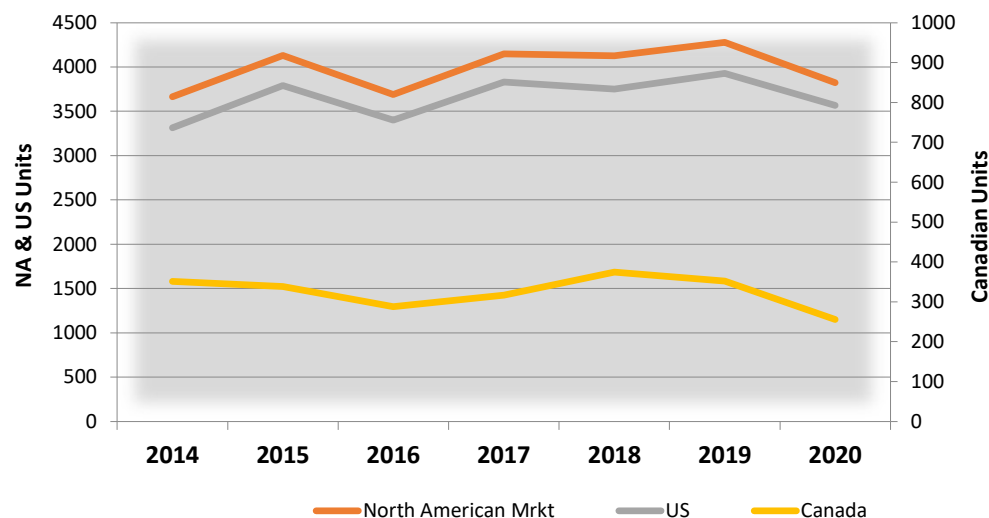
An issue with the **shipment data** reported in **Q4 2020** was identified. An **additional 283 units** were misreported as being shipped in Q4 2020, but the units actually shipped during the timeframe of **Q1 2019 thru Q4 2020**.

The Committee worked with the website developer to correct the system and apply the 283 shipments to the accurate quarter (Q1 2019 thru Q4 2020). After the corrections were made, the accounting firm confirmed the accuracy of the data in the program.

Procedures and analysis of potential errors related to volume will be developed to prevent similar issues in the future.



North American Fire Apparatus Bookings



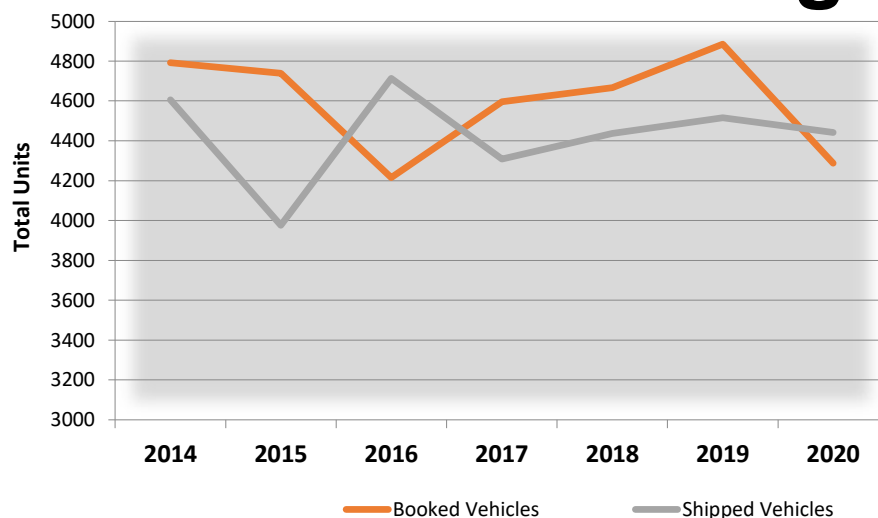
Years	US Average Annual Vehicle Sales	Canada Average Vehicle Sales	Total Average Annual Vehicle Sales	Total Vehicle YOY Growth %
2009-2013	3147	350	3497	
2014 -2018	3618	334	3951	+13.0%
2019	3929	352	4281	+8.4%
2020	3568	256	3824	-10.7%

12 Month Rolling 3824 units

Does not include ARFF or Refurbs



Total Industry Bookings and Shipments



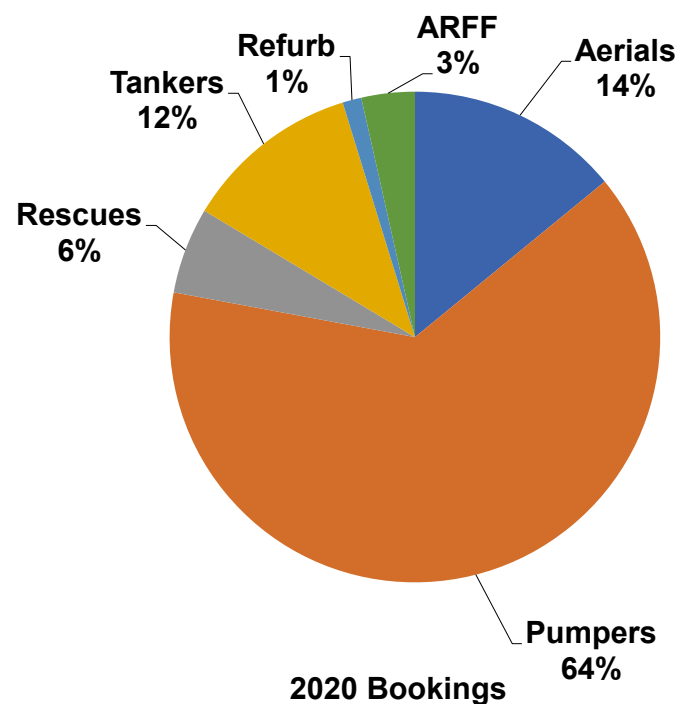
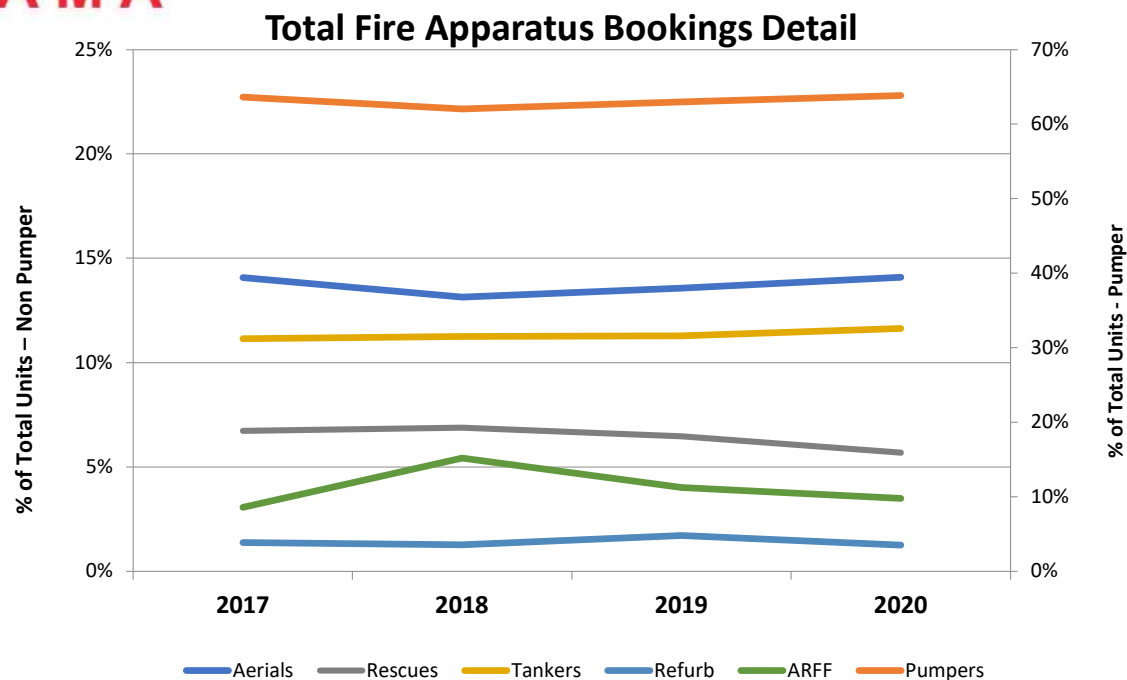
Years	Booked Vehicles	Booked Vehicles YOY Growth %	Shipped Vehicles	Shipped Vehicle YOY Growth %
2009 -2013	4234		4278	
2014 -2018	4602	+8.7%	4408	+3.0%
2019	4886	+6.2%	4515	+2.4%
2020	4288	-12.2%	4442	-1.6%

*All vehicles: includes ARFF & Refurb

*All regions



Total Fire Apparatus Sales 12 Month Rolling

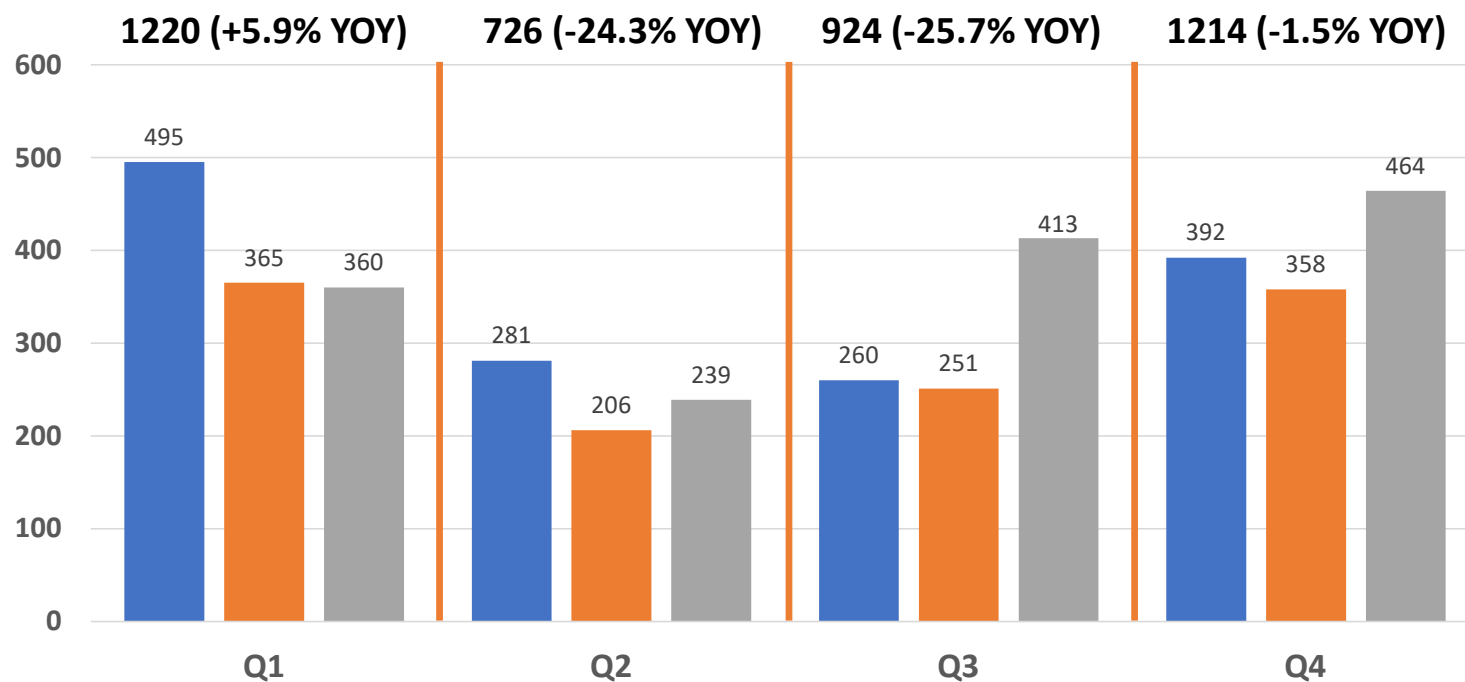


12 Month Rolling 4288 units

*All vehicles: includes ARFF & Refurb
*All regions



Fire Apparatus Sales by Month 12 Month Rolling

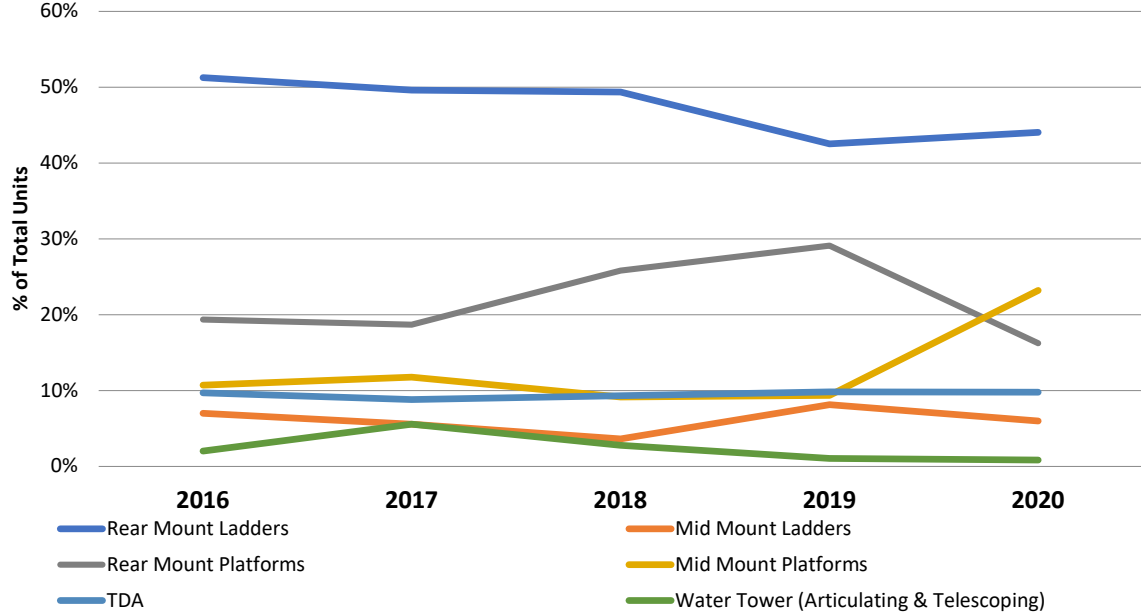


Does not include ARFF or Refurbs
All regions

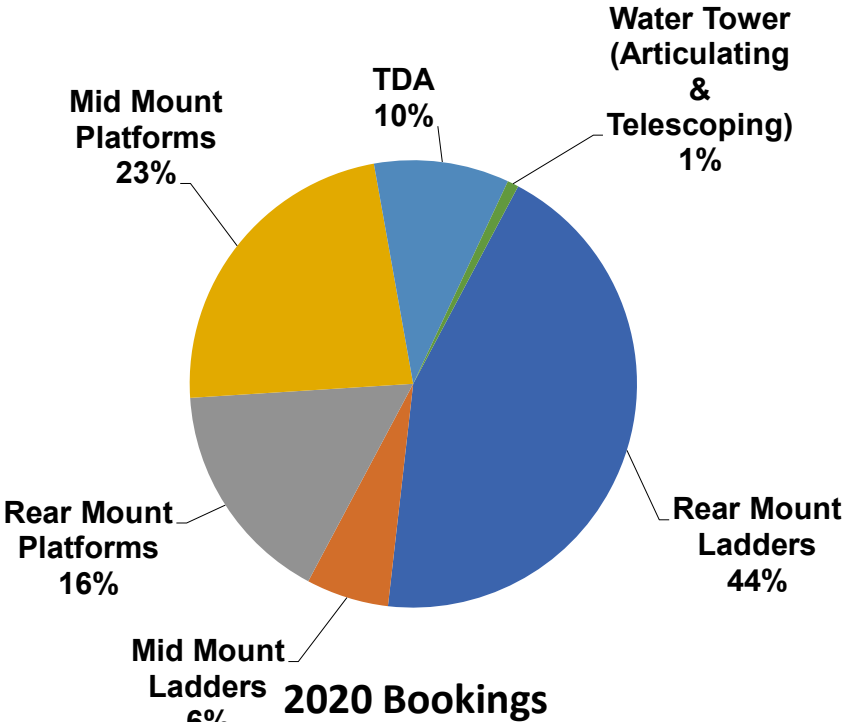


Aerial Bookings	Quantity	YOY Growth %
Rear Mount Ladders	266	-5.7%
Mid Mount Ladders	36	-33.3%
Rear Mount Platforms	98	-44.0%
Mid Mount Platforms	140	+125.8%
Tillers	59	-9.2%
Water Tower (telescoping & articulating)	5	-28.6%

Aerial Apparatus Bookings Detail



Aerial Apparatus Sales 12 Month Rolling

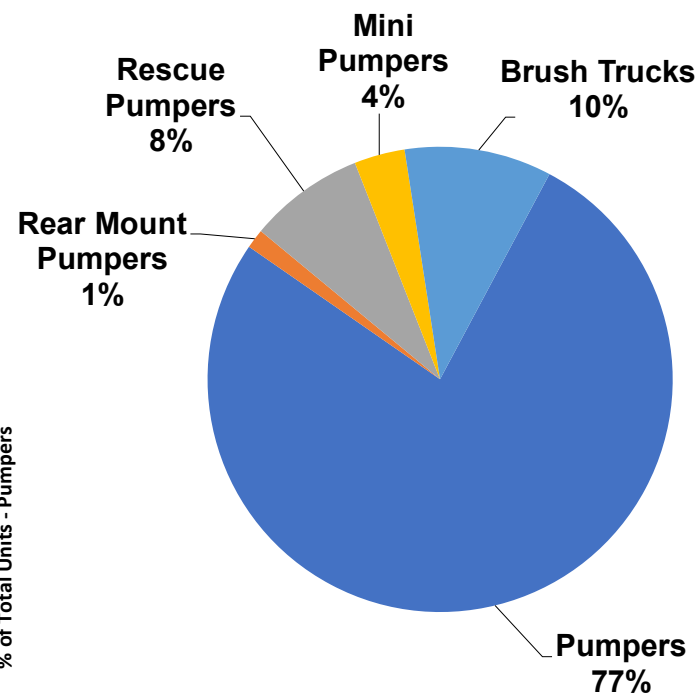
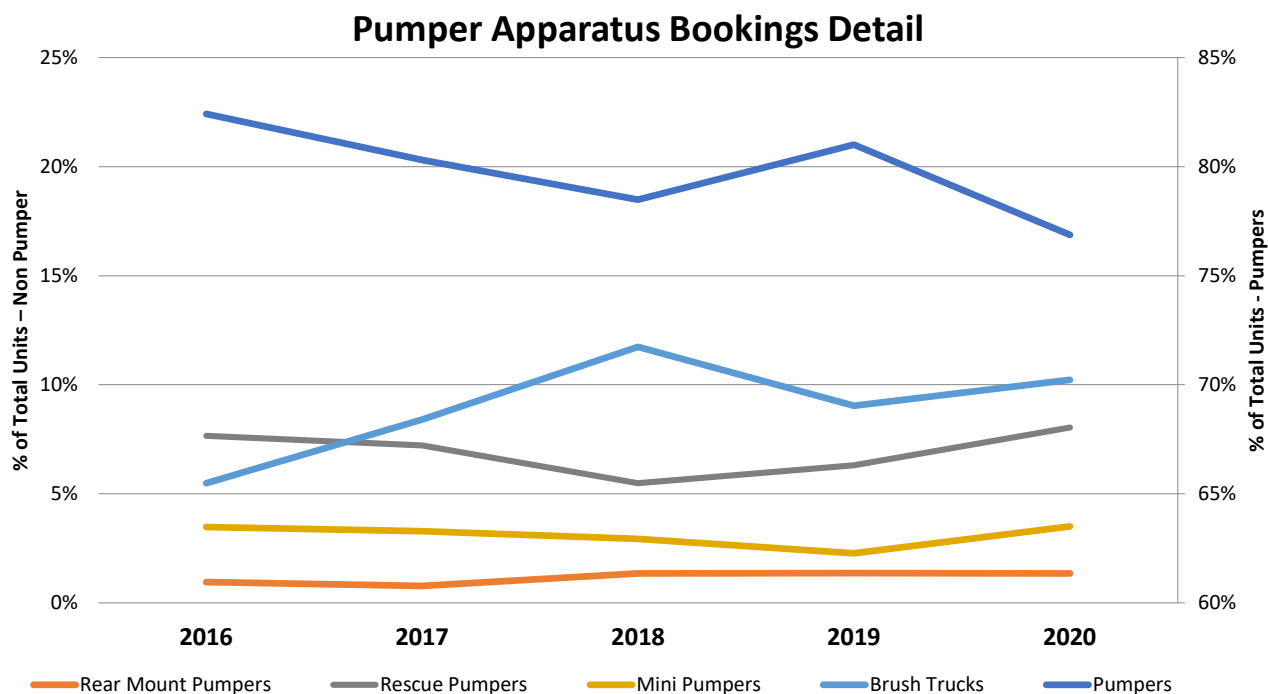


- **604 Booked** (-8.8% YOY)
- **595 Shipped** (-2.0% YOY)



Pumper Bookings	Quantity	YOY Growth %
Pumpers	2104	-15.6%
Rear Mount Pumpers	37	-11.9%
Rescue Pumpers	220	+13.4%
Mini Pumpers	70	+37.1%
Brush Trucks	280	+0.7%

Pumper Apparatus Sales 12 Month Rolling



2020 Bookings

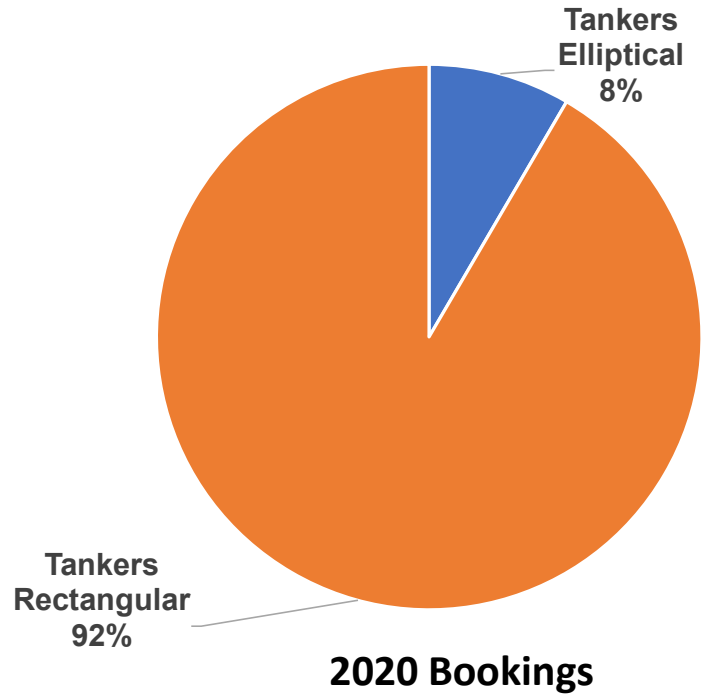
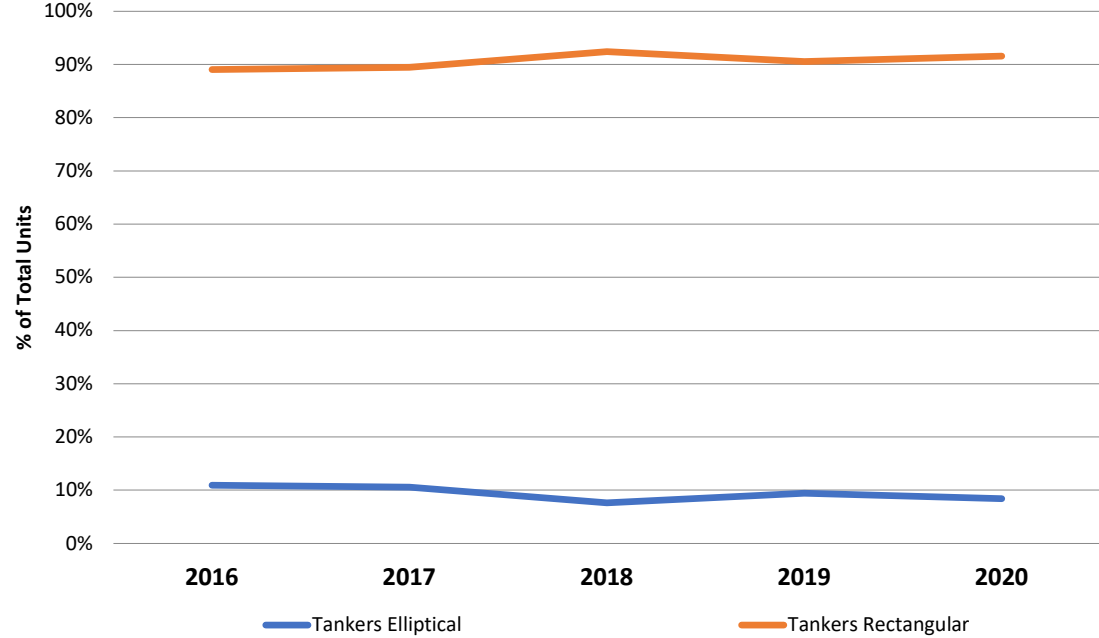
- **2,737 Booked** (-11.0% YOY)
- **2,880 Shipped** (+1.4% YOY)



Tanker Bookings	Quantity	YOY Growth %
Elliptical	42	-19.2%
Rectangular	457	-8.4%

Tanker Apparatus Sales 12 Month Rolling

Tanker Apparatus Bookings Detail



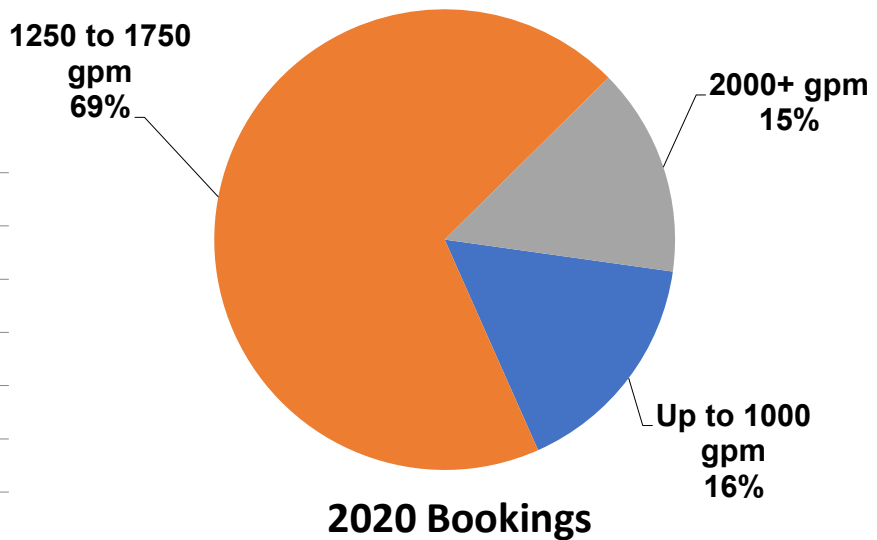
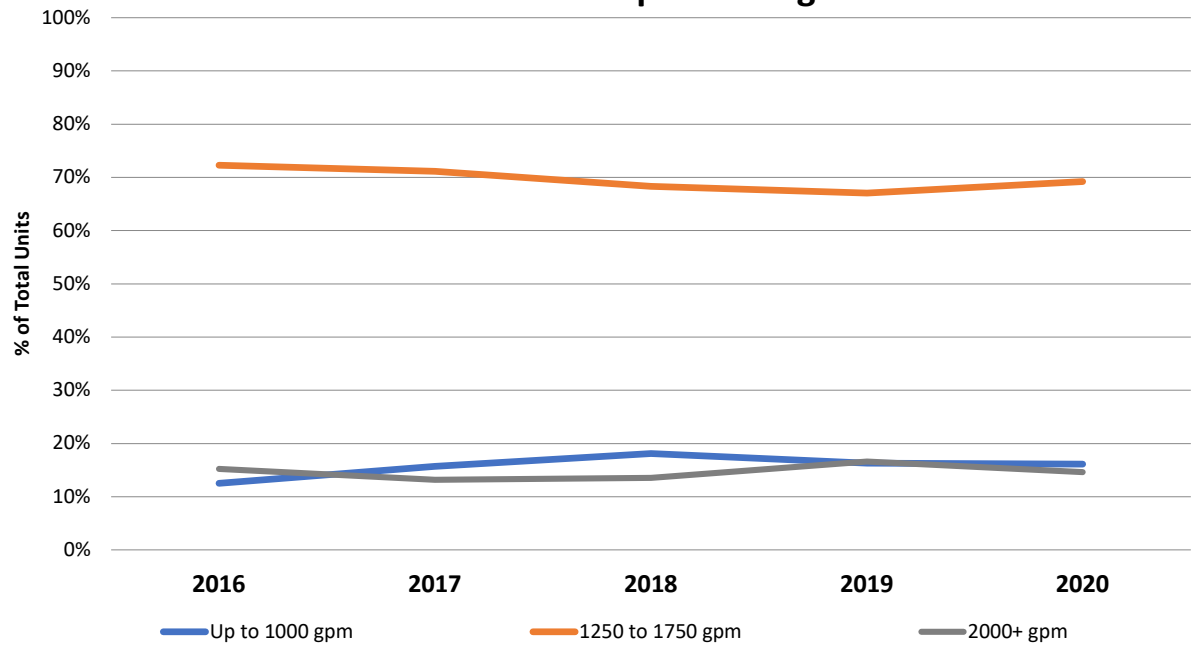
- **499 Booked** (-9.4% YOY)
- **456 Shipped** (-8.6% YOY)



Vehicles with Pumps Sales 12 Month Rolling

Pumper Bookings	Quantity	YOY Growth %
Up to 1000 GPM	585	-11.5%
1250 – 1750 GPM	2513	-7.5%
2000+ GPM	531	-21.2%

Vehicles with Pumps Bookings Detail

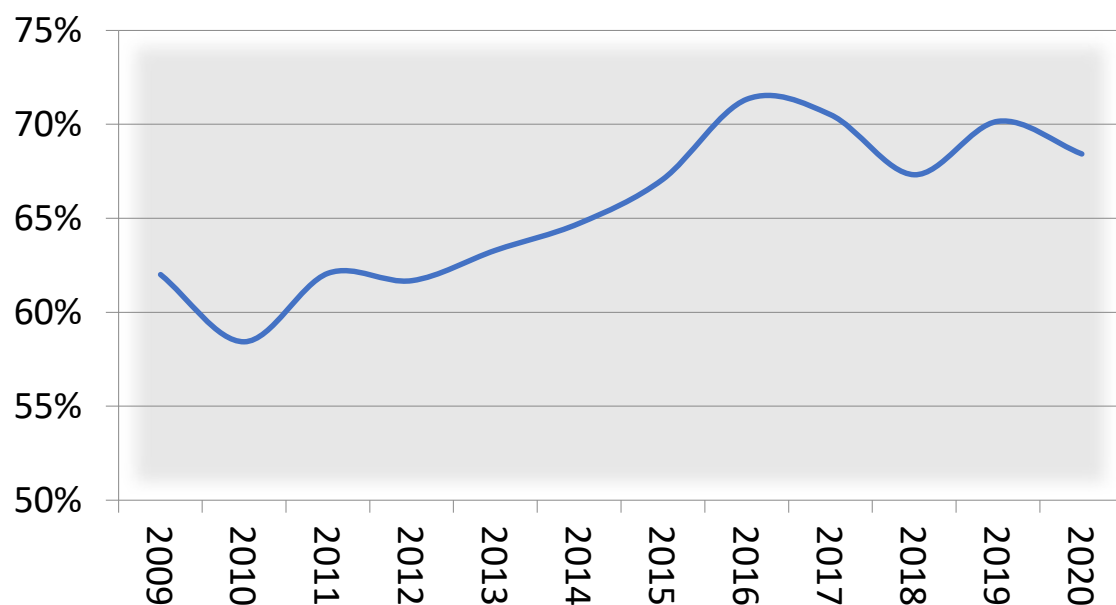


- **3,629 Booked** (-10.4% YOY)
 - **3,732 Shipped** (-1.0% YOY)
- Does Not Include ARFF & Refurbs



Total Industry Bookings Custom vs Commercial Chassis

Custom Chassis Annual Percent Usage – All Products



Year	Commercial	Custom	Custom YOY Growth %
2009-2013	38.4%	61.6%	
2014-2018	31.9%	68.1%	+6.5%
2019	29.8%	70.2%	+2.1%
2020	31.6%	68.4%	-1.8%

Rolling 12 Month: 31.6% Commercial / 68.4% Custom

All products, all regions



2021 Virtual Spring Meeting

Poll Questions 2 & 3 Statistics Questions



2021 Virtual Spring Meeting

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



2021 Virtual Spring Meeting

Governmental Affairs Committee

Lee Morris
David Durstine



GAC Members

- Lee Morris, FAMA Co-Chair
- David Durstine, FAMA Co-Chair
- John Granby, FEMSA Co-Chair
- Scott Beecher
- Mark Brenneman
- Craig Brooks
- Corey Carlson
- Tim Dean
- John McNulty
- Chad Moffat
- Cindy Morgan
- Mike Natchipolsky
- David Russell
- Jeff Mazza
- Craig Brooks

GAC Support

Dave Gatton and Development Initiatives Inc. (DII)
Washington Consultant



2021 Committee Goals

1. Navigate the current COVID-impacted legislative environment – finding ways to keep member companies informed and engaged with their representatives
2. Update the Home Day Tool Kit in current status on the GAC website, and encourage member companies to host Home Days (even if Virtual)
3. Plan & execute 2021 Virtual Hill Day to encourage the continued trends for increased annual funding.
4. Plan for 2022 Hill Day activities
5. Meet with FEMA to discuss full AFG allocation of funding to the cap for emergency vehicles.



2021 Hill Day and Home Days

- Greater member participation is needed for Hill Day
 - Dates: May 18th-20th (via Zoom Conferencing)
 - Register today at [FAMA.org](https://www.fama.org)
- Home Days **Home Days are Critically Important for 2021**
If you are unable to host an in person visit, please consider a Virtual Event

Reminder: *Please share your Home Day events by sending photos and a brief description of activities to info@fama.org to post on the GAC website and for tracking purposes.*



Annual & Ongoing GAC Activities



Photo from 2020 Alliance Luncheon

- Annual Alliance Luncheon
- Sponsor the annual CFSI Holiday Party
- Continue to work with FEMA and the Grants office
- Participate in the National Advisory Committee of CFSI
- Continue to advocate for full funding for the AFG grant program during the year



2021 Activities for the Members!

It hasn't changed, it's a Relationship Business!!

- Call your Congressional Offices to Promote AFG, SAFER, USFA and USAR funding initiatives
- Invite your congressional office to visit your facility
- Host a Home day (even if virtual).
- Mark your calendar: May 18th-20th GAC Virtual Hill Day
- Continue to discuss the Occupational issues surrounding the Fire Service
- Report back to the GAC about your activity and success



The GAC thanks you for your support!

If there are any questions or you are interested in joining the committee, please contact Lee Morris or David Durstine.



2021 Virtual Spring Meeting

EDUCATION SURVEY COMMITTEE

**Jerry Conley
Phil Gerace**

Board Liaison: Gary Pacilio



In Q4 2020, FAMA Launched 2 Surveys:

- 1. State of the Fire Service**—Feedback from fire departments about budgets, forecasts, and preferences.
- 2. Member Outlook Survey**—Blind feedback from FAMA Membership about forecasts, concerns, and trends. All information is aggregated and individual responses are blind to Board, Committee, and membership.



State of the Fire Service 2020/2021

ANSWER CHOICES	RESPONSES	
Career department	21.92%	263
Volunteer department / Paid on call	46.67%	560
Combination career & volunteer department	19.42%	233
Private / Contractual department	0.58%	7
State / Federal department	0.67%	8
Other (please specify)	10.75%	129
TOTAL		1,200

ANSWER CHOICES	RESPONSES	
Fire Chief / Commissioner	25.33%	304
Assistant / Battalion Chief	15.67%	188
Officer	23.17%	278
Firefighter	23.42%	281
Other	12.42%	149
TOTAL		1,200

As Compared to Previous Survey

- -473 Respondents
- +3% Career Dpts in 2020/2021 Survey
- +2% Fire Chiefs

For the Member Outlook Survey:

- 2016 Survey: 45 Respondents
- 2020 Survey: 77 Respondents

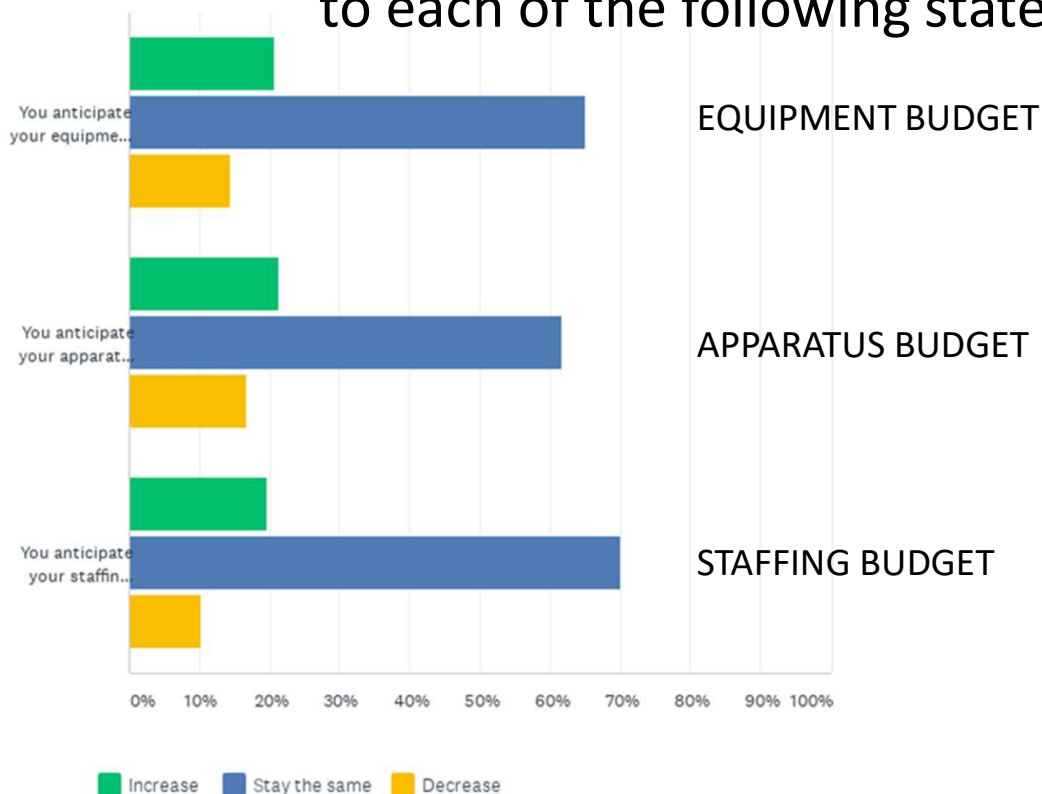


State of the Fire Service Highlights

Select Questions, For the Full Report see the results in the FAMA Vault



In consideration of next year (2021), please respond to each of the following statement:



Equipment:

- 21% Increase
- 79% Unchanged or Decrease

Apparatus:

- 21% Increase
- 79% Unchanged or Decrease



FAMA Member Outlook Highlights

Select Questions, For the Full Report see the results in the FAMA Vault



Please complete the following three statements. Over the next six months, we expect our...

	INCREASE SIGNIFICANTLY	INCREASE SLIGHTLY	REMAIN UNCHANGED	DECREASE SIGNIFICANTLY	DECREASE SLIGHTLY	TOTAL
orders to:	7.79% 6	36.36% 28	27.27% 21	3.90% 3	24.68% 19	77
sales to:	6.49% 5	37.66% 29	28.57% 22	2.60% 2	24.68% 19	77
sales prices to:	7.79% 6	55.84% 43	31.17% 24	1.30% 1	3.90% 3	77

Orders:

- 44% Increase
- 52% Unchanged or Decrease Slightly

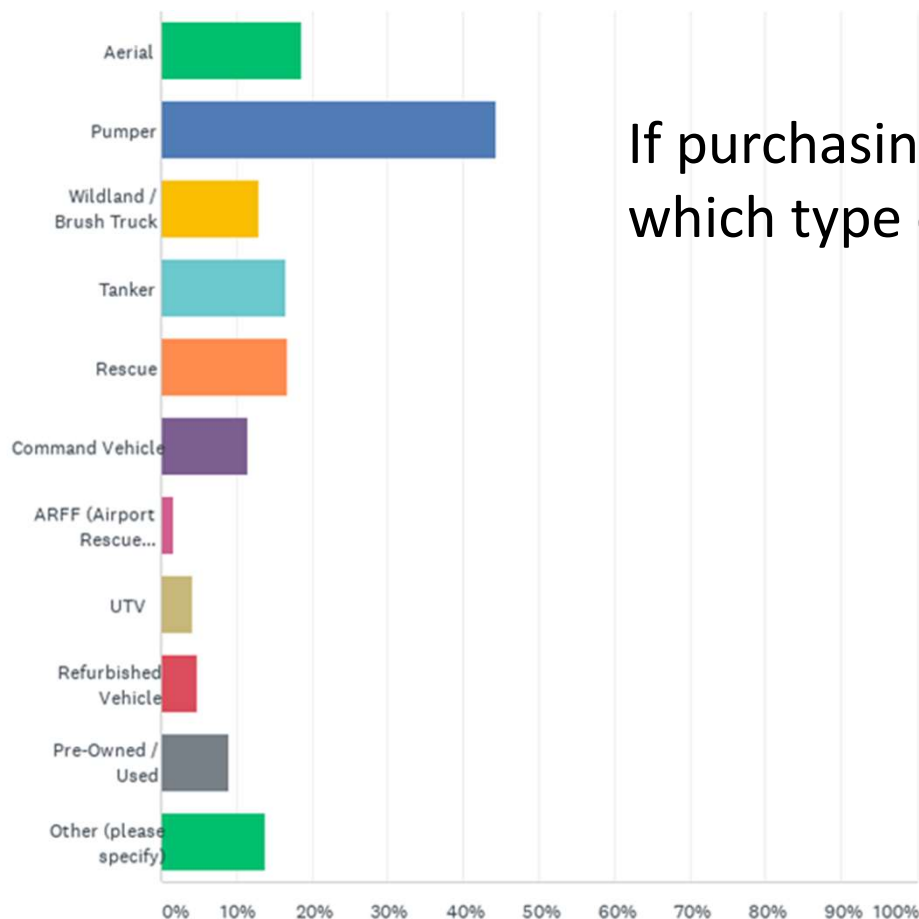
Pricing:

- 64% Increase
- 35% Unchanged or Decrease Slightly



State of the Fire Service Highlights

Select Questions, For the Full Report See the results in the FAMA Vault



If purchasing apparatus in the next fiscal year, which type do you anticipate purchasing?

2020 vs 2018 Survey:

- Increase in Aerial
- Increase in Pumper
- Decrease in Pre-Owned



State of the Fire Service Highlights

Select Questions, For the Full Report see the results in the FAMA Vault



How important are the following service/manufacturer attributes in the purchase of new apparatus (1 is most important, 5 is least important)?

	1	2	3	4	5	TOTAL
Brand	20.63% 211	12.71% 130	16.62% 170	17.01% 174	33.04% 338	1,023
Local dealer	15.05% 154	20.53% 210	21.80% 223	24.73% 253	17.89% 183	1,023
Relationship with sales person	10.56% 108	16.42% 168	30.89% 316	22.09% 226	20.04% 205	1,023
Customer service experience	19.75% 202	30.01% 307	18.28% 187	22.87% 234	9.09% 93	1,023
After-sales service and parts	34.02% 348	20.33% 208	12.41% 127	13.29% 136	19.94% 204	1,023

Most Important:

- After-Sales Parts & Service
- Customer Service Experience

Least Important:

- Brand
- Local Dealer/Sales person



State of the Fire Service Highlights

Select Questions, For the Full Report see the results in the FAMA Vault



Rank the importance of each of the following when seeking information on apparatus and equipment (1 is most important, 7 is least important)?

	1	2	3	4	5	6	7	TOTAL
Trade publications	10.05% 98	12.10% 118	13.33% 130	17.44% 170	17.95% 175	17.74% 173	11.38% 111	975
Trade website articles	2.67% 26	11.38% 111	14.97% 146	17.13% 167	26.05% 254	23.69% 231	4.10% 40	975
Trade shows	11.28% 110	16.31% 159	19.08% 186	17.23% 168	14.05% 137	11.38% 111	10.67% 104	975
Networking with industry colleagues	24.31% 237	14.36% 140	19.49% 190	16.00% 156	9.95% 97	9.74% 95	6.15% 60	975
Manufacturer / Dealer websites	12.00% 117	20.21% 197	17.95% 175	16.51% 161	16.51% 161	12.92% 126	3.90% 38	975
Manufacturer / Dealer salespersons	29.95% 292	20.62% 201	9.54% 93	8.62% 84	9.64% 94	14.05% 137	7.59% 74	975
Social media (Facebook/Twitter, etc.)	9.74% 95	5.03% 49	5.64% 55	7.08% 69	5.85% 57	10.46% 102	56.21% 548	975

Most Effective:

- Mftr/Dealer Salespersons
- Networking with Industry Colleagues

Least Effective:

- Social Media
- Trade Publications
- Trade Website Articles



FAMA Member Outlook Highlights

Select Questions, For the Full Report see the results in the FAMA Vault



Please rate the effectiveness of each of the following methods used to market your products:

	NOT AT ALL EFFECTIVE	2 - NOT VERY EFFECTIVE	3 - NEITHER	4 - EFFECTIVE	5 - VERY EFFECTIVE	NOT APPLICABLE	TOTAL
Website	1.39% 1	0.00% 0	9.72% 7	63.89% 46	25.00% 18	0.00% 0	72
Social media	2.78% 2	4.17% 3	12.50% 9	59.72% 43	16.67% 12	4.17% 3	72
Magazine advertisements	6.94% 5	20.83% 15	25.00% 18	37.50% 27	2.78% 2	6.94% 5	72
Trade shows	4.17% 3	9.72% 7	18.06% 13	45.83% 33	19.44% 14	2.78% 2	72
Other	8.33% 6	1.39% 1	12.50% 9	8.33% 6	15.28% 11	54.17% 39	72

Most Effective Marketing:

- Mftr Website
- Social Media

Least Effective Marketing:

- Magazine Advertisements
- Trade Shows



FAMA Member Outlook Highlights

Select Questions, For the Full Report see the results in the FAMA Vault



Rate the percentage of marketing investment you make in the following three core areas:

ANSWER CHOICES	AVERAGE NUMBER	TOTAL NUMBER	RESPONSES
Digital media (social media, website, online banners, email blasts, video, etc.)	35	2,539	72
Print media (placement advertising, direct mail, catalogs, etc.)	20	1,409	70
Event marketing (trade shows, conferences, open houses, hospitality events)	46	3,252	70
Total Respondents: 72			



FAMA Member Outlook Highlights

Select Questions, For the Full Report see the results in the FAMA Vault



How concerned are you about each of the following issues?

	1 - THIS DOESN'T IMPACT OUR BUSINESS	2	3	4	5 - KEEPS ME UP AT NIGHT	TOTAL
State/local taxes	20.78% 16	25.97% 20	16.88% 13	28.57% 22	7.79% 6	77
Federal regulation	11.69% 9	22.08% 17	31.17% 24	24.68% 19	10.39% 8	77
Energy costs	9.09% 7	33.77% 26	41.56% 32	10.39% 8	5.19% 4	77
Funding/budgets	1.30% 1	9.09% 7	18.18% 14	41.56% 32	29.87% 23	77
Overall economic conditions/general sales declines	0.00% 0	9.09% 7	28.57% 22	35.06% 27	27.27% 21	77
Cost of raw materials	0.00% 0	14.29% 11	36.36% 28	40.26% 31	9.09% 7	77
Product liability and litigation	10.39% 8	35.06% 27	35.06% 27	14.29% 11	5.19% 4	77
Health care costs	6.49% 5	24.68% 19	23.38% 18	36.36% 28	9.09% 7	77
Housing market	24.68% 19	22.08% 17	36.36% 28	12.99% 10	3.90% 3	77

Most Concerning Issues:

- Funding/Budgets
- Overall Economic Conditions
- Cost of Raw Materials



FAMA Member Outlook Highlights

Select Questions, For the Full Report see the results in the FAMA Vault



What change do you expect in the level of capital investment over the next 3 years?

ANSWER CHOICES	RESPONSES	
Increase over 20%	9.09%	7
Increase 11-20%	20.78%	16
Increase 1-10%	44.16%	34
No change	24.68%	19
Decrease 1-10%	1.30%	1
Decrease 11-20%	0.00%	0
Decrease more than 20%	0.00%	0
TOTAL		77



2021 Virtual Spring 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

(Akron Brass)

Mike Franckowiak

(Akron Brass)



Body

John House II

(Danko)

xx

(xx)



Electrical

John Doperalski

(Harrison)

Peter Luhrs

(Fire Research)



Foam

Gregg Geske

(Waterous)

Mike Dupay

(Fire Research)



Pumps & Plumbing

Pete Lauffenburger

(Akron Brass)

Mike Sulmone

(Trident)



Chassis

Chris Crowel

(Cummins)

Melissa Dobbs

(IMMI)





FDSOA Support



FIRE DEPARTMENT
SAFETY OFFICERS ASSOCIATION



 Cart



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BRINGING SAFETY TO THE STREETS

2021 FDSOA Virtual Apparatus Conference

Come join us May 18 and 19, 2021

[Click here for all the details and registration! Zoom Zoom!](#)



FDSOA Virtual Topics

- Tires & Wheels
- New Suspension Technology (Round Table)
- What can go wrong in procurement (Round Table)
- Aerial Design Cases
- EPA 2021 Emissions Changes
- Clean Cab
- Succession planning in fleet management (Round Table)
- COVID impacts on fire service



FAMA Forum – New Process

- Coordination of article topics with magazine editorial topics
- Approval of article topics by FAMA Board.
- Collaboration with the FAMA Marketing Committee who will solicit authors.
- Ghost-writing when appropriate

**Fire Apparatus
& Emergency Equipment®**





FAMA Forum Schedule 2021

Jan-21	Fire Industry Statistics	Statistics	Andrew Lingel
Feb-21	Signal Preemption Solutions	Technology	Cory Hohs
Mar-21	Virtual truck specification, training, inspections and buying process		Kaoma Massa, Bert McCutcheon
Apr-21	Buyers Guide Promo	FAMA	Doug Miller
May-21	Cab and equipment disinfection	Technology	Scott Beecher, Sam Massa, Jeremy Tucker, and Jason Witmier
Jun-21	NFPA process and how to get involved	NFPA	Sam Massa
Jul-21	Idle reduction technology	Technology	Roger Lackore, Eric Linsmeier and Scott Oyen
Aug-21	Drones in the fire industry	Technology	Peter Darley
Sep-21	TBD		TBD
Oct-21	Ambulance topic		Steve Rowland
Nov-21	Urban Interface & Wildland & Natural Disasters		TBD
Dec-21	TBD		TBD



NFPA 1900

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Standard for Aircraft Rescue and Firefighting Vehicles, Automotive Fire Apparatus, Wildland Fire Apparatus, and Automotive Ambulances

- **NFPA 1900 Combines and Replaces:**
 - NFPA 1901, 1906 (Wildland)
 - 414 (ARFF)
 - 1917 (Ambulance)
- **First DRAFT Complete**
- **See NFPA website for proposed changes.**



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



NFPA Draft Access

Go to NFPA 1900 – Click on “Next Edition”

CODES & STANDARDS

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NFPA 1900

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Standard for Aircraft Rescue and Firefighting Vehicles, Automotive Fire Apparatus, Wildland Fire Apparatus, and Automotive Ambulances

Please note: NFPA 1900 is in a custom cycle due to the Emergency Response and Responder Safety Document Consolidation Plan (consolidation plan) as approved by the NFPA Standards Council. As part of the consolidation plan, NFPA 1900 is combining Standards NFPA 414, NFPA 1901, NFPA 1906, and NFPA 1917. For consolidated draft and revision cycle information, see the Next Edition tab.

Current Edition: Proposed Standard

[View Document Scope](#)

 Current & Prior Editions

 Next Edition

 Technical Committee

 Ask a Technical Question

 News

 Purchase Products & Training

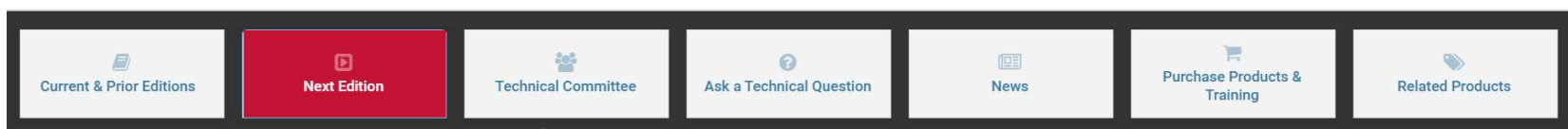
 Related Products



NFPA Draft Access

Click on “View Public Input”

 NFPA 1900



consolidated draft and revision cycle information below.

Next Edition: 2024

Revision Cycle: Custom ERRS Group 2

First Draft

Public Input Closing Date: November 13, 2020

First Draft Report Posting Date: September 3, 2021

[View Public Input](#) 

Second Draft

Public Comment Closing Date: November 12, 2021

Second Draft Report Posting Date: August 12, 2022



NFPA Draft Access



NFPA STANDARDS DEVELOPMENT SITE COMMITTEE REVIEW STAGE

Committee Review Closing Date: September 03, 2021



NOTE: All Public Input must be received by 5:00 pm EST/EDST on the published Closing Date.

Welcome roger.lackore@revfiregroup.com!

NFPA 1900, Standard for Aircraft Rescue and Firefighting Vehicles, Automotive Fire Apparatus, Wildland Fire Apparatus, and Automotive Ambulances, Proposed Edition

[NFPA Document Information Pages](#)
[My Public Input/Comments/NITMAs](#)
[NFPA 1900 Home](#)

Table of Contents: NFPA 1900

- + [Chapter 1 Administration](#)
- + [Chapter 2 Referenced Publications](#)
- + [Chapter 3 Definitions](#)
- + [Chapter 4 Aircraft Rescue and Firefighting Vehicles \(NFPA 414\)](#)
- + [Chapter 5 Aircraft Interior Access Vehicle \(NFPA 414\)](#)
- + [Chapter 6 Acceptance Criteria \(NFPA 414\)](#)
- + [Chapter 7 General Requirements \(NFPA 1901\)](#)
- + [Chapter 8 Pumper Fire Apparatus \(NFPA 1901\)](#)
- + [Chapter 9 Initial Attack Fire Apparatus \(NFPA 1901\)](#)

NEW in Green

Chapter 7 General Requirements (NFPA 1901)

7.1 Administration.

7.1.1* Scope.

Chapters 7 through 31 define the requirements for new automotive fire apparatus and trailers designed to be used under emergency conditions to transport personnel and equipment and to support the suppression of fires and mitigation of other hazardous situations.

7.1.2 Purpose.

This purpose of chapters 7 through 31 is to specify the minimum requirements for new automotive fire apparatus and trailers.

[First Revision No. 405-NFPA 1900-2021](#) [Hide Markup](#)

7.1.3 Application.

7.1.3.1*

Chapters 7 through 31 shall apply to new fire apparatus that meet the following criteria:

- (1) Have 10,000-001 lb (4,500-kg 501 kg) or greater gross vehicle weight rating (GVWR) or are trailers intended to be towed by fire apparatus under emergency response conditions
- (2) Are designed for use under emergency conditions to transport personnel and equipment and to support the suppression of fires and mitigation of other hazardous situations
- (3) Are contracted for on or after January 1, 2016 2024

A.7.1.3.1

The requirements of this standard apply to fire apparatus that have a GVWR of 10,000-001 lb (4500-kg 4501 kg) or greater. While the standard was not written specifically to cover vehicles below that size, fire departments should consider using those portions of this standard that address safety issues with smaller emergency vehicles. This would apply particularly to the restraint of equipment in the driving and crew areas and to providing adequate optical warning devices and reflective striping to increase the visibility of the vehicle.



NFPA 1910

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Standard for Marine Firefighting Vessels and the Inspection, Maintenance, Testing, Refurbishing, and Retirement of In-Service Emergency Vehicles

- **NFPA 1910 Combines and Replaces:**
 - NFPA 1911 (Inspection, Maintenance, Testing)
 - NFPA 1912 (Refurbishment)
 - NFPA 1925 (Marine Fire-Fighting Vessels)
 - NFPA 1071 (EVT Professional Qualifications)
- **First DRAFT Complete**
- **See NFPA website for proposed changes.**



NFPA 1585

Standard on Contamination Control

- **Still in Committee Creating DRAFT**
- **See Scott Beecher**



DEF Sensor - Chassis Committee

Melissa Dobbs

Chris Crowell

- **Exploring DEF Sensor failures**
- **FAMA interest in pursuing common solutions?**
- **Developing straw-man for approaching EPA**



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



California ARB Emissions Warranty Extension Requirement

FAMA reached out to CARB and determined that these requirements DO NOT apply to fire apparatus because of the CARB exemption for emergency vehicles owned by government entities.

COMPLETE



TC079 - Ember Separator Test Method

Create a FAMA test method for validating that we can add to NFPA 1900 in place of the RACOR document

COMPLETE



Buyer's Guide Progress

Thank you Board, Marketing Committee and
Clarion for promoting the Buyer's Guides

Pending	9
Draft	4
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

TC065 Buyers Guide – Hose Bed Sizing

Jay Farrell – Smart Power Systems

Draft



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	Draft
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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Foam

Gregg Geske
Mike Dupay

TC067 Buyers Guide – CAFS

Jeremy Fox -- IDEX

Pending

Pump

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



2021 Virtual Spring Meeting

Thank You



MEETING PLANNING COMMITTEE

Paddy Cahill & Tim Allaband

Board Liaison: Oran McNabb



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
- Ron Truhler – H.O. Bostrom Company, Inc.
- Eddie Villarreal – C.E. Niehoff & Company
- Board Liaison: Oran McNabb



Committee Member Roles

- Paddy 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
- (Open – Maybe YOU!) – Photography, Signs
- Ron Truhler – Golf Tournament Coordinator
- Eddie Villarreal – Speaker Coordinator
- Oran McNabb: Board Liaison



Spring Meeting Year Over Year Attendance

Year	Location	Member Representatives	Guests	Companies Represented / Total Member Companies
2013	Rancho Mirage	68	36	44 out of 124
2014	Orlando	88	41	51 out of 128
2015	St. Augustine	86	44	50 out of 126
2016	Fort Lauderdale	106	61	67 out of 128
2017	St. Pete Beach	97	51	66 out of 130
2018	Coronado Island	92	46	64 out of 130
2019	Hollywood Beach	104	57	77 out of 134
2020	St. Pete Beach*	111	64	75 out of 134
*Registrations prior to event cancellation on 3-13-2020				



2021 Virtual Spring Meeting

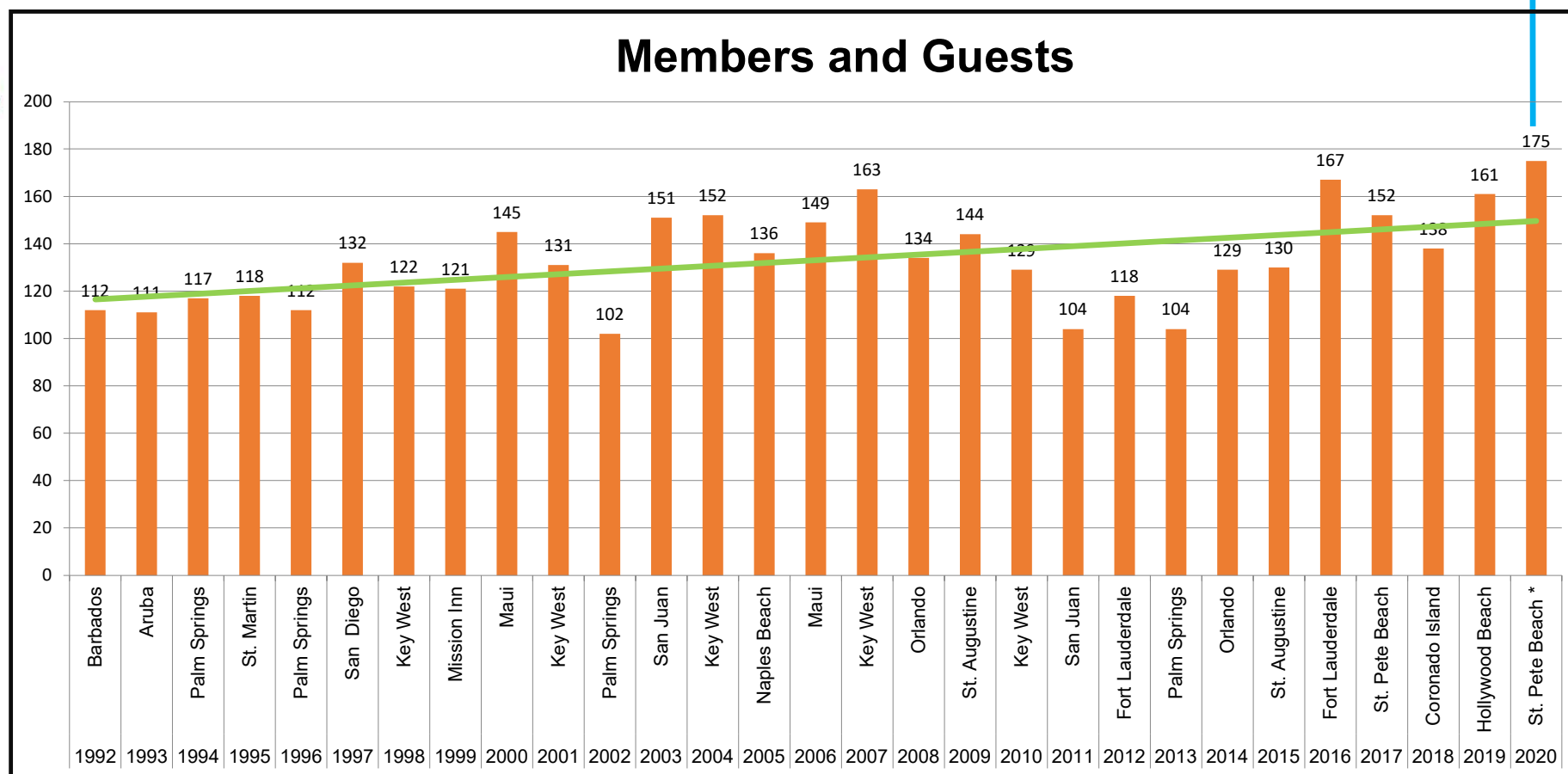
Poll Question 4

Meeting Planning - Question 1



Spring Meeting Attendance

as of 3/6/2020 prior to
receiving cancellations due
to COVID-19

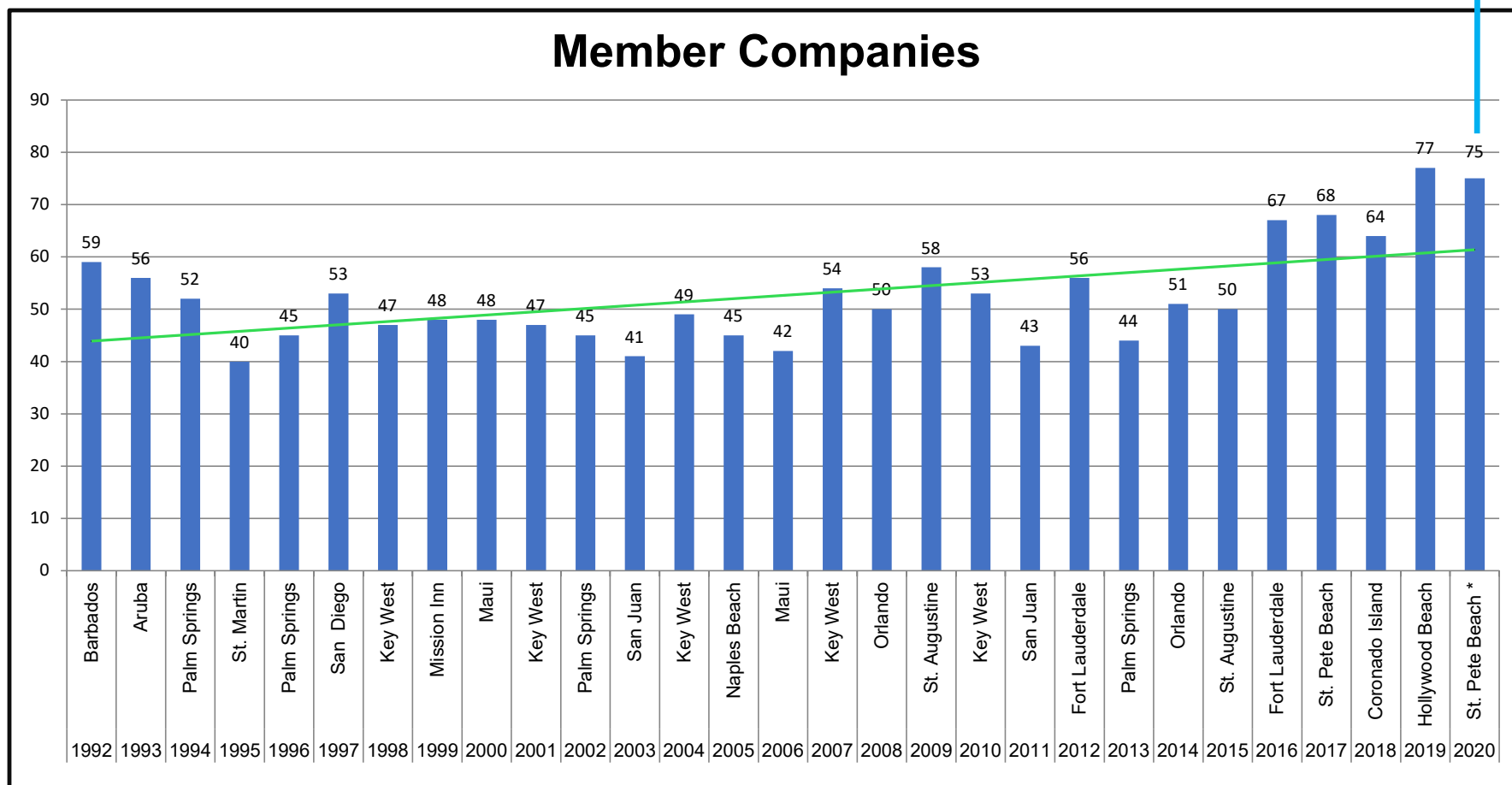




Spring Meeting Attendance

as of 3/6/2020 prior to
receiving cancellations
due to COVID-19

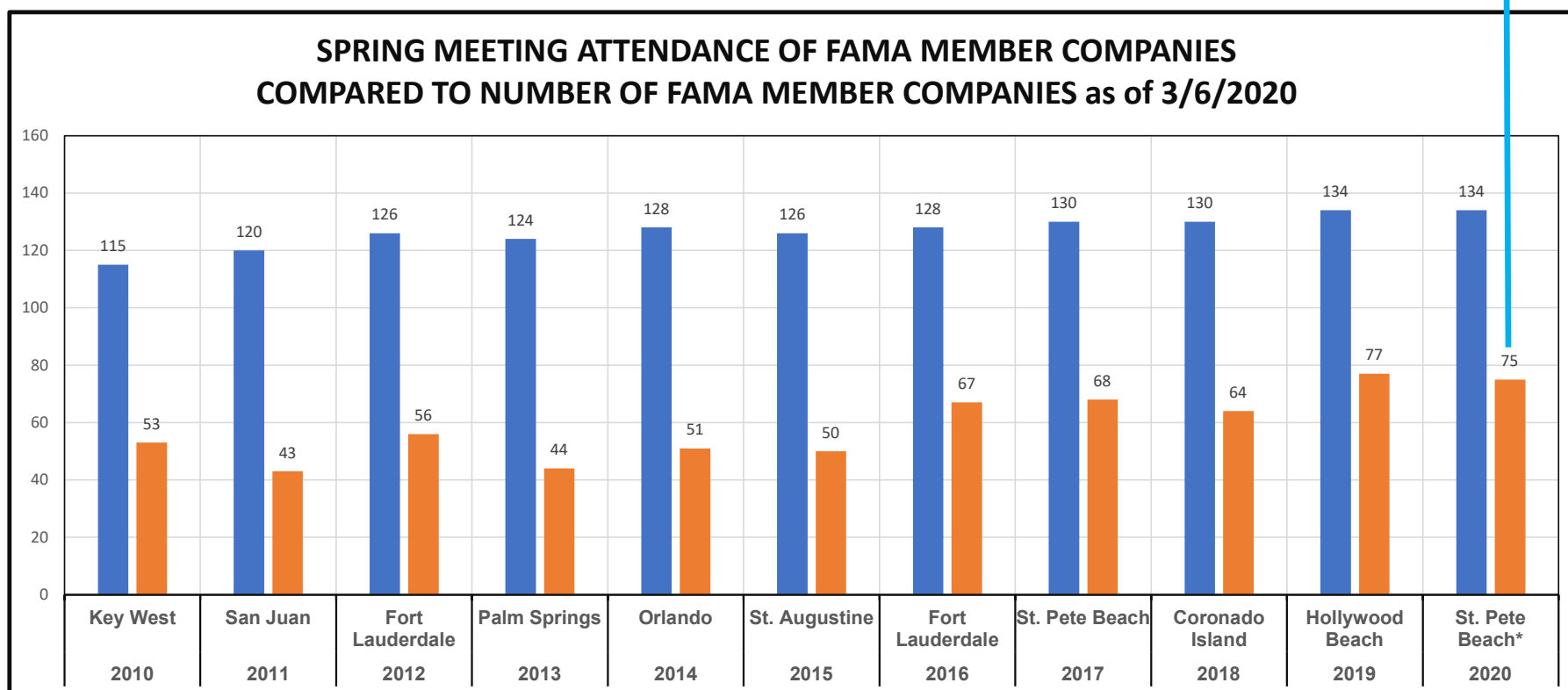
Member Companies





Spring Meeting Historical Attendance

* As of 3/6/2020 prior to receiving cancellations due to COVID-19





Poll Questions Conducted **During the 2020 Virtual Fall Conference**

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

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

2) Would you be in favor of having smaller regional meetings? (Yes or No)

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



Fall Meeting 2021

The Westin Tampa Waterside Tampa, FL

September 22-23

Please plan to Arrive Tuesday, September 21 and
depart on Friday, September 24





2021 Virtual Spring Meeting

Poll Question 5

Meeting Planning - Question 2



Spring Meeting 2022

Don CeSar Hotel in St. Pete Beach, FL

Saturday, February 26th thru Tuesday, March 1st





2021 Virtual Spring Meeting

Poll Question 6

Meeting Planning - Question 3



Spring Meeting 2022

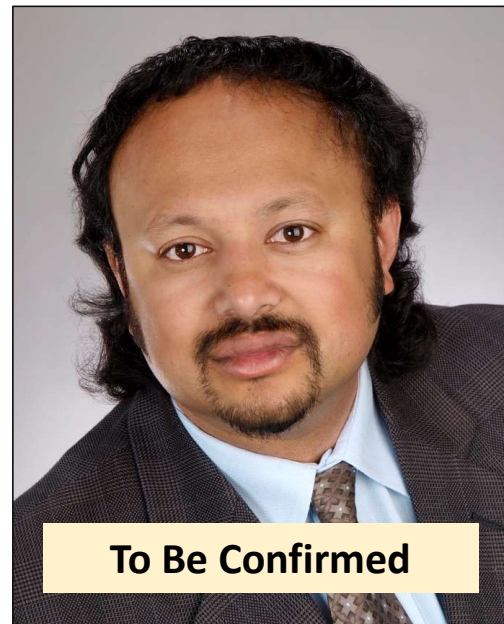
FEATURED SPEAKERS



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



Jake Wood



Anirban Basu - Economist



2021 Virtual Spring Meeting

Poll Question 7

Meeting Planning - Question 4



**We look forward to seeing you
in-person in Tampa!**



2021 Virtual Spring Meeting

Introduction to a Special Presentation from Dr. Anirban Basu

Andrew Lingel



2021 Virtual Spring Meeting

Dr. Anirban Basu Presentation



2021 Virtual Spring Meeting

Poll Members on Satisfaction of FAMA Market Data

Andrew Lingel



2021 Virtual Spring Meeting

Poll Questions 8 & 9

Market Data



2021 Virtual Spring Meeting

Review of Poll Results & Open Mic



2021 Virtual Spring Meeting

Unfinished Business

New Business

Closing Remarks



Next Meeting Notice

2021 Fall Conference

September 22 - 23

The Westin Tampa Waterside - Tampa, Florida



2021 Virtual Spring Meeting

Meeting Adjournment