



**MEETING MINUTES
FIRE APPARATUS MANUFACTURERS' ASSOCIATION
VIRTUAL SPRING MEMBERSHIP BUSINESS MEETING
ZOOM WEBINAR
APRIL 14, 2021**

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

Call to Order – by President Jeromie Johnston at 1:03 P.M. EDT.

Welcome and Opening Remarks – Mr. Johnston welcomed the attendees to the meeting and recognized the FAMA's 75th Anniversary. He provided an overall review of the meeting agenda.

Sponsor Recognition – Mr. Johnston thanked the Clarion Fire & Rescue Group for their ongoing support and corporate sponsorship.

Mr. Johnston introduced the 2021 FAMA Board of Directors and thanked the Board Members for their service.

Mr. Johnston provided a special welcome for first-time attendees, new members, and honorary members.

Antitrust Guidelines / Non-Discrimination Policy – Board Secretary Mr. Durstine 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 March 10, 2021, to all members pursuant to the association bylaws.

Roll Call – Mr. Durstine stated the membership roll call will be developed using the Zoom Webinar meeting attendance log. There were 73 member companies in attendance. [See list following these minutes.]

Review of Minutes – After discussion and upon motion duly made and seconded, it was:

VOTED:

To approve and enter the minutes of the following four meetings:

- October 9 and 10, 2019, FAMA Business Meeting, in Toronto, Ontario,
 - October 6, 2020, FAMA Virtual Business Meeting,
 - October 28, 2020, FAMA Special Business Meeting, in Indianapolis, IN, and
 - December 17, 2020, FAMA Special Virtual Business Meeting,
- into the records of the association.

Treasurer's Report – Board Treasurer Mr. Pacilio presented.

- The 2020 and first quarter 2021 Balance Sheet Summaries were reviewed. 2020 was a very unique year for FAMA from the standpoint of assets and liabilities. As of December 31, 2020, there was a 10% improvement over 2019 with Total Assets at \$748,455.
- The 2020 budget was developed pre-pandemic and was based the activities planned for the year. Due to event cancellations, the budgeted income was much higher than the actuals. The Comparison of 2020 Budget to Actuals shows Total Income of \$274,000 versus a budget of \$494,000.
- Due to event cancellations, the expenditures were also much lower. Total Expenses for 2020 were \$245,000 versus a budget of \$478,000.
- The summary of 2021 first quarter shows Total Assets at \$849,000 versus \$754,000 prior year.

- Expenditures will begin to normalize with the 2021 Fall Conference.

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

VOTED: To approve the Treasurer's Report as presented.

Board of Directors Report – Mr. Johnston, 2021 Board President presented.

- Mr. Johnston confirmed the Association is healthy and good financially amidst the pandemic.
 - The bylaws have been updated to allow business to be conducted remotely when necessary.
 - While the virtual meetings have been successful, it is important that we get back to in-person events.
- The Board is working to leverage existing avenues and create new opportunities that promote FAMA and FAMA members.
 - The FAMA Forum articles have been a successful program for many years. The Board is looking to expand the program and create more opportunities for more contributing authors. A process is being developed to engage more members through the help of a ghost writer.
- Mr. Johnston thanked the FAMA NFPA representatives for their hard work towards the revised 1900 standard.
- The 2021 GAC Hill Day will be held virtually. Mr. Johnston encouraged the members to get involved in Hill Day.
- FAMA's 75th Anniversary History Book is in process and will be completed this Fall. Each member company will receive a book and will be provided the opportunity to order additional copies.
- The Board is working to move forward with the Apparatus Replacement Project and is currently forming a task force for the project. The first steps are to form a mission statement and engage a market research firm. Jason Darley will be spearheading the project so, if you are interested in being involved, please reach out to Jason Darley and/or Sonya Kelly.
- Mr. Johnston thanked the Committees for their time, work, and commitment for the benefit of FAMA.
- The Long-Range Planning Committee is looking for more clarity in order to help guide the Board effectively from year to year.

Poll Question Conducted – The Long-Range Planning Committee needs to know if the members want to be a more inward facing or outward facing organization.

The Results of the Poll were: 72 attendees responded

Answers	Responses
Inward:	25
Outward:	47

- The next Sage Report (V4) will be distributed within the next week. There will be two files for Version 4, the full report, and an abridged version that is a high-level summary.

Committee Reports

Statistics Committee Report – Mr. John Schultz Co-Chair, presented the report for the committee.

Mr. Schultz thanked the Committee members for their work.

- A review of the Committee's initiatives and projects was provided. The Committee is now providing a quarterly summary report.
- Mr. Schultz reviewed the recent statistics shipment data correction and ensured that the revised data has been confirmed by the accounting firm. Procedures and analysis of potential errors related to volume will be developed to prevent future issues.
- North American Fire Apparatus Bookings - In 2020, there were 3,824 units booked (without ARFF or refurb included), this number is down 10.7% from 2019.

- Total Industry Bookings and Shipments – Including ARFF and refurb vehicles, total bookings were down 12.2% YOY and total shipments were down 1.6 % YOY.
- Total Fire Apparatus Sales – This report breaks down the total sales by product type. Pumpers continue to make up the majority of products sold. The trendlines do not indicate any major change on a year over year basis.
- Fire Apparatus Sales by Month (12 Month Rolling) – This report provides a quarter-by-quarter review of the bookings and shows how COVID affected the sales by quarter.
- Aerial Apparatus Sales (12 Month Rolling) – 604 aerial units were booked, down by 8.8 % YOY. All aerial product types were down with exception to Mid Mount Platforms that had an increase in growth on YOY basis.
- Pumper Apparatus Sales (12 Month Rolling) – 2,737 units were booked, down by 11% YOY. The Rescue Pumpers, Mini Pumpers and Brush Trucks saw growth in, while Pumpers and Rear Mount Pumpers were down in volume.
- Tanker Apparatus Sales (12 Month Rolling) – 499 units were booked, down by 9.4 % YOY.
- Vehicles with Pumps Sales (12 Month Rolling) – 3,629 pumps were booked, down by 10.4% YOY. This information is based on the pump data report.
- Total Industry Bookings – Custom vs Commercial Chassis (12 Month Rolling) – In 2020, 31.6% of the chassis sold were commercial, 68.4% were custom. There was a reduction of 1.8% on custom chassis sales YOY.

Poll Question Conducted – On a scale of 1 to 10 (10 being the highest and best), does the newly published FAMA Quarterly Booked Data Overview Report provide value to your organization? (Single Choice)

The Results of the Poll were: 82 attendees responded

Answers	Responses by the Number	Answers	Responses by the Number
1	1	6	6
2	0	7	None – In error, 7 was not provided
3	2	8	31
4	2	9	16
5	2	10	16

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

The Results of the Poll were: 78 attendees responded

Answers	Responses
Additional 5-year industry statistical projection reporting (Sage).	38
Improve the website for analyzing statistical data.	20
Increase the number of industry statistics that are tracked.	20

- Mr. Schultz thanked the members for providing their data in a timely manner.

Governmental Affairs Committee Report – Mr. Morris provided a report for the committee.

- Mr. Morris reviewed the Committee Goals and noted the Committee has been navigating the COVID-impacted legislative environment without any face-to-face contact.
- The Committee worked to make sure the fire industry was deemed “essential workers” during the shut-down to allow FAMA member companies to continue operating.
- The Home Day Tool Kit has been updated and is available on the GAC website. Mr. Morris encouraged the members to host Home Days. They can even be conducted virtually!
- 2021 Hill Day will be held virtually May 18-20. Mr. Morris encouraged members to attend to support the continued trend of increased funding.

- Mr. Durstine thanked the Illinois team for the Home Day they are planning in June and stressed that Home Days are critical.
- Members were reminded to establish relationships with their state and local government officials and their staff in advance of calling upon them for help.
- The Alliance Luncheon and CFSI Holiday Party will be determined by the status of COVID-19 and the ability to meet in-person.

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

- The committee conducted two surveys late in 4th quarter of 2020:
 - State of the Fire Service Survey – This survey gathered feedback from fire departments about budgets, forecasts, and preferences.
 - Member Outlook Survey – This survey gathered outlook information from FAMA member companies. The raw survey data is maintained as confidential and the responses from individual member companies is not made available to anyone, including Board and the Education Committee. Prior to any distribution for analysis, all company names and contact details are removed and the data is aggregated.
 - The results of the two surveys were compared to determine if the predictions of FAMA members and the Fire Service were consistent.
- For the State of the Fire Services Survey, there were 1,200 respondents. Responses were down by 473 from the last survey.
 - There is a long-term problem of receiving good survey response levels and participation with general public surveys. For future industry data, other collection methods should be considered such as, focus groups or relationship conversations with organizations like the IAFC.
 - The full data sets of the surveys will be available in the Vault on the FAMA website for members.
- 77 member companies responded to the Member Outlook Survey, which is higher than the 45 survey responses received in 2016.
- The highlights of the survey results follow:
 - The results of the Fire Service Survey reported 21% predicted an increase in Equipment Budget, 79% predicted no change or a decrease. For Apparatus Budgets, 21% predict an increase, 79% predicted no change or a decrease. (Same numbers for both.)
 - NOTE: This data was collected prior to the stimulus bill.
 - The FAMA Member Survey reported 44% expect an increase in orders, 52% predict no change or decrease slightly. For pricing, 64% expect increases, 35% predict no change or decrease slightly.
 - For the question, if purchasing apparatus in the next fiscal year, which type do you anticipate purchasing? The 2020 survey results data was compared the 2018 results. From review, departments plan to spend more on aerials and pumpers and less on pre-owned apparatus.
 - From the Fire Service Survey results, the most important attributes in the purchase decision of new apparatus are after-sales parts and service and the customer service experience. The least important attributes are brand and the local dealer/sales representative.
 - When seeking information on apparatus and equipment, the Fire Service survey results reported the most effective information sources to be the manufacturer, dealer salespersons, and networking with colleagues. The least effective sources were reported to be social media, trade publications, and trade website articles.
 - The FAMA Member Survey results reported the most effective marketing tools are the manufacturer's website and social media, the least effective tools to be magazine advertisements and trade shows.
 - The FAMA Member Survey reported the members spend the majority of their marketing budgets on digital media, print media (advertisements and brochures), and events (trade shows, conferences, hospitality events).
 - The FAMA Member Survey reported the members are the most concerned about funding/budgets, overall economic conditions, and the cost of raw materials.

- When FAMA Members were asked about their expectations in the level of capital investments over the next three years, 44% of the respondents reported an increase of 1-10%, 25% expect no change, and 21% expect a change of 11-20%.

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

- Mr. Lackore reviewed the Subcommittee leaders.
- 2021 FDSOA event will be held virtually May 18 and 19. There are eight presentations in total, FAMA is providing support and speakers for four. The four presentation topics are: New Suspension Technology, Aerial Design Cases, EPA 2021 Emissions Changes, and Clean Cab.
- The FAMA Forum program has a new process for developing the article topics and determining the authors. The article topics will be developed with consideration of the editorial calendar of *Fire Apparatus and Equipment Magazine*. The FAMA Board will review the proposed article topics developed during the Committee Planning Meetings and provide their approval. After approval, the Marketing Committee will solicit the appropriate authors from the member companies for each article topic. A ghost writer has been engaged in the process to help develop the articles where appropriate.
- NFPA 1900 combines and replaces 1901, 1906, 414 (ARFF), 1917 (Ambulance).
 - The FAMA NFPA Subcommittee chairs for 1901, 1906, and 1917 (Ambulance) were reviewed.
 - Mr. Lackore provided direction on how to navigate the NFPA website (www.nfpa.org):
 - First go to Codes and Standards then select, scroll or search for NFPA 1900.
 - The select Next Editions to see first draft and to view Public Input.
 - New proposals are shown in green boxes.
- NFPA 1910 combines and replaces 1911, 1912, 1925, and 1071.
- NFPA 1585 is a new standard on contamination control. Chapter 6 focuses on fire apparatus and emergency vehicles. Scott Beecher is the chair of the Chapter 6 Subcommittee.
- New Committee Initiatives:
 - The Chassis Subcommittee is currently exploring DEF sensor failures.
 - Frame Corrosion Repair Guidelines. Volunteers are needed to help develop this document.
- The California ARB Emission Warranty Extension Requirements do not apply to emergency vehicles owned by government agencies.
- TC079 – Ember Separator Test Method has been created and is posted on the FAMA website to replace the original test created by RACOR. The test method will also be published in the next NFPA 1900 revision.
- A status report on the Buyer's Guide Program was provided. Currently there are 9 guides pending, 4 guides drafted, 34 guides published on the FAMA website.

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

- Mr. Cahill thanked the Committee members and provided a review of their roles.
- Year over year historical attendance charts and graphs of the Spring Meetings by location were reviewed.

Poll Question Conducted – Would you be in favor of making one site official for all FAMA spring meetings? (After Current obligations)

The Results of the Poll were: 86 attendees responded

Answers	Responses
Yes's	37
No's	49

- A chart covering the attendance numbers of Members and Guests at the Spring Meetings from 1992 thru 2020 was reviewed.
- Charts reporting on the representation of FAMA Member Companies at the Spring Meetings were reviewed.

Poll Question Conducted – Are you currently planning to attend the Fall Meeting, Sept 22-23rd?
(Single Choice)

The Results of the Poll were: 78 attendees responded

Answers	Responses
Yes's	64
No's	14

- Mr. Cahill reviewed the results of the poll questions asked during the 2020 Virtual Fall Conference.
- The following schedule of future meeting locations and dates were provided:
 - 2021 Fall – Tampa, FL – The Westin Tampa Waterside – September 22-24

Poll Question Conducted – FAMA Meeting Planning Committee is recommending the Don Cesar (St. Pete Beach) as FAMA's official spring meeting host hotel and site each year after current obligations.
(Yes or No)

The Results of the Poll were: 79 attendees responded

Answers	Responses
Yes's	54
No's	25

Poll Question Conducted – What number of FAMA spring meeting sites would you support (Numeric Choice 1-3)

The Results of the Poll were: 79 attendees responded

Answers	Responses
One	13
Two	31
Three	34

Mr. Lingel introduced the keynote speaker, Dr. Anirban Basu.

Keynote Presentation – Dr. Anirban Basu presented '*The Fire Apparatus Industry: a 2021 Soap Operatic update*' based on the Sage Policy Group Industry Update (V4) report.
[See presentation slides for details.]

Mr. Johnston thanked Dr. Basu for his informational presentation and turned the presentation over to Mr. Lingel.

Mr. Lingel conducted the following polls on the value and actionability of the current market data offerings provided by FAMA.

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)

The Results of the Poll were: 74 attendees responded

Answers	Responses by the Number	Answers	Responses by the Number
1	1	6	5
2	0	7	12
3	0	8	24
4	1	9	20
5	3	10	8

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

The Results of the Poll were: 74 attendees responded

Answers	Responses by the Number	Answers	Responses by the Number
1	0	6	12
2	0	7	18
3	1	8	18
4	4	9	9
5	8	10	1

Mr. Lingel provided a review of the results of all the meeting polls and provided open mic opportunities.

Mr. Massa asked for the members views regarding attending and supporting trade shows for the next year. Additionally, for an outward focused Association, what is the opportunity for FAMA host their own trade show for FAMA member companies? Mr. Johnston responded, the Board will continue to cautiously consider the potential for a FAMA trade show but, there is a lot to consider.

Mr. Spencer inquired if FAMA has any input regarding FDIC's plans for an August 2021 event. Mr. Johnston responded, FAMA does not have any official input but, will support FDIC as planned. Each FAMA member company is making their own trade show plans.

Mr. Witt offered to help with the distribution of the next Industry Outlook Survey to the CAFC members to gain more responses.

Unfinished Business – None
New Business – None

Mr. Johnston thanked everyone involved in the presentations and the members for attending the virtual meeting. The presentations, meeting recording, and the new Industry Outlook Report (V4) developed by Sage Policy Group will be posted in the Vault within the next week. Additionally, he encouraged the members to reach out directly to him with feedback and be sure to stay engaged.

He reminded the members the goal of the Apparatus Replacement Project is to create an improved assessment of apparatus and develop an industry reference tool with recommendations on when to replace. If you are interested in getting involved, please contact Jason Darley or Sonya Kelly.

We're looking forward to seeing everyone in-person at the Fall Conference.

Next Meeting Notice – The next meeting of the FAMA Membership will be held September 22 and 23, 2021 at The Westin Tampa Waterside in Tampa, 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 3:22 p.m. EDT

A true copy, attest:

Sonya Kelly
Recording Secretary

**FAMA SPECIAL MEMBERSHIP BUSINESS MEETING
April 14, 2021 – Zoom Webinar**

Member Company Attendance (from Zoom Webinar Attendee Report)

4 Guys Fire Trucks	Mark Albright
Akron Brass Company	David Durstine, Brian Houk, Kim Morrow
AMDOR Inc.	Oran McNabb, Bruce Whitehouse
Apparatus Equipment & Service, Inc.	William Arbus
Austin Hardware & Supply, Inc.	Michael Ferraiolo, Tary Krahenbuhl, Joe Verdini, Tom Vrydaghs
Battleshield Industries Ltd	Luc Thibault
Boise Mobile Equipment, Inc.	Chad Moffat
Bronto Skylift, Inc.	Janne Pulkkinen
Code 3, Inc.	Jeremy Tucker
Command Light	Roger Weinmeister
Cummins Inc.	Chris Crowel
Custom Fire Apparatus, Inc.	Lukas Drayna
Darley	Jason Darley, Jeff Darley, Peter Darley, James Long
Duo-Safety Ladder Corp.	Randy Vandersee
Elkhart Brass Mfg. Co., Inc.	Chris Martin
E-ONE, Inc.	Larry Daniels, Gary Pacilio
EZ Trac AWD	Ben Harpenau
FAMA Honorary Member	Grady North
Federal Signal Corporation	Brian Emmel
Ferrara Fire Apparatus, Inc.	Bert McCutcheon
Fire Lion Global LLC	Aaron Johnson
Fire Research Corporation	Michael Dupay, Brandon Feltz, Peter Luhrs, Toh Meng
Fort Garry Fire Trucks	Brian Nash, Rick Suche
Freightliner Trucks	Jason Pilarczyk
H.O. Bostrom Company, Inc.	Paul Bostrom, Ryan Rollins
HAAS Alert	Cory Hohs
Hackney Emergency Vehicles	Neal Dixon
Hale Products, Inc.	Jeremy Foxx, Bill Simmons
Hannay Reels, Inc.	Eric Hannay
Hansen International, Inc.	Jennifer Hollis
Harrison Hydra-Gen	John Doperalski
Hendrickson	Bob Albano
HiViz LED Lighting	Kaoma Massa, Sam Massa
Hub Fire Engines & Equipment Ltd.	Mike Welte
IMMI	Melissa Dobbs, Steve Ward
KME Fire Apparatus	Doug Kelley
KZValve	Jason Nicholson
Link Suspensions of Canada LP	Mark Molitor
Matheny Fire & Emergency	Tim Allaband

Maxi-Metal, Inc.	Chris Sapienza
Metalfab Ltd.	Ryan Stacey
Michelin North America	Pat Meisenholder
Nevada Pacific Services Inc.	Jim Swartzwelder
OFAB Inc.	Mark Coley
Oshkosh Airport Products	Lee Morris
Performance Advantage Co., Inc.	Greg Young
Pierce Manufacturing, Inc.	Jerry Conley
Pierce Manufacturing, Inc.	Jeromie Johnston
Pierce Manufacturing, Inc.	John Schultz
Power Products LLC	Jeff Harper
PPG Industries	Lou Milanovich
Pro Poly of America, Inc.	Jim Kurila
RealWheels Corporation	Jan Polka
Rescue 1	Brad Turk
ROM Corporation	Matt Pitzer, Deron Stambaugh
Rosenbauer America, LLC	Randy Brummel, Mark Fusco, Scott Oyen, David Scharphorn
Safetek Emergency Vehicles Ltd.	John Witt
Sam Carbis Solutions Group, LLC	David Williamson
Smart Power Systems	Jay Farrell
Spartan Emergency Response	Wyatt Compton, Roger Lackore
Spencer Manufacturing Inc.	Grant Spencer
Sutphen Corporation	Julie Phelps, Steven Phelps, Zach Rudy, Drew Sutphen, Shelby Sutphen Chambers
Task Force Tips, Inc.	Philip Gerace, Jeff Hicks
The Will-Burt Company	Drew Newman
Trident Emergency Products, LLC	Nick Capaldo, Ryan Sirchio, Michael Sulmone
U.S. Fire Pump Company	Jonny Carroll
United Plastic Fabricating	Patrick Cahill, Andrew Lingel
United Safety & Survivability Corporation	Jason Witmier
Ward Diesel Filter Systems	Bob Thomas
WATERAX	Marcello Iacovella
Waterous Company	Gregg Geske, Jason Nawrocki
Whelen Engineering Co., Inc.	James Stopa
Ziamatic Corp.	Mike Adams