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2022 Spring Meeting

BREAKFAST

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WELCOME

Oran McNabb



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FERRARA 



GOLD SPONSORS



Darley



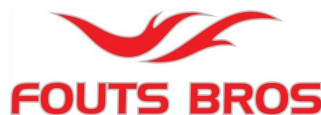
IMMI



ELKHART BRASS
FIRE FIGHTING EQUIPMENT

FRC
A Safe Fleet Brand

R.O.M.
A Safe Fleet Brand



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FEDERAL SIGNAL



WILL-BURT

BRONZE SPONSORS



UNITED PLASTIC FABRICATING





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OPENING REMARKS

Meeting Participation Requirements

- **Safety Notice**
- **Robust Agenda**
 - Q&A Encouraged
 - Cell Phones Silent Please
- **WIFI Access - We have it!**
- **Poll Everywhere**
- **Spouse/Guest Event**
- **Afternoon Lunch & Networking Event**
- **Evening Reception & Awards Banquet**



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KEYNOTE SPEAKER

Jake Wood

“Thriving in Chaos”

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ERIC SCHLETT

Sr. VP – Clarion Fire & Rescue Group

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What's New at FDIC International?

What does 2022 have to offer:

Introducing JEMS Con

- Earlier this year, JEMS, the Journal of Emergency Medical Services parted ways with its former brand EMS Today and announced the launch of JEMS Con, alongside FDIC. JEMS Con will bring together paramedics, emergency medical technicians (EMTs), medical directors, and executives from all EMS providers, including state and private agencies, third service, and fire. In its inaugural year, JEMS Con will be focused on the future of EMS and operational leadership through hands-on training, dedicated conference programming, peer-to-peer sharing, and networking. There will also be the JEMS Hands-on Experience and plenty of sourcing within the FDIC exhibit hall.

EMS Related Conference Program

Those with an FDIC HOT Full Package, HOT + Exhibits & Individual Full Conference pass can access the below:

- 5 Hands-on Training (H.O.T.) Evolutions
- 6 Pre-Conference Workshops
- 33 Classroom Sessions

JEMS Games

- JEMS Games is a challenging and educational clinical competition highlighting cutting-edge simulation technology. The preliminary competition challenges teams to appropriately assess and provide quality, efficient patient care during three realistic, high-pressure scenarios.

What does 2022 have to offer:

Cadaver Labs

- The Cadaver Labs provide a unique opportunity to review relevant anatomy associated with critical care and life-saving emergency procedures. Participants will enhance their understanding of the various procedures and the associated risks and benefits through the hands-on practicum. The relevant review of the anatomy will include airway, chest cavity, and vascular access landmarks.
- *3 timeslots, 2 are already filled up!*

IGNITE!

- A new exhibiting destination in the FDIC exhibit hall for start-up businesses owned by emergency service entrepreneurs looking to make their tradeshow debut.

Matchmaking Programs

- **Metro Officers Innovation Briefing** - The Metro Officers Innovation Briefing will take place on April 27th and is exclusively designed for Metro Officers looking to see the latest innovations from leading manufacturers, hear from fellow Metro fire and ems departments about innovations in their groups and network with their peers.
- **MATCH!** – back by popular demand! Our FREE MATCH! program helps officers make the most efficient use of their time by pre-scheduling one-to-one meetings with exhibitors who fit their current sourcing needs.
 - **NEW this year** - it's complimentary for all exhibitors, however, exhibitors may upgrade their sponsorship to receive additional benefits and branding within the MATCH! lounge and other areas.



What does 2022 have to offer:

Welcome Center

- The FDIC Welcome Centers will be our new attendee information hubs located near the main convention center entrances. These hubs will serve customers as a go-to for event information, questions, and support.

NFFF Backyard BBQ Bash

- Attendees can join us on Friday Night for yard games, DJ, food & drinks, and to watch the Combat for Heroes hosted by the National Fallen Firefighter Foundation. All Combat for Heroes funds will support the mission of the National Fallen Firefighters Foundation to honor and remember America's fallen fire heroes, assist their families in rebuilding their lives, and reduce firefighter line-of-duty deaths and injuries.

New Mobile App Experience

- Redesigned mobile app to be more user-friendly/personalized with added wayfinding technology to help users navigate the expansive show floor with turn-by-turn directions. We will also have on-site support for the mobile app to help users get set up

Express Registration Kiosks

- Just like you are used to seeing in the airport, we will offer self-service kiosks to help streamline picking up your badge and allow more time to experience FDIC

Enhanced Exhibitor Toolkit

- We've partnered with Feathr to provide a complimentary toolkit to FDIC exhibitors which include an email, banner, and social image templates to help exhibitors promote their presence at the event and invite their customers



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15-MINUTE BREAK

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CALL TO ORDER

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INVOCATION

Philip Gerace



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ROLL CALL

Ron Truhler



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NOTICE OF MEETING

December 6, 2021

Ron Truhler



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REVIEW & ENTER MINUTES

Ron Truhler



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ANTI-TRUST / NON-DISCRIMINATION POLICY

Jim Juneau



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2022 Board of Directors



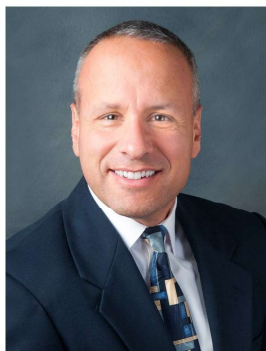
Past President – Andrew Lingel
United Plastic Fabricating, Inc.



President – Oran McNabb
AMDOR, Inc.



Vice President – Bert McCutcheon
Ferrara Fire Apparatus



Treasurer – Gary Pacilio
E-ONE, Inc.



Secretary – Ron Truhler
H.O. Bostrom Company, Inc.



Director-at-Large – Jason Darley
Darley



Director-at-Large – Bill Doeblér
HME Ahrens-Fox



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New Member Companies Since 2019 the Spring Meeting

- Golight, Inc. (July 2019)
- EZ Trac AWD (Oct 2019)
- Link Suspensions of Canada (Feb 2020)
- General Truck Body (Feb 2020)
- TOMAR Electronics (Feb 2020)
- Acres Industries (Mar 2020)
- Emergency Fire Equipment (Aug 2020)
- PyroUHP (Nov 2020)
- SoundOff Signal (Feb 2021)
- Helie Fire Trucks (Mar 2021)
- CCI (Aug 2021)
- Firecom (Jan 2022)



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31 FIRST-TIME ATTENDEES

Kevin McCalla
Marc Mazza
Deron Stambauagh
Larry Daniels
Marty Gura
Jeffrey Hoffman
Aaron Johnson
Ted Billick
Jay Johnson
Todd Beebe
Ryan Baldwin
Josh Motsinger
Andrew Simonds
Danny Graham
Alissa McGlone
Mark Molitor

Akron Brass Company
Bulldog Fire Apparatus
Elkhart Brass Mfg. Co., Inc.
E-ONE, Inc.
EZ Trac AWD
EZ Trac AWD
Fire Lion Global LLC
Firecom
Golight, Inc.
Hansen International, Inc.
HiViz Lighting Inc.
IMMI
Kochek Company, LLC
Kusssmaul Electronics Co.
Kusssmaul Electronics Co.
Link Suspensions of Canada LP

Kevin Ignacio
Pat Meisenholder
Scott Alexander
Casparus Seyffert
Katie Kleinschmidt
Doug Baker
Gabe Casucci
Randall Karel
Shelby Sutphen
Dwayne Woodard
Matt Murray
James Rameker
Erin Ribotta
Brian Van Daalwyk
Jim Schaefer

Marion Body Works, Inc.
Michelin North America
PyroUHP
PyroUHP
Seats, Inc.
SoundOff Signal
SoundOff Signal
SoundOff Signal
Sutphen Corporation
SVI Trucks
TOMAR Electronics
TOMAR Electronics
TOMAR Electronics
Trident Emergency Products, LLC
Whelen Engineering Co., Inc.



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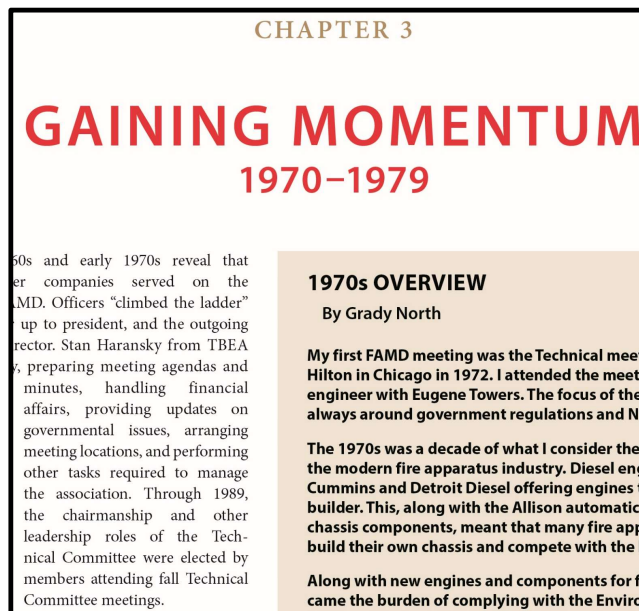
SELF-INTRODUCTION OF MEMBERS



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FAMA's 75th Anniversary History Book





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POLL EVERYWHERE

Andrew Lingel



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This is how it works

Ask the audience a question. Then watch their answers come to life on the screen.



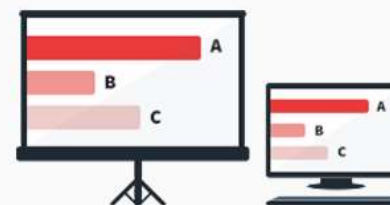
Step 1

Ask your audience a question with the Poll Everywhere app



Step 2

Audience answers in real time using mobile phones, Twitter, or web browsers



Step 3

See your response live on the web or in a PowerPoint presentation



Participating with Poll Everywhere

To Answer Poll Questions:

U.S. PHONES

TEXT TO: 22333

OR

1-747-444-3548

CANADIAN PHONES

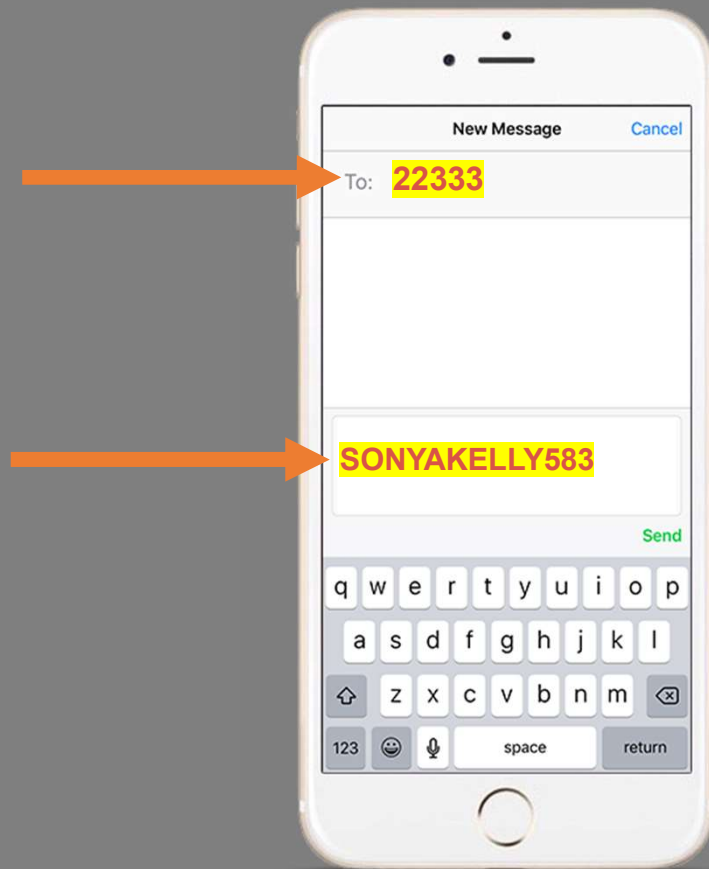
TEXT TO: 37607

OR

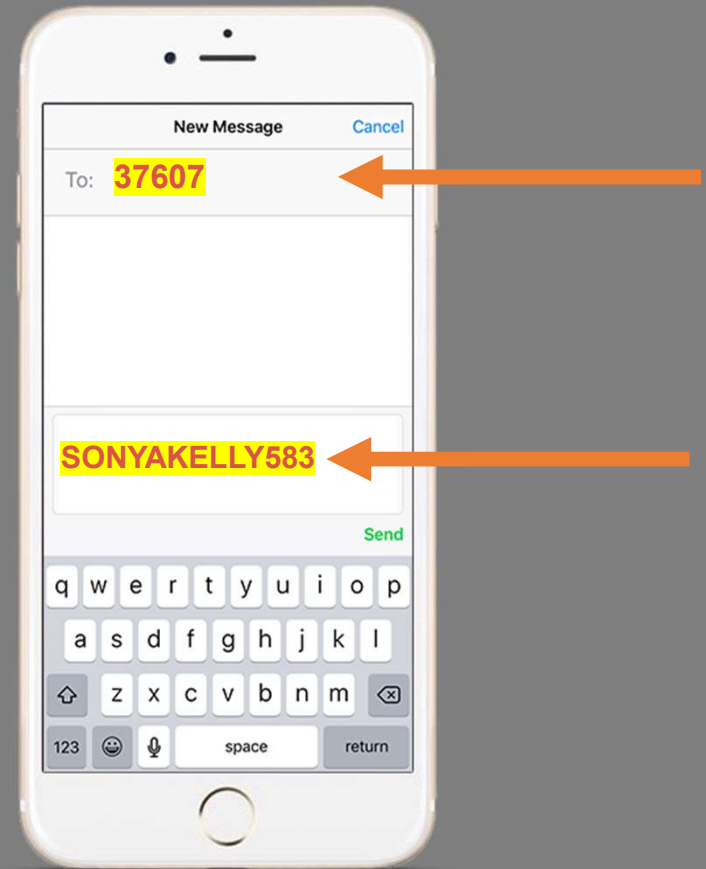
780-800-5606

Participating with Poll Everywhere

U.S. Phone

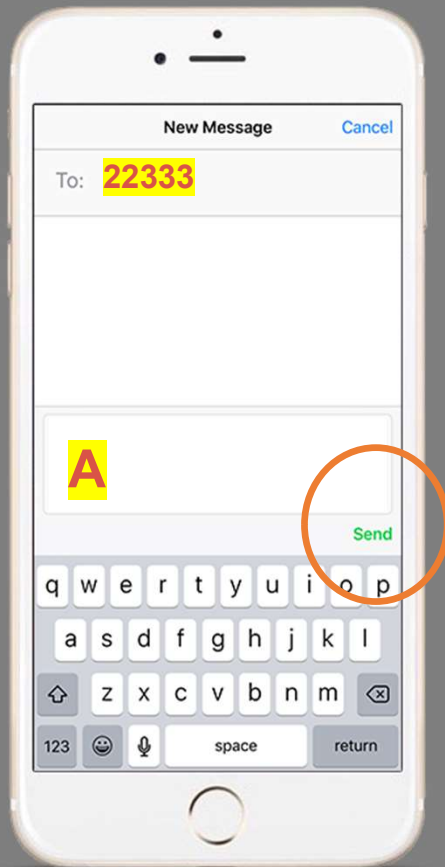


Canadian Phone

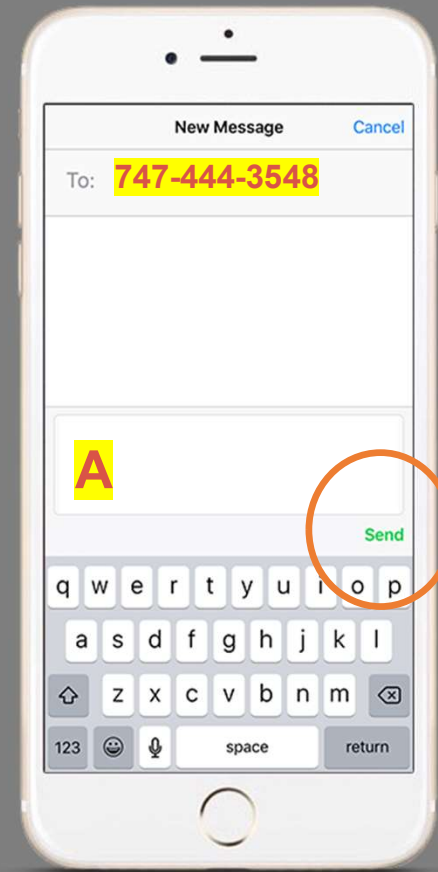


Participating with Poll Everywhere

U.S. Answer



Canadian Answer





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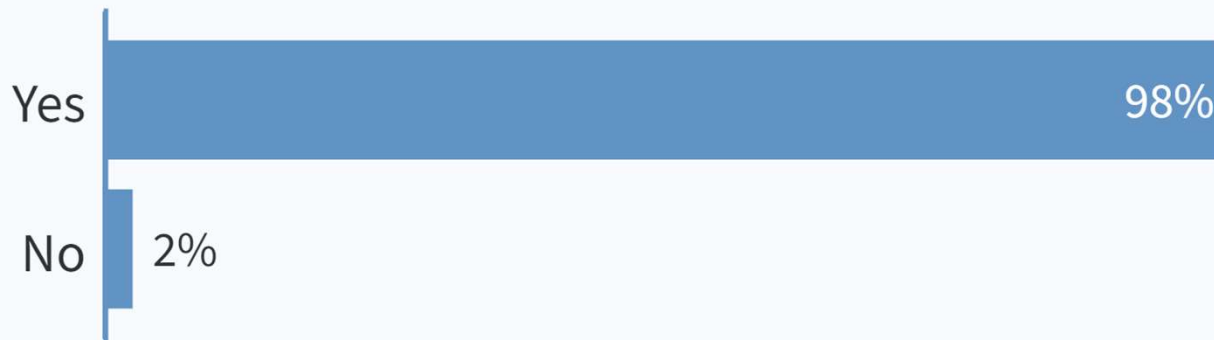
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Edit

 Text **SONYAKELLY583** to **22333** once to join

Is everyone happy to be meeting in person again?
(test)





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BOARD OF DIRECTORS' REPORT

Oran McNabb



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STATISTICS COMMITTEE REPORT

Paul Bostrom
John Schultz

Board Liaison: Andrew Lingel



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COMMITTEE MEMBERS

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

Board Liaison: Andrew Lingel



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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
- Increase member engagement in the use and value of the data

Committee Projects

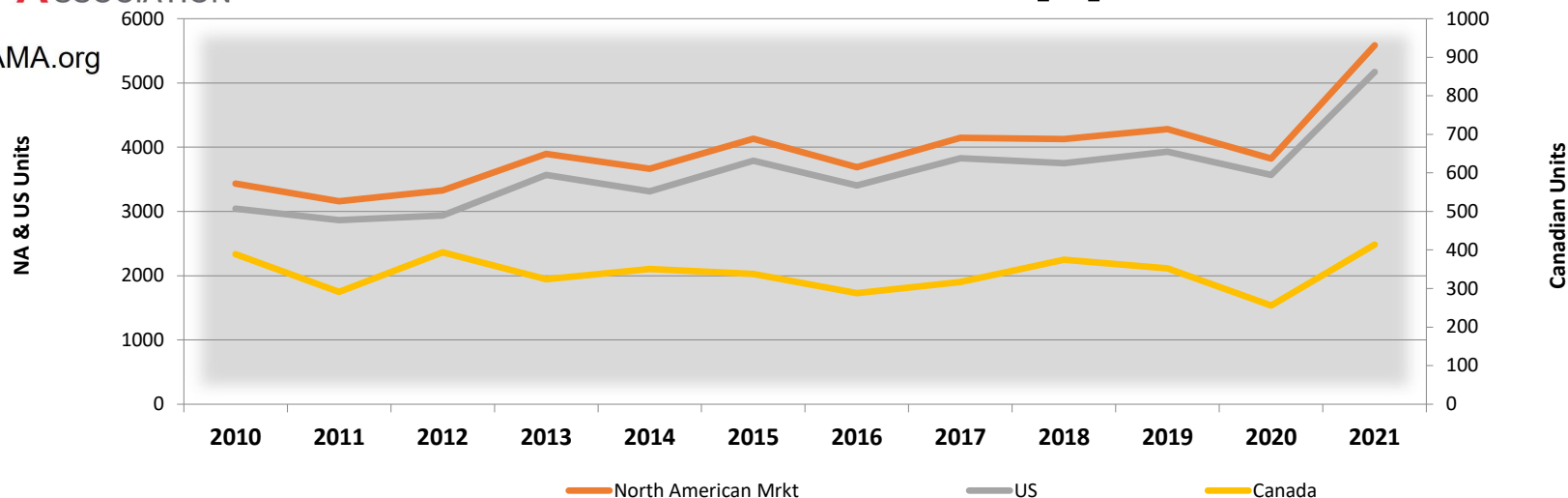
- Increase participation of members reporting
- Develop truck data entry tutorials
- Incorporate validation programming / checks into data entry



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North American Fire Apparatus Bookings



Years	US Average Annual Vehicle Sales	Canada Average Vehicle Sales	Total Average Annual Vehicle Sales	Total Vehicle YOY Growth %
2010-2014	3145	350	3495	
2015 -2019	3741	334	4075	+16.6%
2020	3568	256	3824	-6.2%
2021	5172	414	5586	+46.1%

12 Month Rolling 5586 units

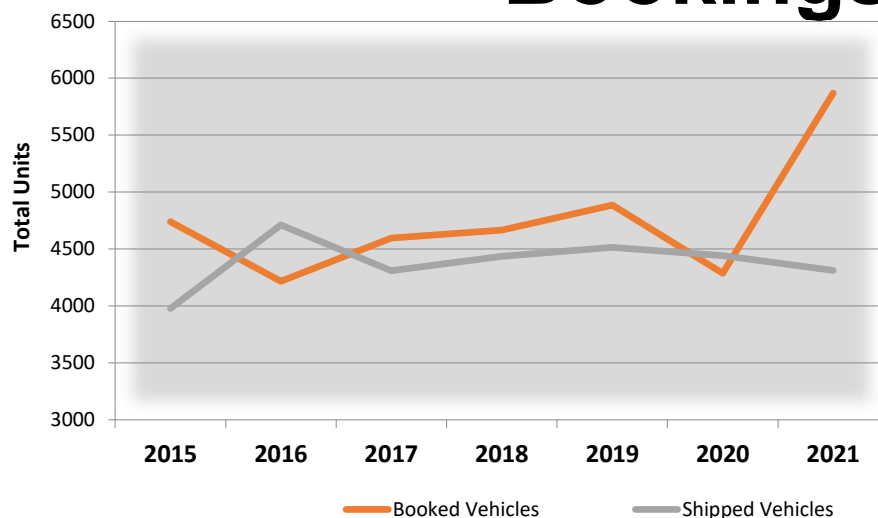
Does not include ARFF or Refurbs



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Total Industry Bookings and Shipments



Years	Booked Vehicles	Booked Vehicles YOY Growth %	Shipped Vehicles	Shipped Vehicle YOY Growth %
2010 -2014	4350		4143	
2015 -2019	4621	+6.2%	4390	+6.0%
2020	4288	-7.2%	4442	+1.2%
2021	5869	+36.9%	4311	-2.9%

*All vehicles: includes ARFF & Refurb

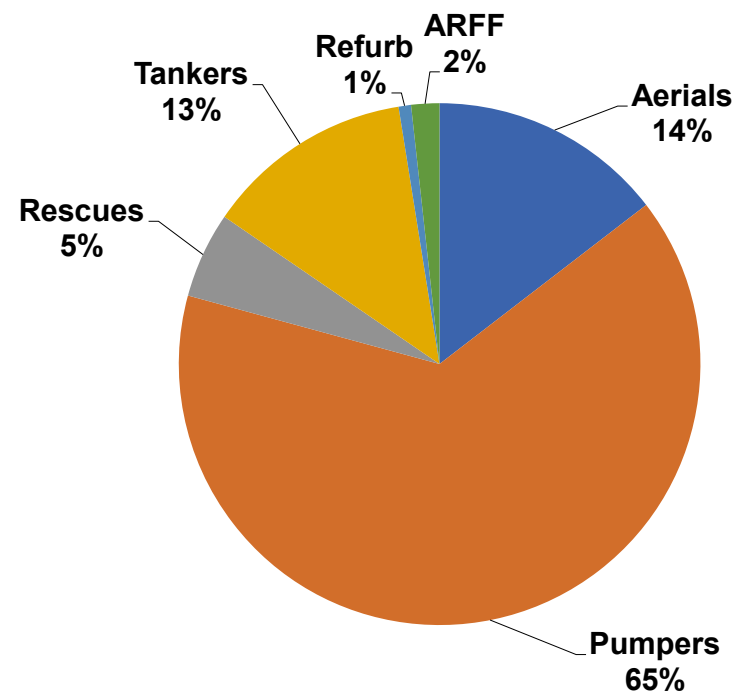
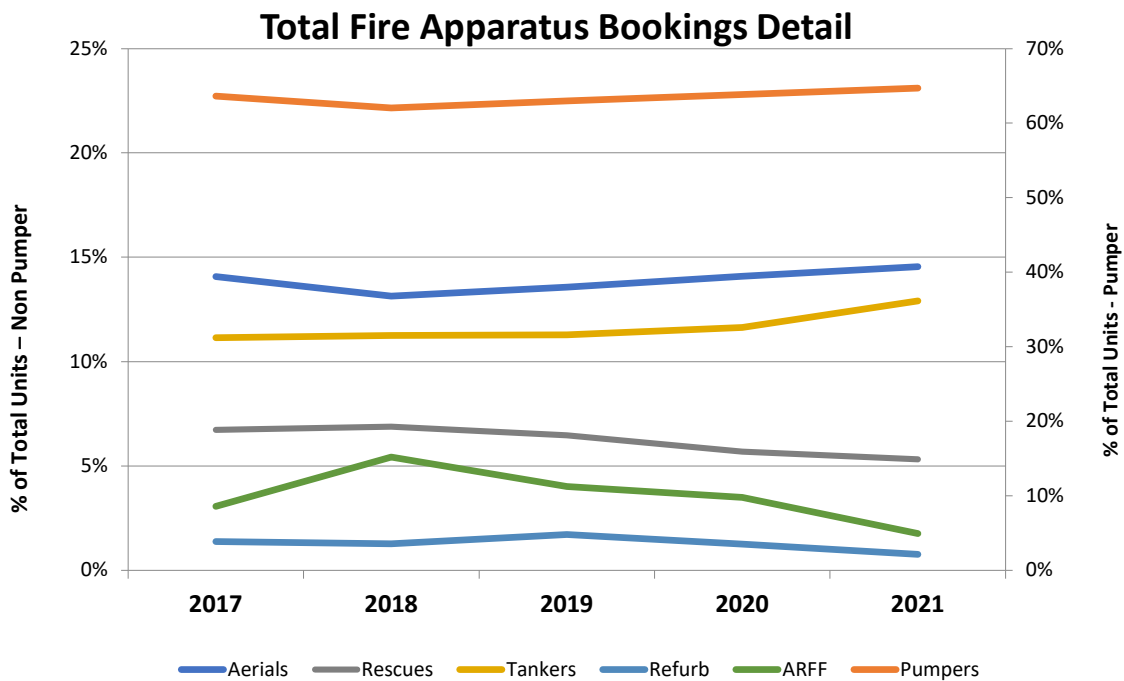
*All regions



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Total Fire Apparatus Sales 12 Month Rolling



2021 Bookings

12 Month Rolling 5869 units

*All vehicles: includes ARFF & Refurb

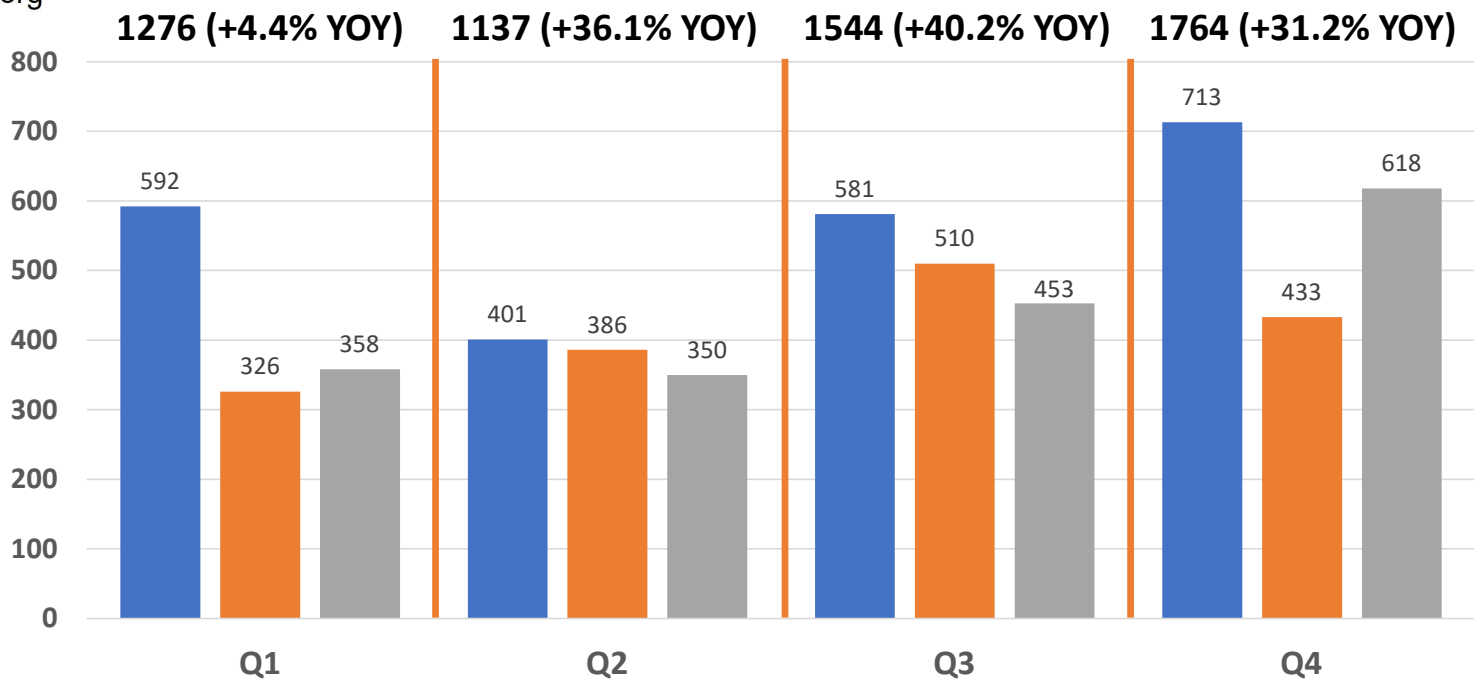
*All regions



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Fire Apparatus Sales by Month 12 Month Rolling



12 Month Rolling 5721 units

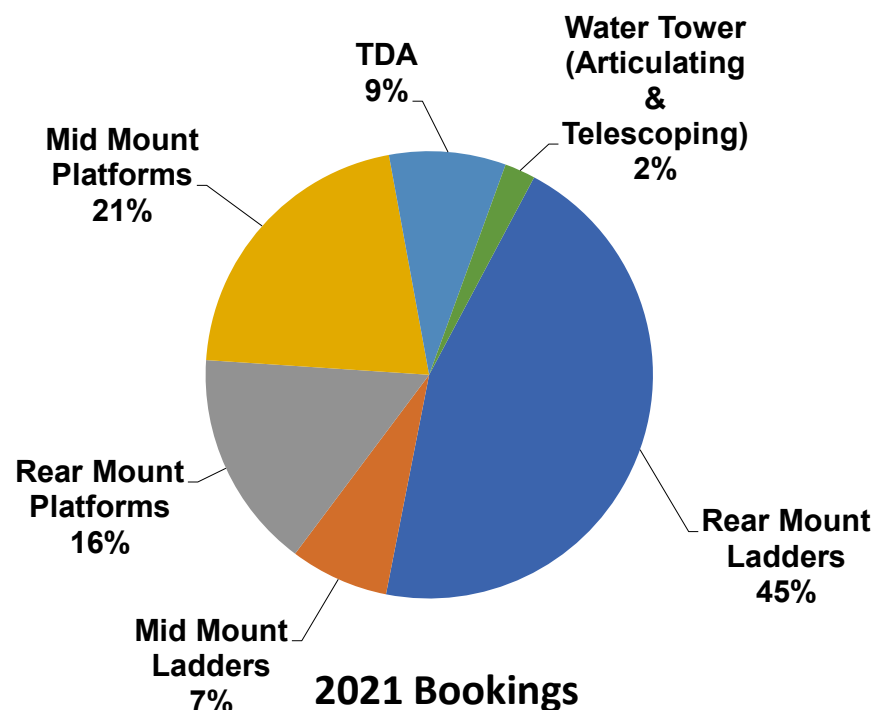
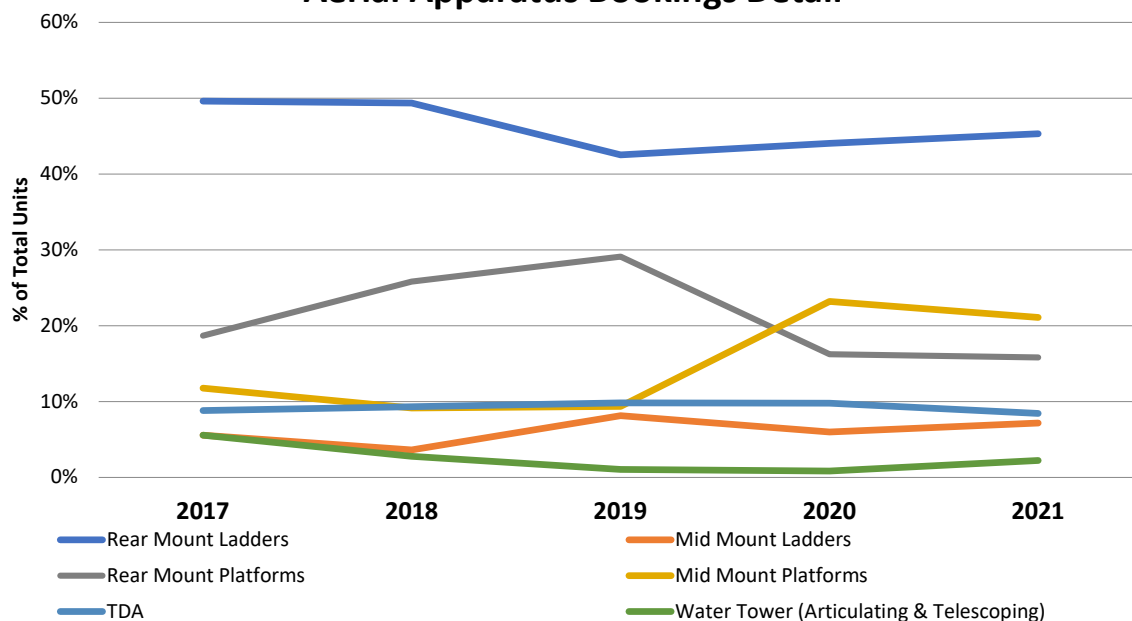
Does not include ARFF or Refurbs
All regions



Aerial Bookings	Quantity	YOY Growth %
Rear Mount Ladders	387	+45.5%
Mid Mount Ladders	61	+69.4%
Rear Mount Platforms	135	+37.8%
Mid Mount Platforms	180	+28.6%
Tillers	72	+22.0%
Water Tower (telescoping & articulating)	19	+280.0%

Aerial Apparatus Sales 12 Month Rolling

Aerial Apparatus Bookings Detail



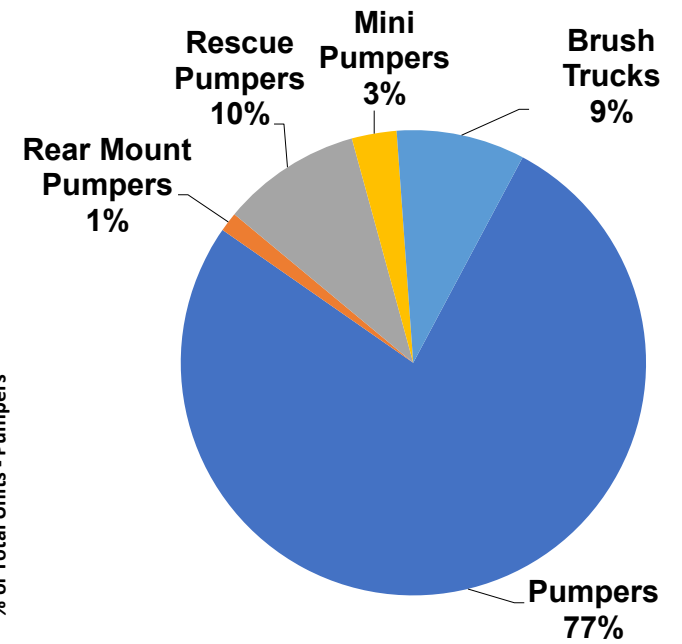
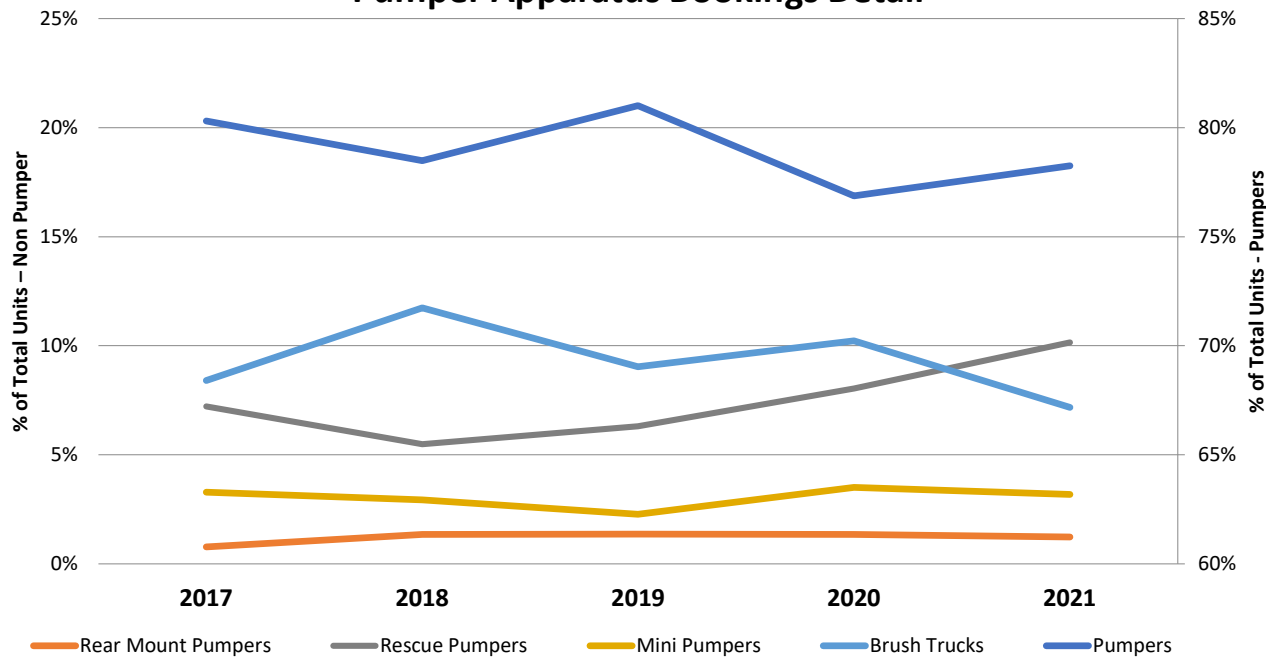
- **854 Booked** (+41.4% YOY)
- **570 Shipped** (-4.2% YOY)



Pumper Bookings	Quantity	YOY Growth %
Pumpers	2920	+38.8%
Rear Mount Pumpers	51	+37.8%
Rescue Pumpers	369	+67.7%
Mini Pumpers	118	+22.9%
Brush Trucks	339	+21.1%

Pumper Apparatus Sales 12 Month Rolling

Pumper Apparatus Bookings Detail



2021 Bookings

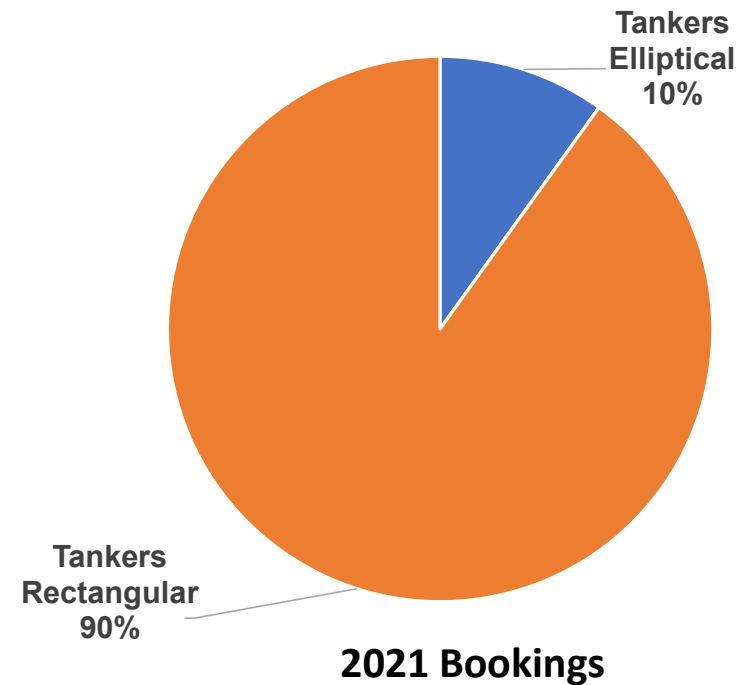
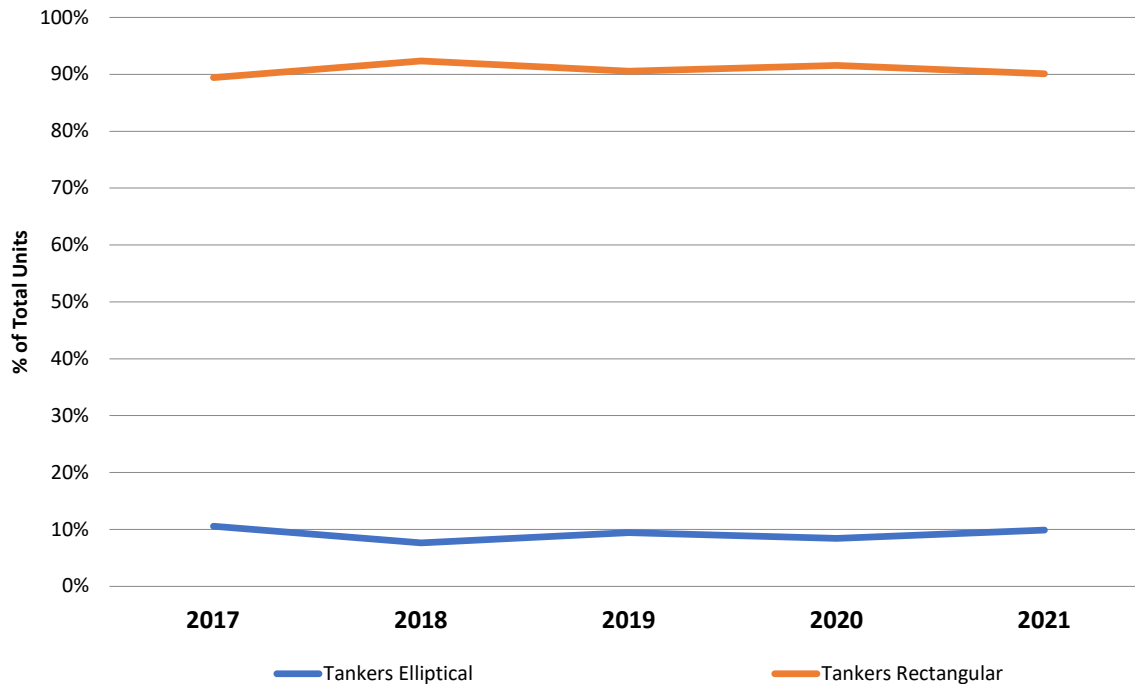
- **3,797 Booked (+38.7% YOY)**
- **2,664 Shipped (-7.5% YOY)**



Tanker Bookings	Quantity	YOY Growth %
Elliptical	75	+78.6%
Rectangular	683	+49.5%

Tanker Apparatus Sales 12 Month Rolling

Tanker Apparatus Bookings Detail



- **758 Booked** (+51.9% YOY)
- **541 Shipped** (+18.6% YOY)

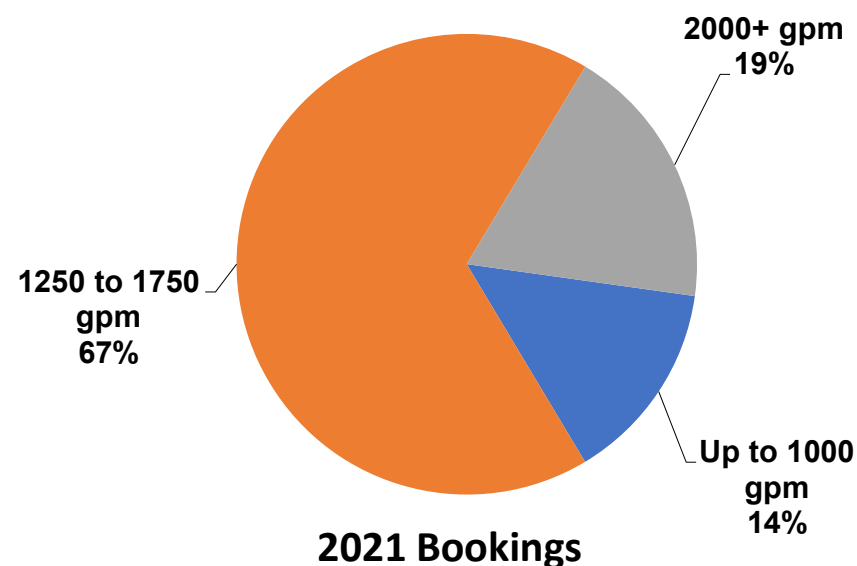
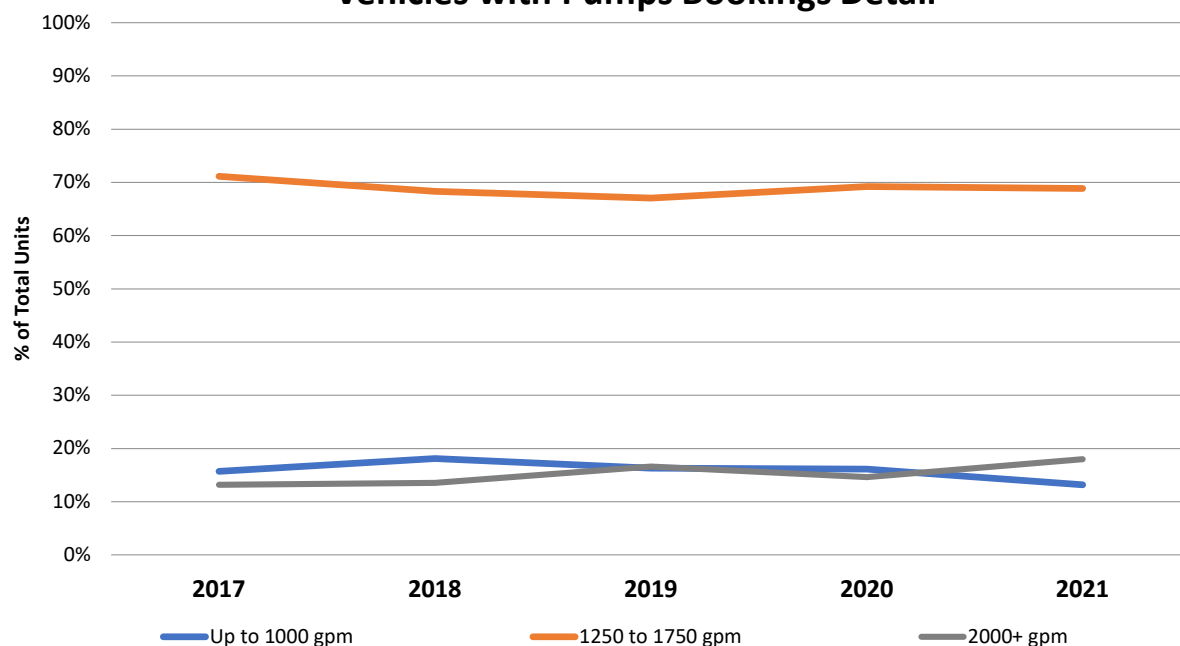


Vehicles with Pumps Sales

12 Month Rolling

Pumper Bookings	Quantity	YOY Growth %
Up to 1000 GPM	733	+25.3%
1250 – 1750 GPM	3467	+38.0%
2000+ GPM	961	+81.0%

Vehicles with Pumps Bookings Detail



- **5,161 Booked** +42.2% YOY)
- **3,555 Shipped** (-4.7% YOY)

Does Not Include ARFF & Refurbs

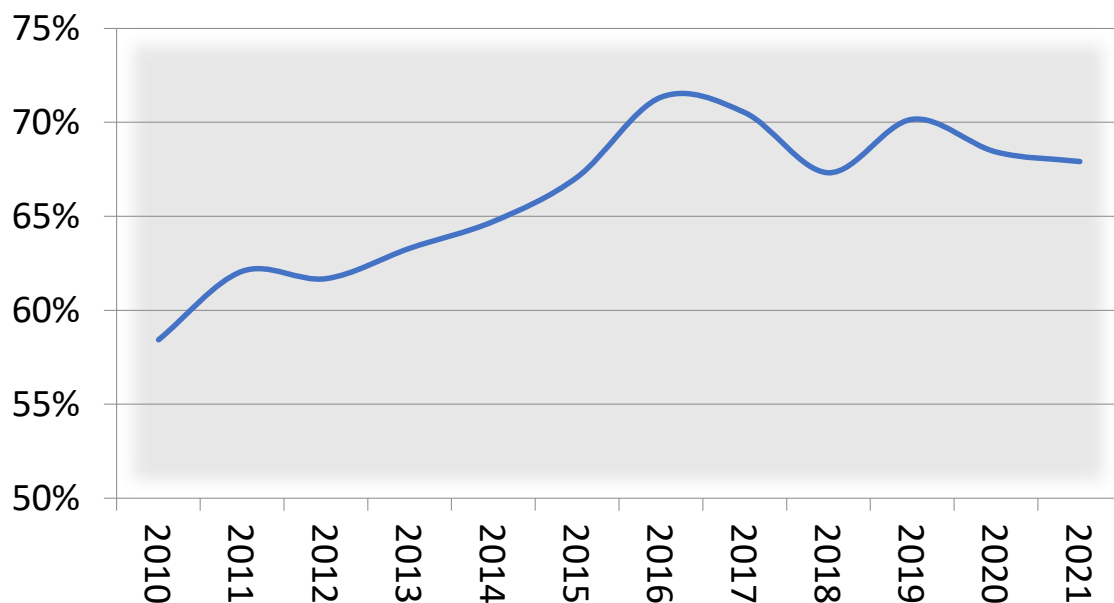


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Total Industry Bookings Custom vs Commercial Chassis

Custom Chassis Annual Percent Usage – All Products



Year	Commercial	Custom	Custom YOY Growth %
2010-2014	37.8%	62.2%	
2015-2019	30.8%	69.2%	+11.4%
2020	31.6%	68.4%	-1.2%
2021	32.1%	67.9%	-0.7%

Rolling 12 Month: 32.1% Commercial / 67.9% Custom

All products, all regions



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Questions/Comments



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



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BYLAW COMMITTEE

Jerry Halpin – Chair

Bruce Whitehouse – Co-Chair

Drew Sutphen - Committee Member



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Request to Review:

SECTION 3. MEMBERSHIP

3.2 Qualifications.

Board of Directors has asked the By-Law Committee to review and provide guidance on changes to improve clarity with respect to Membership qualification requirements - and any associated wording.



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Following By-Law revisions are being discussed in preparation for potential Board review and presentation at the 2022 Fall Meeting



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Current:

SECTION 2.

MISSION

2.1 The mission of **FAMA** shall be:

- To operate as a business league, as the term is used in Section 501(c) (6) of the Internal Revenue Code of 1954, as amended, for the improvement of business conditions in the fire apparatus and equipment industry (hereinafter “industry”);
- To advance and protect the business interests of the industry;
- To support and assist in the development of such standards, programs, data, nomenclature and objectives as are permitted by law, related to the safe design, manufacturing, marketing and use of fire apparatus and equipment;
- To promote the working relationships between the industry and
 - o end users of fire apparatus and equipment;
 - o component and accessory suppliers
 - o legislative, regulatory and standards writing organizations.



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Current:

SECTION 2. MISSION CONTINUED

- To keep members apprised of all pertinent regulatory, economic, technological and other developments that affect the industry;
- To promote the common interests of fire apparatus and equipment manufacturers in the development and sale of safe and efficient products;
- To promote reforms in the law to achieve these objectives;
- To engage in any lawful activity consistent with the foregoing for which corporations may be organized under the Non-stock Corporation Act of the Commonwealth of Virginia.



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Proposed:

SECTION 2. MANDATE

2.1 The **mandate** of **FAMA** shall be:

- To operate as a business league, as the term is used in Section 501(c) (6) of the Internal Revenue Code of 1954, as amended, for the improvement of business conditions in the fire apparatus and equipment industry; ~~hereinafter~~ **“industry”**;
- To ~~promote~~ **advance and protect** the business interests of the industry;
- ~~To support and assist in the development of such standards, programs, data, nomenclature and objectives as are permitted by law, related to the safe design, manufacturing, marketing and use of fire apparatus and equipment;~~
- To promote the working relationships between the industry and
 - o end users of fire apparatus and equipment;
 - o component and accessory suppliers
 - o **legislative, regulatory and standards writing organizations.**



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Proposed:

SECTION 2. **MANDATE** CONTINUED

- ~~— To keep members apprised of all pertinent regulatory, economic, technological and other developments that affect the industry;~~
- To promote the common interests of fire apparatus and equipment manufacturers in the development and sale of safe and efficient products;
- ~~— To promote reforms in the law to achieve these objectives;~~
- To engage in any lawful activity consistent with the foregoing for which corporations may be organized under the Non-stock Corporation Act of the Commonwealth of Virginia.



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Proposed:

SECTION 2. **MANDATE** CONTINUED

2.3 Non-Profit Status: FAMA is a non-profit business league as provided under Section 501(c)(6) of the U.S. Internal Revenue Code of 1986, and FAMA shall manage and maintain its finances in compliance with the requirements of that provision.



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Current:

SECTION 3. MEMBERSHIP

- 3.3 Applications for Membership. A membership committee shall review all applications for membership and submit the names of qualified applicants to the Board of Directors for approval by a majority vote of the Board.

Proposed:

SECTION 3. MEMBERSHIP

- 3.3 Applications for Membership. All applications for membership shall be reviewed for approval or denial by a majority vote of the Board of Directors.



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Current:

SECTION 3. MEMBERSHIP

3.6 Non-Discrimination Policy. It is **FAMA** policy that all programs and activities of the Association be conducted without discrimination against any person on the basis of gender, race, religious affiliation, sexual orientation, age, color, marital status, national origin, physical or mental disability, veteran's status, or any other legally recognized basis. All **FAMA** members, member representatives and guests are required to act in strict compliance with this non-discrimination policy in connection with any **FAMA** related program or activity.



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Proposed: SECTION 3. MEMBERSHIP

3.6 Non-Discrimination. All FAMA activities and programs shall be conducted in compliance with the FAMA Non-Discrimination Policy.

3.7 Antitrust. All FAMA activities and programs shall be conducted in compliance with the FAMA Antitrust Policy.



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Current:

SECTION 4. DUES AND ASSESSMENTS

4.4 Reinstatement. A member who resigns in good standing (which is herein defined as current in all dues, assessments and any other applicable obligations to **FAMA**) and a member whose membership in **FAMA** expires for non-payment of dues or assessments shall not be reinstated until (i) it has paid all current dues for the fiscal year of such reinstatement; and (ii) an application for membership is re-submitted and approved in accordance with these Bylaws.



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Proposed:

SECTION 4. DUES AND ASSESSMENTS

4.4 Reinstatement. A member who resigns in good standing (which is herein defined as current in all dues, assessments and any other applicable obligations to **FAMA**), or a member whose membership otherwise expires, may be reinstated with a majority vote of the Board of Directors, upon meeting the requirements and qualifications applicable to admission of new members.



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Current:

SECTION 16. BOARD OF DIRECTORS AND OFFICERS

6.3.5 Director at Large. Directors at Large participate in general discussion and decision making as voting members of the Board of Directors; serve as liaison between the Board and the various **FAMA** Committees and task groups, as the President may assign and direct; and engage in such other assignments and duties as may be necessary for the efficient accomplishment of **FAMA**'s objectives and management of **FAMA**'s affairs.



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Proposed:

SECTION 16. BOARD OF DIRECTORS AND OFFICERS

6.3.5 Directors at Large. Directors at Large **shall** participate in general discussion and decision making as voting members of the Board of Directors; serve as liaison between the Board and the various **FAMA** Committees and task groups, as the President may assign and direct; and engage in such other assignments and duties as may be necessary for the efficient accomplishment of **FAMA**'s objectives and management of **FAMA**'s affairs.



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Current:

SECTION 16. BOARD OF DIRECTORS AND OFFICERS

6.7 Vacancies. Whenever any vacancy occurs on the Board of Directors, a replacement member shall be

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If the vacancy to be filled is for Secretary, Treasurer or Vice-President, a Past President of **FAMA** who is not currently serving on the Board of Directors shall be appointed for the balance of the vacated term, however an appointed Vice-President shall not become part of the automatic succession of Executive Committee members referenced in section 6.1.1 of these Bylaws. If the vacancy to be filled is for the position of Past President, the replacement member shall be the most recent Past President not currently on the Board who is available and willing to serve, and who is otherwise eligible under section 6.2 of these Bylaws. If the vacancy to be filled is for the position of President



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Proposed:

SECTION 16. BOARD OF DIRECTORS AND OFFICERS

6.7 Vacancies. Whenever any vacancy occurs on the Board of Directors, a replacement member shall be

.....

If the vacancy to be filled is for Secretary, Treasurer or Vice-President, a Past President of **FAMA** who is not currently serving on the Board of Directors, and who is otherwise eligible under Section 6.2 of these Bylaws, shall be appointed for the balance of the vacated term, however an appointed Vice-President shall not become part of the automatic succession of Executive Committee members referenced in section 6.1.1 of these Bylaws. If the vacancy to be filled is for the position of Past President, the replacement member shall be the most recent Past President not currently on the Board who is available and willing to serve, and who is otherwise eligible under section 6.2 of these Bylaws. If the vacancy to be filled is for the position of President



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Questions/Comments



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SMALL GROUP BREAKOUT SESSIONS & REPORT OUTS



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MEETING SUSPENDED



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