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2022 Spring Meeting

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MEETING RESUMED CALL TO ORDER

Oran McNabb



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BOARD OF DIRECTORS' REPORT (Cont.)

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TREASURER'S REPORT

Gary Pacilio



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Overview of Total Income and Expenses **2016-2021**

Actuals	2016	2017	2018	2019	2020	2021 YE
Total Income	429,105.00	481,485.51	491,268.78	503,548.89	274,059.35	266,051.13
Total Expenses	385,102.90	428,463.77	430,123.35	399,459.10	245,321.25	282,221.77
Net Operating Income	42,302.10	53,021.74	61,145.43	104,089.79	28,738.10	-16,170.64

- Total income and expenses are down for 2020 and 2021 due to no in-person meetings.
- The Safety Guide royalty payment for 2021 was not received until early January 2022.



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Assets, Gross Profit, Net Income Fiscal Years 2018 thru 2022 (YTD)

Balance Sheet Assets

2018 (12/31/2018)	600,442.86
2019 (12/31/2019)	680,467.65
2020 (12/31/2020)	748,455.75
2021 (12/31/2021)	773,650.11
2022 (2/24/2022)	878,813.37

2021 improvement of
3.37% or \$25,194.36
vs 2020

P & L

Gross Profit

2018 (12/31/2018)	491,268.78
2019 (12/31/2019)	503,548.89
2020 (12/31/2020)	274,059.35
2021 (12/31/2021)	266,051.13
2022 (2/24/2022)	364,648.78

2021 decrease of -
2.922% or (\$8,008.22)
vs 2020

Net Income

2018 (12/31/2018)	61,145.43
2019 (12/31/2019)	104,089.79
2020 (12/31/2020)	28,738.10
2021 (12/31/2021)	-16,170.64
2022 (2/24/2022)	283,703.26

2021 decrease of
-156.27% or (\$44,908.74)
vs 2020



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Balance Sheet as of December 31, 2021

	As of Dec 31, 2021	As of Dec 31, 2020 (PY)
ASSETS		
Current Assets		
Bank Accounts		
BOA Bill Pay	3,912.26	6,570.55
BOA Operating	366,335.25	361,642.25
BOA Reserve	215,423.59	215,321.81
BOA Surplus	122,479.01	122,421.14
Total Bank Accounts	\$ 708,150.11	\$ 705,955.75
Other Current Assets		
1600 PrePaid Meeting Deposits	65,500.00	42,500.00
Uncategorized Asset	0.00	
Total Other Current Assets	\$ 65,500.00	\$ 42,500.00
TOTAL ASSETS	\$ 773,650.11	\$ 748,455.75

See Details Below

42,500.00	2022 and 2024 Hotel Deposits \$32,000 and Speaker Fees \$10,500 paid in 2019 initially for 2020.
3,000.00	Additional Hotel Deposit for 2024 Spring Meeting Hotel paid in 2021.
15,000.00	2024 Fall Conference Hotel Deposit paid in 2021.
5,000.00	2022 Spring Meeting Speaker Fee paid in 2021.
65,500.00	



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Balance Sheet as of December 31, 2021

		As of Dec 31, 2021	As of Dec 31, 2020 (PY)
1	LIABILITIES AND EQUITY		
	FAMA Prepaid Meeting Registration Fees	91,270.00	57,325.00
	FAMA Prepaid Membership Dues	64,600.00	64,600.00
2	Prepaid Meeting Sponsorship Fees	22,670.00	15,250.00
	Total Liabilities	\$ 178,540.00	\$ 137,175.00
	Equity		
	Retained Earnings	611,280.75	582,542.65
	Net Income	-16,170.64	28,738.10
	Total Equity	\$ 595,110.11	\$ 611,280.75
	TOTAL LIABILITIES AND EQUITY	\$ 773,650.11	\$ 748,455.75

1	57,325.00	Retained 2020 Spring Meeting Reg Fees \$47,125.00 and \$10,200.00 in golf fees and sponsorships.
	29,770.00	Retained 2021 Fall Meeting Reg Fees.
	<u>91,270.00</u>	

2	12,750.00	Retained 2020 Spring Meeting Sponsorships Reapplied to Spring 2022.
	2,500.00	Retained 2020 Technical Committee Meeting Sponsorship to be Reapplied to 2022.
	1,250.00	Retained 2021 Fall Meeting Sponsorship Reapplied to Spring 2022.
	6,170.00	Retained 2021 Fall Meeting Sponsorship to be Reapplied to Fall 2022.
	<u>22,670.00</u>	



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Profit and Loss January – December 2021

	Jan - Dec 2021	Jan - Dec 2020 (PY)
Income		
Dues	229,506.00	227,800.00
GAC Donation	11,500.00	
General Funds		594.00
Hill Day	275.00	1,330.00
Meeting Fees (Fall)	6,245.00	
Meeting Fees (Spring)	0.00	900.00
Meeting Sponsors (Fall)	8,325.00	0.00
Meeting Sponsors (Spring)		24,350.00
Scholarship Sponsor	5,000.00	5,260.95
Services	4,806.00	0.00
Technical Safety Guide		13,354.88
Total Income	\$ 266,051.13	\$ 274,059.35

\$29,770 in Fall Meeting Reg Fees were retained and moved to prepaid for 2022. \$5,895 in Fall Meeting Reg Fees were reimbursed per requests.

\$6,170 in sponsorships will be reapplied to 2022 Fall Conf. \$1,250 were applied to the Spring Meeting. \$8,325 in sponsorships were reimbursed per requests.

No Royalty Payment in 2021



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Profit and Loss January – December 2021

		Jan - Dec 2021	Jan - Dec 2020 (PY)
Expenses			
	Accountant Fees	5,225.00	4,800.00
Includes CFSI, NFFF and Newsletter	Total Advocacy Activities	\$ 15,523.20	\$ 20,096.00
	Annual Fees (Corp)	294.50	290.50
	Awards/Recognition	74.90	359.80
	Bank Fees	6,290.97	6,563.50
	Board Meetings/Retreats	2,837.74	552.15
	Education-Scholarship	5,000.00	5,007.75
	GAC Activities		
2021 4 th Quarter Fee was paid in early October 2021 The 2020 4 th Quarter invoice was reduced to \$4000 due to lower level of expenses.	Governmental Affairs - US	44,025.00	35,235.00
	Total GAC Activities	\$ 44,025.00	\$ 35,235.00



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Profit and Loss January – December 2021

	Jan - Dec 2021	Jan - Dec 2020 (PY)
Insurance Premiums	1,807.00	899.42
Legal	9,800.00	9,800.00
Management Fees	77,590.79	63,156.63
Marketing/PR	51,981.20	29,037.59
Member Meetings (Fall)	40,401.25	9,090.67
Member Meetings (Spring)	140.00	31,566.28
Membership (Plaques)	875.93	
Office	6,799.87	10,440.79
Statistics Program	10,532.15	18,215.05
Technical		10.90
Technical Safety Guide	4.66	
Travel - Administrative	2,932.61	199.22
Total Expenses	\$ 282,221.77	\$ 245,321.25
Net Operating Income	-\$ 16,170.64	\$ 28,738.10

Includes: FAMA 75th Anniversary History Book.

Includes:
2021 Fall Conference \$25,000 hotel cancellation fee (Westin Tampa)
\$5,895 Reg Fee Reimbursements and \$8,325 Sponsorship Reimbursements
NOTE: \$15,000 deposit towards 2024 to The Westin Tampa was moved to Prepaid Deposits.



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2021 Budget vs. Actuals January – December 2021

Income

Actual

Budget

Advocacy Sponsorship (Clarion)

22,500.00

Dues

229,506.00

219,300.00

2021 FDIC / Clarion donation
to FAMA's GAC activities

GAC Donation

11,500.00

General Funds

2,000.00

Hill Day

275.00

\$29,770 in reg fees were
reapplied to 2022 Fall Conf.

Meeting Fees (Fall)

6,245.00

18,375.00

Meeting Fees (Spring)

0.00

\$6,170 in sponsorships were
reapplied to 2022 Fall Conf.
\$1,250 were applied to the
Spring Meeting.

Meeting Sponsors (Fall)

8,325.00

15,000.00

Scholarship Sponsor

5,000.00

5,000.00

Services

4,806.00

Technical Cmte (Sponsors)

2,500.00

Technical Safety Guide

13,000.00

The royalty payment for 2021
was not received until early
January 2022.

Total 130 INCOME

\$ 265,657.00

\$ 297,675.00

BofA Merchant Svcs Reward

234.48

200.00

Interest - BofA - Reserve

105.94

100.00

Interest - BofA - Surplus

53.71

100.00

Gross Profit

\$ 266,051.13

\$ 298,075.00



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2021 Budget vs. Actuals January – December 2021

	Actual	Budget
Expenses		
Accountant Fees	5,225.00	5,500.00
Advocacy Activities		
CFSI (Annual)	5,000.00	5,000.00
Education-Grant Fund		5,000.00
Newsletter	8,023.20	8,500.00
NFFF (Annual)	2,500.00	2,500.00
Total Advocacy Activities	\$ 15,523.20	\$ 21,000.00
Annual Fees (Corp)	294.50	300.00
Awards/Recognition	74.90	
Bank Fees	6,290.97	7,000.00
Board Meetings/Retreats	2,837.74	7,500.00
Education-Scholarship	5,000.00	7,500.00
GAC Activities		
Governmental Affairs - US	44,025.00	45,000.00
Total GAC Activities	\$ 44,025.00	\$ 45,000.00



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2021 Budget vs. Actuals January – December 2021

Account includes:

- 75th Anniversary History Book
- Clarion eblasts

Includes:

2021 Fall Conference \$25,000 hotel cancellation fee (Westin Tampa)
\$5,895 Reg Fee Reimbursements
and \$8,325 Sponsorship Reimbursements
NOTE: \$15,000 deposit towards 2024 to The Westin Tampa was moved to Prepaid Deposits.

The \$16,170 deficit is due to not receiving the royalty payment for the Apparatus Safety Guide until early January 2022.

	Actual	Budget
Insurance Premiums	1,807.00	2,000.00
Legal	9,800.00	12,000.00
Management Fees	77,590.79	70,000.00
Marketing/PR	51,981.20	55,000.00
Member Meetings (Fall)	40,401.25	70,000.00
Member Meetings (Spring)	140.00	3,500.00
Membership (Plaques)	875.93	2,000.00
Membership Recruitment		1,200.00
Office	6,799.87	7,000.00
Statistics Program	10,532.15	45,000.00
Technical		5,000.00
Technical Safety Guide	4.66	
Travel - Administrative	2,932.61	6,000.00
Total 131 EXPENSE	\$ 282,215.77	\$ 372,500.00
Net Operating Income	-\$ 16,170.64	-\$ 74,431.00



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2022 Budget vs. Actuals January – December 2022

Income

	Actual	Budget
Advocacy Sponsorship (Clarion)		45,000.00
Cash from Surplus		17,175.00
Dues	205,700.00	219,300.00
GAC Donation		20,000.00
General Funds		2,000.00
Hill Day	600.00	1,000.00
Meeting Fees (Fall)	29,770.00	30,000.00
Meeting Fees (Spring)	66,025.00	64,575.00
Meeting Sponsors (Fall)	6,170.00	20,000.00
Meeting Sponsors (Spring)	21,250.00	37,250.00
Scholarship Sponsor		5,000.00
Services	3,457.00	5,000.00
Technical Cmte (Sponsors)	2,500.00	5,000.00
Technical Safety Guide	29,002.00	25,000.00
Total 130 INCOME	\$ 364,474.00	\$ 496,300.00
BofA Merchant Svcs Reward	163.30	200.00
Interest - BofA - Reserve	11.48	100.00
Interest - BofA - Surplus		100.00
Total Income	\$ 364,648.78	\$ 496,700.00
Gross Profit	\$ 364,648.78	\$ 496,700.00

The 2021 royalty payment for the Apparatus Safety Guide received in early January 2022.

Budgeted \$17,175 for Apparatus Replacement Project.

\$17,175 has been transferred from the Surplus Account to the Operating Account.

The \$17,175 is **not NEW income**. It was a transfer from Surplus Account in order to balance the 2022 budget so, the Actuals line will remain empty.



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2022 Budget vs. Actuals January – December 2022

	Actual	Budget
Expenses		
131 EXPENSE		
Accountant Fees	562.50	5,500.00
Advocacy Activities		
CFSI (Annual)		12,000.00
Education-Grant Fund		5,000.00
Newsletter		8,500.00
NFFF (Annual)		2,500.00
Total Advocacy Activities	\$ 0.00	\$ 28,000.00
Annual Fees (Corp)		300.00
Awards/Recognition		200.00
Bank Fees	3,902.29	7,000.00
Board Meetings/Retreats		11,000.00
Education-Scholarship		9,000.00
GAC Activities		
Governmental Affairs - US		45,000.00
Total GAC Activities	\$ 0.00	\$ 45,000.00



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2022 Budget vs. Actuals January – December 2022

	Actual	Budget
Hill Day Fees		2,000.00
Insurance Premiums	1,701.00	1,800.00
Legal	2,450.00	12,000.00
Management Fees	11,501.66	75,000.00
Marketing/PR	13,596.87	25,000.00
Member Meetings (Fall)	250.00	80,000.00
Member Meetings (Spring)	45,000.00	130,000.00
Membership (Plaques)		1,500.00
Office	1,009.93	7,500.00
Statistics Program		40,000.00
Technical		7,000.00
Travel - Administrative	971.27	8,500.00
Total Expenses	\$ 80,945.52	\$ 496,300.00
Net Operating Income	\$ 283,703.26	\$ 400.00



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Questions/Comments



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TECHNICAL COMMITTEE REPORT

Roger Lackore



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ARFF



Paul Powell
(Rosenbauer)



Sarah Peck
(Akron Brass)

PUMP



Pete Lauffenburger
(Akron Brass)



Mike Sulmone
(Trident)

CHASSIS



Chris Crowel
(Cummins)



Melissa Dobbs
(IMMI)

BODY



John House II
(Danko)



Wyatt Compton
(Spartan ER)

ELECTRICAL



John Doperalski
(Harrison)



Peter Luhrs
(Fire Research)

AERIAL



Jim Garver
(Sutphen)



John Brady
(KME)

FOAM



Mike Dupay
(Fire Research)



Gregg Geske
(Waterous)

AMBULANCE



Mike Franckowiak
(Akron Brass)



Steve Rowland
(Hale)



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Buyer's Guide Progress

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

Pending	12
Draft	3
To Board	0
Published	34



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Body

John House
Wyatt Compton

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

TC048	Buyers Guide – Suspensions – Front	Bob Albano, Chad Radtke	Pending
	Buyers Guide – Apparatus Electrification		Pending



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Peter Luhrs
John Doperalski

Electrical

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

John Brady
Jim Garver

Aerial

TC068	Buyers Guide – Aerial Rope Rescue Systems	John Brady	Pending
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Foam

Gregg Geske
Mike Dupay

TC067	Buyers Guide – CAFS	Jeremy Fox -- IDEX	Pending
TC030	Foam and Water Additive Proportioning Systems	Greg Geske	Revision Needed

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
	Buyers Guide – Apparatus Tethered Drones		Pending



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FDSOA Apparatus Conference - 2023

Chandler Arizona

Sun Jan 9 thru Wed Jan 12



- Quality presentations with dynamic speakers
- Eliminate breakout sessions until attendance increases
- Target topics to audience



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FDSOA Presentation Topics

Battery Chemistry – AGM vs Lead Acid vs Lithium	Jeff Harper, Kussmaul	
Accident Dynamics and the Human Body	IMMI	
Financial Cost of Apparatus Accidents	Cory Hohs	
NFPA 1900 Update	Sam Massa, Roger Lackore	
Electric Fire Apparatus	Lackore, Schultz	
Trend in Scene Lighting	Sam Massa	
Increasing Apparatus Up-Time	All	
Advanced Pump Controls	Steve Rowland	



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Article Topics for Board Review

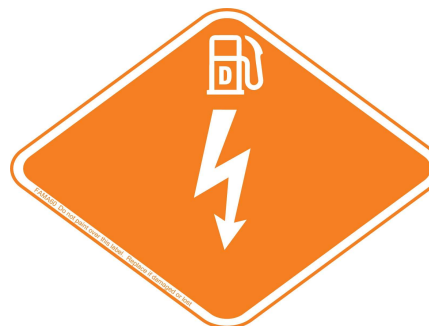
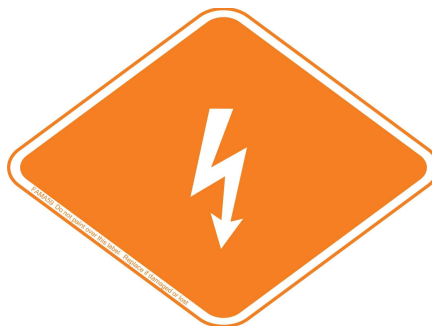
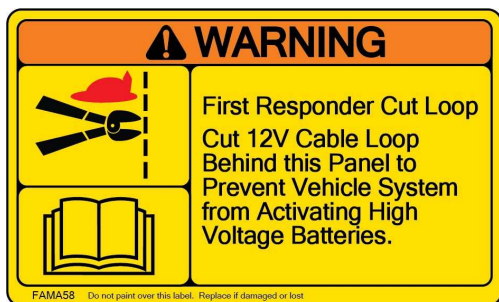
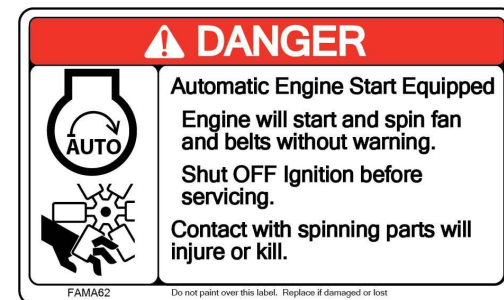
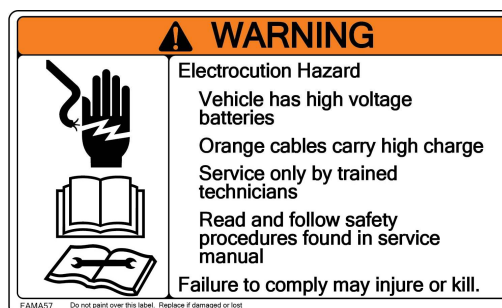
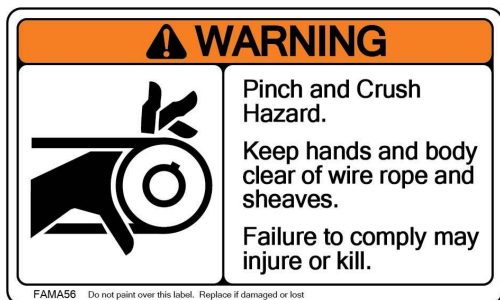
- Electric Commercial Chassis
- Rescue or Rescue Engine
- New AC Systems Refrigerants
- Interoperability technology and mutual aid.
- Fire and intelligent transportation systems
- NFPA 1900 update
- Turbocharger Life and Engine Shut-Down Requirement
- Battery chemistry pros and cons
- Lavender Ribbon Report update (clean cab)
- Frame Corrosion
- Tire Life and Fire Service Ratings
- Electrical Load Requirements and Load Shedding
- FAMA Weight and Cube Calculator and Axle Weights



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New Safety Signs





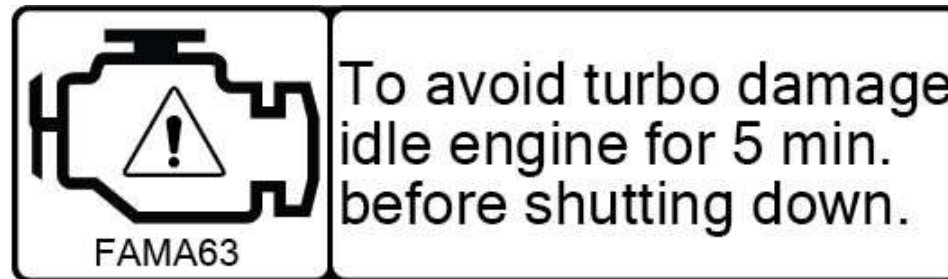
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Engine Idle Label

Cummins engine turbochargers will last longer if the turbo is allowed to cool down prior to shut-down.

Size: 1.75 in. x .50 in.





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FAMA Safety Guide Updates

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- **Cab Occupant Doors**
- **Auto Engine Start**
- **Extra Precautions Around Power Lines**
- **Ladder elevation climbing considerations**
- **Flying Flags from Aerial Devices**
- **EV Apparatus Electric Hazard**
- **EV Apparatus First Responder Loop**
- **Tire Life Clarified**
- **Extra Illustrations**



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FAMA NFPA Representation

18/18A - Standard on Wetting Agents / Standard on Water Additives for Fire Control and Vapor Mitigation

- Principal Jerry Halpin
- Alternate Mike Dupay

414+/ARFF - Standard for Aircraft Rescue and Fire-Fighting Vehicles

- Principal Paul Powell
- Alternate Duane Kann

1451 - Standard for a Fire and Emergency Service Vehicle Operations Training Program

- Principal Roger Lackore
- Alternate OPEN / TBD

1500 - Standard on Fire Department Occupational Safety, Health, and Wellness Program

- Principal Roger Lackore
- Alternate OPEN / TBD

1585 - Standard on Contamination Control

- Principal Scott Beecher
- Alternate Roger Lackore

1901 - Standard for Automotive Fire Apparatus

- Principal Sam Massa
- Alternate Philip Gerace

1917 - Standard for Automotive Ambulances

- Principal Steve Rowland
- Alternate Mike Franckowiak



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NFPA Consolidation Process

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New Draft Standard*:

NFPA 470
NFPA 1140
NFPA 1225
NFPA 1990
NFPA 2500

Previous Standard Numbers:

NFPA 472, NFPA 473, NFPA 1072
NFPA 1051, NFPA 1141, NFPA 1143, NFPA 1144
NFPA 1061, NFPA 1221
NFPA 1991, NFPA 1992, NFPA 1994
NFPA 1670, NFPA 1983, NFPA 1858

New Draft Standard:

NFPA 1020
NFPA 1580
NFPA 1850
NFPA 1930
NFPA 1950
NFPA 1955

Previous Standard Numbers:

NFPA1021, NFPA 1041
NFPA 1581, NFPA 1582, NFPA 1583, NFPA 1584
NFPA 1851, NFPA 1852
NFPA 1932, NFPA 1937, NFPA 1801, NFPA 1802, NFPA 1962
NFPA 1951, NFPA 1977, NFPA 1999
NFPA 1952, NFPA 1953

New Draft Standard*:

NFPA 440
NFPA 460
NFPA 1030
NFPA 1660
NFPA 1900
NFPA 1910

Previous Standard Numbers:

NFPA 402, NFPA 424
NFPA 403, NFPA 405, NFPA 412
NFPA 1031, NFPA 1035, NFPA 1037
NFPA 1600, NFPA 1616, NFPA 1620
NFPA 414, NFPA 1901, NFPA 1906, NFPA 1917
NFPA1911, NFPA 1912, NFPA 1925, NFPA 1071

New Draft Standard:

NFPA 455
NFPA 990
NFPA 995
NFPA 1300
NFPA 1400
NFPA 1750
NFPA 1857
NFPA 1985

Previous Standard Numbers:

NFPA 450, NFPA 451
NFPA 901, NFPA 950
NFPA 951, NFPA 1401
NFPA 1300, NFPA 1452
NFPA 1402, NFPA 1403, NFPA 1404, NFPA 1407, NFPA 1408, NFPA 1410, NFPA 1451
NFPA 1201, NFPA 1710, NFPA 1720, NFPA 1730
NFPA 1855, NFPA 1877
NFPA 1984, NFPA 1989

New Draft Standard*:

NFPA 1010
NFPA 1550
NFPA 1960
NFPA 1970

Previous Standard Numbers:

NFPA 1001, NFPA 1002, NFPA 1003, NFPA 1005
NFPA 1500, NFPA 1521, NFPA 1561
NFPA 1931, NFPA 1936, NFPA 1961, NFPA 1963, NFPA 1964
NFPA 1971, NFPA 1975, NFPA 1981, NFPA 1982



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NFPA 1900

[Choose another Code/Standard](#)

[Receive Email Alerts](#)

[View in CodeFinder™](#)

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

- **Structural and Wildland Apparatus Chapters Combined**
- **Apparatus Type Chapters Combined**
- **Equipment Requirements moved to Annex**
- **EV Apparatus Accommodated**
- **Warning Lights Night Mode**
- **VDR made Optional**
- **Chevron Colors Optional**



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NFPA Updates for Next Revision

Warning Light Standard Simplification

Securing Equipment on Apparatus

Cab Tilt Mechanism Safety and Performance Standard



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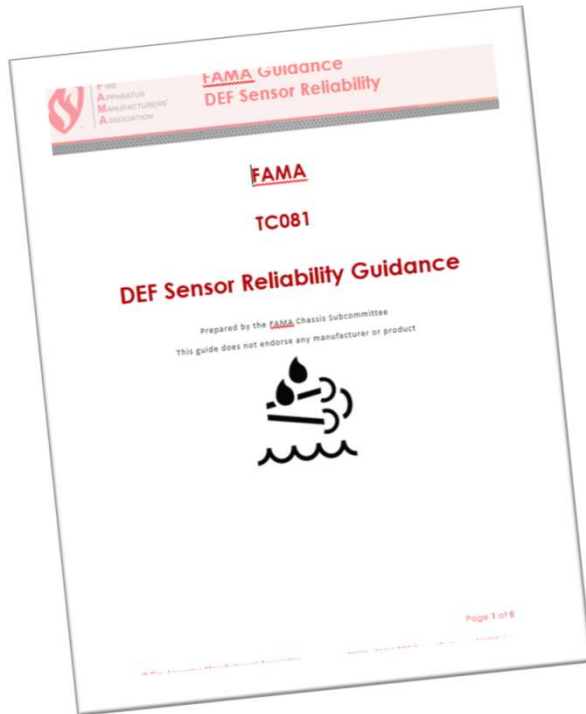
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DEF Sensor Guideline - Chassis Committee

Melissa Dobbs
Chris Crowel

- Explains DEF Sensor shortage
- Provides steps to take if DEF sensor fails and replacement is unavailable.

Complete





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Electric Apparatus and NFPA 1900

Melissa Dobbs
Chris Crowel

- **FAMA comments to NFPA 1900 to make it compatible with electric apparatus**

Complete



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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

In Process



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Tire Life Guidelines

Chassis Subcommittee

- Tire life in NFPA 1911 is 7 years
- Michelin fire life is 7 years from service or 10 years from manufacture date
- FAMA Safety Guide is 7 years from date of manufacture

In Process



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Engine Emissions 2024

The State of Oregon has decided to adopt the California CARB engine mandates in 2024.

FAMA initiative to engage with Oregon and other States to determine if they will also adopt the CARB emergency vehicle emissions exemption.

Pending



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New Initiatives Under Consideration

EV Charging Infrastructure for Fire Stations – Guide

Clean Cab Guide

NHTSA Fire Apparatus Recall Guide

Engine Emissions & GHG Guide

Buyers Guide Videos



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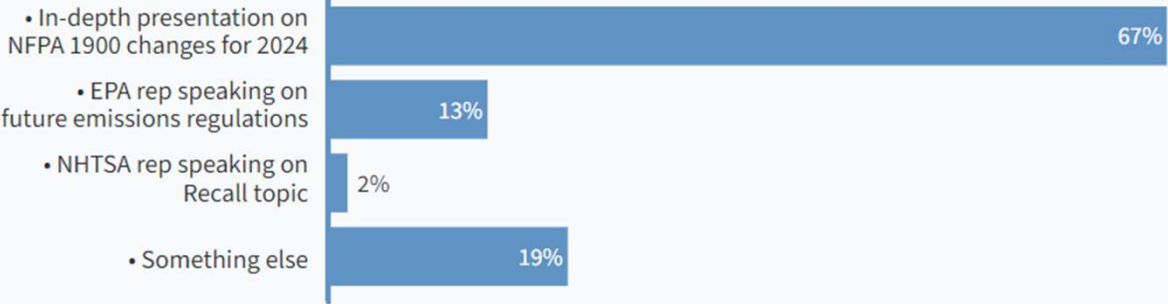
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Edit

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

For the Tech Committee meeting at FDIC, what would you like as a main presentation: (Tech)





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2022 Spring Meeting

Thank You



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GOVERNMENTAL AFFAIRS COMMITTEE REPORT

Lee Morris
David Durstine

Board Liaison: Bert McCutcheon



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GAC Members

- Lee Morris, FAMA Co-Chair
- David Durstine, FAMA Co-Chair
- John Granby, FEMSA Co-Chair
- Scott Beecher
- Mark Brenneman
- Corey Carlson
- Tim Dean
- Jeff Mazza
- Henry Costo
- Cindy Morgan
- Mike Natchipolsky
- David Russell

GAC Support

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



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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 2022 Hill Day to encourage the continued trends for increased annual funding

4

Initiate discussions for the reauthorization of the AFG programs.

5

Meet with FEMA to discuss full AFG allocation of funding to the cap for emergency vehicles.



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AFG and SAFER Funding

- The proposed FY2022 funding levels for AFG and SAFER represent a \$10 million increase over FY2021.
- Congress passed a Continuing Resolution (CR) of appropriations thru March 11, 2022. This will keep the federal government open and allow the Congress more time to pass FY 2022 omnibus bill which includes FY2022 appropriations which have been agreed upon in principle. This bill contains \$740 million for AFG and SAFER combined by both the House and Senate.
- Reauthorization of the AFG programs is key moving forward as the Rand Paul initiated Sunset Provision will end the program in 2023 without additional action.





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Hill Day and Home Days



Hill Day

Greater member participation is needed for Hill Day

Dates: **April 6-7, 2022**

Registration Link is on the FAMA Home Page or at
<https://famafemsagac.org/hill-day/>



Home Days

Home Days are Critically Important for 2022
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.





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Annual & Ongoing GAC Activities



Photo from 2020 Alliance Luncheon

- Annual Alliance Luncheon (tentative)
- Sponsor the annual CFSI Holiday Party (tentative)
- 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



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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: GAC Hill Day April 6-7, 2022.

Continue to discuss the Occupational issues surrounding the Fire Service.

Report back to the GAC about your activity and success.



*Rep. Adam Kinzinger stopped by
the Darley offices in Itasca, IL*



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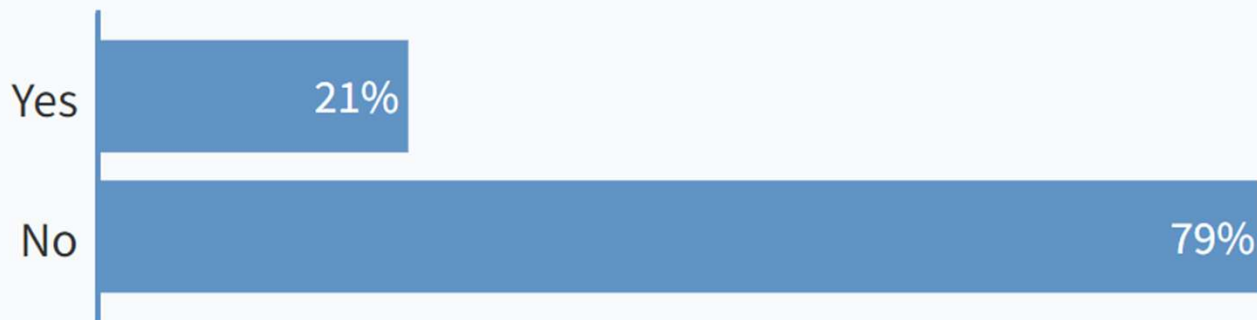
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Have you used the Home Day Tool Kit to facilitate a Home Day event? (GAC)





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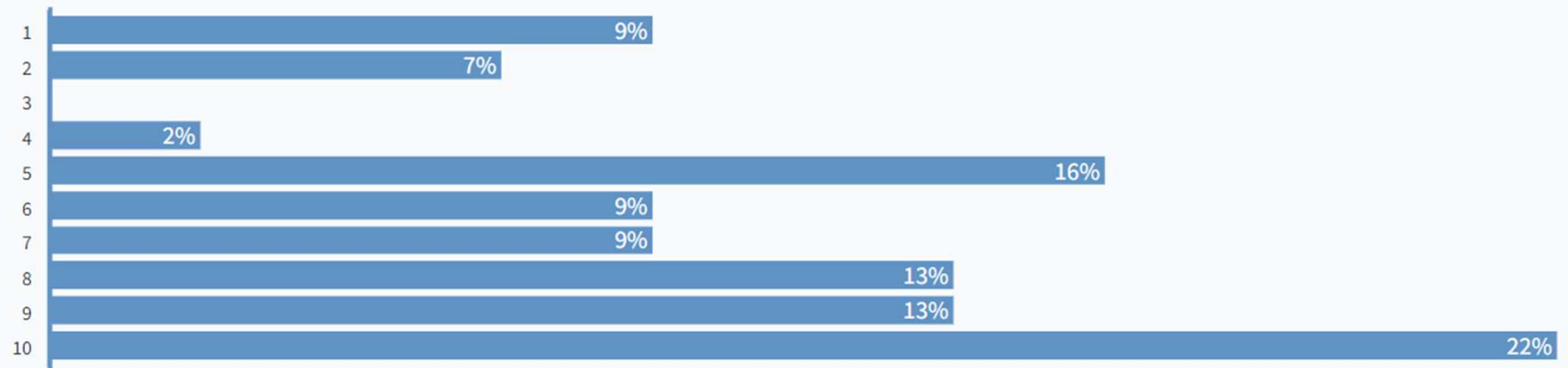


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**how valuable is GAC functions to your organization, 1 being least
10 being very valuable**





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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.

See you on the Hill in DC April 6-7!!!



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Questions/Comments



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APPARATUS REPLACEMENT PROJECT REPORT

Jason Darley



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Task Force Members

- Jason Darley
- David Durstine
- Drew Kirvida
- Chris Crowel
- John Witt
- Jerry Conley
- Phil Gerace

Multiple Committees involved



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Apparatus Replacement Project Overview

History

The Apparatus Replacement project is not a new concept, the effort has been discussed at the board level for quite sometime as a long-term project...Here we go.

Survey partner agency

Large Scale Survey of North American customer base. Data mining for info primarily on fleet age, replacement cycles, down time, maintenance/ownership costs, etc. (ex Hannover)

Project Goals

Creating the data set to pull from to grow our market and support our customers in their fleet replacement efforts.



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Apparatus Replacement Project Overview

Project Goals (cont.)

Collateral Development

White Papers

High level overviews to promote overall mission

Granular data

i.e. apparatus types, department types, etc.

Customer Data Packets

Education collateral



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Stakeholders

FAMA Member companies

Sell MORE firetrucks & Improve Safety for our customer base

Fire Departments

Safer Fire Apparatus

A tool to justify purchases with leadership and controllers

Fire Industry Organizations

Mutual goals accomplished

Example agencies; IAFF, IAFC, NHSTA, NVFC, etc.

FAMA Member Company Affiliates & Industry Stakeholders

Dealers of member companies

Other industry entities



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Task Force updates and actions

- ✓ **Project goals & partner identification at task force level**
- ✓ **Update previous draft Scope**
- ✓ **Engage Compass committee members**

Next Steps-

1. Send scope document to research partners and firms for survey development
2. Identify marketing needs and or partner capabilities
3. Evaluate proposals
 1. Finalize budget and expectations on deliverables
 2. Finalize timeline
4. Execute contract with partners
5. Engage Industry partners
6. Develop, refine & market collateral



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Questions/Comments



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EDUCATION - SURVEY COMMITTEE REPORT

Phil Gerace, Jerry Conley
Board Liaison: Jason Darley



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- 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.



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The Committee Goals for 2022:

1. Develop and release the State of the Fire Service by April 1st with a goal of 2000 survey responses (2020 survey was 1200).
2. Release actionable data to the membership by end of Q2.
3. Investigate methods to either increase survey participation or use methods other than surveys to obtain data.
4. Develop and release a Membership Outlook Survey by June 1st with a goal of 100 survey responses (2020 survey was 72).
5. Release actionable data to the membership by end of Q3.



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Questions/Comments



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MEMBERSHIP COMMITTEE REPORT

**Gregg Geske
Jennifer Hollis**



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Committee Members

- **Gregg Geske / Chair** – Waterous Company
- **Jennifer Hollis / Co-Chair** – Hansen International
- Larry Daniels – E-ONE, Inc.
- Rick Suche – Fort Garry Fire Trucks

Board Liaison: Ron Truhler



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Committee Annual Objectives

- Grow Membership 5%
- Develop Membership Retention Plan
- Engage Member Company Participation
- Proceed with Mentor Program for First-Time Meeting Attendees



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Target New Member Companies

- Please explain the benefits of membership to any company that is not a member.
- Contact anyone on the Membership Committee for help.
- Use the Ten Reasons to Join FAMA pamphlet



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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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Member Companies

- Currently there are 133 FAMA Member Companies



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Moderate



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**Do you know any potential companies that we should
consider for membership that meet our current qualification?
(Membership)**



No responses received yet. They will appear here...



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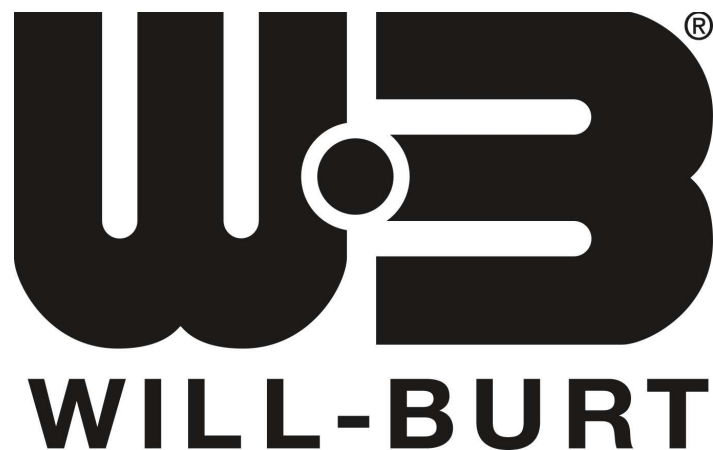
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15-MINUTE BREAK

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KEYNOTE SPEAKER

Commander Kirk Lippold, USN (Ret.)



“Leadership and Accountability When it Matters”

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NOMINATING COMMITTEE REPORT

Steve Toren
Curt Ignacio



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Committee Members

- Steve Toren - Chair
- Curt Ignacio – Vice Chair
- Andrew Lingel – Member / Board Liaison



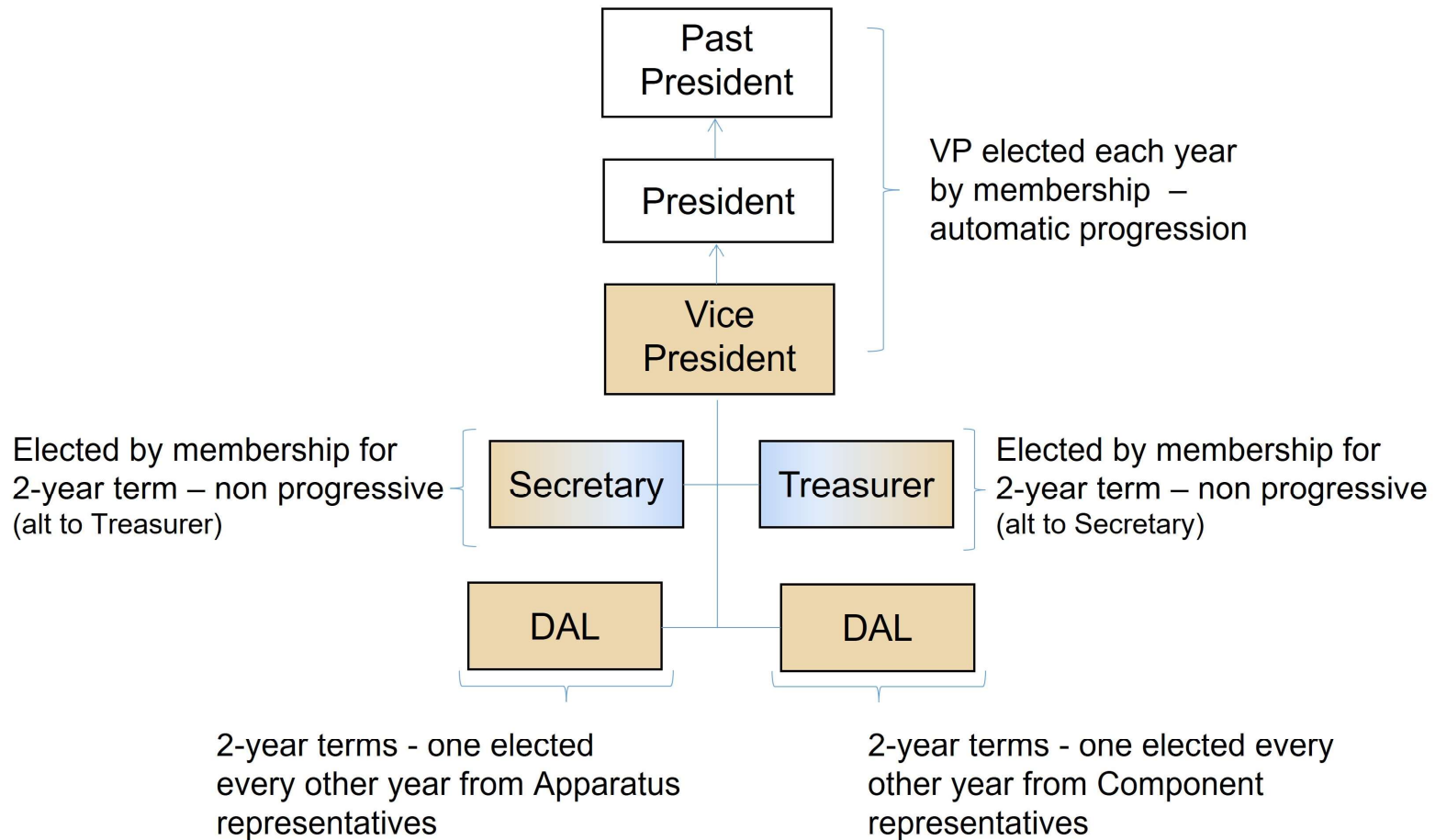
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Committee Annual Objectives

Publish Nomination Call	April 30, 2022
Identify and contact candidates for 2023 board positions	May 15, 2022
Prepare template for Slate of Nominees	June 30, 2022
Finalize slate of 2023 candidates	July 15, 2022
Publish slate of 2023 candidates	Aug 1, 2022
Presentation of Process and Slate	2022 Fall Meeting
Call for Nominations from the Floor	
Election of 2023 Officers	

Board Structure

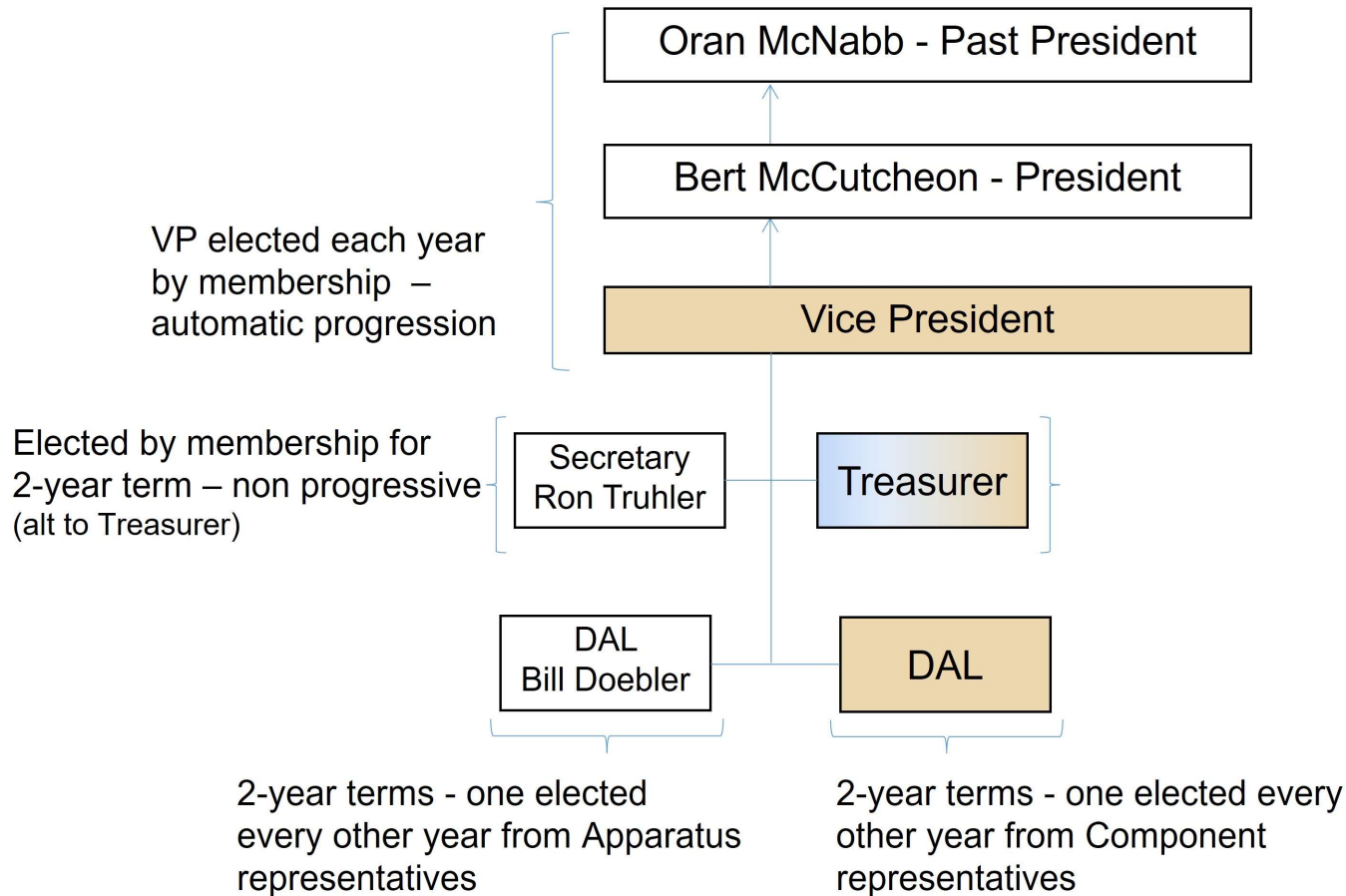




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2023 Board Positions





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2023 Open Board Positions

Vice President

3-year Auto-Progression

Treasurer

2-year Position

DAL – Component

2-year Position



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Candidate Qualifications

- Qualified representative of a member company who has previously served in a leadership position within the association as a committee or subcommittee chair, co-chair, vice-chair, or similar leadership role,
- Board of Directors is empowered to determine the qualifications of candidates seeking election to the Board
- Nominees for Vice President must have 2-years service on Board of Directors.



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MARKETING & TRADE SHOW COMMITTEE REPORT

Jason Witmier
Alissa McGlone



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COMMITTEE MEMBERS

- **Jason Witmier / Chair** – United Safety & Survivability Corp.
 - **Alissa McGlone / Co-Chair** – Kussmaul Electronics
 - Bob Albano – Hendrickson
 - Natalie Childress – E-ONE, Inc.
 - Marcello Iacovella – WATERAX
 - Damon Lewis – Fouts Bros, Inc.
 - Kim Morrow – Akron Brass Company
- Board Liaison: Jason Darley



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MARKETING ACTIVITIES

- Spring Meeting Sponsorship Signage
- Spring Meeting Challenge Coin
- Clarion – FAMA Buyer's Guides E-Blasts
- FDIC Sponsorship
- Enhancing Value to FAMA customers



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SPEAKER: JAKE WOOD



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FERRARA



SPARTAN

DINNER BANQUET



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Darley



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CHALLENGE COIN

- 2022 Spring Meeting Coin
- Future Plans



Graphics By: Alissa McGlone



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OUTWARD FACING

Clarion Monthly E-Blast Campaign

- (12) Annual distributions
- Subjects for 2022
 - Foam and Water Additive Proportioning Systems
 - Stepping Surfaces
 - Chevron Stripping and Graphics
 - Specing Apparatus for Maintenance
 - Crew Compartment Storage
 - Breathing Air Systems
 - Occupant Protection
 - Body Access
 - Wheels



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The Fire Apparatus Manufacturers' Association (FAMA) is a non-profit trade association. FAMA members are committed to enhancing the emergency services community through the manufacture and sale of safe, efficient fire apparatus and equipment. This mission includes the development of essential tools and information to help promote the need for newer and safer apparatus.

FAMA Buyer's Guide

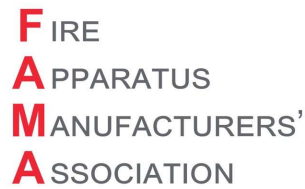
The specification process for the design, acquisition and maintenance of fire apparatus can be daunting at best. FAMA has spent years developing a Buyer's Guide to walk you through many of the critical aspects of apparatus design. The FAMA Technical Committee determines which topics are of interest via consultation with industry experts. Manufacturers are then engaged in a process to develop a structured overview using subject matter experts focused on a specific aspect of apparatus design. Strict rules are employed to ensure impartiality and the promotion of specific brands or proprietary product attributes are expressly forbidden.

FAMA has partnered with Clarion (the publisher of *Fire Engineering*) to bring to you a no charge monthly feature focused on a specific section of the Buyer's Guide.

Monthly Featured Section

FAMA BUYER'S GUIDE

**TC030 FIRE APPARATUS FOAM and WATER ADDITIVE
PROPORTIONING SYSTEMS**



CLARION E-BLAST

- Clarion e-mail list – approximately 50,000 monthly
 - Constantly updated
 - Variety of ranks
 - All functions and department types
- | Rank/Title | Function |
|--|------------------|
| Administrator/Supervisor | Management |
| Apparatus Operator/Engineer/Chauffeur | Suppression |
| Chief of Department | Investigation |
| Dist./Asst./Batt./Chief | Maintenance |
| EMS Chief | Public Education |
| EMT (Basic, 1st Responder) | EMS |
| Executive in Fire Apparatus or Equipment Manufacturing | Hazmat |
| Fire Apparatus or Equipment Sales Franchise Holder | Rescue |
| Fire Apparatus Salesperson | Wildfire |
| Fire Commissioner, Director or Trustee | Other |

Rank/Title	Function	Type of Department
Administrator/Supervisor	Management	Volunteer
Apparatus Operator/Engineer/Chauffeur	Suppression	Career/Paid
Chief of Department	Investigation	Combination Volunteer & Career/Paid
Dist./Asst./Batt./Chief	Maintenance	Industrial
EMS Chief	Public Education	Military
EMT (Basic, 1st Responder)	EMS	Distributor
Executive in Fire Apparatus or Equipment Manufacturing	Hazmat	Other
Fire Apparatus or Equipment Sales Franchise Holder	Rescue	
Fire Apparatus Salesperson	Wildfire	
Fire Commissioner, Director or Trustee	Other	
Firefighter		
Firefighter/EMT		
Firefighter/Paramedic		
Manager level in Fire Apparatus or Equipment Manufacturing		
Nurse/Physician		
Officer/Company Officer		
Other		
Paramedic (EMT-1, EMT-D)		
Pres, Dir, CEO, VP, Mgr		

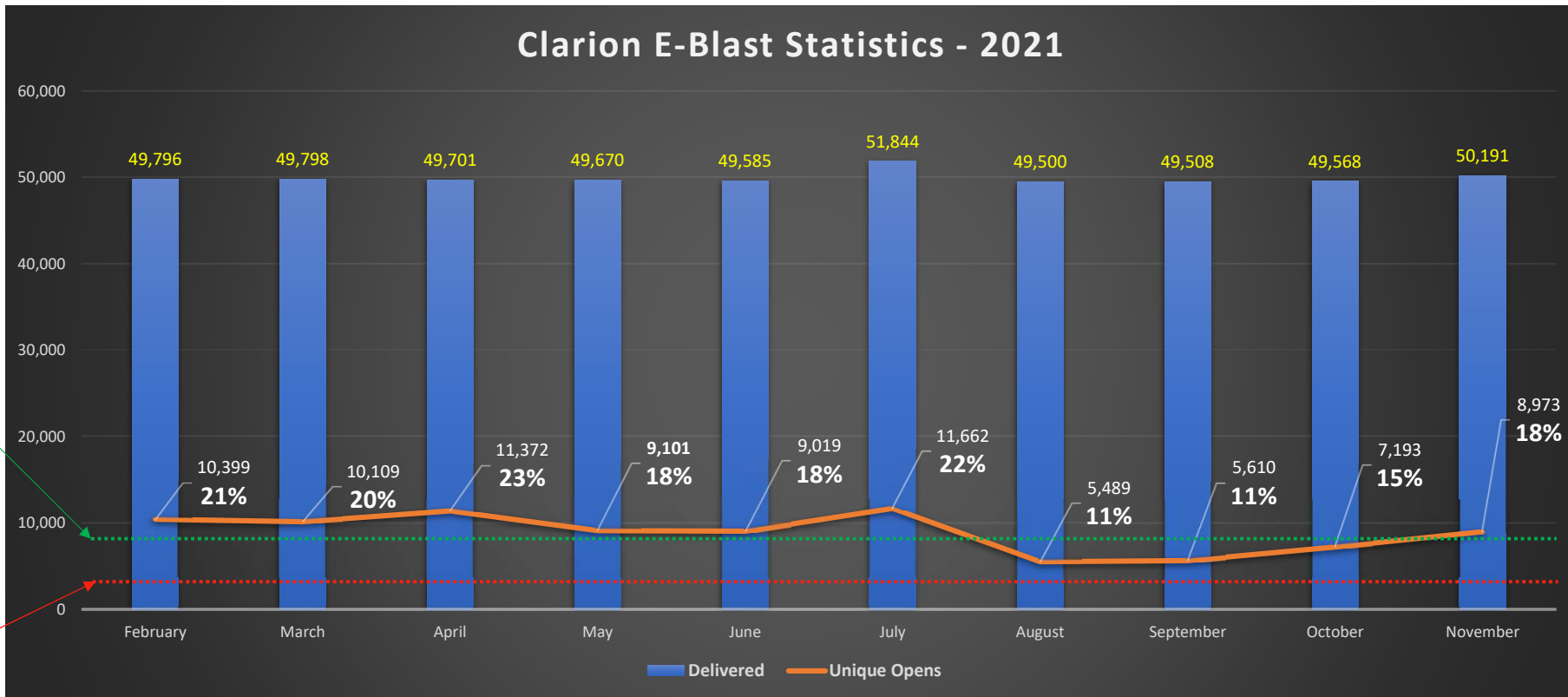


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CLARION E-BLAST

Clarion E-Blast Statistics - 2021



High Average
Click Rate
17%

Low Average
Click Rate
6%

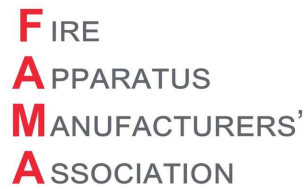


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CLARION E-BLAST

Month	Delivered	Unique Opens	Unique Open %	Sent	Bounce	Total Opens	Unsub	Spam
February	49,796	10,399	20.88%	50,000	204	15,145	156	3
March	49,798	10,109	20.30%	50,000	202	14,476	133	0
April	49,701	11,372	22.88%	49,999	298	15,925	101	0
May	49,670	9,101	18.32%	50,000	330	12,604	79	1
June	49,585	9,019	18.19%	49,928	343	12,652	76	1
July	51,844	11,662	22.49%	52,160	316	16,691	166	5
August	49,500	5,489	11.09%	49,872	372	7,972	58	0
September	49,508	5,610	11.33%	49,864	356	7,567	56	8
October	49,568	7,193	14.51%	49,869	301	9,980	61	14
November	50,191	8,973	17.88%	50,582	391	11,775	80	39
Averages	49,916	8,893	17.79%	50,227	311	12,479	96.60	7.10



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Did you know FAMA offers:

- Fire Apparatus Buyer's Guides
- Product information
- Industry expertise

Buyer's Guide Categories



If your department is buying fire apparatus you need to visit FAMA.org

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Did you know we offer:

- Fire Apparatus Buyer's Guides
- Product information
- Industry expertise

Buyer's Guide Categories



If your department is buying an engine you need to visit fama.org

fama.org

Maryland Hallway Banners

Graphics By: Karen Pramas



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ENHANCING VALUE TO MEMBERS

Goals

- Provide value to OEM/Component Manufacturers, Dealers, and End Users

Continuing Projects

- FAMA Facebook Page
- FAMA Website Revisions



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Visual settings



Edit

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

**Do you feel that FAMA should go back to having a booth at
FDIC (Marketing)**

Yes

No



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Questions/Comments



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MEETING PLANNING COMMITTEE

Paddy Cahill
Tim Allaband



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Committee Members

Patrick Cahill / Chair – United Plastic Fabricating

Tim Allaband / Co-Chair – Matheny Fire & Emergency

- Mark Albright – 4 Guys Fire Trucks
- Brian Emmel – Federal Signal Corp.
- Chick Granito – AMDOR Inc.
- Damon Lewis – Fouts Bros., Inc.
- Kaoma Massa – HiViz Lighting, Inc.
- Ron Truhler – H.O. Bostrom Company, Inc.
- Eddie Villarreal – C.E. Niehoff & Company
- Board Liaison: Bert McCutcheon



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Welcome to The Don CeSar Hotel





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Featured Speakers



Jake Wood



Commander Kirk Lippold, USN (Ret.)



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What type of speaker topics do you prefer for Spring 2023? (meeting Planning)

Feel good / Motivational
Management
Manufacturing
Sales
Economics



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Moderate

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**Do you know of any speakers that you would recommend
for Spring 2023?**

No responses received yet. They will appear here...



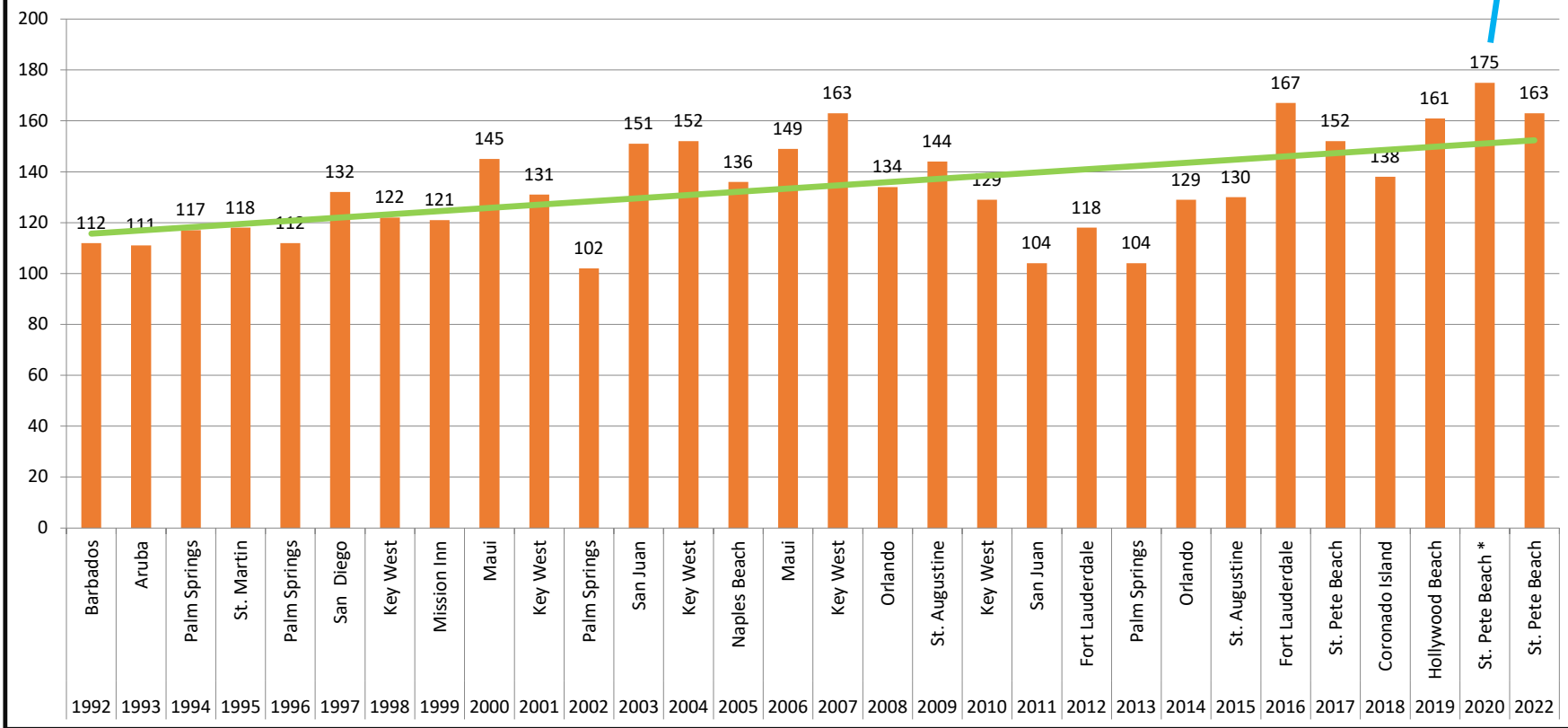
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Spring Meeting Attendance

As of 3/6/2020
prior to
cancellation due to
COVID-19

Members and Guests





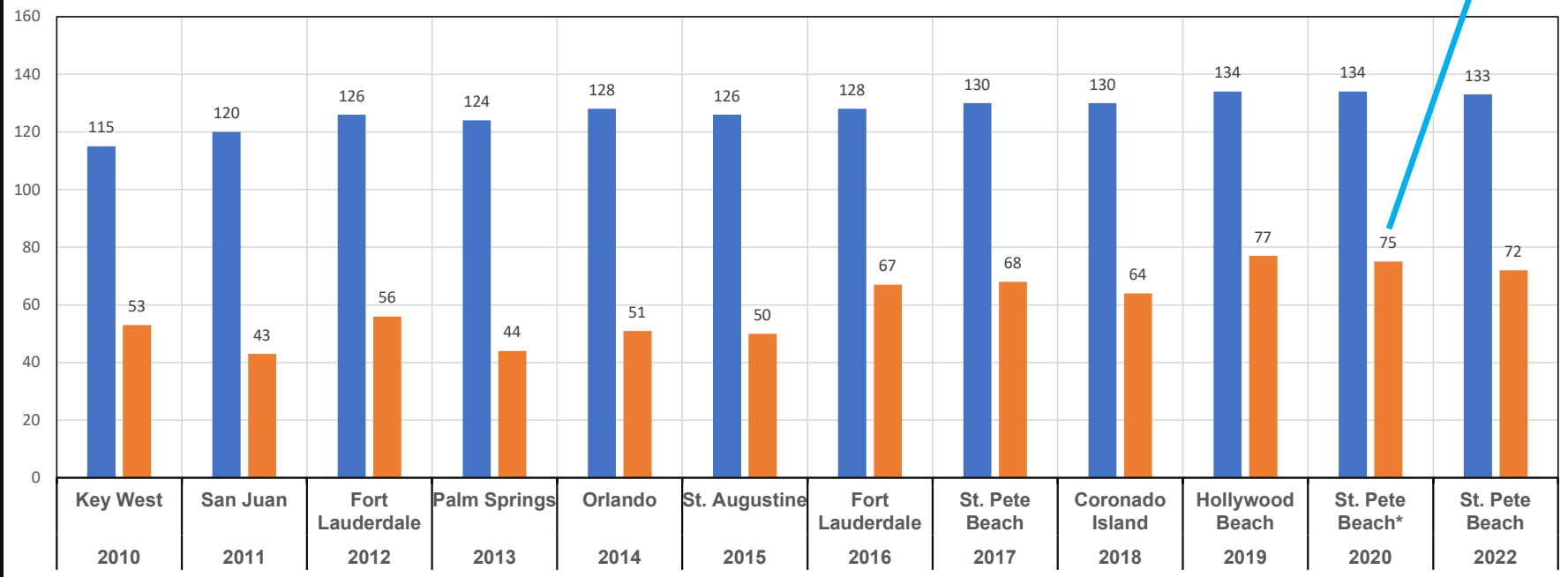
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Spring Meeting Historical Attendance

As of 3/6/2020
prior to
cancellation due to
COVID-19

**SPRING MEETING ATTENDANCE OF FAMA MEMBER COMPANIES
COMPARED TO NUMBER OF FAMA MEMBER COMPANIES as of 2/24/2022**





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**Are you currently planning to attend the 2022 Fall
Conference, Sept 20-23rd?**

Yes

No



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Fall Conference 2022

Salt Lake City, UT

(September 20-23, 2022)

Hilton Salt Lake City Center (Downtown)





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Spring Meeting 2023 (March 18-21)

Fort Lauderdale, FL

The Westin Fort Lauderdale





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Planning Committee Proposal

Negotiate one sight for FAMA Spring Meeting for 3 years

Meets Member previous requested needs

Provides Corporate Planning

- **Same Location – Don Cesar**
- **Same Timeframe – Last Weekend Feb**
- **Set Costing – Peak Season Rate Lock**
 - **Incremental Annual Increase**





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Proposal Under Negotiation

CURRENT PATTERN OF SATURDAY PEAK ARRIVAL

February 27 – March 5, 2025 @ \$339

February 26 – March 4, 2026 @ \$345

February 25 – March 3, 2027 @ \$350



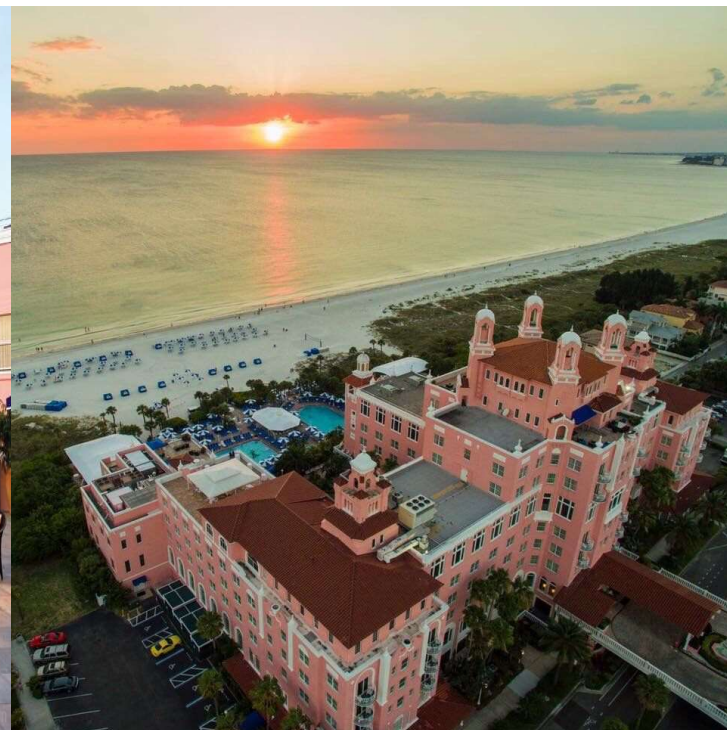
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Spring Meeting 2024

Back to The Don CeSar

St Petersburg, FL (2025, 2026, 2027???)





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Questions/Comments



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We look forward to Seeing you in Salt Lake City, UT (September 20-23, 2022)





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TRAINING ON HOW TO APPLY FAMA STATISTICS DATA



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Login

1) Go to WWW.FAMA.org

2) If you don't have or remember your login in contact Sonya Kelly or use the "?" to reset your password.

3) In members area click on FAMA statistics.

4) Landing page, there is additional video tutorials here that can be watched.

The screenshots illustrate the login process on the FAMA website:

- Screenshot 1:** The homepage of [fama.org](http://www.fama.org). The login field is highlighted with a blue oval and a blue arrow pointing to it.
- Screenshot 2:** The login form. A blue box with the text "Enter your login info to get to the secure area." is shown. A blue arrow points from the login field in Screenshot 1 to this form.
- Screenshot 3:** The "MEMBERS" section. A blue oval highlights the "MEMBERS" header. A blue arrow points from the "MEMBERS" header to the "FAMA Statistics" link in the "Member Directory" section.
- Screenshot 4:** The "SEARCH BY DATE BOOKED" page. A blue oval highlights the "VIDEO TUTORIAL" link in the top right corner. A blue arrow points from the "FAMA Statistics" link in Screenshot 3 to this link.



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Interactive

The screenshot shows the FAMA website's search interface. At the top, there's a navigation bar with links: FAMA HOME, REPORTS, COMPANY DATA, HELP, and LOGOUT. Below this, a search bar is labeled "SEARCH BY DATE BOOKED" with a blue arrow pointing to it (callout 1). The search bar has a "FROM:" field with a date picker set to "01-01-2021" and a "TO:" field with a date picker set to "12-31-2021". A blue oval highlights the date range (callout 2). To the left of the date range are several filter dropdowns: Vehicle Class (All selected (34)), Chassis (All selected (2)), Transmission Type (All selected (2)), State (All selected (70)), Pumps (All selected (4)), Pump Type (All selected (4)), Foam (All selected (5)), and Foam Type (All selected (3)). A blue arrow points to the Vehicle Class dropdown (callout 3). Below the date range are checkboxes for "Plot US map", "Plot Canadian map", and "Plot line graph of sales by month or by quarter". A blue arrow points to the "Plot line graph" checkbox (callout 5). To the right of the date range is a green "Search" button with a magnifying glass icon. A blue arrow points to the "Search" button (callout 4). Below the search bar is a table with columns: Book Date, Ship Date, Country, State / Province, Vehicle Class, Chassis, Pumps, Pump Type, Axles, Foam, Foam Type, # of Trucks, and Price. The table contains two rows of data.

Book Date	Ship Date	Country	State / Province	Vehicle Class	Chassis	Pumps	Pump Type	Axles	Foam	Foam Type	# of Trucks	Price
2021-01-01	2021-01-01	United States	NY	Pumpers	Custom 1st Torque Trans (1201+5000)	Mid	Up to 1000 gpm	Single	Class A	Automatic	1	0.0
2021-01-01	2021-01-01	United States	OK	Brush Trucks (1000-1000)	Commercial 1st Torque Trans (0-1200 4000)	Mid	Up to 1000 gpm	Single	Class A	Automatic	7	0.0

- 1) This is for booked data not shipped.
- 2) Enter the date range that you are looking for.
- 3) Also, filter using any of the drop downs.
- 4) Hitting search bring the data below.
- 5) You can export this data to excel.



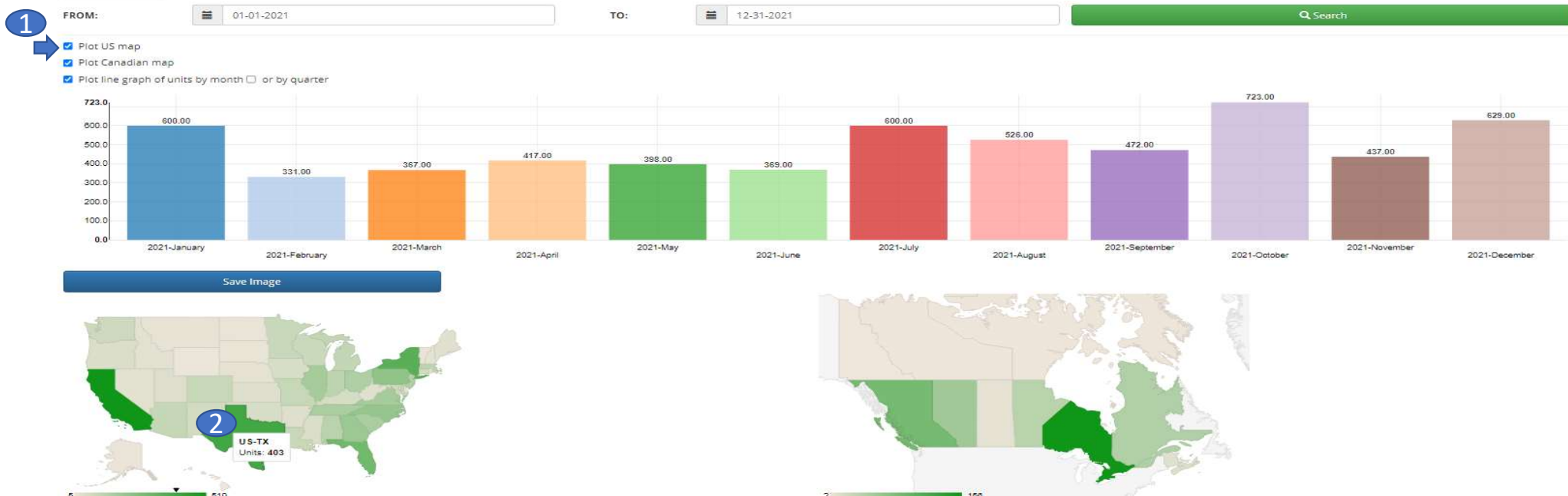
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Interactive

- 1) Click on each will bring up the graphs and maps you see from the data you entered.
- 2) Click the state or province will bring up the exact number. Ex. Texas had 403 booked in 2021.



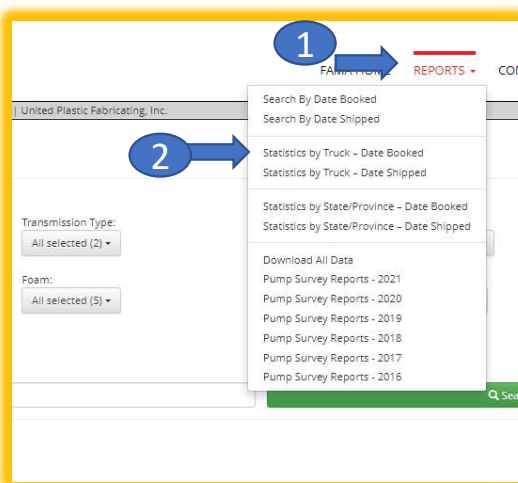


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Raw Data



- 1) Clicking on reports bring up a further range of options like bookings.
- 2) Once you click one, it will bring you to a new page.

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FIRE VIDEO TUTORIALS

POLICES

FAMA HOME

REPORTS

COMPANY DATA

HELP

LOGOUT

Logged in as Andrew Lingel | United Plastic Fabricating, Inc.

STATISTICS BY TRUCK DATE BOOKED

3

01-01-2020

01-01-2021

Generate statistics

GO

CSV

Excel

Print

PDF

Search

Vehicle Classification	Country			Chassis			Pump			Pump Type			Axe			Foam			Foam Type			Totals						
	Canada	United States	Other	Commercial 1st Torque Turns (1200+ Ft/Lbs)	Commercial Lo Torque Turns (1200 Ft/Lbs)	Custom 1st Torque Turns (200+ Ft/Lbs)	Custom Lo Torque Turns (1200 Ft/Lbs)	Mid	Rear	Front	None	Up To 1000 Gpm	1200 To 1750 Gpm	2000+ Gpm	None	Single	Tandem	Class A	Class B	Class A And B	Compressed Air	None	Automatic	Manual	None	Number Of Trucks Reported With Same Price	Average	Total
Aerial Ladder waterway 5'94' Mid.	0	21	0	0	0	21	0	14	0	0	7	0	10	4	7	13	8	4	0	1	0	16	3	2	16	14	911034.97	1275449.53
Aerial Ladder waterway 5'94' Rear.	7	58	0	0	2	23	40	64	1	0	0	0	48	17	0	61	4	18	1	4	1	41	19	5	41	11	895196.74	1847164.14
Aerial Ladder waterway 9'2' Mid.	0	15	0	0	0	15	0	10	0	0	5	0	5	5	5	1	14	0	3	1	0	11	2	2	11	9	1128038.76	1015845.83
Aerial Ladder waterway 10'2' Rear.	19	191	1	0	7	142	51	145	5	3	47	1	96	56	47	95	105	29	1	29	3	138	56	6	138	18	1039186.59	18700358.62
Aerial Platform 3'85' Mid.	0	6	0	0	0	6	0	4	0	0	2	0	4	0	2	4	2	0	1	0	0	5	0	1	5	4	102909.14	3703636.54
Aerial Platform 3'85' Rear.	0	2	0	0	0	2	0	2	0	0	0	0	0	2	0	1	1	0	0	0	0	2	0	0	2	0	0	0
Aerial Platform 8'6' Mid.	2	130	2	0	0	134	0	108	0	1	25	0	31	78	25	4	130	1	3	6	1	123	11	0	123	31	1290558.41	40190310.62
Aerial Platform 8'6' Rear.	5	77	6	0	0	78	10	75	0	0	13	0	30	45	13	17	71	16	2	10	0	60	25	3	60	10	1065075.6	1065075.6
Aerial Platform Articulating	4	4	0	0	0	8	0	6	0	0	2	0	0	6	2	0	8	1	0	0	1	6	2	0	6	3	1483853.33	4451560

- 3) Fill in the date range and click to generate state.
- 4) Once again, you can export the data click on one of these types of formats.



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OEM

- Market share
- Market trends
- Industry backlogs
- Sales forecasting

Components

- Market share
- Sales forecasting

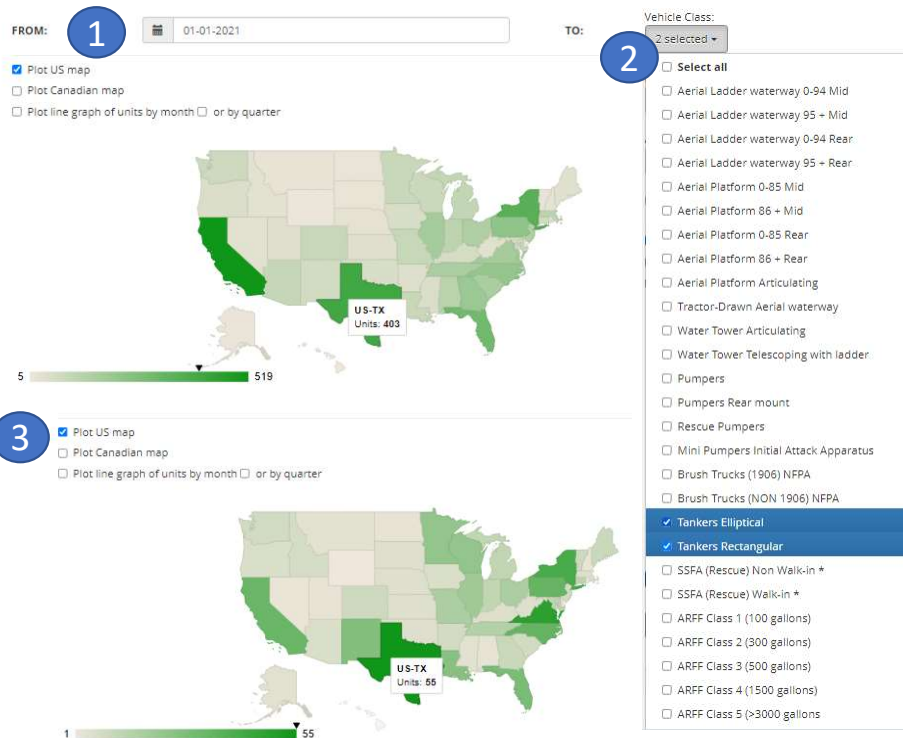


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OEM Market Share



- As with any data mining you need to start with what are you trying to figure out.
- For example, we would want to know our market share in Texas for “ABC manufacturing.”
 - From the previous example we know 403 units were sold in Texas.
 - ABC sold 15 units in 2021 or $15/403 = 3.7\%$
 - But we have to scrub the data because “ABC manufacturing” only sells Tender/Tankers.
 - With the data defined better, we now see only 55 Tenders were sold in Texas.
 - Now the market share of ABC is $15/55 = 27.3\%$.



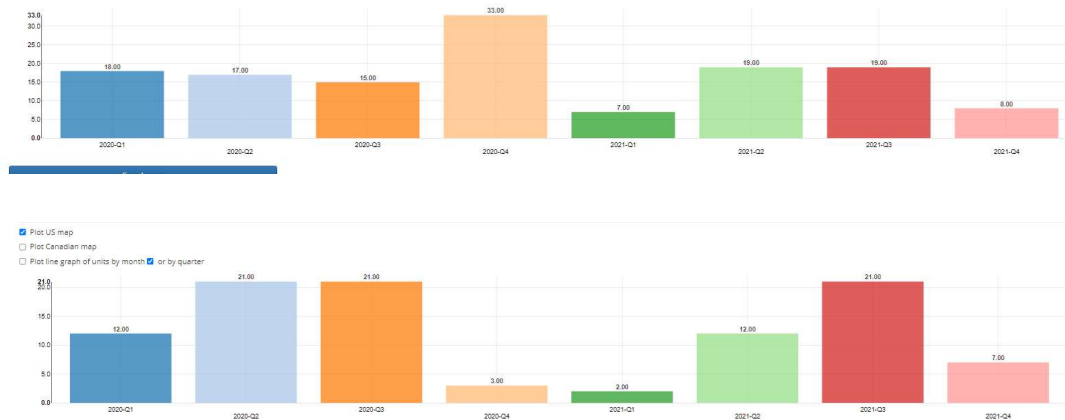
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Component Forecasting

- Let's pretend we are XYZ Inc., and we manufacture wheels for Fire apparatus.
- We want to try and forecast our up coming sales based on the FAMA statistics.
 - We will need to trend data of longer period of time ie. Quarterly bookings for 2 years give 8 data points.
 - We would then scrub the data based on what we know about our sales, ie. we only make wheels for ARFF trucks.
 - We would need to normalize data based on what we are selling ie. 4, 6 or 8 wheels on the unit, we will break down Class 4 & Class 5 ARFF and make some educated guesses and using excel to help.





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Component Forecasting

ARFF Class 4(1500 Gallons)	18	17	15	33	7	19	19	8
Est wheels 5 per	90	85	75	165	35	95	95	40
Arff Class 5 (> 3000 Gallons)	12	21	21	3	2	12	21	7
Est wheels 8 per	96	168	168	24	16	96	168	56
est totat wheels sold	186	253	243	189	51	191	263	96
our sales	76	26	62	92	76	64	16	68
	2020 Q1	2020 Q2	2020 Q 3	2020 Q4	2021 Q1	2021 Q2	2021 Q3	2021 Q4
Correlation	-0.60578							

ARFF Class 4(1500 Gallons)		18	17	15	33	7	19	19	8
Est wheels 5 per		90	85	75	165	35	95	95	40
Arff Class 5 (> 3000 Gallons)		12	21	21	3	2	12	21	7
Est wheels 8 per		96	168	168	24	16	96	168	56
est totat wheels sold		186	253	243	189	51	191	263	96
our sales	76	26	62	92	76	64	16	68	
		2020 Q1	2020 Q2	2020 Q 3	2020 Q4	2021 Q1	2021 Q2	2021 Q3	2021 Q4
Correlation		0.17313							

ARFF Class 4(1500 Gallons)			18	17	15	33	7	19	19	8
Est wheels 5 per			90	85	75	165	35	95	95	40
Arff Class 5 (> 3000 Gallons)			12	21	21	3	2	12	21	7
Est wheels 8 per			96	168	168	24	16	96	168	56
est totat wheels sold			186	253	243	189	51	191	263	96
our sales	76	26	62	92	76	64	16	68		
			2020 Q1	2020 Q2	2020 Q 3	2020 Q4	2021 Q1	2021 Q2	2021 Q3	2021 Q4
Correlation			0.985964							

- We will plot the data in excel and make a conversation using our best estimate to wheels.
- We will add our own internal sales data on our wheels to the sheet.
- We will use the correlation function to see if there is any correlation between our data sets.
- We see a -.6 which is a low negative correlation.
- Not what we wanted to see, we then remember there is offset from booking to when they order our product, we will shift our sale back one quarter and run again.
- We get a .17 a week positive correlation, let's move it out one more time.
- We get at .98 a near prefect correlation, meaning our sales lag 2 quarters behind the bookings.



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Component Forecasting

ARFF Class 4(1500 Gallons)			18	17	15	33	7	19	19	8
Est wheels 5 per			90	85	75	165	35	95	95	40
Arff Class 5 (> 3000 Gallons)			12	21	21	3	2	12	21	7
Est wheels 8 per			96	168	168	24	16	96	168	56
est totat wheels sold			186	253	243	189	51	191	263	96
our sales	76	26	62	92	76	64	16	68		
			2020 Q1	2020 Q2	2020 Q 3	2020 Q4	2021 Q1	2021 Q2	2021 Q3	2021 Q4
	%		33.33%	36.36%	31.28%	33.86%	31.37%	35.60%		
			Correlation	0.985964				total booked total sales	1113 378	
									33.96%	
ARFF Class 4(1500 Gallons)			18	17	15	33	7	19	19	8
Est wheels 5 per			90	85	75	165	35	95	95	40
Arff Class 5 (> 3000 Gallons)			12	21	21	3	2	12	21	7
Est wheels 8 per			96	168	168	24	16	96	168	56
est totat wheels sold			186	253	243	189	51	191	263	96
our sales	76	26	62	92	76	64	16	68	90	32
			2020 Q1	2020 Q2	2020 Q 3	2020 Q4	2021 Q1	2021 Q2	2021 Q3	2021 Q4
	%		33.33%	36.36%	31.28%	33.86%	31.37%	35.60%		
			Correlation	0.985964				total booked total sales	1113 378	
									33.96%	

- Now we know we can predict our next two quarters of sales.
- First, we need to see what our market share is on average by running the percentages.
- We would expect to see 33.96% of booked tires.
- Adding the % to Q3 and Q4 for the forecast.
- We would expect to sell 90 tires in Q1 of 2022 and 32 in Q2 of 2022.
- Applying our formula, we can go back and do past forecast to actual and then graph it.



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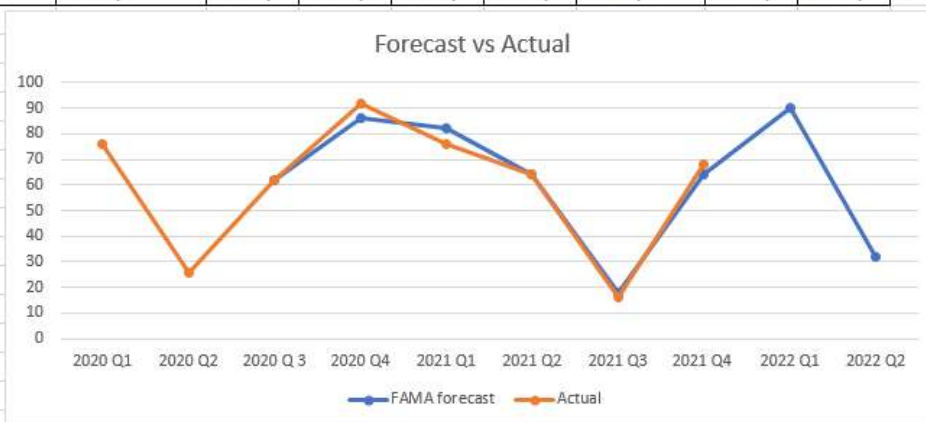
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Component Forecasting

ARFF Class 4(1500 Gallons)			18	17	15	33	7	19	19	8		
Est wheels 5 per			90	85	75	165	35	95	95	40		
Arff Class 5 (> 3000 Gallons)			12	21	21	3	2	12	21	7		
Est wheels 8 per			96	168	168	24	16	96	168	56		
est totat wheels sold			186	253	243	189	51	191	263	96		
Forecast					62	86	82	64	18	64	90	32
our sales			76	26	62	92	76	64	16	68		
			2020 Q1	2020 Q2	2020 Q 3	2020 Q4	2021 Q1	2021 Q2	2021 Q3	2021 Q4	2022 Q1	2022 Q2

%





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Questions/Comments



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Poll Everywhere Results Review

Open Mic Discussions



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Unfinished Business

New Business

Closing Remarks



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Next Meeting Notice

2022 FAMA Fall Conference

**Tuesday, September 20 -
Friday, September 23, 2022**

**Hilton Salt Lake City Center
Salt Lake City, UT**



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MEETING ADJOURNMENT

Oran McNabb



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