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BOARD OF DIRECTORS' REPORT

Oran McNabb



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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.



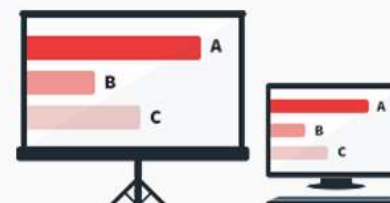
Step 1

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

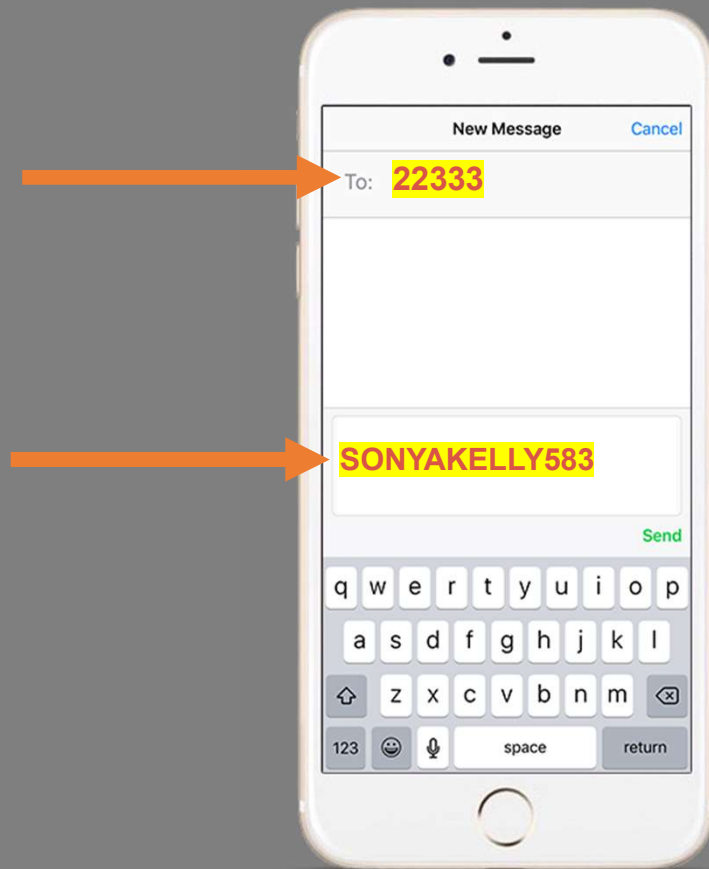
TEXT TO: 37607

OR

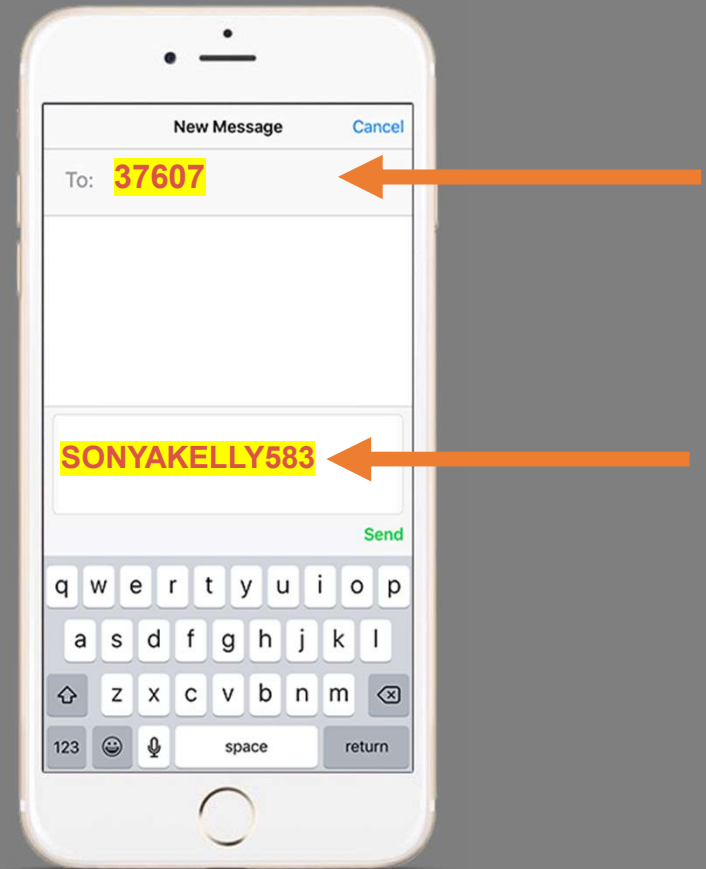
780-800-5606

Participating with Poll Everywhere

U.S. Phone

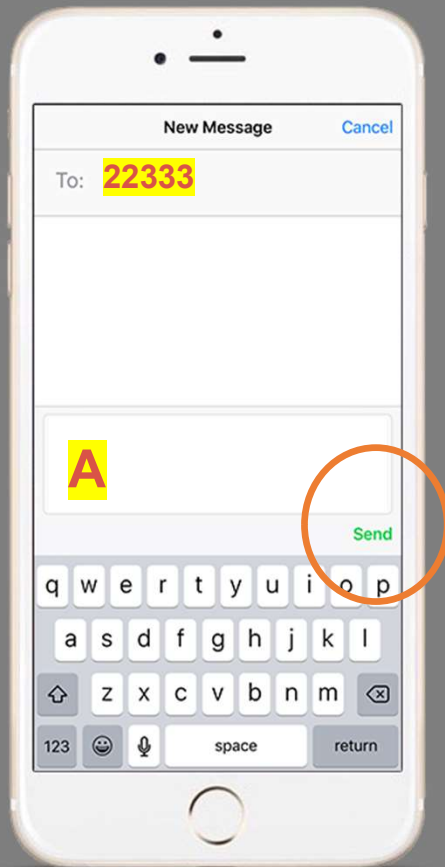


Canadian Phone

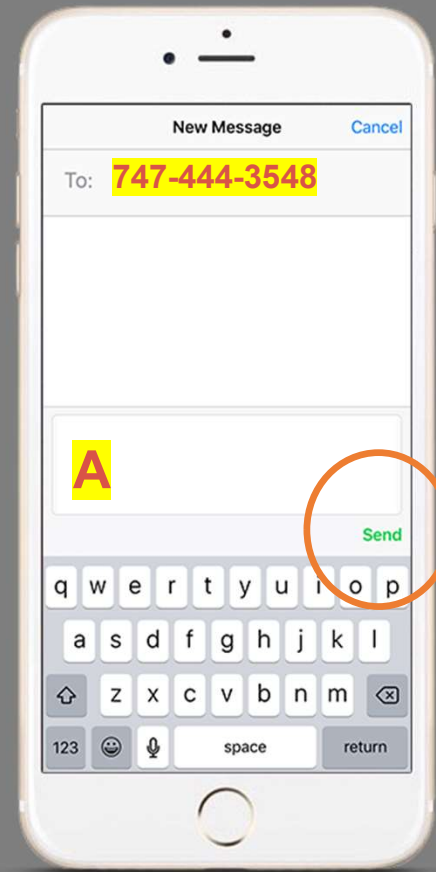


Participating with Poll Everywhere

U.S. Answer



Canadian Answer





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Visual settings



Edit



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

Is everyone happy to be in Salt Lake City? (test)

Yes

No



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APPARATUS REPLACEMENT PROJECT UPDATE

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 as we progress



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Initial Proposal Overview

PROJECT DESCRIPTION

FLEET MANAGEMENT AND MAINTENANCE STUDY

OBJECTIVE

The goal of the study is to understand current fire truck fleet management and maintenance practices across North America and to uncover attitudes and behaviors towards fleet age and replacement cycles. The study will also examine any challenges and/or concerns that stakeholders might have that is preventing them from replacing/refurbishing fire apparatus fleets within recommended industry guidelines.

KEY RESEARCH QUESTIONS

- What are current management and maintenance practices (repair/replace/refurbish) among stakeholders?
- What age are current fire truck fleets?
- How do stakeholders manage their fleet vehicles' service and maintenance operations?
- How often do stakeholders repair and refurbish/replace their units? When was the last refurbish/replacement?
- What factors or considerations influence stakeholders to choose to replace/refurbish their fleets? What are the trade-offs to repair vs replace?
- How much are stakeholder spending to repair a fire apparatus? To replace/refurbish one?
- How are stakeholders tracking costs?
- How do costs of repair compare to costs of replacement/refurbishment? Are costs for each coming out of different budgets?
- What challenges or concerns, if any, do these stakeholders have that prevent them from replacing/refurbishing?

APPROACH & METHODS

- Hanover will design, field, and analyze data from a quantitative online survey targeted to key influencers or decision makers (fire chief, fleet manager, other DMs,) for managing the firefighting apparatuses (fire engines) across North America (US and CAN).
- Hanover recommends a total sample of n = 200-300 for statistically significant results at the 95% confidence level.

TIMELINE

- 8-10 weeks



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Initial Proposal Overview (cont.)

RESEARCH OUTPUTS

FLEET MANAGEMENT AND MAINTENANCE STUDY

Results of the study will equip FAMA with insights into fleet management and maintenance, including:

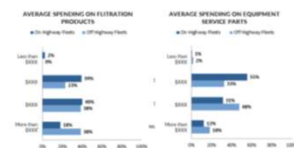
- Identify age, cost, and frequency of repairs and replacements/refurbishments for fire truck fleets
- Uncover challenges and/or concerns as it relates to fire truck replacement/refurbishment
- Validate whether stakeholders are following recommended industry guidelines
- Leverage insights to inform white papers that will help fire truck fleets stay in line with age and replacement cycles

KEY DELIVERABLES

- Presentation and discussion of results via teleconference
- Executive summary and report of findings, highlighting key implications and recommendations
- Survey results and cross-tabulations

FLEET MANAGERS TYPICALLY SPEND BETWEEN \$50K AND \$100K PER YEAR ON FILTRATION PRODUCTS FOR EACH VEHICLE

- And most spend between \$50K and \$100K on equipment service parts per year, per vehicle.
- US Highway Fleet managers tend to spend (breakdown on these products than on Highway Fleet managers).



PURCHASES FOLLOW A BID PROCESS

Transit agencies, as government entities, utilize a standard procurement process for purchase.



"Selected Quotes" JPL Senior Executive Officer for Road Fleet Services

BARRIER 1 AND BARRIER 2 ARE THE TOP BARRIERS THAT PREVENT RESPONDENTS FROM DIGITAL TRANSFORMATION

- Customers engage in digital transformation to improve outcomes 3 of work and outcomes 4.
- On the other hand, the top barriers that prevent respondents from implementing digital transformation are Barrier 1, Barrier 2, and Barrier 3.



FACTOR IMPORTANCE

Aspect 1 is the most important attribute in both ratings and ratings. By rating, Aspect 4 and Aspect 2 are the most important.



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4



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Initial Proposal Budget

PARTNERSHIP OPTIONS

| PARTNERSHIP OPTION | SERVICES | STANDARD PRICING |
|---|--|-------------------------------------|
| Fleet Management and Maintenance Study | <ul style="list-style-type: none">Client can complete one projects across the course of 12 months | \$20,000 |
| Recruitment Fees: | Recommended Sample Size: n=200-300 Cost per complete: \$44 | \$8,800 + |
| Fleet Management and Maintenance Survey + Follow up Qualitative Study | <ul style="list-style-type: none">Client can complete two projects across the course of 12 monthsProjects to be done separately | \$40,000 \$33,000* |
| Annual Research Workstream | <ul style="list-style-type: none">Access to one queue of unlimited, custom research to be completed sequentiallyOn average, clients receive four to seven (4 - 7) projects a yearIncludes access to two (2) Quick Turn Custom Surveys (consumer audience) or two (2) Expedited B2B SurveysAccess to an Onsite or Virtual Collaboration Session, Hanover Digital, And Webinars | \$85,000 \$70,000* |

Included in Annual Research Workstream:



Support Team
Dedicated team, including an Engagement Director, who will leverage Hanover's breadth of expertise to execute against your critical initiatives and business challenges



Hanover Digital and Webinars

- Hanover online portal houses all your custom projects, dashboards and new product offerings and tools
- Hanover conducts online webinars with panelists that are your peers to share best practices and assist clients with recurring challenges



Onsite or Virtual Session

- Interactive, live learning that help launch or build on our partnership
- Assess your organization's capabilities, and discuss your latest research findings



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**Price discounts valid with contract execution by 9/30/2022*



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Next Steps & Proposed Timeline

Committee Proposal Reviews and comparative quote (est 3 Weeks)

- Obtain necessary Proposal Revisions & clarifications (est 1 Week)

Submit Final proposal to BOD & Compass Committee Review with BOD (est 2 Weeks)

Necessary Proposal Revisions (est 1-2 Weeks)

Execute contract (est 1 Week)

Launch Survey/Data Collection (est 8-10 weeks)

Outreach to Stakeholder groups (concurrent to above by TG & committees)

Pre-release marketing campaign to industry and stakeholder groups (kick off 45 days prior to release)

FAMA Member Data Release presentation- FAMA Spring Meeting '23

- Sidenote- A good reason to register early and ensure participation from your company

Release to industry stakeholders following Spring meeting/pre-FDIC



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Questions/Comments



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BYLAW COMMITTEE

Jerry Halpin – Chair

Bruce Whitehouse – Co-Chair

Drew Sutphen - Committee Member



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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 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, 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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Current:

SECTION 2. MISSION CONTINUED

2.2 Disclaimer of For-Profit Purpose: This organization is not organized for the pecuniary profit of its directors, officers or members; nor may it issue stock or declare or distribute dividends, and no part of its net income shall inure to the benefit of any director, officer or member; and any balance of money or assets remaining after the full payment of corporate obligations of all and any kind shall be distributed to one or more regularly organized and qualified charitable, educational, scientific or philanthropic organizations or non-profit trade associations or business leagues, to be selected by the Board of Directors.



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Proposed:

SECTION 2. MANDATE CONTINUED

2.2 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

4.2 Default. Any member who fails to pay dues or an assessment within thirty (30) days after such dues or assessment become due shall be notified in writing by the Secretary of such delinquency and shall be suspended automatically from **FAMA** activities, including but not limited to general membership and committee meetings, until the delinquency has been cured. If such dues or assessments are not paid within thirty (30) days after the effective date of the suspension (60 days after original due date), the suspended member's membership shall expire automatically, and the company may not rejoin except upon compliance with Section 4.4.



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Proposed:

SECTION 4. DUES AND ASSESSMENTS

4.2 Default. Any member who fails to pay dues or an assessment within thirty (30) days after such dues or assessment become due shall be notified in writing by the Secretary of such delinquency and shall be suspended automatically from **FAMA** activities, including but not limited to general membership and committee meetings, until the delinquency has been cured. If such dues or assessments are not paid **in a timely manner as provided in the FAMA Financial Policies and Procedures**, the suspended member's membership shall expire automatically, and the company may not rejoin except upon compliance with Section 4.4.



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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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Gender Neutral Language:

FAMA is committed to always operate without discrimination. Prior contributors have done an excellent job of codifying this commitment and the Bylaws require one simple revision:

Clause 6.3.2 Duties of Officers and Directors - Vice President

Current:

The Vice President shall assist the President. In the case of the absence of the President or **his** inability to act, the Vice President shall perform the duties of the President. The Vice President shall coordinate the Spring and Fall general membership meetings.

Proposed:

The Vice President shall assist the President. In the case of the absence of the President or **his/her** inability to act, the Vice President shall perform the duties of the President. The Vice President shall coordinate the Spring and Fall general membership meetings.



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Current:

SECTION 6. 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 6. 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 6. 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 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 6. 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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Current:

SECTION 6. BOARD OF DIRECTORS and OFFICERS

6.8 Removal. Any one or more of the directors or officers may be removed either with or without cause, at any time, by a vote of two-thirds of the general membership present at its regular meeting or at a special meeting called for that purpose, a quorum being present.



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Proposed:

SECTION 6. BOARD OF DIRECTORS and OFFICERS

6.8 Removal by Membership. Any one or more of the directors or officers may be removed either with or without cause, at any time, by a vote of two-thirds of the general membership present at its regular meeting or at a special meeting called for that purpose, a quorum being present.

6.9 Removal by Board. Any one or more of the directors or officers may be removed at any time, by a vote of two-thirds of the duly elected and sitting Board of Directors (excluding the individual(s) being considered for removal) at a regular meeting or at a special meeting called for that purpose, for the following reasons:

- Incapacitation due to health or other reasons,
- Non-participation,
- Conviction of a Felony or other crime of moral turpitude,
- Sustained unethical behavior,
- Sustained intentional violation of FAMA Bylaws and/or Policies and Procedures

Once a director or officer is removed from office, the vacancy shall be filled as directed in these Bylaws.



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At this point, any questions?

Following the questions (if any):

The Bylaws Committee respectfully asks that a motion be made, from the floor, to the President to call for a vote to approve the Board recommended amendment to

13 Sections:

2, 2.1, 2.2, 3.3, 3.6, 3.7 (new),
4.2, 4.4, 6.3.2, 6.3.5, 6.7, 6.8, and 6.9 (new)



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Questions/Comments



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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

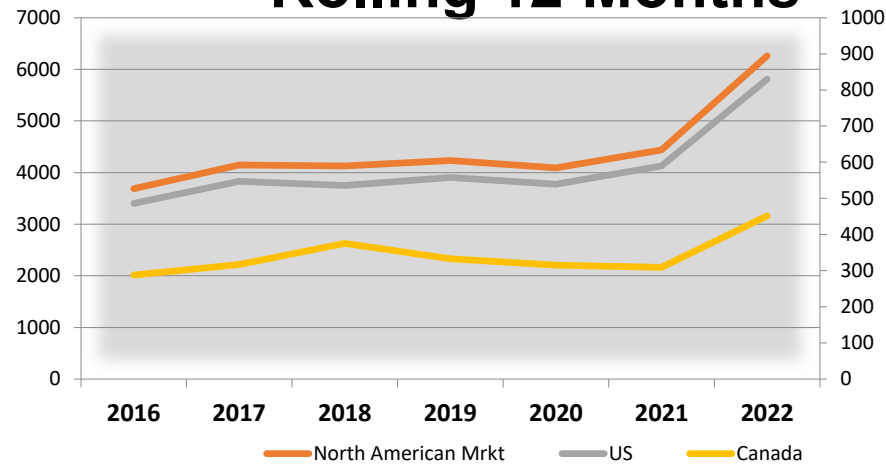
- Complete a 5-year industry forecast & analysis report
- Continue publishing quarterly data in a timely manner
- Reduce data entry errors
- Increase participation of members reporting

Committee Projects

- Add trend line data to the Committee Reports
- Increase participation of members reporting
- Develop truck data entry tutorials
- Incorporate validation programming / checks into data entry
- Provide quarterly summary report of statistics data



North American Fire Apparatus Bookings Rolling 12 Months



| Years | US Average Annual Vehicle Sales | Canada Average Vehicle Sales | Total Average Annual Vehicle Sales | Total Vehicle YOY Growth % |
|------------|---------------------------------|------------------------------|------------------------------------|----------------------------|
| 2009-2013 | 3147 | 350 | 3497 | |
| 2014 -2018 | 3618 | 334 | 3951 | +13.0% |
| 2019* | 3902 | 333 | 4235 | +7.2% |
| 2020* | 3773 | 315 | 4088 | -3.5% |
| 2021* | 4129 | 309 | 4438 | +8.6% |
| 2022* | 5809 | 452 | 6261 | +41.1% |

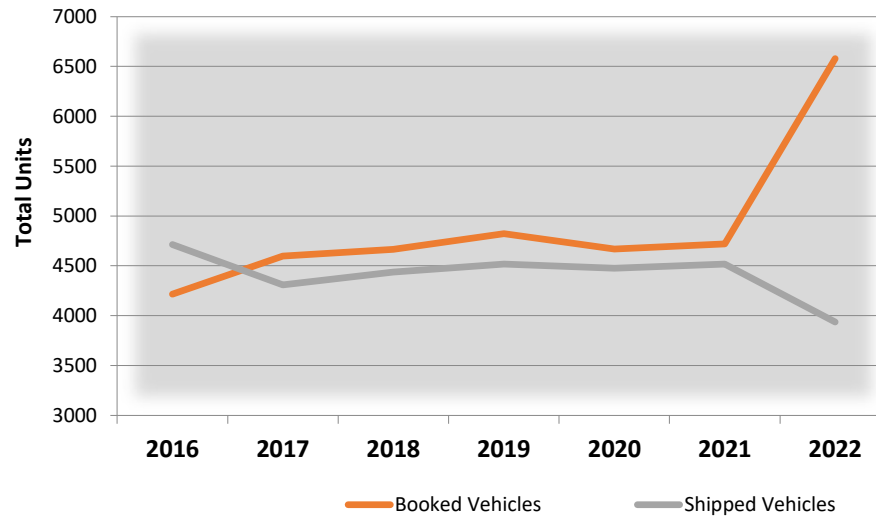
12 Month Rolling 6261 units

Does not include ARFF or Refurbs

***July 1 to June 30**



Total Industry Bookings and Shipments



| Years | Booked Vehicles | Booked Vehicles YOY Growth % | Shipped Vehicles | Shipped Vehicle YOY Growth % |
|------------|-----------------|------------------------------|------------------|------------------------------|
| 2009 -2013 | 4234 | | 4278 | |
| 2014 -2018 | 4602 | +8.7% | 4408 | +3.0% |
| 2019* | 4823 | +4.8% | 4518 | +2.5% |
| 2020* | 4668 | -3.2% | 4476 | -1.0% |
| 2021* | 4718 | +1.1% | 4516 | +1.0% |
| 2022* | 6578 | +39.4% | 3936 | -12.8% |

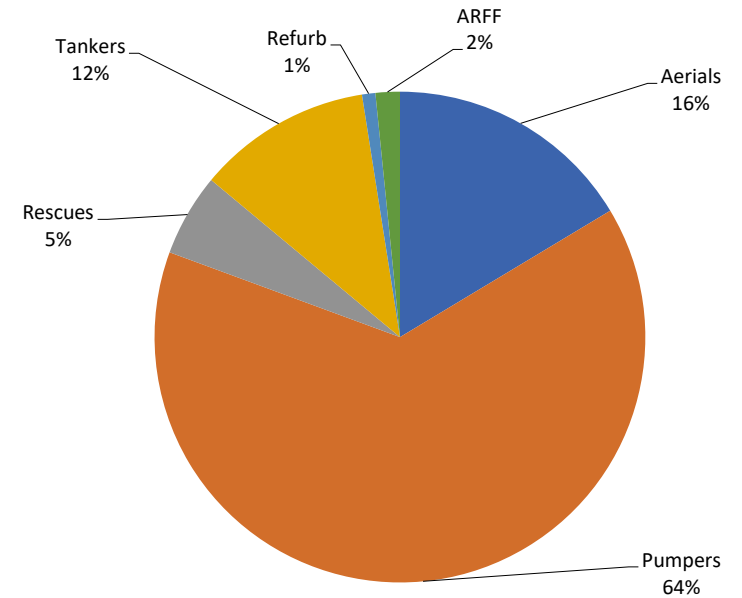
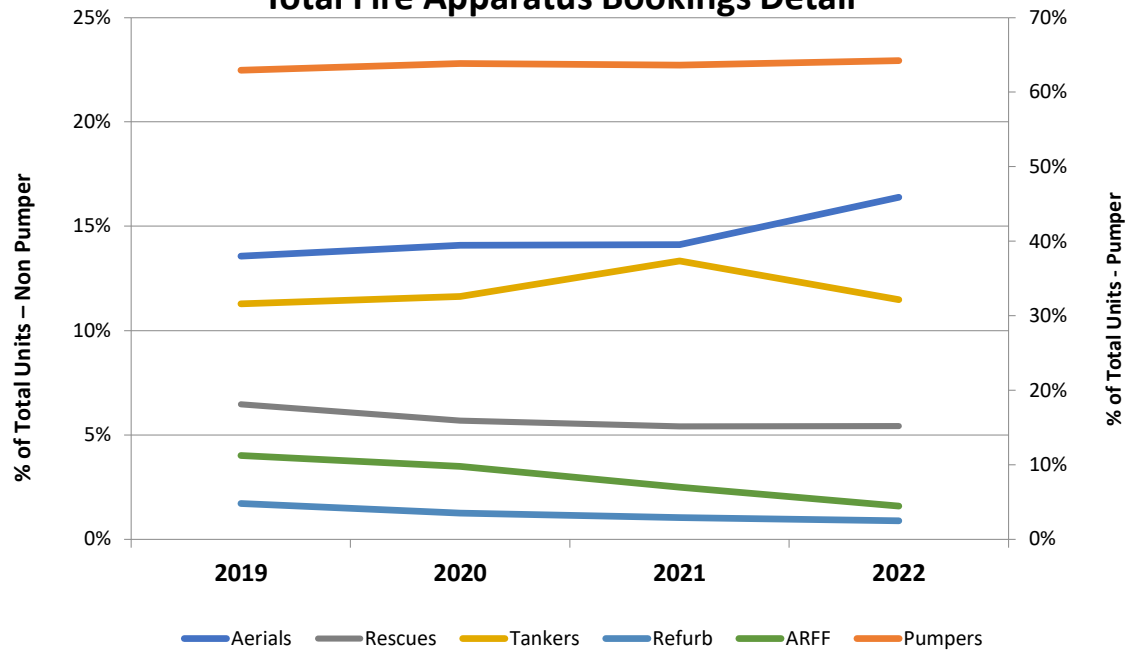
*All vehicles/ regions: includes ARFF & Refurb

*Rolling 12 months: July 1 to June 30



Total Fire Apparatus Sales 12 Month Rolling

Total Fire Apparatus Bookings Detail



2022 Bookings

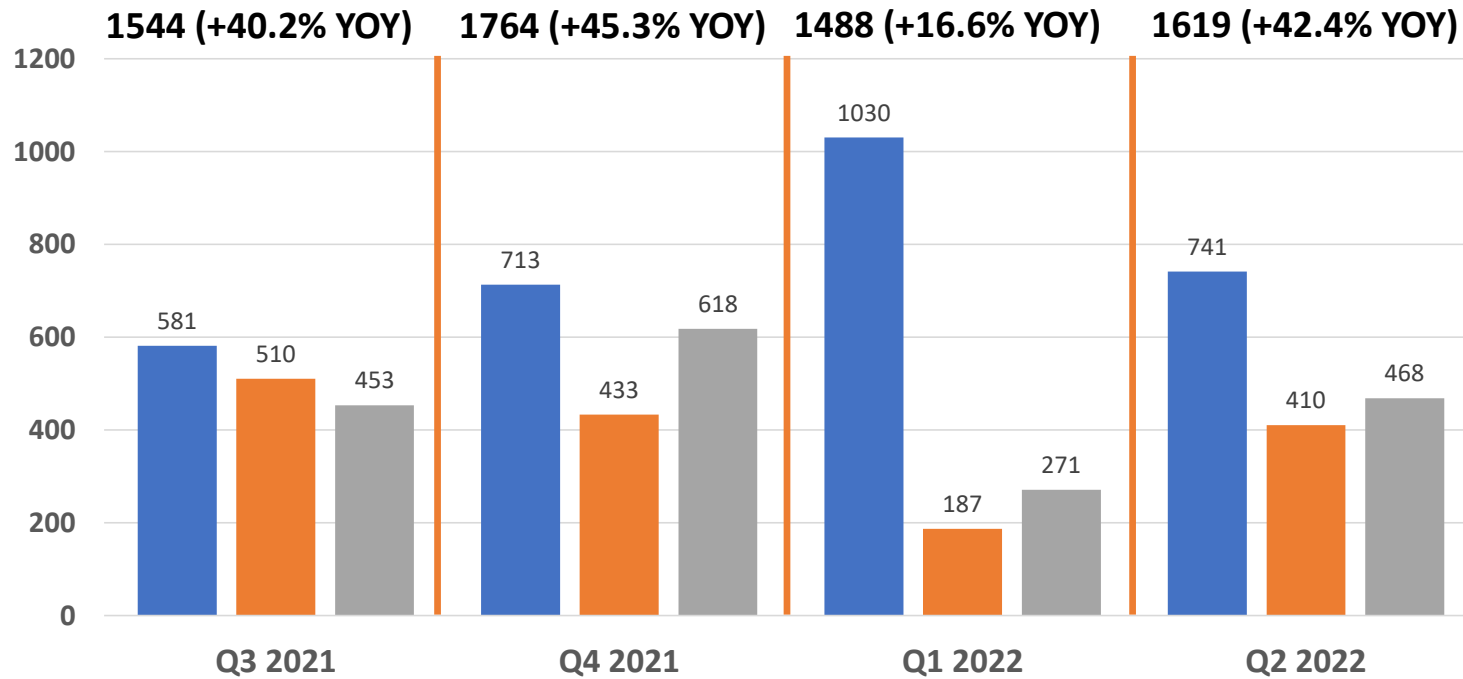
12 Month Rolling 6578 units

*All vehicles: includes ARFF & Refurb

*All regions



Fire Apparatus Sales by Month 12 Month Rolling

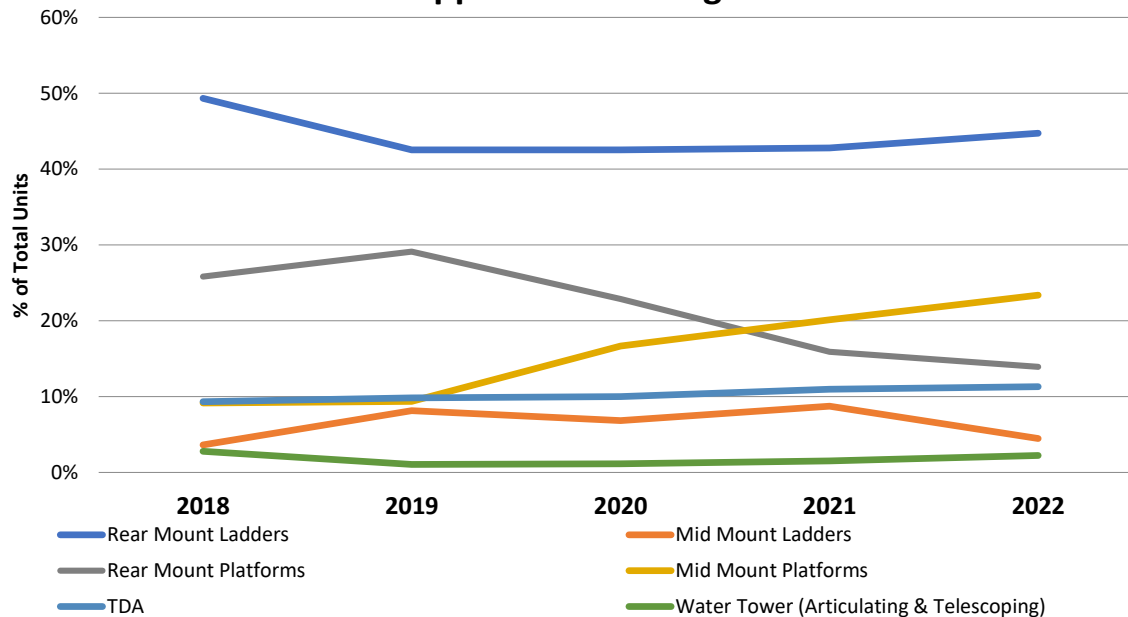


Does not include ARFF or Refurbs
All regions

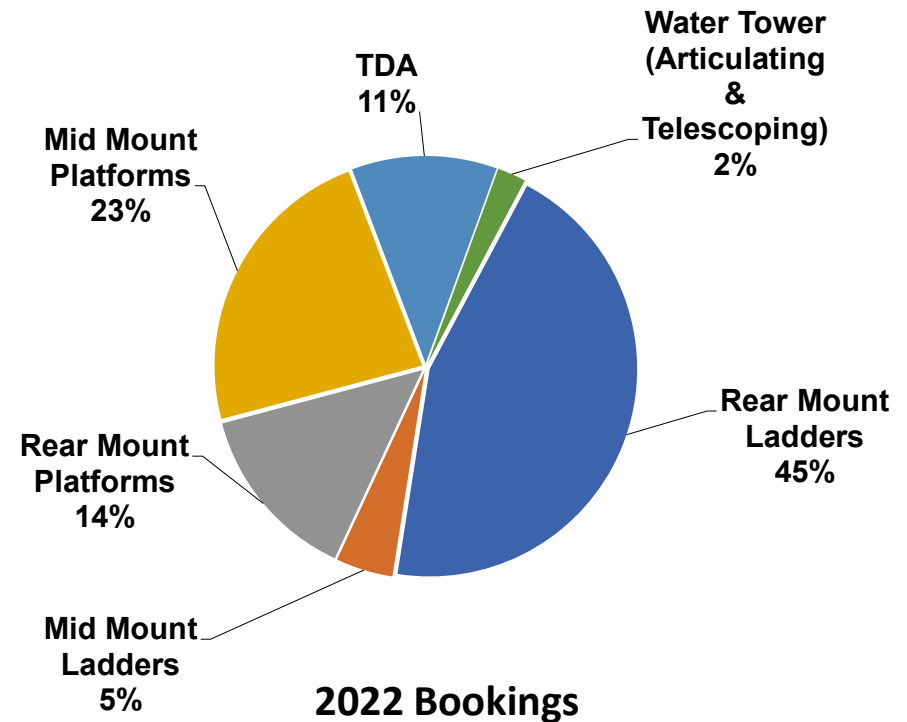


| Aerial Bookings | Quantity | YOY Growth % |
|--|----------|--------------|
| Rear Mount Ladders | 482 | +69.1% |
| Mid Mount Ladders | 48 | -17.2% |
| Rear Mount Platforms | 150 | +41.5% |
| Mid Mount Platforms | 252 | +88.1% |
| Tillers | 122 | +67.1% |
| Water Tower (telescoping & articulating) | 24 | +140% |

Aerial Apparatus Bookings Detail



Aerial Apparatus Sales 12 Month Rolling

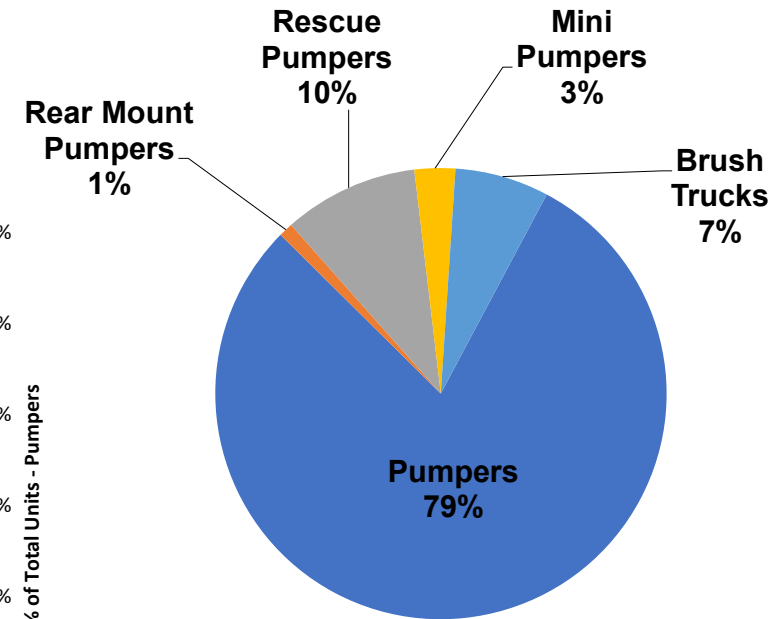
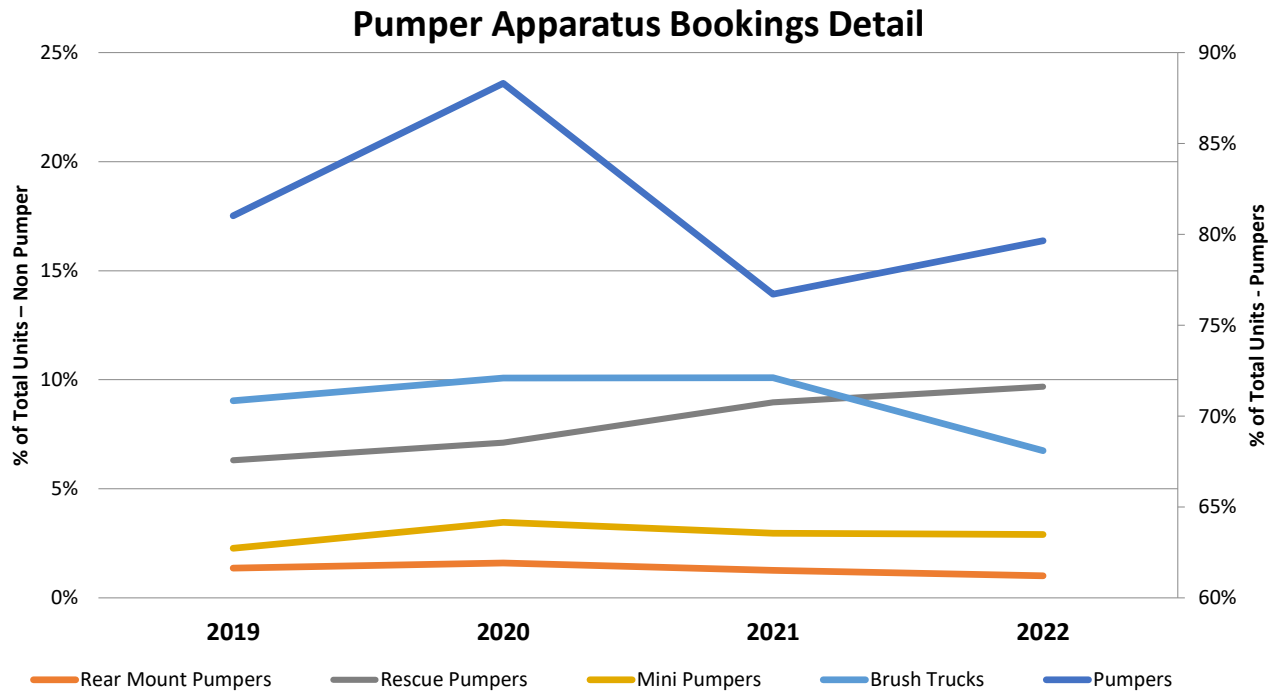


- **1078 Booked** (+61.9% YOY)
- **541 Shipped** (-11.5% YOY)



| Pumper Bookings | Quantity | YOY Growth % |
|--------------------|----------|--------------|
| Pumpers | 3365 | +46.2% |
| Rear Mount Pumpers | 43 | +13.2% |
| Rescue Pumpers | 409 | +52.0% |
| Mini Pumpers | 123 | +38.2% |
| Brush Trucks | 285 | -5.9% |

Pumper Apparatus Sales 12 Month Rolling



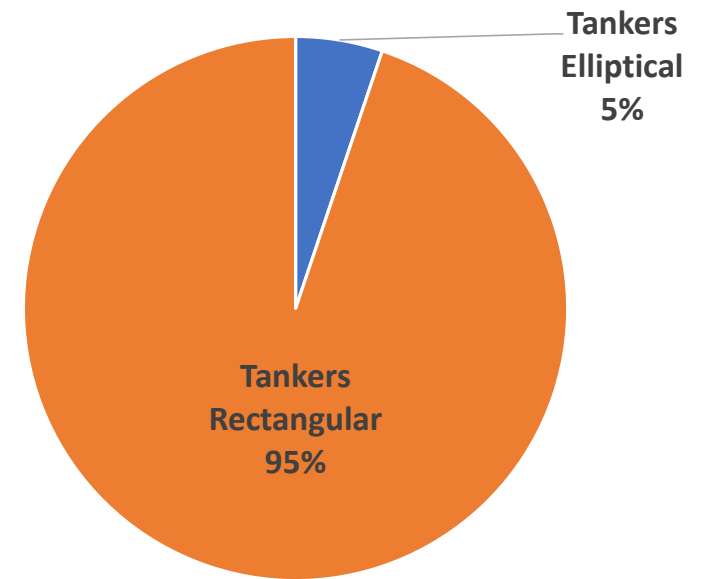
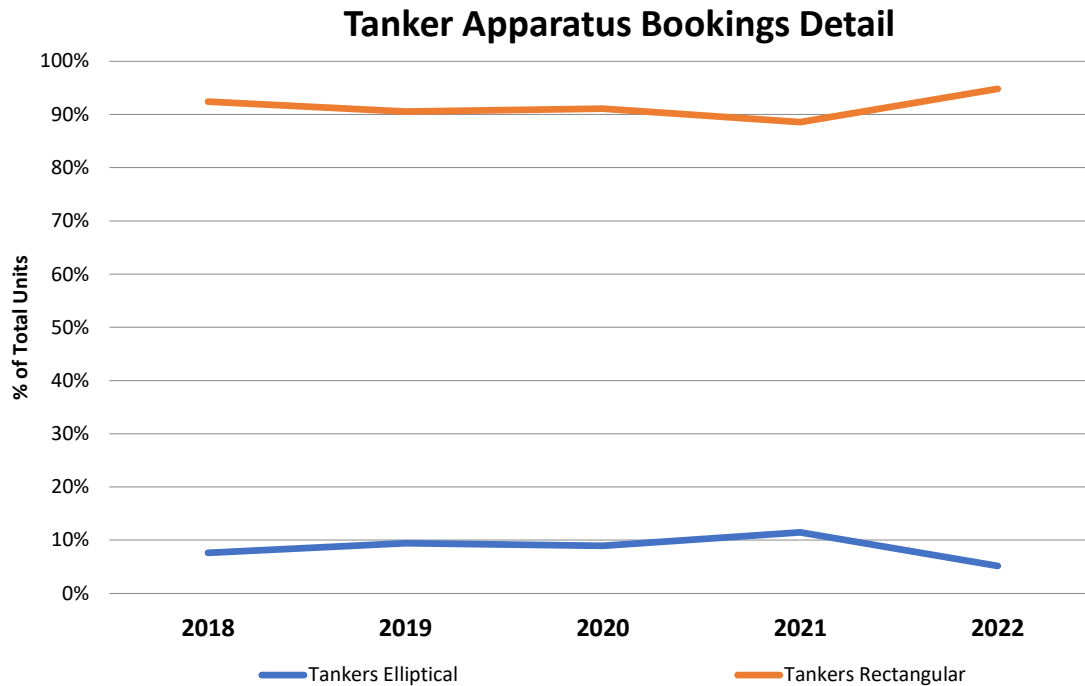
2022 Bookings

- **4225 Booked** (40.8% YOY)
- **2455 Shipped** (-14.5% YOY)



| Tanker Bookings | Quantity | YOY Growth % |
|-----------------|----------|--------------|
| Elliptical | 39 | -45.8% |
| Rectangular | 716 | +28.5% |

Tanker Apparatus Sales 12 Month Rolling



2022 Bookings

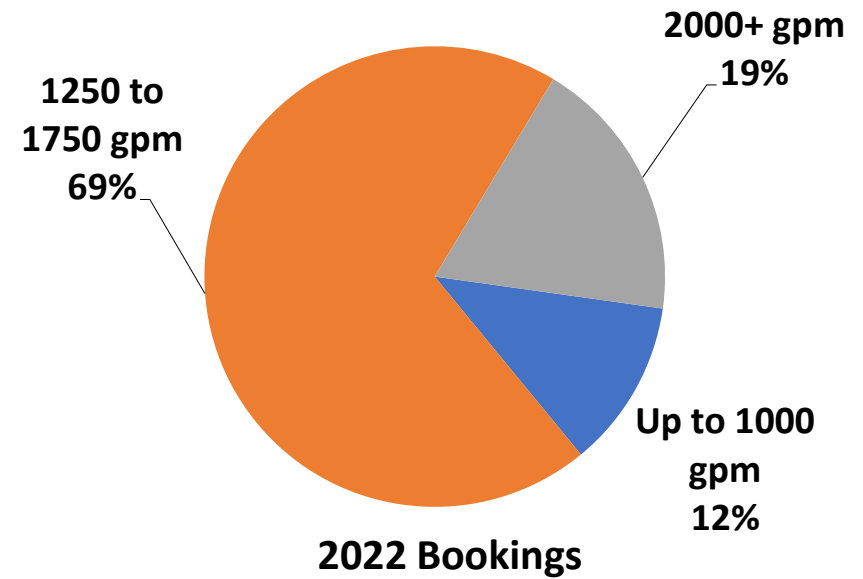
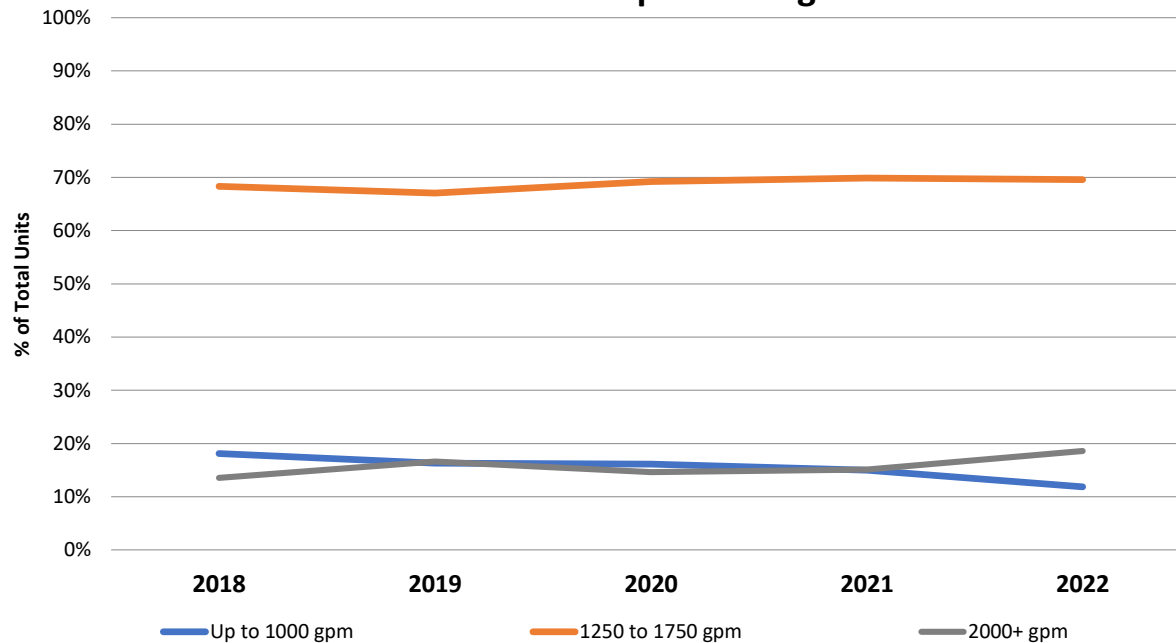
- **755 Booked** (+20.0% YOY)
- **498 Shipped** (-3.1% YOY)



Vehicles with Pumps Sales 12 Month Rolling

| Pumper Bookings | Quantity | YOY Growth % |
|-----------------|----------|--------------|
| Up to 1000 GPM | 678 | +11.5% |
| 1250 – 1750 GPM | 3985 | +40.6% |
| 2000+ GPM | 1066 | +73.9% |

Vehicles with Pumps Bookings Detail



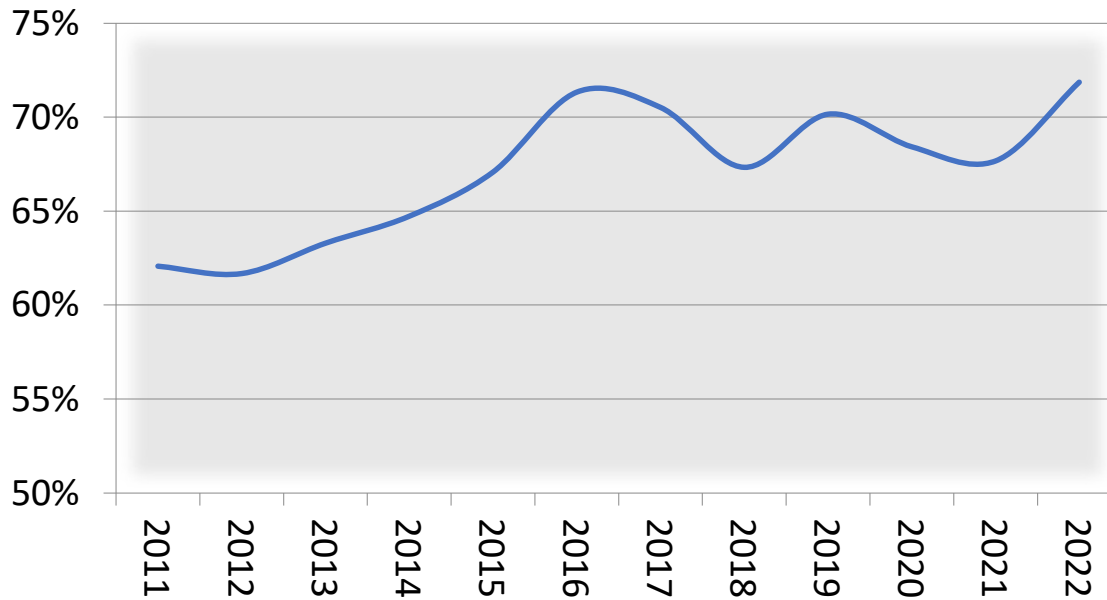
- **5729 Booked** (+41.2% YOY)
- **3316 Shipped** (-12.3% YOY)

Does Not Include ARFF & Refurbs



Total Industry Bookings Custom vs Commercial Chassis

Custom Chassis Annual Percent Usage – All Products



| Year | Commercial | Custom | Custom YOY Growth % |
|-----------|------------|--------|---------------------|
| 2009-2013 | 38.4% | 61.6% | |
| 2014-2018 | 31.9% | 68.1% | +6.5% |
| 2019 | 29.8% | 70.2% | +2.1% |
| 2020 | 31.6% | 68.4% | -1.8% |
| 2021 | 32.3% | 67.7% | -0.7% |
| 2022 | 28.1% | 71.9% | +4.2% |

Rolling 12 Month: 28.1% Commercial / 71.9% Custom

All products, all regions



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Visual settings



Edit



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

What additional data would you like the statistics committee to provide: (statistics)

how are member trucks purchased
(i.e. p.o., consortium, etc.)

electric vehicles

by geography (i.e. zip code)

truck cost



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

**how valuable is the statistics data available today, 1 being
least 10 being very valuable**

1
2
3
4
5
6
7
8
9
10



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

**how actionable is the statistics data available today, 1
being least 10 being very valuable**

1
2
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10



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Questions/Comments



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



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EDUCATION COMMITTEE

Surveys

Phil Gerace, Jerry Conley
Board Liaison: Jason Darley
Awesome Team Player: Sonya Kelly

- 1. Industry Outlook Survey**—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.



INDUSTRY OUTLOOK SURVEY

- 35% Volunteer
 - 23% Career
 - 20% Combination
-
- 27% Chief/Comm
 - 20% Asst./BC
 - 18% Officer

1498 Responses





Average Age of Front Line Apparatus

| | |
|-------------------|-----------------|
| 23% of Apparatus: | 1-4 Years Old |
| 32% of Apparatus: | 5-9 Years Old |
| 26% of Apparatus: | 10-15 Years Old |





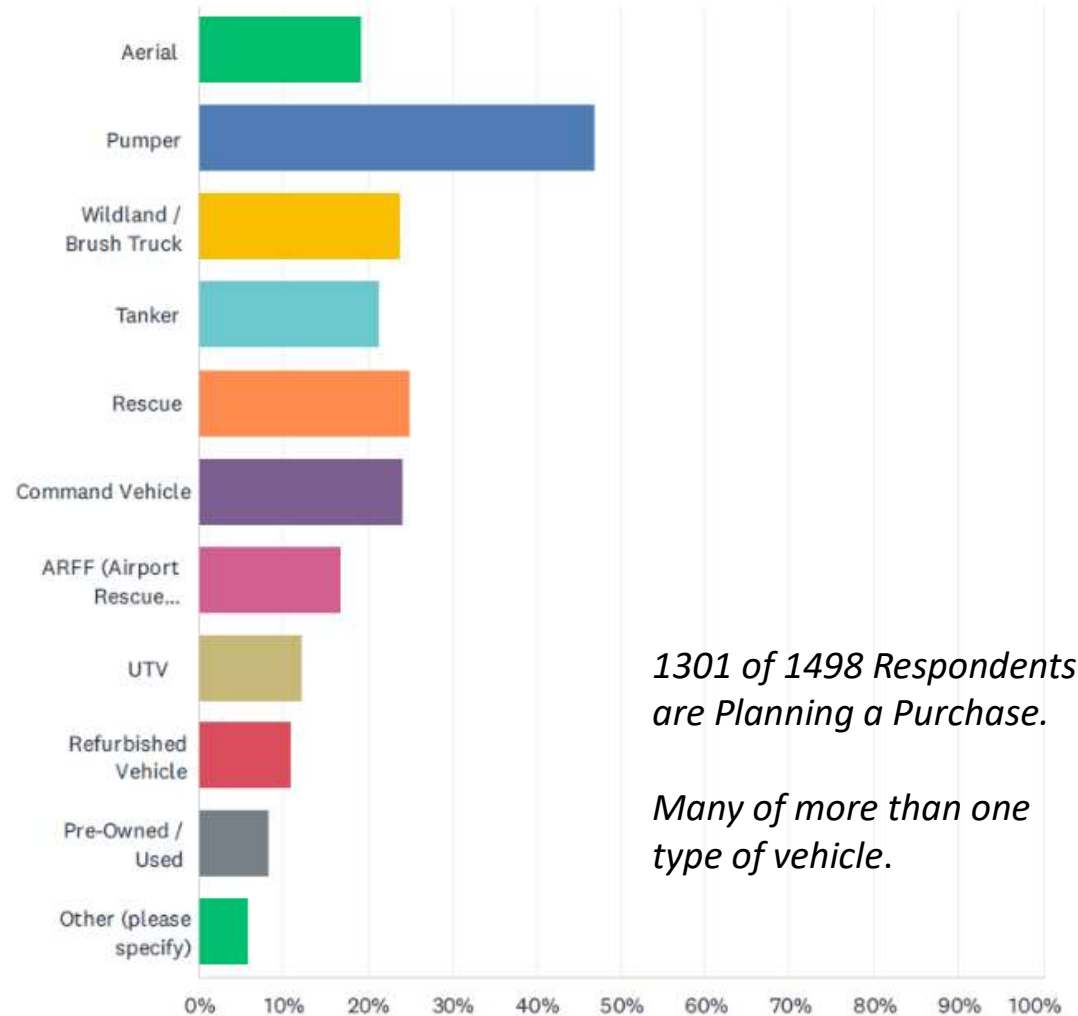
Fire Department Budgets

| | <u>EQUIPMENT</u> | <u>APPARATUS</u> | <u>STAFFING</u> |
|----------------|--------------------------|--------------------------|--------------------------|
| 2021/2022 | 50% Same 40% Increase | 49% Same 38% Increase | 44% Same 34% Increase |
| 2023 Projected | 50% Same 41% Increase | 49% Same 40% Same | 49% Same 37% Increase |



Planned Apparatus Purchases by FD's

- Pumper 47%
- Rescue 25%
- Command Vehicle 24%
- Wildland/Brush 24%
- Tanker 21%
- Aerial 19%





What Affects FD Brand Loyalty Most

| #1 | #2 | #3 | #4 | #5 |
|---------|---------|-------|----------------|----------|
| QUALITY | SERVICE | PRICE | CUSTOM OPTIONS | DELIVERY |
| 61% | 50% | 45% | 22% | 21% |

Percentages are number that listed this facet as a 1 or 2 out of 5

1=most important, 5= least important



FD Apparatus Replacement Policies

69% Have a formal or written apparatus replacement policy

| #1 | #2 | #3 | #4 | #5 |
|---------------------|------------------------|-----------------|----------------------|-------|
| YEARS IN SERVICE | COST OF MAINTENANCE | ENGINE HOURS | APPARATUS MILEAGE | OTHER |
| 43% | 22% | 15% | 12% | 8% |



Where FD's Get Information They Trust

| #1 | #2 | #3 | #4 | #5 |
|------------------------------|---------------------|--|-----------------------|-------------------------------|
| MFTR/DLR SALESPRSN 36% | COLLEAGUES 32% | TRADE PUBS 31% | TRADE SHOWS 31% | MFTR/DEALER WEBSITE 28% |
| #6 | #7 | <i>Percentages are number that listed this facet as a 1 or 2 out of 7</i> <i>1=most important, 7= least important</i> | | |
| TRADE WEB ARTICLES 25% | SOCIAL MEDIA 16% | | | |

FAMA MEMBER OUTLOOK SURVEY



111 Responses

- All Company Names and Data are 100% Private
- Data is Blind and Individual Responses are Unseen by Any Member Including the Board and Survey Committee



Member Forecasts For Q3 & Q4 2022

Orders:

- 57% Increase Slightly or Significantly
- 26% Same

Sales:

- Same as Orders

Sales Prices:

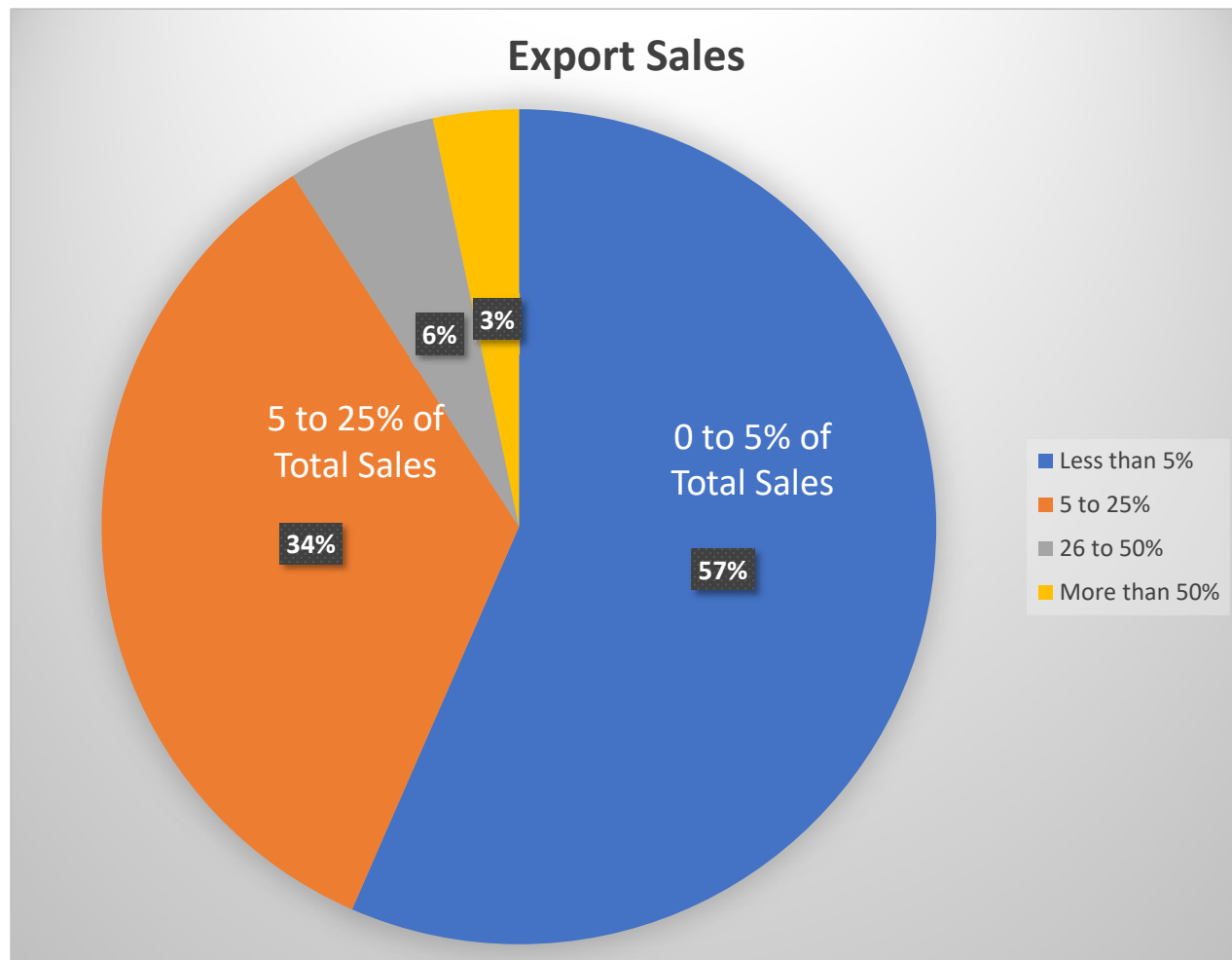
- 85% Increase Slightly or Significantly
(58% Slightly)





Export Sales as a % of Total Sales

49% of members expect no change to these breakdowns in 2023.





FAMA Member Primary Concerns

- #1 Supply Chain
- #2 Cost of Raw Materials
- #3 Overall Economic Conditions / Sales Decline
- #4 Funding / Budgets
- #5 Energy Costs





FAMA Member Delivery Lead Times

Improve: 58% of co.'s

Same: 29% of co.'s





FAMA Member Factory Utilization

Currently:

| | |
|-----|-----------------|
| 30% | Full Capacity |
| 47% | 75-99% Capacity |

In 3 Years:

| | |
|-----|-----------------|
| 37% | Full Capacity |
| 54% | 75-99% Capacity |





FAMA Member Capital Investment Changes Over the Next 3 Years

Increase Over 20%: 16% of co.'s

Increase 1 to 20%: 58% of co.'s

No Change: 23% of co.'s





FAMA Member Full Time Employee Head Counts

2022

Over the Next 3 Years

| | |
|--------------------|-----|
| Increase +20%: | 8% |
| Increase 11-20%: | 15% |
| Increase 0 to 10%: | 69% |

| | |
|--------------------|-----|
| Increase +20%: | 19% |
| Increase 11-20%: | 18% |
| Increase 0 to 10%: | 59% |





FAMA Member Strategies for Success During Challenging Times

- #1 Focusing on Higher Margins
- #2 Diversifying Into New Markets
- #3 Focusing on Niche Markets
- #4 Developing Partnerships and Outsourcing





Effective Marketing Tools Per FAMA Members

| #1 | #2 | #3 | #4 | #5 |
|---------|--------------|-------|-----------|------|
| WEBSITE | SOCIAL MEDIA | OTHER | TRADESHOW | MAGS |
| 79% | 71% | 63% | 16% | 9% |

Interesting Side Note:

Per Fire Departments...

Website at #5 of 7

Social Media #7 of 7

Mags as #3 of 7

Tradeshows #4 of 7

Percentages are number that listed this facet as Effective or Very Effective



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Visual settings



Edit



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

Should the Education Survey Committee and the Statistics Committee be merged into one committee?

Yes

No



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New Questions for Next Survey

I GOT A QUESTION!





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INDUSTRY
OUTLOOK
SURVEY
DRAWING



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TECHNICAL COMMITTEE REPORT



Roger Lackore
Melissa Dobbs





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ARFF



Paul Powell
(Rosenbauer)



Sarah Peck
(Akron Brass)

PUMP



Pete Lauffenburger
(Akron Brass)



Mike Sulmone
(Trident)

CHASSIS



Chris Crowel
(Cummins)



Dale Katz
(E-ONE)

BODY



Shelby Sutphen
(Sutphen)



Bruce Whitehouse
(Innomotive Solutions
Group)

ELECTRICAL



John Doperalski
(Harrison)



Peter Luhrs
(Fire Research)

AERIAL



Jim Garver
(Sutphen)



John Brady
(KME)

FOAM



Mike Dupay
(Fire Research)



Gregg Geske
(Waterous)

AMBULANCE



Open

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 | 5 |
| To Board | 0 |
| Published | 34 |



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Process for Submitting Buyer's Guides for Review/Approval

Post a draft on the sub-committee Base Camp site

Send an email requesting review /comments and provide a due date

Sub-committee chair comments that draft is approved

Send approved draft to Sonya

Sonya to gain approval from the board



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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 | ???– 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
Dale Katz

| | | | |
|-------|--|-------------------------|---------|
| TC048 | Buyers Guide – Suspensions – Front | Bob Albano, Chad Radtke | Draft |
| | Buyers Guide – Apparatus Electrification | | Pending |
| | Tire Life Guidelines | Patricia Meisenholder | 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 | Draft |
| TC069 | Buyers Guide – Vehicle to Vehicle Communications | Cory Haas – Haas Alert | 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 | Peter Darley - Darley | Pending |



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FDSOA Apparatus Conference - 2023

Chandler Arizona

Sun Jan 9 thru Wed Jan 12



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



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Article Topics for Board Review

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



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Article Topics for Board Review

- Fire truck budgeting help (rising costs, growing lead times)
- FAMA fire truck survey promotion
- Regional differences in fire trucks
- Interschutz overview-what technology is coming from Europe
- Loading requirements for equipment mounting
- Changing of the skills needed to capably service today's fire trucks



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FDIC 2023 Tech Meeting Presentation

- Fleet Manager Round Table Discussion
 - Existing list of those fleet managers willing to support
 - Develop list of potential talking points





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New Graphical Symbols



Electric Motor Enabled

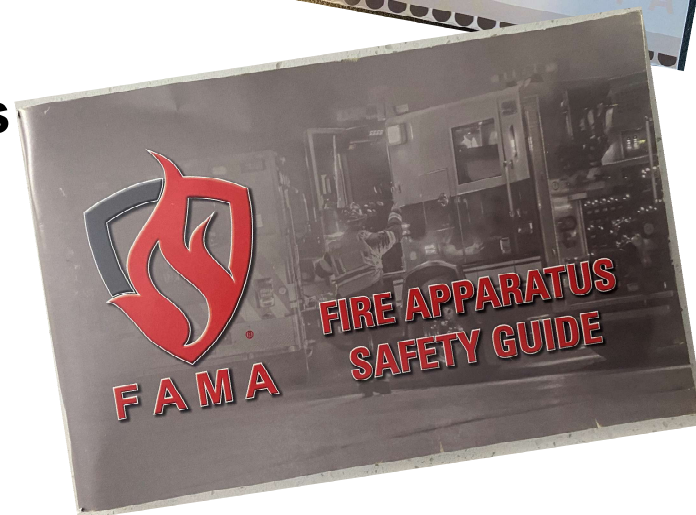


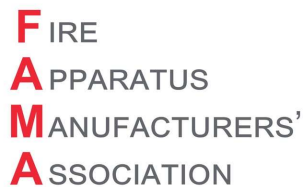
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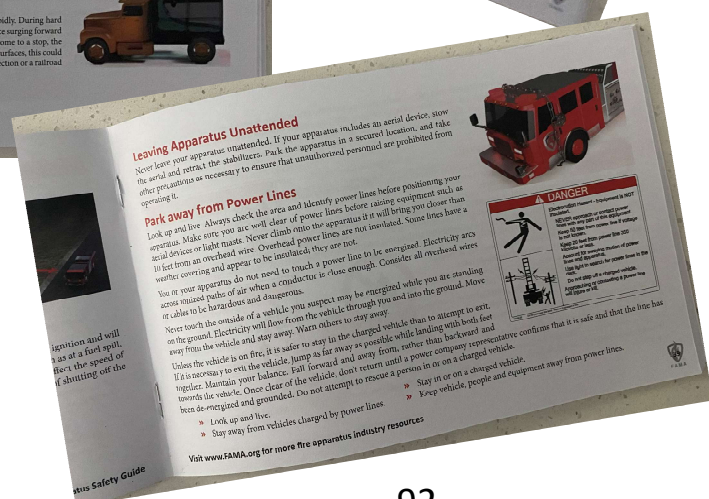
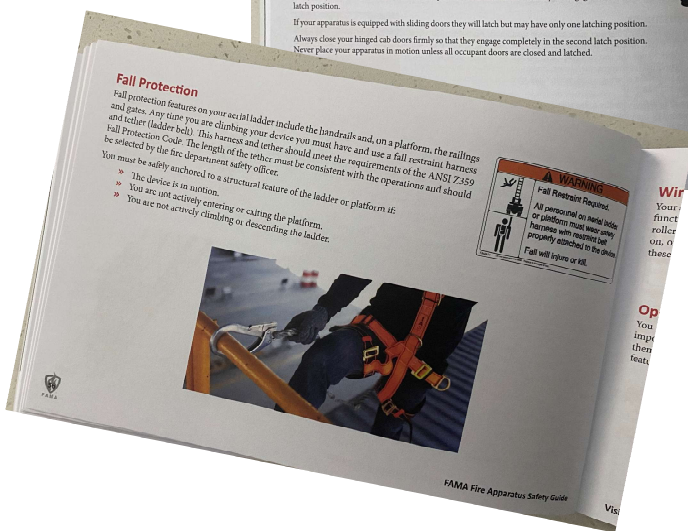
FAMA Safety Guide Updated

- 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





70 New 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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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

Published



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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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CARB Engine Emissions 2024

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

Pending

**Oregon
Massachusetts
New Jersey
New York
Colorado
Maryland
Pennsylvania
Maine
Washington**





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AIMS Act

(American Innovation and Manufacturing Act)

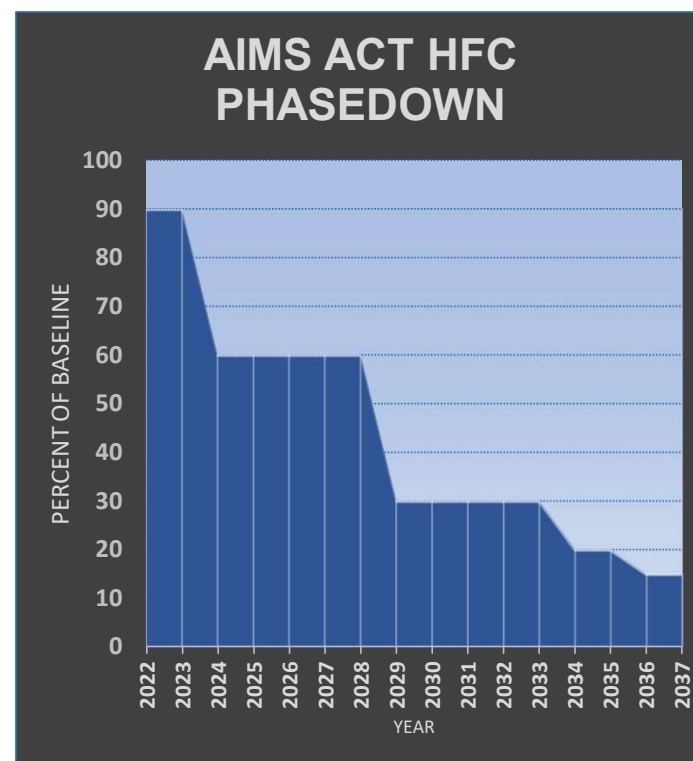
Pending

Directs EPA to phase down use of hydrofluorocarbons (HFC) by:

- Phasing down production and consumption
- Improving reclamation
- Minimizing leakage
- Transition to new Technology

Table 1: 18 Individual HFCs Listed in the AIM Act

| Chemical Name | Common Name | Exchange Value |
|----------------------------|-------------|----------------|
| CHF_2CHF_2 | HFC-134 | 1100 |
| CH_2FCF_3 | HFC-134a | 1430 |
| CH_3CF_3 | HFC-143 | |





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Air Conditioning Refrigerant R134 to R-1234yf

Pending

- **R-1234YF is the only practical alternative**
- **Each vehicle vocation must submit an application to the EPA to approve the use of YF.**
- **Applications have been submitted for off-road by AEM, and for heavy truck by EMA.**
- **Bus and Specialty application (would include fire apparatus) needs to be created and processed.**
- **We need AC leak warranty data to be gathered from our industry anonymously to support the application.**



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Air Conditioning Refrigerant R134 to R-1234yf

Pending

Application Details

- **Diagrams of typical systems**
- **Cab size, occupants**
- **Risk of leaks in occupant compartments**
- **Estimated leak rates based on warranty claims**



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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
Size and weight by state update



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Visual settings



Edit



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

**With the cancellation of FAMA's support of FDSOA
Apparatus Symposium, would you like to see FAMA
develop our own program?**

Yes

No



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Edit



Text **SONYAKELLY583** to **22333** once to join, then **A, B, or C**

How important do you feel it is for us to turn FAMA's Buyer's Guides into You Tube Videos?

Very Important | **A**

Moderately Important | **B**

Not Important | **C**



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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.
- Paul Deming – Whelen Engineering Mfg. Co.
- 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 the 2022 Spring Meeting

- Rebel Strike (June)
- Vengeant Apparatus (August)



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Member Companies

- Currently there are 134 FAMA Member Companies



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Questions/Comments



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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
- Marcello Iacovella – WATERAX
- Damon Lewis – Fouts Bros, Inc.

Board Liaison: Jason Darley



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MARKETING ACTIVITIES

- Clarion – FAMA Buyer's Guides E-Blasts
- FDIC Sponsorship
- Spring Meeting Plans (Elimination of Theme)
- Top 10 Reasons to Attend FAMA Meetings



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CLARION E-BLAST

| Month | Delivered | Unique Opens | Gross Opens | Open Rate | Click Through | Subject |
|-----------------|---------------|--------------|---------------|---------------|---------------|--|
| January | 15,404 | 4,479 | 6,146 | 29 % | 0.40% | Fire Apparatus Sirens |
| February | 15,414 | 5,396 | 7,237 | 35.10 % | 0.53% | Foam and Water Additive |
| March | 15,443 | 5,198 | 6,984 | 33.66 % | 0.44% | White Paper – Global Supply Chain Struggle |
| April | 15,396 | 5,241 | 7,263 | 34.04 % | 0.44 % | Stepping, Standing and Walking Surfaces |
| May | 15,381 | 5,534 | 7,693 | 35.98 % | 0.96 % | Retroreflective Striping and Chevron |
| June | 15,388 | 5,025 | 6,792 | 32.66 % | 0.51 % | FAMA 2022 Survey |
| July | 14,626 | 4,117 | 5,595 | 28.15 % | 0.55 % | Crew Compartment Storage |
| August | 15,236 | 4,871 | 6,724 | 31.97 % | 1.54 % | Mobile Breathing Air Systems |
| Averages | 49,916 | 8,893 | 17.79% | 50,227 | 311 | 12,479 |



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FDIC SPONSORSHIP

- 2023 Sponsorship currently planned
- Final decision to be determined when budget is completed in fall
- Table/booth **is not** planned based on feedback from Spring meeting

Did you know FAMA offers:

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

Buyer's Guide Categories

WARNING LIGHTS WHEELS PUMPS
REELS AERIAL APPARATUS TANKS

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

fama.org

Ad in 2022 Official
Show Guide

Did you know we offer:

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

Buyer's Guide Categories

WARNING LIGHTS WHEELS PUMPS
REELS AERIAL APPARATUS TANKS

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

fama.org

Maryland Hallway
Banners



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SPRING MEETING

- Decision was made to eliminate “themes” for spring meetings going forward
- Annual challenge coin proposed for Spring Meeting





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MEETING PARTICIPATION

- Develop document that details reasons to attend
- Similar to the Why Join FAMA document



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WHY JOIN FAMA?



INDUSTRY STATISTICS

FAMA is the ONLY source for accurate fire service statistics provided quarterly and summarized at year end. Only FAMA members are privy to these reports since they are not released to the public. Members find this research invaluable for their internal business purposes regarding apparatus purchases by state, product category, pump type and more.



TECHNICAL COMMITTEE

Through subcommittees, members work with numerous industry experts in recommending safe, practical solutions that assist the NFPA in the formation of standards. In addition, members receive the latest information about new products, technologies and standards.



GOVERNMENTAL AFFAIRS COMMITTEE

The GAC helps FAMA establish and maintain their reputations as leaders and strategic partners with governmental entities as it relates to Emergency Services, Fire Apparatus and Homeland Security. Through the GAC, member companies receive regular communications about important legislation that relates to them.



NETWORKING

FAMA's spring and fall meetings provide a great opportunity to network with industry professionals. The meetings also keep members up-to-date with new information, allow for group formulations of organizational goals and provide a forum to share information.



INDUSTRY RELATIONSHIPS

As well as serving U.S. and Canadian fire service communities through involvement in NFPA, FAMA members also integrate with and support the Congressional Fire Services Institute (CFSI), the International Association of Fire Chiefs (IAFC), the Fire Department Safety Officers Association (FDSOA), the Fire and Emergency Manufacturers and Services Association (FEMSA), and other fire service-related organizations.



WHITE PAPER REPORT

As a member of FAMA you will get a chance to contribute to our White Paper Report. The White Paper Report is intended to serve as a resource for fire service administrators who are considering replacement of outdated or obsolete fire protection equipment, or who are in the process of purchasing new equipment.



COMMUNITY SERVICE

FAMA gives back to individuals in the fire industry in the form of scholarships and grants advocacy. FAMA advocates for grant funding to support underfunded fire departments to ensure proper protection to their communities. In addition, FAMA is proud to help cultivate the next generation of fire service professionals. Each year one scholarship is awarded to a deserving individual enrolled in a four-year or graduate level fire science or EMS program.



COMPREHENSIVE WEBSITE

The FAMA website has become a central hub for members, providing a full member listing with contact information, a resource library, the FAMA calendar, and a members-only section.



STRENGTH IN NUMBERS

FAMA member companies total over 120 strong. On issues that are important to the fire service and its suppliers, the organization is able to provide a strong voice within the industry that a single supplier might not be able to accomplish independently.



COMMUNICATIONS

FAMA communicates with its members on a regular basis via emails, its website and an extensive FAMA newsletter.

For more information on how you can become a member of FAMA, visit www.FAMA.org today!



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< 2022 Fall Meeting



Visual settings



Edit



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

How do you feel about the practice of receiving an attendee gift at the FAMA Spring Meeting?

In favor of an attendee
gift

Against an attendee gift

Indifferent, no strong
feelings either way



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Visual settings



Edit



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

**If FAMA does give an attendee gift at the Spring meeting,
which gift do you prefer to receive?**

Challenge coin branded
for year of meeting

T-Shirt with FAMA logo
and year



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Visual settings



Edit

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

**Would you be interested in having access to a "store" with
FAMA branded items available for purchase?**

Yes, I would purchase items

No, I have no interest in
buying FAMA branded items

Indifferent



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Visual settings



Edit



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

FAMA allocates budget annually to produce email blasts through Clarion. Topics include the buyer's guide, questionnaires, or other special interests. Do you feel we should continue this practice?

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 – Honorary Member
- Jay Johnson – Golight, Inc.
- Damon Lewis – Fouts Bros., Inc.
- Kaoma Massa – HiViz Lighting, Inc.
- Ron Truhler – H.O. Bostrom Company, Inc.
- Board Liaison: Bert McCutcheon



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2025 Spring Meeting Options

Choice A

Rancho Mirage, CA

Nightly Rate - \$265/night



Choice B

Zachari Dunes - Oxnard, CA

February dates \$269/night

March 8-11 \$279/night

March 15-18 \$294/night





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Visual settings



Edit

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

Vote for the 2025 Spring Meeting Options

Rancho
Mirage, CA

Zachari Dunes
- Oxnard, CA



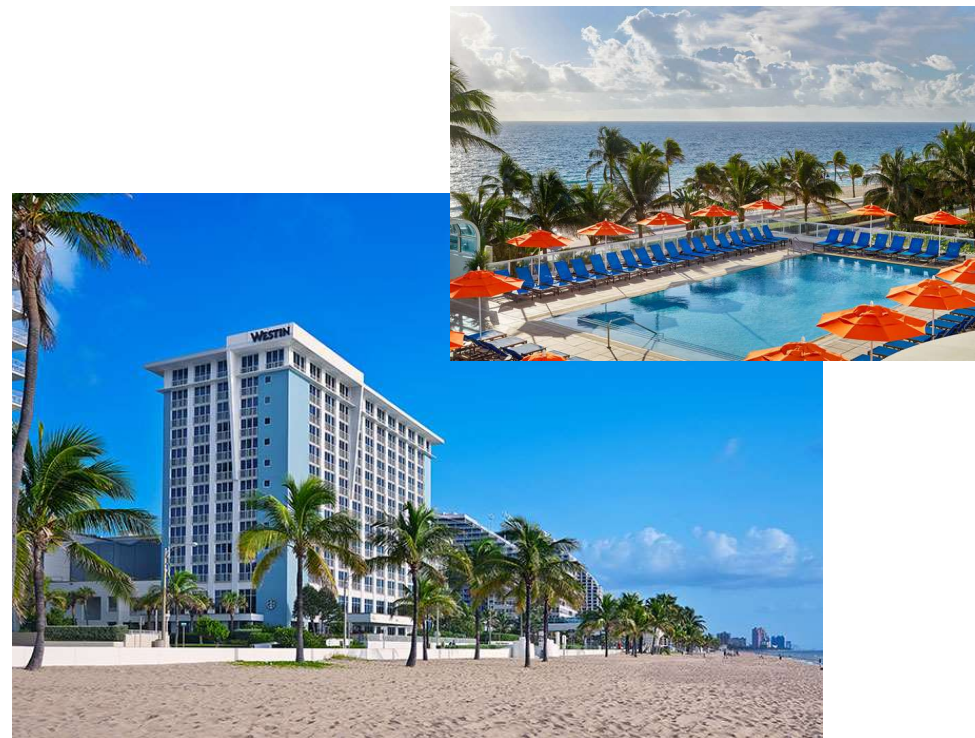
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Spring Meeting 2023

March 18-21

The Westin Fort Lauderdale





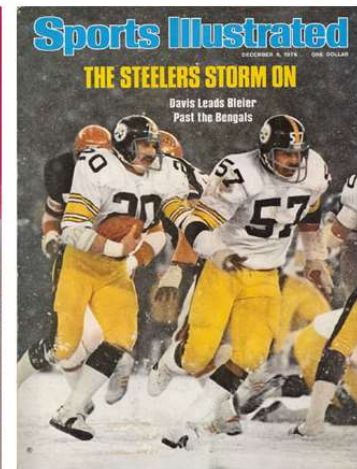
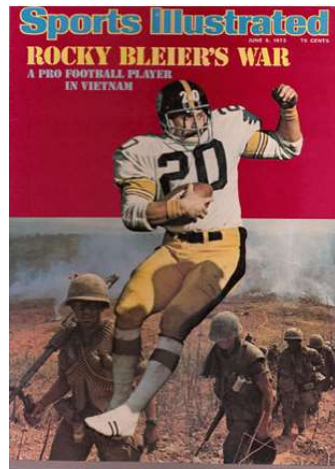
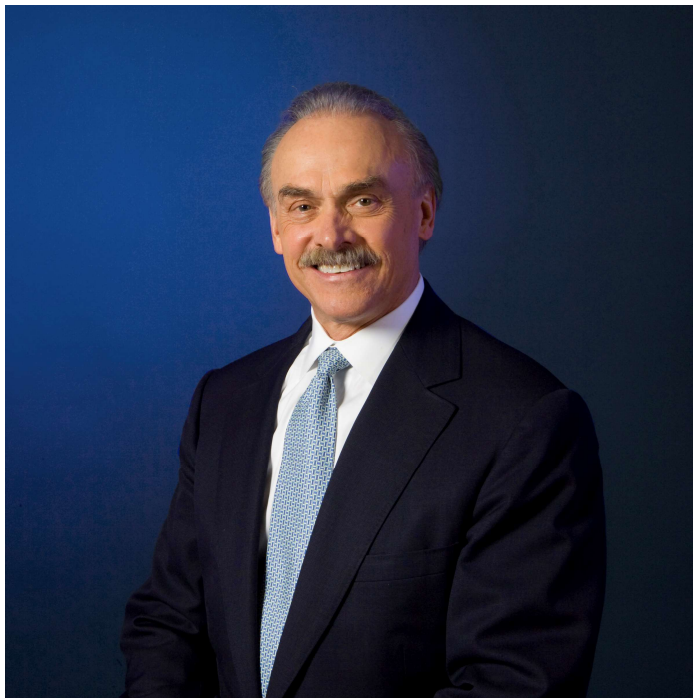
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2023 Spring Meeting Speaker

Rocky Bleier

Finding Winners in Your Workforce





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Fall Conference 2023

September 26-29

JW Marriott New Orleans





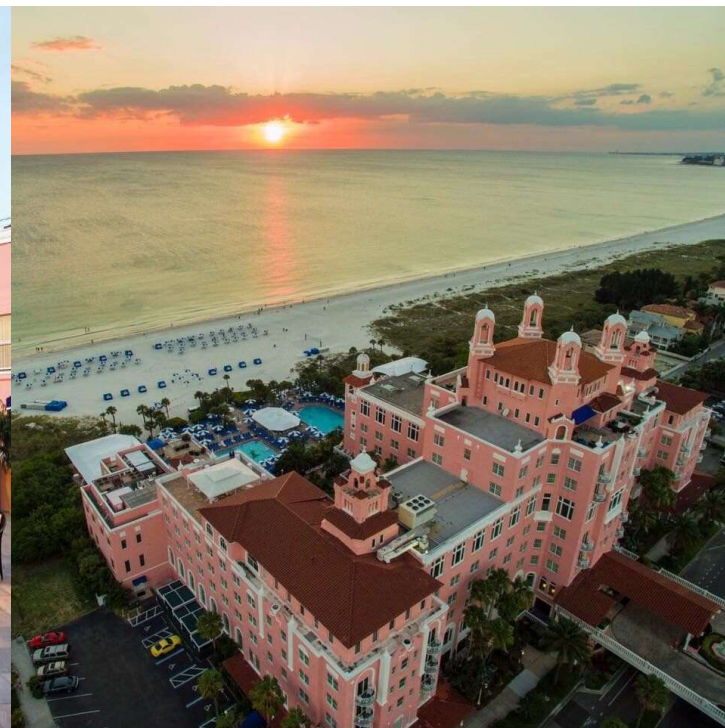
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Spring Meeting 2024

February 24-27

The Don CeSar, St. Pete Beach, FL





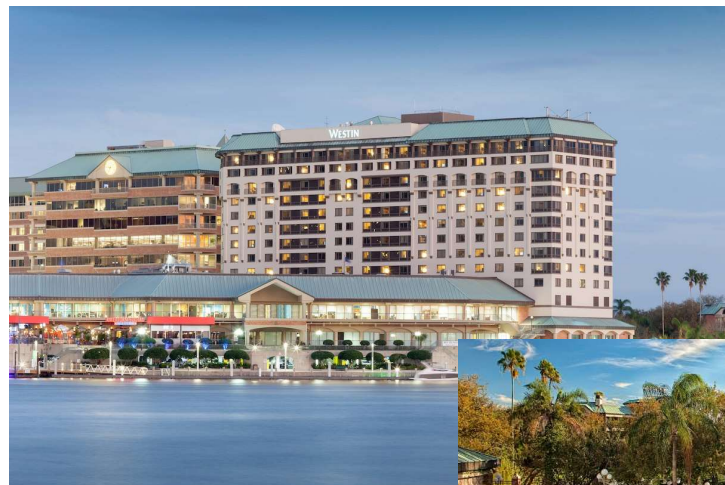
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Fall Conference 2024

September 24-27

The Westin Tampa Waterside





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FAMA INFORMATION SHARING INTERSCHUTZ 2022

Philip Gerace
Bruce Whitehouse



EXTINGUISH LITHIUM-ION BATTERY FIRES

2 Segments of this market

- 1) Smaller devices like e-Cigarettes, laptops, phones, and battery tools.
- 2) Cars, buses and trucks.



Small device solution. Mineral based extinguishing agent using an aqueous solution of vermiculite.

EV plus Room and Contents solution. Non-pressurized and are deployed manually into a room or compartment that requires firefighting. After activation, an aerosol cloud is generated, which expands volumetrically, flooding the space and knocking down the flames. They are mainly designed to use on class A, B, C and F (K) fires. These are also part of an electric car solution.





EV BATTERY FIRES

Electric Vehicle “solution”. Multiple attempts to control EV fires using different tools both independently and together.



Fire Blanket



Aerosol units



Water Mist Lance



Dipping Container





POWER

Saw a trend toward more grouped portable battery packs to replace power cords, individual batteries, and generators.

VANGUARD®



1.5kWh* Commercial Battery Pack

[LEARN MORE](#)



3.8kWh* Commercial Battery Pack

[LEARN MORE](#)



5kWh* Commercial Battery Pack

[LEARN MORE](#)



10kWh* Commercial Battery Pack

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More at [Portable Power for Professionals – instagrid](#)





TREND: ROBOTS





EUROPEAN CAB LAYOUTS







UHP & MISTING

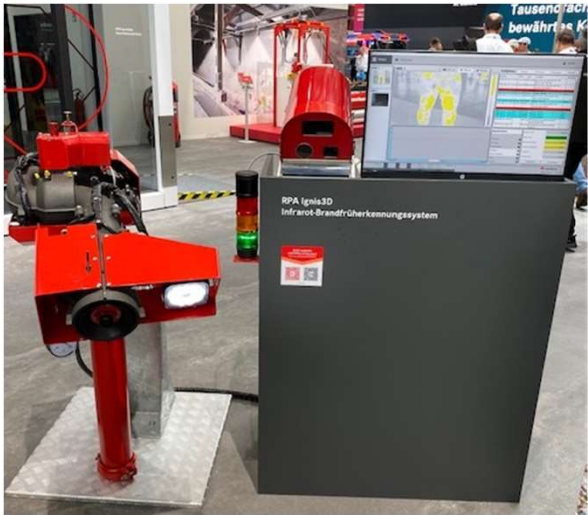






MONITORS







PUMP PANELS







SIDE VISIBILITY







ACCESS





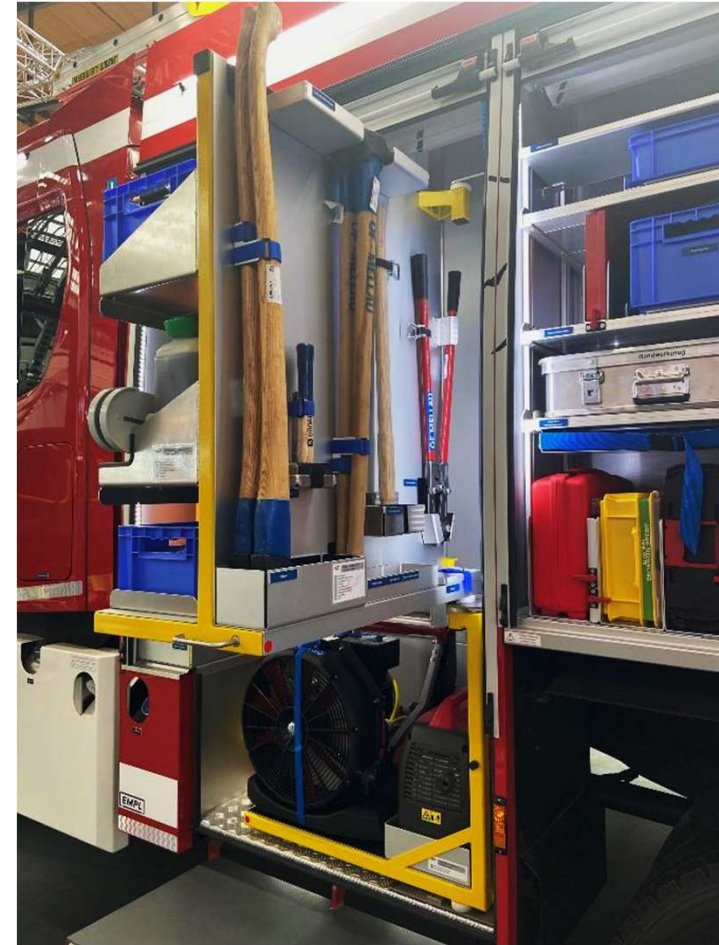


DRONES





COMPARTMENT MANAGEMENT







CONSTRUCTION







OFF ROAD / WILDLAND







**This one comes with its
own boat**



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Introduction of the 2023 Board of Directors

Ron Truhler



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2023 Board Focus

Bert McCutcheon



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2023 Board Focus

- Increase communication to our membership
- Continue to increase involvement by recruiting committee involvement
- Work to provide greater value to our members



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Unfinished Business

New Business

Closing Remarks



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Next Meeting Notice

2023 FAMA Spring Meeting

**Saturday, March 18 -
Tuesday, March 21, 2023**

**The Westin Fort Lauderdale
Fort Lauderdale, FL**



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We look forward to Seeing you in Fort Lauderdale, FL (March 18-21)





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MEETING ADJOURNMENT

Oran McNabb



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Thank You

THANK YOU 2022 SPONSORS



The following firms have generously supported the annual conference through their sponsorships. Please be sure to seek them out to learn about their products and services. Their support is an integral factor in our ability to offer such a great conference program.

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**FIRE &
RESCUE GROUP**

★ GOLD LEVEL ★



First Arriving

★ SILVER LEVEL ★



★ BRONZE LEVEL ★



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