



**MEETING MINUTES
FIRE APPARATUS MANUFACTURERS' ASSOCIATION
VIRTUAL FALL MEMBERSHIP BUSINESS MEETING
ZOOM WEBINAR
NOVEMBER 9, 2021**

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

Call to Order – by President Oran McNabb at 1:02 P.M. EST.

Welcome and Opening Remarks – Mr. McNabb welcomed the attendees to the meeting and reviewed the virtual meeting attendance requirement that computer cameras must be on so that attendees are visible and recognizable.

It was noted that attendance of FAMA Membership meetings is limited to full-time, direct-paid, active employees of FAMA members companies in good standing. Consultants of member companies are not permitted.

Mr. McNabb recognized and thanked Mr. Jeromie Johnston for his dedicated service as Board President thru October 25, 2022. He provided an explanation on the transition President role as required by the bylaws. In addition, he announced that Mr. Ignacio has agreed to fill the Vice President vacancy for the balance of 2021.

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

After Mr. McNabb provided a brief review of the meeting agenda, he introduced the 2021 FAMA Board of Directors and thanked the Board Members for their service.

A special welcome was extended to the new FAMA members, first-time attendees, and honorary members.

Antitrust Guidelines / Non-Discrimination Policy – Board Secretary Mr. Durstine stressed the adherence of FAMA's policies to abide by the Federal antitrust guidelines and the strict non-discrimination policy at all meetings of the association.

Proof of Notice – Notice of this meeting was sent via email on October 8, 2021, to all members pursuant to the association bylaws.

Roll Call – Mr. Durstine stated the membership roll call will be developed using the Zoom Webinar meeting attendance log. There were 47 member companies in attendance. [See list following these minutes.]

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

VOTED: To approve and enter the minutes of the April 14, 2021 Virtual Business Meeting into the records of the association.

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

- Mr. Pacilio provided an overview of the Total Income and Expenses for the years 2016-2021. Total income and expenses are down for 2020 and 2021 due to no in-person meetings.
- A Balance Sheet was reviewed and the details on the Prepaid Meeting Deposits, Liabilities and Equity accounts were provided.
 - The Prepaid Meeting Deposit Account is the 2022 and 2024 hotel deposits and 2022 speaker fees.
 - The Liabilities and Equity Account includes the \$55,650 in retained 2020 Spring Meeting Registration Fees and Golf Fees and \$15,250 in Prepaid Meeting Sponsorship Fees.
- A detailed review of the Profit and Loss Report was provided.
- Mr. Pacilio provided a comparison report of the Balance Sheet Assets, Gross Profit, and Net Income for the years 2018-2021.

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

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

Nominating Committee Report – Mr. Toren, Committee Chair, presented.

- Mr. Toren reviewed the annual Nominating Process and the key dates.
- The Board Structure Chart and the 2022 open board positions were reviewed: Vice President, Secretary, and Director-at-Large (Apparatus).
- After review of the qualifications for candidates were reviewed, Mr. Toren presented the 2022 Board Nominations as follows:
 - Vice President – Bert McCutcheon
 - Secretary – Ron Truhler
 - Director-at-Large – Bill Doeblner
- A call for nominations from the floor was requested.

Mr. Cory Hohs nominated Ms. Kaoma Massa from Hi-Viz Lighting for Board Secretary. Ms. Massa accepted the nomination.

No other floor nominations were received.

With no additional floor nominations, motion was made and seconded, to close the nominations. The floor nominations were closed.

2022 Board of Directors Election – Mr. Durstine presented the plans developed for the virtual voting process and reviewed the bylaw requirements. Per the bylaws, during the active meeting, only the slate needs to be presented and allow for nominations from the floor. The actual vote does not have to take place during the active meeting but, the election must be conducted with a private ballot.

Mr. Durstine noted, the Board of Directors will meet immediately following this meeting to verify the floor nomination candidate meets the required qualifications for Board Service.

The Board contracted the accounting firm used for the Statistics Program, a third-party, to conduct the confidential election via a private ballot. The accounting firm will use an online survey to conduct the election. There is a limit of only one vote per member company. If two votes are received from a member company, only the first vote received will be counted. After the meeting, everyone who is participating in the meeting and is visible via camera, will receive an email with a weblink to the online survey to vote. Participants will have the ability to vote up to 8:00 PM EST, after that time the survey will be closed.

The accounting firm will compile the results and provide the FAMA Board with the final details. A Member Notice with the election results will be released in the next couple days.

Mr. Durstine advised that the online ballot will require members to vote for all three Board positions as well as complete the Member Company Name field.

Mr. Hohs motioned to allow for a brief presentation from each of the candidates. Since that the two candidates have not been asked to prepare a brief speech, Mr. McNabb advised that we need to provide them time to gather their thoughts and prepare for a two-minute presentation.

Board of Directors Report – Mr. McNabb, Board President presented.

- Mr. McNabb provided an update on four major areas of focus.
 - The Association is on solid financial footing.
 - Based on the results of a poll conducted during the April 14, 2021, Membership Meeting, FAMA is pivoting from an inward to outward facing organization.
 - Introduction of the “Compass Committee,” active past presidents. The idea started with the Long-Range Planning Committee. The group of currently active, former Past Presidents who have served in the last ten years to engage in long-range planning focused on strategy and finance.
 - A status report on the FAMA’s 75th Anniversary History Book written and compiled by Karen Burnham was provided. The book went to press but, supply chain issues have delayed the final assembly of the book. Each member company will receive one copy of the book and we hope you will put this copy in your company lobby. Canadian member copies will be distributed via a member company in Ontario, Canada. Meeting attendees were encouraged to order additional copies for their companies.

Apparatus Replacement Project Report – Mr. Jason Darley, presented.

- Mr. Darley noted the Apparatus Replacement Project is not a new concept. The effort has been discussed and considered for several years.
- The Task Force is seeking research/survey partner like Hannover, to gather the necessary data on fire department fleet ages, replacement cycles, down time, maintenance/ownership costs etc.
- The goal of the project is to develop the necessary data needed by fire departments to use and refer to when justifying fleet replacement efforts.
- End product will include collateral such as white papers and granular data for apparatus types, department types, etc.
- End product will be provided to FAMA member companies, fire departments, fire industry organizations, and FAMA member company affiliates and industry stakeholders.
- Mr. Darley reviewed the Task Force Members: Jason Darley, David Durstine, Drew Kirvida, Pete Lauffenburger, John Witt, and Jerry Conley, as well as multiple FAMA Committees.

Committee Reports

Statistics Committee Report – Mr. Paul Bostrom, Committee Chair, presented.

Mr. Bostrom thanked the Committee members for their work.

- A review of the Committee’s members, initiatives and projects was provided.
- Mr. Bostrom reviewed the North American Fire Apparatus Bookings. With a 12-month rolling (July 2020 thru June 2021), there were 4,438 units booked, this number is up 16.1% from 2020. This number does not include ARFF, refurbs or international units.
- Total Industry Bookings and Shipments – This report includes all vehicles (ARFF, refurbs and international units). Total units booked was 4,718, which is up 1.7% YOY.
- Total Fire Apparatus Sales by Product Type (using a 12-Month Rolling Average) – Pumpers continue to make up the majority of products sold with 64% of the total bookings. Three product categories represent 91% of the marketing (Pumpers at 64%, Aerials at 14%, and Tankers at 13%).
- Total Fire Apparatus Sales by Month (12-Month Rolling) – January 2021 had the largest number of bookings.
- Aerial Apparatus Sales (12-Month Rolling) – 666 aerial units were booked, up by 5.7 % YOY; 611 units were shipped. Water Towers were up 42.9 in growth YOY.
- Pumper Apparatus Sales (12-Month Rolling) – 3,001 units were booked; 2,873 units were shipped. Pumper sales and shipments are both trending up.

- Tanker Apparatus Sales (12-Month Rolling) – 629 units were booked; 514 units were shipped.
- Vehicles with Pumps Sales (12-Month Rolling) – 4,056 pumps were booked; 3,779 units were shipped.
- Total Industry Bookings – Custom vs Commercial Chassis (12-Month Rolling) – Commercial chassis sales were up from 30.4% to 31.5%.
- Additionally, sales in US were up more so than in Canada.
- Mr. Bostrom extended his appreciation to the members that submit their data in a timely manner.

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

- Mr. Morris reviewed the Committee members and their goals.
- The Committee worked to ensure the fire industry personnel were deemed “essential workers” during the shut-down to allow FAMA member companies to continue operating.
- The Home Day Tool Kit has been updated and is available on the GAC website.
- The Committee is planning for an in-person 2022 Hill Day event.
- Plans to meet with FEMA to discuss full AFG allocation of funding to the cap for emergency vehicles has been put on hold due to COVID.
- AFG and SAFER Funding represents a \$10 million increase over FY 2021 levels. Congress will most-likely pass an additional Continuing Resolution (CR) appropriations bill by December 3, 2021, when the current CR ends. Currently both the House and Senate bills contain \$750 million for AFG and SAFER combined, it is highly likely that this number will be in the final FY 2022 Homeland Security Appropriations bill.
- Greater FAMA member participation in Hill Day is needed.
- Home Days are critically important and should be continued on an on-going basis. Events can be as simple as having a representative visit your company for coffee or lunch. Establish relationships and stay in touch with your local congressional offices.
- The Alliance Luncheon and CFSI Holiday Party are tentatively planned based on COVID.
- It’s a relationship business! Call your congressional offices and promote AFG, SAFER, and USFA and USAR funding initiatives.
- A brief report on the current status of the infrastructure bill was provided. There are elements included that support the fire service and fire apparatus industry.

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

- Mr. Lackore reviewed the Subcommittee leaders. Currently there is an opening for a leader in the Aerial Subcommittee and always looking for a leader for the Body Subcommittee.
- Planning for the 2022 FDSOA event will be held in Scottsdale, January 9-12. A list of the presentations planned was provided.
- The schedule for the 2022 FAMA Forum was presented with only January and February determined.
- Mr. Lackore presented a list of proposed article topics developed during the October 2021 Committee Planning Meeting for the Board to review and select the final topics. The Marketing Committee will determine the authors based on the Board approved topics.
- NFPA 1900 combines and replaces 1901, 1906, 414 (ARFF), 1917 (Ambulance).
 - The first DRAFT is complete and public comment period closes on November 12, 2021, only a few days away.
 - See the NFPA website for proposed changes.
- The NFPA 1900 and NFPA 1917 Ambulance Task Groups and chairs were reviewed.
- The Weight and Cube Calculator has been updated to include wildland equipment. The new version is available via the FAMA website.
- The Chassis Subcommittee is currently developing a DEF Sensor Guideline.
- The Chassis Subcommittee met on how NFPA 1900 needs to be adjusted to accommodate electric apparatus. The Board is currently reviewing the Technical Committee’s recommendation.
- Frame Corrosion Repair Guideline – The Chassis Subcommittee is drafting a guide for departments and service facilities when considering old apparatus with frame corrosion.

- An update was provided on the California ARB Emission Warranty Extension Requirements.
- The following question was asked: Is the Committee looking to propose any changes to NFPA regarding and electric vehicles and pump performance? Mr. Lackore responded by reviewing the following current issues:
 - Pump testing requires 2-hours in one place and 2.5-hours
 - The differences between refueling and recharging.
 - Changing the word “fuel” to energy storage.
 - Alternators are not required for electric vehicles.
 - There are a lot of differences between fuel and electric vehicles.
 - A definition was developed for Internal Combustion Engine and an Electric Engine.
- Mr. Miller provided a status report on the Buyer’s Guide Program was provided. Currently there are 9 guides pending, 4 guides drafted, 34 guides published on the FAMA website. He asked the Subcommittees to review currently published guides and provide updates where needed.
- Mr. Miller asked for a volunteer to develop a Purchasing/Financing Buyer’s Guide.
- Mr. Lackore noted that the Apparatus Safety Guide needs to be updated to include electric vehicles.

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

- Mr. Allaband thanked the Committee members and provided a review of their roles.
- A review of the historical attendance at the in-person Spring Meetings was provided. Prior to COVID attendance was trending positively.
- The Committee is looking forward to the 2022 Spring Meeting (February 26 – March 1) at The Don CeSar in St. Pete Beach, Florida.

Q&A – Mr. McNabb asked the meeting attendees to raise their hands or make a comment via the chat option provided by Zoom with any questions they may have.

Mr. McNabb revisited the motion to allow time for the Slate of Candidates for 2022 to speak to the membership and invited Mr. Halpin, Bylaw Committee Chair, to provide a review of the new bylaw approved in Indianapolis, Indiana in October 2020 to allow for non-in-person Board elections to take place electronically.

When drafting the new elections bylaw, the Committee considered the vetting process for floor nominations but did not include the full electronic election process in writing. Since voting for electronic elections does not take place until after the adjournment of virtual meetings, an opportunity is provided to the Nominating Committee and the Board to vet any floor nominations received. After the Nominating Committee has had an opportunity to vet the floor nominations, then a short write-up distributed with the ballot would be acceptable and fairest to all.

In this particular case, the Bylaws Committee recommends that the Nominating Committee review the floor nominations received prior to any communications from the nominees.

Mr. McNabb reminded the attendees that only registered meeting attendees participating in the meeting are allowed to vote for the candidates.

The Bylaws Committee will review the language of the bylaw regarding the elections process and include the details of the required vetting for floor nominations.

The Board of Directors will meet immediately after the meeting adjourns. After the Board meets, an email will be distributed to the registered meeting attendees with instructions on voting and the qualification for Board service.

Mr. Massa motioned to hear from the perspective candidates regardless of their qualifications being confirmed. Mr. McNabb deferred to the recommendation of the Bylaws Committee.

Mr. Hohs seconded Mr. Massa's motion. Mr. McNabb noted that he is going to follow the recommendation of the Bylaws Committee.

Mr. Gerace presented a question. The FAMA Education-Survey Committee is looking at how the Association collects data. One strategy would be to continue to refine our surveys and continue to conduct via online surveys. Another strategy would be to conduct focus groups or longer conversations with fire departments across the U.S. and Canada. We would not have input from as many departments but, by selecting fire departments that provide a representative sample, we may have more valuable data. Mr. Gerace asked the members to please provide your opinions and thoughts.

Unfinished Business – Mr. McNabb encouraged the members to register and attend the joint FAMA/FEMSA Virtual Fall Presentation on November 16th titled "Managing Supply Chain Turbulence" by Mr. Gerrit Reepmeyer.

New Business – Mr. McNabb asked the members to submit any questions related to the OSHA directive concerning COVID to Ms. Kelly for the Board's consideration. Once the questions reviewed, a member survey will be conducted to gather valuable information for the membership.

Mr. McNabb provided a brief review of the two speakers planned for the Spring Meeting: Commander Lippold and Jake Wood. Mr. McNabb also encouraged attendees to make their reservations early for The Don CeSar Hotel, as it is a fantastic venue.

Mr. Massa offered his help towards the development of an article on how the current Supply Chain Issues are affecting the fire service.

Next Meeting Notice – The next meeting of the FAMA Membership will be held February 28 and March 1, 2022, at The Don CeSar Hotel in St. Pete Beach, FL.

Adjournment – With no further business or discussion to come before this meeting, upon motion duly made and seconded, it was:

VOTED: To adjourn, at 2:50 p.m. EST

A true copy, attest:

Sonya Kelly
Recording Secretary

**FAMA SPECIAL MEMBERSHIP BUSINESS MEETING
November 9, 2021 – Zoom Webinar**

Member Company Attendance (from Zoom Webinar Attendee Report)

4 Guys Fire Trucks	Mark Albright, Mark Brenneman
Akron Brass Company	David Durstine, Bill Simmons, Sean Tillinghast
AMDOR Inc.	Chick Granito, Oran McNabb, Steve Toren, Bruce Whitehouse
Apparatus Equipment & Service, Inc.	Bill Arbus
Austin Hardware & Supply, Inc.	Joe Verdini
CET Fire Pump Mfg., Ltd.	Jerry Halpin
Cummins Inc.	Andy Kelly
Custom Fire Apparatus, Inc.	Lukas Drayna, Kristi Scheet
Danko Emergency Equipment, Co.	Mark Kreikemeier
Darley	Jason Darley, Jeff Darley, Paul Darley, Peter Darley, James Long
E-ONE, Inc.	Larry Daniels, Gary Pacilio, Mike Virnig
Elkhart Brass Mfg. Co., Inc.	Keith Chard, Peter Luhrs, Chris Martin
EZ Trac AWD	Ben Harpenau
Ferrara Fire Apparatus, Inc.	Bert McCutcheon
Fire Research Corporation	Michael Dupay, Toh Meng
Fouts Bros., Inc.	Damon L. Lewis
H.O. Bostrom Company, Inc.	Paul Bostrom, Ron Truhler
Hale Products, Inc.	Steve Rowland
Harrington, Inc.	Paul Carpenter
HiViz Lighting, Inc.	Ryan Baldwin, Kaoma Massa, Sam Massa
HME Ahrens-Fox	Bill Doeblor
Hub Fire Engines & Equipment Ltd.	Mike Welte
IMMI	Melissa Dobbs, Steve Ward
KME Fire Apparatus	Doug Kelley
Kussmaul Electronics Co.	Pat Hester, Keith Purdy
Marion Body Works, Inc.	Curt Ignacio
Matheny Fire & Emergency	Tim Allaband
Metalfab Ltd.	Ryan Stacey
OFAB Inc.	Mark Coley
Oshkosh Airport Products	Lee Morris
Pierce Manufacturing, Inc.	Rich Demski
Rescue 1	Brad Turk
ROM Corporation	Matt Pitzer, Deron Stambaugh
Rosenbauer America, LLC	Mark Fusco, Rob Kreikemeier
Seagrave Fire Apparatus LLC	Todd Fell

Smart Power Systems	Jay Farrell
SoundOff Signal	Randy Karel
Spartan Emergency Response	Wyatt Compton, Roger Lackore, Chris Wade
Sutphen Corporation	Julie Phelps, Zach Rudy, Joseph Scott
Task Force Tips, Inc.	Philip Gerace, Jeff Hicks, Doug Miller
The Will-Burt Company	Drew Newman
TOMAR Electronics	James Rameker
Trident Emergency Products, LLC	Nicholas Capaldo, Michael Sulmone
United Plastic Fabricating, Inc.	Patrick Cahill, Andrew Lingel
United Safety & Survivability Corporation	Jason Witmier
Waterous Company	Jason Nawrocki
Whelen Engineering Co., Inc.	James Stopa