



**MEETING MINUTES
FIRE APPARATUS MANUFACTURERS' ASSOCIATION
SPRING MEMBERSHIP BUSINESS MEETING
THE DON CESAR HOTEL IN ST. PETE BEACH, FL
FEBRUARY 28 AND MARCH 1, 2022**

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

Sponsor Recognition – Mr. McNabb recognized and thanked all the meeting sponsors in order of their level of sponsorship.

Welcome and Opening Remarks – Mr. McNabb welcomed the attendees and provided a few opening remarks including the requirements for meeting participation. Attending companies must be up to date on their FAMA membership dues and all attendees must be full-time employees of their member company and registered to attend the meeting. Additional general housekeeping items were covered.

Mr. Cahill provided a full review of Jake Wood's biography and introduced Jake, the keynote speaker.

Mr. Jake Wood provided a presentation titled "Thriving in Chaos." [See the presentation file in the Vault.]

Mr. McNabb thanked Mr. Wood and presented him with a FAMA 75th Anniversary History Book.

Mr. McNabb reviewed the costs associated with the FAMA Spring Meeting and noted FAMA would not be able to provide a meeting at this level without the support of Clarion Fire & Rescue.

Clarion Fire & Rescue Presentation – Mr. Schlett presented a review of the new programs planned for FDIC 2022 to the meeting attendees. [See the presentation file in the Vault.]

Call to Order – by President Oran McNabb at 9:50 A.M. EST.

Mr. Gerace provided the invocation.

Roll Call – Mr. Truhler called the roll. There were 70 member companies in attendance. A quorum was declared. [See list following these minutes.]

Proof of Notice – December 6, 2021

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

VOTED: To approve and enter the minutes of the November 9, 2021, Virtual Business Meeting into the records of the association.

Antitrust Guidelines / Non-Discrimination Policy – Mr. Juneau reviewed the association's anti-trust guidelines and non-discrimination policy and what the guidelines mean. The association is committed to the guidelines and non-discrimination policy.

Mr. McNabb introduced the 2022 Board of Directors.

The 12 new FAMA Member Companies that joined the Association since the 2019 Spring Meeting were recognized.

The 31 First-Time Attendees were recognized and presented a welcome gift.

All attendees provided a self-introduction of themselves.

FAMA 75th Anniversary History Book – Mr. McNabb provided a brief report on the history book and noted additional copies are available for purchase onsite at \$55.00 each.

Poll Everywhere – To gain input from the attendees during the meeting, Poll Everywhere will be used. Mr. Lingel provided a review of how Poll Everywhere works.

Board of Director's Report – Mr. McNabb reported the following:

- The Board continues to ask: What can we do to provide more value to our members?
- The FAMA's mission states, we are here to maximize profits of FAMA member companies. The mission is inward facing yet, when the members were asked if they wanted the Association to be inward or outward facing, the results of the question were 2:1 to be outward facing.
 - What does "outward-facing" mean as an organization to FAMA? Without clear definition, the Board can't determine the direction or goal.
 - Before we change the direction of the Association, we need to understand why companies join FAMA today. The primary reasons and key deliverables of FAMA are Statistics, Technical Committee, GAC, and Networking Opportunities.
 - What can FAMA do to help you manage and grow your business?
 - Through hosting stand-alone events FAMA can provide the opportunity to distribute information to end users and raise the awareness of FAMA. In November 2021, FAMA hosted a virtual event focused on Supply Chain with speaker Gerrit Reepmeyer.
 - FAMA is currently working on a white paper that will share some strategies on how to manage during the supply chain turmoil. This document is being developed to be used internally within your companies and also to be shared with your customers.
 - Other white papers and FAMA Forum articles are being considered.
 - The Long-Range Planning Committee helps to guide the strategic vision of the Association, it has been made more formal and is now called the Compass Committee. This change allows for more Past Presidents to be involved in the direction of the Association. Qualifications for Compass Committee members include must be a Past President of FAMA roughly within the past ten years, remain active with their member companies, and are active FAMA member company representatives. The perspectives of the Compass Committee will be helpful for major expenditures or a major change in the Association's strategy.
 - The reason for the afternoon breakout sessions is to gain member feedback and ways to improve the four key FAMA deliverables (Statistics, Technical Committee, GAC, and Networking Opportunities).

Statistics Committee Report – Mr. John Schultz, Committee Co-Chair, presented.

- Mr. Schultz provided a review of the Committee's members, initiatives and projects was provided.
- The Committee's goal is to provide quality data in a timely manner.
- The North American Fire Apparatus Bookings were reviewed using a 12-month rolling (January thru December 2021), there were 5,586 units booked, this number is up 46.1% 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 in 2021 was 5,869. A total of 4,311 vehicles were shipped which is down -2.9% YOY.

- Total Fire Apparatus Sales by Product Type in 2021 (using a 12-Month Rolling Average) – Pumpers continue to make up the majority of products sold with 65% of the total bookings. Three product categories represent 91% of the market (Pumpers at 65%, Aerials at 14%, and Tankers at 13%).
- Total Fire Apparatus Sales by Month (12-Month Rolling) – Report shows the number of units booked by month for a total of 5,721 units.
- Aerial Apparatus Sales (12-Month Rolling) – 854 aerial units were booked, up by 41.4 % YOY; 570 units were shipped, down -4.2% YOY.
- Pumper Apparatus Sales (12-Month Rolling) – 3,797 units were booked, 38.7% YOY increase; 2,664 units were shipped, -7.5% YOY decrease.
- Tanker Apparatus Sales (12-Month Rolling) – 758 units were booked, 51.9% YOY increase; 541 units were shipped, 18.6% YOY increase.
- Vehicles with Pumps Sales (12-Month Rolling) – 5,161 pumps were booked, 42.2% YOY increase; 3,555 units were shipped, -4.7% YOY decrease.
- Total Industry Bookings – Custom vs Commercial Chassis (12-Month Rolling) – Commercial chassis sales were up from 31.6% to 32.1%.

Statistics Poll Questions and Results

- What additional data would you like to the Statistics Committee to provide?

The Results of the Poll: 82 attendees responded

Answers	Responses	Percent
How are member trucks purchased (i.e. p.o., consortium, etc.)	18	21.95
Electric vehicles	17	20.73
By geography (i.e. zip code)	32	39.02
Truck cost	15	18.29

- How valuable is the statistics data available today 1- least valuable / 10 being most valuable.

The Results of the Poll: 66 attendees responded

Answers	Responses	Percent
1	2	3.03
2	0	0
3	3	4.55
4	2	3.03
5	5	7.58
6	1	1.52
7	3	4.55
8	18	27.27
9	13	19.7
10	19	28.79

- How actionable is the statistics data available today 1- least valuable / 10 being most valuable.

The Results of the Poll: 76 attendees responded

Answers	Responses	Percent
1	0	0
2	0	0
3	3	3.95
4	3	3.95
5	9	11.84
6	11	14.47
7	10	13.16

8	21	27.63
9	10	13.16
10	9	11.84

Bylaws Committee Report – Mr. Jerry Halpin, Committee Chair, and Mr. Bruce Whitehouse, Committee Co-Chair presented.

- Mr. Halpin provided a review of the committee members and the goal of the committee.
- The committee presented bylaw changes being discussed and proposed in preparation for potential Board review and presentation and vote at the 2022 Fall Meeting. [For details see the presentation file in the Vault.]

Breakout Session Report Outs

GAC Group 1 – Mr. McNabb reported.

- Need to gather the preferred GAC contact at each member company annually to ensure they are receiving the GAC communications.
- To be affective at the GAC level, we need a good elevator speech for fire.
- A communication to new members is needed about the Home Day Tool Kit specifically.
- Determine a way to share success stories that will encourage other member companies to host home day events.

GAC Group 2 – Mr. Cory Hohns reported.

- Need members to be educated on the GAC and the importance of their communications.
 - Rate or call out time sensitive communications.
- Ensure GAC communications are being sent to all member representatives.
- Suggestion was made for a monthly report of GAC communications.
- Make the process of hosting a Home Day events less intimidating. A home day event can be as small as a cup of coffee.
- We need to raise the awareness level of politicians and legislators regarding the AFG funds and the associated data.
- Ensure that legislators understand AFG funding is not only about the departments that receive grants in their specific state. Grant recipients from other states may be using funds to purchase equipment from manufacturing companies located in their state.
- Provide tips and suggestions on ways to easily invite legislators to visit your company.
- Recruit more member representatives to Hill Day.

Networking Group 1 – Mr. Scott Edens reported.

- Are the FAMA social media platforms a resource for FAMA member companies or for the industry? Who are the communications be directed to?
- Do we have a policy on our social media platforms? A policy on how to create the content is needed.
- Provide a report on how many social media posts are being released and encourage FAMA member companies to reshare.
- The group did not think a FAMA have a booth at FDIC was necessary.

Networking Group 2 – Mr. Jason Witmier reported.

- Who is the FAMA Facebook page for? Should we have two pages? One private Facebook page for FAMA members only and one for the fire service.
- The Association needs a task group to develop a document that defines what, why, and who for FAMA.
- If the Association has a booth at FDIC, provide a giveaway and gather contact information to generate FAMA's own mailing list.

- To help educate the industry on what FAMA does, provide a Facebook check-in for the FAMA meetings and include what the attendees are doing. Working to better the fire service.

Networking Group 3 – Mr. Jason Darley reported.

- Work with the Compass Committee to determine the Association's direction regarding inward and outward facing and steps to get to the goals.
- A FAMA booth at FDIC was not supported.
- The group agreed that FAMA should have an event that can be used as a platform for the Association.
- There is value in the networking opportunities but, more structure may be needed.
- Paul Darley suggested FAMA provide a concierge service for marketplace.

Statistics Group 1 – Mr. Andrew Lingel reported.

- How can stats be used to provide more value to the Association?
 - Add more granular and component data.
 - Add more data breakdown of chassis types, electric vehicles, hybrids, automation systems, and pump modules.
 - Add more companies reporting the data.
 - Compare data against other sources like ISO.
 - Need to engage new members with information regarding Statistics and other FAMA documents like the Sage report.
- What function would you want?
 - Provide an automatic data dump by the quarter, rather than running each quarter individually.
- The group suggested a post-COVID Sage Report.
- Provide an annual breakout session on Statistics for the new members specifically.
- Add a quarterly report to the FAMA Statistics website of the reporting companies.

Statistics Group 2 – Mr. John Schultz reported.

- It would be nice to have a broader data for comparison to other industry data and provides some interpretation.
- An updated Sage report would be nice.
- To provide value to the members, provide more than just raw data.
- For outward facing, consider an external quarterly report.
- Provide enhanced analytics functionality on the Statistics website.

Technical Group 1 – Mr. Roger Lackore reported.

- NFPA related items:
 - There is a need for performance and safety standards around the Cab lift systems.
 - The current warning light standard is very strict. Can FAMA recommend an appropriate less stringent standard?
 - There is a need for a standard for equipment storage outside the vehicle.
- Three new guides suggested:
 - Electric Vehicle (EV) Charging Infrastructure Guide.
 - A guide for Clean Cab is needed. The current reference is the Lavender ribbon report but, it is not specific to apparatus.
 - A NHTSA Recall Guide tailored to fire apparatus only is needed.
 - A revision or update to the Foam Buyers Guide is needed.

Technical Group 2 – Mr. Bert McCutcheon reported.

- What major new initiatives would be most beneficial to FAMA? How does the tech committee bring value?
 - Electric Vehicle (EV) the following information is needed:
 - Definition on the different classifications and types of batteries and how they work.
 - New EV safety requirements.

- EV Cutoffs (manual or automatic).
- How to extinguish electric vehicle fires.
- Help members understand the upcoming NFPA standards changes:
 - Combining of standards.
 - Changes to the existing standards.
 - The importance of public feedback and how to provide the feedback.
- Provide more detailed hose bed guidelines that addresses all of the different types of hoses. Need to solicit better participation.
- Provide more information on apparatus safety
 - Providing training on how to use a fire truck could help to decrease injuries and/or increase the efficiencies of the truck.
- Develop a detailed white paper on proper Preventative Maintenance with best practices and refer back to the apparatus manufacturer's recommendations.
- Provide updated education on foam with definitions.
- Develop information on drone and their use in communications and surveillance equipment.

Technical Group 3 – Ms. Shelby Sutphen reported.

The group discussed and three suggestions:

- Provide information on comprehensive greenhouse gas and emissions by state and by product.
- Develop an Electric Vehicles Buyer's Guide with information on the different technologies and what is available.
- Develop a NHTSA Recall Guide.
- Provide FAMA content in white papers, FAMA Forums and Buyer's Guides in the form of training videos on You-Tube.

Meeting Suspended 12:33 PM

Meeting Resumed 8:04 AM on March 1, 2022.

Mr. McNabb called the meeting to order and thanked the sponsors of the breakfast and the meeting overall.

Board of Directors Report (cont.) – Mr. McNabb continued his Board Director's Report. He presented the reasons for Association's need for clearly defined membership qualifications.

Treasurer's Report – Board Treasurer Mr. Pacilio reviewed the following reports:

- An overview of Total Income and Expense for the years 2016-2021.
- Assets, Gross Profits, Net Income for 2018-2022 YTD.
- The Balance Sheet as of December 31, 2021, with details highlighted.
- 2021 Profit and Loss Report with comparison to 2020 with details highlighted.
- 2021 Actuals vs Budget with details highlighted.
- 2022 Actuals vs Budget YTD with details highlighted.

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

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

[For details see the presentation file in the Vault.]

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

- Mr. Lackore reviewed the Subcommittee leaders.
- Doug Miller announced that he needs to roll out of the co-chair position. Melissa Dobbs has accepted the position.

- Ms. Dobbs will be coordinating the development of the Buyer's Guides.
- An update was provided on the Buyer's Guide Program by Subcommittee: Body, Chassis, Electrical, Aerial, Foam, and Pump. There are currently 12 pending guides, 3 draft guides, and 34 published.
- The Committee is starting to plan for the January 2023 FDSOA event. A review of an initial list of presentation topics and presenters was provided.
- A list of potential FAMA Forum Article topics was presented.
- New Safety Signs for electric firetrucks and idle mitigation were presented and will be added to the Safety Sign document and the website.
- NFPA required labels for fuel types.
- Engine Idle label
- The forthcoming updates to the FAMA Apparatus Safety Guide were reviewed and include:
 - Cab Occupant Doors
 - Auto Engine Start
 - Extra Precautions Around Power Lines
- A review of FAMA NFPA Representatives was provided.
- A brief discussion regarding the NFPA consolidations currently in process. The consolidation planned completion date is January 1, 2024.
- The NFPA 1900 consolidation includes the following:
 - Equipment requirements were moved to Annex.
 - Repeats were combined and simplified.
 - EV apparatus accommodated
 - Warning Lights Night Mode was addressed.
 - VDR made optional.
 - Chevron colors are optional.
- Three NFPA standards are planned for review next and suggested revisions are requested.
- A DEF Sensor Service Guide has been developed and is currently being reviewed.
- The Chassis Subcommittee is drafting a Frame Corrosion Repair Guide for departments and service facilities when considering old apparatus with frame corrosion.
- A guide on Tire Life is in process.
- The 2024 CARB Engine Emissions were discussed. It was announced that the state of Oregon will adopt the California CARB engine mandates in 2024 but, it is not clear if Oregon will also make fire apparatus exempt like California.
- The FAMA Apparatus Safety Guide will be updated to include electric vehicles.
- The following question was asked: For the Tech Committee meeting at FDIC, what would you like as a main presentation: (Tech)

The Results of the Poll: 63 attendees responded

Answers	Responses	Percent
In-depth presentation on NFPA 1900 changes for 2024	42	66.67
EPA rep speaking on future emissions regulations	8	12.7
NHTSA rep speaking on Recall topic	1	1.59
Something else	12	19.05

- The following question was asked: Three of our key Tech Committee research papers are getting long in the tooth. But since these topics are not urgent at the moment, they won't get attention unless we contract the work out. Would you see benefit in the organization spending money and enlisting a consultant?

The Results of the Poll: 62 attendees responded

Answers	Responses	Percent
TC001 – Apparatus Duty Cycle	29	46.77
TC002 – Firefighter Size and Weight	1	1.61

TC009 – Emergency Vehicle Size and Weight Laws and exemptions by State	10	16.13
All	12	19.35
None	10	16.13

Governmental Affairs Committee Report – Mr. Morris (Committee Chair) and Mr. Durstine (Committee Co-Chair) provided a report.

- Mr. Morris reviewed the Committee members and goals.
- Due to a sunset clause of January 2024, the AFG will need to be reauthorized in 2023.
- The cap of AFG 25% for apparatus was discussed.
- For 2022, AFG and SAFER funding has a \$10 million increase over FY 2021 levels. The bill contains \$740 million for AFG and SAFER. Currently there is a Continuing Resolution (CR) which ends March 11, 2022.
- Plans for the 2022 Hill Day (April 6-7, 2022) were presented.
 - Push the importance of AFG Funding support to the House and Senate representatives.
 - Greater FAMA member participation in Hill Day is needed. Attendees were encouraged to register for the 2022 Hill Day event today!
- Home Days are critically important.
 - It's a relationship business! Call your congressional offices and promote AFG, SAFER, and USFA and USAR funding initiatives.
 - Host home days either at your facilities or at your representative's local office 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 representatives.
- The following question was asked: Have you used the Home Day Tool Kit to facilitate a Home Day event? (GAC)

The Results of the Poll: 57 attendees responded

Answers	Responses	Percent
Yes	12	21.05
No	45	78.95

- The following question was asked: How valuable is GAC functions to your organization? (1 being least 10 being very valuable)

The Results of the Poll: 45 attendees responded

Answers	Responses	Percent
1	4	8.89
2	3	6.67
3	0	0
4	1	2.22
5	7	15.56
6	4	8.89
7	4	8.89
8	6	13.33
9	6	13.33
10	10	22.22

Tuesday Keynote Speaker – Mr. Pat Cahill reviewed introduced Commander Lippold, USN (Ret.).

Commander Kirk Lippold, USN (Ret.) presented. [See the presentation file in the Vault.]

Mr. McNabb thanked Commander Lippold and presented him with a FAMA 75th Anniversary History Book.

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

- Mr. Darley reviewed the Task Force Members and the project overview.
- The Task Force action items and next steps were reviewed.
 - Send project scope to potential research partners for survey development.
 - Identify marketing needs and or partner capabilities.
 - Evaluate proposals.
 - Contract with partners.
 - Engage industry partners.
 - Develop, refine, and market collateral.

Education-Survey Committee – Mr. Gerace, Committee Chair, presented.

- Finalize and release the FAMA Apparatus and Economic Outlook Survey to the industry by April 1st with a goal of 2,000 survey responses.
- Finalize and release the FAMA Member Outlook Survey by June 1st with a goal of 100 survey responses.

Membership Committee – Mr. Geske, Committee Chair, presented.

- Mr. Geske thanked Tim Van Fleet for his years of service as Committee Co-Chair and welcomed Jennifer Hollis as the new Co-Chair. He also welcomed Larry Daniels to the committee.
- Mr. Geske reviewed the committee objectives.

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

- The Committee is developing the list of interested individuals to present as the slate of nominees for the 2023 Board of Directors.
- The Committee's Annual Objectives were reviewed.
- The Board Structure and the 2023 open positions were reviewed.
- The qualifications for candidates were reviewed.

Marketing and Trade Show Committee – Mr. Witmier, Committee Chair, presented.

- Mr. Witmier thanked Ms. Alissa McGlone for agreeing to serve as Co-Chair and provided a review of the committee members.
- Activities of the committee were reviewed.
- The following question was asked: Do you feel that FAMA should go back to having a booth at FDIC?

The Results of the Poll: 48 attendees responded

Answers	Count	Percent
Yes	9	18.75
No	39	81.25

Meeting Planning Committee Report – Mr. Cahill, Committee Chair, presented.

- Mr. Cahill reviewed the committee members.
- The attendance numbers with comparison to previous events were reviewed.
- The following question was asked: What type of speaker topics do you prefer for Spring 2023?

The Results of the Poll: 52 attendees responded

Answers	Count	Percent
Feel good / Motivational	9	17.31
Management	24	46.15
Manufacturing	9	17.31
Sales	3	5.77
Economics	7	13.46

- The following question was asked: Do you know of any speakers that you would recommend for Spring 2023?

The Results of the Poll: 12 attendees responded

Answers	Answers
Mike Rose	Not Paddy
Trump	John Delony
Pat Lencioni	Technical
Jeff Mazza	Dave Ramsey

- The following question was asked: Are you currently planning to attend the 2022 Fall Conference, Sept 20-23rd?

The Results of the Poll: 53 attendees responded

Answers	Count	Percent
Yes	44	83.02
No	9	16.98

- The 2022 Fall Conference will be held September 20-23 at the Hilton Salt Lake City Center in Salt Lake City, UT.
- The 2023 Spring Meeting will be held March 18-21 at The Westin Fort Lauderdale in Fort Lauderdale, FL.
- The Committee is proposing a three-year contract with the Don CeSar for the 2025, 2026, and 2027 Spring Meetings.

Unfinished Business – Mr. McNabb

- None

New Business – Mr. McNabb

- Nominating Committee membership was discussed.
- A recommendation was made to move telematics out of the Technical Committee Electrical Subcommittee and create a separate subcommittee specifically for telematics.

Closing Remarks – Mr. McNabb thanked the attendees for their attendance and for their passion of the industry and FAMA.

Next Meeting Notice – The next meeting of the FAMA Membership will be held Tuesday, September 20 thru Friday, 23, 2022 at the Hilton Salt Lake City Center in Salt Lake City, UT.

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

VOTED: To adjourn, at 11:58 a.m. EST

A true copy, attest:

Sonya Kelly
Recording Secretary

**FAMA MEMBERSHIP BUSINESS MEETING
February 28 and March 1, 2022**

Member Company Attendance

4 Guys Fire Trucks	Mark Albright
Akron Brass Company	David Durstine, Mike Franckowiak, Kevin McCalla, Bill Simmons
AMDOR Inc.	Anthony Granito, Oran McNabb, Steve Toren, Bruce Whitehouse
Amity Fire and Safety, Inc.	Ned Selwyn
APR Plastic Fabricating, Inc.	Chad Falls
Blue Sea Systems Inc.	Jeff Harper
BME Fire Trucks, LLC	Var Reeve
Bronto Skylift, Inc.	Bill Kirk, Janne Pulkkinen
Bulldog Fire Apparatus	Marc Mazza
C.E. Niehoff & Company	Eddie Villarreal
CET Fire Pump Mfg., Ltd.	Jerry Halpin
Cummins Inc.	Chris Crowel
Darley	Jason Darley, Jeff Darley, Paul Darley, Peter Darley
Duo-Safety Ladder Corporation	Randy Vandersee, Sandra Vandersee
Elkhart Brass Mfg. Co., Inc.	Toh Meng, Deron Stambaugh
E-ONE, Inc.	Larry Daniels, Gary Pacilio
EZ Trac AWD	Marty Gura
Federal Signal Corporation	Brian Emmel
Ferrara Fire Apparatus	Bert McCutcheon
Fire Lion Global LLC	Aaron Johnson
Fire Research Corporation	Peter Luhrs
Firecom	Ted Billick
Fort Garry Fire Trucks	Brian Nash, Rick Suche
Fouts Bros., Inc.	Scott Edens, Damon Lewis
Freightliner Trucks	Jason Pilarczyk
Golight, Inc.	Jay Johnson
H.O. Bostrom Company, Inc.	Paul Bostrom, Ron Truhler
HAAS Alert	Cory Hohs
Hale Products, Inc.	Steve Rowland
Hansen International, Inc.	Lisa Beebe, Todd Beebe, Jennifer Hollis, Mary Hollis
Harrington, Inc.	Paul Carpenter
Heiman Fire Equipment	Ron Heiman
HiViz Lighting, Inc.	Ryan Baldwin, Kaoma Massa, Sam Massa
HME Ahrens-Fox	Bill Doeblor
IMMI	Melissa Dobbs, Josh Motsinger, Dan Velselsky, Steve Ward
Kochek Company, LLC	Andrew Simonds
Kussmaul Electronics Co.	Danny Graham, Patrick Hester, Alissa McGlone
Link Suspensions of Canada LP	Mark Molitor
Marion Body Works, Inc.	Curt Ignacio, Kevin Ignacio
Matheny Fire & Emergency	Tim Allaband
Michelin North America	Pat Meisenholder
OFAB Inc.	Mark Coley
Oshkosh Airport Products	Lee Morris
Performance Advantage Co., Inc.	Gregory Young

Pierce Manufacturing, Inc.
PPG Industries
Pro Poly of America, Inc.
PyroUHP
ROM Corporation
Rosenbauer America, LLC
Sam Carbis Solutions Group, LLC
Seats, Inc.
Signature 4
Skeeter Brush Trucks, LLC
Smart Power Systems
SoundOff Signal
Spartan Emergency Response
Sutphen Corporation
SVI Trucks
Task Force Tips, Inc.
The Will-Burt Company
TOMAR Electronics
Trident Emergency Products, LLC
United Plastic Fabricating, Inc.
United Safety & Survivability Corp.
Ward Diesel Filter Systems
Waterous Company
Whelen Engineering Co., Inc.
Williams Fire & Hazard Control, Inc.
Ziamatic Corp.

Jerry Conley, John Schultz
Lou Milanovich
Tim Dean
Scott Alexander, Casparus Seyffert
Matt Pitzer
Scott Oyen, John Slawson
David Williamson
Katie Kleinschmidt
Eric Coppess
Mark Esquivel, Jesse Marroquin
Jay Farrell
Doug Baker, Gabe Casucci, Randall Karel
Roger Lackore
Drew Sutphen, Shelby Sutphen
Dwayne Woodard
Philip Gerace, Jeff Hicks
Drew Newman
Matt Murray, James Rameker, Erin Ribotta
Michael Sulmone, Brian Van Daalwyk
Patrick Cahill, Andrew Lingel
Jason Witmier
Scott Beecher
Gregg Geske, Jason Nawrocki
Paul Deming, Jim Schaefer
James Morgan
Mike Adams