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2023 Spring Meeting

BREAKFAST

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INVOCATION

Roger Lackore

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WELCOME

Bert McCutcheon

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OPENING REMARKS

Meeting Participation Requirements

- **Robust Agenda**
  - Q&A Encouraged
  - Cell Phones Silent Please
- **Spouse/Guest Event**
- **Afternoon Lunch & Cruise**
- **Evening Reception & Awards Banquet**
- **Other Housekeeping Items**

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ANTI-TRUST / NON-DISCRIMINATION POLICY

Jim Juneau

SPEAKER INTRODUCTION

Pat Cahill

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WELCOME

Chief Garrett Pingol
Executive Officer
Fort Lauderdale Fire Rescue

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ERIC SCHLETT

Sr. VP – Clarion Fire & Rescue Group

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FDIC INTERNATIONAL

WHERE THE FIRE SERVICE COMES TOGETHER

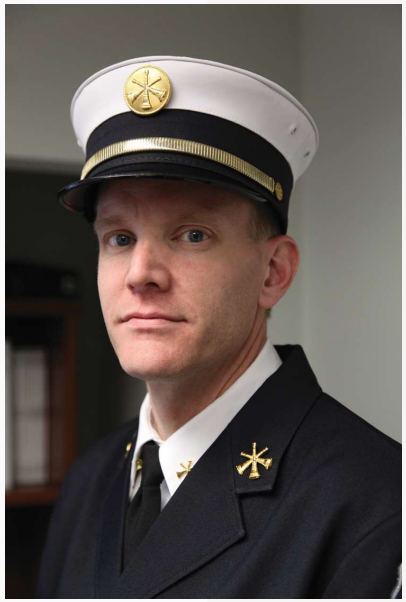
APRIL 24-29, 2023 | INDIANAPOLIS, INDIANA | FDIC.COM

WELCOME DAVID RHODES

- Educational Director, FDIC International and Editor-In-Chief for Fire Rescue media (Fire Engineering, Fire Apparatus, Firefighter Nation and JEMS
- Rhodes succeeds the late Bobby Halton
- Coordinated FDIC Hands-on Training for the past 20 years, as well as, regularly advising and contributing editorial content to our publications
- Rhodes is a 37-year fire service veteran who retired after spending his last 17 years as a battalion chief with the Atlanta (GA) Fire Department. He is a Chief Elder for the Georgia Smoke Diver Program

WELCOME BACK CHRIS MC LOONE

- Editor in Chief for Fire Apparatus & Emergency Equipment
- Mc Loone is a 30-year veteran of the fire service and has held multiple roles as firefighter, engineering officer, company officer, and chief officer. He is currently a safety officer.
- He was previously Senior Editor for Fire Apparatus & Emergency Equipment for six years and a contributing editor to Fire Engineering for four years.
- Mc Loone will focus on broadening the brand's scope digitally and developing new opportunities to connect buyers with suppliers



NEW & NOTEWORTHY

NEW GROUP PLANS IN 2023

Attendee group plans now start with as few as 3 from a department. Fire departments are saving money on registration and able to send more individuals to FDIC!

CORE GROUPS IN THE FIRE SERVICE COMING TOGETHER AT FDIC

- Fire and Emergency Services Higher Education (FESHE)
- Department of Defense Fire and Emergency Services
- North American Fire Training Directors
- ISFSI
- Women in Fire

MORE EMS CREDIT HOURS THAN EVER BEFORE

More than 230 hours of continuing education by CAPCE are available

NEW & NOTEWORTHY

METRO OFFICERS INNOVATION BRIEFING – EXPANDED TO 2 DAYS!

Peer-to-peer interaction among 100 high-ranking fire & rescue leaders from major metropolitan cities in the U.S. *Including Atlanta, Boston, Dallas, New York, Los Angeles, Miami, and many more.*

MATCH!

Prescheduled one-to-one meetings between exhibitors and officers (or committee members) who are decision-makers and actively sourcing products or services for their department.

JEMS INNOVATION SUMMIT NEW

A platform for peer-to-peer interaction among senior leaders in EMS from all sectors (Private, Third Service, and Fire-based). *Including New Orleans EMS, Washington DC, Global Medical Response, Chicago, Anchorage, Ft. Lauderdale, and many more.*

LUCAS OIL STADIUM EXPERIENCE

FIRE RESCUE STATION OF THE FUTURE

Full-scale fire station replica incorporates modern design and advanced technologies. Room designs include new equipment and products on display including *electric apparatus, robots, drones, decontamination, command and dispatch, advanced training, well-being, and many more.*

IGNITE

For start-ups or small businesses owned by emergency service entrepreneurs

JEMS HANDS-ON EXPERIENCE

An interactive clinical learning experience designed to promote education and engagement between attendees and vendors

…and more including Central Park, End Zone Sports Bar, Virtual Reality, 9/11 Stair Climb, Cantina, and more exhibits.

TRIBUTES TO BOBBY HALTON

- **Opening Ceremony**
  April 26, 8:00 am – 10:00 am
  Governor of Indiana recognition

- **After Hours: A Bobby Halton Tribute**
  April 26, 5:30 pm – 7:15 pm
  Coming together to pay tribute and reminiscence

- **Lifetime Achievement Award**
  April 27, 8:00 am – 10:00 am

- **FCSN 5 Alarm 5K Run to Remember**
  April 27, 6:00 pm
  In memory of long-time event supporter Bobby Halton

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CLARION EVENTS

FIRE & RESCUE GROUP

CALL TO ORDER

Bert McCutcheon

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2023 Board of Directors

Past President – Oran McNabb
AMDOR, Inc.

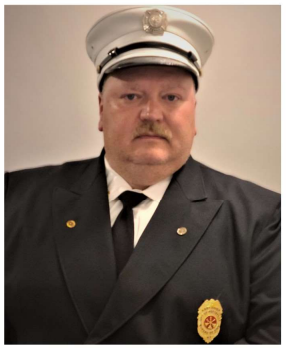
President – Bert McCutcheon
Bulldog Fire Apparatus, Inc.

Vice President – Jason Darley

Treasurer – Gary Pacilio
E-ONE, Inc.

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

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



Director-at-Large – Jason Witmier
United Safety & Survivability Corp.

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8 New Member Companies

Since the 2022 Spring Meeting

- Rebel Strike, LLC (June)
- Vengeant Apparatus (August)
- FOL-DA-TANK, LLC (October)
- Mile Marker Industries, Inc. (October)
- Advanced Wheel Sales, LLC (February)
- FF1 Apparatus LLC (March)
- WinterWinds Robotics (March)
- Aearo Technologies (March)

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14 FIRST-TIME ATTENDEES

Ben Harpeneau	EZ Trac AWD
Dan DesRochers	Ferrara Fire Apparatus
Jonathon Van Norman	FF1 Apparatus
Keith Niebur	Fol-Da-Tank
Brock Aun	HAAS Alert
Jeffrey Rhein	Hale Products
Joe Caughey	HiViz Lighting
Justin Swan	IMMI
Bill Palmer	Rosenbauer America
Connor Flansburg	Skeeter Brush Trucks
Dan Sides	TOMAR Electronics
Adam Graves	United Safety & Survivability
Matt Kehoe	Whelen Engineering
Naomie Menard	Whelen Engineering

ROLL CALL

Ron Truhler

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NOTICE OF MEETING
December 19, 2022

Ron Truhler

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REVIEW & ENTER MINUTES

Ron Truhler

SELF-INTRODUCTION OF MEMBERS

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BOARD OF DIRECTORS' REPORT

Bert McCutcheon

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TREASURER'S REPORT

Gary Pacilio

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Summary of Fiscal Year 2022

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Overview of Total Income and Expenses
2016-2022

Actuals	2016	2017	2018	2019	2020	2021	2022 YE
Total Income	429,105.00	481,485.51	491,268.78	503,548.89	274,059.35	266,051.13	536,796.73
Total Expenses	385,102.90	428,463.77	430,123.35	399,459.10	245,321.25	282,221.77	480,178.90
Net Operating Income	42,302.10	53,021.74	61,145.43	104,089.79	28,738.10	-16,170.64	56,617.83

- Spring and Fall Meeting expenses have steadily increased over the last 4 years.
- Income has increased, primarily driven by the 75th Anniversary History Book sales and payment from the distribution house.

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

Balance Sheet Assets

2018 (12/31/2018)	600,442.86
2019 (12/31/2019)	680,467.65
2020 (12/31/2020)	748,455.75
2021 (12/31/2021)	773,650.11
2022 (12/31/2022)	**762,107.94**
2023 (3/7/2023)	**845,272.59**

2022 Decrease of 1.49% or $11,542.17 vs 2021.

On top of the negative $16,170.64 in 2021 income, the costs to conduct meetings has increased.

P & L

Gross Profit

2018 (12/31/2018)	491,268.78
2019 (12/31/2019)	503,548.89
2020 (12/31/2020)	274,059.35
2021 (12/31/2021)	266,051.13
2022 (12/31/2022)	**536,796.73**
2023 (3/7/2023)	**305,842.93**

2022 Increase of 101.79% or ($270,781.60) vs 2021.

The majority of the increase is due to hosting both the Spring and Fall Meetings in 2022. (Registration fees and Sponsorships)

Net Income

2018 (12/31/2018)	61,145.43
2019 (12/31/2019)	104,089.79
2020 (12/31/2020)	28,738.10
2021 (12/31/2021)	-16,170.64
2022 (12/31/2022)	**56,617.83**
2023 (3/7/2022)	**193,544.65**

2022 Increase of 450.13% or ($40,447.19) vs 2021.

Getting back to more regular business with two meetings.

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Balance Sheet as of December 31, 2022

	As of Dec 31, 2022	As of Dec 31, 2021 (PY)
ASSETS		
Current Assets		
Bank Accounts		
BOA Bill Pay	4,186.16	3,912.26
BOA Operating	392,860.17	366,335.25
BOA Reserve	215,509.76	215,423.59
BOA Surplus	105,346.85	122,479.01
Total Bank Accounts	**$ 717,902.94**	**$ 708,150.11**
Other Current Assets		
1600 PrePaid Meeting Deposits	44,205.00	65,500.00
Uncategorized Asset	0.00	0.00
Total Other Current Assets	**$ 44,205.00**	**$ 65,500.00**
TOTAL ASSETS	**$ 762,107.94**	**$ 773,650.11**

See Details Below

2023 Spring Meeting Hotel Deposits (2) - The Westin Fort Lauderdale	5000.00
Hotel Deposits for 2024, 2025, 2026 and 2027	34,000.00
2023 Spring Meeting Speaker Deposit and Golf Tournament Deposit paid in 2022	6,630.00
2023 Golf Tournament Fees Paid in 2022	-1,425.00
	44,205.00

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Balance Sheet as of December 31, 2022

In 2022, FAMA changed the billing process and distribution date for the annual membership dues. Invoices were distributed automatically via QuickBooks on 11/1/2023, thus more prepaid membership dues were received in 2022.

	As of Dec 31, 2022	As of Dec 31, 2021 (PY)
LIABILITIES AND EQUITY		
FAMA Prepaid Meeting Registration Fees	8,380.00	91,270.00
FAMA Prepaid Membership Dues	102,000.00	64,600.00
Prepaid Meeting Sponsorship Fees	0.00	22,670.00
Total Liabilities	**$ 110,380.00**	**$ 178,540.00**
Equity		
Retained Earnings	595,110.11	611,280.75
Net Income	56,617.83	-16,170.64
Total Equity	**$ 651,727.94**	**$ 595,110.11**
TOTAL LIABILITIES AND EQUITY	**$ 762,107.94**	**$ 773,650.11**

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Profit and Loss
January – December 2022

	Jan - Dec 2022	Jan - Dec 2021 (PY)
Income		
Advocacy Sponsorship (Clarion)	45,000.00	
Dues	229,500.00	229,506.00
GAC Donation	23,250.00	11,500.00
Hill Day	2,328.75	275.00
Meeting Fees (Fall)	40,445.00	6,245.00
Meeting Fees (Spring)	66,600.00	0.00
Meeting Sponsors (Fall)	27,670.00	8,325.00
Meeting Sponsors (Spring)	38,250.00	0.00
Scholarship Sponsor	5,000.00	5,000.00
Services	19,304.07	4,806.00
Technical Cmte (Sponsors)	10,000.00	0.00
Technical Safety Guide	29,002.00	0.00
Total Income	**$ 536,796.73**	**$ 266,051.13**

2022 Spring Meeting Reg Fees Includes 2022 Golf Fees. NOTE: $57,325.00 was reg fees paid in 2020.

2022 Spring Meeting. $14,000 was sponsorships paid in 2020.

2022 includes FAMA 75th Anniversary Book Sales and $18,002 in casualty loss reimbursement.

2021 Royalty Payment was not received until January 2022

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Profit and Loss
January – December 2022

	Jan - Dec 2022	Jan - Dec 2021 (PY)
Expenses		
Accountant Fees	5,642.50	5,225.00
Total Advocacy Activities	**$ 19,540.58**	**$ 15,523.20**
Annual Fees (Corp)	291.75	294.50
Awards/Recognition	393.67	74.90
Bank Fees	7,909.83	6,290.97
Board Meetings/Retreats	17,710.18	2,837.74
Education-Scholarship	6,547.65	5,000.00
Governmental Affairs - US	40,528.77	44,025.00
Total GAC Activities	**$ 40,528.77**	**$ 44,025.00**

Includes CFSI, NFFF and Newsletter

In 2022, the Board had two Strategic Board Planning Meetings.

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Profit and Loss
January – December 2022

2021 included most of the costs to produce the FAMA 75th Anniversary History Book ($39,957.85). In 2022, there were $3492.95 in distribution expenses.

2022 – Mostly the monthly Clarion E-Blasts ($11,400) and the FDIC sponsorship ($7,850)

2022 FAMA Spring Meeting Costs

Refund of two membership application payments.

Includes $18,000 to Hanover Research for the Apparatus Replacement Project

Includes $11,765 for the Tech Meeting at the Hyatt in conjunction with 2022 FDIC.

	Jan - Dec 2022	Jan - Dec 2021 (PY)
Hill Day Fees	1,800.00	0.00
Insurance Premiums	2,003.00	1,807.00
Legal	12,761.86	9,800.00
Management Fees	74,750.83	77,590.79
Marketing/PR	24,566.24	51,981.20
Member Meetings (Fall)	73,976.96	40,401.25
Member Meetings (Spring)	138,775.69	140.00
Membership (Plaques)	283.57	875.93
Membership Recruitment	3,408.95	0.00
Office	7,026.38	6,799.87
Statistics Program	21,113.25	10,532.15
Technical	13,164.84	0.00
Technical Safety Guide	28.95	4.66
Travel - Administrative	7,953.45	2,932.61
Total Expenses	**$ 480,178.90**	**$ 282,221.77**
Net Operating Income	**$ 56,617.83**	**-$ 16,170.64**

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Summary of Fiscal Year 2023

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Balance Sheet as of March 15, 2023

	As of Mar 15, 2023	As of Mar 15, 2022 (PY)
ASSETS		
Bank Accounts		
BOA Bill Pay	4,189.16	2,662.26
BOA Operating	539,652.40	526,592.16
BOA Reserve	215,523.69	215,437.52
BOA Surplus	105,353.66	105,311.53
Total Bank Accounts	**$ 864,718.91**	**$ 850,003.47**
1600 PrePaid Meeting Deposits	34,000.00	21,000.00
Total Other Current Assets	**$ 34,000.00**	**$ 21,000.00**
TOTAL ASSETS	**$ 898,718.91**	**$ 871,003.47**
LIABILITIES AND EQUITY		
Total Liabilities	**$ 0.00**	**$ 0.00**
Equity		
Retained Earnings	651,727.94	595,110.11
Net Income	246,990.97	275,893.36
TOTAL LIABILITIES AND EQUITY	**$ 898,718.91**	**$ 871,003.47**

Hotel deposits for:
2024 Spring Meeting
2024 Fall Meeting
2025 Spring Meeting
2026 Spring Meeting
2027 Spring Meeting

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2023 Budget vs. Actuals
January – March 2023

Membership renewals are off due to consolidation and the current business environment.

This year's Spring Meeting attendance is a little lower than in 2022.

There are some Spring Meeting Sponsorship invoices outstanding. Total of Meeting Sponsorships sold $31,500.

	Actual	Budget
Income		
Advocacy Sponsorship (Clarion)	45,000.00	45,000.00
Dues	214,200.00	219,300.00
GAC Donation		25,000.00
General Funds		5,000.00
Hill Day	560.00	1,750.00
Meeting Fees (Fall)		45,000.00
Meeting Fees (Spring)	49,760.00	55,000.00
Meeting Sponsors (Fall)		30,000.00
Meeting Sponsors (Spring)	20,500.00	30,000.00
Scholarship Sponsor		5,000.00
Services	12,900.00	5,000.00
Technical Cmte (Sponsors)		7,500.00
Technical Safety Guide	16,167.17	30,000.00
Total Income	**$ 359,289.25**	**$ 504,050.00**

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2023 Budget vs. Actuals
January – March 2023

	Actual	Budget
Expenses		
Accountant Fees	1,100.00	6,000.00
CFSI (Annual)	4,000.00	9,000.00
Newsletter		8,500.00
NFFF (Annual)		2,500.00
Annual Fees (Corp)	284.50	300.00
Awards/Recognition		375.00
Bank Fees	4,355.50	7,500.00
Board Meetings/Retreats	-488.04	13,000.00
Education-Scholarship		5,500.00
Governmental Affairs - US		40,345.00
Hill Day Fees		1,750.00
Insurance Premiums	2,990.98	2,976.00
Legal	3,575.00	15,000.00
Management Fees	21,500.00	76,000.00
Marketing/PR	11,270.00	25,000.00
Member Meetings (Fall)		70,000.00
Member Meetings (Spring)	59,694.69	160,000.00
Membership (Plaques)		500.00
Office	1,836.75	7,500.00
Statistics Program	1,118.25	25,000.00
Technical		12,000.00
Technical Safety Guide		100.00
Travel - Administrative	1,060.65	8,500.00
Total Expenses	**$ 112,298.28**	**$ 497,346.00**
Net Income	**$ 246,990.97**	**$ 6,704.00**

No Q1 payment was made based upon carryover funds from 2022 and the GAC Committee Vote. FAMA will resume contributions in Q2.

Due to increasing costs, the budget was increased.

Budget for Apparatus Replacement Project

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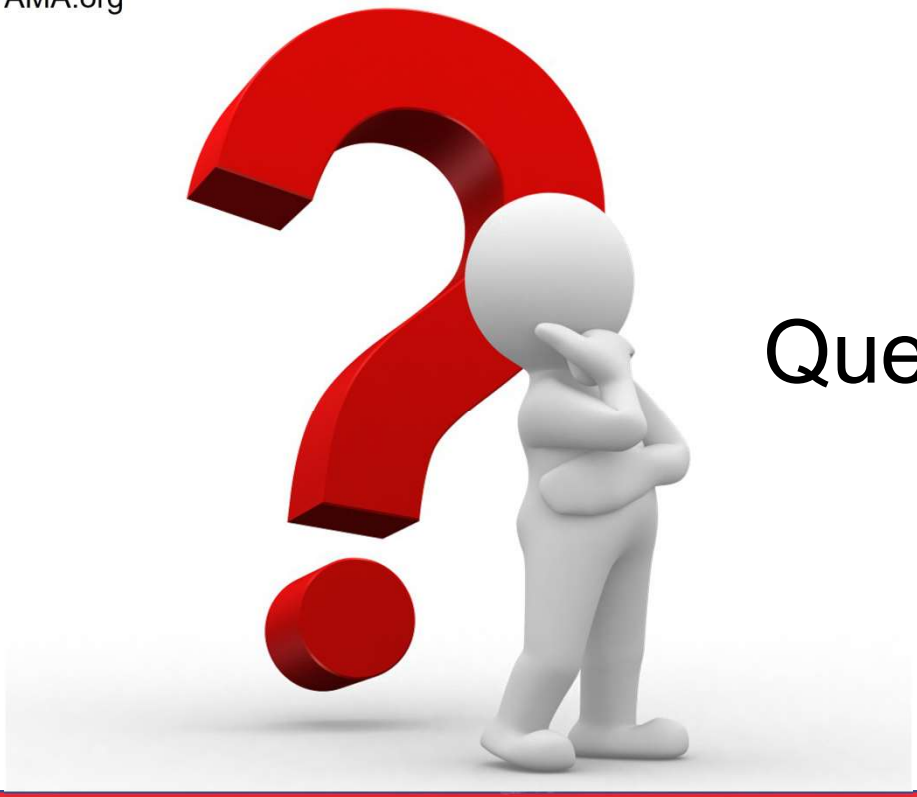

Questions/Comments

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Apparatus Replacement Project Report

Jason Darley

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FLEET MANAGEMENT & MAINTENANCE SURVEY

Hanover will conduct an online survey with stakeholders with decision making authority over fire truck fleet management to understand fleet management and maintenance attitudes and behaviors.

The survey will be distributed by FAMA's partner media company which Hanover will engage with as necessary. In order to encourage participation, a lottery of 2 x $500 Visa Gift Cards will be offered to respondents who qualify for and complete the survey in full. Hanover will manage the fulfillment of the incentive.

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FLEET MANAGEMENT & MAINTENANCE SURVEY

Hanover will deliver the survey questionnaire in Word.

The analysis will be a PowerPoint presentation in the Hanover-branded PowerPoint template. The presentation is intended to concisely relate the most meaningful results of the study. The report will include an executive summary and key findings, as well as results displayed in a graphical format, with accompanying narrative interpretation of the results.

- What age are current fire truck fleets?
- How do stakeholders manage their fleet vehicles' service and maintenance operations?
  - When was the last repair, refurbish, and replacement?
  - How often do stakeholders repair, refurbish, and replace their units?
  - What are current management and maintenance practices among stakeholders?
  - What are plans for future management and maintenance?
- Would stakeholders like to repair/refurbish/replace their fleet?
  - Are they satisfied with the state of their current fleet?

- What is the cost to repair, refurbish, and replace?
  - Are stakeholders tracking costs?
  - How are stakeholders tracking costs (e.g., pencil & paper to advanced software)?
  - Are costs for each coming out of different budgets ?
- What influences stakeholders to choose to repair, refurbish, and replace their fleets? (e.g., budget, downtime, presence of reserve units to replace apparatus)
  - What are the trade-offs to repair vs replace?
  - What challenges or concerns, if any, do these stakeholders have that prevent them from replacing/refurbishing?

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TIMELINE

Hanover estimates an ~11-week timeline for this research.

Partner	Phase	Timeline	Target Delivery Date
FAMA	SOW Approval	---	Monday, 3/13
Hanover	Design Survey	3 days	Friday, 3/17
FAMA	Feedback and Study Confirmation	1 week*	Friday, 3/24
Hanover	Programming & Survey Testing	1.5 weeks	Wednesday, 4/5
Hanover	Survey Administration	4 weeks**	Monday, 5/1
Hanover	Executive Summary of Partial Data	---	Tuesday, 4/25
Hanover	Survey Analysis and Full Report Creation	3 weeks	Monday, 5/22

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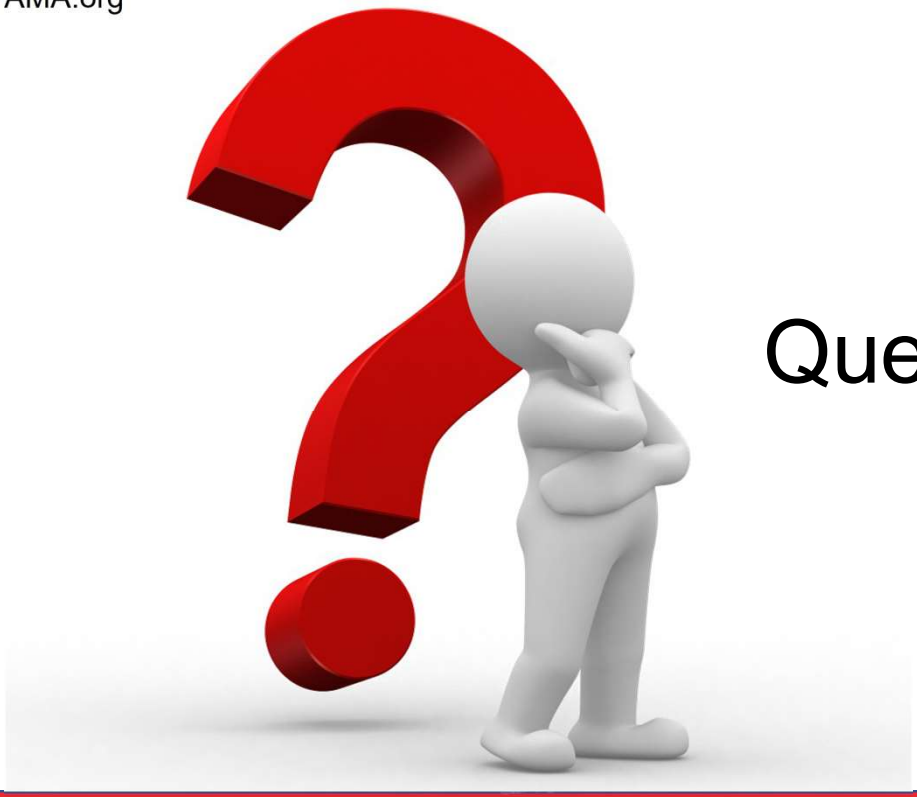

Questions/Comments

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15-MINUTE BREAK

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POLL EVERYWHERE

Jason Witmier

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Poll Everywhere

This is how it works

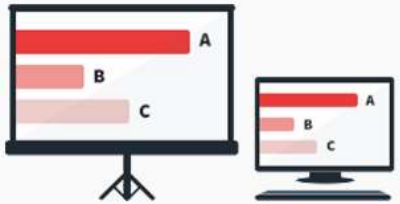
Ask the audience a question. Then watch their answers come to life on the screen.

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

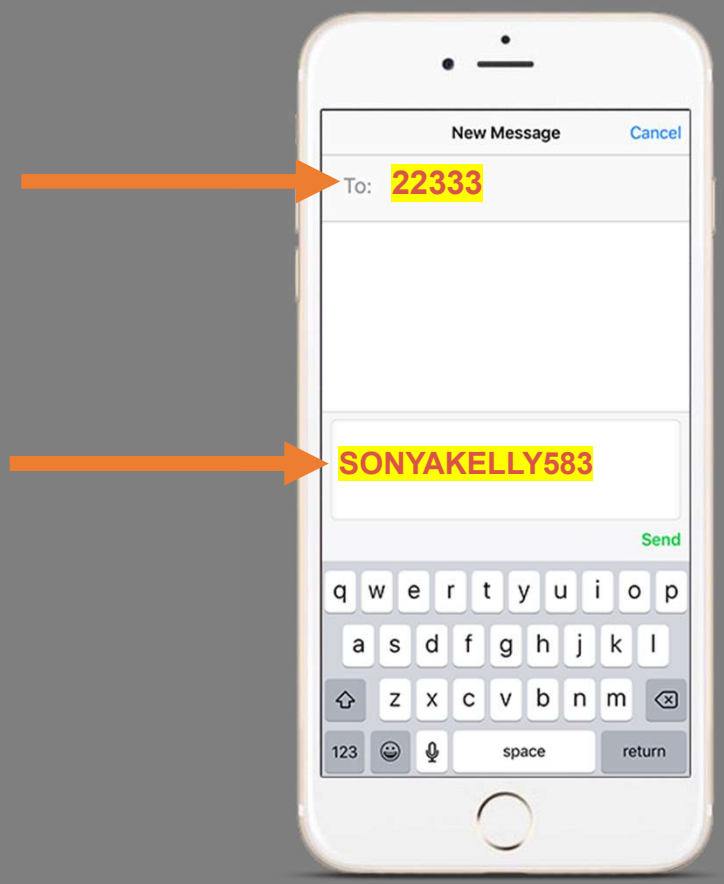
Participating with Poll Everywhere

To Answer Poll Questions:

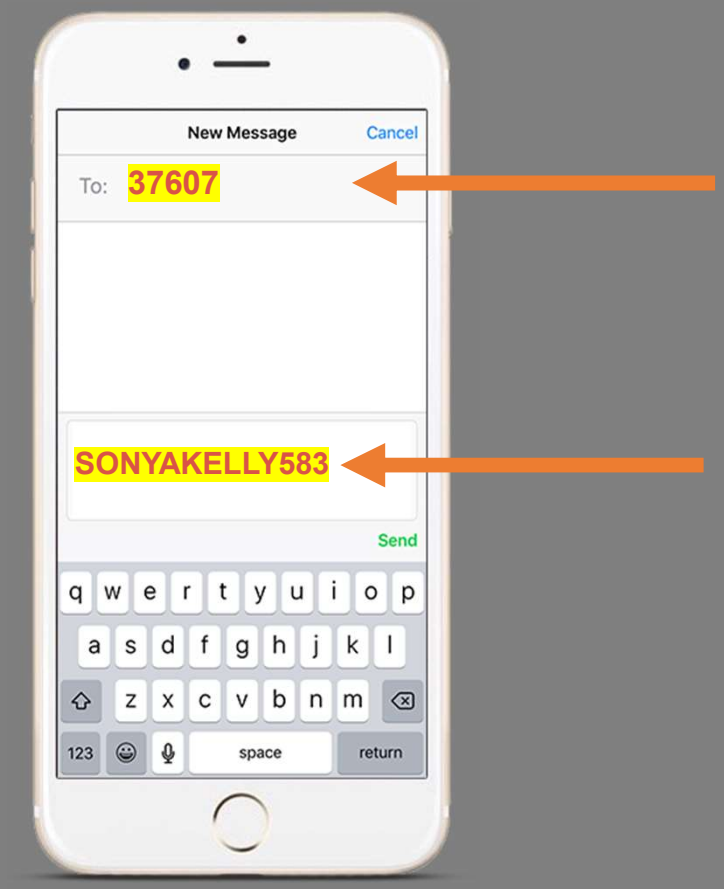
U.S. PHONES	CANADIAN PHONES
TEXT TO: 22333	TEXT TO: 37607
OR	OR
1-747-444-3548	780-800-5606

Participating with Poll Everywhere

U.S. Phone

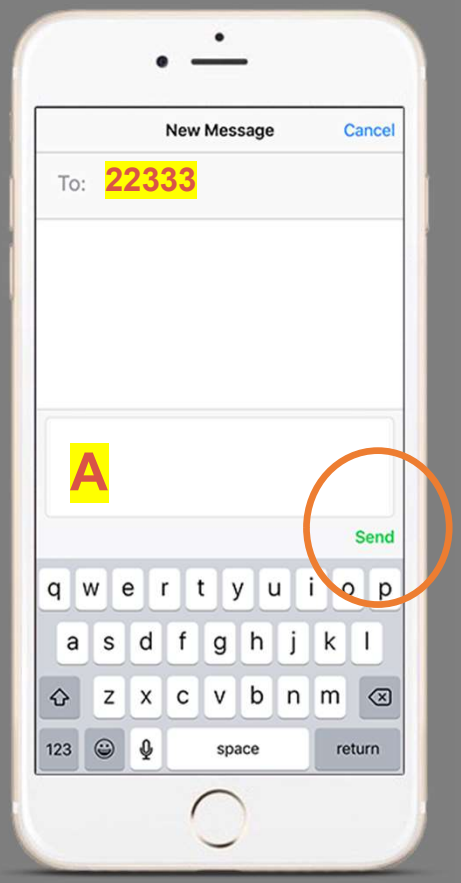


Canadian Phone

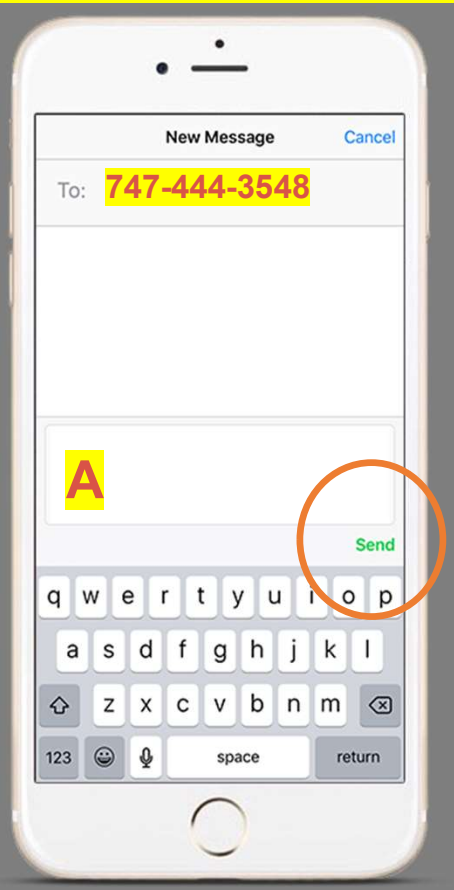


Participating with Poll Everywhere

U.S. Answer



Canadian Answer



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EDUCATION - SURVEYS COMMITTEE

Phil Gerace, Jerry Conley
Board Liaison: Jason Witmier

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STATISTICS COMMITTEE

+

EDUCATION-SURVEY COMMITTEE

DATA & RESEARCH COMMITTEE

DATA & RESEARCH COMMITTEE

- Continued collection and distribution of pump and apparatus order and delivery statistics
- Data and research projects useful for memberships business planning

ACTION ITEMS FOR FAMA MEMBERS

- **Looking for Data and Research sub-committee members**
- **Need feedback on the type of information you'd like to obtain from FAMA**

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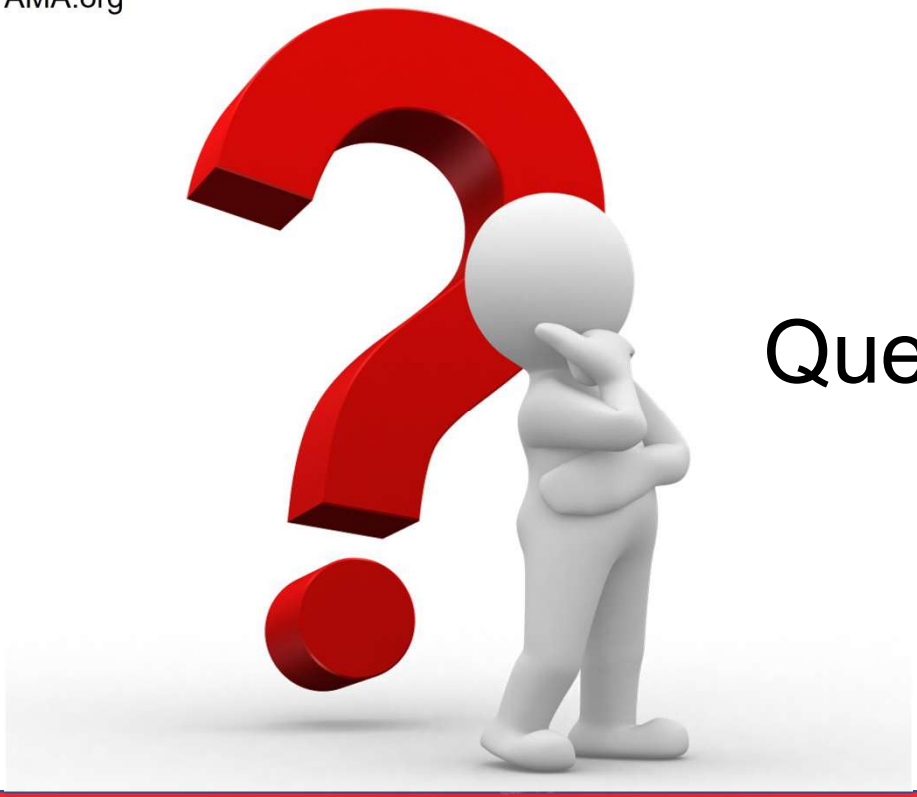

Questions/Comments

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STATISTICS COMMITTEE REPORT

Paul Bostrom
John Schultz

Board Liaison: Jason Witmier

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COMMITTEE MEMBERS

- **Paul Bostrom / Chair** – H.O. Bostrom & Company
- **John Schultz / Co-Chair** – Pierce Manufacturing, Inc.
- Andrew Lingel– United Plastic Fabricating

Board Liaison: Jason Witmier

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FAMA Board Initiatives

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

Committee Projects

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

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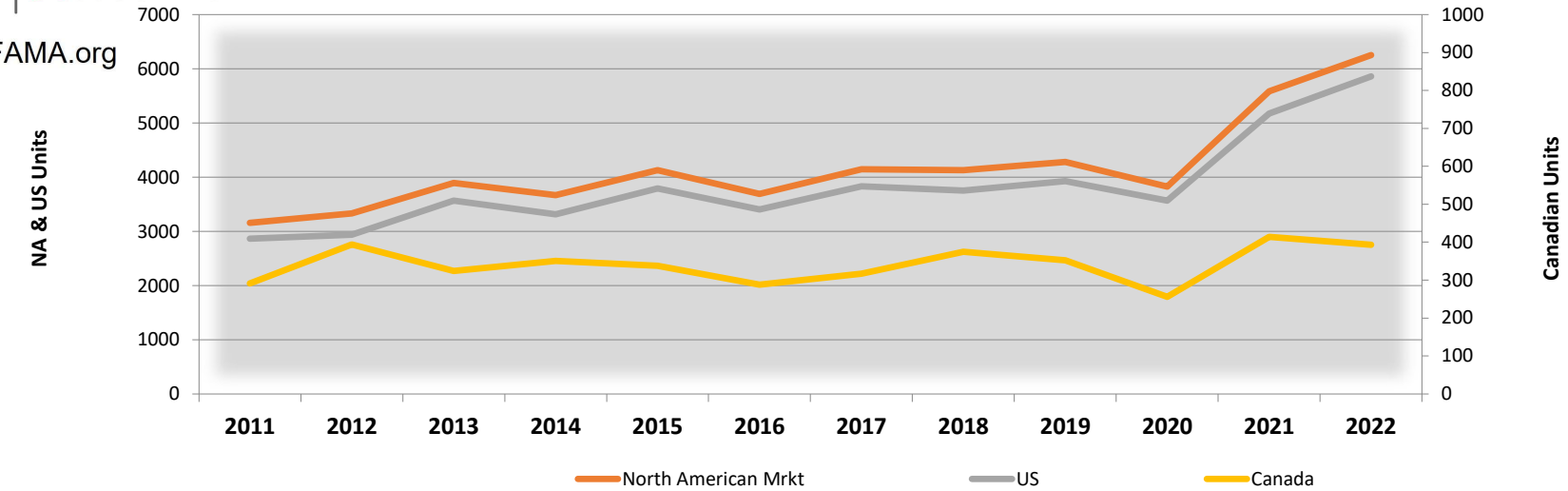
North American Fire Apparatus Bookings



Years	US Average Annual Vehicle Sales	Canada Average Vehicle Sales	Total Average Annual Vehicle Sales	Total Vehicle YOY Growth %
2011-2015	3295	340	3635	
2016 -2020	3696	318	4014	+10.4%
2021	5152	414	5586	+39.2%
2022	5863	393	**6256**	+12.0%

12 Month Rolling 6256 units

Does not include ARFF or Refurbs

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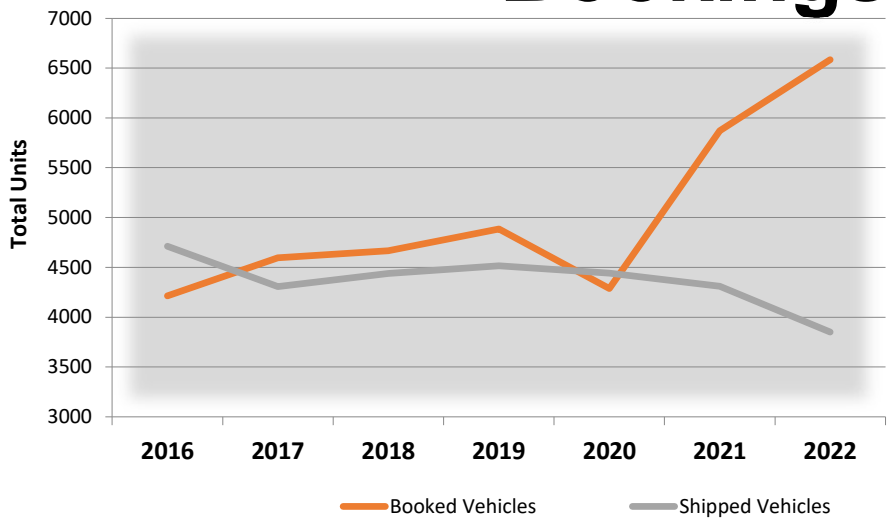
Total Industry Bookings and Shipments



Years	Booked Vehicles	Booked Vehicles YOY Growth %	Shipped Vehicles	Shipped Vehicle YOY Growth %
2011 -2015	4481		4072	
2016 -2020	4530	+1.1%	4483	+10.1%
2021	5869	+29.6%	4311	-3.8%
2022	6584	+12.2%	3851	-10.7%

*All vehicles: includes ARFF & Refurb
*All regions

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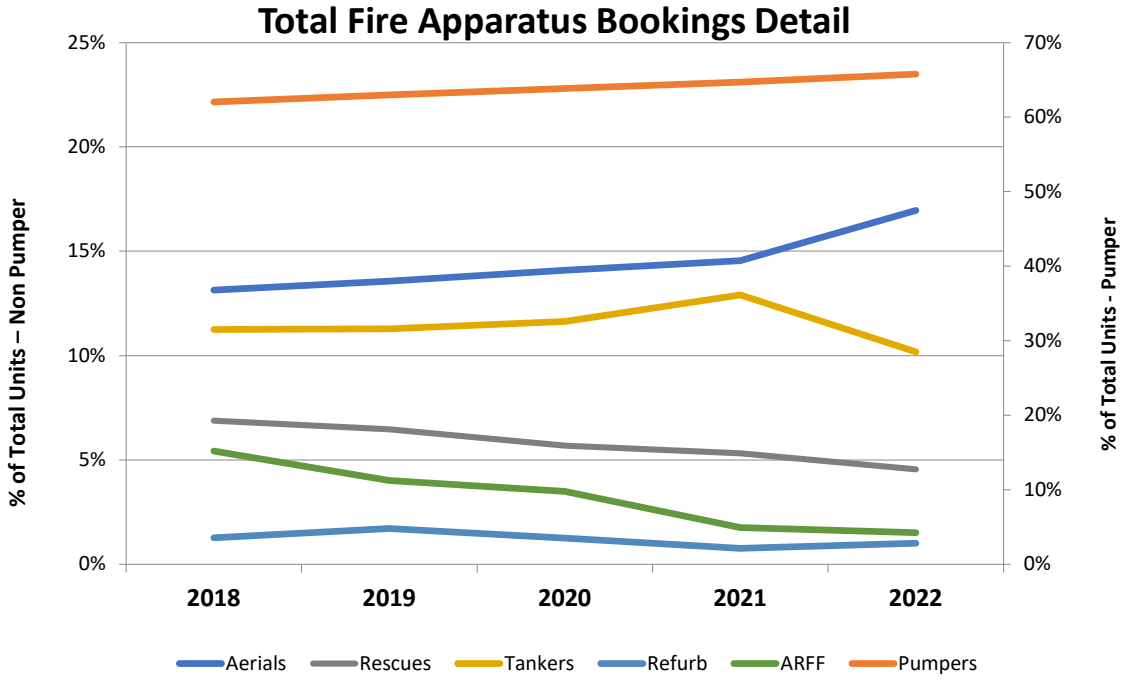
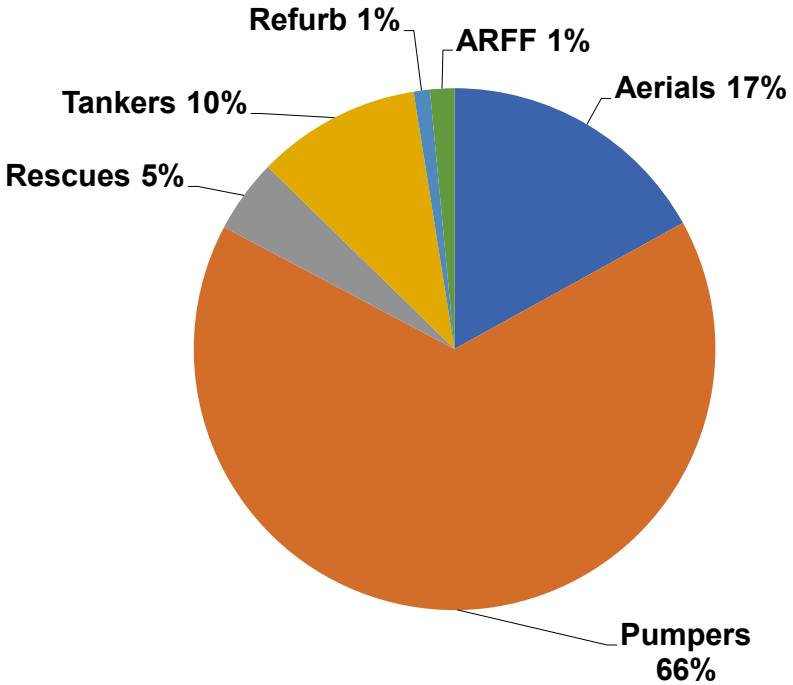
Total Fire Apparatus Sales
12 Month Rolling





2022 Bookings

12 Month Rolling 6584 units

*All vehicles: includes ARFF & Refurb
*All regions

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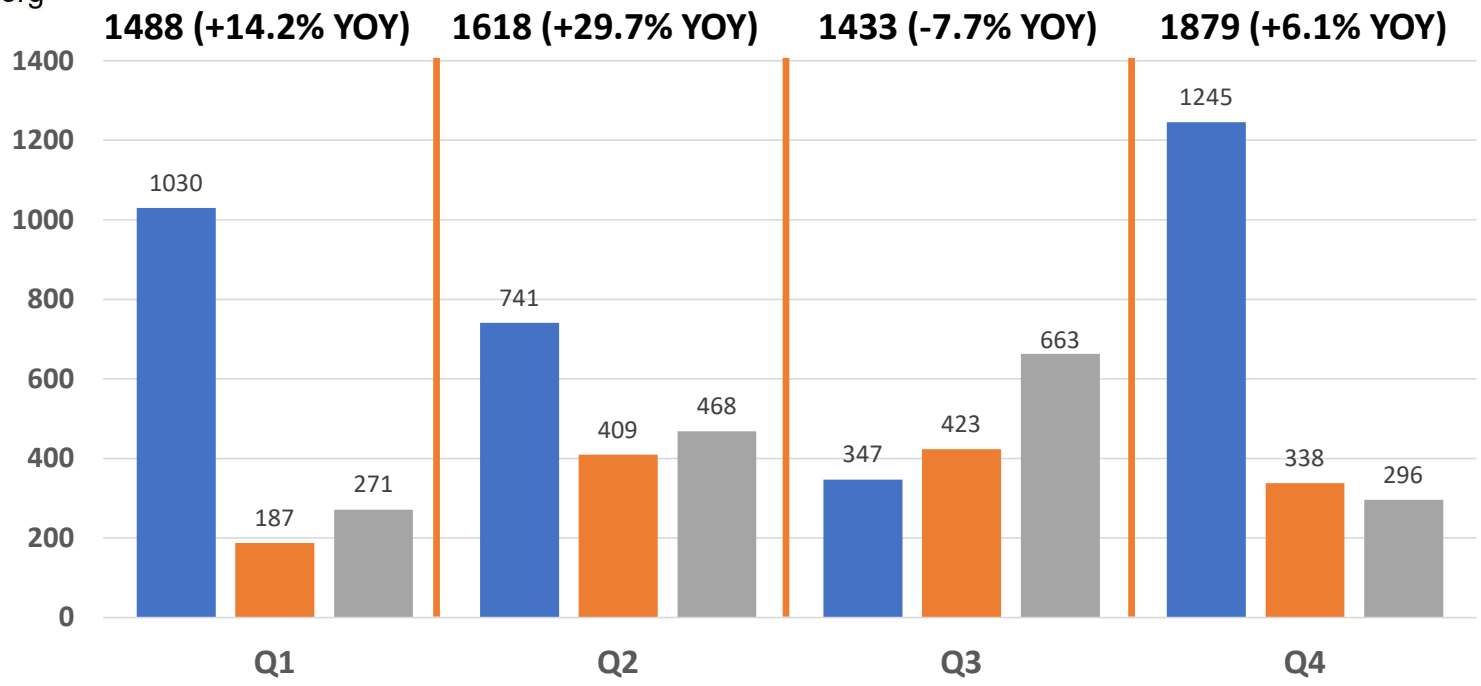
Fire Apparatus Sales by Month
12 Month Rolling

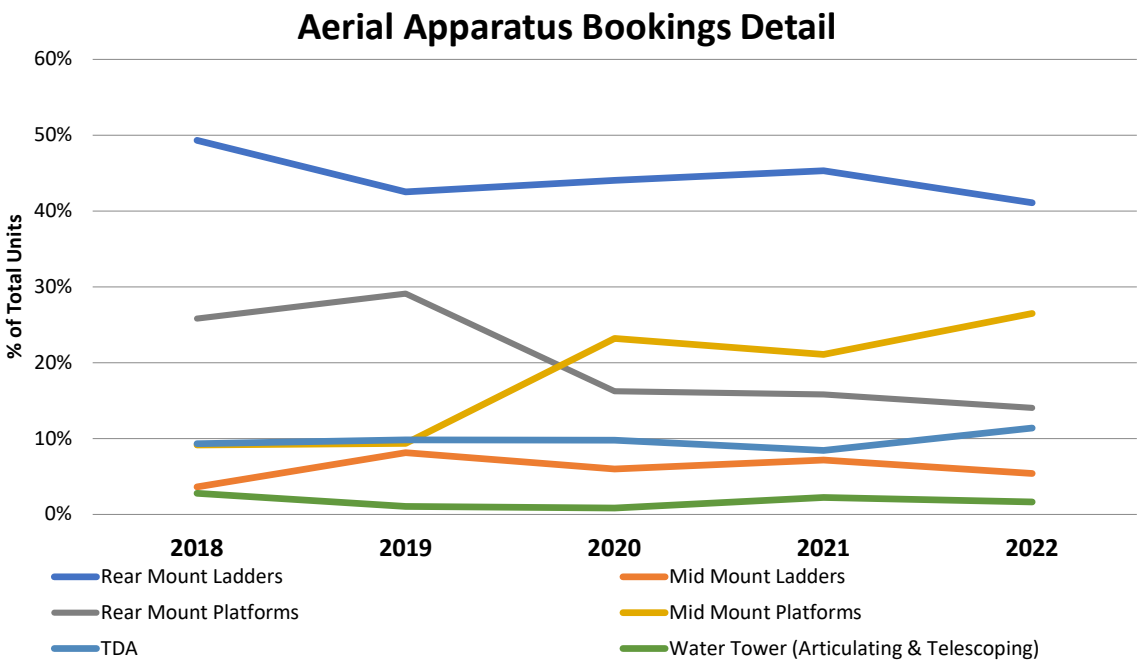


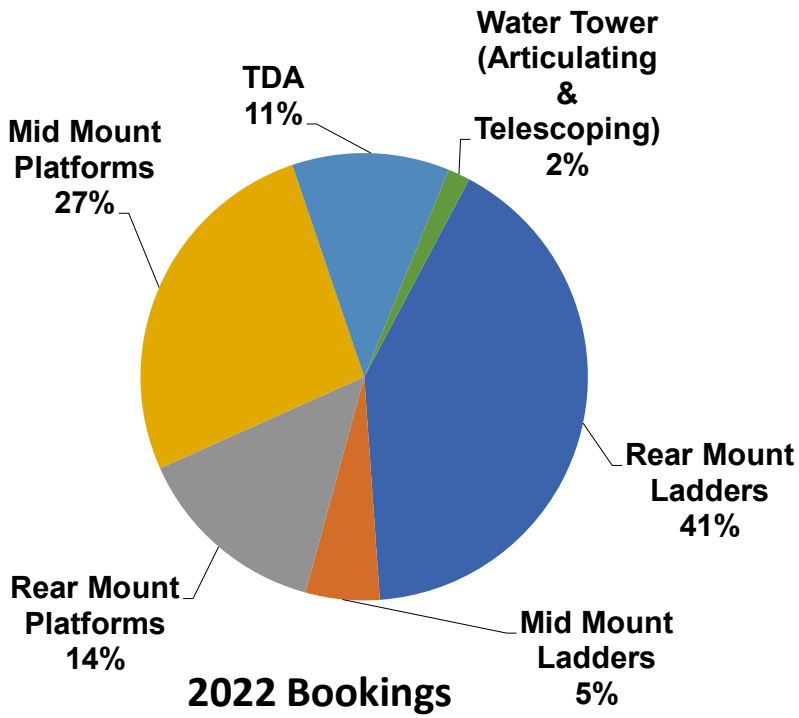
12 Month Rolling 6418 units

Does not include ARFF or Refurbs
All regions

Aerial Apparatus Sales
12 Month Rolling

Aerial Bookings	Quantity	YOY Growth %
Rear Mount Ladders	459	+18.6%
Mid Mount Ladders	60	-1.6%
Rear Mount Platforms	157	+16.3%
Mid Mount Platforms	296	+64.4%
Tillers	127	+76.4%
Water Tower (telescoping & articulating)	18	-5.3%

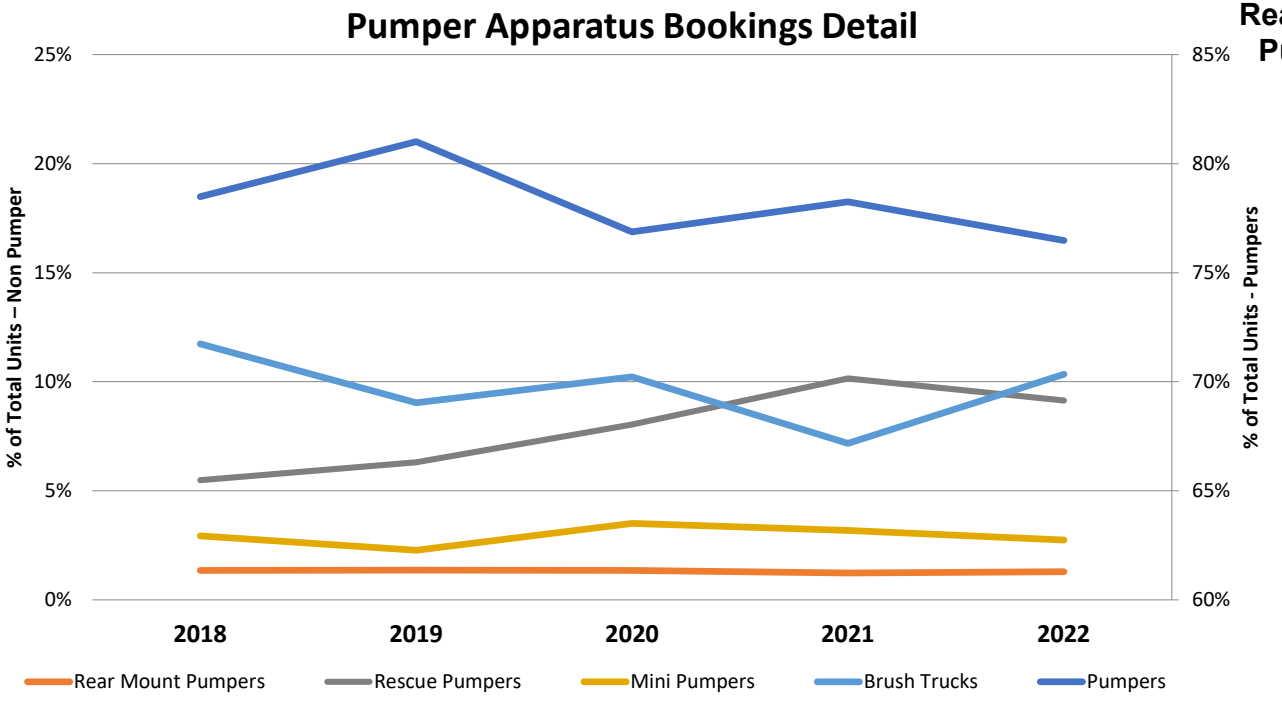


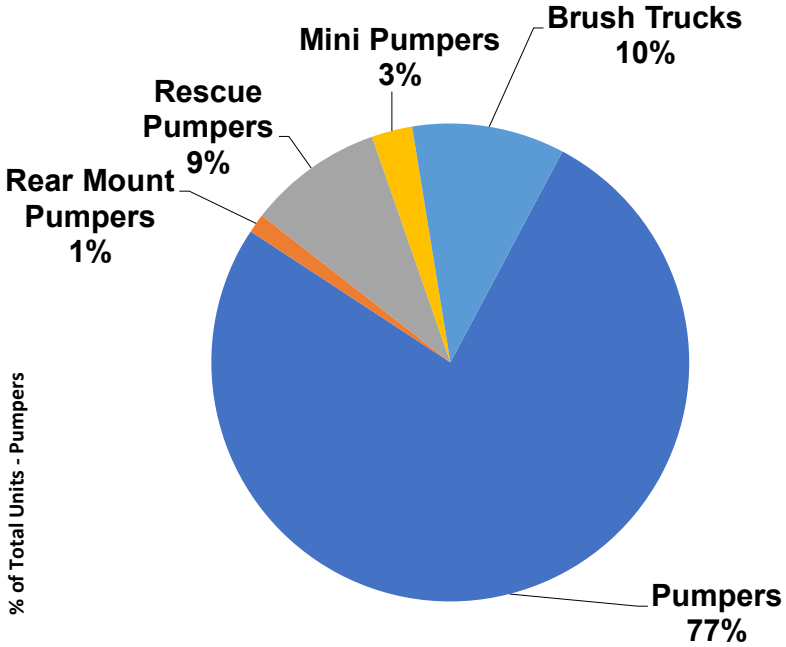


- **1117 Booked** (+30.8% YOY)
- **546 Shipped** (-4.2% YOY)

Pumper Apparatus Sales
12 Month Rolling

Pumper Bookings	Quantity	YOY Growth %
Pumpers	3312	+13.4%
Rear Mount Pumpers	56	+9.8%
Rescue Pumpers	396	+7.3%
Mini Pumpers	119	+0.8%
Brush Trucks	448	+32.2%



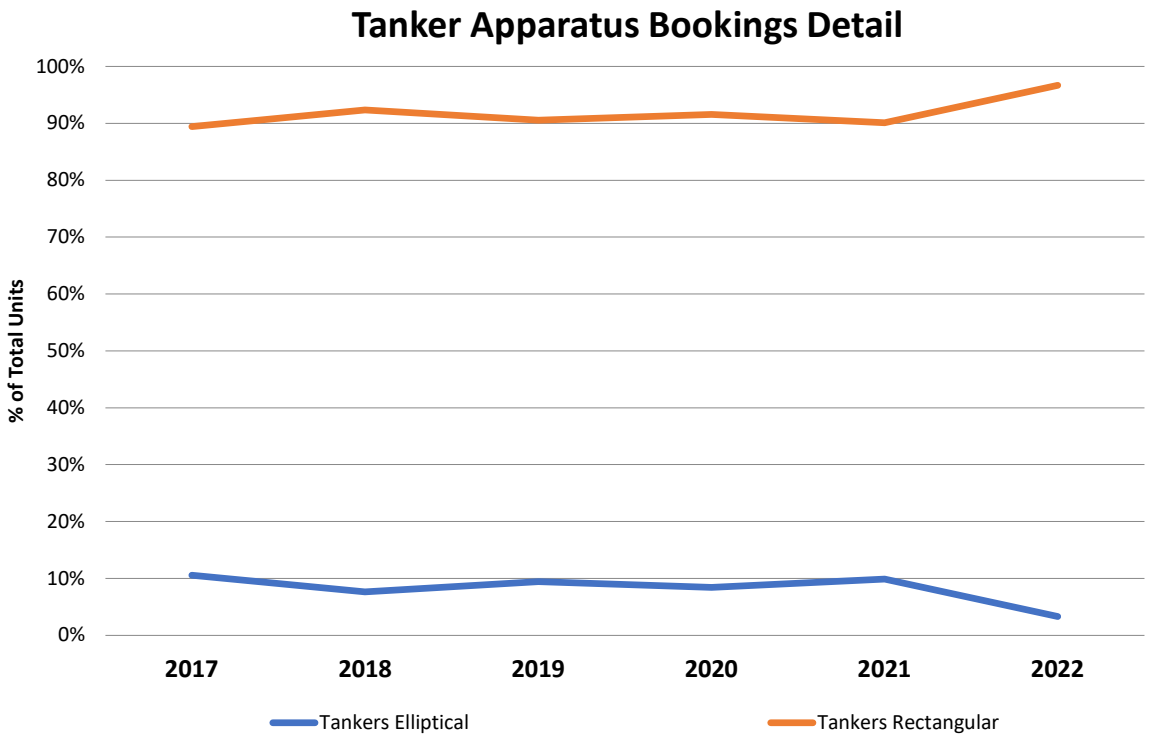


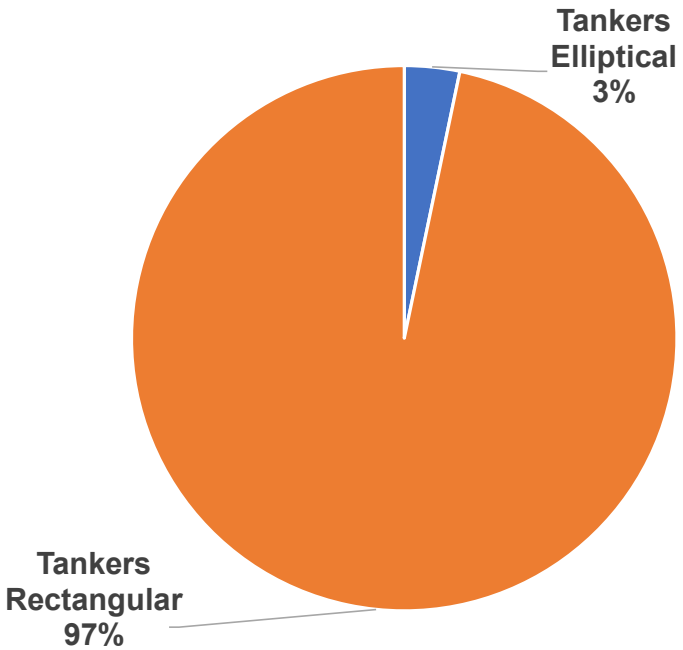
2022 Bookings

- **4,331 Booked** (+14.1% YOY)
- **2,450 Shipped** (-8.0% YOY)

Tanker Apparatus Sales
12 Month Rolling

Tanker Bookings	Quantity	YOY Growth %
Elliptical	22	-70.7%
Rectangular	648	-5.1%



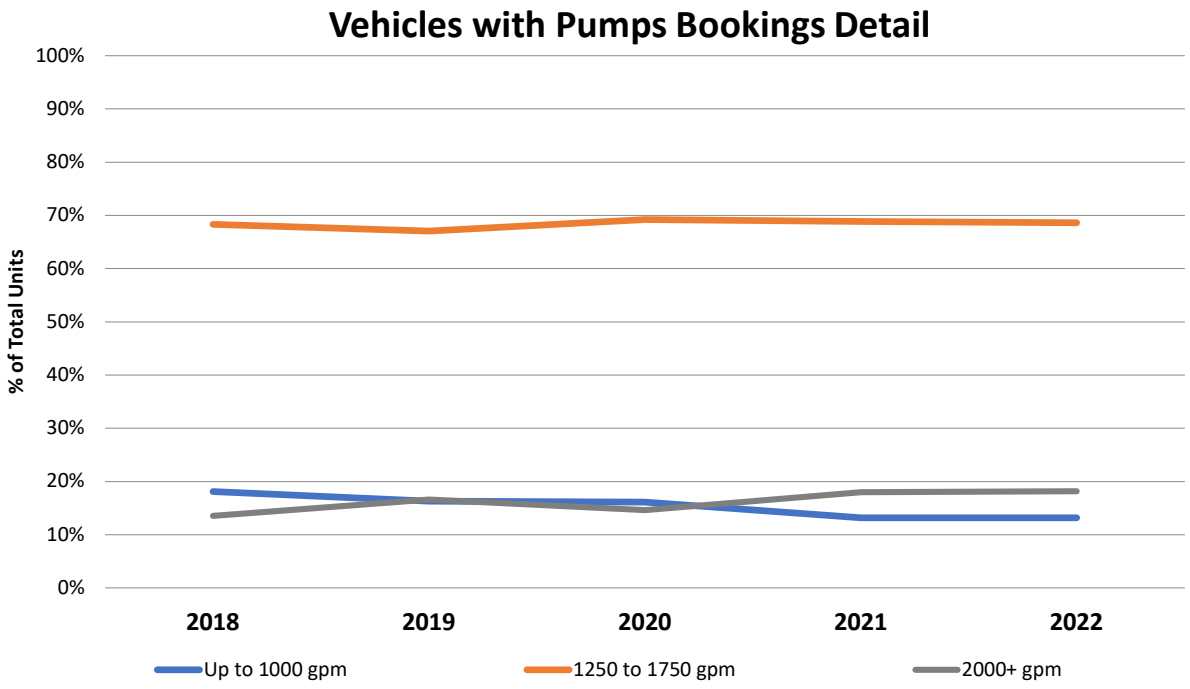


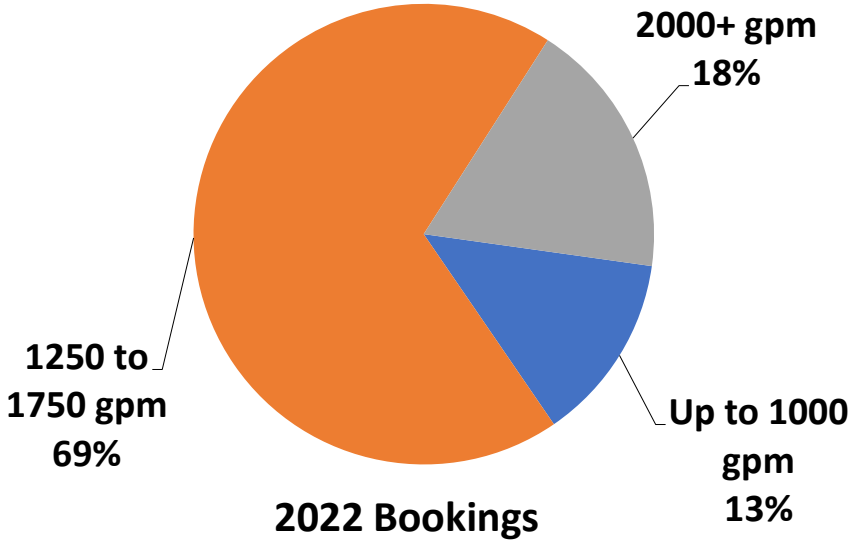
2022 Bookings

- **670 Booked** (-11.6% YOY)
- **481 Shipped** (-11.1% YOY)

Vehicles with Pumps Sales
12 Month Rolling

Pumper Bookings	Quantity	YOY Growth %
Up to 1000 GPM	749	+2.2%
1250 – 1750 GPM	3891	+12.2%
2000+ GPM	1030	+7.2%





- **5,670 Booked** +9.9% YOY)
- **3,339 Shipped** (-6.1% YOY)

Does Not Include ARFF & Refurbs

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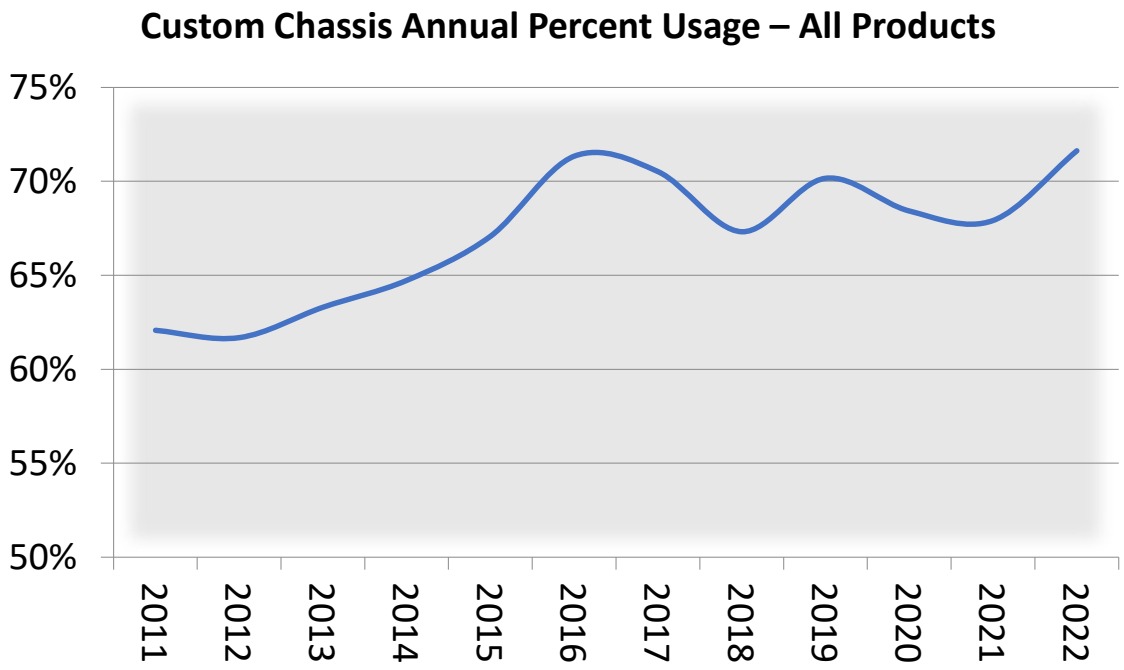
Total Industry Bookings
Custom vs Commercial Chassis



Year	Commercial	Custom	Custom YOY Growth %
2011-2015	36.1%	63.9%	
2016-2020	30.5%	69.5%	+5.6%
2021	32.1%	67.9%	-1.6%
2022	28.4%	71.6%	+3.7%

Rolling 12 Month: 28.4% Commercial / 71.6% Custom

All products, all regions

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Visual settings

Edit

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

Where would you like to see more granular data within the tool?

a) Pump size

b) Adding Tank Size

c) Adding Seating positions

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Visual settings

Edit

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

How can the FAMA Stats team help OEMs get their data uploaded sooner?

a) Reminders sooner

b) Updated Tutorial Information

c) All of the above

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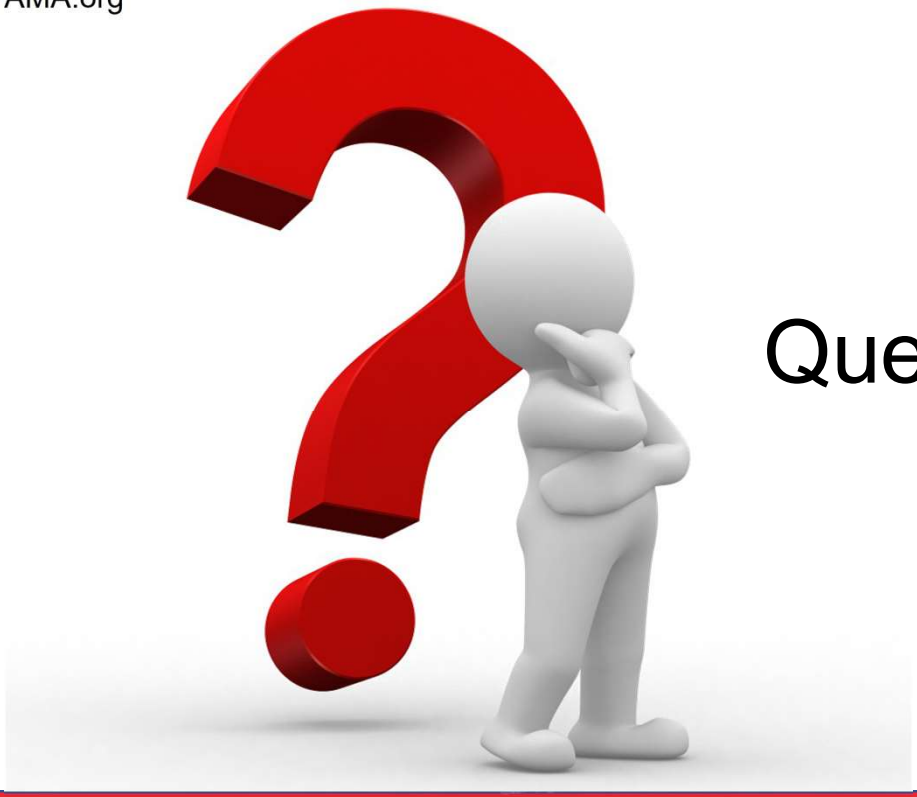

Questions/Comments

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Thank You for Submitting Quarterly Reports in a Timely Manner

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TECHNICAL COMMITTEE REPORT

Roger Lackore
Melissa Dobbs

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ARFF

Tague Johnson
(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)

Wyatt Compton
(Spartan ER)

ELECTRICAL

John Doperalski
(Harrison)

Peter Luhrs
(Fire Research)

AERIAL

Jim Garver
(Sutphen)

John Brady
(KME)

FOAM

Mike Dupay
(Fire Research)

Gregg Geske
(Waterous)

AMBULANCE

Steve Rowland
(Hale)

Brent Walker
(SoundOff)

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Buyer's Guide Progress

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

Pending	11
Draft	1
To Board	6
Published	34

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Process for Submitting Buyer's Guides for Review/Approval

Post a draft on the sub-committe 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

Shelby Sutphen
Wyatt Compton

TC072	Buyers Guide - Brush Truck Apparatus	Bill Davidson - Skeeter	Pending
TC073	Buyers Guide - Tanker and Tender Apparatus	Midwest Fire	Complete
TC074	Buyers Guide - Wildland Apparatus	Bill Davidson - Skeeter	Pending
TC075	Buyers Guide - Cold Environment Apparatus Design	Rick Suche – Fort Garry Fire Trucks	Pending
TC077	Buyers Guide – Hose Bed Sizing	Jay Farrell – Smart Power Systems	Pending

Chassis

Chris Crowell
Dale Katz

TC048	Buyers Guide – Suspensions – Front	Bob Albano, Mark Molitor	Complete
TC084	Buyers Guide – Apparatus Electrification	Dale Katz	Pending
TC087	Buyers Guide - Brakes	Mark Molitor	Pending

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Electrical

Peter Luhrs
John Doperalski

TC038	Buyers Guide – Line Voltage Generators	John Doperalski	Complete
TC040	Buyers Guide – Headlights	Sam Massa – Hi-Viz	Draft
TC069	Buyers Guide – Vehicle to Vehicle Communications	Cory Haas – Haas Alert	Pending

Aerial

John Brady
Jim Garver

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Foam

Gregg Geske
Mike Dupay

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

Pump

Peter Lauffenburger
Mike Sulmone

TC070	Buyers Guide – Pump Primers	Mike Sulmone – Trident	Complete
TC071	Buyers Guide – Deck Gun and Aerial Monitors	Pete Lauffenburger – Akron	Complete
TC076	Buyers Guide - Pump Control Location	Wyatt Compton – Spartan	Pending
TC083	Buyers Guide – Drones	Peter Darley - Darley	Complete
TC086	Buyers Guide – Pump Temperature Protection	Wayne Hable - Darley	Pending

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FDSOA Apparatus Conference

Gilbert Arizona

Jan 2024?

- FAMA is no longer coordinating FDSOA apparatus symposium speakers
- Companies may participate on their own by contacting FDSOA directly

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FAMA Forum Article Schedule

July-23	Frame Corrosion	Chassis	Roger Lackore TC080
August-23	Lavender Ribbon Report update (clean cab)	Chassis	Scott Beecher
September-23	Turbocharger Life and Engine Shut-Down Requirement	Chassis	Chris Crowel
October-23	Tire Life and Fire Service Ratings	Chassis	Patricia Meisenholder TC062 FAMA Safety Guide
November-23	Pump Primers	Pumps	Mike Sulmone TC070
December-23	NFPA 1900 update	All	Roger Lackore TC005
January-24	Deck Gun and Aerial Monitors	Pumps	Pete Lauffenburger TC071
February-24	Line Voltage Generators	Electrical	John Doperalski TC038
March-24	Tankers and Tenders	Body	Wyatt Compton TC073

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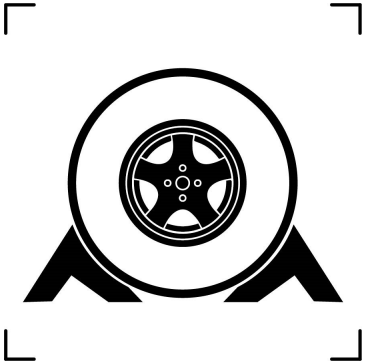
New Graphical Symbols

Approved

FAMA 09.94 Electric Motor Enabled



FAMA 09.95 Chock Wheels

FAMA 16.12 Battery Master

FAMA 16.13 EV Battery Thermal Event

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FAMA Safety Guide

Published

- **Updates being collected**

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NFPA Link

- **PDF Download of NFPA Standards No Longer Available**
- **Print copy**
  - **No search**
  - **No copy/paste**
- **Free Access**
  - **No search**
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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 Duane Kann
- Alternate Tague Johnson

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 Chuck Hutchins

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Aerial Ladder Spacing Initiative

- **NIOSH completed a ladder climbing study**
- **Routley and Wilbur wrote an article requesting aerial ladder rung spacing be reduced to 12 inch max.**
- **Likely topic for next NFPA revision.**

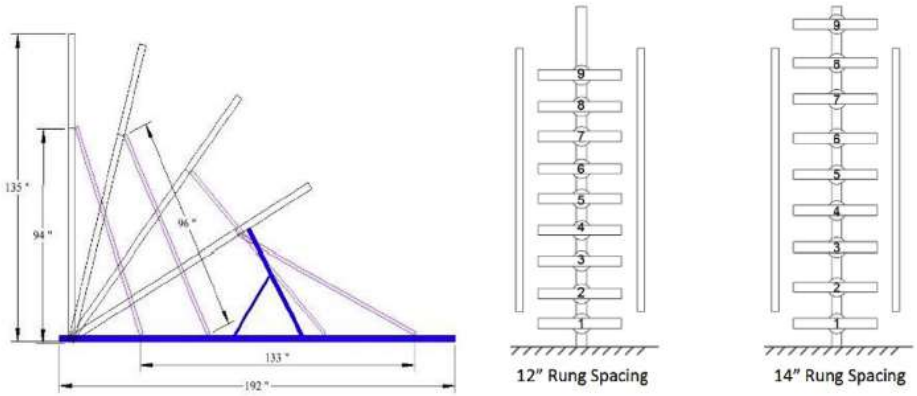

Fig. 1. Adjustable ladder with instrumented rungs and rails.

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Canadian ULC Standard

- **S515 has not been updated since 2013**
- **The committee is considering how to rely on NPFA 1900 rather than maintaining S515**

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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

Published in Safety Guide

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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.

In Process

Regulation Begins	State	Status
2024	California	Exempt
2024	Oregon	?
2025	Massachusetts	Exempt
Pending	New Jersey	Exempt
Pending	New York	?
Pending	Colorado	?
Pending	Maryland	?
Pending	Pennsylvania	Exempt
Pending	Maine	?
Pending	Washington	?

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Pennsylvania

- **Pennsylvania follows the CARB requirements for heavy duty diesel emissions, but it specifically exempts emergency vehicles.**

§ 126.504. Exemptions.

The following new heavy duty diesel engines and vehicles are exempt from the Pennsylvania Heavy-Duty Diesel Emissions Control Program requirements of this subchapter:

(1) Emergency vehicles.

(2) A heavy-duty diesel vehicle transferred by a dealer to another dealer.

(3) A heavy-duty diesel vehicle transferred for use exclusively off-highway.

(4) A heavy-duty diesel vehicle granted a National security or testing exemption under section 203(b)(1) of the Clean Air Act (42 U.S.C.A.

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New Jersey

- **New Jersey adopted California LEV program for passenger cars and light trucks. Even for these vehicles they exclude emergency vehicles.**

7:27-29.2 Purpose

(a) This subchapter establishes in the State a LEV program, which incorporates the requirements of the California LEV program.

(b) The LEV program shall apply to all model year 2009 and subsequent motor vehicles that are passenger cars and light-duty trucks subject to the California LEV program and delivered for sale in New Jersey on or after January 1, 2009.

(c) The prohibitions contained in (a) above shall not apply to passenger cars and light-duty trucks that are:
1. Held for daily lease or rental to the general public or engaged in interstate commerce, that are registered and principally operated outside of New Jersey;
2. Test vehicles and emergency vehicles;

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Massachusetts

- **FAMA reached out to Massachusetts officials and they responded that since emergency vehicles are exempt from CARB emissions requirements in California, they are exempt in Massachusetts as well.**

Subject: [EXTERNAL] RE: FAMA Engine Emissions Question

You don't often get email from ngoc.hoang@state.ma.us. Learn why this is important

Dear Roger,
Under federal law, MassDEP may only adopt vehicle standards that are identical to California's. Since California Vehicle Code 27156.2 exempts certain emergency vehicles from California standards, there are no California standards that Massachusetts could adopt (or has adopted) applicable to such vehicles. Therefore, fire apparatus emergency vehicle sales are not prohibited by the Massachusetts Advanced Clean Trucks or Heavy-duty Omnibus regulations. I hope this information is of help to you.
Regards,
Ngoc

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EPA for 2027

- **FAMA to reach out to EPA to ensure that fire apparatus can continue to be exempt from driver inducements.**

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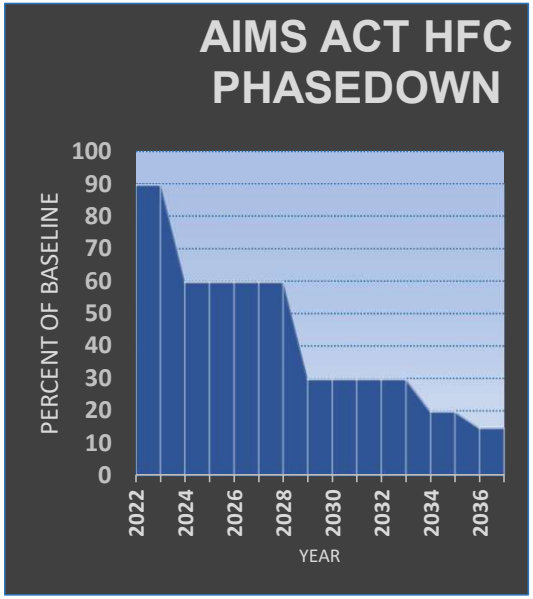
Air Conditioning Refrigerant R134 to R-1234yf

In Process

- Each vehicle vocation must submit an application to the EPA to approve the use of 1234YF.
- Truck and Engine Manufacturers Association (EMA) is developing an application that will cover fire apparatus, so there is nothing we need to do at this time.
- FAMA has reached out to EMA to offer assistance if they need it.



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PFAS Free Foam

NEW

- **PFAS-Free may be too thick to work with some foam systems.**
- **Need to develop some guidance for the industry**

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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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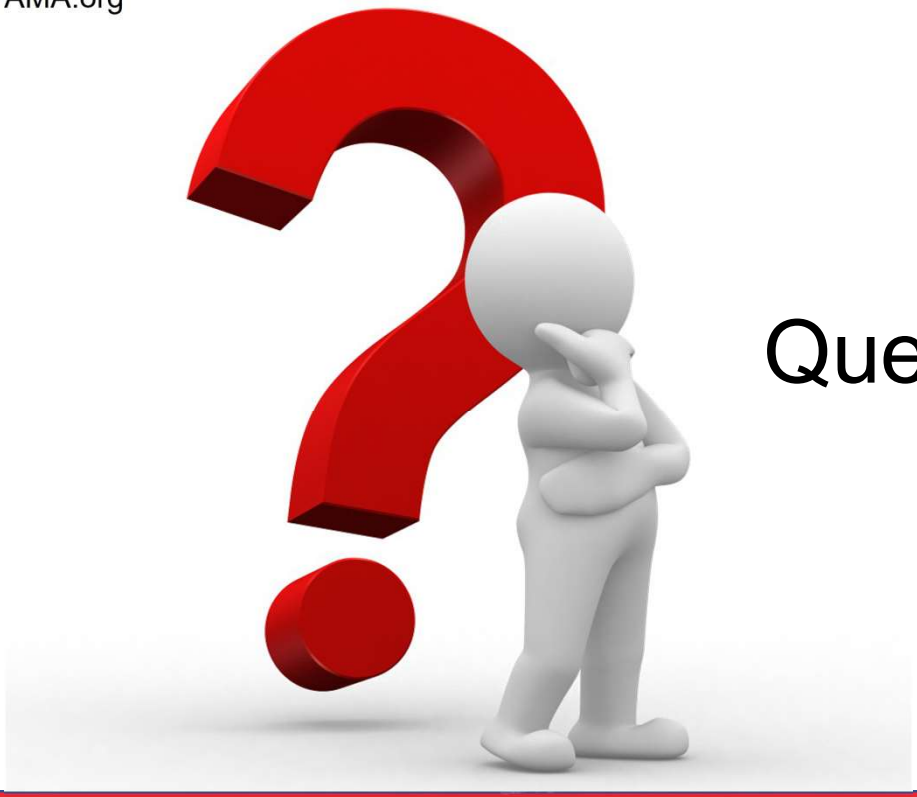

Questions/Comments

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SMALL GROUP BREAKOUT SESSIONS & REPORT OUTS

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MEETING SUSPENDED

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SPEAKER INTRODUCTION

Pat Cahill

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KEYNOTE SPEAKER
Rocky Bleier
"Be the Best You Can Be"

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MEETING RESUMED
CALL TO ORDER

Bert McCutcheon

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BOARD OF DIRECTORS' REPORT (Cont.)

Bert McCutcheon

2023 Spring Meeting

Visual settings

Edit

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

FAMA Technical Committee has a meeting at FDIC. For that meeting, what topic would you prefer for the 'keynote' or 'guest' speaker?

Mike Wilbur/ Gordan Routley – Rung Spacing	EPA 2027 Emissions Standards	A fleet manager discussing warranty concerns and wants/needs from OEMS	Presentation from Tesla Safety officers

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FAMA Technical Committee has been meeting at FDIC every year. Would you like this to continue, or should we consider changing to a virtual meeting on a different date?

- In Person
- Virtual

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Do you feel the joint FEMSA/FAMA fall conference brings you added benefit with the larger group and different members in attendance?

Yes

No

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Are the breakout sessions beneficial to the group, and should the be continued in future meetings?

Yes	**A**
No	**B**

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GOVERNMENTAL AFFAIRS COMMITTEE REPORT

Lee Morris
David Durstine

Board Liaison: Gary Pacilio

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GAC Members

- Lee Morris, FAMA Co-Chair
- David Durstine, FAMA Co-Chair
- John Granby, FEMSA Co-Chair *
- Scott Beecher
- Mark Brenneman
- Gabe Casucci
- Henry Costo *
- Tim Dean
- Burke Genthner *
- Philip Gerace *
- Cory Hohs
- Kevin Ignacio
- Cindy Morgan *
- Mike Natchipolsky *
- David Russell *

GAC Support

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

* FEMSA Representatives

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Committee Goals

1

Drive discussions for the reauthorization of the AFG programs.

2

Navigate the current legislative environment – finding ways to keep member companies informed and engaged with their representatives

3

Plan & execute 2023 Hill Day to encourage the continued trends for increased annual funding

4

Update the Home Day Tool Kit in current status on the GAC website, and encourage member companies to host Home Days

5

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

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AFG and SAFER Funding

- Reauthorization of the AFG programs is key moving forward

- Senate bill S.559 sponsored by Senators Gary Peters (D-MI); Susan Collins (R-ME); Lisa Murkowski (R-AK); and Tom Carper (D-DE).

- The bill would Authorize these programs through FY2030 and extend the Sunset Date for AFG and Safer to September 30, 2032.

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Hill Day and Home Days

Hill Day

Greater member participation is needed for Hill Day

Dates: **May 22-23, 2023**

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

Home Days

Home Days are Critically Important for 2023
We will need everyone's help to emphasize the importance of the Reauthorization of AFG programs

Reminder: *Please share your Home Day events by sending photos and a brief description of activities to info@FAMA.org to post on the GAC website and for tracking purposes.*

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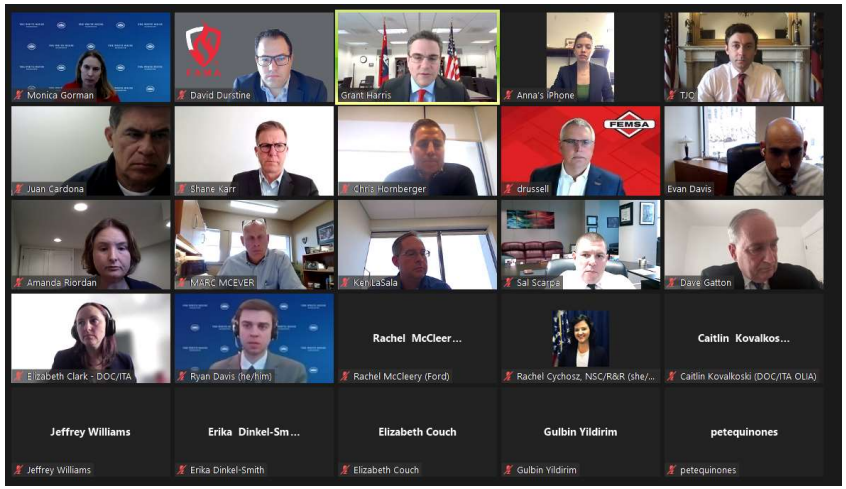
Annual & Ongoing GAC Activities



Screen Shot from White House Supply Chain Meeting

- Continue to work with the White House on current supply chain challenges
- Continue to advocate for reauthorization and full funding for the AFG grant programs.
- Participate in the National Advisory Committee of CFSI
- Annual Alliance Luncheon
- Sponsor the annual CFSI Holiday Party

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Activities for the Members!

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

It hasn't changed, it's a Relationship Business!!

Call your Congressional Offices to Promote AFG, SAFER, USFA and USAR funding initiatives & Reauthorization

Invite your congressional office to visit your facility

Host a Home day (even if it is just a cup of coffee)

Mark your calendar: GAC Hill Day May 22-23, 2023

Continue to discuss the Occupational issues surrounding the Fire Service

Report back to the GAC about your activity and success

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The GAC thanks you for your support!

If there are any questions or you are interested
in joining the committee,
please contact Lee Morris or David Durstine.

See you on the Hill in DC May 22-23!!!

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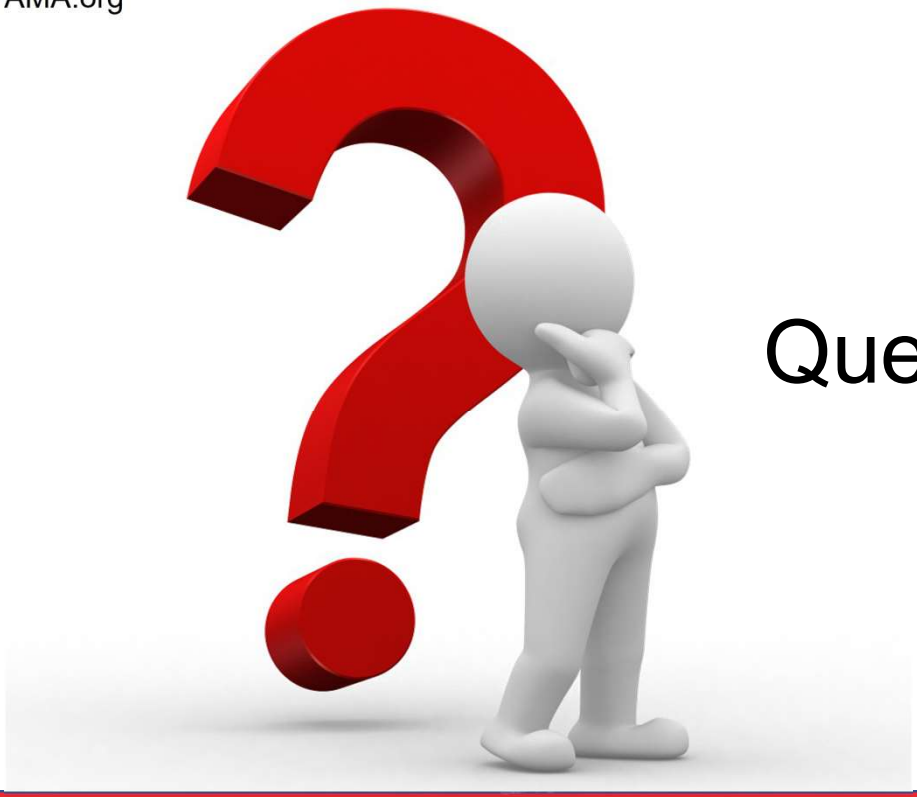

Questions/Comments

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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
- Bob Albano – Hendrickson
- 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 Fall Meeting

- FOL-DA-TANK, LLC (October)
- Mile Marker Industries, Inc. (October)
- Advanced Wheel Sales, LLC (February)
- FF1 Apparatus LLC (March)
- WinterWinds Robotics (March)
- Aearo Technologies (March)

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Member Companies

- Currently there are 139 FAMA Member Companies

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Moderate

Visual settings

Edit

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

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

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

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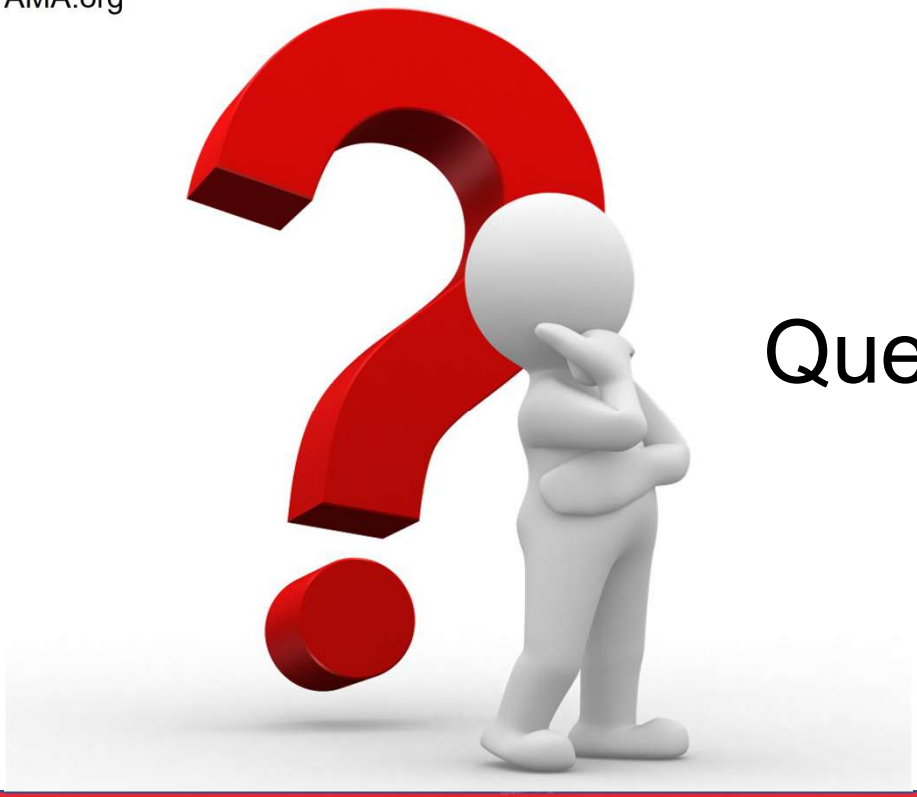

Questions/Comments

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BYLAWS COMMITTEE

Jerry Halpin – Chair

Bruce Whitehouse – Co-Chair

Drew Sutphen - Committee Member

Board Liaison: Ron Truhler

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Current Language

SECTION 6.7 **VACANCIES.**

Whenever any vacancy occurs on the Board of Directors, a replacement member shall be selected without undue delay by a majority vote of the remaining members of the Board present and voting at its regular meeting or at a special meeting called for that purpose, a quorum being present. The replacement Board member shall serve only as long as necessary to complete the balance of the unexpired term of the vacant office. Should the vacancy be created due to ineligibility caused by termination of the affected Board Member's full-time employment with a member company, the affected Board Member shall have a grace period of up to ninety (90) days within which to regain eligibility by obtaining employment with a FAMA member company in good standing. If the vacancy to be filled is for a Director-at-Large, the replacement member appointed may be any member company representative who would be otherwise eligible for election to the vacated office. 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, the current Vice-President shall become President, serving thereafter for the remainder of the unexpired term and then remaining as President for the following full-term, with the Vice-President's vacant office then being filled for the unexpired portion thereof by appointment as provided above.

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Proposed Revisions

SECTION 6.7 **VACANCIES.**

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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

Section 6.7

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NOMINATING COMMITTEE REPORT

Curt Ignacio
Andrew Lingel

Board Liaison: Oran McNabb

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Committee Members

- Curt Ignacio – Chair
- Andrew Lingel – Vice Chair
- Oran McNabb – Member / Board Liaison

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Committee Annual Objectives

Publish Nomination Call	April 30, 2023
Identify and contact candidates for 2024 board positions	May 15, 2023
Prepare template for Slate of Nominees	June 30, 2023
Finalize slate of 2024 candidates	July 15, 2023
Publish slate of 2024 candidates	Aug 1, 2023
Presentation of Process and Slate Call for Nominations from the Floor Election of 2024 Officers	2023 Fall Meeting

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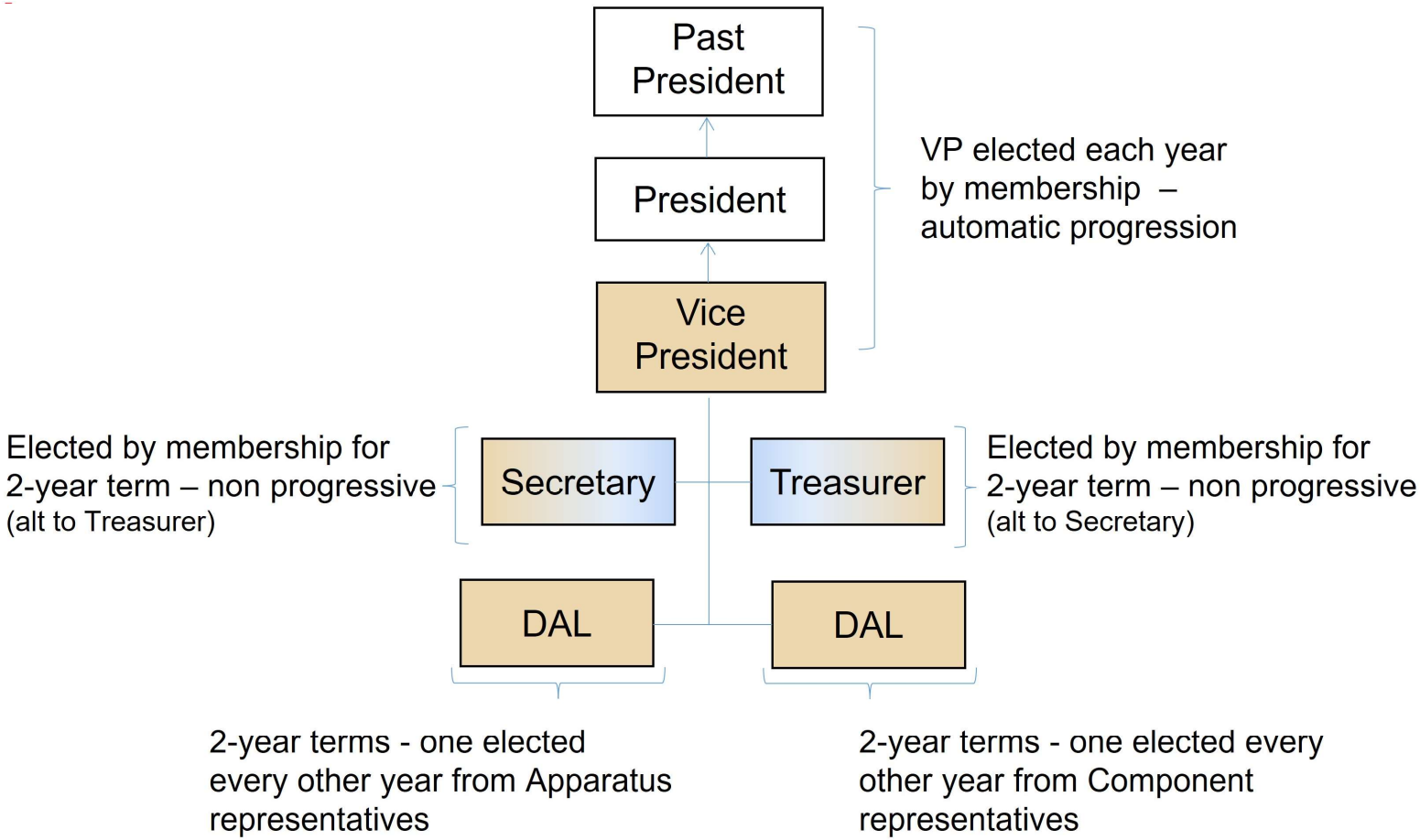
Board Structure



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2024 Board Positions

Bert McCutcheon - Past President

Jason Darley - President

Vice President

VP elected each year by membership – automatic progression

Secretary

Elected by membership for 2-year term – non progressive (alt to Treasurer)

Treasurer
Gary Pacilio

Elected by membership for 2-year term – non progressive (alt to Secretary)

DAL

2-year terms - one elected every other year from Apparatus representatives

DAL
Jason Witmier

2-year terms - one elected every other year from Component representatives

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2024 Open Board Positions

Vice President	3-year Auto-Progression
Secretary	2-year Position
DAL – Apparatus	2-year Position

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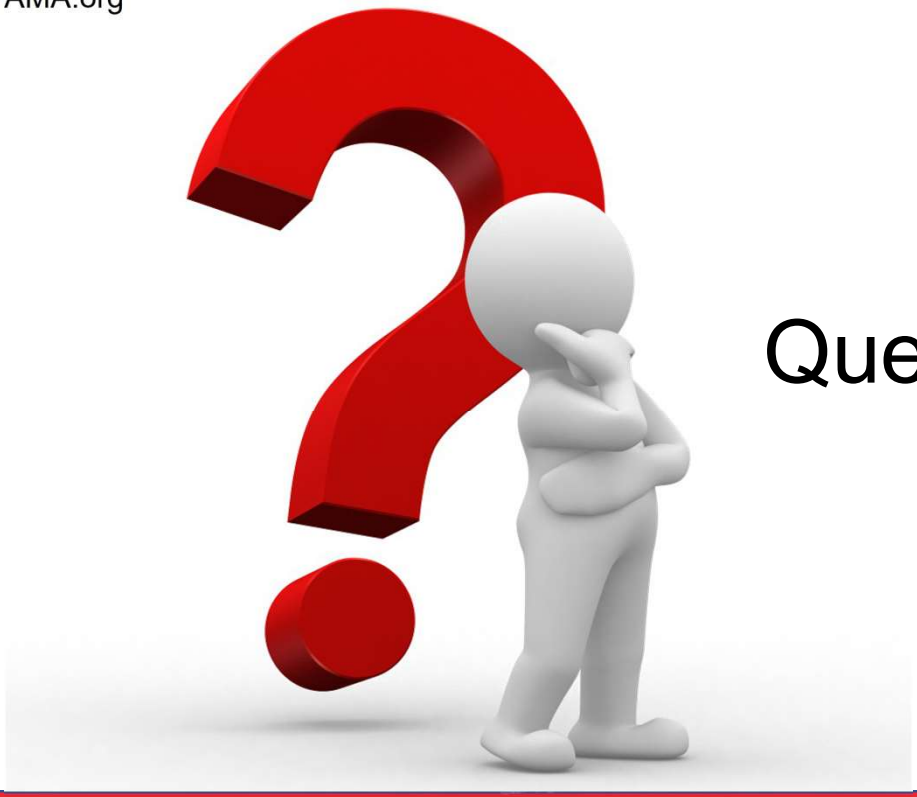

Questions/Comments

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MARKETING & TRADE SHOW COMMITTEE REPORT

Alissa McGlone
Larry Daniels

Board Liaison: Jason Witmier

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COMMITTEE MEMBERS

- **Alissa McGlone / Chair** – Kussmaul Electronics Co.
- **Larry Daniels / Co-Chair** – E-ONE, Inc.
- Marcello Iacovella – WATERAX
- Chelsea Lassen – HiVIZ Lighting, Inc.
- Allison Niendiek – Rosenbauer America, LLC
- Ashlei Timmermans – Spartan Emergency Response

Board Liaison: Jason Witmier

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ABOUT THE MARKETING COMMITTEE

The mission of the Marketing Committee is to strengthen FAMA's image throughout the Association's constituencies. The Marketing Committee will also provide assistance to the FAMA Board of Directors and members in their efforts in communicating FAMA's mission, programs, policies, events, and successes throughout the fire service industry.

OBJECTIVES

•To help promote FAMA at industry-wide meetings, conventions, exhibitions, and other appropriate places.
•To provide suitable collateral materials for all FAMA promotions, marketing, and membership drives.
•To provide assistance and coordination for FAMA speakers and presentations.
•To provide press releases for all significant FAMA activities, meetings, or other events.
•Provide critical information necessary in helping FAMA constituents make informed decisions.
•Maintain an accurate and user-friendly website.

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WHY FAMA?

CHALLENGE QUESTION: Why are you a member of FAMA?

Did you join for the networking?
Did you join because you have a passion for the betterment of the fire service?
Did you join because you think it adds value to your organization?
Other reasons?

We would love to hear from you.

I challenge each of you to think about the why and let me know.

Think ahead to our next challenge question: Why should the industry take note of FAMA?

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MARKETING ACTIVITIES

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

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SPONSORSHIP SIGNAGE

Graphics By: Alissa McGlone

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CHALLENGE COIN

- 2023 Spring Meeting Coin
  - Larger size this year!

By: Alissa McGlone

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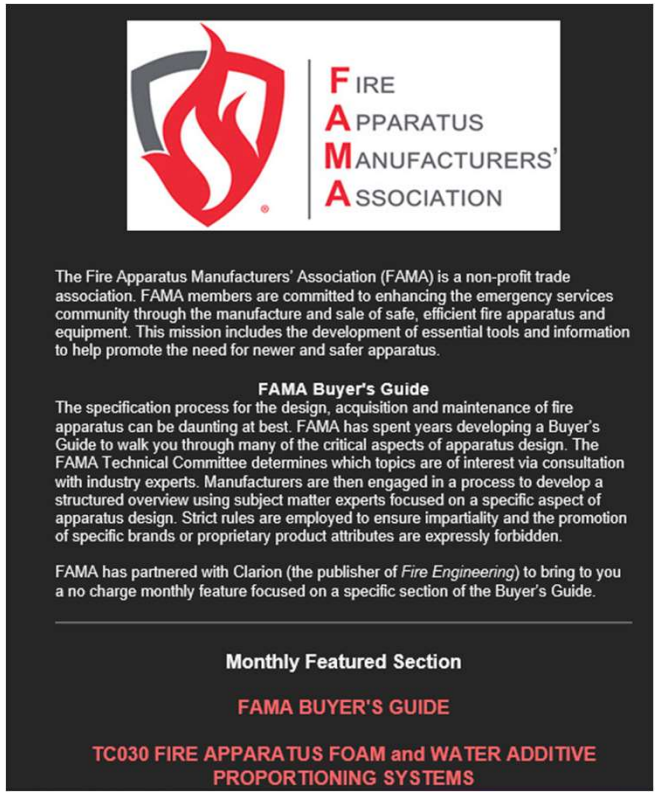
FOR THE INDUSTRY

Clarion Monthly E-Blast Campaign

- 1 E-mail blast per month
  - Content being a Buyer's Guide, FAMA Forum Article, or survey
  - This year we changed the format to include mini e-map campaign to retarget viewers and increase open rates
  - Also included e-newsletter featured article spot
  - Happy to report on statistics and results on request



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

FAMA Buyer's Guide

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

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

Monthly Featured Section

FAMA BUYER'S GUIDE

TC030 FIRE APPARATUS FOAM and WATER ADDITIVE PROPORTIONING SYSTEMS

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FAMA FORUM ARTICLES

We need assistance with the FAMA Forum Articles!

Below is the line-up of new articles the Tech Committee has identified as areas of interest. Now we need to enlist your help in getting them written. If you have knowledge in a particular topic and would like to participate, or if you would like to be interviewed by a ghost writer that would write the article, please let us know.

1. Fire truck budgeting help (rising costs, growing lead times)
2. FAMA fire truck survey promotion
3. Regional differences in fire trucks
4. Interschutz overview-what technology is coming from Europe (Phil Gerace and a partner?)
5. Loading requirements for equipment mounting
6. Changing of the skills needed to capably service today's fire trucks

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Ad in 2022 Official Show Guide

Maryland Hallway Banners

Graphics By: Karen Pramas

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ENHANCING VALUE TO MEMBERS

Goals

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

Continuing Projects

- FAMA Social Media Accounts (always looking for content ideas)
- FAMA Website Revisions

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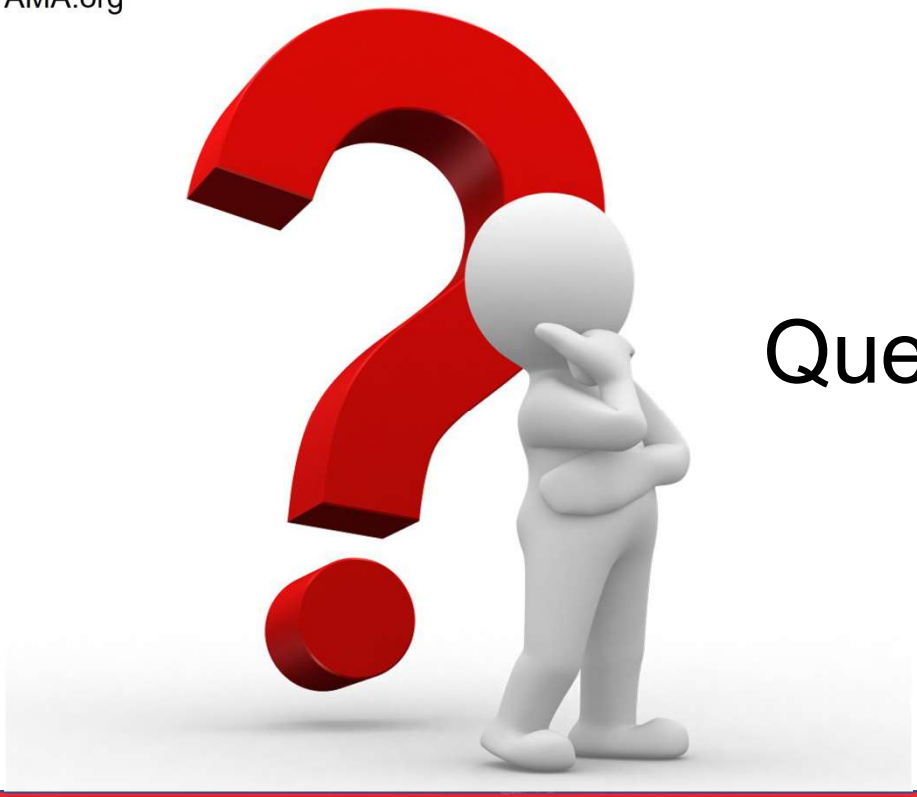

Questions/Comments

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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: Jason Darley

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Welcome to
The Westin Fort Lauderdale Beach, Resort

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Featured Speaker

Rocky Bleier

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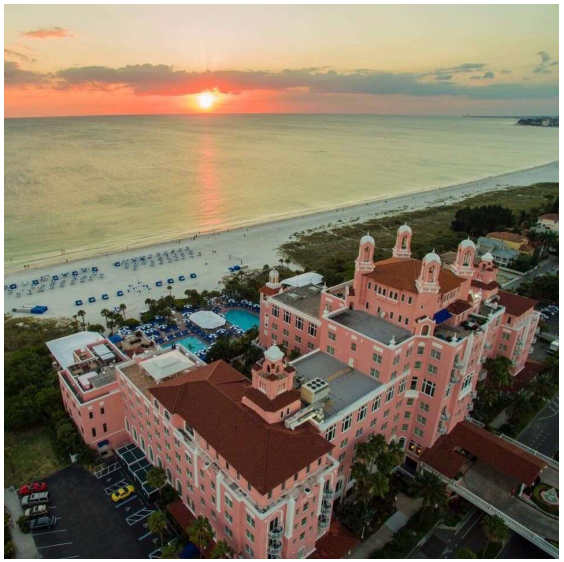
Spring Meeting 2024
St Pete Beach, FL
Feb. 24 – 27
The Don CeSar Hotel



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Planning Committee Activities

Negotiated three

FAMA Spring Meeting locations:

- 2025 Rancho Mirage, CA
- 2026, and 2027 St. Pete Beach

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Spring Meeting 2025
The Westin Rancho Mirage Golf Resort & Spa
March 1-4 Rancho Mirage, CA

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Spring Meeting 2026 and 2027
St Pete Beach, FL
The Don CeSar Hotel

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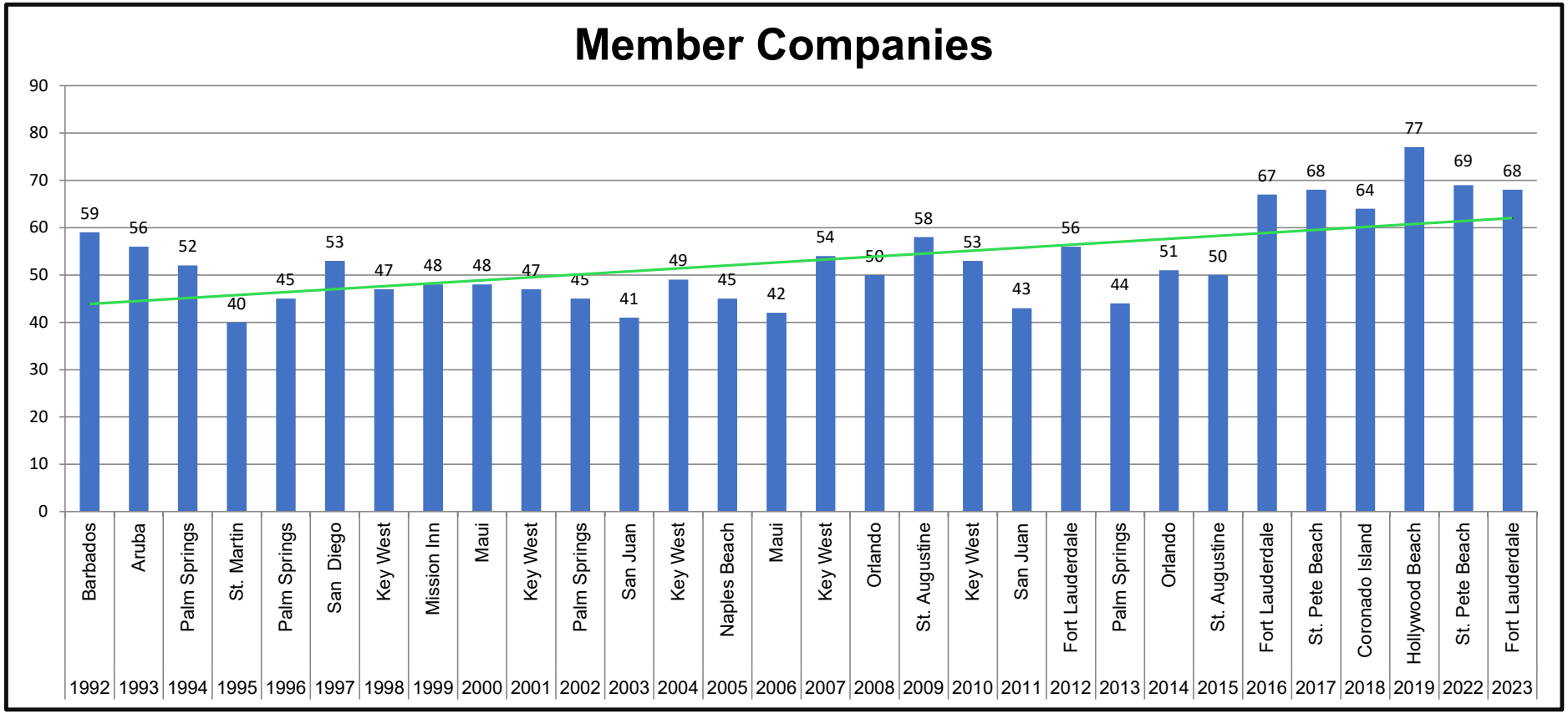
Spring Meeting Historical Attendance



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Fall Conference 2023

New Orleans, LA

(September 26-29, 2023)

JW Marriott New Orleans

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HOW TO APPLY FAMA STATISTCS DATA

Andrew Lingel

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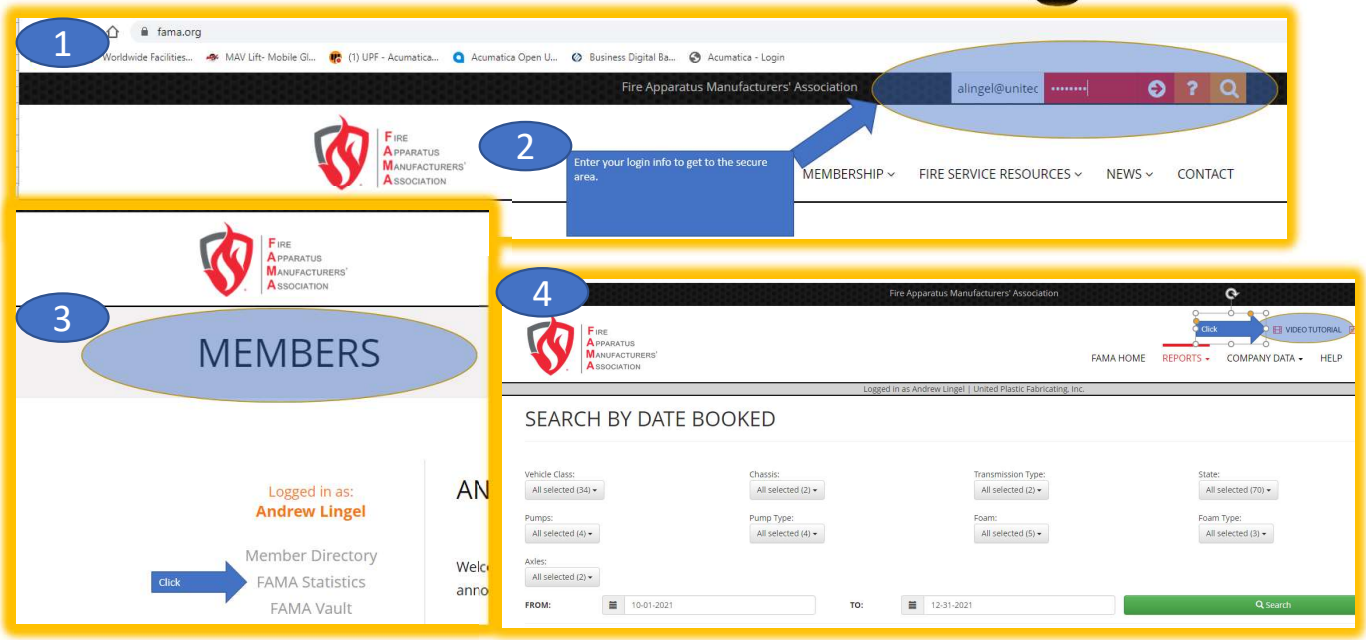
Login



1) Go to WWW.FAMA.org

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

3) In members area click on FAMA statistics.

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

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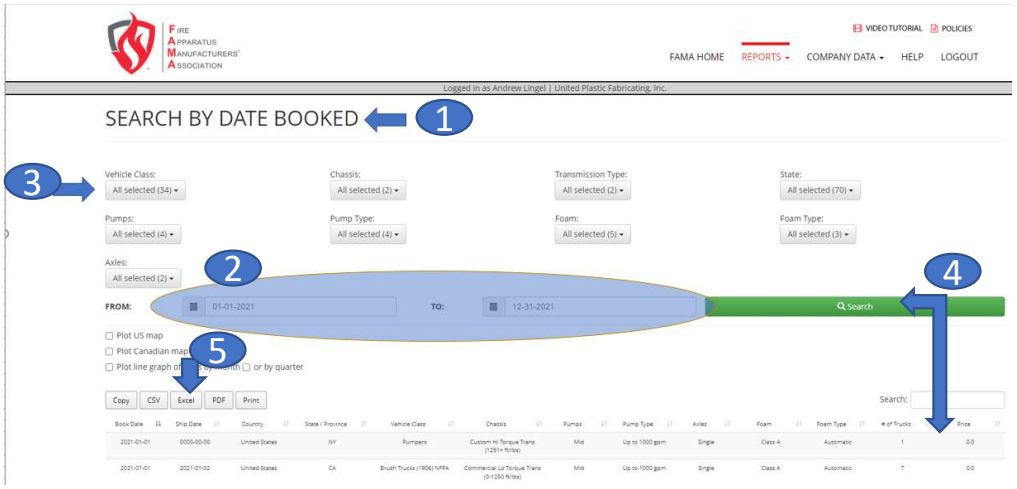
Interactive



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

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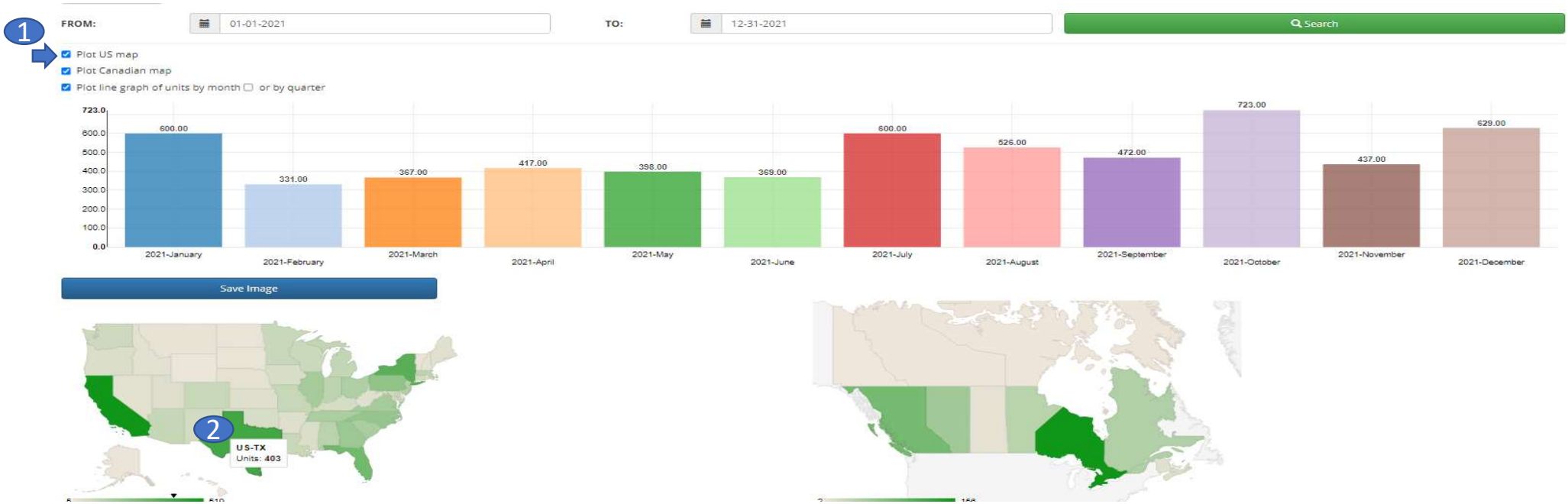
Interactive

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



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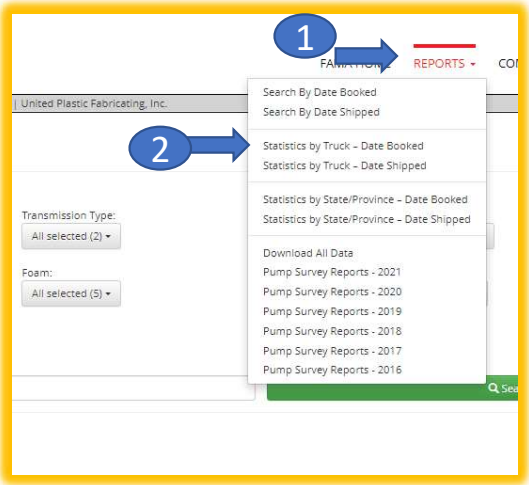
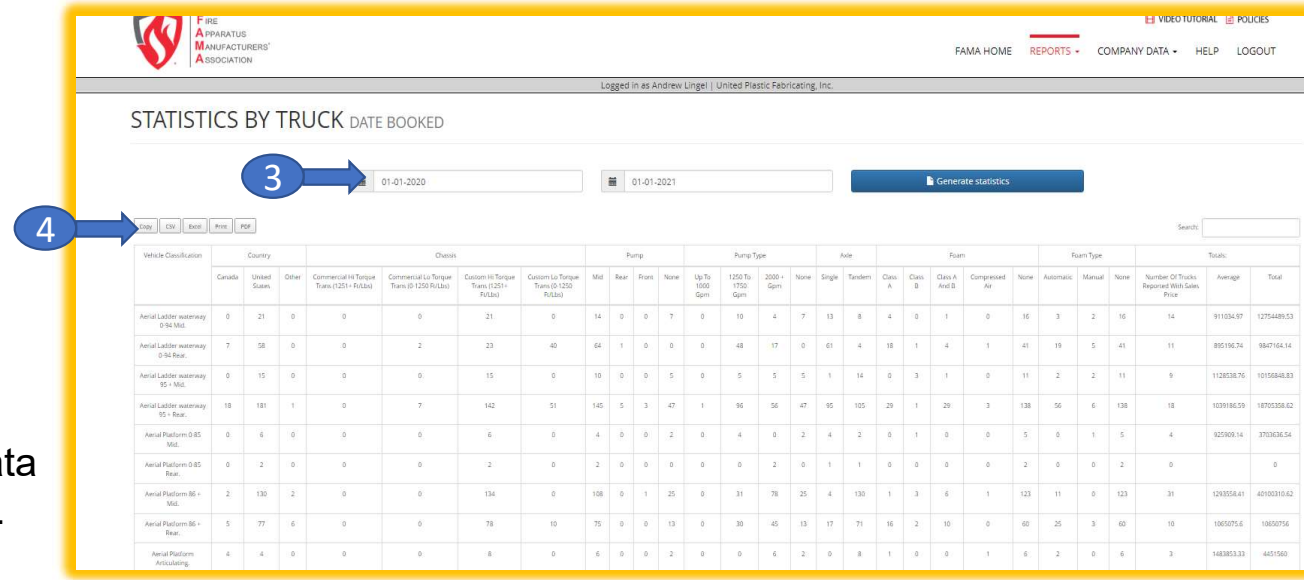
Raw Data



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



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

OEM

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

Components

- Market share
- Sales forecasting

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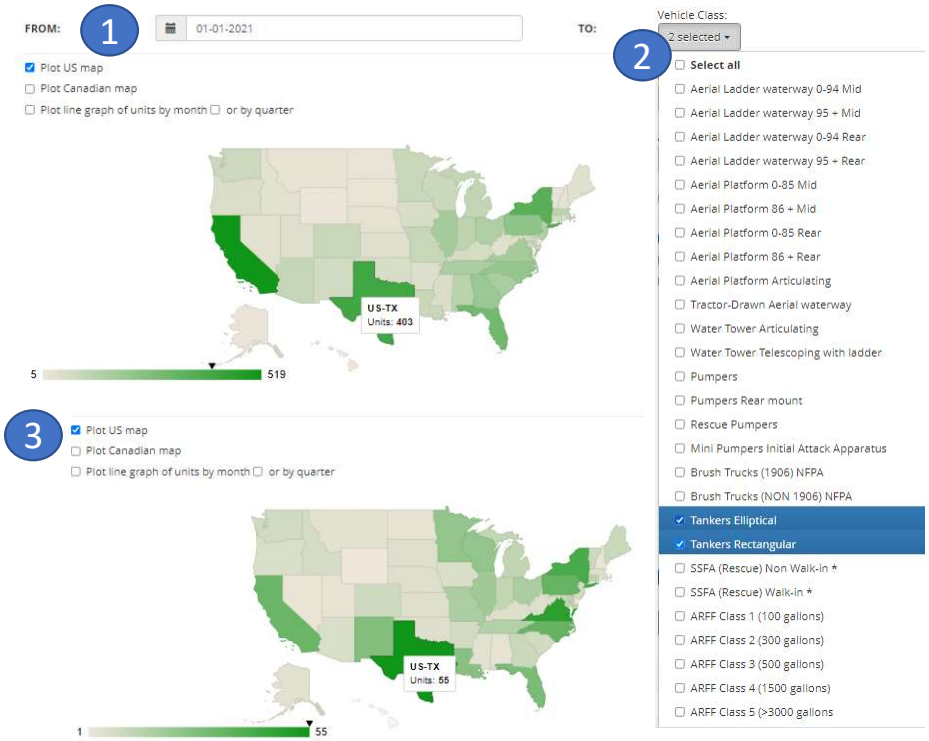
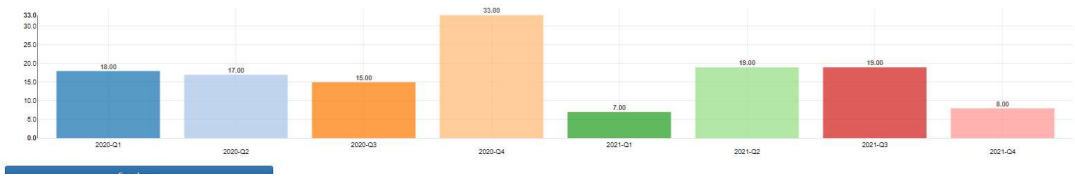
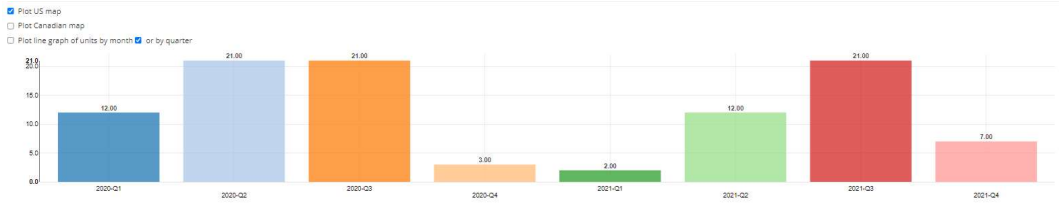
OEM Market Share



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

Component Forecasting





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

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Component Forecasting

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

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

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

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

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Component Forecasting

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

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

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

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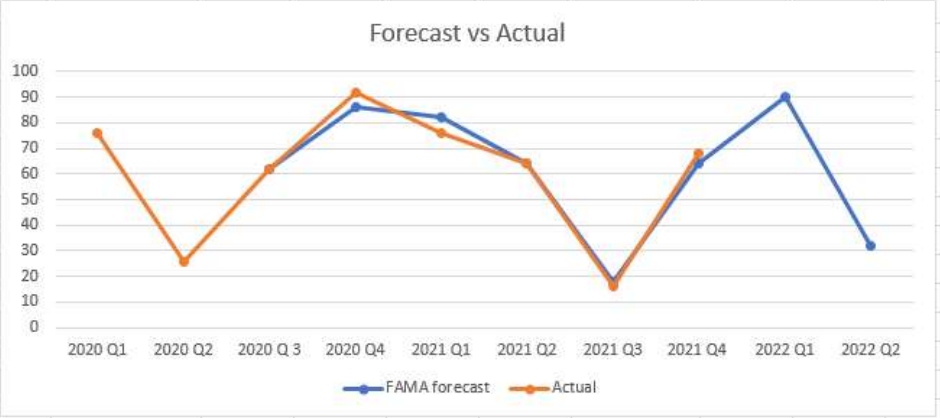
Component Forecasting

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



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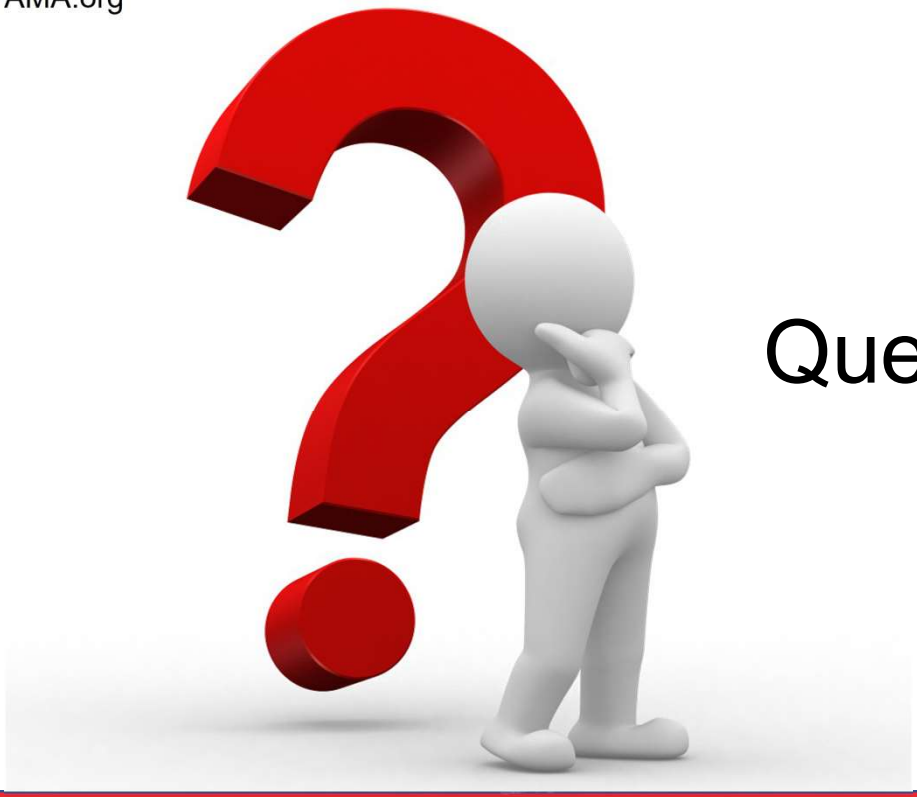

Questions/Comments

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Poll Everywhere Results Review & Open Mic Discussion

Unfinished Business

New Business

Closing Remarks

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Next Meeting Notice

2023 FAMA Fall Conference

Tuesday, September 26 -
Friday, September 29, 2023

JW Marriott New Orleans
New Orleans, LA

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We look forward to Seeing you in September in New Orleans

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MEETING ADJOURNMENT

Bert McCutcheon

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