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# **CALL TO ORDER**

**Bert McCutcheon**



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# INVOCATION

**Roger Lackore**



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**WELCOME**

**Bert McCutcheon**



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# **ANTI-TRUST / NON-DISCRIMINATION POLICY**

**Jim Juneau**



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# 2023 Board of Directors



Past President – Oran McNabb  
AMDOR, Inc.



President – Bert McCutcheon  
Bulldog Fire Apparatus, Inc.



Interim Vice President – Jerry Halpin  
CET Fire Pump Mfg., Ltd.



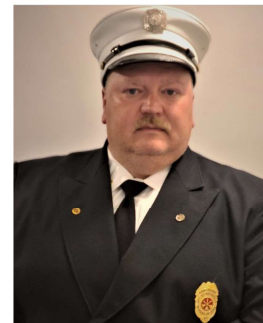
Treasurer – Gary Pacilio  
E-ONE, Inc.



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



Interim Director-at-Large  
Scott Edens  
Fouts Bros., Inc.



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



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# **4 New Member Companies Since the 2023 Spring Meeting**

- Stamm Manufacturing (May)
- Passman's E.V.T. Services (July)
- LiquidSpring LLC (August)
- Lifeline Firehose (August)



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# 16 FIRST-TIME ATTENDEES

Action Coupling & Equipment, Inc.  
Aearo Technologies  
Austin Hardware & Supply, Inc.  
Cummins  
Darley  
Ferrara Fire Apparatus, Inc.  
KME Fire Apparatus  
Passman's E.V.T. Services  
ROM Corporation  
The Will-Burt Company  
Weis Fire and Safety Equipment, LLC

Jean Eliot and Scott Eliot  
Denny Pedri, Dino Perin and John Zehme  
Tom Vrydaghs and Dan Wilson  
Charlie Smith  
Bruce Ireland  
Andrew Conway  
Chris McClung  
Danny Kieffer and Russell Passman  
Bruce Quick  
Keith Bousquet  
Dave Smith





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**ROLL CALL**

**Ron Truhler**



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# **NOTICE OF MEETING**

**May 24, 2023**

**Ron Truhler**



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# **REVIEW & ENTER MINUTES**

**Ron Truhler**



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# **SELF-INTRODUCTION OF MEMBERS**



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★ SILVER LEVEL ★



★ BRONZE LEVEL ★



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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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## 2023 Fall Meeting

# Activities

- Manage Nomination process
- Identify candidates for 2024 Board positions
- Identify candidates for consideration in future years





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# Committee Annual Objectives

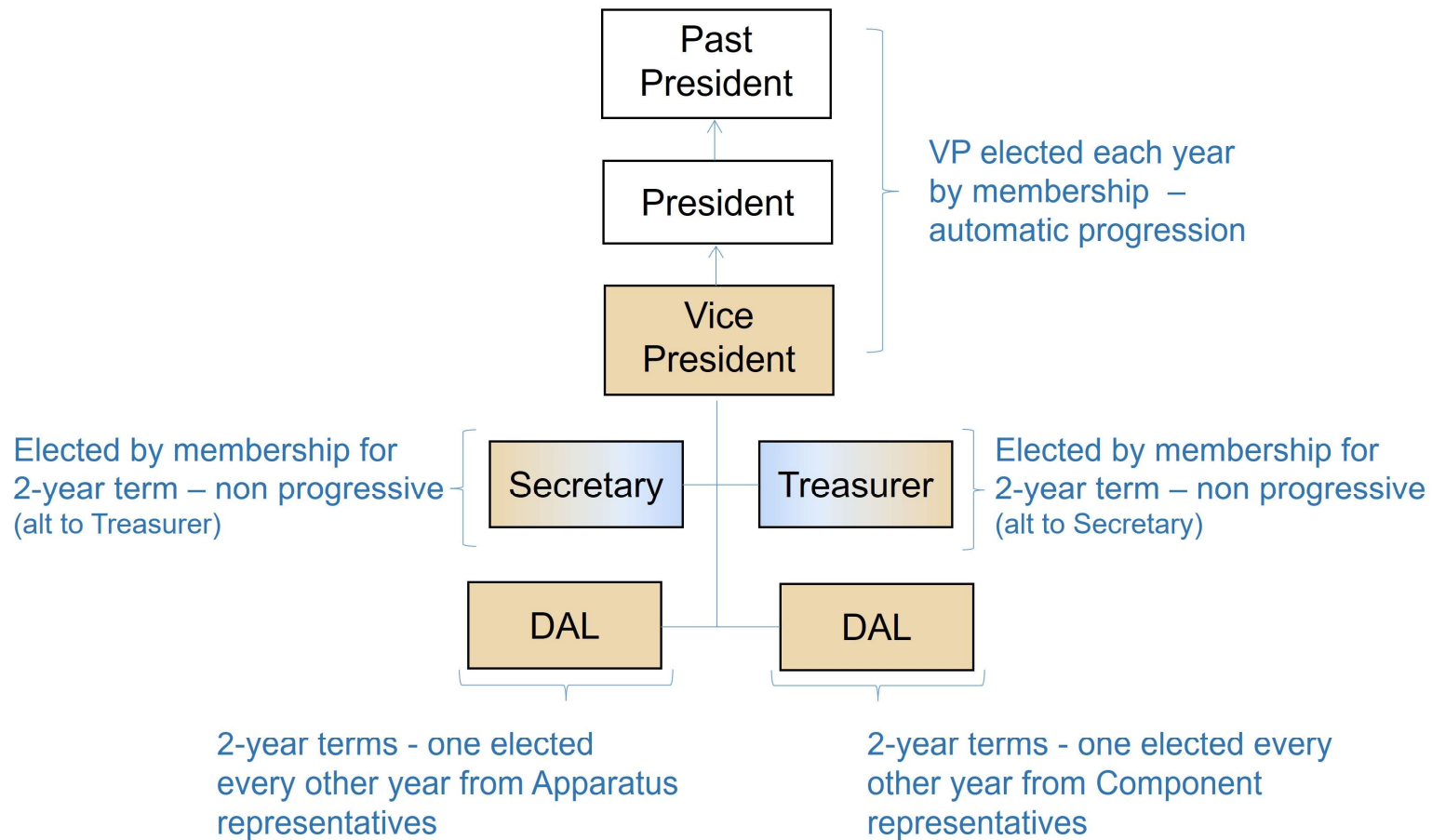
Publish Nomination Call	April 30, 2023
Identify and contact candidates for 2024 board positions	May 15, 2023
Prepare template for Slate of Nominees	June 30, 2023
Finalize slate of 2024 candidates	July 15, 2023
Publish slate of 2024 candidates	30 days prior to Fall Meeting
Presentation of Process and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



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# Board Structure





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# 2024 Board Positions

For 2024, a Presidential election is required due to the Vice President vacancy.

Vice President elected each year by membership.

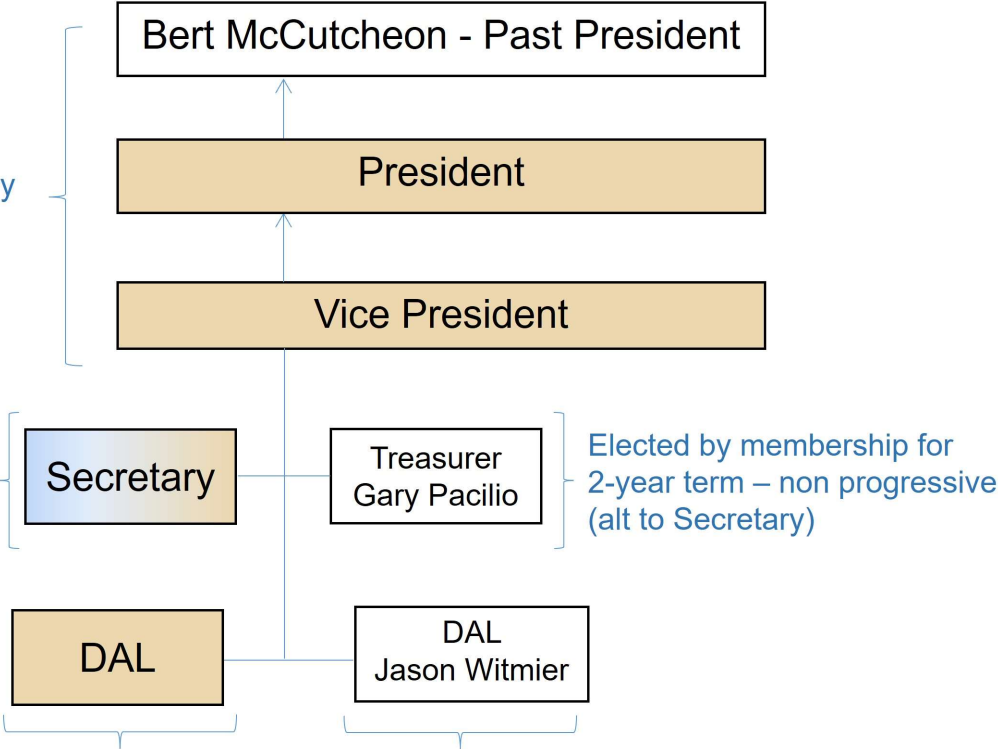
Both positions automatically progress.

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

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

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

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





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# 2024 Open Board Positions

President

1-year Auto-Progression

Vice President

2-year Auto-Progression

Secretary

2-year Position

DAL – Apparatus

2-year Position



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# 2024 Board Nominations

President

Gary Pacilio

Vice President

Ron Truhler

Secretary

Melissa Dobbs

Director-at-Large (Apparatus)

Kevin Ignacio



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# Candidate Qualifications

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



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- **Nominations from the Floor**  
Open to any and all member representatives who meet the qualifications



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## Questions/Comments





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# **2024 Board of Directors Election**

**Bruce Whitehouse**



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# **TREASURER'S REPORT**

**Jason Witmier**



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## Overview of Total Income and Expenses 2016-2023 YTD (9/16/2023)

	Actuals	2016	2017	2018	2019	2020	2021	2022	2023 YTD (9/16/2023)
<b>Total Income</b>		429,105.00	481,485.51	491,268.78	503,548.89	274,059.35	266,051.13	536,796.73	430,355.82
<b>Total Expenses</b>		385,102.90	428,463.77	430,123.35	399,459.10	245,321.25	282,221.77	480,178.90	339,956.09
<b>Net Operating Income</b>		42,302.10	53,021.74	61,145.43	104,089.79	28,738.10	-16,170.64	56,617.83	90,399.73

- **Income** trending down versus prior year, driven by reduced sponsorships and meeting attendance.
- **Expenses** trending up versus prior year, driven by increased meeting, material and service costs.
- **Net operating income** trending up, driven by reduced spending and tighter budget management.



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# **Summary of Fiscal Year 2023 YTD (9/16/2023)**



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## Balance Sheet as of September 16, 2023

Transfer from Operating Account to Reserve Account of \$24,529.62 on 8/14/2023 as per the Association Policies and Procedures.

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

### ASSETS

Bank Accounts

BOA Bill Pay

BOA Operating

BOA Reserve

BOA Surplus

**Total Bank Accounts**

1600 PrePaid Meeting Deposits

**Total Other Current Assets**

**TOTAL ASSETS**

### LIABILITIES AND EQUITY

**Total Liabilities**

Equity

Retained Earnings

Net Income

**TOTAL LIABILITIES AND EQUITY**

As of Sep 16,  
2023

As of Sep 16,  
2022 (PY)

	3,779.76	4,485.18
	358,875.75	453,075.25
	240,097.26	215,480.96
	105,374.90	105,332.77
<b>\$</b>	<b>708,127.67</b>	<b>\$ 778,374.16</b>
	34,000.00	21,000.00
<b>\$</b>	<b>34,000.00</b>	<b>\$ 21,000.00</b>
<b>\$</b>	<b>742,127.67</b>	<b>\$ 799,374.16</b>
<hr/>		
<b>\$</b>	<b>0.00</b>	<b>\$ 0.00</b>
	651,727.94	595,110.11
	90,399.73	204,264.05
<b>\$</b>	<b>742,127.67</b>	<b>\$ 799,374.16</b>



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## 2023 Budget vs. Actuals January – September (9/16/2023)

### Income

	Actual	Budget
Advocacy Sponsorship (Clarion)	45,000.00	45,000.00
Dues	222,700.00	219,300.00
GAC Donation		25,000.00
General Funds		5,000.00
Hill Day	1,680.00	1,750.00
Meeting Fees (Fall)	29,285.00	45,000.00
Meeting Fees (Spring)	58,920.00	55,000.00
Meeting Sponsors (Fall)	12,250.00	30,000.00
Meeting Sponsors (Spring)	36,500.00	30,000.00
Scholarship Sponsor	2,500.00	5,000.00
Services	0.00	5,000.00
Technical Cmte (Sponsors)	5,000.00	7,500.00
Technical Safety Guide	16,167.17	30,000.00
<b>Total Income</b>	<b>\$ 430,355.82</b>	<b>\$ 504,050.00</b>

In 2023, Clarion cancelled the FDIC donation to FAMA's Governmental Affairs

Spring Meeting Fees and Sponsors includes golf registrations and sponsorships.

Currently there is \$9500 outstanding Fall Meeting Sponsorship invoices. FAMA invoiced \$21,750 in Fall Conference sponsorships.

Total of Meeting Sponsorships sold by FAMA and FEMSA is \$59,320.



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## 2023 Budget vs. Actuals January – September (9/16/2023)

### Expenses

Accountant Fees	3,250.00	6,000.00
CFSI (Annual)	4,000.00	9,000.00
Newsletter	2,200.00	7,000.00
NFFF (Annual)		2,500.00
Annual Fees (Corp)	309.50	300.00
Awards/Recognition	563.94	375.00
Bank Fees	6,478.88	7,500.00
Board Meetings/Retreats	4,680.97	13,000.00
Education-Scholarship	6,538.60	7,000.00
Governmental Affairs - US	20,000.00	40,345.00
Hill Day Fees	2,034.82	1,750.00
Insurance Premiums	2,990.98	2,976.00
Legal	10,856.66	15,000.00
Management Fees	59,000.00	76,000.00
Marketing/PR	22,847.25	25,000.00
Member Meetings (Fall)	292.82	70,000.00
Member Meetings (Spring)	164,722.53	160,000.00
Membership (Plaques)	540.42	500.00
Office	7,177.26	7,500.00
Statistics Program	4,845.75	25,000.00
Technical	9,390.69	12,000.00
Technical Safety Guide		100.00
Travel - Administrative	7,235.02	8,500.00
<b>Total Expenses</b>	<b>\$ 339,956.09</b>	<b>\$ 497,346.00</b>
<b>Net Income</b>	<b>\$ 90,399.73</b>	<b>\$ 6,704.00</b>

A \$5000 donation to CFSI's Robert J. Barraclough Internship is made in December annually.

A donation of \$2500 is made in December annually.

No Q1 payment was made based upon carryover funds from 2022 and the GAC Committee Vote. FAMA resumed contributions in Q2. The 4<sup>th</sup> Quarter contribution remains to be paid this year.

Fall Conference costs will be incurred in 4<sup>th</sup> quarter.

Budget for Apparatus Replacement Project





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## Questions/Comments



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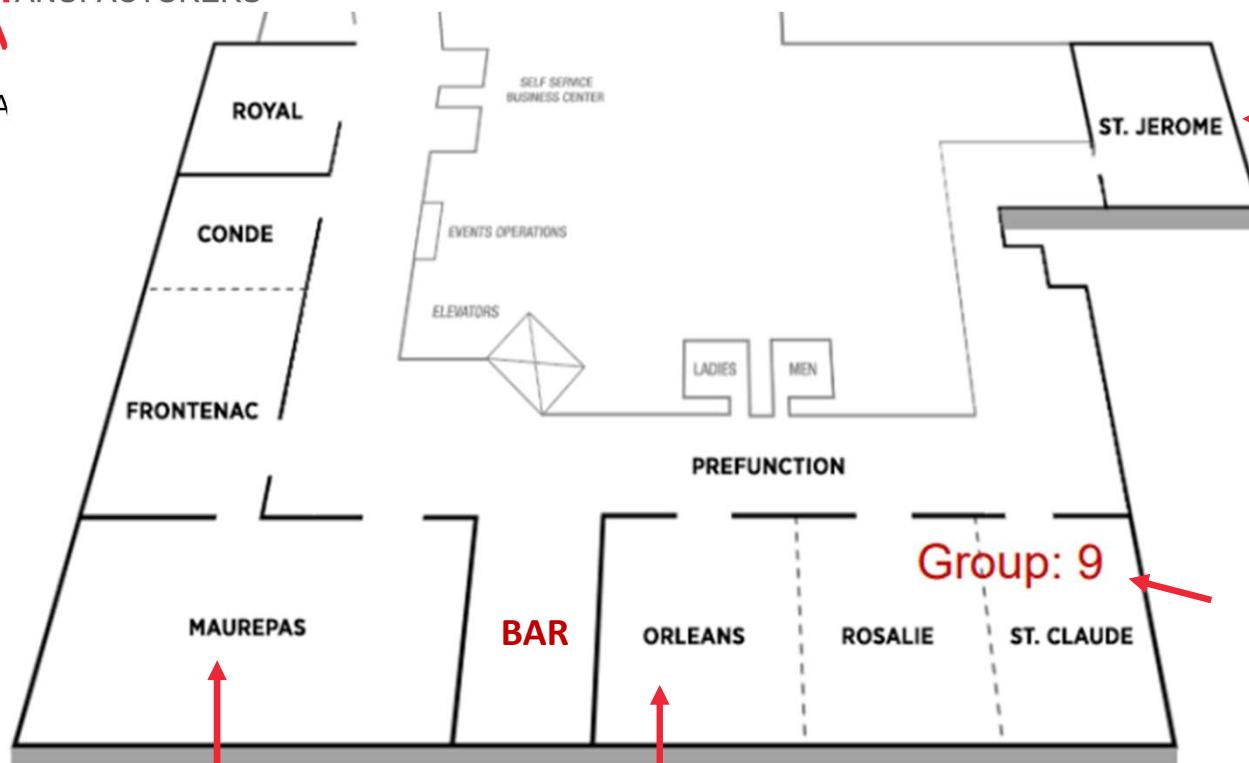
# **SMALL GROUP BREAKOUT SESSIONS & REPORT OUTS**



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Breakout Session  
Groups: 1, 2 and 3

Group: 9

Groups: 4, 5,  
6 and 7

Group: 8



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# **BREAKOUT SESSION REPORT OUTS**



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**MEETING SUSPENDED**



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**MEETING RESUMED**



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# **BOARD OF DIRECTORS' REPORT**

**Bert McCutcheon**





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# **DATA & RESEACH COMMITTEE REPORT**

**Paul Bostrom  
John Schultz**



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# COMMITTEE MEMBERS

- **Paul Bostrom / Chair** – H.O. Bostrom & Company
- **John Schultz / Co-Chair** – Pierce Manufacturing, Inc.
- Jerry Conley – Pierce Manufacturing, Inc.
- Philip Gerace – E-ONE, Inc.
- Andrew Lingel – United Plastic Fabricating, Inc.
- Jason Nawrocki – Waterous Company

Board Liaison: Jason Witmier



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## Committee Focus and Initiatives

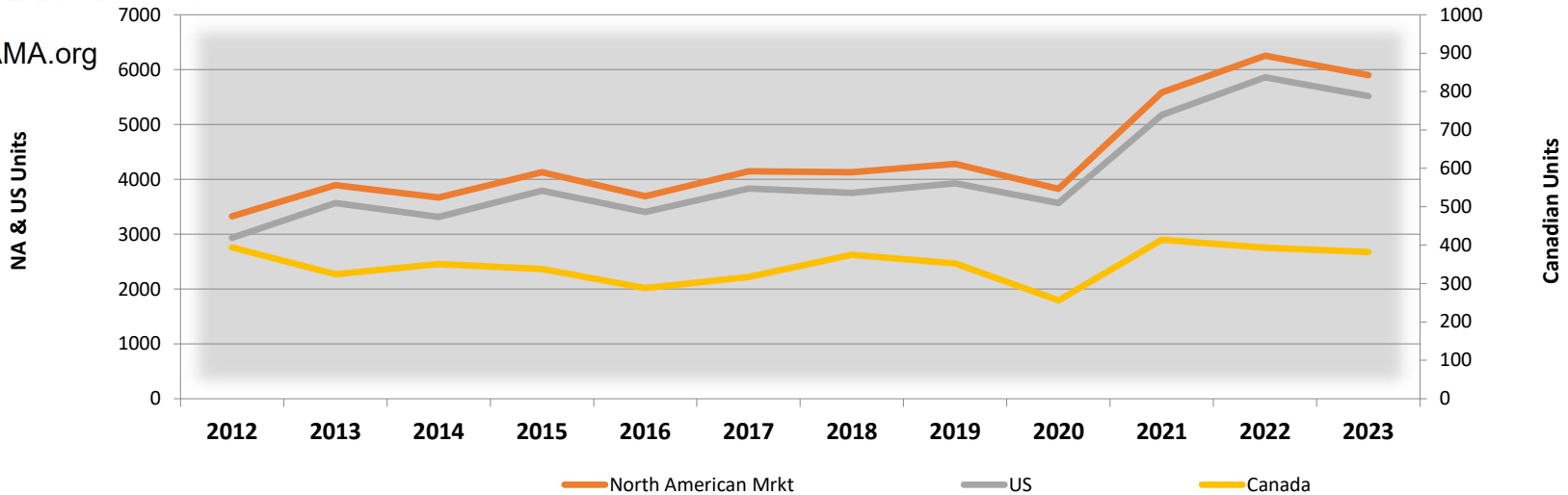
- Continued collection and distribution of pump and apparatus order and delivery statistics.
- Data and research projects useful for members business planning
- Complete a 5-year industry forecast & analysis report
- Publish quarterly data in a timely manner
- Reduce data entry errors
- Increase participation of members reporting
- Add trend line data to the Committee Reports
- Develop truck data entry tutorials
- Incorporate validation programming / checks into data entry
- Provide quarterly summary report of statistics data



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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%
2023*	5515	382	<b>5897</b>	-5.74%

**\*12 Month Rolling 5897 units**

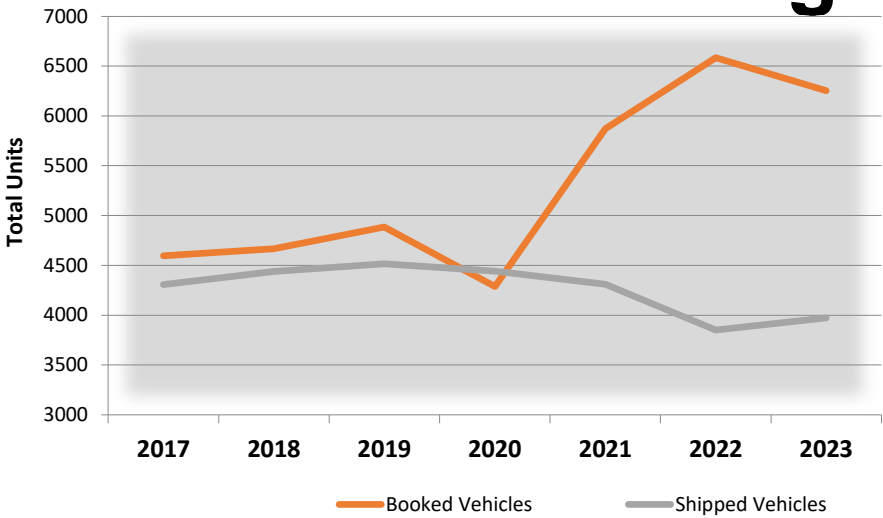
Does not include ARFF or Refurbs



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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%
2023*	6253	-5.0%	3974	+3.2%

\*12 Month Rolling

\*All vehicles: includes ARFF & Refurb  
\*All regions

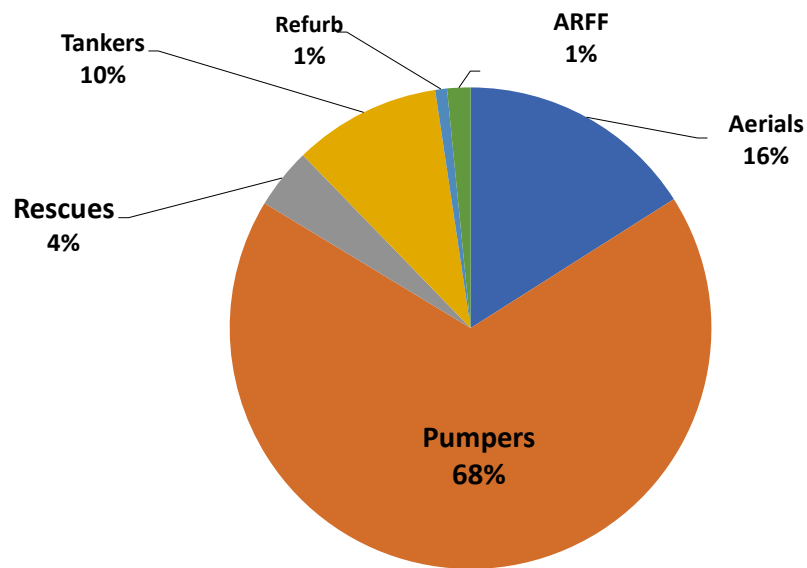
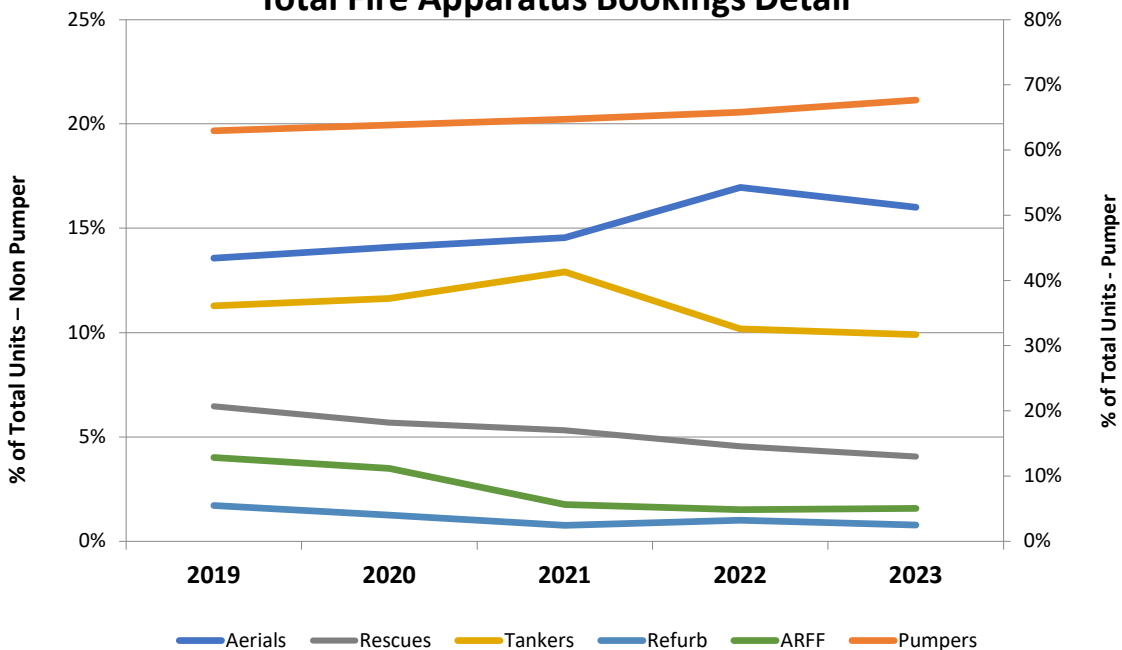


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# Total Fire Apparatus Sales 12 Month Rolling

**Total Fire Apparatus Bookings Detail**



**2023 Bookings**

**12 Month Rolling 6253 units**

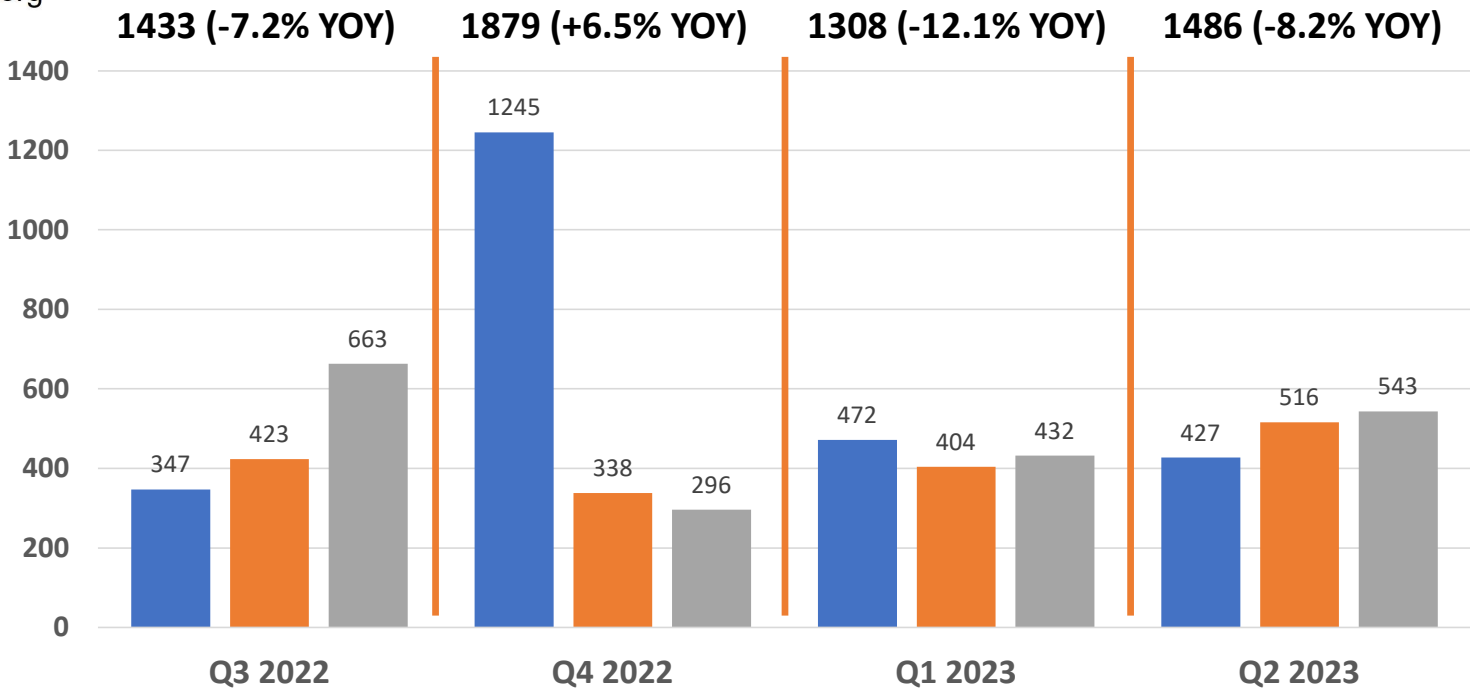
\*All vehicles: includes ARFF & Refurb  
\*All regions



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# Fire Apparatus Sales by Month 12 Month Rolling



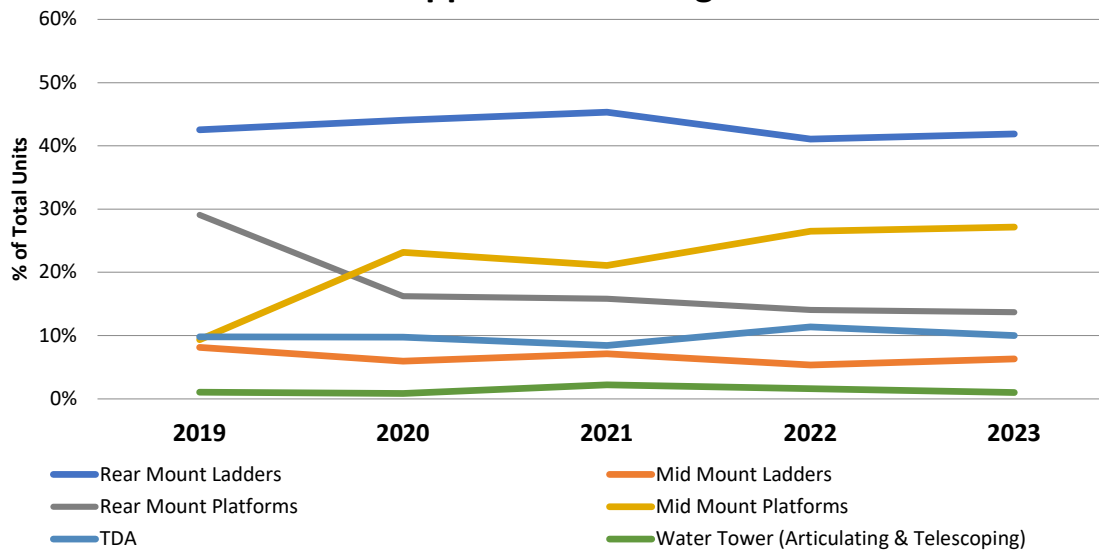
**12 Month Rolling 6106 units**

Does not include ARFF or Refurbs  
All regions



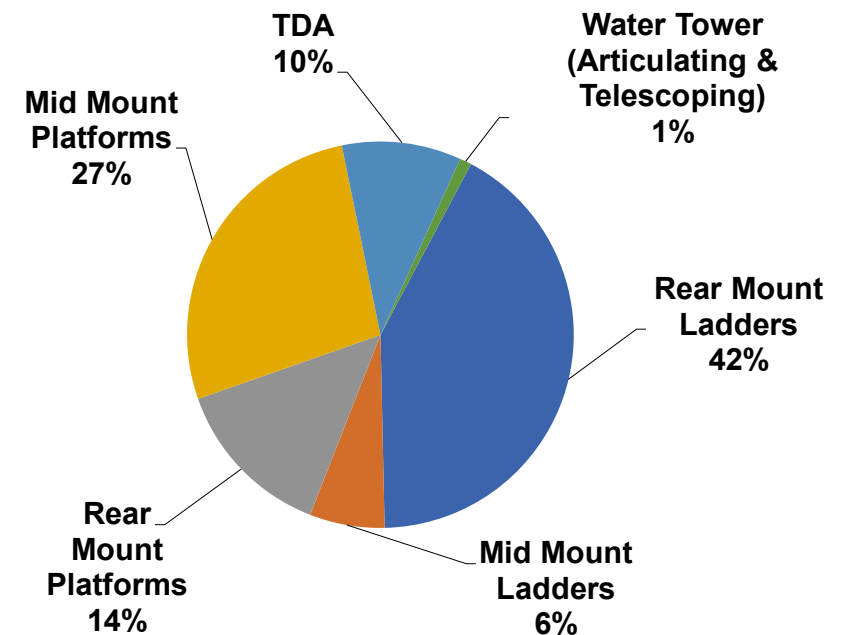
Aerial Bookings	Quantity	YOY Growth %
Rear Mount Ladders	419	-8.7%
Mid Mount Ladders	63	+5.0%
Rear Mount Platforms	137	-12.7%
Mid Mount Platforms	272	-8.1%
Tillers	100	-21.2%
Water Tower (telescoping & articulating)	10	-44%

**Aerial Apparatus Bookings Detail**



# **Aerial Apparatus Sales**

## **12 Month Rolling**



**2023 Bookings**

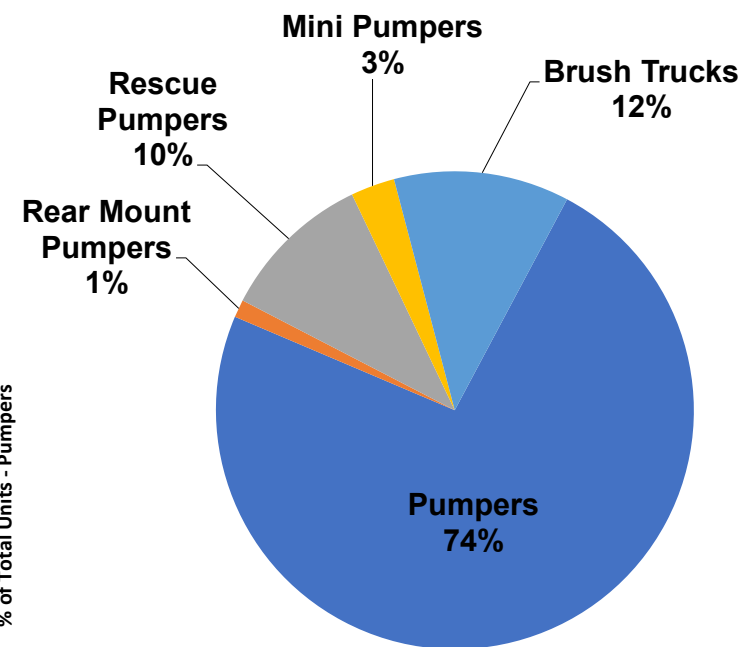
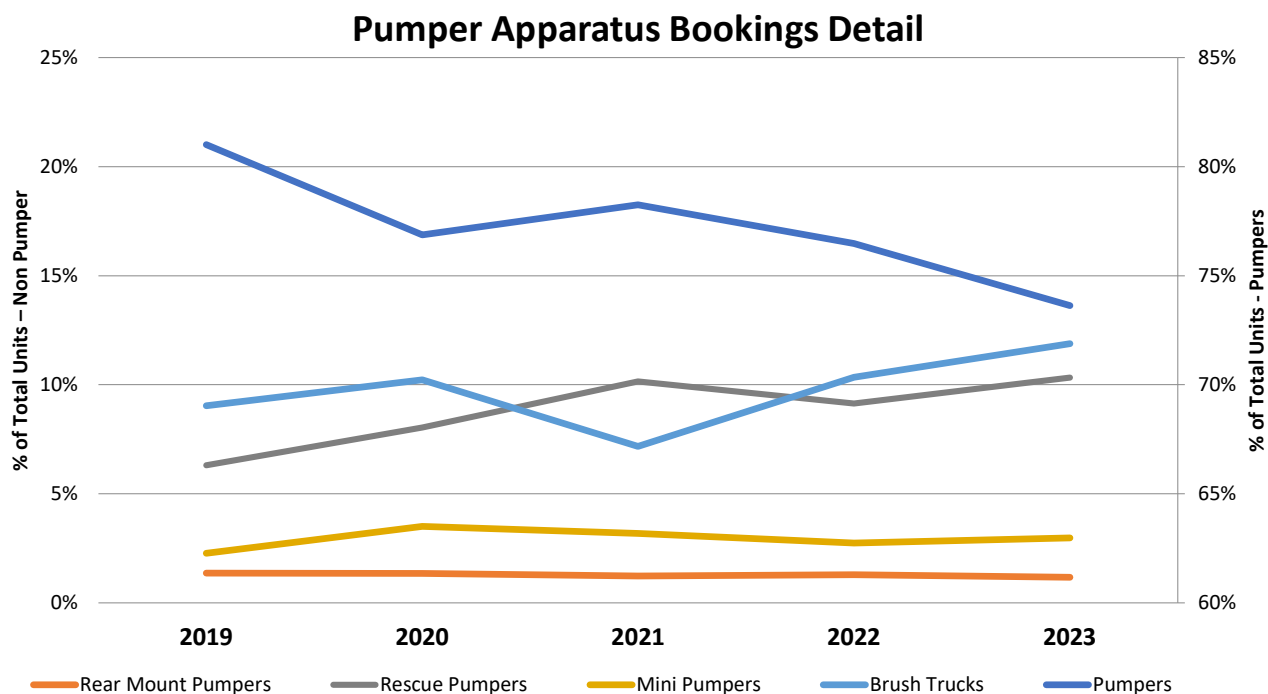
- **1001 Booked** (-10.4% YOY)
- **573 Shipped** (+4.9% YOY)





Pumper Bookings	Quantity	YOY Growth %
Pumpers	3116	-5.9%
Rear Mount Pumps	50	-10.7%
Rescue Pumps	437	+10.4%
Mini Pumps	126	+5.9%
Brush Trucks	503	+12.3%

# Pumper Apparatus Sales 12 Month Rolling



2023 Bookings

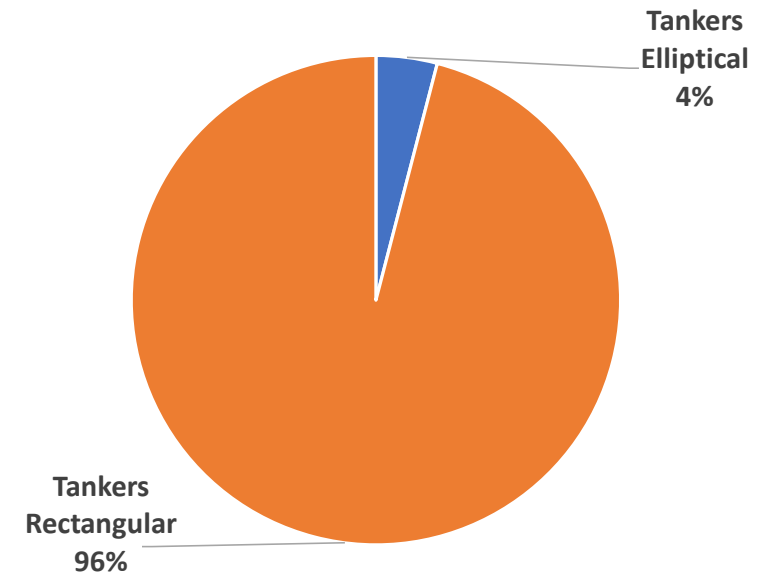
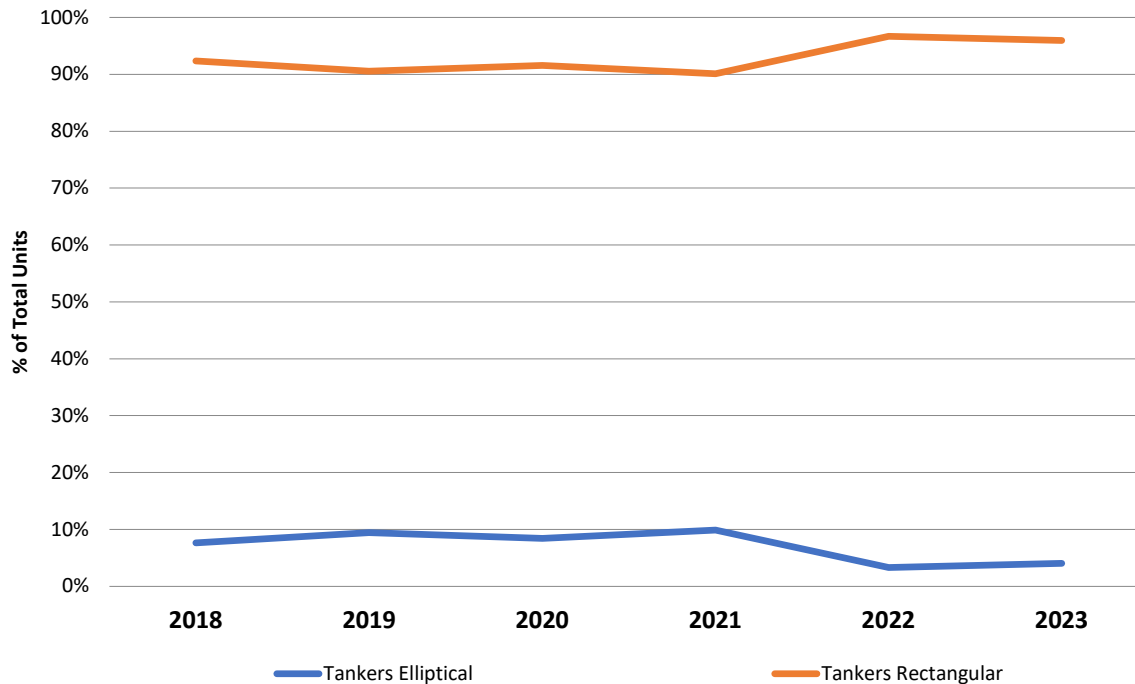
- **4,232 Booked** (-2.3% YOY)
- **2,476 Shipped** (+1.1% YOY)



Tanker Bookings	Quantity	YOY Growth %
Elliptical	25	+13.6%
Rectangular	594	-8.3%

# Tanker Apparatus Sales 12 Month Rolling

Tanker Apparatus Bookings Detail



2023 Bookings

- **619 Booked** (-7.6% YOY)
- **554 Shipped** (+15.2% YOY)

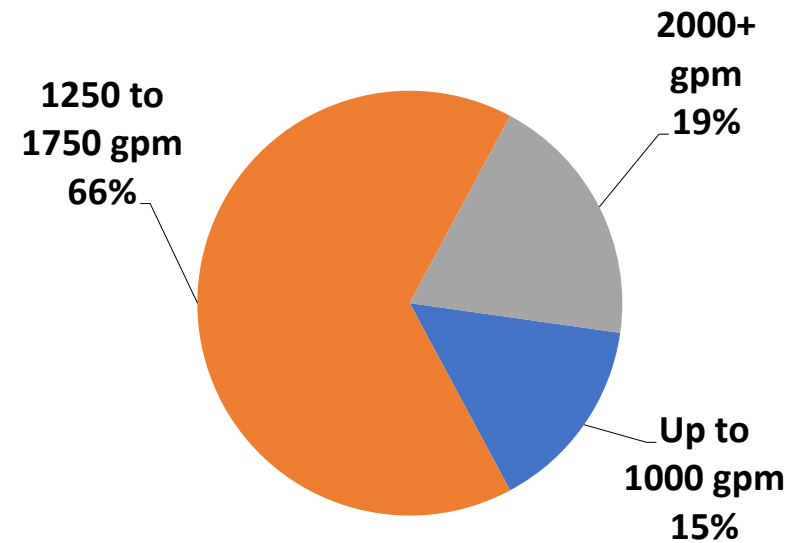
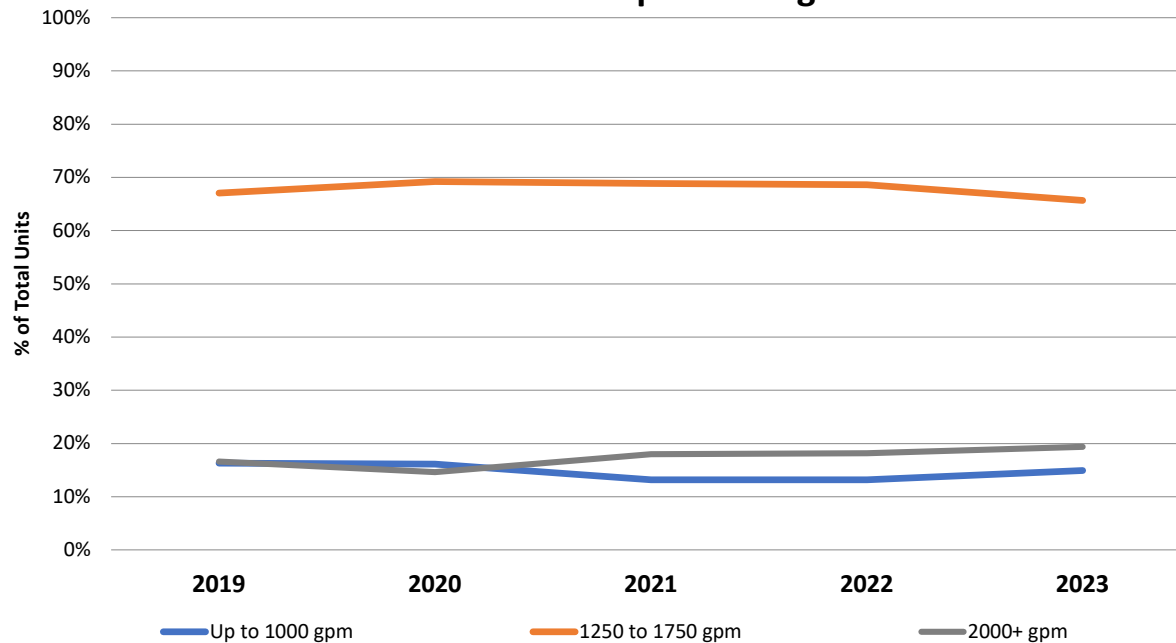


# Vehicles with Pumps Sales

## 12 Month Rolling

Pumper Bookings	Quantity	YOY Growth %
Up to 1000 GPM	810	+8.1%
1250 – 1750 GPM	3557	-8.6%
2000+ GPM	1051	+2.0%

Vehicles with Pumps Bookings Detail



2023 Bookings

- **5,418 Booked** (-4.4% YOY)
- **3,452 Shipped** (+3.4% YOY)

Does Not Include ARFF & Refurbs

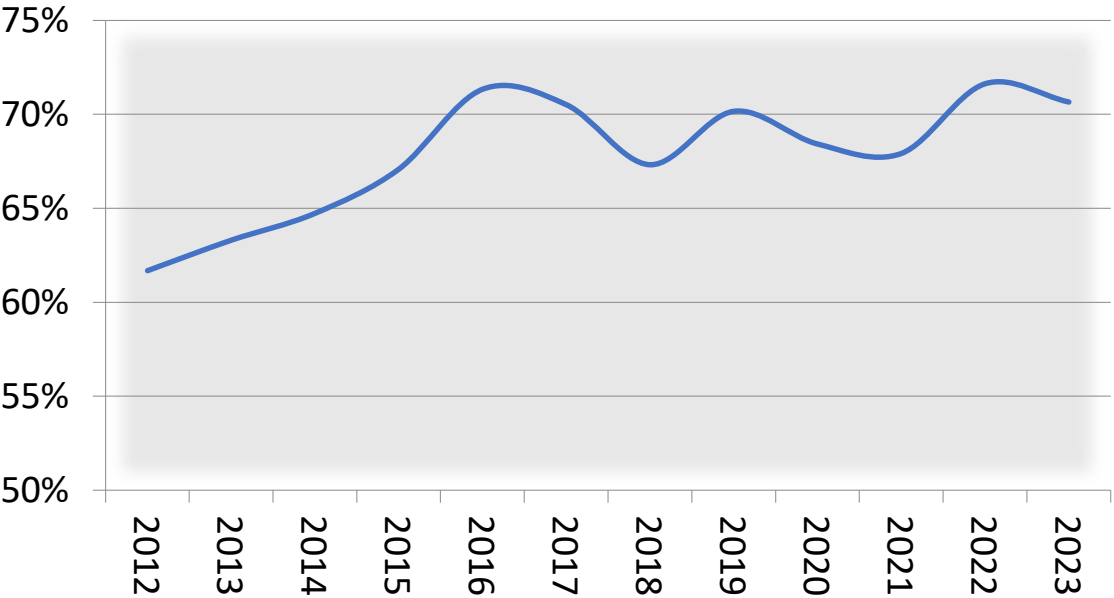


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# Total Industry Bookings Custom vs Commercial Chassis

Custom Chassis Annual Percent Usage – All Products



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%
2023	29.3%	70.7%	-6.3%

**Rolling 12 Month: 29.3% Commercial / 70.7% Custom**

All products, all regions



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**2023 Fall Meeting**

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



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## Questions/Comments



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# Technical Committee Report



**Roger Lackore**  
**Melissa Dobbs**







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#### ARFF



**Tague Johnson**  
(Rosenbauer)



**Sarah Peck**  
(Akron Brass)

#### PUMP



**Wayne Hable**  
(Darley)



**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**

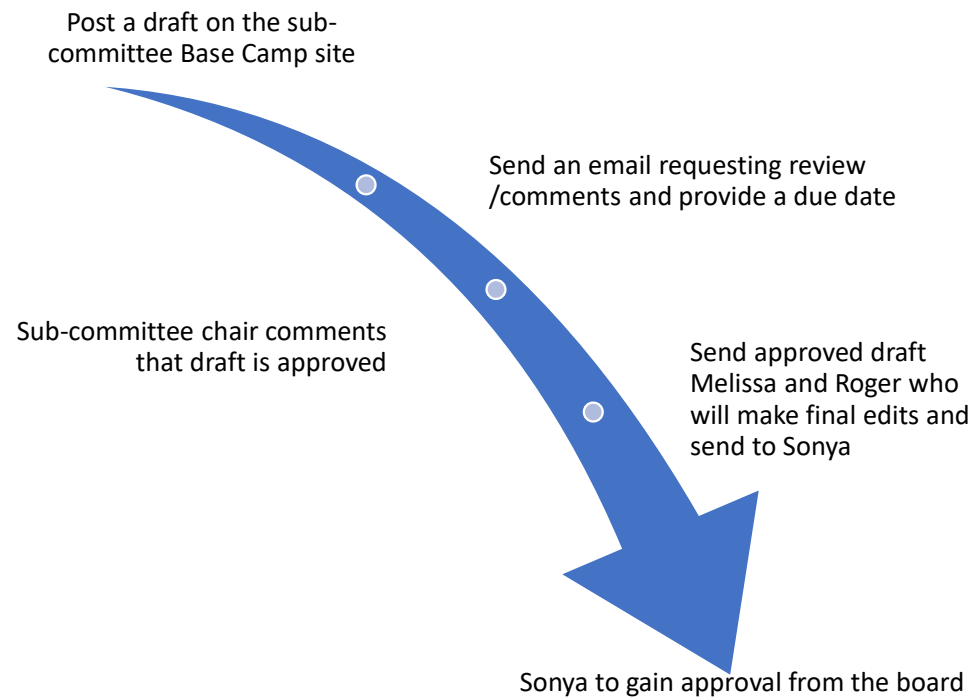
Pending	10
Draft	1
To Board	0
Published	41



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## Process for Submitting Buyer's Guides for Review/Approval





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## Aerial

**John Brady**  
**Jim Garver**

Aerial	TC068	Buyers Guide - Aerial Rope Rescue Systems	John Witt	Pending
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## Body

**Shelby Sutphen**  
**Wyatt Compton**

Body	TC072	Buyers Guide - Brush Truck Apparatus	Jesse Marroquin	Pending
	TC074	Buyers Guide - Wildland Apparatus	Doug Kelly	Pending
	TC075	Buyers Guide - Cold Environment Apparatus Des	John Witt	Pending
	TC077	Buyers Guide - Hose Bed Sizing	Jeff Hicks	Pending



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## Chassis

**Chris Crowell**  
**Dale Katz**

Chassis	TC084	Apparatus Electrification	Dale Eddy, Dale Katz	Pending
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## Electrical

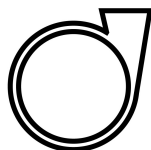
**Peter Luhrs**  
**John Doperalski**

Electrical	TC069	Buyers Guide - Vehicle to Vehicle Communications	Brock Aun	Draft
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## Pump

**Wayne Hable**  
**Mike Sulmone**

Pump	TC076	Buyers Guide - Pump Control Location	Wyatt Compton - Spartan	Pending
	TC086	Pump Temperature Protection	Wayne Hable	Pending



## Foam

**Gregg Geske**  
**Mike Dupay**

Foam	TC067	Buyers Guide - CAFS	Troy Carothers - Darley	Pending
------	-------	---------------------	-------------------------	---------



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## FAMA Forum Article Ideas

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



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## FDIC Tech Meeting April 17, 2024

FAMA Technical Committee will meet **Wednesday Afternoon.**

We will observe the turn-out and evaluate what makes sense going forward.

### Speaker

Topic: EV Apparatus early adoption perspectives from fire chiefs.

Moderator: Sam Massa

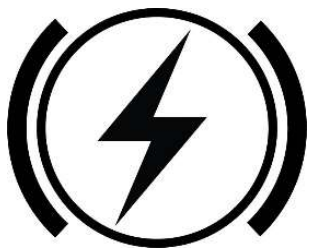


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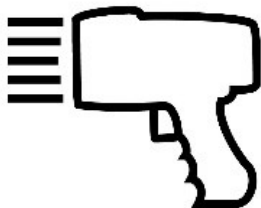
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## New Graphical Symbols

**Approved**



Brake Regen



Hand Held Light



Cruise Lights



BTMS Heat



BTMS Cooling





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## NFPA 1900 TIA and Edits

- NFPA 1900 SCBA mounting
  - Reference to SAE J2418 was changed from the 2003 edition to the 2020 edition in NFPA 1900 (2024 edition). This changed the test requirements drastically. TIA is being balloted to change it back.
- Aerial Section Missing
  - NFPA 1900 Errata: The Aerial Ladder Rated Capacity section was missing from NFPA 1900





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## NFPA Next Revision Schedule

Public input opens	Soon
Public input closing date	Sep 2025
First draft meeting in	Mar 2026
Public comment closing date	Jul 2026
Second draft meeting by	Sep 2026
Next issue to be issued in	Mar 2027





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## NFPA Next Revision FAMA Planning

Review chapters for simplification/deregulation

What in the standard may no longer apply:

- Is it measurable?
- Is it a minimum standard?
- Is it safety (not just operational)
- Is it useful

☐ Chassis

☐ Low Voltage Elect.

☐ Driving and Crew Areas

☐ Body

☐ Pumps (Lo, Hi, Ultra-Hi)

☐ Foam

☐ Aerial

☐ Line Voltage Elect.

☐ Command & Communication

☐ Breathing Air

☐ Winches

☐ Trailers





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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

**1900 ARFF** -

- 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

**1900 Fire** - Standard for Automotive Fire Apparatus

- Principal Sam Massa
- Alternate Philip Gerace

**1900 Ambulance** –

- Principal Steve Rowland
- Alternate Chuck Hutchins



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# Aerial Ladder Spacing Initiative

- NIOSH completed a ladder climbing study
- Routley and Lackore interview:
  - Episode 5 of The Supply Line Podcast – on Facebook, IG, TikTok, LinkedIn, and there will be a YouTube Playlist on the HiViz LED Lighting YouTube channel. Available in October.

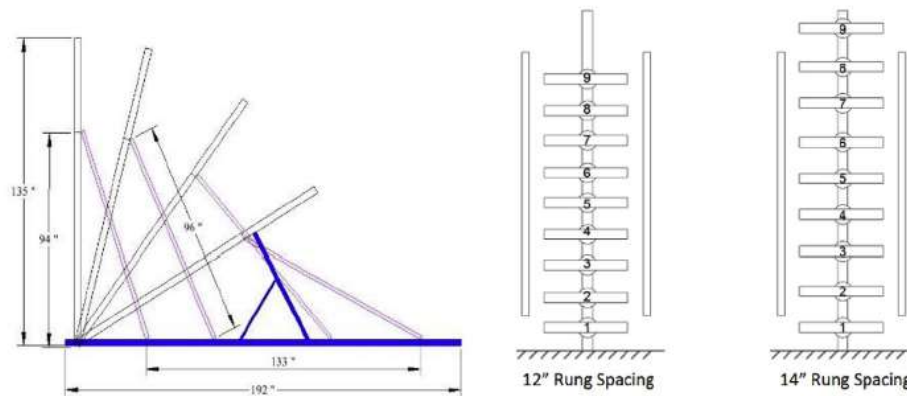


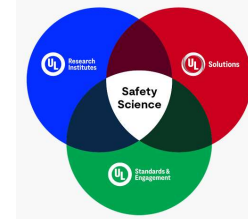
Fig. 1. Adjustable ladder with instrumented rungs and rails.



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## Canadian ULC DRAFT Standard



4.2 All new automotive fire apparatus, wildland fire apparatus, wildland fire crew carrier apparatus, and trailers shall meet the applicable requirements contained in NFPA 1900 Standard for Aircraft Rescue and Firefighting Vehicles, Automotive Fire Apparatus, Wildland Fire Apparatus, and Automotive Ambulances with the following exceptions:

- 4.2.1 Intake and Discharge Connections
  - Any thread for fire suppression plumbing may be specified by the AHJ in accordance with their operational requirements.
- 4.3 Fire Extinguisher
  - One fire extinguisher having a minimum rating of 5 B:C shall be provided.



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## PFAS Free Foam

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

**Updated Buyers Guide  
TC030 in Basecamp for  
Comments**







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## NHTSA NPRM for AEB and ESC

**NHTSA-2023-0023/FMCSA-2022-0171**

- ☐ ESC Required on Heavy Trucks
- ☐ AEB Required on Heavy Trucks
- ☐ AEB in Heads-Up-Display



**Tech Committee submitted two comment letters**

- ☐ ESC Not available on 4x4 – **Asked for Exemption**
- ☐ AEB Not tested on emergency vehicles – **Asked for Exemption**
- ☐ HUD is not physically possible with vertical windshields





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# Questions?



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## **Parking Lot Initiatives**

**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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# **EDUCATION – SCHOLARSHIP COMMITTEE REPORT**

David Williamson

Board Liaison: Oran McNabb



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# Phillip L. Turner Scholarship Report

## **SCHOLARSHIP OVERVIEW:**

FAMA is offering one (1) \$5,000 scholarship to a full-time sophomore, junior or senior student enrolled in a four-year **Fire Protection Engineering or Fire Administration** degree program or enrolled in a full-time master's degree program in Fire Protection Engineering or Administration at an accredited four-year university or college located within the United States or Canada. Valid degree programs for the FAMA Scholarship are based on traditional classroom learning.

The 2024 application is posted on the FAMA web site.

<http://www.fama.org/about-fama/scholarships/>



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## 2023 Phillip L. Turner Scholarship Report

### Sincere Thank You to Our Sponsors

The Phillip L. Turner Scholarship is awarded annually by FAMA and has been sponsored since 2009 by FAMA member Akron Brass Company.





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## **2023 Phillip L. Turner Scholarship Report**

To increase awareness and applications the scholarship was promoted to 36 professors at 16 colleges that offer degree programs that meet the requirements.



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# 2023 Phillip L. Turner Scholarship Award Recipient



Leonardo Vargas  
2023 Phillip L. Turner Scholarship  
Recipient  
Eastern Kentucky University

Fire Apparatus Manufacturers' Association



The Fire Apparatus Manufacturers' Association, in association with  
Akron Brass Company and Hale Products hereby awards to:

**Leonardo Vargas**

the 2023 Phillip L. Turner Fire Protection Scholarship  
for outstanding achievement while attending

Eastern Kentucky University

Bert McCutcheon, President  
FAMA Board of Directors  
[www.fama.org](http://www.fama.org)

August 21, 2023



FAMA Scholarship sponsor since 2009.

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## **2023 FAMA Scholarship Award Recipient**

Competition for the scholarship has always been tight, with the most minute details separating the top three or so candidates.

In 2022, board liaison, Gary Pacilio recommended asking the board to award a second scholarship using extra funds from the golf event. The board approved the use of \$1,500 for a second scholarship that year.





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## **2023 FAMA Scholarship Award Recipient**

In 2023, the applicants were again very close and board liaison Oran McNabb, polled the board for approval to fund a second 1,500.00 scholarship.

Neither of these awards were meant to detract from our appreciation for the Phillip L. Turner Scholarship that is graciously sponsored by Akron Brass and Hale Products.



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## **2023 FAMA Scholarship Award Recipient**

We would like to discuss if the membership would like to continue with this smaller scholarship and if a member company would like to sponsor it.



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# 2023 FAMA Scholarship Award Recipient



Jordan Lin  
2023 FAMA Scholarship Recipient  
Oklahoma State University

Fire Apparatus Manufacturers' Association



The Fire Apparatus Manufacturers' Association hereby awards to:

**Jordan Lin**

the 2023 FAMA Scholarship  
for outstanding achievement while attending

Oklahoma State University

August 22, 2023

Bert McCutcheon, President  
FAMA Board of Directors  
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# 2024 Phillip L. Turner Scholarship Report

## **REQUIREMENTS FOR CONSIDERATION:**

- Applicant must be a full-time sophomore, junior or senior student currently registered in the upcoming school year.
- Applicant must be enrolled in a four-year fire protection engineering program at an accredited university or college located within the United States or Canada and requires traditional, in-person classroom learning.
- Or applicant must be enrolled in a full-time master's degree program in fire protection engineering or administration.

## **2024 DEADLINES AND DATES:**

- Application Period: September 1, 2023 to June 1, 2024 (Close Date: 6/1/24)
- Application Evaluation Period: June 15 to July 15, 2024
- 2024 Scholarship Recipient Announced and Awarded by: August 15, 2024



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## Questions/Comments



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# **MEMBERSHIP COMMITTEE REPORT**

Gregg Geske  
Jennifer Hollis

Board Liaison: Ron Truhler



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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 2023 Spring Meeting**

- Stamm Manufacturing (May)
- Passman's E.V.T. Services (July)
- LiquidSpring LLC (August)
- Lifeline Firehose (August)



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# Member Companies

- Currently there are 135 FAMA Member Companies



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# 2023 Fall Meeting



## Questions/Comments



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# **MARKETING & TRADE SHOW COMMITTEE REPORT**

**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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# MARKETING ACTIVITIES

- Clarion – FAMA Buyer's Guides E-Blasts
- FDIC Sponsorship – Under review
- Enhancing Value to FAMA customers





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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



TC005 - 2024

Fire Apparatus Standard Changes 2024

Prepared by the FAMA Technical Subcommittee

This guide does not endorse any manufacturer or product.

The National Fire Protection Association (NFPA) has, for years, published standards for fire apparatus. Beginning with apparatus contracted for after January 1, 2024, these standards have been renamed and renumbered. The standards have also been revised. This document presents the highlights of these changes and is for reference only. Refer to the actual standards documents available at [NFPA.org](https://www.nfpa.org).

Explore the upcoming changes today! Download the document [here](#).

FAMA Buyer's Guides

The specification process for the design, acquisition and maintenance of fire apparatus can be daunting at best. FAMA has spent years developing Buyer's Guides 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.



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# FAMA FORUM ARTICLES

We have partnered with Clarion to have Chris McLoone, editor, assist in writing FAMA forum articles for publication. The first will be in the **December** issue of Fire Apparatus and Emergency Equipment magazine and feature the NFPA apparatus standards changes for 2024.

We still need assistance on topics and people Chris can interview for the articles. Let us know if you'd like to help!

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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Banners

Graphics By: Alissa McGlone



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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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# 2023 Fall Meeting



## Questions/Comments



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**2023 Fall Meeting**

# **FALL MEETING PLANNING COMMITTEE**

Chris Martin  
Gabe Casucci

Board Liaison: Jason Witmier



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## New FAMA Committee

FAMA's Fall Meeting Planning Conference is new. The committee was added to provide more help and focus to the planning of the Fall Conference.



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# Committee Members

## FEMSA Representatives

- David Russell
- Peter Askey
- Crosby Grindle

## FAMA Representatives

- Gabe Casucci
- Chris Martin
- Bert McCutcheon
- Jason Witmier





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# Welcome to The JW Marriott New Orleans





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# Planning Committee Activities

- Planned the 2023 Fall Conference
- Introduced a new Sponsorship Program
- Negotiated Fall 2025 Meeting contract  
Charleston (SC) Marriott





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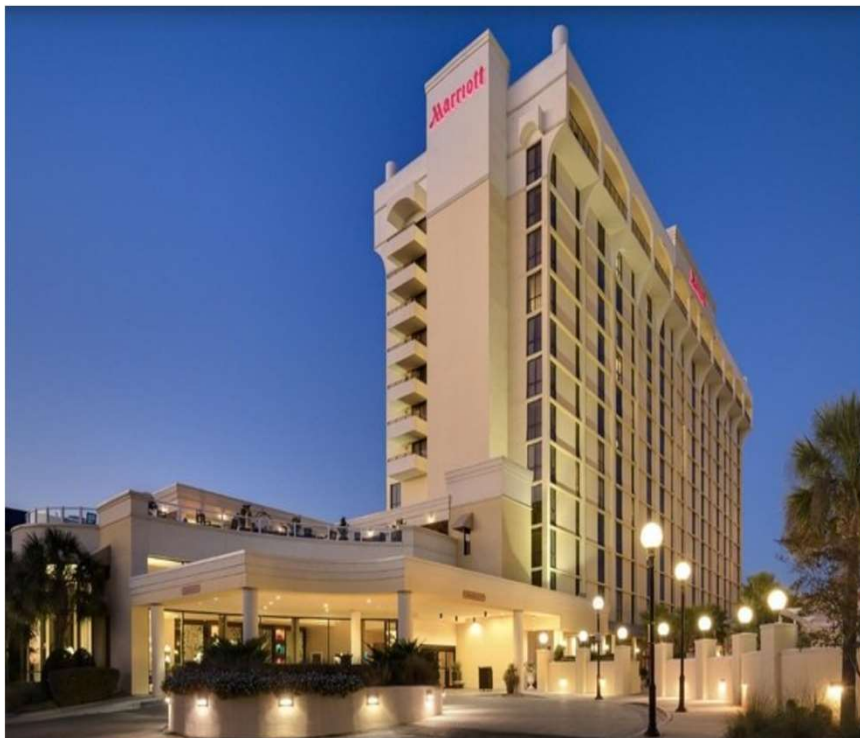
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# Fall Conference 2025

## Charleston, SC

### (September 23-26)

## The Charleston Marriott





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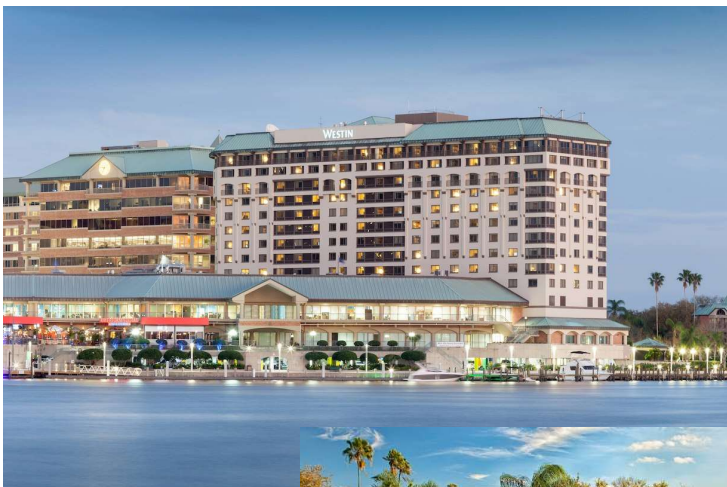
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# Fall Conference 2024

## Tampa, FL

### (September 24-27)

## The Westin Tampa Waterside





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# Questions/Comments





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**2023 Fall Meeting**

# **SPRING MEETING PLANNING COMMITTEE**

Pat Cahill  
Tim Allaband

Board Liaison: Gary Pacilio



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# Committee Members

**Tim Allaband / Co-Chair** – Matheny Fire & Emergency

- Mark Albright – 4 Guys Fire Trucks
- Chick Granito – Honorary Member
- Jay Johnson – Golight, Inc.
- Kaoma Massa – HiViz Lighting, Inc.
- Board Liaison: Gary Pacilio





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# Committee Members

## Annual Golf Tournament Coordinators

- Brian Emmel – Federal Signal Corp.
- Damon Lewis – Fouts Bros., Inc.
- Ron Truhler – H.O. Bostrom Company, Inc.



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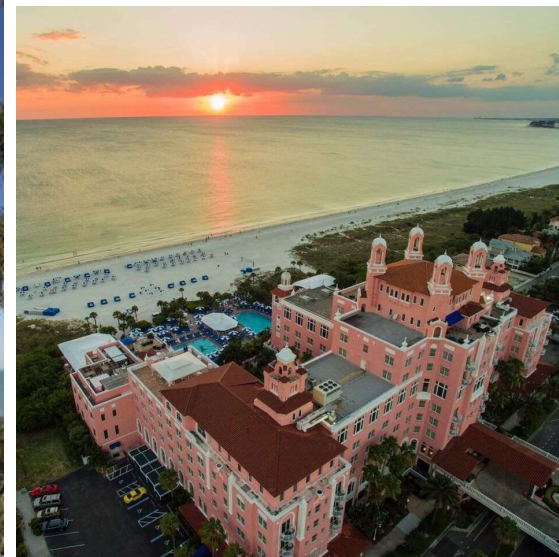
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# Spring Meeting 2024

## St Pete Beach, FL

Feb. 24 – 27

### *The Don CeSar Hotel*







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# Planning Committee Activities

- In 2022, negotiated three FAMA Spring Meeting contracts:
- 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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# Questions/Comments



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# 2024 Board Focus

**Mission:** Continue to provide industry-based value that maximize profits of FAMA member companies.

- Build strong partnerships that raises awareness of FAMA.
- Distribute pertinent information to member companies and end-users.

**Key Focus Areas:** Statistics, Technical Committee, Government Affairs, and Networking.

- Deliver content and value at meetings and throughout the year.

**Compass Committee:** Leverage the experience from past leaders to build a stronger future.

- Long range strategic and financial planning.





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**2023 Fall Meeting**

# **Unfinished Business**

## **New Business**

## **Closing Remarks**



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**2023 Fall Meeting**

## **Next Meeting Notice**

### **2024 FAMA Spring Meeting**

**Saturday, February 24 -  
Tuesday, February 27, 2024**

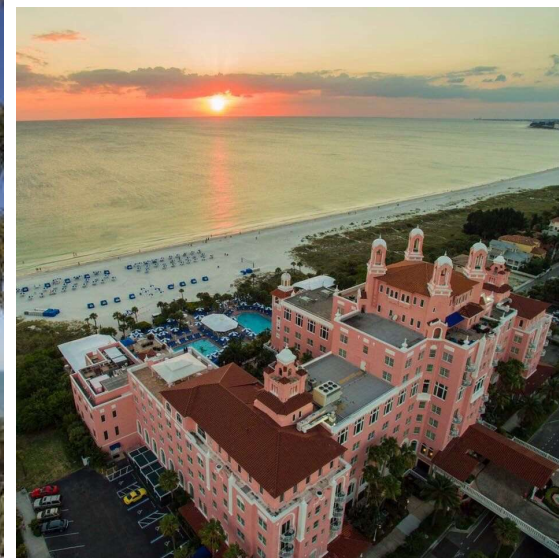
**The Don CeSar Hotel  
St. Pete Beach, FL**



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# We look forward to Seeing you in St. Pete Beach, FL (February 24-27)





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**2023 Fall Meeting**

**Thank You**



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