



**MEETING MINUTES  
FIRE APPARATUS MANUFACTURERS' ASSOCIATION  
GENERAL MEMBERSHIP BUSINESS MEETING  
Hilton Salt Lake City Center – Salt Lake City, UT  
September 21 and 22, 2022**

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

**Call to Order** – by President Oran McNabb at 3:30 P.M. MT.

**Invocation** – Mr. Gerace provided the invocation.

**Welcome and Opening Remarks** – Mr. McNabb welcomed the attendees to the meeting and encouraged Q&A. Attendees were asked to turn their cell phones to silent.

Mr. McNabb introduced the 2022 Board of Directors and thanked them for their service.

A special welcome was extended to the two new FAMA members, and the 19 first-time attendees. The first-time attendees were recognized.

**Roll Call** – Mr. Truhler called the roll. There were 51 member companies in attendance. A quorum was declared. [See list following these minutes.]

**Proof of Notice** – Notice of this meeting was sent via email on April 22, 2022, to all members pursuant to the association bylaws.

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

**VOTED:** To approve and enter the minutes of the February 28, 2022, and March 1, 2022, Business Meeting into the records of the association.

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

**Self-Introduction of Members** – All attendees provided a self-introduction of themselves.

**Sponsor Recognition** – Mr. McNabb thanked all the meeting sponsors and provided special recognition of the Clarion Fire & Rescue Group for their corporate sponsorship.

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

- Mr. Toren reviewed the members of the Nominating Committee, the committee's annual objectives, and schedule.
- The Board Structure Chart and the 2023 open board positions were reviewed: Vice President, Treasurer, and Director-at-Large (Component).
- Mr. Toren presented the 2023 Board Nominations as follows:
  - Vice President – Jason Darley
  - Treasurer – Gary Pacilio
  - Three Candidates for Director-at-Large (Component):

- Melissa Dobbs
- David Williamson
- Jason Witmier
- Mr. Toren provided a review of the required qualifications for candidates.
- A call for nominations from the floor was requested.
  - Mr. Pat Cahill was nominated from the floor for Director-at-Large (Component)
  - With no additional floor nominations, motion was made and seconded, to close the nominations. The floor nominations were closed.
- The four candidates for Director-at-Large (Component) were each provided two minutes to present their qualifications for Board service.
- Mr. Toren recognized the qualifications of the four nominees and asked Mr. Halpin to manage the election process.

**2023 Board of Directors Election** – Mr. Halpin, Bylaws Committee Chair, presented.

- The Election Ballots were distributed. One ballot per every attending member company.
- All the ballots were collected.

**Treasurer's Report** – Board Treasurer Mr. Pacilio provided an overview of the following reports.

- 2021 Year End Assets and Liabilities
- Balance Sheet and Profit and Loss reports (as of 9/12/2022)
- 2022 Budget vs Actuals report
- Overall, the financials of the Association are in good shape and 2022 is tracking to be on budget.

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

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

**FAMA's 75<sup>th</sup> Anniversary History Book** – Mr. McNabb reported that the balance of the FAMA 75<sup>th</sup> Anniversary History books that were in stock at the fulfillment company had been destroyed in error.

**2025 Spring Meeting Location** – Mr. Cahill presented for the Meeting Planning Committee.

- Mr. Cahill provided a detailed presentation on two location options for the 2025 Spring Meeting. The two options presented follow:
  - Westin Rancho Mirage in Rancho Mirage, CA
  - Zachari Dunes in Oxnard, CA
- The members were asked to consider the two options presented for the 2025 Spring Meeting and be prepared to vote on Thursday, September 22nd.

**Education-Scholarship Committee Report** – Mr. Williamson, presented.

- Mr. Williamson announced that Brent Walker has joined the committee.
- A review of the Phillip L. Turner Scholarship program was provided.
- Special thanks to Akron Brass Company and Hale Products, the sponsors of the Scholarship.
- The committee promoted the scholarship to 14 colleges that offer programs that meet the requirements of the program.
- The 2022 Scholarship was awarded to Andrew Tivadar of the University of New Haven, CT.
- The committee also awarded another scholarship in 2022 to Elliot Paisner II of the University of Maryland, MD.
- Mr. Williamson finished his report with a review of the requirements for consideration and the application deadlines for the 2023 Phillip L. Turner Scholarship.

**2023 Board of Directors Election** – Mr. Halpin presented the election results.

- There is a tie for the Director-at-Large (Component) position between Mr. Cahill and Mr. Witmier.
- An election run-off was executed.

**2023 Board of Directors**– Mr. Truhler presented the final election results.

- Mr. Truhler acknowledged the four great candidates for Director-at-Large and thanked them for their continued support of FAMA.
- The final election results were announced for the 2023 Board of Directors:
  - Jason Darley – Vice President
  - Gary Pacilio – Treasurer
  - Jason Witmier –Director-at-Large (Component)

**Breakout Sessions** – Mr. McNabb and Mr. Halpin presented.

- Mr. McNabb reviewed the reason for the Breakout Sessions topic, Membership Qualifications. He provided an example of a FAMA member whose membership had to be revoked because they did not meet the requirements of the Association.
- The members of the Compass Committee will help to manage the discussions of each breakout group and noted that this is the first step in the process.
- Mr. Halpin provided the ground rules and reviewed the attendees group assignments.
- The results of this exercise will determine if there any needed revisions to the current required qualifications for membership.

Meeting Suspended 5:00 PM MT

Meeting Resumed 8:00 AM MT on September 22, 2022.

**Board of Directors Report** – Mr. McNabb, Board President, provided the following update.

- Since the 2022 Spring Meeting there have been roughly 16 new additions to various committees.
- The Board of Directors is looking into opportunities to develop a FAMA owned event.
- After many years of consideration, the Apparatus Replacement Project is progressing.
- A brief review of the meeting agenda was provided and the need to stay on time was stressed.
- After a review of Poll Everywhere was presented, Mr. Lingel conducted a test.

**Apparatus Replacement Project Report** – Mr. Jason Darley provided a project status report.

- An initial proposal from Hanover Research and some examples of collateral were reviewed.
- Mr. Darley presented Hanover’s cost options and timeline with a goal to introduce a data package at the 2023 Spring Meeting.

## **Committee Reports**

**Bylaws Committee Report** – Mr. Halpin and Mr. Whitehouse presented the proposed bylaw revisions to 13 sections. The proposed revisions were presented via email on August 18, 2022, in accordance with the Association bylaws.

[For the full report, see the presentation file posted in the Vault.]

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

**VOTED:** To approve the bylaw revisions as presented.

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

Mr. Bostrom thanked the Committee members for their work.

- A review of the Committee’s members, initiatives and projects was provided.
- Mr. Bostrom provided a detailed report.
- Overall, bookings are up but shipments are down due to the current supply chain issues.

- Mr. Bostrom reported that the committee has been missing its goal to close the data 30 days after quarter end and asked the contributing member companies to submit their data in a timely manner. [For the full report, see the presentation file posted in the Vault.]

### Poll Questions and Results

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

The Results of the Poll: 63 attendees responded.

Answers	Responses	Percent
How are member trucks purchased (i.e. p.o., consortium, etc.)	20	31.75
Electric vehicles	5	7.94
By geography (i.e. zip code)	11	17.46
Truck cost	27	42.86

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

The Results of the Poll: 55 attendees responded.

Answers	Responses	Percent
1	1	1.82
2	0	0
3	1	1.82
4	1	1.82
5	4	7.27
6	1	1.82
7	13	23.64
8	16	29.09
9	5	9.09
10	13	23.64

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### Education-Surveys Committee Report – Mr. Gerace presented the results of Industry and Member Outlook Surveys conducted in 2022.

- There were 1,498 responses to the Industry Outlook Survey.
- There were 111 responses to the Member Outlook Survey.
- Mr. Gerace reminded the meeting attendees the data collected in the Member Outlook survey is 100% private. The data is blind and individual responses not seen.

[For the detailed survey reports, see the presentation file posted in the Vault.]

## Poll Question and Results

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

The Results of the Poll: 56 attendees responded.

Answers	Responses	Percent
Yes	42	75
No	14	25

**Technical Committee Report** – Ms. Dobbs, Co-Chair, and Mr. Dale Katz, Chassis Subcommittee Chair, provided a report.

- A review of the Subcommittee leaders was provided.
- Ms. Dobbs provided a status report on the Buyer's Guide Program and reviewed the process to submit Buyer's Guides for approval.
- FAMA's participation in the 2023 FDSOA Apparatus Symposium has been cancelled.
- A list of possible FAMA Forum article topics were presented for the Board's review.
- Initial plans for the FDIC 2023 Technical Committee Meeting were reviewed.
- A new Graphical Symbol was presented.
- The FAMA Apparatus Safety Guide has been updated and includes 70 illustrations.
- FAMA's NFPA representatives were reviewed.
- Frame Corrosion Repair Guidelines by the Chassis Subcommittee has been published.
- Tire Life Guidelines are now in process by the Chassis Subcommittee.
- FAMA's engagement regarding CARB Engine Emissions 2024 is pending.
- The AIMS Act (American Innovation and Manufacturing Act) was discussed.
- Air Conditioning Refrigerant transition from R134 to R-1234yf. R-1234yf is the only practical alternative but, an application to the EPA is required. To support the application, the Technical Committee needs AC leak warranty data.

[For report details, see the presentation file posted in the Vault.]

## Poll Questions and Results

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

The Results of the Poll: 44 attendees responded.

Answers	Responses	Percent
Yes	30	68.18
No	14	31.82

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

The Results of the Poll: 58 attendees responded.

Answers	Responses	Percent
Very Important	24	41.38
Moderately Important	27	46.55
Not Important	7	12.07

**Membership Committee Report** – Mr. Geske provided a report for the committee.

- Mr. Geske reviewed the Committee members, their objectives, and what to do with a potential new member.
- Two new members have joined since the 2022 Spring Meeting: Rebel Strike and Vengeant Apparatus.
- There are currently 134 member companies.

### **Marketing & Trade Show Committee Report** – Mr. Witmier and Ms. McGlone presented.

- A review of the Committee members and their activities was provided.
- A report covering the Clarion E-Blasts open rates and click throughs was presented.
- The 2022 FDIC Sponsorship and graphics were reviewed. The attendees were asked to vote by a show of hands if they supported continuing the FDIC sponsorship. A majority of the attendees voted to continue the FDIC Sponsorship.
- The Spring Meeting challenge coin was reviewed.
- A new document was proposed on why attend the Membership Meetings, similar to the Why Join FAMA pamphlet.

### **Poll Questions and Results**

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

The Results of the Poll: 58 attendees responded.

Answers	Responses	Percent
In favor of an attendee gift	21	36.21
Against an attendee gift	12	20.69
Indifferent, no strong feelings either way	25	43.1

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

The Results of the Poll: 62 attendees responded.

Answers	Responses	Percent
Challenge coin branded for year of meeting	37	59.68
T-Shirt with FAMA logo and year	25	40.32

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

The Results of the Poll: 62 attendees responded.

Answers	Responses	Percent
Yes, I would purchase items	13	20.97
No, I have no interest in buying FAMA branded items	31	50
Indifferent	18	29.03

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

The Results of the Poll: 55 attendees responded.

Answers	Responses	Percent
Yes	51	92.73
No	4	7.27

### **Meeting Planning Committee Report** – Mr. Cahill presented for the committee.

- Mr. Cahill provided a review of the Committee members.
- He reviewed the two proposed Spring Meeting locations for 2025 and asked the attendees to vote.

### **Poll Question and Results**

- Vote for the preferred 2025 Spring Meeting location from the two proposed options.

The Results of the Poll: 59 attendees responded.

Answers	Responses	Percent
Rancho Mirage, CA	38	64.41
Zachari Dunes - Oxnard, CA	21	35.59

- Mr. Cahill reviewed the location and the planned speaker for the 2023 Spring Meeting.
- The dates and locations of the 2023 and 2024 meetings were reviewed.

**Interschutz 2022** – Mr. Gerace and Mr. Whitehouse provided a review of new technologies displayed at Interschutz.

[For report details, see the presentation file posted in the Vault.]

**2023 Board of Directors** – Mr. Truhler introduced the 2023 Board of Directors.

Past President – Oran McNabb  
 President – Bert McCutcheon  
 Vice President – Jason Darley  
 Treasurer – Gary Pacilio  
 Secretary – Ron Truhler  
 Director at Large – Bill Doeblor  
 Director at Large – Jason Witmier

**2023 Board Focus** – Mr. McCutcheon spoke briefly on his focus for 2023.

- Increase communications to the membership.
- Continue to increase committee involvement.
- Work to provide greater value to the members.

**Unfinished Business** – None

**New Business** – None

**Next Meeting Notice** – The next meeting of the FAMA Membership will be held March 18-21, 2023, at The Westin Fort Lauderdale Beach Resort in Fort Lauderdale, Florida.

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

**VOTED:** To adjourn, at 10:01 a.m. MT

A true copy, attest:

\_\_\_\_\_  
 Sonya Kelly  
 Recording Secretary

**FAMA MEMBERSHIP BUSINESS MEETING  
SEPTEMBER 21-22, 2022**

Akron Brass Company	David Durstine, William Simmons
AMDOR Inc.	Oran McNabb, Bruce Whitehouse
Apparatus Equipment & Service, Inc.	Bob Allen, James Allen, Will Arbus, William Arbus
Blue Sea Systems Inc.	Jeff Harper
BME Fire Trucks, LLC	Chad Moffat, Landon Moffat, Var Reeve
Bulldog Fire Apparatus, Inc.	Jeffrey Mazza
C.E. Niehoff & Company	Peter Sremac
CET Fire Pump Mfg., Ltd.	Jerry Halpin
Cummins Inc.	Chris Crowel
Darley	Jason Darley, James Long, Kevin Sofen
E-ONE, Inc.	Larry Daniels, Dale Katz, Gary Pacilio
Elkhart Brass Mfg. Co., Inc.	Chris Martin
Federal Signal Corporation	Brain Emmel
Fire Lion Global LLC	Aaron Johnson
Fire Research Corporation	Michael Dupay, Peter Luhrs
Firetrucks Unlimited	Brian Reyburn
Fort Garry Fire Trucks	Rick Suche
Fouts Bros., Inc.	Damon Lewis
H.O. Bostrom Company, Inc.	Paul Bostrom, Ron Truhler
HAAS Alert	Jeremy Agulnek
Hale Products, Inc.	Steve Rowland
Hannay Reels, Inc.	Eric Hannay
Hendrickson	Robert Albano
HiViz Lighting, Inc.	Ryan Baldwin, Chelsea Lassen
Hub Fire Engines & Equipment Ltd.	Mike Welte
IMMI	Melissa Dobbs, Josh Motsinger, Justin Swan, Steve Ward
Kussmaul Electronics Co.	Danny Graham, Patrick Hester, Alissa McGlone
Link Suspensions of Canada LP	Mark Molitor
Matheny Fire & Emergency	Tim Allaband
Metalfab Ltd.	Ryan Stacey
Michelin North America	Pat Meisenholder
OFAB Inc.	Mark Coley
Oshkosh Airport Products	Lee Morris
Pierce Manufacturing, Inc.	Jerry Conley, JohnSchultz
PPG Industries	Lou Milanovich, Kim Walton
Pro Poly of America, Inc.	Jim Kurila
PyroUHP	Casparus Seyffert
ROM Corporation	Matthew Pitzer
Rosenbauer America, LLC	Allison Niendiek
Safetek Emergency Vehicles Ltd.	John Witt
Sam Carbis Solutions Group, LLC	David Williamson
SoundOff Signal	Douglas Baker, Gabe Casucci, Brenten Walker
Sutphen Corporation	Kevin Kuszmaul, Julie Phelps, Steven Phelps
Task Force Tips, Inc.	Philip Gerace
The Will-Burt Company	Drew Newman
United Plastic Fabricating, Inc.	Patrick Cahill, Andrew Lingel
United Safety & Survivability Corporation	Steve Toren, Jason Witmier
Ward Diesel Filter Systems	Scott Beecher
Waterous Company	Gregg Geske, Jason Nawrocki, Dan Reese
Weis Fire and Safety Equipment, LLC	Mike Weis
Whelen Engineering Co., Inc.	Paul Deming