



**MEETING MINUTES
FIRE APPARATUS MANUFACTURERS' ASSOCIATION
SPRING MEMBERSHIP BUSINESS MEETING
WESTIN FORT LAUDERDALE BEACH RESORT IN FORT
LAUDERDALE, FL
MARCH 20-21, 2023**

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

Invocation – Mr. Lackore provided the invocation.

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

Welcome and Opening Remarks – Mr. McCutcheon welcomed the attendees and provided a few opening remarks including the requirements for meeting participation and an overview of the plans for the day.

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.

Chief Garrett Pingol, Executive Officer of Fort Lauderdale Fire Rescue – Chief Pingol welcomed the meeting attendees to Fort Lauderdale. He provided a brief description of Fort Lauderdale Fire Rescue's coverage area, the department's primary concerns, and challenges. Before closing, he thanked the meeting attendees for their support of the fire service.

Clarion Fire & Rescue Presentation – Mr. Schlett thanked the FAMA members for their business. He introduced Clarion's new staff members and provided a review of some new programs and opportunities planned for FDIC 2023.

Call to Order – by President Bert McCutcheon at 8:20 A.M. EST.

Roll Call – Mr. Truhler called the roll. There were 66 member companies in attendance. A quorum was declared. [See list following these minutes.]

Proof of Notice – December 19, 2022

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

VOTED: To approve and enter the minutes of the September 21-22, 2022 Fall Business Meeting into the records of the association.

Mr. McCutcheon introduced the 2023 Board of Directors.

The eight (8) new FAMA Member Companies that joined the Association since the 2022 Spring Meeting were recognized.

The 14 First-Time Attendees were recognized and presented with a welcome gift.

All attendees provided a self-introduction of themselves.

Board of Director's Report – Mr. McCutcheon thanked the members for the honor to serve as the 2023 FAMA Board President. He shared how he initially became involved with FAMA and the positive experience it has been. He assured the members that the association is healthy. Although the association has lost some members, it has gained more new members. Mr. McCutcheon encouraged the first-time attendees to get involved with committees and work towards serving on the Board.

Treasurer's Report – Mr. Pacilio provided a Summary Report of Fiscal Year 2022 through the following reports. [See slides for details.]

- An overview of Total Income and Expenses for the years 2016-2022
- Assets, Gross Profits, Net Income for 2018-2022 YTD
- The Balance Sheet as of December 31, 2022 with comparison to 2021
- 2022 Profit and Loss Report with comparison to 2021
- Within the reports, details were provided for any major differences to the prior year.

Mr. Pacilio provided a Summary Report of Fiscal Year 2023 through the following reports.

- The Balance Sheet as of March 15, 2023 with comparison to 2022
- 2023 Budget vs Actuals YTD
- Within the reports, details were provided for any major differences to the prior year.

Mr. Pacilio noted with consideration of the decrease in meeting attendance and sponsorships, the Board will manage the budget conservatively for the balance of the year.

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

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

Apparatus Replacement Project Report – Mr. Darley provided a report.

- Hanover Research has been engaged to gather the necessary data via an online survey on Fleet Management and Maintenance. Hanover will analyze the results and provide a report. The goal is to use the data collected to develop a tool that will help fire departments justify and validate the purchase of new apparatus.
- Mr. Darley reviewed some of the proposed survey questions and the current timeline for the project.

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

Education-Surveys Committee Report – Mr. Gerace announced that the Education-Survey and Statistics Committees are merging and will now be called the **Data & Research Committee**.

- The collection and distribution of apparatus and pump orders and delivery statistics will continue.
- The new Data & Research Committee will facilitate the collection of more actionable data for the business planning needs of member companies.
- The committee needs new members.
- Mr. Gerace requested members provide feedback on the type of data that is needed.

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

- The Committee's goal is to provide quality data in a timely manner. Mr. Schultz asked the attending member representatives to encourage the Truck Reporters to meet the committee's deadline for reporting data. Their deadline for statistical data is the end of the month after a quarter ends. He also encouraged the apparatus manufacturers to support the program by reporting statistical truck data.
- Mr. Schultz provided a review of the Committee's members, initiatives, and other projects.

The following statistical data was presented in charts and graphs:

- The North American Fire Apparatus Bookings were reviewed using a 12-month rolling average, there were 6,256 units booked, this number is up 12.0% from 2021. This number does not include ARFF, refurbs or international units.
- Total Industry Bookings and Shipments – This report includes all vehicles (ARFF and refurbs units). Total units booked in 2022 was 6,584. A total of 3,851 vehicles were shipped, which is down - 10.7% YOY.
- Total Fire Apparatus Sales by Product Type in 2022 (using a 12-Month Rolling Average) – Pumpers continue to make up the majority of products sold with 66% of the total bookings. Three product categories represent 93% of the market (Pumpers at 66%, Aerials at 17%, and Tankers at 10%).
- Total Fire Apparatus Sales by Month (12-Month Rolling Average) – Report shows the number of units booked by month for a total of 6,418 units.
- Aerial Apparatus Sales (12-Month Rolling Average) – 1,117 aerial units were booked, up by 30.8 % YOY; 546 units were shipped, down -4.2% YOY.
- Pumper Apparatus Sales (12-Month Rolling Average) – 4,331 units were booked, 14.1% YOY increase; 2,450 units were shipped, -8.0% YOY decrease.
- Tanker Apparatus Sales (12-Month Rolling Average) – 670 units were booked, -11.6% YOY decrease; 481 units were shipped, -11.1% YOY decrease.
- Vehicles with Pumps Sales (12-Month Rolling Average) – 5,670 pumps were booked, 9.9% YOY increase; 3,339 units were shipped, -6.1% YOY decrease.
- Total Industry Bookings – Custom vs Commercial Chassis (12-Month Rolling Average) – The annual usage for Commercial Chassis is 28.4% and 71.6% for Custom Chassis. Custom Chassis had a 3.7% increase YOY.

Two Poll Everywhere questions were asked, the results follow:

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

The Results of the Poll: 63 attendees responded.

Response options	Responses	Percent
a) Pump size	21	32.31
b) Adding Tank Size	22	33.85
c) Adding Seating positions	22	33.85

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

The Results of the Poll: 65 attendees responded.

Response options	Responses	Percent
a) Reminders sooner	18	27.69
b) Updated Tutorial Information	3	4.62
c) All of the above	44	67.69

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

- Mr. Lackore reviewed the Subcommittee leaders.
- Ms. Dobbs provided an update on the Buyer's Guide Program by Subcommittee: Body, Chassis, Electrical, Aerial, Foam, and Pump. There are currently 11 pending guides, 1 draft guide, and 34 published.
- The process for submitting Buyer's Guide through review and approval was reviewed.
- FAMA is no longer coordinating the apparatus symposium speakers for FDSOA. Companies that want to participate should contact FDSOA directly.
- A list of potential FAMA Forum Article topics was presented.

- Four new graphical symbols were presented.
- Updates for the FAMA Apparatus Safety Guide are being collected.
- An update and explanation of how the NFPA Link works was presented.
- Mr. Lackore reviewed FAMA's NFPA Representatives by the current standards.
- Aerial Ladder Spacing Initiative – A NIOSH ladder climbing study has been completed. An initiative to reduce aerial ladder rung spacing to 12 inch maximum has stemmed from the results of the study.
- Canadian ULC Standard – S515 has not been updated since 2013. The committee is considering relying on NFPA 1900 rather than maintaining S515.
- Tire Life Guidelines – NFPA reports tire life to be 7 years. FAMA Apparatus Safety Guide reports 7 years from date of manufacture.
- The 2024 CARB Engine Emissions – FAMA is currently engaging with states to determine if they will adopt CARB emergency vehicle emissions exemption.
 - Pennsylvania, New Jersey, and Massachusetts exempt emergency vehicles.
- EPA for 2027
- An update regarding the conversion from Air Conditioning Refrigerant R134 to R1324yf was provided.
- PFAS Free Foam was discussed.
- Other New Initiatives being considered include:
 - A guide for EV Charging Infrastructure for fire stations
 - Clean Cab Guide
 - NHTSA Fire Apparatus Recall Guide
 - Engine Emissions & GHG Guide
 - Buyer's Guide Videos
 - Size and Weight by State Update

Due to a programming error, the two Poll Everywhere questions did not execute properly.

The meeting attendees were broken into ten groups for breakout sessions and asked to discuss the following three questions:

- What are more statistics that you would like to see from the data committee?
- What would help you want to sponsor?
- How can FAMA better serve member organizations?

The leaders of each breakout group presented a review of their group's thoughts and suggestions.

Meeting Suspended at 11:54 AM ET on March 20, 2023

Meeting Resumed at 8:04 AM ET on March 21, 2023

Mr. Cahill introduced the keynote speaker, Mr. Rocky Bleier.

Mr. Bleier spoke to the members and provided a presentation titled "Be the Best You Can Be."

After a break, Mr. McCutcheon called the meeting to order and thanked the sponsors of the breakfast and the meeting overall.

He presented the two Poll Everywhere questions requested by the Technical Committee and two additional questions.

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

The Results of the Poll: 47 attendees responded.

Response options	Responses	Percent
Mike Wilbur/ Gordan Routley – Rung Spacing	2	4.26
EPA 2027 Emissions Standards	17	36.17
A fleet manager discussing warranty concerns and wants/needs from OEMS	21	44.68
Presentation from Tesla Safety officers	7	14.89

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

The Results of the Poll: 47 attendees responded.

Response options	Responses	Percent
• In Person	13	27.66
• Virtual	34	72.34

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

The Results of the Poll: 45 attendees responded.

Response options	Responses	Percent
Yes	13	28.89
No	32	71.11

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

The Results of the Poll: 49 attendees responded.

Response options	Responses	Percent
Yes	48	97.96
No	1	2.04

Governmental Affairs Committee Report – Mr. Morris and Mr. Durstine provided a report.

- Mr. Morris reviewed the Committee members and goals.
- A review of the 2023 Hill Day Plans was provided and members were encouraged to host Home Days.
- Members were reminded that the funding for the AFG must be reauthorized by the end of September.
- There are 11 associations that are working collectively to deliver one clear and consistent message during the 2023 Hill Day.
- The annual GAC activities were reviewed.

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

- Mr. Geske reviewed the committee members and their objectives.
- He asked that members help grow the membership by explaining the benefits of membership and to contact a member of the Membership Committee for help.
- Six new FAMA members that joined since 2022 Fall Meeting were recognized.
- There are currently 139 FAMA Member Companies.

Bylaws Committee Report – Mr. Halpin Committee Chair, presented.

- A proposed revision to the Association Bylaw 6.7 - Vacancies was presented.

After discussion and upon motion duly made and seconded, by a show of hands it was:

VOTED: To approve the proposed revision to Bylaw 6.7 as presented.

Nominating Committee Report – Mr. Ignacio and Mr. Lingel, Committee Chairs, presented.

- The Committee is developing the list of interested individuals to present as the slate of nominees for the 2024 Board of Directors.
- A review of the Committee's Annual Objectives and the Board Structure was provided.
- The openings for the 2024 Board were reviewed.

Marketing and Trade Show Committee – Ms. McGlone, Committee Chair, presented.

- Ms. McGlone provided a review of the committee members.
- The Committee's objectives were reviewed.
- Ms. McGlone asked the attendees to consider why they are members of FAMA?
- A review of the Committee's activities was provided including the goal to enhance value to FAMA members.

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

- Mr. Cahill reviewed the committee members and the future event locations and dates.
- A Spring Meeting historical attendance report by member companies was reviewed.

How to Apply FAMA Statistics Data – Mr. Lingel presented.

- A training session on how to access and apply the FAMA Statistics Data was provided. [See slides for details.]

Mr. McCutcheon reviewed the results of the Poll Everywhere questions.

The FEMSA / FAMA Annual / Fall Conference and a possible FAMA Apparatus Symposium were discussed.

Unfinished Business – Mr. McCutcheon

- None

New Business – Mr. McCutcheon

- None

Closing Remarks – Mr. McCutcheon thanked the attendees for their attendance.

Next Meeting Notice – The next meeting of the FAMA Membership will be held Wednesday, September 27 and Thursday, September 28, 2023 at the JW Marriott New Orleans in New Orleans, LA.

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

VOTED: To adjourn, at 11:38 AM ET

A true copy, attest:

Sonya Kelly
Recording Secretary

**FAMA MEMBERSHIP BUSINESS MEETING
March 20 and 21, 2023**

Member Company Attendance

Advanced Wheel Sales, LLC	Pat Meisenholder
Akron Brass Company	David Durstine
AMDOR Inc.	Oran McNabb, Bruce Whitehouse
APR Plastic Fabricating, Inc.	Chad Falls
BME Fire Trucks	Chad Moffat
Bulldog Fire Apparatus	Jeffrey Mazza, Marc Mazza, Bert McCutcheon
C.E. Niehoff & Co.	Peter Sremac
CET Fire Pump Mfg., Ltd.	Jerry Halpin
Cummins Inc.	Chris Crowel
Darley	Paul Darley, Peter Darley
Dependable Emergency Vehicles	Pino Natale
Duo-Safety Ladder Corp.	Randy Vandersee, Sandra Vandersee
E-ONE, Inc.	Larry Daniels, Gary Pacilio
Elkhart Brass Mfg. Co. Inc.	Michael Dupay
EZ Trac AWD	Ben Harpenau, Kevin Schumm
Federal Signal	Brian Emmel
Ferrara Fire Apparatus, Inc.	Dan DesRochers
FF1 Apparatus LLC	Jonathon Van Norman
Fire Research Corporation	Peter Luhrs
Fol-Da-Tank	Keith Niebur
Fort Garry Fire Trucks	Brian Nash, Lisa Suche, Rick Suche
Fouts Bros., Inc.	Scott Edens, Damon Lewis
H.O. Bostrom & Company, Inc.	Paul Bostrom, Ron Truhler
HAAS Alert	Brock Aun, Cory Hohs
Hale Products, Inc.	Jeffrey Rhein, Steve Rowland
Hendrickson	Bob Albano
HiViz Lighting, Inc.	Ryan Baldwin, Joe Caughey, Chelsea Lassen
HME Ahrens-Fox	Bill Doeblor
IMMI	Melissa Dobbs, Josh Motsinger, Justin Swan
KME Fire Apparatus	Mike Virnig
Kochek Company LLC	Andrew Simonds
Kussmaul Electronics Co.	Colin Chambless, Danny Graham, Alissa McGlone
Link Suspensions of Canada	Mark Molitor
Marion Body Works, Inc.	Curt Ignacio, Kevin Ignacio
Matheny Fire & Emergency	Tim Allaband
Mile Marker Industries, Inc	Steve Stein
OFAB Inc.	Mark Coley

Oshkosh Airport Products
Performance Advantage Co.
Pierce Manufacturing, Inc.
PPG Industries
Pro Poly of America, Inc.
Realwheels Corporation
Rebel Strike, LLC
ROM Corporation
Rosenbauer America
Safetek Emergency Vehicles, Ltd.
Sam Carbis Solutions Group, LLC
Seagrave Fire Apparatus
Seats. Inc.
Signature 4
Skeeter Brush Trucks, LLC
Smart Power Systems
SoundOff Signal
Spartan Emergency Response
Sutphen Corporation
Task Force Tips, Inc.
The Will-Burt Company
TOMAR Electronics
United Plastic Fabricating, Inc.
United Safety & Survivability Corp.
Ward Diesel Filter Systems
WATERAX
Waterous Company
Whelen Engineering Co. Inc.
Williams Fire & Hazard Control, Inc.

Lee Morris
Greg Young
Jerry Conley, John Schultz
Lou Milanovich
Tim Dean
Greg Polka, Jan Polka
Matthew Brady, Karl Lee
Matt Pitzer
Bill Palmer
John Witt
David Williamson
Dan Hohn
Joe Brey
Eric Coppess
Mark Esquivel, Connor Flansburg, Jesse Marroquin
Jay Farrell
Doug Baker, Gabe Casucci, Randy Karel, Brenten Walker
Roger Lackore
Drew Sutphen
Philip Gerace, Jeff Hicks
Drew Newman
Dan Sides
Patrick Cahill, Andrew Lingel
Adam Graves, Jason Witmier
Scott Beecher
Raffaele Gerbasi, Frederic Lefrancois
Gregg Geske, Jason Nawrocki
Matt Kehoe, Naomi Menard
James Morgan