



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

2024 Spring Meeting

BREAKFAST

Sponsored by





FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

2024 Spring Meeting

WELCOME

Gary Pacilio



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

2024 Spring Meeting

INVOCATION

Tim Dean



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

**Thank you
to the
meeting
sponsors!**

CORPORATE SPONSOR



**FIRE &
RESCUE GROUP**

PLATINUM SPONSORS



We protect and beautify the world™

GOLD SPONSORS



SILVER SPONSORS



BRONZE SPONSORS



Special Thanks to the 2024 FAMA Annual Golf Tournament Sponsors





FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

Meeting Participation Requirements

- **Safety – Emergency Exits**
- **Robust Agenda**
 - Q&A Encouraged
 - Please Silent Cell Phones
- **Spouse/Guest Event**
- **Afternoon Networking**
- **Evening Reception & Awards Banquet**



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

2024 Spring Meeting

SPEAKER INTRODUCTION

Tim Allaband



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

2024 Spring Meeting

WELCOME

Fire Chief Jim Kilpatrick
St. Pete Beach Fire Department



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

2024 Spring Meeting

Thank You To Our Corporate Sponsor



CLARION
EVENTS

**FIRE &
RESCUE** GROUP



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

Clarion Fire Partnership History

Clarion's Fire & Rescue Group has supported FAMA for 23 years:

- Corporate Sponsorship
- FAMA Spring Meeting
- GAC Support
- Website Host
- Gratis Production & Dist. On ENL's
- Free Booth Space
- Print & Digital Promotion
- Tech Planning Committee Room





FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

Summary of Clarion's Partnership with FAMA

- 21 years of sponsorship
- Total dollars over life of partnership: \$1M+

	<u>Year</u>	<u>Corporate Sponsorship</u>	<u>GAC Sponsorship</u>	<u>Historical Total</u>
1	2003	25,000		25,000
2	2004	25,000		25,000
3	2005	25,000		25,000
4	2006	30,000		30,000
5	2007	30,000		30,000
6	2008	30,000		30,000
7	2009	35,000		35,000
8	2010	35,000		35,000
9	2011	35,000	27,500	62,500
10	2012	40,000	27,500	67,500
11	2013	40,000	27,500	67,500
12	2014	40,000	28,000	68,000
13	2015	40,000	30,000	70,000
14	2016	40,000	28,000	68,000
15	2017	40,000	27,500	67,500
16	2018	40,000	25,000	65,000
17	2019	40,000	25,000	65,000
18	2020	45,000	25,000	70,000
19	2021	45,000	25,000	70,000
20	2022	0	0	0
21	2023	45,000	25,000	70,000
		<u>\$725,000</u>	<u>\$321,000</u>	<u>\$0</u>
				<u>\$1,046,000</u>



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

Extending Partnership through 2025

Guaranteed \$70,000 to FAMA

- Base Amount of \$60K in 2024
- Base Amount of \$65K in 2025
- Incentive with no ceiling based on growth (YoY)

Example: If FAMA Members increase spending on Clarion Fire & Rescue Media YoY, by \$200,000 in aggregate, \$20,000 in addition to \$60,000 for \$80,000 total in 2024





FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

Renewed Clarion Partnership with FAMA

- With new 2-year agreement, the 2024 & 2025 incentive program gives FAMA opportunity to exceed last contact amount

	<u>Year</u>	<u>Corporate Sponsorship</u>	<u>GAC Sponsorship</u>	<u>Estimated 2024/2025 Incentive</u>	<u>Historical Total</u>
1	2003	25,000			25,000
2	2004	25,000			25,000
3	2005	25,000			25,000
4	2006	30,000			30,000
5	2007	30,000			30,000
6	2008	30,000			30,000
7	2009	35,000			35,000
8	2010	35,000			35,000
9	2011	35,000	27,500		62,500
10	2012	40,000	27,500		67,500
11	2013	40,000	27,500		67,500
12	2014	40,000	28,000		68,000
13	2015	40,000	30,000		70,000
14	2016	40,000	28,000		68,000
15	2017	40,000	27,500		67,500
16	2018	40,000	25,000		65,000
17	2019	40,000	25,000		65,000
18	2020	45,000	25,000		70,000
19	2021	45,000	25,000		70,000
20	2022	0	0		0
21	2023	45,000	25,000		70,000
22	2024	60,000		6,000	66,000
23	2025	65,000	0	6,000	71,000
		<u>\$850,000</u>	<u>\$321,000</u>	<u>\$12,000</u>	<u>\$1,183,000</u>



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

Media packages for FAMA Members Only

- Geo-Targeting
- FDIC Specific
- Leads Program

More detail to come on this before the roundtable breakouts





FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org





FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

2024 Spring Meeting

ERIC SCHLETT & LAUREN OCOMA

CORPORATE SPONSOR



**FIRE &
RESCUE** GROUP



FAMA Spring Meeting

TRAIN. LEAD. REPEAT.

APRIL 15-20, 2024

Indiana Convention Center & Lucas Oil Stadium

[FDIC.COM](https://www.fdic.com)

IN PERSON EVENTS ARE IMPORTANT

In-person events are the most visited and relied on source for new product discovery



35K+

Attendees

+2% YOY



Top 3 Attendee Objectives at FDIC?

- 1) Access training, new tactics and ideas 70%
- 2) See the latest technology and advancement 69%
- 3) Source new products 55%



64%

Of attendees are decision-makers and over ½ are actively sourcing products.

NEW & NOTEWORTHY

Training *Attendees learn and make decisions most effectively from hands-on experience*

NEW ALL-INCLUSIVE TRAINING PLANS IN 2024

Simplified and cost-effective options to accommodate both individuals and groups. The all-inclusive package saves fire departments money on registration and allows them to send more individuals to FDIC.

NEW HYBRID WORKSHOPS

A new hybrid training format that combines classroom and hands-on training without leaving the Convention Center.



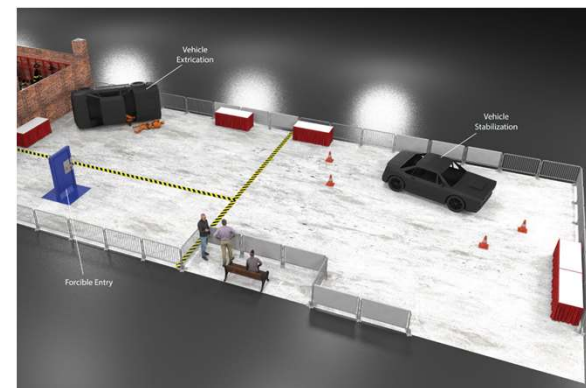
LUCAS OIL STADIUM

Immersive activations are critical to creating memorable experiences

Carefully designed to enhance the skills of firefighters and EMS professionals, preparing them for the future.

Sponsors can host vendor-led product training sessions or showcase products in various areas including:

- **Drill Yard**
- **Rescue Zone**
- **XR Studios**
- **Apparatus and Robotics Bay**
- **EMS Evolutions**
- **Health and Wellness Area**



GROUPS COMING TOGETHER AT FDIC

AIRCRAFT RESCUE & FIRE FIGHTING WORKING GROUP (ARFFWG)

2-day summit (April 16-17) focused on improving the methods of aviation fire protection and prevention for departments serving regional airports.



8TH INTERNATIONAL TALL BUILDING/HIGH RISE CONFERENCE

Will bring delegates together (April 15-17) from around the world to provide valuable insights into current best practices, tall building fire safety innovation, and relevant high-fire safety issues.



Continuing:

- *Women in Fire*
- *Fire and Emergency Services Higher Education (FESHE)*
- *North American Fire Training Directors*
- *ISFSI*
- *Department of Defense Fire and Emergency Services*
- *Air Force*
- *Army Fire & Emergency Services Training Program Management*



NEW & NOTEWORTHY

Peer-Peer Programs *Attendees value interacting with their peers and topic-specific experts*

METRO OFFICERS INNOVATION BRIEFING

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

OFFICERS CLUB – NEW!

A dedicated networking space exclusively for senior officers and leaders from fire departments and EMS agencies with over 125 career personnel. This group can connect with their peers and engage in meaningful discussions with peers and sponsors between their exhibit hall visits.

JEMS INNOVATION SUMMIT

A platform for peer-to-peer interaction among senior leaders in EMS from all sectors (Private, Third Service, and Fire-based). Including *Washington DC, Las Vegas, Philadelphia, Kansas City, Ft. Lauderdale, and many more.*

GIVING BACK

PAY IT FORWARD

Led by our Education Director David Rhodes, provides complimentary conference passes to those recognized by their peers for going above and beyond

FIREFIGHTER OWNED

FDIC proudly welcomes and supports firefighter-owned businesses. We provide access to our network of resources and collaborate on marketing initiatives to help entrepreneurs, especially those starting out, succeed in the industry.

CLARION CARES

In 2023, FDIC International hosted four Ukrainian firefighters for hands-on training, fostering connections and raising awareness about the challenges they face.

Vendors generously donated gear and equipment valued at over \$1.2M to support their efforts.

In 2024, we are planning on partnering with:

- Firehouse Subs Foundation to support their mission and grant program, which provides critical assistance to US Fire departments in need.
- Next Rung to help combat mental health issues among firefighters and first responders.





FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

2024 Spring Meeting

Thank You To Our Corporate Sponsor



**FIRE &
RESCUE** GROUP



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

2024 Spring Meeting

CALL TO ORDER

Gary Pacilio



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

2024 Spring Meeting

ANTI-TRUST / NON-DISCRIMINATION POLICY

Jim Juneau



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

2024 Spring Meeting

ROLL CALL

Melissa Dobbs



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

2024 Spring Meeting

NOTICE OF MEETING

November 17, 2023

Melissa Dobbs



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

2024 Spring Meeting

REVIEW & ENTER MINUTES

Melissa Dobbs



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

8 New Member Companies Since the 2023 Spring Meeting

- Stamm Manufacturing (May)
- Passman's E.V.T. Services (July)
- LiquidSpring LLC (August)
- Lifeline Firehose (August)
- 10-75 Emergency Vehicles (November)
- Elevation Off Grid LTD (January)
- Alcoa Wheels (January)
- Rayco Granning (January)



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

14 FIRST-TIME ATTENDEES

Alcoa Wheels

CET Fire Pump Mfg., Ltd.

Elevation Off Grid LTD

Elevation Off Grid LTD

Hale Products, Inc.

LiquidSpring LLC

Michelin

Performance Advantage Co., Inc.

Pierce Manufacturing, Inc.

Pro Poly of America, Inc.

SoundOff Signal

Task Force Tips, Inc.

Trident Emergency Products

Ziamatic Corp.

Dave Walters

Jean-Michel (JM) Boisvert

Travis Jensen

Jerime Monroe

RJ Jones

Carl Harr

Roger Jenks

Dj Kuenzi

Aaron Zak

David Dean

Eric Asselin

Chris Carson

Scott Kiernan

Jonathan Castner



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

2024 Spring Meeting

SELF-INTRODUCTION OF MEMBERS



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

2024 Spring Meeting

BOARD OF DIRECTORS' REPORT

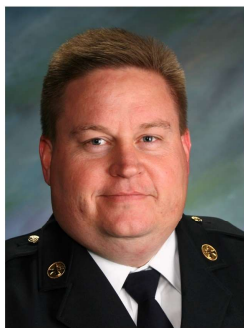
Gary Pacilio



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

2024 Board of Directors



Past President – Bert McCutcheon
Bulldog Fire Apparatus, Inc.



President – Gary Pacilio
Fouts Bros., Inc.



Vice President – Ron Truhler
H.O. Bostrom Company, Inc.



Treasurer – Jason Witmier
Fire Research Corporation



Secretary – Melissa Dobbs
IMMI



Director-at-Large – Kevin Ignacio
Marion Body Works, Inc.



Director-at-Large – Jerry Halpin
CET Fire Pump Mfg., Ltd.



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

2024 Board Focus

Mission: Continue to provide industry-based value that maximizes the growth and profits of FAMA member companies.

- Year-over-year continuity to ensure strategic direction of FAMA is met.
- Strengthen partnerships to raise awareness of FAMA.
- Create and distribute pertinent information to member companies and end-users.

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

- Deliver content and value for member companies 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.



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

New Newsletter Design

develop their own research and projects. Nick shared his mental and physical health journey and discussed how his health has influenced his business over time.

**MEMBER NEWSLETTER**
Winter 2024

Exciting news! The FAMA / FEMSA newsletter is now digital for enhanced accessibility. Browse the latest news from both Associations below.

BE THERE!

YOUR HELP IS CRUCIAL!

APRIL 29-30, 2024 WASHINGTON, D.C.

The AFG and SAFER Programs ★ MUST BE REAUTHORIZED ★

SAVE AFG and SAFER, April 29-30, 2024
By Dave Gatton, Senior GAC Advisor

Hill Day 2024 is the most important Hill Day that FAMA and FEMSA have ever held. The future of the AFG and SAFER programs hang in the balance. Scheduled to sunset on October 1, 2024, the Fire Grant programs need a reauthorization to continue into the future.

We are, therefore, calling on all FAMA and FEMSA members to attend this year's Hill Day to ensure that AFG and SAFER continue to provide critical equipment and personnel to both volunteer and career fire departments across the country.

These Departments play a critical role in the nation's response strategy. They are the first on the scene of devastating storms and natural disasters, first on



Trucks as the
D, BME is a trusted
exceptional

five associate
Aylward
er), and Darin Siley
boarded at Fire-
hology Manager,
Michelle Slawson to
nager, and April

f the Top 100
at #61, the
g the way in



NEW MEMBERS

10-75 EMERGENCY VEHICLES
973-556-5729
14 1ST Ave, Unit #3, Haskell, NJ 07420

AEARO TECHNOLOGIES
612-284-1232
7911 Zionsville Road Indianapolis, IN 46268

ALCOA WHEELS
814-553-2228
1828 Sailing Club Road Camden, SC 29020

ELEVATION OFF GRID LTD
720-900-3159
1270 S Kalamath Street Denver, CO 80223

FF1 APPARATUS LLC
973-940-3061
34 Wilson Dr. Sparta, NJ 07871

LIFELINE FIREHOSE
517-212-9092
4200 Main St. Unit 2-3, Bay Harbor, MI 49770



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

2024 Spring Meeting

TREASURER'S REPORT

Jason Witmier



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

2024 Spring Meeting



Analysis of Annual Organization Finances



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

Overview of Income and Expenses Yearly 2016 through 2023

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 (12/31/2023)	\$819,973.48
2024 (02/21/2024)	\$899,666.23

- Balance sheet has remained steady annually
- Covid years had mixed effects
- Upcoming capital expenses will affect this



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

Overview of Income and Expenses Yearly 2016 through 2023

	2016	2017	2018	2019	2020	2021	2022	2023
Total Income	\$429,105	\$481,486	\$491,269	\$503,549	\$274,059	\$266,051	\$536,797	\$471,557
Total Expenses	\$385,103	\$428,464	\$430,123				\$480,179	\$446,512
Net Operating Income	\$42,302	\$53,022	\$61,145	\$104,090	\$28,738	(\$16,171)	\$56,618	\$25,046

- Expenses continue to rise annually
- Cost reduction efforts were a focus in 2023
- 2024 brings new challenges



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

2024 Spring Meeting

Review of Fiscal Year 2023

2023 Financial Summary

	Total
Income	
130 INCOME	
230 Revenue	
Advocacy Sponsorship (Clarion)	\$45,000.00
Dues	\$224,400.00
GAC Donation	\$26,500.00
Hill Day	\$1,680.00
Meeting Fees (Fall)	\$30,185.00
Meeting Fees (Spring)	\$58,920.00
Meeting Sponsors (Fall)	\$21,750.00
Meeting Sponsors (Spring)	\$36,500.00
Scholarship Sponsor	\$5,000.00
Technical Cmte (Sponsors)	\$5,000.00
Technical Safety Guide	\$16,167.17
Total 230 Revenue	\$471,102.17
Total 130 INCOME	\$471,102.17
BofA Merchant Svcs Reward	\$323.11
Interest - BofA - Reserve	\$132.11
Unapplied Cash Payment Income	\$0.00
Total Income	\$471,557.39
Gross Profit	\$471,557.39

	Total
Expenses	
131 EXPENSE	
Accountant Fees	6,750.00
Advocacy Activities	
CFSI (Annual)	9,000.00
Newsletter	2,200.00
NFFF (Annual)	2,500.00
Total Advocacy Activities	\$ 13,700.00
Annual Fees (Corp)	309.50
Awards/Recognition	604.07
Bank Fees	7,838.87
Board Meetings/Retreats	12,670.74
Education-Scholarship	6,538.60
GAC Activities	
Governmental Affairs - US	20,000.00
Total GAC Activities	\$ 20,000.00

	Total
Expenses	
Hill Day Fees	2,034.82
Insurance Premiums	2,990.98
Legal	14,258.59
Management Fees	77,750.00
Marketing/PR	25,679.19
Member Meetings (Fall)	54,552.17
Member Meetings (Spring)	164,722.53
Membership (Plaques)	732.74
Membership Recruitment	1,700.00
Office	8,389.74
Statistics Program	6,279.00
Technical	9,390.69
Technical Safety Guide	
Travel - Administrative	9,619.62
Total 131 EXPENSE	\$ 446,511.85
Total Expenses	\$ 446,511.85
Net Operating Income	\$ 25,045.54
Net Income	\$ 25,045.54

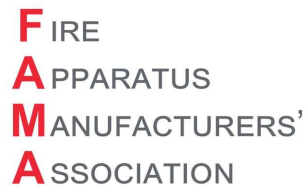


FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

2024 Spring Meeting

Summary of Fiscal Year 2024



2024 Financial Plan/Budget

\$836,446.02



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

2024 Financial Plan/Budget

Association Dues

2023 Total = \$224,400

2024 Total = \$236,650

Income

Advocacy Sponsorship (Clarion)

Dues

Hill Day

Meeting Fees (Fall)

Meeting Fees (Spring)

Meeting Sponsors (Fall)

Meeting Sponsors (Spring)

Scholarship Sponsor

Technical Meeting (Sponsors)

Technical Safety Guide

Total Income

Actual

Budget

\$70,000

\$236,650

\$222,000

\$1,750

\$32,000

\$60,425

\$52,500

\$20,000

\$40,000

\$30,000

\$7,500

\$5,000

\$20,000

\$329,112

\$466,175

Meeting Attendance

2023 Total = \$58,920

2024 Total = \$60,425

2024 Total = \$40,000

Meeting = \$36,000

Golf = \$4,000



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

GAC

2023 Total = \$40,000

2024 Total = \$42,000

Marketing/PR

Website revamp
project, estimated at
\$42,000 currently

Meeting Fees

2023 Total = \$164,722

2024 Budget = \$165,000

2024 Financial Plan/Budget

Expenses	Actual	Budget
Accountant Fees		\$6,000
CFSI (Annual)	\$4,000	\$10,000
Newsletter		\$5,000
NFFF (Annual)		\$2,500
Bank Fees	\$4,904	\$7,500
Board Meetings/Retreats	\$154	\$12,500
Education-Scholarship		\$7,000
Governmental Affairs - US		\$42,000
Hill Day Fees		\$2,200
Insurance Premiums	\$3,078	\$3,100
Legal	\$2,822	\$15,000
Management Fees	\$12,500	\$78,000
Marketing/PR	\$13,395	\$70,700
Member Meetings (Fall)	\$15,000	\$57,000
Member Meetings (Spring)	\$32,066	\$165,000
Membership (Plaques)	\$94	\$750
Office	\$947	\$8,750
Technical		\$5,000
Total Expenses	\$89,517	\$508,600



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

2024 Financial Plan/Budget

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 (12/31/2023)	\$819,973.48
2024 (02/21/2024)	\$899,666.23

	2024 Budget	2023 Actual	2022 Actual
Total Income	\$466,175	\$471,102	\$536,349
Total Expenses	\$508,600	\$446,511	\$480,178
Net Operations	(\$42,425)	\$25,045	\$56,617

Upcoming and ongoing projects (Capital Expenses):

- Apparatus replacement project
- Website reconstruction and site hosting changes
- Future FAMA “Education Symposium”



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

2024 Spring Meeting



Questions/Comments



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

2024 Spring Meeting

15-MINUTE BREAK

Sponsored by





FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

2024 Spring Meeting

POLL EVERYWHERE

How it Works

Jason Witmier



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org



This is how it works

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



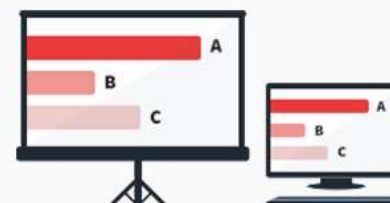
Step 1

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

TEXT TO: 22333

OR

1-747-444-3548

CANADIAN PHONES

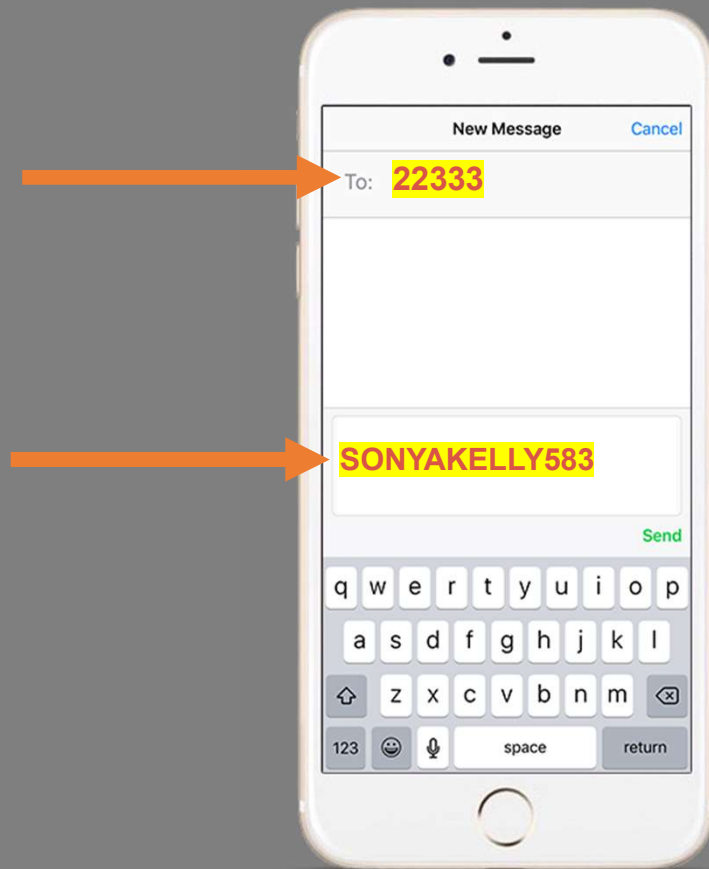
TEXT TO: 37607

OR

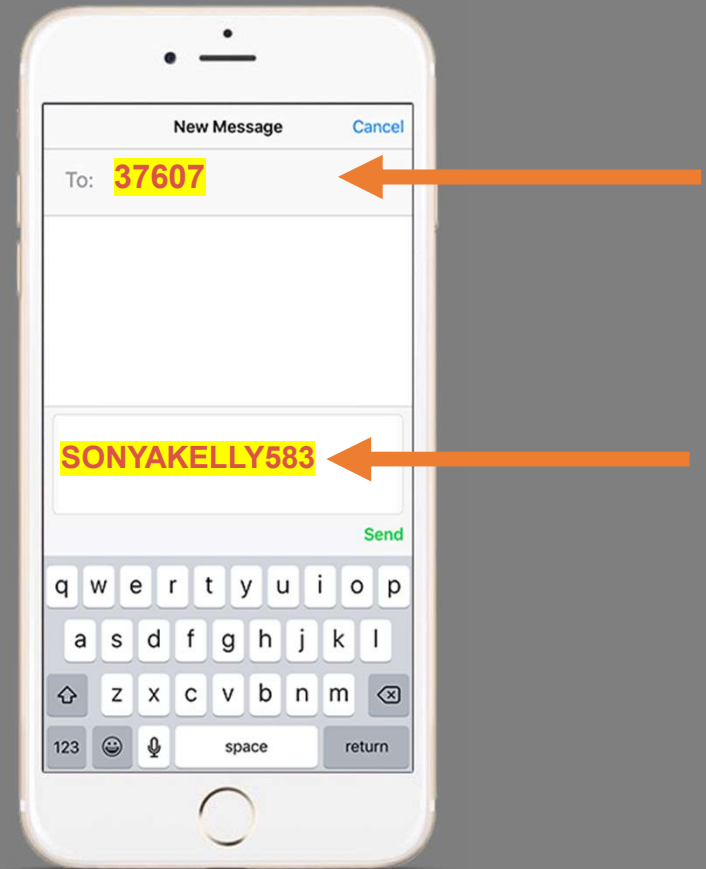
780-800-5606

Participating with Poll Everywhere

U.S. Phone

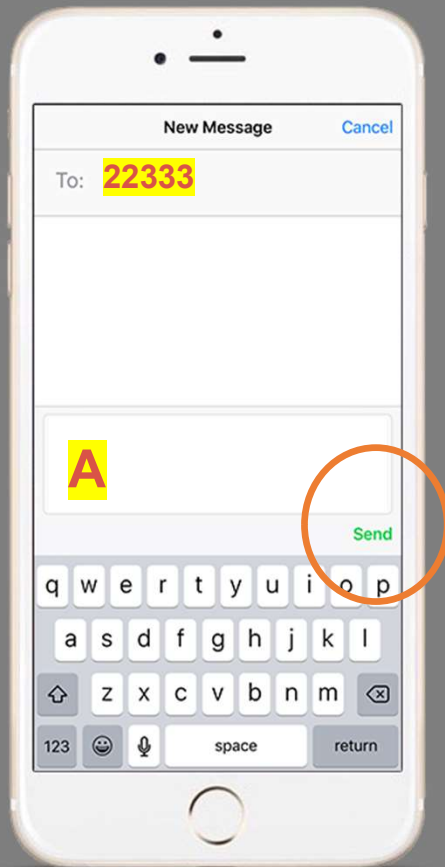


Canadian Phone

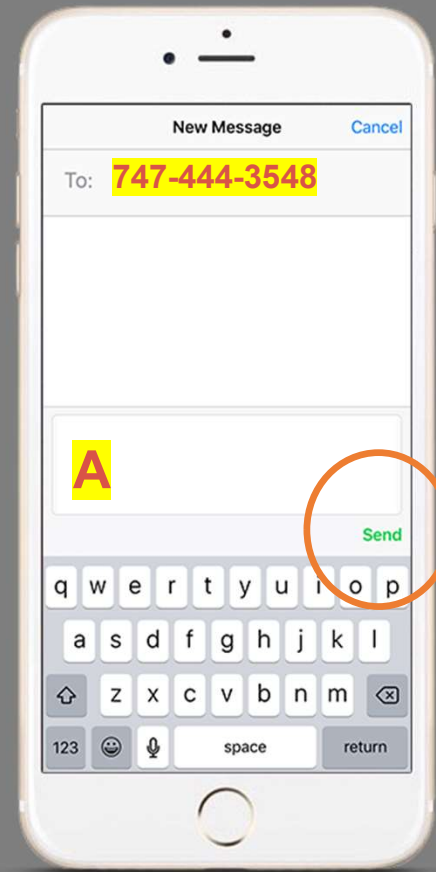


Participating with Poll Everywhere

U.S. Answer



Canadian Answer





< 2024 Spring Meeting



Visual settings



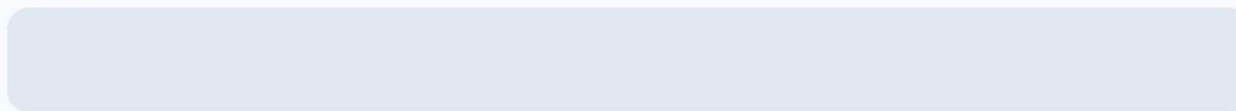
Edit



Join by Text Send [sonyakelly583](#) to [22333](#)

Have you enjoyed your time at the "Pink Palace?" (test)

Yes



0%

No



0%





FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

2024 Spring Meeting

DATA & RESEARCH COMMITTEE REPORT

**Paul Bostrom
John Schultz**

Board Liaison: Jason Witmier



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

COMMITTEE MEMBERS

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

Board Liaison: Jason Witmier



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

2024 Spring Meeting

FAMA Board Initiatives

- Complete a 5-year industry forecast & analysis report
- Increase participation of members reporting
- Increase member engagement in the use and value of the data
- Update statistics website to enhance analysis capabilities

Committee Projects

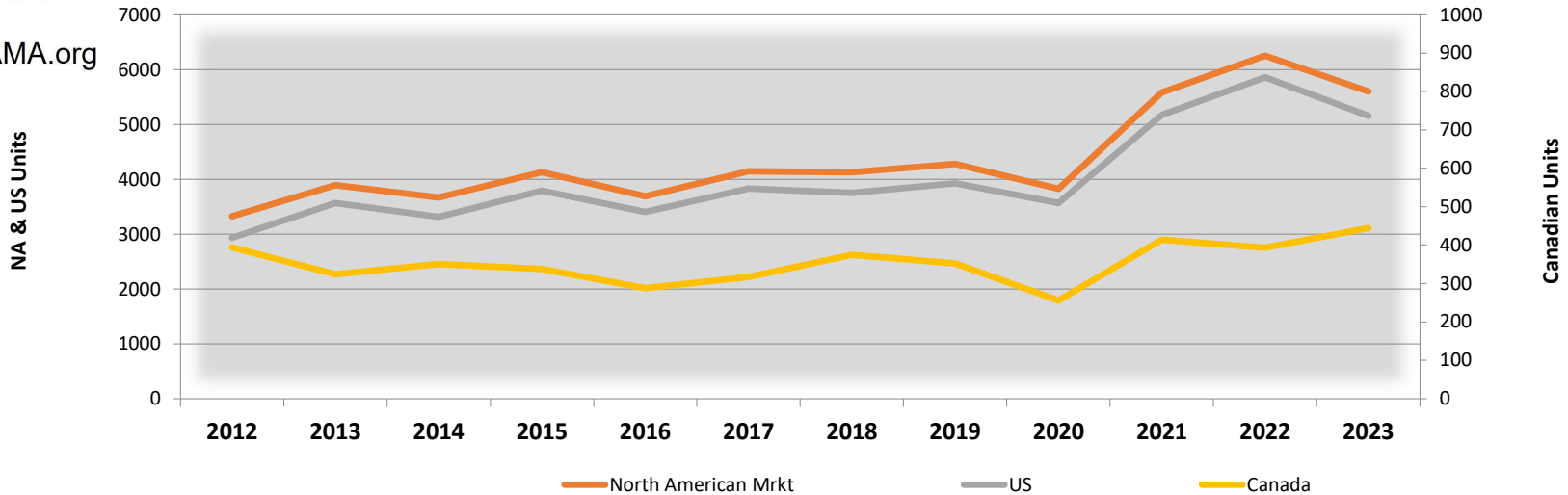
- Increase participation of members reporting
- Develop truck data entry tutorials
- Incorporate validation programming / checks into data entry



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

North American Fire Apparatus Bookings



Years	US Average Annual Vehicle Sales	Canada Average Vehicle Sales	Total Average Annual Vehicle Sales	Total Vehicle YOY Growth %
2012-2016	3402	339	3741	
2017 -2021	4050	343	4393	+17.4%
2022	5863	393	6256	+42.4%
2023	5154	445	5599	-10.5%

12 Month Rolling 5,599 units

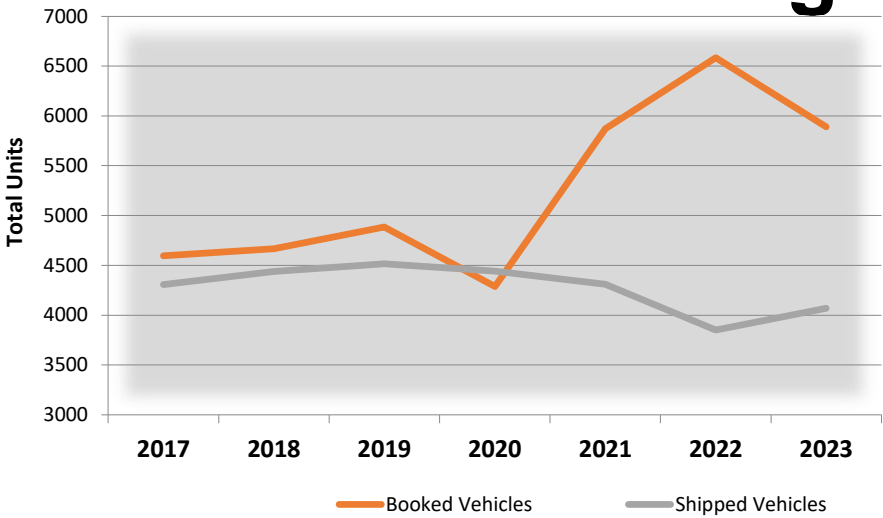
Does not include ARFF or Refurbs



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

Total Industry Bookings and Shipments



Years	Booked Vehicles	Booked Vehicles YOY Growth %	Shipped Vehicles	Shipped Vehicle YOY Growth %
2012 -2016	4493		4242	
2017 -2021	4861	+8.2%	4403	+3.8%
2022	6584	+35.4%	3851	-12.5%
2023	5890	-10.5%	4070	+5.7%

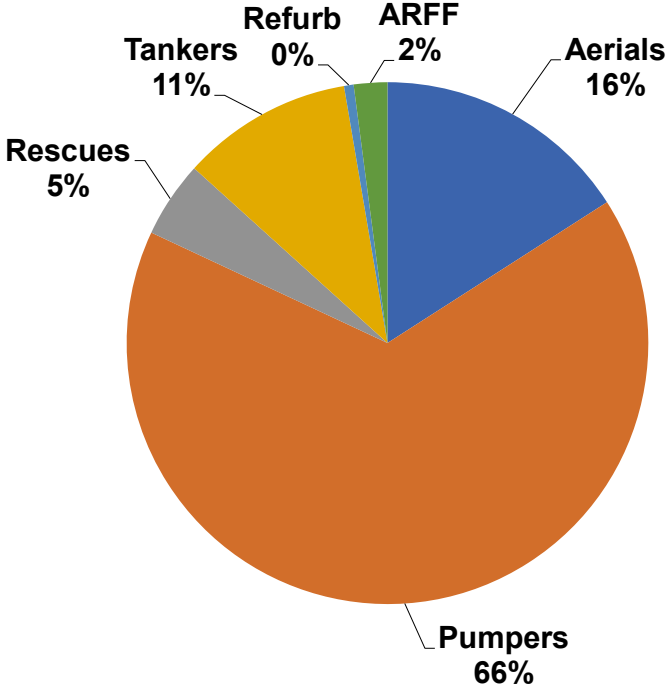
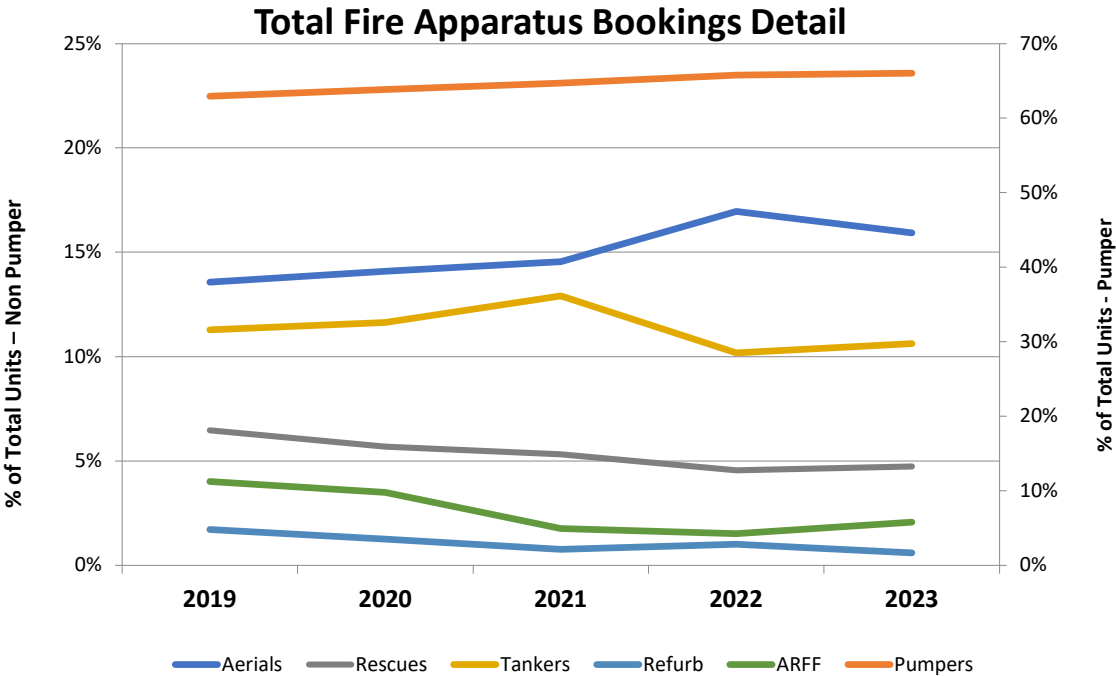
*All vehicles: includes ARFF & Refurb
*All regions



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

Total Fire Apparatus Sales 12 Month Rolling



2023 Bookings

12 Month Rolling 5,890 units

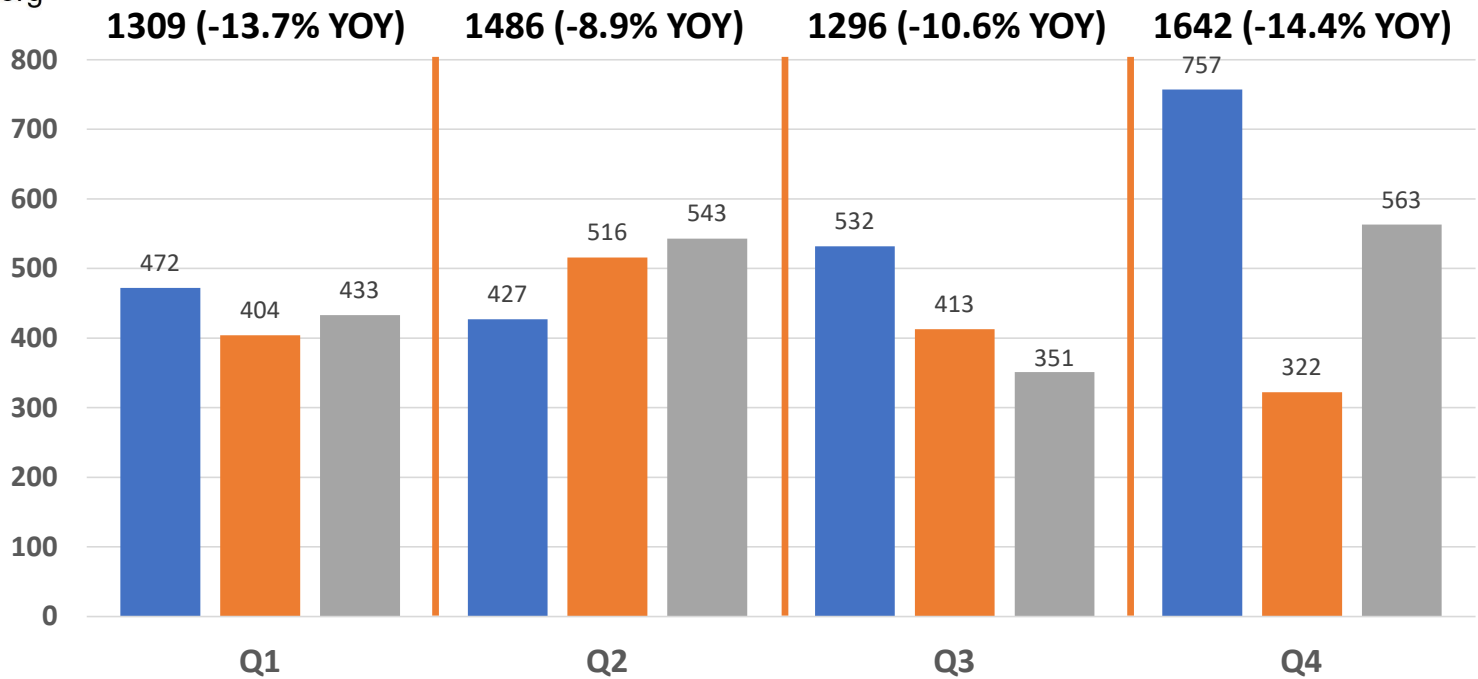
*All vehicles: includes ARFF & Refurb
*All regions



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

Fire Apparatus Sales by Month 12 Month Rolling



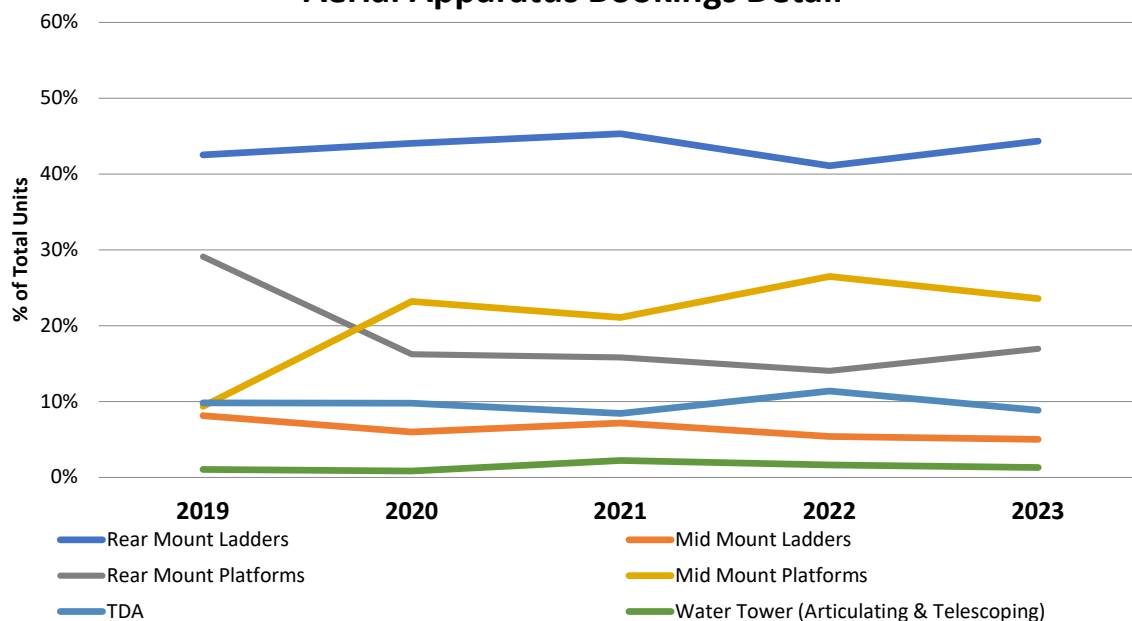
12 Month Rolling 5,733 units (-10.7% YOY)

Does not include ARFF or Refurbs
All regions

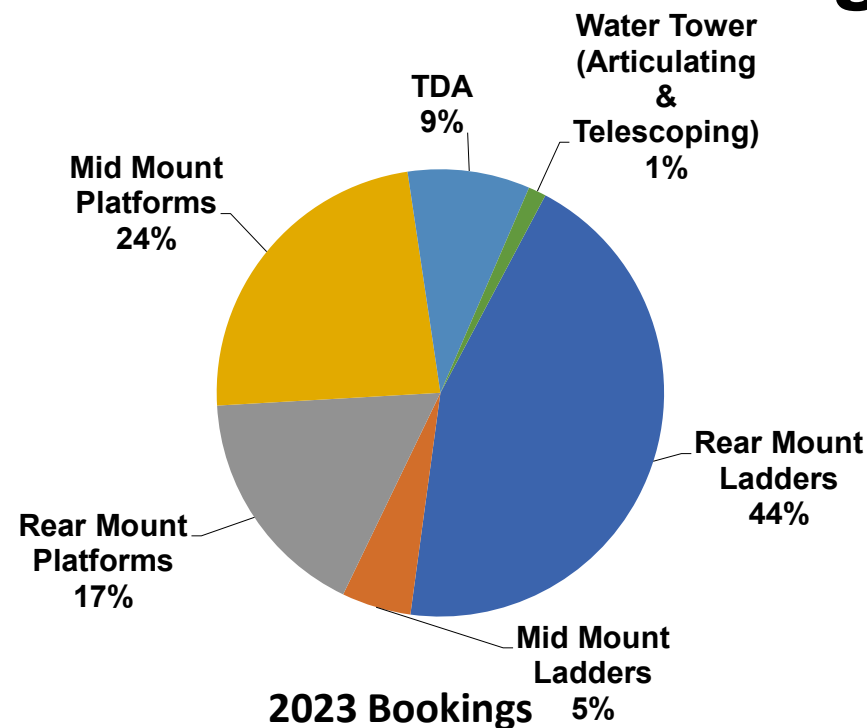


Aerial Bookings	Quantity	YOY Growth %
Rear Mount Ladders	416	-9.4%
Mid Mount Ladders	47	-21.7%
Rear Mount Platforms	159	+1.3%
Mid Mount Platforms	296	-25.3%
Tillers	127	-34.6%
Water Tower (telescoping & articulating)	18	-33.3%

Aerial Apparatus Bookings Detail



Aerial Apparatus Sales **12 Month Rolling**



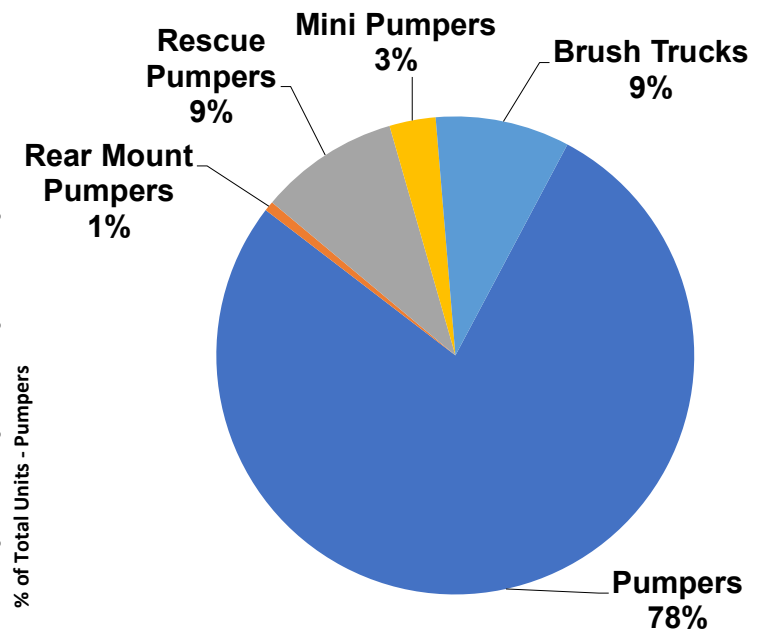
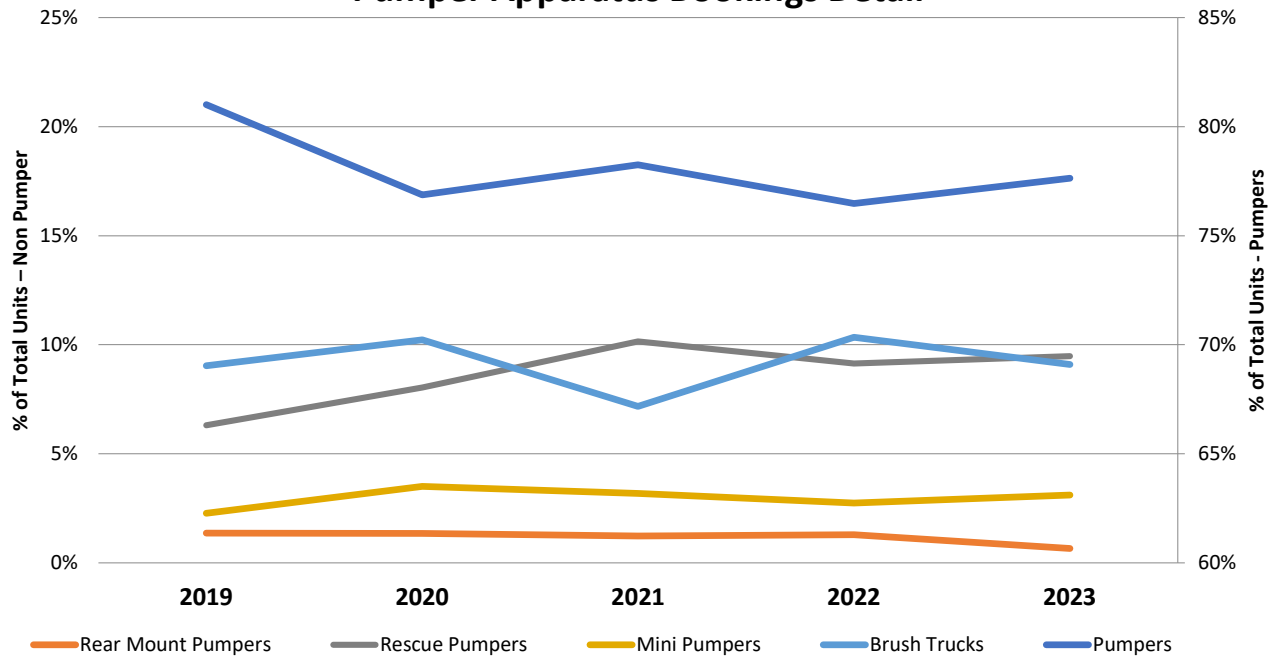
- **938 Booked** (-16.0% YOY)
- **576 Shipped** (+5.5% YOY)



Pumper Bookings	Quantity	YOY Growth %
Pumpers	3020	-8.8%
Rear Mount Pumps	26	-53.6%
Rescue Pumps	369	-6.8%
Mini Pumps	121	+1.7%
Brush Trucks	354	-21.0%

Pumper Apparatus Sales 12 Month Rolling

Pumper Apparatus Bookings Detail



2023 Bookings

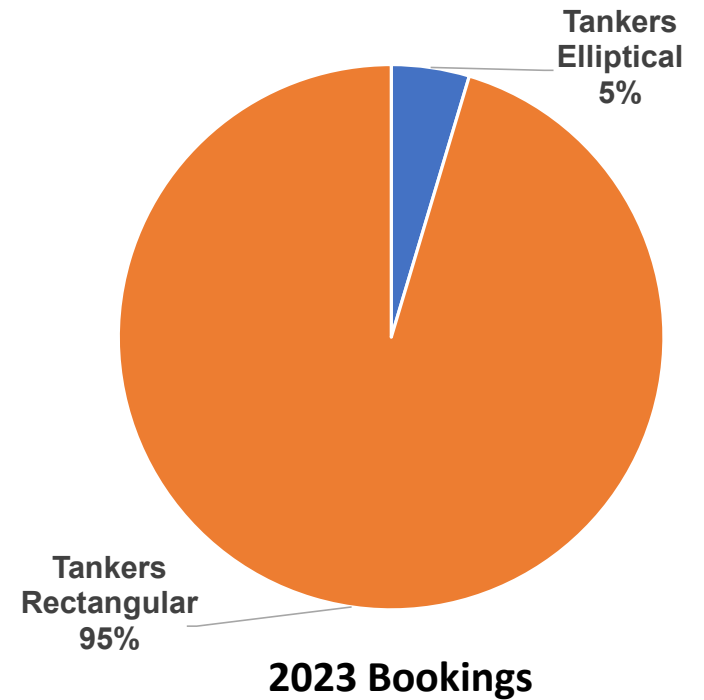
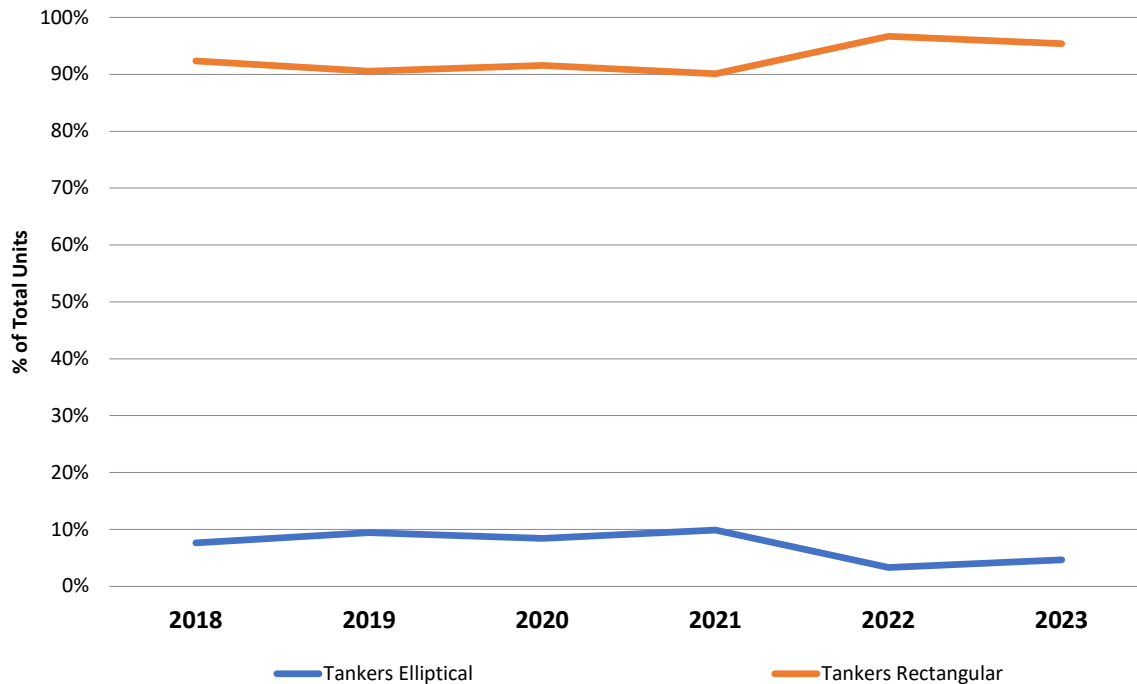
- **3,890 Booked** (-10.2% YOY)
- **2,486 Shipped** (+1.5% YOY)



Tanker Bookings	Quantity	YOY Growth %
Elliptical	29	+31.8%
Rectangular	597	-7.9%

Tanker Apparatus Sales 12 Month Rolling

Tanker Apparatus Bookings Detail



- **626 Booked** (-6.6% YOY)
- **628 Shipped** (+30.6% YOY)

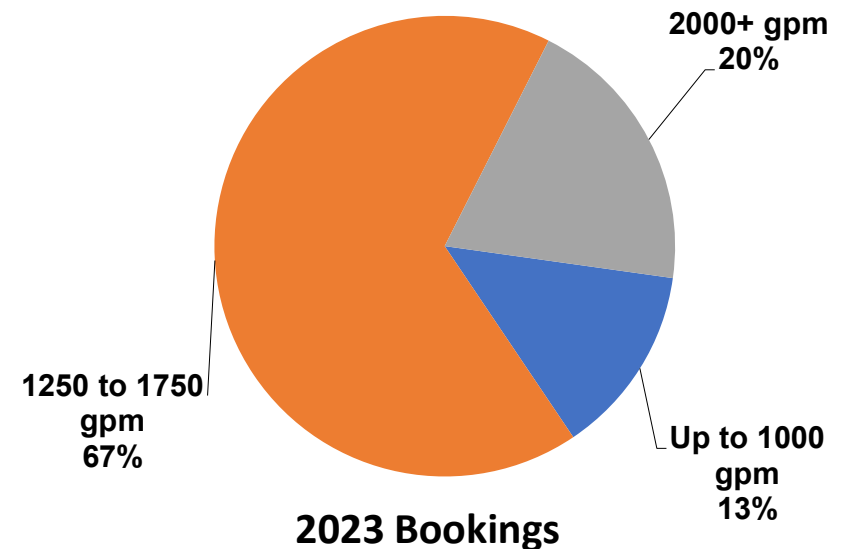
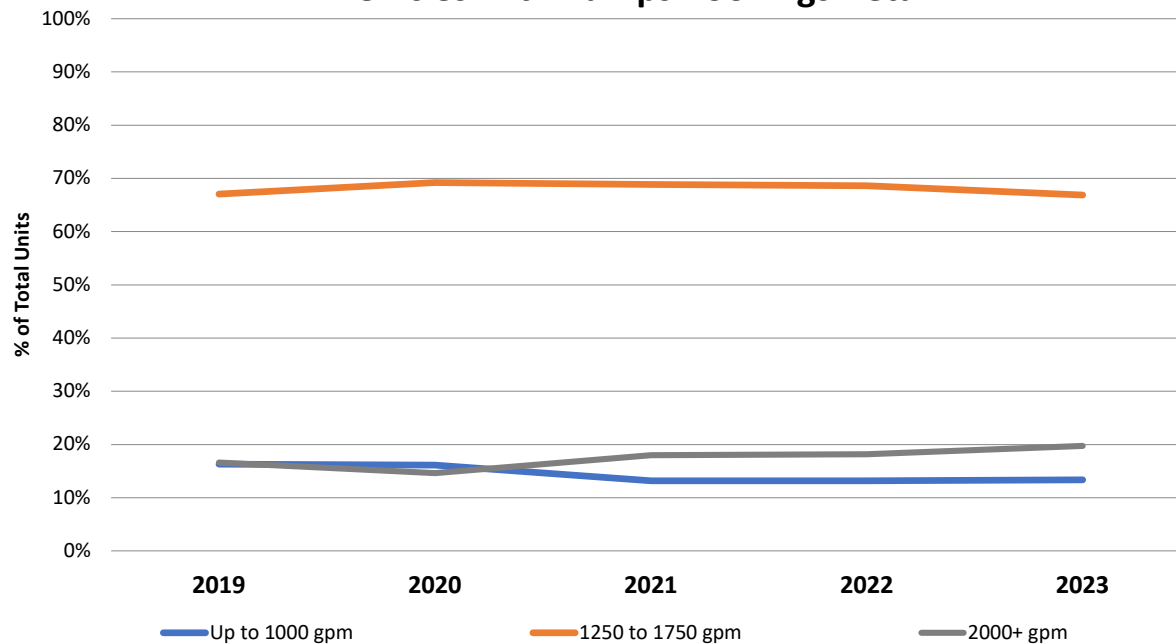


Vehicles with Pumps Sales

12 Month Rolling

Pumper Bookings	Quantity	YOY Growth %
Up to 1000 GPM	690	-7.9%
1250 – 1750 GPM	3456	-11.2%
2000+ GPM	1021	-0.9%

Vehicles with Pumps Bookings Detail



- 5,167 Booked (-7.9% YOY)
 - 3,506 Shipped (+5.0% YOY)
- Does Not Include ARFF & Refurbs

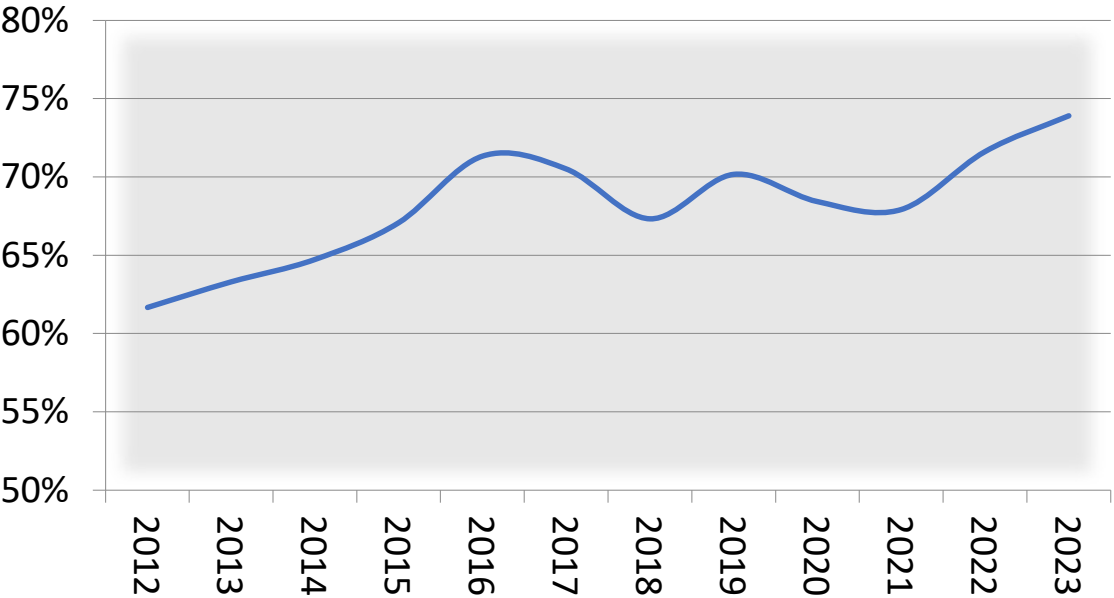


FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

Total Industry Bookings Custom vs Commercial Chassis

Custom Chassis Annual Percent Usage – All Products



Year	Commercial	Custom	Custom YOY Growth %
2012-2016	34.4%	65.6%	
2017-2021	31.2%	68.8%	+4.9%
2022	28.4%	71.6%	+4.1%
2023	26.1%	73.9%	+3.2%

Rolling 12 Month: 26.1% Commercial / 73.9% Custom

All products, all regions



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

2024 Spring Meeting



Questions/Comments



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

2024 Spring Meeting

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



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

2024 Spring Meeting

TECHNICAL COMMITTEE REPORT



**Roger Lackore
Melissa Dobbs**





FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

ARFF



Tague Johnson
(Rosenbauer)



RJ Jones

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)



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

Buyer's Guide Progress

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

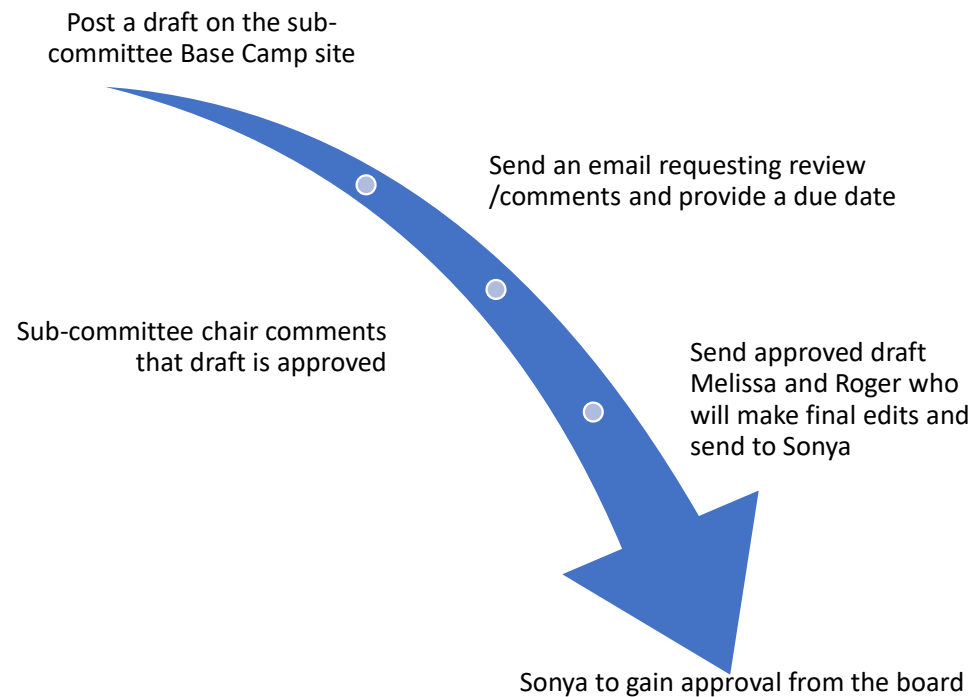
Pending	13
Draft	1
To Board	2
Published	41



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

Process for Submitting Buyer's Guides for Review/Approval





FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org



Aerial

John Brady
Jim Garver

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



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 Design	John Witt	pending
	TC077	Buyers Guide - Hose Bed Sizing	Jeff Hicks	pending
	TC090	Noise attenuation and cab thermal management	Dino Perin	pending



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org



Chassis

Chris Crowell
Dale Katz

Chassis	TC084	Apparatus Electrification	Dale Eddy, Dale Katz	Pending
	TC087	Air Brakes	Mark Molitor	Board



Electrical

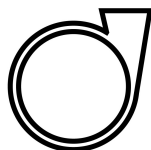
Peter Luhrs
John Doperalski

Electrical	TC069	Buyers Guide - Vehicle to Vehicle Communications	Brock Aun	Draft
	TC089	Wildland Lighting	James Rameker	Pending



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org



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
------	-------	---------------------	-------------------------	---------



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

FAMA Forum Article Ideas

1	Turbocharger Life and Engine Shut-Down Requirement	Chassis	Chris Crowel
2	Tire Life and Fire Service Ratings	Chassis	Patricia Meisenholder TC062, FAMA Safety Guide
3	Lavender Ribbon Report update (clean cab)	Chassis	Scott Beecher
4	Apparatus Lead Time Discussion	Tech	Paul Darley
5	Refurbishing Old Apparatus	Body	Mike Mowry, Pierce Rep
6	PFAS Foam Transition	Foam	James Morgan
7	Pump Primers and Thermal Protection	Pumps	Mike Sulmone TC070, Mike Hable
8	Wheels	Chassis	Dave Walters TC063
9	Frame Corrosion	Chassis	Roger Lackore TC080
10	Tankers and Tenders	Body	Wyatt Compton TC073
11	Line Voltage Generators	Electrical	John Doperalski TC038
12	Deck Gun and Aerial Monitors	Pumps	Pete Lauffenburger TC071

Should we continue with FDIC technical meeting in person or move to a virtual format?



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

FDIC Tech Meeting April 17, 2024

FAMA Technical Committee will meet

Wednesday April 17, 2024

1:30 – 3:30 PM

Indianapolis Convention Hall

Special Presentation

Topic: EV Apparatus early adoption perspectives from fire chiefs.

Moderator: Sam Massa



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

Canadian ULC DRAFT Standard



Next Task Group Meeting: Thursday Feb 29

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.



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

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



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

IAFC and EPA Meeting on Engine Emissions Reliability

Fire apparatus have no derate inducement but still takes the truck out of service.

Training operators to ignore dash alert icons leads to service problems being ignored – leads to engine failures – Expensive repairs.

What can EPA do to help out.



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

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

Safety Guide Video

Safety Guide Digital to Replace Books



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

2024 Spring Meeting



Questions/Comments



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

2024 Spring Meeting

GOVERNMENTAL AFFAIRS COMMITTEE REPORT

Lee Morris
David Durstine

Board Liaison: Gary Pacilio



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

2024 Spring Meeting

GAC Members

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

GAC Support

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

* FEMSA Representatives



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

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 2024 Hill Day to encourage reauthorization of the AFG Programs

4

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

5

Meet with Key Leaders to discuss Reauthorization of AFG and the importance of the programs to businesses.



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

AFG and SAFER Funding

- Reauthorization of the AFG programs is key moving forward
- **Fire Grants and Safety Act (S.870/H.R.4090) as part of the FY24 appropriations package**
- The bill would Authorize these programs through FY2029 and extend the Sunset Date for AFG and Safer to September 30, 2031.
- **AFG and SAFER will cease to exist if they are not reauthorized. The programs sunset on September 30, 2024**





FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

Hill Day and Home Days



Hill Day

Greater member participation is needed for Hill Day

Dates: **April 29-30, 2024**

Registration Link is on the FAMA Home Page or at <https://famafemsagac.org/hill-day-2024/>



Home Days

Home Days are Critically Important for 2024
We will need everyone's help to emphasize the importance of the Reauthorization of AFG programs



Reminder: *Please post your Home Day events with photos on the GAC website.*





FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

Annual & Ongoing GAC Activities

- 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



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

Activities for the Members!

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 April 29-30, 2024

Report back to the GAC about your activity and success



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



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

What to Expect at Hill Day

The AFG and SAFER programs must be reauthorized this year!

- Dates: **April 29-30, 2024**
- Registration Link is on the FAMA Home Page or at:
<https://famafemsagac.org/hill-day-2024/>
- Detailed Online Training the week Prior (Date/Time TBD)
- [Detailed Hill Day Agenda](#)
- [Hill Day Resources](#)
- **This is all hands-on deck as AFG and SAFER will cease to exist if they are not reauthorized. The programs sunset on September 30, 2024**





FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

2024 Spring Meeting

The GAC thanks you for your support!

If there are any questions
please contact Lee Morris or David Durstine

See you on the Hill April 29-30! Register Today



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

2024 Spring Meeting



Questions/Comments



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

2024 Spring Meeting

FAMA Member Market Value Creation

Gary Pacilio



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

2024 Spring Meeting

Break Out Session

- **Focus:** Creating market value for member companies.
- **Process:** 6 breakout groups with ~20 members
- **Content:** Groups to discuss and answer 3 questions:
 - *How can member companies best develop and communicate their value proposition?*
 - *How can member companies better utilize the data set that Clarion and FAMA individually and jointly possess?*
 - *What recently used marketing tools have/have not provided the best results?*
- **Outcome:** No report outs during this meeting, Board will compile feedback and report back on next steps.
- **Ideation Kick Off:** Clarion will provide summary of market leading techniques to invigorate the breakout discussion.



< 2024 Spring Meeting



Visual settings



Edit



Join by Text Send [sonyakelly583](#) to [22333](#)

How many individuals do you have on your marketing team?

(C) More than 3 people



0%

(D) I use an outside agency



0%





< 2024 Spring Meeting



Visual settings



Edit



Send **sonyakelly583** to **22333**

Do you currently run paid advertisements on Google and/or Social Media?

Facebook



0%

Both



< 2024 Spring Meeting

 Visual settings

 Edit



Send **sonyakelly583** to **22333**

What is your primary goal of your marketing efforts?


Leads



0%

Impressions



SEE MORE 





< 2024 Spring Meeting



Visual settings



Edit



Send **sonyakelly583** to **22333**

Does your company have an estimated cost per lead?

Yes



0%

No

SEE MORE



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

2024 Spring Meeting

BREAKOUT SESSIONS INTRO

Erin Moriarty

The background of the slide is a dark, textured field of brown and black, resembling smoke or a fire. On the left side, there is a stylized flame logo composed of several curved, overlapping shapes in shades of orange and red. On the right side, there are numerous small, glowing yellow and orange particles, some of which are elongated and appear to be falling or drifting downwards, giving the impression of sparks or embers.

FAMA & Clarion Media Partnership

Events



Media



Data



Fire Industry's Leading Event Organizer



FDIC International is North America's Leading Firefighter Conference



34,000+

Fire & Rescue Service Professionals



800+

Exhibitors



250+

Speakers



75+

Hands-on Training (H.O.T) Evolutions

Fire Industry's Leading Media Company



83.4K+

Print Subscribers



1.6M+

Avg. Monthly Page Views



356K+

Newsletter Circulation



1.9M+

Social Followers

FDIC
INTERNATIONAL

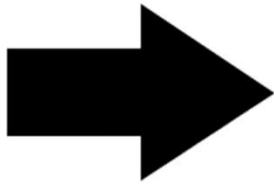
Fire Engineering

FIRE APPARATUS
& EMERGENCY EQUIPMENT

FIREFIGHTERNATION.COM
NEWS • TRAINING • COMMUNITY • FIRE RESCUE MAGAZINE

JEMS

Leading Data Resource for the Fire Industry



FIRE &
RESCUE GROUP

1st Party Data



3rd Party Data

Aggregated data through various sources; large in scale but lack control in quality and accuracy



Leading Data Resource for the Fire Industry

Clarion's First-Party Data

- FDIC Attendees
- Magazine Subscribers
- Newsletter Subscribers
- Social Media Followers
- Webcast Registration
- Fire Engineering Training
- Website Visitors

How we can segment this data:

- Location
- Rank/Title
- Function
- Type of Department
- Purchasing Responsibility

FAMA Member Exclusive Packages

PACKAGE

GEOTARGET

\$2,875

Utilize our 1st Party Data to Reach your targeted Audience

you will get

Custom Geotargeted
Eblast to 2,500

Facebook & Instagram
Boost

Rate Card: \$3,500

PACKAGE

FDIC

\$10,200

Maximize your FDIC Investment with promotion before, during and post show

you will get

eBlast to 5,000
Preregistered Attendees

Facebook & Instagram
Boost

FDIC Newsletter

Booth Video w/ Editor Chris
Mc Loone

Rate Card: \$12,000

PACKAGE

LEADS

\$12,400

Generate 300 Leads with our top lead generating marketing solutions.

you will get

Lead Generating Survey
Package

Webcast Sponsorship

Rate Card: \$15,500

FAMA & Clarion Partnership



Grow our FAMA sponsorship with a 10% incentive based on increased spend with Clarion Fire & Rescue.

Example:

2023 FAMA Member Media Spend: \$2,000,000

2024 FAMA Member Media Spend: \$2,200,000

FAMA Receives \$20,000



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

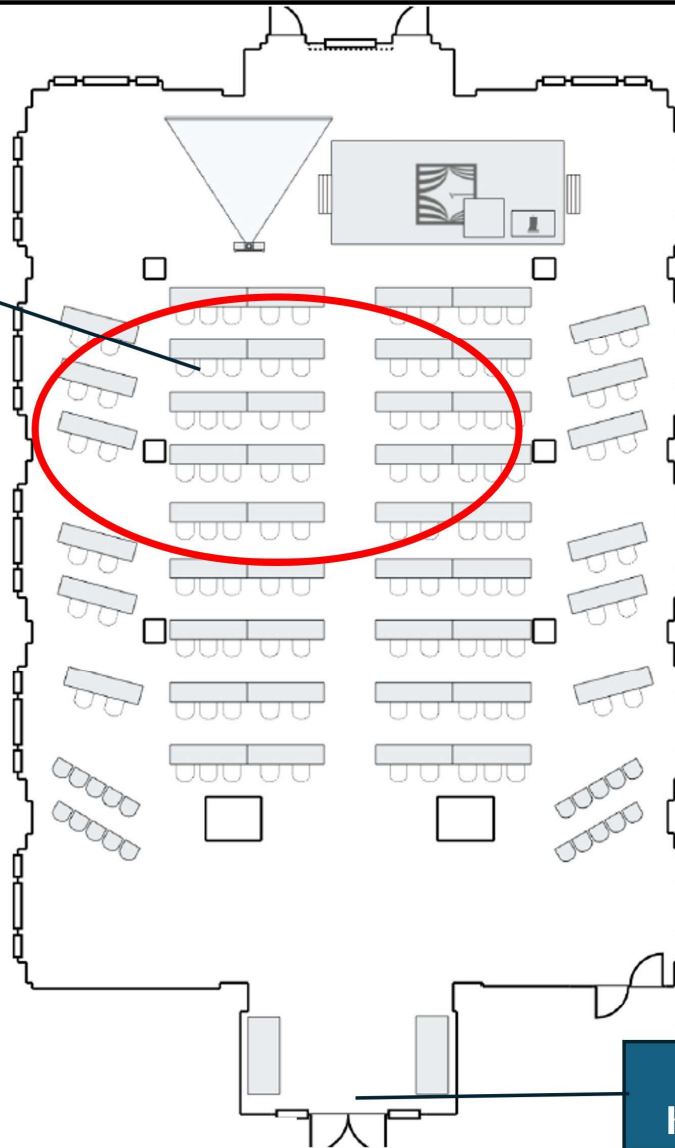
www.FAMA.org

2024 Spring Meeting

BREAKOUT SESSIONS

King Charles Ballroom

**Group 1
Gather here**



**Door to
King Charles**

**Del Prado
Meeting Room**

**Del Prado – Layout for Breakout
Sessions on Monday, February
26th at 10:30 AM**

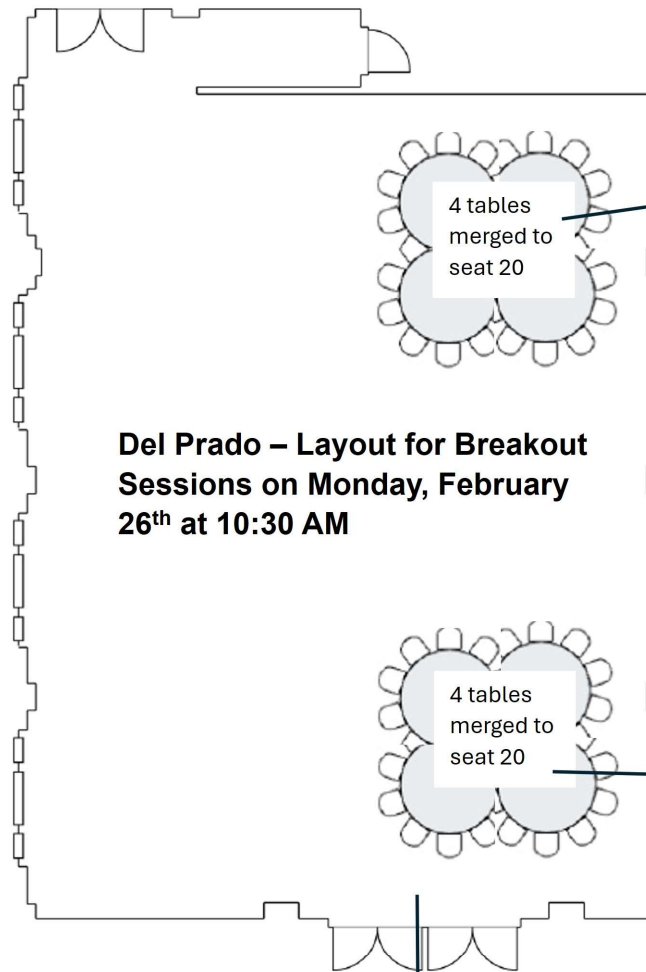
4 tables
merged to
seat 20

Group 3

4 tables
merged to
seat 20

Group 2

**Door to
Del Prado**



South Terrace

Group 5

4 tables
merged to
seat 20

Group 6

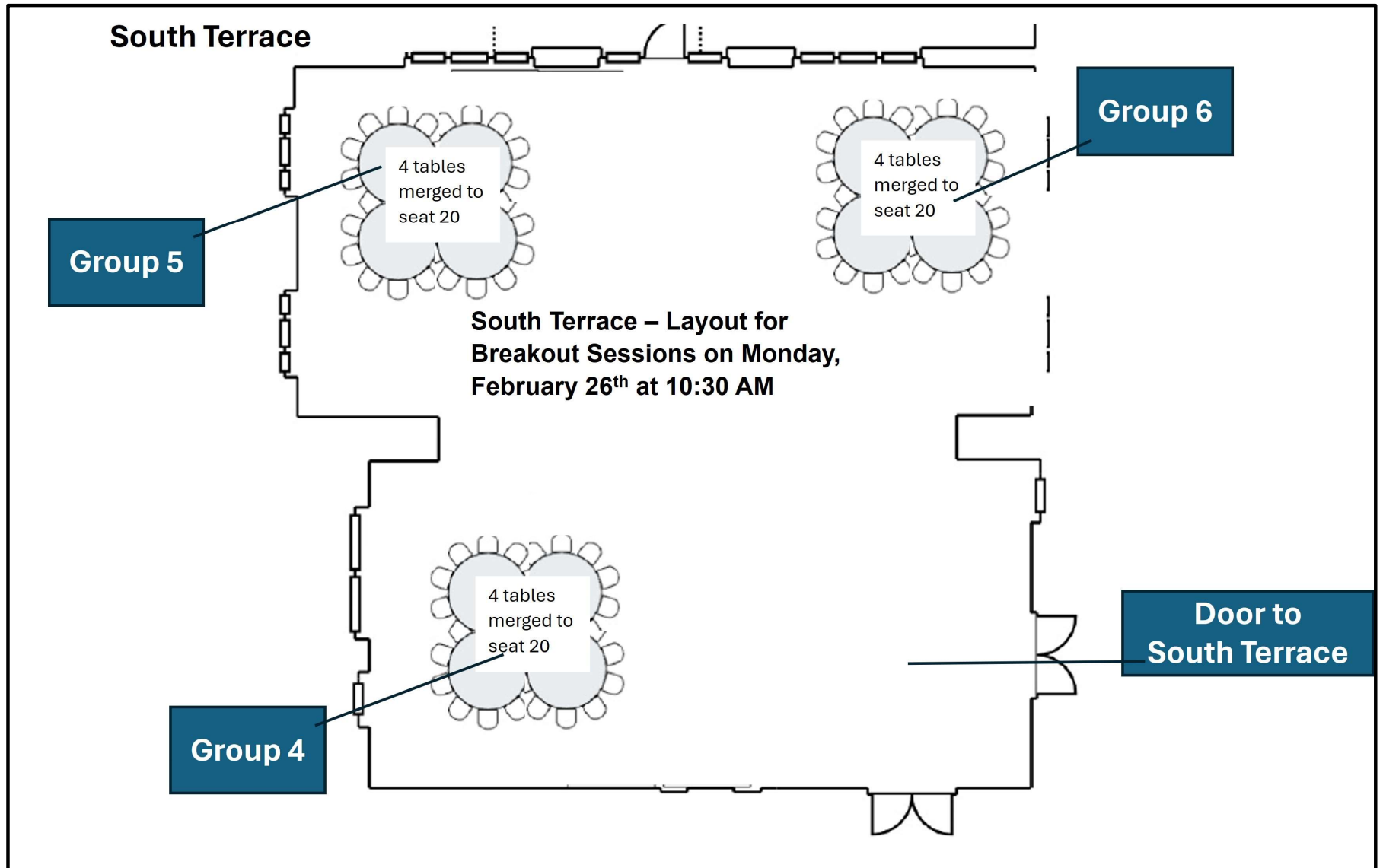
4 tables
merged to
seat 20

**South Terrace – Layout for
Breakout Sessions on Monday,
February 26th at 10:30 AM**

Group 4

4 tables
merged to
seat 20

**Door to
South Terrace**





FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

2024 Spring Meeting

RECONVENE AFTER BREAKOUT SESSIONS



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

2024 Spring Meeting

MEETING RESUMED CALL TO ORDER

Gary Pacilio



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

2024 Spring Meeting

MARKETING & TRADE SHOW COMMITTEE REPORT

Larry Daniels

Board Liaison: Kevin Ignacio



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

COMMITTEE MEMBERS

- **Larry Daniels / Chair** – E-ONE, Inc.
- **Open to Discuss / Vice-Chair**
- Marcello Iacovella – WATERAX
- Chelsea Lassen – HiVIZ Lighting, Inc.
- Allison Niendiek – Rosenbauer America, LLC

Board Liaison: Kevin Ignacio



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

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.



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

MARKETING ACTIVITIES

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



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

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.



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

FAMA FORUM ARTICLES

We have partnered with Clarion to have Chris McLoone, editor, assist in writing FAMA forum articles for publication. The first was 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



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

2024 SPRING MEETING SIGNAGE

SPRING MEETING 2024

FDSC
INTERNATIONAL

CLARION
EVENTS

FIRE & RESCUE GROUP

CORPORATE SPONSOR

SPRING MEETING 2024

PPG

We protect and beautify the world™

NFPA/LEGAL

Signage Design By: Phil Goodhew at Elkhart Brass

FIRE APPARATUS MANUFACTURERS' ASSOCIATION

SPECIAL THANKS TO THE 2024 SPRING MEETING SPONSORS
The high quality and tremendous value the FAMA Spring Meetings offer would not be possible without the generous support of our sponsors. Please be sure to seek them out, thank them and learn about the services and products they represent.

CORPORATE SPONSOR

FDSC INTERNATIONAL **CLARION EVENTS** **FIRE & RESCUE GROUP**

PLATINUM SPONSORS

PPG
We protect and beautify the world™

GOLD SPONSORS

Darley **IMMI** **Zico** **WHELEN** **ELKHART BRASS**
imminet.com **ZIAMATIC CORP** **TRUSTED TO PERFORM** **FRC** **ROM**

SILVER SPONSORS

BRONZE SPONSORS

Special Thanks to the 2024 FAMA Annual Golf Tournament Sponsors

BULLDOG **FRC** **Soundoff** **Darley**
A Safe-Rest Brand **Signal**



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

2023 & 2024 FDIC SPONSORSHIP



Maryland Hallway
Banners





FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

FAMA WEBSITE UPDATE

RFP currently being developed

*Request for proposals has been developed
and reviewed.*

*Goal is to provide a more user-friendly
website experience, especially as it relates
to accessing and using statistics and
market data*



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

2024 Spring Meeting



Questions/Comments



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

2024 Spring Meeting

NOMINATING COMMITTEE REPORT

**Andrew Lingel
Oran McNabb**

Board Liaison: Bert McCutcheon



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

Committee Members

- Andrew Lingel – Chair
- Oran McNabb – Vice-Chair
- Bert McCutcheon – Member / Board Liaison



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

Committee Annual Objectives

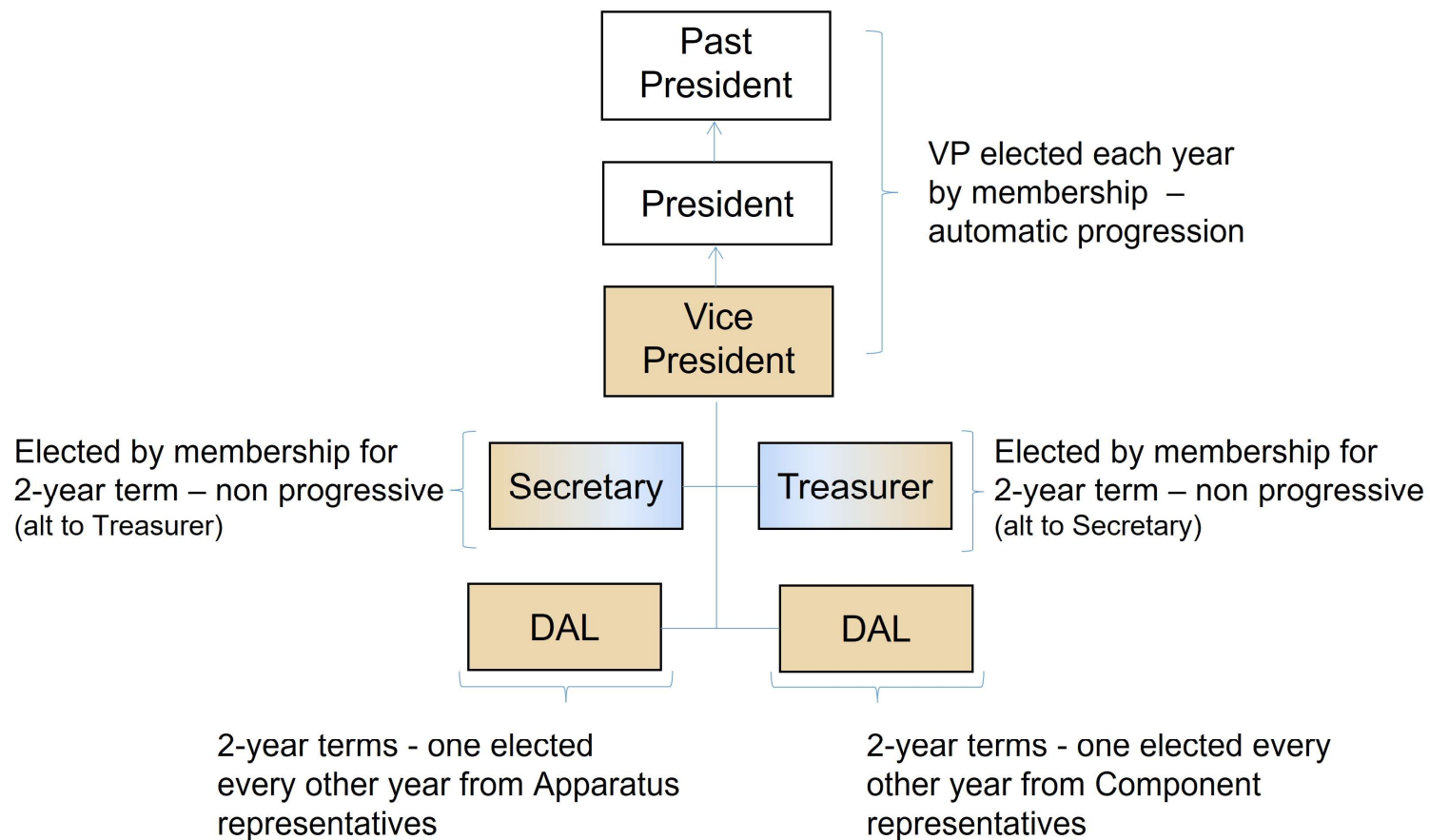
Publish Nomination Call	April 30, 2024
Identify and contact candidates for 2025 board positions	May 15, 2024
Prepare template for Slate of Nominees	June 30, 2024
Finalize slate of 2025 candidates	July 15, 2024
Publish slate of 2025 candidates	Aug 1, 2024
Presentation of Process and Slate	2024 Fall Meeting
Call for Nominations from the Floor	
Election of 2025 Officers	



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

Board Structure

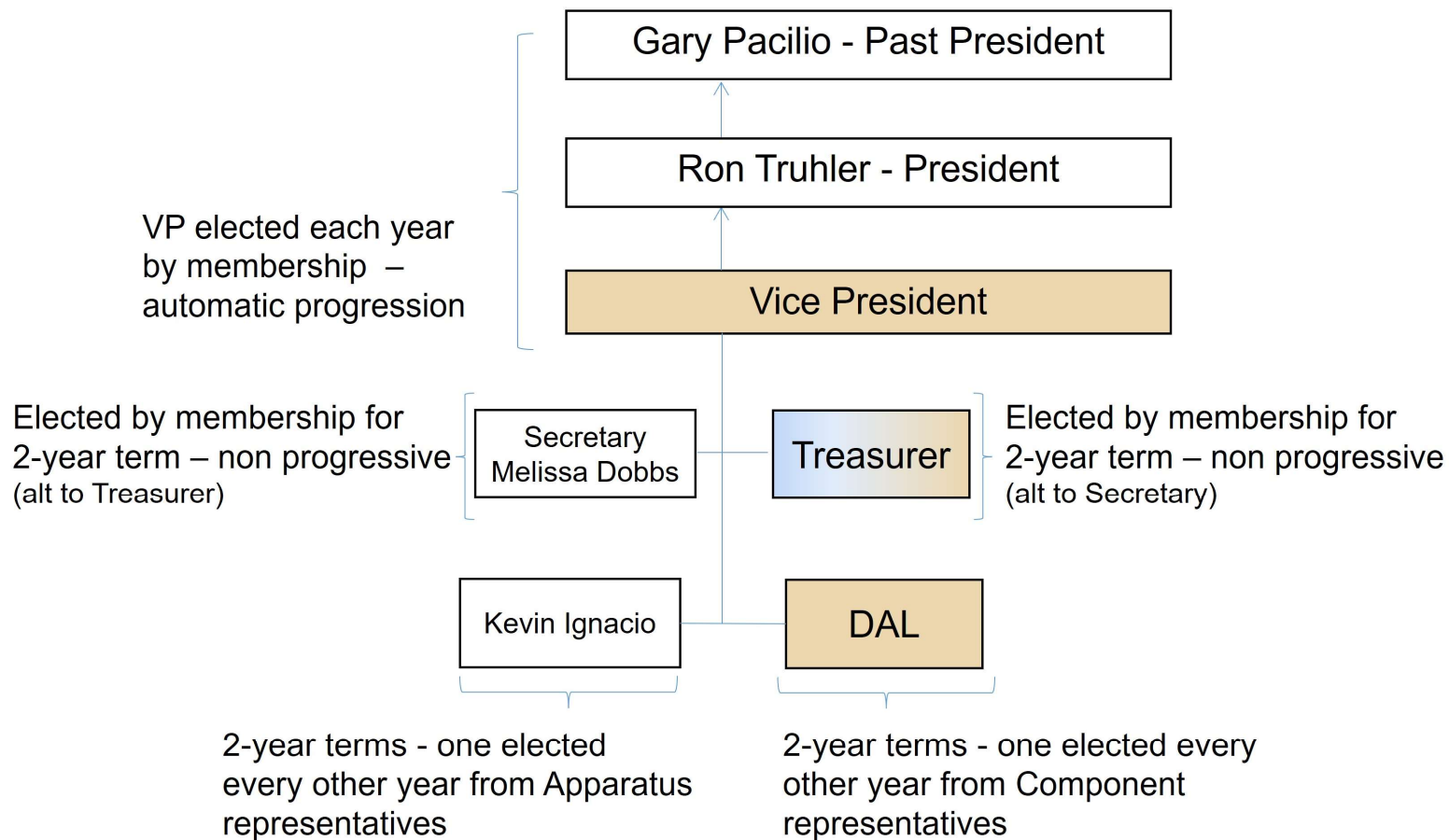




FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

2025 Board Positions





FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

2025 Open Board Positions

Vice President
Treasurer
DAL – Component

3-year Auto-Progression
2-year Position
2-year Position



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

2024 Spring Meeting



Questions/Comments



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

2024 Spring Meeting

FALL MEETING PLANNING COMMITTEE



Chris Martin
Gabe Casucci



Board Liaison: Jason Witmier



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

New FAMA Committee

In 2023 the “Meeting Planning Committee” was broken into a Spring and Fall Committee. This will help FAMA provide more focus on the fall conference which was previously organized primarily by FEMSA.



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

Committee Members

FEMSA Representatives

- David Russell
- Peter Askey
- Crosby Grindle

FAMA Representatives

- Gabe Casucci
- Chris Martin
- Jason Witmier




FIRE
APPARATUS
MANUFACTURERS
ASSOCIATION

www.FAMA.org


**Special
thanks to
2023 Fall
Meeting
sponsors!**


★ PLATINUM LEVEL ★


 **CLARION**
EVENTS

FIRE & RESCUE GROUP


★ GOLD LEVEL ★

 **FIRE & SAFETY**
SERVICES

 **First Arriving**


 **Sourcewell**
Formerly NJPA


★ SILVER LEVEL ★

 **Waterous**

★ BRONZE LEVEL ★

FIRE RESCUE 1

 **PERFORMANCE**
ADVANTAGE
COMPANY

 **RICOCHET**

SoundOff
Signal

WHELEN
TRUSTED TO PERFORM

★ COPPER LEVEL ★

 **AMD-R**
EXCORS - EXHIBITS - LIFTING

 **FIRE**
FIGHTER

 **BULLDOG**
FIRE APPARATUS

 **Darley**

 **E-ONE**

 **FERRARA**

 **LION**
ready for action

 **Milliken**

 **pbi**
PERFORMANCE
PRODUCTS

 **SAFETEK**
FIRETRUCK & CA

 **SUTPHEN**

 **UPF**
UNITED PLASTIC FABRICATING

 **VERIDIAN**
FIRE PROTECTANT & SEAL

★ SUPPORTING LEVEL ★

FIREHOUSE

 **KOCHEK**

 **MARION**

 **W3**
WILL-BURT



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

Planning Committee Activities

- Assisted with the 2023 Fall Conference
- Revised the conference Sponsorship Program
- Negotiated Fall 2025 Meeting contract
Charleston (SC) Marriott



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

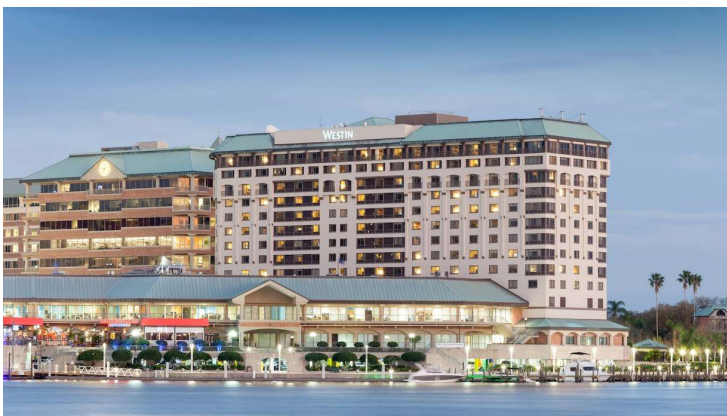
www.FAMA.org

Fall Conference 2024

Tampa, FL

(September 24-27)

Westin Tampa Waterside





FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

Fall Conference 2024 Schedule Planning

- The “Joint” sessions will be reduced:
 - Opening Keynote
 - Anirban Basu
 - Washington Update – CFSI & GAC
 - Closing Keynote
 - Potential for about 4 FAMA breakouts
- Need Suggestions for Topics**



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

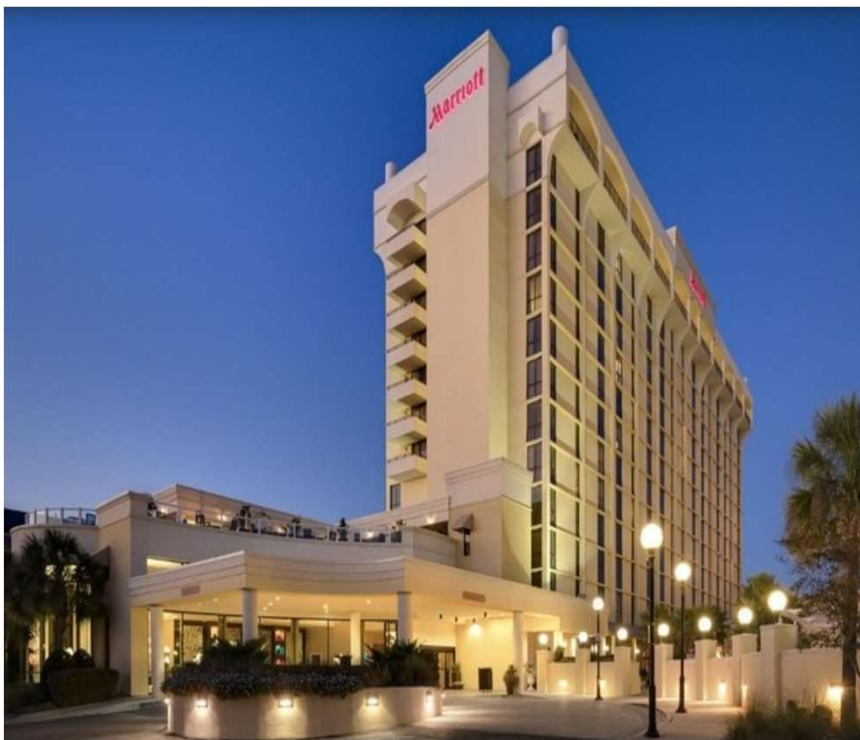
www.FAMA.org

Fall Conference 2025

Charleston, SC

(September 23-26)

Charleston Marriott





FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org



Questions/Comments



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

2024 Spring Meeting

MEMBERSHIP COMMITTEE REPORT

**Paul Deming
Jennifer Hollis**

Board Liaison: Melissa Dobbs



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

Committee Members

- **Paul Deming / Chair** – Whelen Engineering Mfg. Co.
- **Jennifer Hollis / Vice-Chair** – Hansen International
- Bob Albano – Hendrickson
- Gregg Geske – Waterous Company
- Bruce Ireland – Darley
- Chris McClung – KME Fire Apparatus
- Jeff Rhein – Hale Products, Inc.
- Rick Suche – Fort Garry Fire Trucks

Board Liaison: Melissa Dobbs



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

Committee Annual Objectives

- Grow Membership 5%
- Develop Membership Retention Plan
- Engage Member Company Participation
- Proceed with Mentor Program for First-Time Meeting Attendees



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

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



**FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION**

www.FAMA.org



**FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION**

**JOIN FAMA TODAY
AND SEE WHAT'S IN IT
FOR YOU!**



**FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION**



INDUSTRY STATISTICS

FAMA is the ONLY source for accurate fire service statistics provided quarterly and summarized at year end. Only FAMA members are privy to these reports since they are not released to the public. Members find this research invaluable for their internal business purposes regarding apparatus purchases by state, product category, pump type and more.



TECHNICAL COMMITTEE

Through subcommittees, members work with numerous industry experts in recommending safe, practical solutions that assist the NFPA in the formation of standards. In addition, members receive the latest information about new products, technologies and standards.



GOVERNMENTAL AFFAIRS COMMITTEE

The GAC helps FAMA establish and maintain their reputations as leaders and strategic partners with governmental entities as it relates to Emergency Services, Fire Apparatus and Homeland Security. Through the GAC, member companies receive regular communications about important legislation that relates to them.

WHY JOIN FAMA?



NETWORKING

FAMA's spring and fall meetings provide a great opportunity to network with industry professionals. The meetings also keep members up-to-date with new information, allow for group formulations of organizational goals and provide a forum to share information.



INDUSTRY RELATIONSHIPS

As well as serving U.S. and Canadian fire service communities through involvement in NFPA, FAMA members also integrate with and support the Congressional Fire Services Institute (CFSI), the International Association of Fire Chiefs (IAFC), the Fire Department Safety Officers Association (FDSOA), the Fire and Emergency Manufacturers and Services Association (FEMSA), and other fire service-related organizations.



WHITE PAPER REPORT

As a member of FAMA you will get a chance to contribute to our White Paper Report. The White Paper Report is intended to serve as a resource for fire service administrators who are considering replacement of outdated or obsolete fire protection equipment, or who are in the process of purchasing new equipment.



COMMUNITY SERVICE

FAMA gives back to individuals in the fire industry in the form of scholarships and grants advocacy. FAMA advocates for grant funding to support underfunded fire departments to ensure proper protection to their communities. In addition, FAMA is proud to help cultivate the next generation of fire service professionals. Each year one scholarship is awarded to a deserving individual enrolled in a four-year or graduate level fire science or EMS program.



COMPREHENSIVE WEBSITE

The FAMA website has become a central hub for members, providing a full member listing with contact information, a resource library, the FAMA calendar, and a members-only section.



STRENGTH IN NUMBERS

FAMA member companies total over 120 strong. On issues that are important to the fire service and its suppliers, the organization is able to provide a strong voice within the industry that a single supplier might not be able to accomplish independently.



COMMUNICATIONS

FAMA communicates with its members on a regular basis via emails, its website and an extensive FAMA newsletter.

For more information on how you can become a member of FAMA, visit www.FAMA.org today!



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

8 New Member Companies Since the 2023 Spring Meeting

- Stamm Manufacturing (May)
- Passman's E.V.T. Services (July)
- LiquidSpring (August)
- Lifeline Firehose (August)
- 10-75 Emergency Vehicles (November)
- Elevation Off Grid (January)
- Alcoa Wheels (January)
- Reyco Granning (January)



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

Member Companies

- Currently there are 133 FAMA Member Companies



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org



Questions/Comments



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

2024 Spring Meeting

SPRING MEETING PLANNING COMMITTEE

**Tim Allaband
Peter Sremac**

Board Liaison: Ron Truhler



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

Committee Members

Tim Allaband / Co-Chair – Matheny Fire & Emergency

Pete Sremac / Vice-Chair – C.E. Niehoff & Company

- Mike Adams – Ziamatic Corp.
- Mark Albright – 4 Guys Fire Trucks
- Chick Granito – Honorary Member
- Adam Graves – USSC
- Jay Johnson – Golight, Inc.
- Kaoma Massa – HiViz Lighting, Inc.
- Jeff Rhein – Hale Products, Inc.
- Golf Tournament:
Brian Emmel – Federal Signal Corp.

Board Liaison: Ron Truhler



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

Welcome to St. Pete Beach

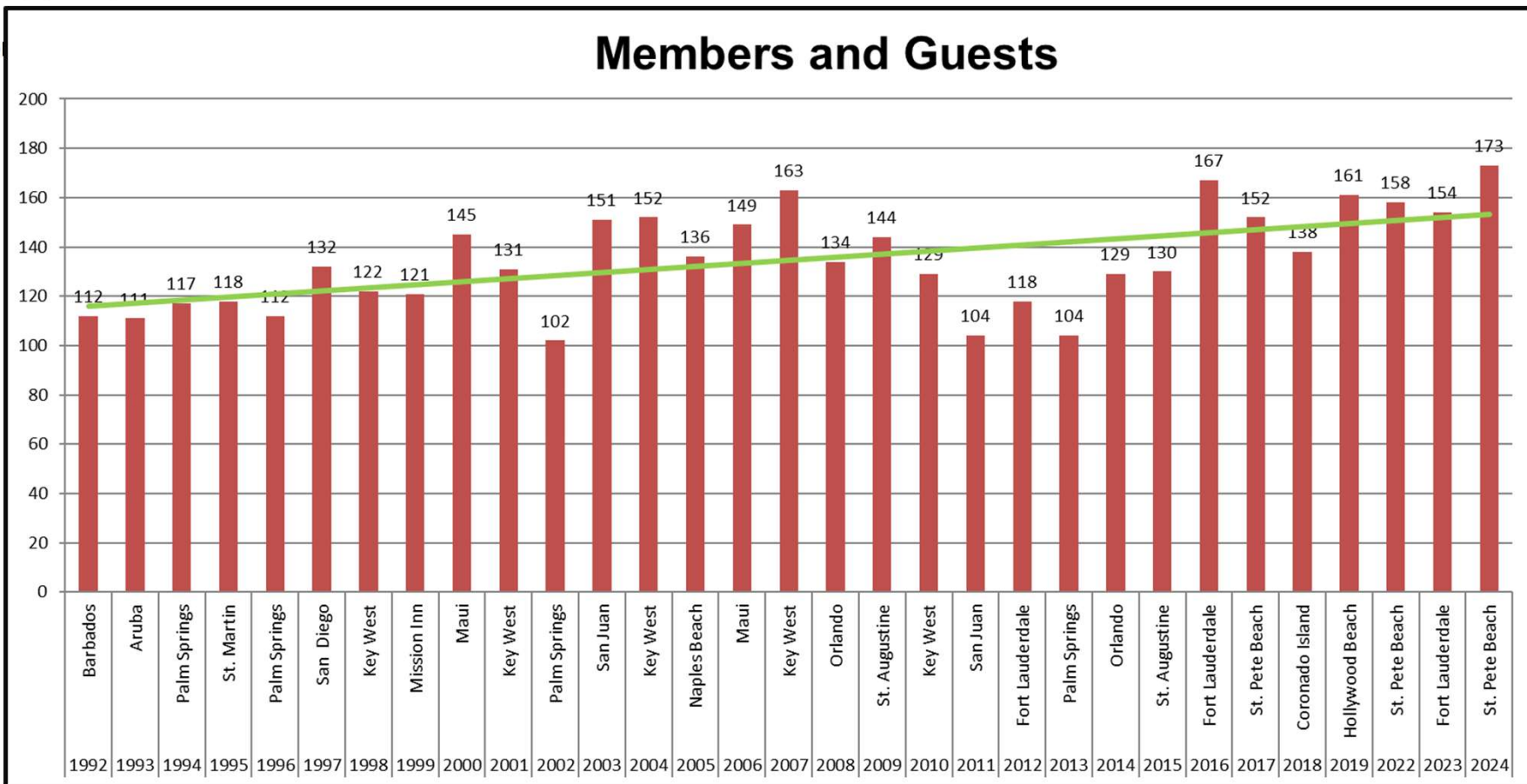




FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

Spring Meeting Historical Attendance



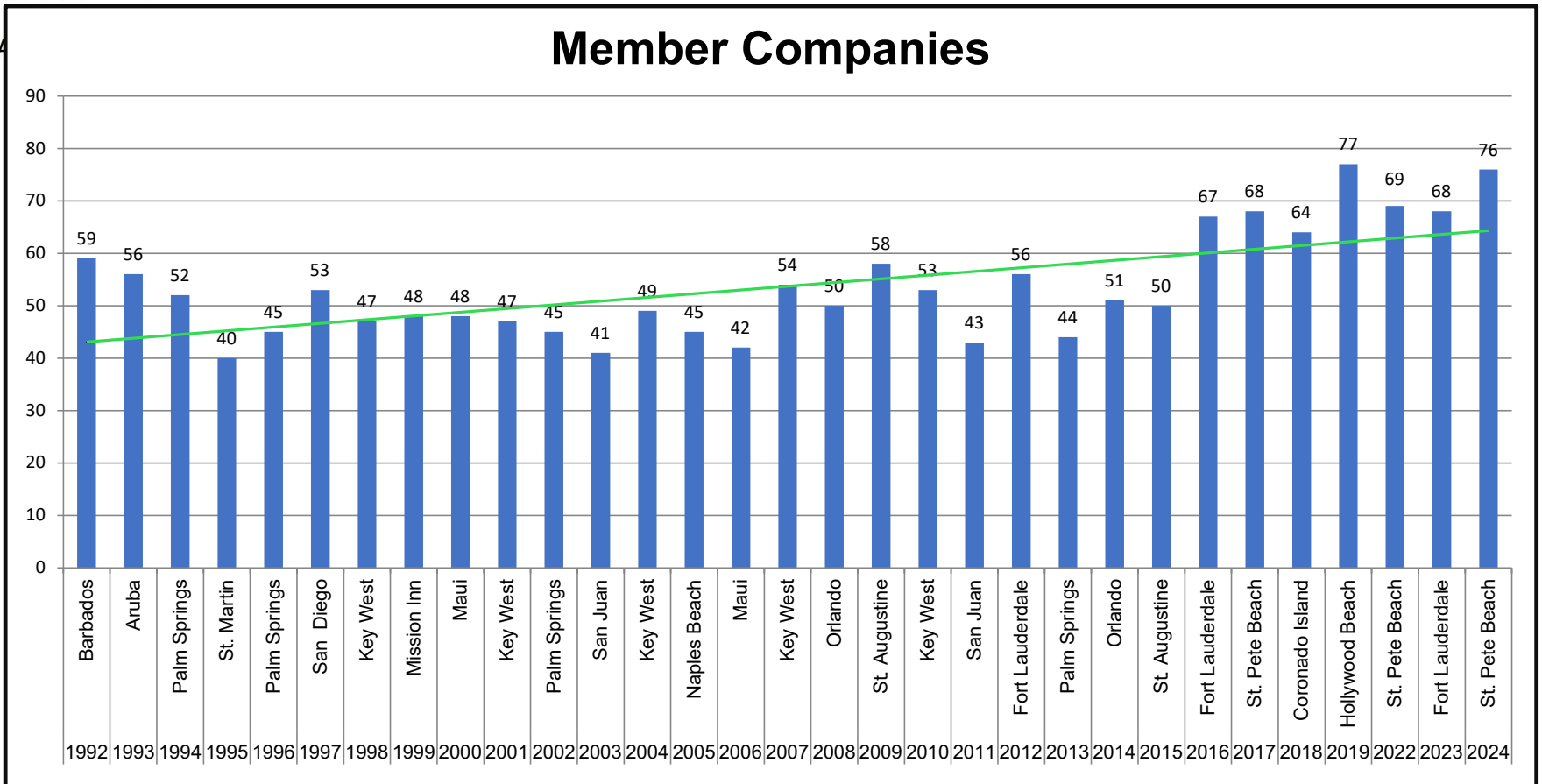


FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA

Spring Meeting Historical Attendance

Member Companies





FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

Planning Committee Activities

Planning the
2024 FAMA
Spring Meeting





FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

**Thank you
to the
meeting
sponsors!**

CORPORATE SPONSOR



**FIRE &
RESCUE GROUP**

PLATINUM SPONSORS



We protect and beautify the world™

GOLD SPONSORS



SILVER SPONSORS



BRONZE SPONSORS



Special Thanks to the 2024 FAMA Annual Golf Tournament Sponsors





FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

Spring Meeting 2025

The Westin Rancho Mirage Golf Resort & Spa

March 1-4 - Rancho Mirage, CA





FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

Spring Meeting 2026 and 2027

St Pete Beach, FL

The Don CeSar Hotel





< 2024 Spring Meeting



Visual settings



Edit



Send [sonyakelly583](#) to 22333

For the Golf Outing; how do you prefer the teams to be selected?

As currently selected by the Golf Committee.



0%

Random team selection.



0%





FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org



Questions/Comments



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

2024 Spring Meeting

**MEETING SUSPENDED
FOR THE DAY**



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

**Thank you
to the
meeting
sponsors!**

CORPORATE SPONSOR



**FIRE &
RESCUE GROUP**

PLATINUM SPONSORS



We protect and beautify the world™

GOLD SPONSORS



SILVER SPONSORS



BRONZE SPONSORS



Special Thanks to the 2024 FAMA Annual Golf Tournament Sponsors





FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

2024 Spring Meeting

BREAKFAST

Sponsored by



IMMI®



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

2024 Spring Meeting

MEETING RESUMED CALL TO ORDER

Gary Pacilio



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

**Thank you
to the
meeting
sponsors!**

CORPORATE SPONSOR



**FIRE &
RESCUE GROUP**

PLATINUM SPONSORS



We protect and beautify the world™

GOLD SPONSORS



SILVER SPONSORS



BRONZE SPONSORS



Special Thanks to the 2024 FAMA Annual Golf Tournament Sponsors





FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

TUESDAY PRESENTATIONS



We protect and beautify the world™



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

2024 Spring Meeting

BOARD OF DIRECTORS' REPORT (Cont.)

Gary Pacilio



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

2024 Spring Meeting



Questions/Comments



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

2024 Spring Meeting

NFPA Discussion

Roger Lackore



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

See Separate File



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org



Questions/Comments



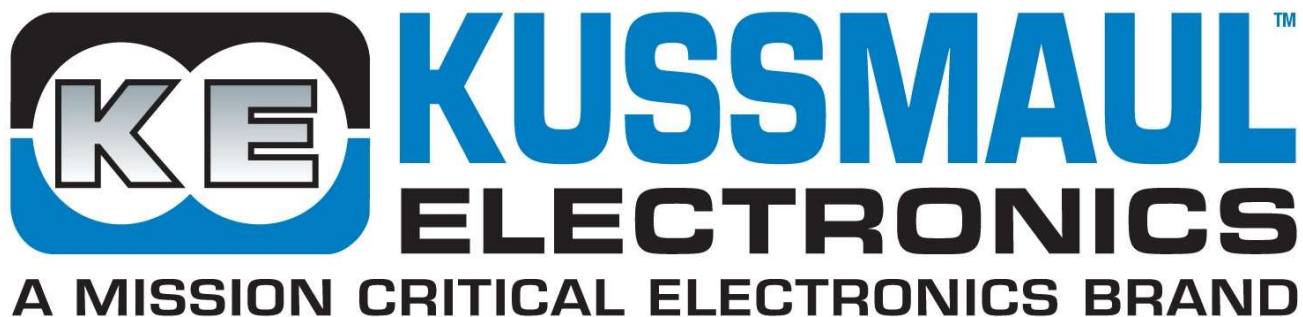
FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

2024 Spring Meeting

15-MINUTE BREAK

Sponsored by





FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

2024 Spring Meeting

Legal Pitfalls Discussion

Jim Juneau

FAMA Legal Counsel



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org



GENIE: ***"I shall grant you three wishes."***

MAN: ***"I wish for a world without lawyers."***

GENIE: ***"Done. You have no more wishes."***

MAN: ***"But wait, you said THREE wishes."***

GENIE: ***"So... GO SUE ME!"***



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org





FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

WHY SUE

Products Liability

Employers Liability

Contract / Warranty Liability

Business Torts

Deceptive Trade Practices

Commercial Auto Liability





FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

**PRODUCT
LIABILITY**



- **Manufacturing Defect** = Failure to build the product in strict accord w/design specs.



- **Design Defect** = Failure to reduce or eliminate a danger by feasible alternative design.



- **Marketing Defect** = Failure to supply adequate warnings or instructions in a manner likely to reach the end-user.



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

**PRODUCT
LIABILITY**

“DEFECT” means Unreasonably Dangerous

Dangerous to an extent that is not expected by the ordinary user who is familiar with the product and its characteristics.

- **JURIES DECIDE WHETHER OR NOT A PRODUCT IS UNREASONABLY DANGEROUS!**



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

**PRODUCT
LIABILITY**

• BREACH OF WARRANTY

- **Express Warranty** = Representations of fact made by the seller regarding the qualities or characteristics of the product.
- **Implied Warranty of Merchantability** = The product is reasonably fit and suitable for its ordinary and customary uses.
- **Implied Warranty of Fitness** = The product is suitable for a particular purpose made known to the seller by the purchaser.





FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org



**PRODUCT
LIABILITY**

- **Crashworthiness**
- **Structural Integrity**
- **Dynamic Stability**
- **Service / Maintenance / Inspection**
- **Conspicuity**
- **Compliance w/ Specifications**
- **Compliance w/ Standards**
- **Warnings / Instructions**
- **Aftermarket Changes / Mods**



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

**PRODUCT
LIABILITY**

**ALL COMMERCIAL SELLERS
OF A PRODUCT CAN BE SUED
FOR ANY PRODUCT DEFECTS!**



**AND YES
THIS MEANS
YOU!**



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org



- **Workplace Injuries**
- **Discrimination (age, sex, race, faith, etc.)**
- **Harassment / Hostile Work Environment**
- **Wage & Hour Violations**
- **ADA Accommodation Claims**
- **Employee Benefit / ERISA Claims**
- **Employment Contracts**
- **Union Contracts**



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org



BUSINESS TORTS

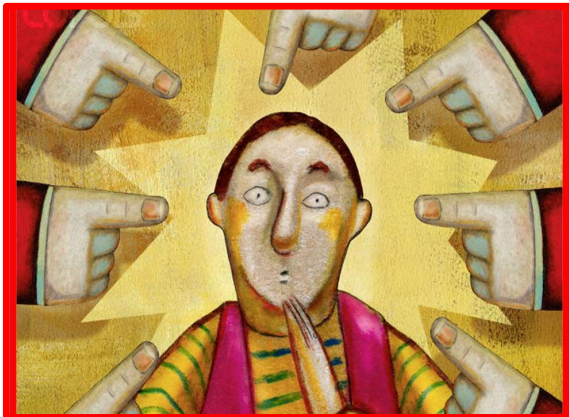
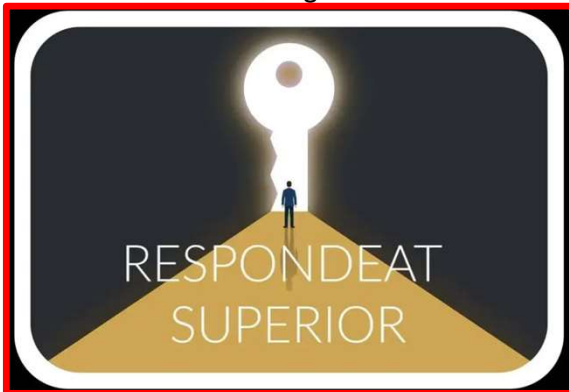


- **Negligence**
- **Defamation**
- **Premises Liability**
- **Fraud / Misrepresentation**
- **Invasion of Privacy**
- **HIPPA Violations**
- **Intentional Torts (e.g. assault & battery)**
- **Nuisance / Environmental (e.g. pollution)**
- **Interference w/ Contractual Relations**



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org



BUSINESS TORTS



- **Respondeat Superior:** A legal doctrine of “vicarious liability” in which a “master” (e.g. employer) is held liable for wrongful acts of agents/employees if: (1) the master had a right to control the agent’s conduct, and (2) the agent was acting in the general course and scope of his duties for the master when the wrongful act was committed.



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

**WHAT
CAN  DO?**

THE BEST DEFENSE IS A GOOD OFFENSE



Act before a problem arises / escalates.
Cultivate & maintain personal relationships.
Communicate effectively and generously.
Acknowledge & promptly correct mistakes.
Interact with honesty, integrity & fairness.
Seek legal advice early.



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

TIPS FOR AVOIDING LITIGATION (OR ITS CONSEQUENCES)



1. Consider limiting your corporate liability exposure structurally.

Separate assets from operations?

2. Limit your liability contractually:

Anticipate the worst and make provision for it.

Have a lawyer help draft your contracts.

Forum selection, choice of law, right to cure provisions.

Warranty limitations or disclaimers.

Mandatory negotiation or arbitration clauses.



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

TIPS FOR AVOIDING LITIGATION (OR ITS CONSEQUENCES)



3. Put it in writing – everything – always:

Written contract where possible – avoid oral agreements.

If oral agreement / understanding – **confirm it in writing**.

Keep good records – accurate, accessible & well organized.

4. Read all agreements thoroughly and carefully.

Understand the real-world implications.

Ask for clarifications & details where needed – in writing.

Challenge agreements that don't address your interests.

Get legal review/advice – especially if unsure/uncertain.



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

TIPS FOR AVOIDING LITIGATION (OR ITS CONSEQUENCES)



5. Buy Liability Insurance – and lots of it:

CGL = Commercial General Liability.

D&O = Directors & Officers Liability.

E&O = Errors & Omissions.

Employer's Liability.

Business Auto and/or Hired & Non-Owned Auto Liability.

Workmens' Compensation.

... and maybe other coverages. Consult & review coverage and liability limits regularly with a good insurance professional who knows you & understands your business.



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

TIPS FOR AVOIDING LITIGATION (OR ITS CONSEQUENCES)



6. Train your staff to be your allies on the front lines:

Foster a culture of support, honesty & transparency.

Adopt & enforce clear workplace conduct policies.

Encourage reporting of potential liability events/conditions.

Workplace health or safety issues.

Product or component safety or functional issues.

Work environment – personal interaction issues.

7. **Be proactive – don't ignore complaints / reports.**



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

TIPS FOR AVOIDING LITIGATION (OR ITS CONSEQUENCES)



8. Try to walk a mile in their shoes:

What would you want from you if you were in their position?

Empathize – genuinely try to understand their perspective.

Respond to issues politely and promptly with genuine tone.

Return calls, answer letters/e-mail – don't go silent.

Avoid responding defensively – employ active listening.

Stay positive, open, objective and solution oriented.



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

TIPS FOR AVOIDING LITIGATION (OR ITS CONSEQUENCES)



9. Consider litigation alternatives (ADR):

Intervention by mutually trusted intermediary.

Early pre-suit mediation with professional mediator.

Arbitration – either by contract or *ad hoc* agreement.

Avoid hostility - Never threaten to sue!

10. Get your own legal counsel involved early-on!



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

REMEMBER



**ALL LAWSUITS ARE EXPENSIVE AND
TIME CONSUMING.**

**EVEN THE BEST CASES POSE RISKS,
AND OFFER UNCERTAIN RESULTS.**

**AVOIDING LITIGATION IS ALMOST
ALWAYS THE BEST STRATEGY!**





FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org



Your Issues / Comments Thoughts / Questions?



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

Thank You !!



JIM JUNEAU

jjuneau@juneauboll.com



JUNEAU, BOLL & STACY
ATTORNEYS & COUNSELORS
15301 SPECTRUM DRIVE, SUITE 300
ADDISON, TEXAS 75001
(972) 866-8333 OFC / (972) 523-1011 CELL



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

2024 Spring Meeting

Poll Everywhere Results Review & Open Mic Discussion



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

2024 Spring Meeting

Unfinished Business

New Business

Closing Remarks



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

2024 Spring Meeting

Next Meeting Notice

2024 FAMA Fall Conference

**Tuesday, September 24 -
Friday, September 27, 2024**

**The Westin Tampa Waterside
Tampa, FL**



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

**We look forward to Seeing you
in September in Tampa, FL**

Fall Conference 2024

(September 24-27)

The Westin Tampa Waterside





FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

2024 Spring Meeting

MEETING ADJOURNMENT

Gary Pacilio



FIRE
APPARATUS
MANUFACTURERS'
ASSOCIATION

www.FAMA.org

**Thank you
to the
meeting
sponsors!**

CORPORATE SPONSOR



**FIRE &
RESCUE GROUP**

PLATINUM SPONSORS



We protect and beautify the world™

GOLD SPONSORS



SILVER SPONSORS



BRONZE SPONSORS



Special Thanks to the 2024 FAMA Annual Golf Tournament Sponsors

