



**MEETING MINUTES  
FIRE APPARATUS MANUFACTURERS' ASSOCIATION  
FALL MEMBERSHIP BUSINESS MEETING AT THE  
JW MARRIOTT NEW ORLEANS  
NEW ORLEANS, LA  
SEPTEMBER 27-28, 2023**

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

**Call to Order** – by President Bert McCutcheon at 3:32 P.M. CT.

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

**Welcome and Opening Remarks** – Mr. McCutcheon welcomed the attendees and thanked the meeting sponsors.

**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.

Mr. McCutcheon introduced the 2023 Board of Directors and thanked them for their service.

Mr. McCutcheon recognized the four (4) new FAMA Member Companies that joined the Association since the 2023 Spring Meeting.

16 First-Time Attendees were introduced and presented with welcome gifts.

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

**Proof of Notice** – Meeting notice was distributed via email to the members on May 24, 2023.

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

**VOTED:** To approve and enter the minutes of the March 20-21, 2023, Spring Business Meeting into the records of the association.

All attendees provided a self-introduction.

**Nominating Committee Report** – Mr. Lingel presented a review of the Committee members, the committee's activities, and annual objectives. He also reviewed the Association's board structure and the four open 2024 Board Positions.

After a review of the candidate qualifications required in the Bylaws, Mr. Lingel asked for floor nominations. There were none. Nominations from the floor were closed.

**2024 Board of Directors Election** – Mr. Whitehouse presided over the Board election process.

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

**VOTED:** To approve the 2024 slate of nominations as presented by the Board.

Mr. Truhler, the secretary of the Board, formally cast a single vote for each recommended nominee on the slate, resulting in election of each nominee with approval of the membership.

Mr. Truhler announced the newly constituted 2024 Board of Directors.

Mr. Whitehouse noted that due to the election there will be a vacant Treasurer position. Mr. Pacilio, the 2024 Board President, will appoint a new Treasurer in January.

**Treasurer's Report** – Mr. Witmier presented the Treasurer Report and provided a review of the following:

- Overview of Total Income and Expenses for the years 2016-2023 (YTD)
- The Balance Sheet as of September 16, 2023, with comparison to 2022
- 2023 Budget vs. Actuals thru September 16, 2023, for income and expenses

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

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

After a short break, the meeting attendees were asked to separate into their assigned groups for a discussion of the following topics:

- Subject matter for the proposed FAMA based Fire Lane at the FEMSA / FAMA Fall Conference.
- Improvements to the Fall Conference program.
- Speaker selection and topics for the Spring Meeting.

The meeting was suspended at 5:05 PM CT on September 27, 2023.

The meeting resumed at 8:03 AM CT on September 28, 2023.

### **Breakout Session Report Outs**

The leaders of each breakout group provided a report of their group's discussion and findings.

**Data & Research Committee Report** – Mr. Bostrom presented.

- The committee is looking for other research and ideas beyond existing pump data and apparatus order and delivery statistics.
- Mr. Bostrom provided a review of the Committee's composition, focus and initiatives.
- The North American Fire Apparatus Bookings were reviewed using a 12-month rolling average. The 2023 current total average of vehicle units booked is 5,897. This number does not include ARFF, refurbis or international units.
- Total Industry Bookings and Shipments – This report includes all vehicles (ARFF, refurbis and international units. Based on a 12-month rolling average, the current total average of units booked in 2023 is 6,253, the current average of units shipped is 3,974. Shipments are up 3.2% YOY.
- Total Fire Apparatus Sales by Product Type based on a 12-Month Rolling Average was reviewed. Pumpers continue to make up the majority of products sold with 68% of the total bookings, aerals are second with 16% of the bookings.
- Total Fire Apparatus Sales by Month based on a 12-Month Rolling Average was reviewed. This report does not include ARFF or refurbis. The report shows the number of units booked by month for a total of 6,106 units. Q2 2023 was down -8.2% YOY.
- Aerial Apparatus Sales based on a 12-Month Rolling Average was reviewed. Overall, 1,001 aerial units were booked, this number is down by -10.4 % YOY; 573 aerals were shipped, an increase of 4.9% YOY.

- Pumper Apparatus Sales based on a 12-Month Rolling Average was reviewed. Overall, 4,232 pumpers were booked, a -2.3% YOY decrease; 2,476 pumpers were shipped, an increase of 1.1% YOY.
- Tanker Apparatus Sales based on a 12-Month Rolling Average was reviewed. Overall, 619 tankers were booked, a decrease of -7.6% YOY; 554 tankers were shipped, an increase of 15.2% YOY.
- Vehicles with Pumps Sales based on a 12-Month Rolling Average was reviewed. 5,418 vehicles with pumps were booked, a -4.4% YOY decrease; 3,452 vehicles with pumps were shipped, 3.4% YOY increase.
- Total Industry Bookings Custom vs Commercial Chassis based on a 12-Month Rolling Average was reviewed. This report includes all products and regions. Commercial chassis sales are up from 28.4% to 29.3%, while custom chassis sales are down from 71.6% to 70.7%.
- The Committee asked the members to support their goal to provide quality data in a timely manner by submitting their data by the end of the month following the end of each quarter.

**Technical Committee Report** – Mr. Lackore and Ms. Melissa Dobbs reported.

- 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 10 pending guides, 1 draft guide, and 41 published.
- The process for submitting Buyer's Guide through review and approval was reviewed.
- A list of potential FAMA Forum Article topics was presented.
- It was announced that the Technical Committee will meet in conjunction with FDIC on Wednesday afternoon, April 7, 2024.
- Five newly approved graphical symbols were presented.
- NFPA 1900 TIA and edits of two items were reviewed: SCBA Mounting and Aerial Section Missing. The SCBA mounting update will require changes, which will be requested.
- The Next Revision Schedule for NFPA 1900 and plans for future revisions were reviewed. Public input opens soon. Mr. Lackore requested submissions of the needed changes and input or reviews of required vs operational items.
- Mr. Lackore reviewed the FAMA representatives for each NFPA standard for which FAMA has representation.
- Aerial Ladder Spacing Initiative – There is an intention to add this new requirement to the next version of the NFPA 1900 standard. FAMA needs to be prepared with an agreed upon statement.
- Canadian ULC Standard – Mr. Lackore provided a review of the draft Canadian ULC Standard. The current standard is from 2006. There is a proposal to use the 1906 standard with minimal changes.
- PFAS Free Foam – Guidance from the industry is needed. An updated Buyer's Guide (TC030) is currently posted in Basecamp for comments.
- Tire Life Guidelines – NFPA recommends tire life not to exceed seven (7) years. FAMA Apparatus Safety Guide recommends no more than seven (7) years from date of manufacture.
- NHTSA Notice of Proposed Rulemaking for AEB (Automatic Electronic Braking) and ESC (Electronic Stability Control) – FAMA has submitted formal letters requesting an exemption from the proposed requirements for fire apparatus.
- Other New Initiatives being considered include:
  - A guide focused on EV charging infrastructure for Fire Station installations.
  - Clean Cab Guide
  - NHTSA Fire Apparatus Recall Guide
  - Engine Emissions & GHG Guide
  - Buyer's Guide Videos
  - Update of vehicle size and weight requirements/restrictions by state

**Education – Scholarship Committee Report** – Mr. Williamson reported.

- A review of the Phillip L. Turner annual scholarship program was provided.

- Thank you to Akron Brass Company and Hale Products for their sponsorship towards this program.
- Mr. Williamson reported that Leonardo Vargas of Eastern Kentucky University was awarded the 2023 scholarship.
- A review of the origins of the 2023 FAMA Scholarship Award was provided. The members were asked if they would like to continue with the secondary scholarship and approved the continuation for 2024.
- Jordan Lin of Oklahoma State University was awarded the 2023 FAMA Scholarship.
- The requirements and deadlines of the 2024 Phillip L. Turner Scholarship were reviewed.

**Membership Committee Report – Mr. Geske reported.**

- Mr. Geske reviewed the committee membership and objectives.
- Mr. Geske asked the members to help grow the association's membership by explaining the benefits to companies that are not currently members. He encouraged members to use the Ten Reasons to Join pamphlet and to contact a member of the Membership Committee for help.
- Four new FAMA member companies were recognized, raising the total membership to 135 companies.

**Marketing Committee Report – Mr. Daniels reported.**

- Mr. Daniels reviewed the committee membership, objectives, and recent activities.
- The details of the Clarion Monthly E-Blast Campaign were reviewed.
- A report was provided on the committee's plans to develop future FAMA Forum Articles through partnering with Clarion's Chris McLoone (editor).
- The graphics of the 2023 FAMA sponsorship at FDIC were presented and discussed.

**Fall Meeting Planning Committee Report – Mr. Martin and Mr. Casucci reported.**

- The newly formed committee will provide more focus towards the planning of the Fall Conference.
- A review of the membership of the joint (FAMA and FEMSA) planning committee members was provided.
- Special appreciation was extended to the sponsors of the 2023 Fall Conference.
- A high-level review of the committee's recent activities and future conference locations was provided.

**Spring Meeting Planning Committee Report – Mr. Cahill and Mr. Allaband reported.**

- A review of the committee membership was provided.
- The 2023 Spring Meeting sponsors were thanked for their support.
- The 2024-2027 Spring Meeting locations and dates were discussed.

**2024 Board Focus – Mr. McCutcheon presented for Mr. Pacilio.**

- The mission of the Association was reviewed.
- The Board's key areas of focus are Statistics, Technical Committee, Governmental Affairs, and Networking.
- Long range strategic and financial planning with guidance from the Compass Committee.

**Unfinished Business – Mr. McCutcheon**

- None

**New Business – Mr. McCutcheon**

- None

**Closing Remarks – Mr. McCutcheon thanked the members for their attendance, participation, and input.**

**Next Meeting Notice** – The next meeting of the FAMA Membership will be held Monday, February 26 and Tuesday, February 27, 2024, at The Don CeSar Hotel in St. Pete Beach, FL.

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

**VOTED:** To adjourn, at 9:18 AM CT

A true copy, attest:

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Sonya Kelly  
Recording Secretary

## FAMA MEMBERSHIP BUSINESS MEETING

September 27, 2023

### Member Company Attendance

4 Guys Fire Trucks	Mark Albright
Advanced Wheel Sales, LLC	Pat Meisenholder
AMDOR Inc.	Oran McNabb, Bruce Whitehouse
Apparatus Equipment & Service, Inc.	William Arbus
Austin Hardware & Supply, Inc.	Tom Vrydaghs, Dan Wilson
Battleshield Industries Ltd	Luc Thibault
Bulldog Fire Apparatus, Inc.	Jeffrey Mazza, Bert McCutcheon
C.E. Niehoff & Company	Peter Sremac
CET Fire Pump Mfg., Ltd.	Jerry Halpin
Darley	Bruce Ireland, James Long
Duo-Safety Ladder Corp.	Elizabeth Stender
Elkhart Brass Mfg. Co., Inc.	Chris Martin, Andy Plofkin
E-ONE, Inc.	Larry Daniels, Philip Gerace
Federal Signal Corporation	Brian Emmel
Ferrara Fire Apparatus, Inc.	Andrew Conway
Fire Research Corporation	Eric Combs, Peter Luhrs, Jason Witmier
FOL-DA-TANK, LLC	Joel Wright
Fort Garry Fire Trucks	Rick Suche
H.O. Bostrom Company, Inc.	Paul Bostrom, Ron Truhler
Hale Products, Inc.	Steve Rowland
Harrington, Inc.	Paul Carpenter
Hendrickson	Bob Albano
HiViz Lighting, Inc.	Joe Caughey
IMMI	Melissa Dobbs, Josh Motsinger, Justin Swan
KME Fire Apparatus	Chris McClung
Kochek Company LLC	Andrew Simonds
Kusssmaul Electronics Co.	Patrick Hester
Marion Body Works, Inc.	Curt Ignacio, Kevin Ignacio
Matheny Fire & Emergency	Tim Allaband
OFAB Inc.	Mark Coley
Oshkosh Airport Products	Lee Morris
Pro Poly of America, Inc.	Jim Kurila
Rebel Strike, LLC	Matthew Brady, Karl Lee
ROM Corporation	Michael Dupay, Bruce Quick
Rosenbauer America, LLC	Allison Niendiek
Safetek Emergency Vehicles Ltd.	John Witt
Sam Carbis Solutions Group, LLC	David Williamson
Seagrave Fire Apparatus LLC	Daniel Hohn
Signature 4	Eric Coppess
Smart Power Systems	Jay Farrell
SoundOff Signal	Doug Baker, Gabe Casucci
Spartan Emergency Response	Roger Lackore
Sutphen Corporation	Kevin Kuszmaul, Steven Phelps
Task Force Tips, Inc.	Jeff Hicks

The Will-Burt Company  
United Plastic Fabricating, Inc.  
United Safety & Survivability Corporation  
Waterous Company  
Weis Fire and Safety Equipment, LLC  
Whelen Engineering Co., Inc.  
Williams Fire & Hazard Control, Inc.

Keith Bousquet, Drew Newman  
Patrick Cahill, Andrew Lingel  
Adam Graves  
Gregg Geske, Dan Reese  
Dave Smith  
Naomi Menard  
James Morgan