



**MEETING MINUTES
FIRE APPARATUS MANUFACTURERS' ASSOCIATION
SPRING MEMBERSHIP BUSINESS MEETING
THE DON CESAR HOTEL IN ST PETE BEACH, FL
FEBRUARY 26-27, 2024**

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

Invocation – Mr. Dean provided the invocation.

Welcome and Opening Remarks – Mr. Pacilio opened the meeting and welcomed the attendees. Marion Body Works was recognized for their sponsorship of breakfast.

All the event sponsors were recognized and thanked for their generous support.

A brief review of the hotel emergency exits was provided.

Mr. Pacilio reviewed the plans for the day and the meeting agenda. Meeting participation and Q&A were encouraged.

Tim Allaband introduced Chief Kilpatrick of the St. Pete Beach Fire Department.

Chief Jim Kilpatrick of the St. Pete Beach Fire Department – Chief Kilpatrick welcomed the meeting attendees to St. Pete Beach. He provided a brief description of the department's apparatus, number of employees, and their operating budget. He described the department's challenges posed by the "transient" population swells from their high tourism numbers.

Sponsor Recognition – Mr. Pacilio provided special recognition and thanks to Clarion Fire & Rescue Group for their corporate sponsorship. It was noted that Clarion Fire & Rescue Group has continued to provide sponsorships and other support to FAMA for 23 years. A summary of the financial support Clarion has provided FAMA since 2003 was presented.

Mr. Pacilio announced a new two-year Corporate Sponsorship agreement with Clarion for 2024 and 2025 was in place. The partnership has been extended through 2025 with a guarantee of \$70,000 annually.

Along with the new agreement, Clarion has developed media packages specifically for FAMA member companies. The opportunities include geo-targeting, a FDIC specific package, and a leads program.

Mr. Pacilio introduced Mr. Schlett and Ms. Ocoma and invited them to the stage.

Clarion Fire & Rescue Group Presentation – Mr. Schlett thanked the FAMA members for their business and recognized the great partnership Clarion has with FAMA. He thanked Mr. Pacilio for his work towards the new agreement.

Mr. Schlett thanked the members of FAMA that support the Clarion media brand and introduced Ms. Lauren Ocoma. Ms. Ocoma reviewed the plans for FDIC 2024 and the new offerings for the attendees, fire departments, and exhibitors.

Ms. Ocoma presented details on the following new offerings at FDIC 2024:

- A new all-inclusive training plan is being offered to save fire departments money on registration fees.
- Plans for Lucas Oil Stadium include immersive activations to create memorable experiences
- Peer-Peer Programs

Ms. Ocoma also announced that Clarion has developed a partnership with Freeman to conduct interviews and gather direct customer “insights.”

Mr. Pacilio thanked Clarion representatives again for their Corporate Sponsorship.

Call to Order – by President Gary Pacilio at 8:27 A.M. ET.

Antitrust Guidelines / Non-Discrimination Policy – Mr. Juneau reviewed the association’s anti-trust guidelines and non-discrimination policy and provided an explanation of what the guidelines mean. FAMA is committed to the guidelines and non-discrimination policy.

Roll Call – Ms. Dobbs called the roll. There were 73 member companies in attendance. A quorum was declared. [See list following these minutes.]

Notice of Meeting – November 17, 2023

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

VOTED: To approve and enter the minutes of the September 27-28, 2023, Fall Business Meeting into the records of the association.

The eight new FAMA Member Companies that joined the Association since the 2023 Spring Meeting were recognized.

14 First-Time Attendees were invited to the front of the room and presented a welcome gift. Mr. Pacilio encouraged the new members and first-time attendees to get involved in the Association.

Board of Director’s Report – Mr. Pacilio introduced the 2024 Board of Directors and thanked them for their service.

Mr. Pacilio reviewed the Board’s Focus for 2024.

- The Board’s mission is to continue to provide industry-based value that maximizes the growth and profits of FAMA member companies.
 - Ensure the strategic direction of FAMA is met through year-over-year continuity.
 - Strengthen partnerships and raise awareness of FAMA.
 - Create and distribute pertinent information to members and end-users.
- Key Focus Areas: Statistics, Technical Committee, Governmental Affairs and Networking.
 - Deliver content and value for member companies at meetings and throughout the year.
- Compass Committee: Leverage the experience of past leaders to build a stronger future.
 - Long range strategic and financial planning.

Treasurer’s Report – Mr. Witmier presented an analysis of the Association’s financials.

- He noted, except for the COVID years, the Balance Sheet has grown steadily.
- An overview covering the annual income and expenses of 2016-2023 was reviewed.
 - The Association’s expenses continue to rise annually.
- A Financial Summary of 2023 was presented and included a review of the income received from meeting fees and sponsorships as compared to the expenses of the meetings.
- The 2024 Financial Plan and Budget were reviewed.

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

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

Mr. Pacilio thanked Mr. Witmier for a great job.

After a 15-minute break, the meeting resumed. Mr. Pacilio thanked the break sponsor, Waterous.

Mr. Pacilio announced that Poll Everywhere would be used during the meeting to gather input from the attendees. Mr. Witmier provided a short review of how Poll Everywhere works and provided a test question.

Data & Research Committee Report – Mr. John Schultz, Committee Co-Chair, presented. After a review of the Committee members and the Committee's initiatives, Mr. Schultz presented the following statistical data reports:

- The North American Fire Apparatus Bookings were reviewed using a 12-month rolling average, there were 5,599 units booked, this number is down -10.5% from 2022. ARFF trucks and refurb units were not included.
- Total Industry Bookings and Shipments – This report includes all vehicles (ARFF and refurb units). Total units booked in 2023 was 5,890. A total of 4,070 vehicles were shipped, which is up 5.7% YOY.
- Total Fire Apparatus Sales by Product Type in 2023 (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 16%, and Tankers at 11%).
- Total Fire Apparatus Sales by Month (12-Month Rolling Average) – Report shows the number of units booked by month for a total of 5,733 units (-10.7 % YOY).
- Aerial Apparatus Sales (12-Month Rolling Average) – 938 aerial units were booked, down by -16.0% YOY; 576 units were shipped, up 5.5% YOY.
- Pumper Apparatus Sales (12-Month Rolling Average) – 3,890 units were booked, -10.2% YOY decrease; 2,486 units were shipped, 1.5% YOY increase.
- Tanker Apparatus Sales (12-Month Rolling Average) – 626 units were booked, -6.6% YOY decrease; 628 units were shipped, 30.6% YOY increase.
- Vehicles with Pumps Sales (12-Month Rolling Average) – 5,167 pumps were booked, -7.9% YOY decrease; 3,506 units were shipped, 5.0% YOY increase.
- Total Industry Bookings – Custom vs Commercial Chassis (12-Month Rolling Average) – The annual usage for Commercial Chassis is 26.1% and 73.9% for Custom Chassis. Custom Chassis had a 3.2% increase YOY.
- Mr. Schultz thanked the companies that provide their data towards the program.

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 13 pending guides, 1 draft guide, 2 guides with the Board for review, and 41 published guides.
- The process for submitting a Buyer's Guide was reviewed.
- A list of 12 FAMA Forum Article topic ideas was presented along with possible contributors.
- Mr. Lackore announced the Technical Committee will meet on Wednesday afternoon, April 17th in conjunction with FDIC. The meeting will include a special panel presentation discussing early EV apparatus adoption perspectives. Sam Massa will moderate the presentation.
- Mr. Lackore provided an update on the Canadian ULC Draft Standard.
- Mr. Lackore announced that the Technical Committee has submitted two letters to NHTSA asking for exemptions regarding ESC and AEB.

- Mr. Lackore stated that the IAFC and EPA are meeting on Engine Emissions Reliability.
- 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
 - Safety Guide Video
 - A digital Apparatus Safety Guide

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

- Mr. Morris reviewed the Committee members and goals.
- An update on the status of funding for AFG and SAFER was provided. AFG and SAFER will cease to exist if they are not reauthorized. The programs sunset on September 30, 2024.
- 2024 Hill Day will take place on April 29th and 30th. Eleven associations are working together to deliver one clear and consistent message.
- Members were encouraged to host Home Day events and to post them with photos on the new GAC website.
- The following annual GAC activities were covered:
 - Continue to advocate for the reauthorization of AFG grant programs.
 - Participate in the CFSI National Advisory Committee
 - Annual Alliance Luncheon
 - Sponsorship of the annual CFSI Holiday Party
- Members were reminded it's a relationship business. The attendees were encouraged to develop relationships with their Congressional representatives, call their offices regularly to get to know them and their staff.

FAMA Member Market Value Creation – Mr. Pacilio presented a plan to break out into small groups to share best practices of what is working for our members today. The groups were asked to discuss the following three 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?*

Before breaking out, Mr. Pacilio welcomed Ms. Erin Moriarty of Clarion Fire & Rescue to present an introduction to the small group discussions. Ms. Moriarty spoke about the offerings Clarion provides: FDIC, media and data. After a review of Clarion's advantages, three exclusive marketing packages for FAMA members were presented.

The meeting attendees broke into six discussion groups.

[11:30 AM ET - The meeting attendees reconvened for the general session.]

After the breakout sessions ended, the attendees reconvened in the general session room and Mr. Pacilio resumed the meeting.

Marketing and Trade Show Committee – Mr. Daniels, Committee Chair, presented.

- Mr. Daniels provided a review of the Committee members and the Committee's objectives.
- Information on the following Committee activities was presented:
 - Clarion Monthly E-Blast Campaign

- Forum Articles
- 2024 Spring Meeting Signage
- 2023/2024 FDIC Sponsorships
- FAMA Website Update

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

- He announced the Committee is working to develop a list of interested individuals to present as the slate of nominees for the 2025 Board of Directors.
- Mr. Lingel reviewed the Committee members, their annual objectives, the Board Structure, and the 2025 open Board positions.

Fall Meeting Planning Committee Report – Mr. Witmier, Board Liaison to the Committee, presented.

- Mr. Witmier reviewed the committee members and the future event locations and dates.
- He announced, a FAMA Lane is being created for the Fall Conference and asked the members to share what presentation topics are of interest to them.
- The following joint presentations are being planned: opening keynote, Anirban Basu, Washington Update, and closing keynote.

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

- A review of the Committee members and their objectives was provided.
- 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.
- The eight new FAMA members that joined since 2023 Spring Meeting were recognized.
- There are currently 133 FAMA Member Companies.

Spring Meeting Planning Committee Report – Mr. Allaband, Committee Chair, and Peter Sremac, Vice-Chair presented.

- Mr. Allaband reviewed the members of the committee.
- Two historical attendance reports on the Spring Meeting were presented.
- The meeting sponsors were thanked for their support and generosity.
- Future Spring Meeting locations and dates were reviewed.

Meeting Suspended at 11:55 AM ET on February 26, 2024

Meeting Resumed at 8:05 AM ET on February 27, 2024

Mr. Pacilio recognized IMMI for their breakfast sponsorship and PPG for their sponsorship of today's special presentations.

After some housekeeping items, Mr. Pacilio introduced Mr. Roger Lackore for his presentation on NFPA.

Mr. Lackore provided a thorough review of the changes of NFPA 1900 from 1901 and 1906.

See Mr. Lackore's NFPA Changes presentation file posted in the Vault in folder named: 2024 FAMA Spring Meeting — February 24-27.

Mr. Pacilio thanked Mr. Lackore and introduced Mr. Jim Juneau for his presentation on Legal Pitfalls.

Mr. Juneau's presentation covered product liability, employer liability, business torts, and tips to avoid litigation. See Mr. Juneau's full presentation at the end of the 2024 Spring Mtg Presentation – 2024-2-26 and 2-27 file posted in the Vault in folder named: 2024 FAMA Spring Meeting — February 24-27.

Mr. Pacilio offered an opportunity for an open-mic discussion.

Unfinished Business – Mr. Pacilio

- None

New Business – Mr. Pacilio

- None

Closing Remarks – Mr. Pacilio thanked the attendees for their attendance and a great meeting. He asked the attendees to be sure to complete the post-event survey.

Next Meeting Notice – The next meeting of the FAMA Membership will be held Wednesday, September 25 and Thursday, September 26, 2024, at The Tampa Westin Waterside in Tampa, 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 11:01 AM ET

A true copy, attest:

Sonya Kelly
Recording Secretary

**FAMA MEMBERSHIP BUSINESS MEETING
February 26 and 27, 2024**

Member Company Attendance

4 Guys Fire Trucks	Mark Albright
Advanced Wheel Sales, LLC	Pat Meisenholder
Aearo Technologies	Denny Pedri, Dino Perin,
Akron Brass Company	David Durstine, Brian Houk
Alcoa Wheels	Dave Walters
AMDOR Inc.	Oran McNabb, Bruce Whitehouse
Amity Fire & Safety, Inc.	Ned Selwyn
APR Plastic Fabricating, Inc.	Chad Falls
BME Fire Trucks, LLC	Chad Moffat
Bulldog Fire Apparatus, Inc.	Jeffrey Mazza, Marc Mazza, Bert McCutcheon
C.E. Niehoff & Company	Peter Sremac
CET Fire Pump Mfg., Ltd.	Jean-Michel (JM) Boisvert, Jerry Halpin
Cummins Inc.	Chris Crowel
Darley	Paul Darley, Peter Darley, Bruce Ireland
Duo-Safety Ladder Corp.	Randy Vandersee, Sandra Vandersee
E-ONE, Inc.	Philip Gerace, Mike Virnig
Elevation Off Grid LTD	Travis Jensen, Jerime Monroe
Elkhart Brass Mfg. Co., Inc.	Michael Dupay
Federal Signal Corporation	Brian Emmel
Ferrara Fire Apparatus, Inc.	Larry Daniels
Fire Research Corporation	Eric Combs, Peter Luhrs, Jason Witmier
Firecom	Ted Billick
FOL-DA-TANK, LLC	Joel Wright
Fort Garry Fire Trucks	Brian Nash, Lisa Suche, Rick Suche
Fouts Bros., Inc.	Scott Edens, Gary Pacilio
Freightliner Trucks	Jason Pilarczyk
Golight, Inc.	Jay Johnson
H.O. Bostrom Company, Inc.	Paul Bostrom, Ron Truhler
Hale Products, Inc.	RJ Jones, Jeffrey Rhein
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
Kussmaul Electronics Co.	Danny Graham, Pat Hester
Link Suspensions of Canada LP	Mark Molitor

LiquidSpring LLC	Carl Harr
Marion Body Works, Inc.	Curt Ignacio, Kevin Ignacio
Matheny Fire & Emergency	Tim Allaband
Michelin North America	Roger Jenks
OFAB Inc.	Mark Coley
Performance Advantage Co., Inc.	Dj Kuenzi, Greg Young
Pierce Manufacturing, Inc.	Lee Morris, John Schultz, Aaron Zak
PPG Industries	Lou Milanovich
Pro Poly of America, Inc.	David Dean, Tim Dean
RealWheels Corporation	Jan Polka
Rebel Strike, LLC	Matthew Brady, Karl Lee
ROM Corporation	Matt Pitzer
Rosenbauer America, LLC	Bill Palmer
Safetek Emergency Vehicles Ltd.	John Witt
Sam Carbis Solutions Group, LLC	David Williamson
Seagrave Fire Apparatus LLC	Dan Hohn
Seats, Inc.	Katie Kleinschmidt
Signature 4	Eric Coppess
Skeeter Emergency Vehicles, LLC	Mark Esquivel, Connor Flansburg, Jesse Marroquin Jr.
Smart Power Systems	Jay Farrell
SoundOff Signal	Eric Asselin, Doug Baker, Randy Karel
Spartan Emergency Response	Roger Lackore
Sutphen Corporation	Shelby Chambers, Drew Sutphen
Task Force Tips, Inc.	Chris Carson, Jeff Hicks
The Will-Burt Company	Drew Newman
TOMAR Electronics	Matt Murray, James Rameker, Dan Sides
Trident Emergency Products, LLC	Scott Kiernan, Michael Sulmone
United Plastic Fabricating, Inc.	Andrew Lingel
United Safety & Survivability Corporation	Steve Toren
Ward Diesel Filter Systems	Scott Beecher
Warn Industries	David Brass
WATERAX	Raffaele Gerbasi
Waterous Company	Gregg Geske, Jason Nawrocki
Whelen Engineering Co., Inc.	Paul Deming, Naomi Menard
Williams Fire & Hazard Control, Inc.	James Morgan
Ziamatic Corp.	Mike Adams, Jonathan Castner