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2024 Fall Meeting

CALL TO ORDER

Gary Pacilio



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2024 Fall Meeting

ANTI-TRUST / NON-DISCRIMINATION POLICY

Melissa Dobbs



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ROLL CALL

Melissa Dobbs



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NOTICE OF MEETING

October 1, 2024

Melissa Dobbs



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2024 Fall Meeting

REVIEW & ENTER MINUTES

2024 Spring Meeting (February 26-27, 2024)

Distributed via email on September 18, 2024

Melissa Dobbs



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Welcome & Opening Remarks



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Meeting Participation Requirements

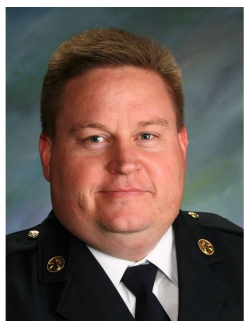
- **Robust Agenda**
 - Q&A Encouraged
 - Please Silent Cell Phones



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2024 Board of Directors



Past President – Bert McCutcheon
Bulldog Fire Apparatus, Inc.



President – Gary Pacilio
Fouts Bros., Inc.



Vice President – Andrew Lingel
United Plastic Fabricating, 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.



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6 New Member Companies Since the 2024 Spring Meeting

- Iturri America, Inc. (March)
- Advantage Fleet, LLC (April)
- RevolveAir Systems by MES (June)
- K-D Lamp Company (June)
- THL Fire Equipment (July)
- Grover Products LLC (October)



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NOMINATING COMMITTEE REPORT

Andrew Lingel

Board Liaison: Bert McCutcheon



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Committee Members

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



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2024 Spring Meeting

Activities

- Manage Nomination process
- Identify candidates for 2025 Board positions
- Identify candidates for consideration in future years



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Committee Annual Objectives

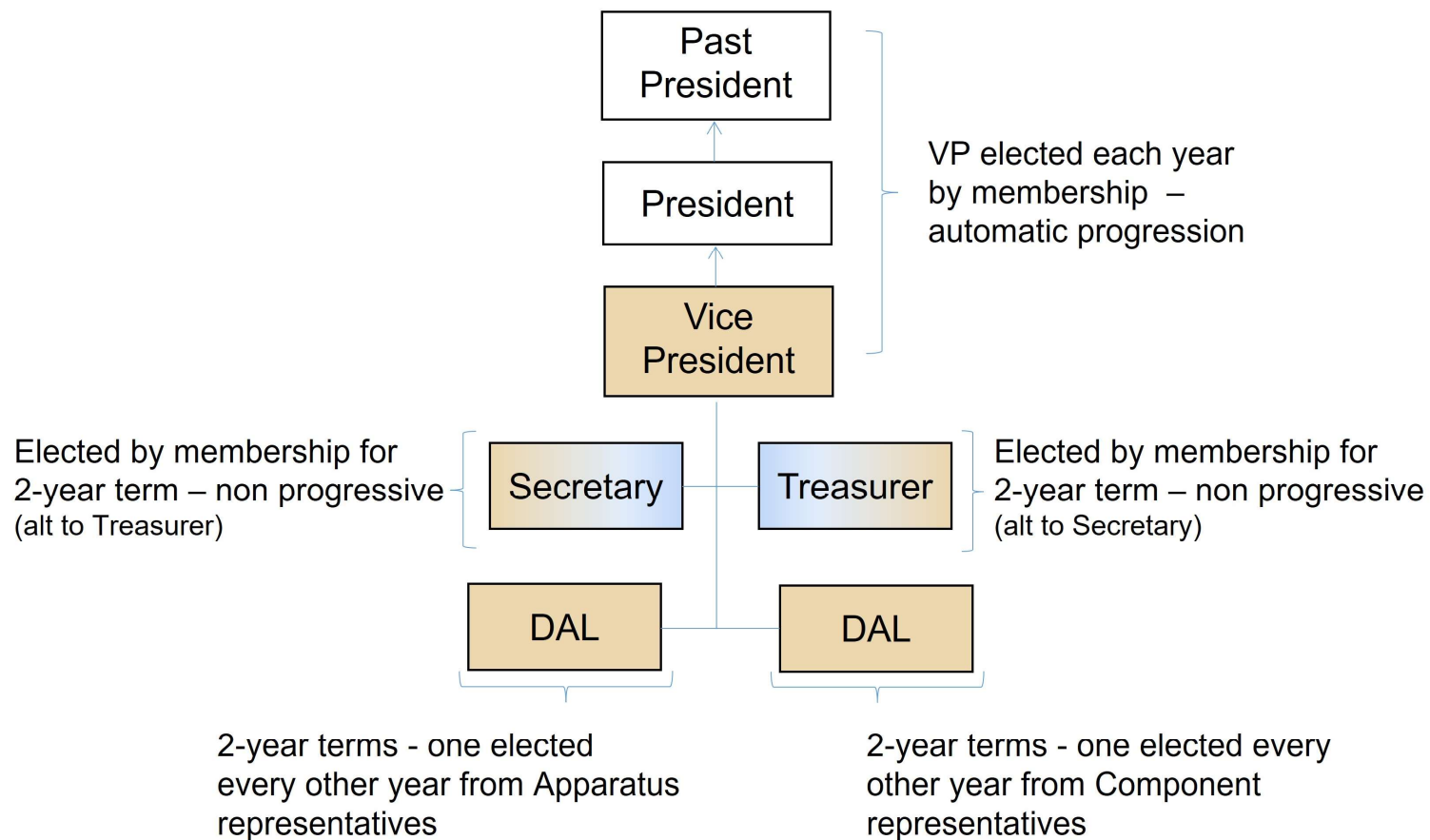
Publish Nomination Call	April 30, 2024
Identify and contact candidates for 2025 board positions	May 15, 2024
Prepare template for Slate of Nominees	June 30, 2024
Finalize slate of 2025 candidates	July 15, 2024
Publish slate of 2025 candidates	30 days prior to Fall Meeting
Presentation of Process and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



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Board Structure

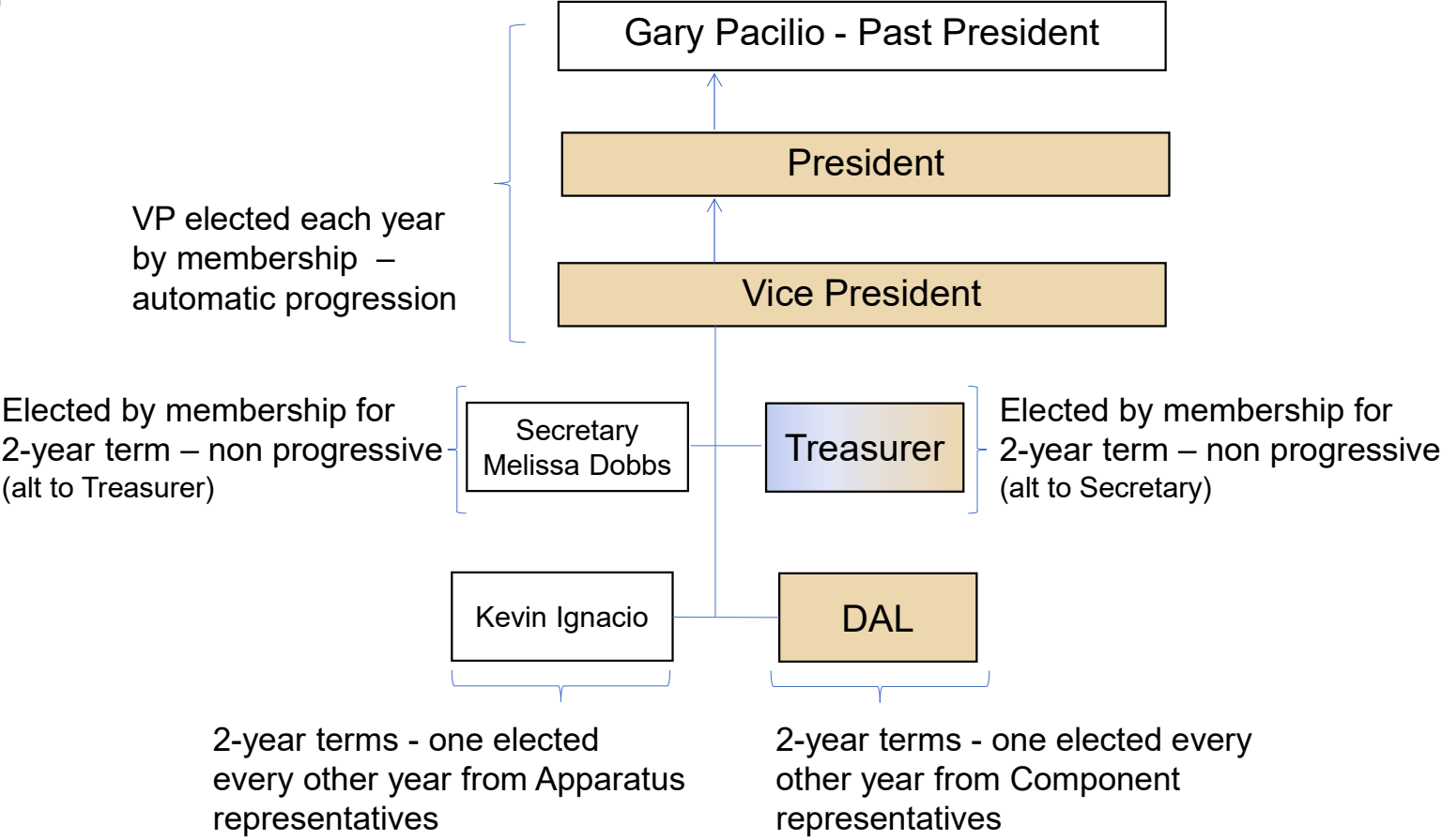




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2025 Board Positions





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2025 Open Board Positions

President

Vice President

Treasurer

Director-at-Large – Component



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2025 Board Nominations

President

Bruce Whitehouse

Vice President

Jason Witmier

Treasurer (Two Candidates)

Jeff Hicks

Brian Houk

Director-at-Large (Two Candidates)

Pat Cahill

Gregg Geske



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Candidate Qualifications

- Qualified representative of a member company who has previously served in a leadership position within the association as a committee or subcommittee chair, co-chair, vice-chair, or similar leadership role,
- Board of Directors is empowered to determine the qualifications of candidates seeking election to the Board
- Nominees for President and Vice President must have 2-years service on Board of Directors.



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2-Minute Presentations from the Nominees for Treasurer and Director-at-Large Positions



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2-Minute Presentations

Treasurer (Two Candidates)

Jeff Hicks

Brian Houk

Director-at-Large (Two Candidates)

Pat Cahill

Gregg Geske



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2025 Board of Directors Election & Voting Process

Phil Gerace



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Election Process

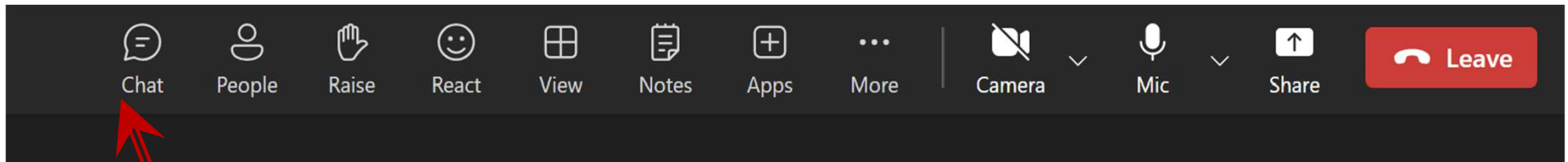
- 2025 Board of Directors election will be held online during this meeting.
- Election will be conducted via secure ballot developed and managed by CLA (Clifton/Larsen/Allen) accounting firm.
- CLA will manage the ballots to maintain confidentiality of all voting.
- A weblink has been pasted into the chat box of this presentation, you must turn on the chat area to see the link (instructions on next slide).
- You will have approximately 45 minutes to vote as we continue the meeting, voting will close at 12:15 pm eastern.
- Results will be reported back to us by CLA at 12:45 and announced before conclusion of this meeting.



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Election Process



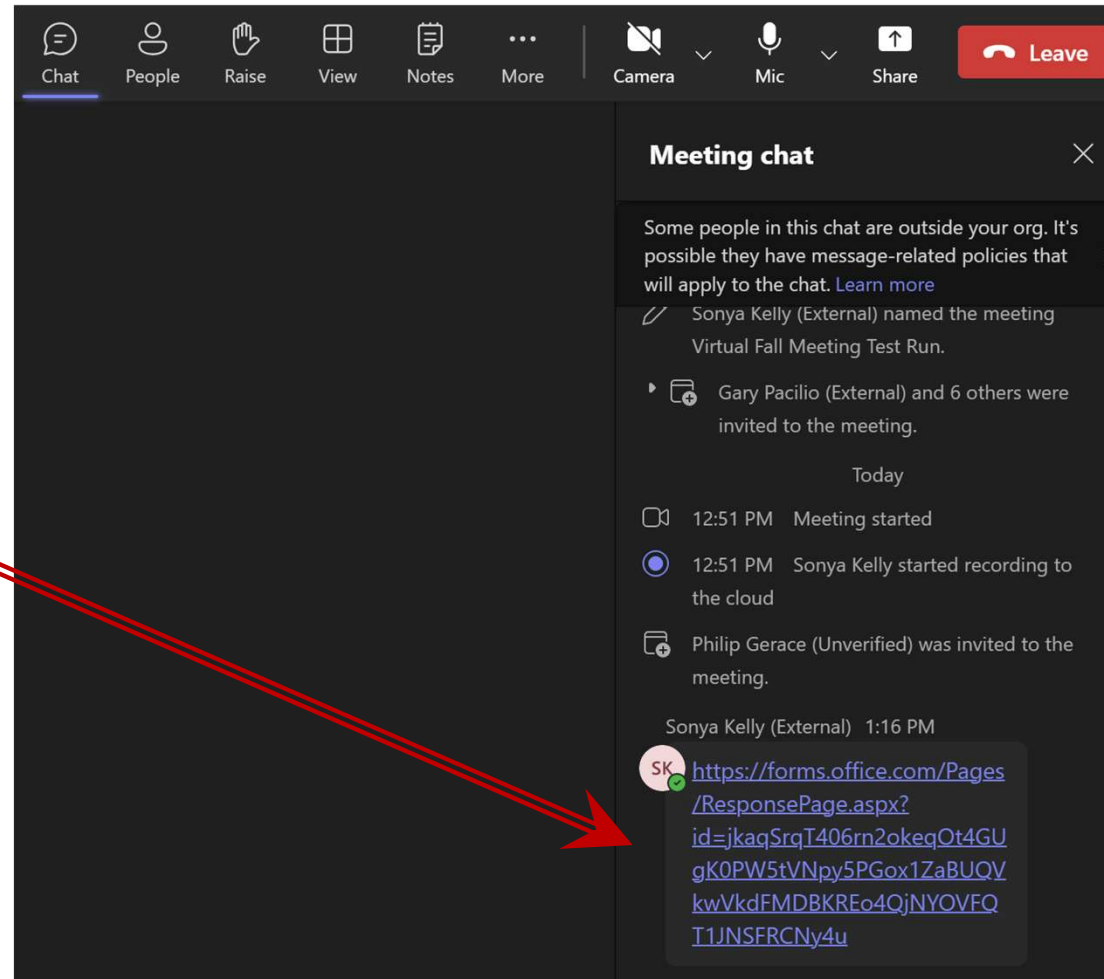
Make sure you are in the TEAMS window, at the top of the screen click the chat icon to launch the chat window.



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The chat window will expand on the right side of the screen, here you can see the chat list, and you will see the link to click on. The link will launch in a separate window to conduct your vote as the meeting continues.





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The ballot will have two offices which are unopposed, and two offices which require a vote by clicking in the circle. You must then type in your company name before submitting.

2025 FAMA Board of Directors Election Ballot

* Required

1. Office of President - acclaimed
Bruce Whitehouse, AMDOR, Inc.
2. Office of Vice President: (automatic progression to President and Past-President in subsequent years) - acclaimed
Jason Witmier, Fire Research Corp.
3. Office of Treasurer (select one): *
 - ☐ Jeff Hicks, Task Force Tips, Inc.
 - ☐ Brian Houk, Akron Brass Company
4. Director-at-Large (Component) (select one): *
 - ☐ Pat Cahill, United Plastic Fabricating, Inc.
 - ☐ Gregg Geske, Watrous Company
5. For election tallying, your company name is required. If a company submits more than one vote, only the first vote received will be accepted.
FAMA Member Company Name: *



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Questions/Comments



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BOARD OF DIRECTORS FALL MEETING UPDATE

Gary Pacilio



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– Board of Directors – 2024 Fall Meeting Update

- ✓ 2024 FAMA Spring Meeting (St. Petersburg, FL)
- ✓ 2024 GAC Hill Day (Washington DC)

2024 Projects & Working Discussions

- 2025 FAMA Spring Meeting Planning and 2025 FAMA/FEMSA Fall Planning
- 2026 FAMA Fall Meeting & Symposium scope and preliminary planning
- FAMA website update
- Apparatus Replacement Project / Focus Group Research
- FAMA Membership requirements and dues
- FAMA Statistics changes to better align to the market
- Committee Structure / NFPA Representatives
- Board Member Structure/Flexibility & Potential Change to Bylaw 6.1



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Membership Bylaw Discussion: Board Structure / Flexibility



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Board Vacancies & Company Affiliation Change

The Board, Bylaws Committee, and Compass Committee believe that:

- Board vacancies have become more of an issue over the past few years.
- Board needs more flexibility with respect to addressing mid-term vacancies.
- Current Bylaws limits the Board flexibility to address mid-term vacancies and company affiliation changes.
- Revisions are needed to the Bylaws to provide flexibility when mid-term board vacancies arise, with particular emphasis on the executive committee.



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2021 – 2024 Board Vacancies & Company Affiliation Changes

- **2021**
Jeromie Johnston leaves the industry and resigns as Board President
 - Vice President Oran McNabb progresses early and backfills President vacancy
 - Past-President Dave Durstine backfills Vice President vacancy
- **2023**
Jason Darley leaves the industry and resigns as Board Vice President
 - Past-President Jerry Halpin backfills Vice President vacancy**Bill Doeblor resigns as Board Director at Large**
 - Past-President Scott Edens backfills Director at Large vacancy
- **2024**
Ron Truhler changes company affiliation conflicting current ByLaws and resigns as Board Vice President
 - Past-President Jerry Halpin backfills full-year Director at Large vacancy
 - Past-President Andrew Lingel backfills Vice President vacancy (Sept - Dec)
 - Past-President Bruce Whitehouse volunteers to backfill 2025 President vacancy



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Details of 2024 Board Example

August 15, 2024

- Vice President notified President change of company affiliation creating Bylaw violation.
- President notified Bylaws Committee chair, confirmed requirements needed to adhere to Bylaws.
- President requested Bylaws Committee to provide further guidance/committee recommendations prior to emergency executive meeting.

August 16, 2024

- President received recommendations from Bylaws Committee chair.
- President reviewed Bylaws Committee recommendations with Bylaws chair and FAMA counsel.
- President scheduled Compass Committee meeting to maintain transparency and integrity of the board and to ensure Past Presidents' alignment on actions and communication to members.
- President met with executive committee to review Bylaw recommendation; align on actions required by impacted board members; and requested board member resignation.



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Board / Bylaws Committee Actions

August 19, 2024

- Full FAMA board met with 2 objectives expected:
 - 1) Per the Bylaws Committee recommendation and the optics of the amendment put forward on Aug 7, the board voted unanimously to withdraw the amendment to Bylaw 6.1.
 - 2) Per the Bylaw, one of the 2 impacted Board members needed to resign prior to Vice Presidents new company affiliation start date; Received resignation of Ron Truhler, effective August 30, 2024

August 20, 2024

- President contacted Bylaws Committee chair to confirm resignation and confirming withdrawal of Bylaw amendment; with agreement to discuss need to develop new Bylaw amendment to help future Boards.
- President contacted Nominating Committee Chair to initiate search to fill VP vacancy and to reset 2025 board slate in time for 30-day in advance of member notification.



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Current Bylaws as written

- Two members from one organization with common ownership cannot serve on the Board at the same time.
- If any Board member changes affiliation that conflicts with the bylaw, one of the board members must resign his/her Board position effective no later than the day before his start date.
- The Board must appoint a qualifying FAMA member to serve the balance of current term (until December 31st).
- Based on the Bylaws, this should be a Past President who is eligible to serve.



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Revision provides the Board needed flexibility for the Director at Large, Secretary and Treasurer Board positions

Revision would exclude any change to the executive committee composition

Proposed Bylaws Revision for Membership Consideration

6.1 Composition and Terms of Office. The authority to direct the property, affairs, activities and concerns of FAMA shall be vested in a Board of Directors which shall consist of a President, Vice-President, Secretary, Treasurer, a Past-President, and two (2) Directors-at-Large. **At any time, not more than one individual may serve on the Board from any single member company, or from any grouping of companies that are related or affiliated with one another through any common management or ownership.** All members of the Board shall commence their term of office on the first day of January in the year following election, and shall continue in office thereafter until their term of office expires, or their office is otherwise vacated. Except for a Past-President appointed under section 6.7 of these Bylaws to fill the remaining unexpired term of a vacant office, no person shall be eligible to serve on the Board of Directors in any capacity for more than seven (7) consecutive years.

Revised highlighted sentence:

Except for appointments made to fill vacancies under section 6.7.1 of these Bylaws, at any time, not more than one individual may serve on the Board from any single member company, or from any grouping of companies that are related or affiliated with one another through any common management or ownership

Revision of section 6.7 is required to permit appointments of individuals who are employed by a group of companies under common management or ownership in event of a vacancy at the Director-at-Large, Secretary or Treasurer positions.



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Current Section 6.7

6.7 Vacancies. Whenever any vacancy occurs on the Board of Directors, a replacement member shall be selected without undue delay by a majority vote of the remaining members of the Board present and voting at its regular meeting or at a special meeting called for that purpose, a quorum being present. The replacement Board member shall serve only as long as necessary to complete the balance of the unexpired term of the vacant office. Should the vacancy be created due to ineligibility caused by termination of the affected Board Member's full-time employment with a member company, the affected Board Member shall have a grace period of up to ninety (90) days within which to regain eligibility by obtaining employment with a **FAMA** member company in good standing. If the vacancy to be filled is for a Director-at-Large, Secretary, or Treasurer, the replacement member appointed may be any member company representative who would be otherwise eligible for election to the vacated office. If the vacancy to be filled is for Vice-President, a Past President of **FAMA** who is not currently serving on the Board of Directors, and who is otherwise eligible under Section 6.2 of these Bylaws, shall be appointed for the balance of the vacated term, however an appointed Vice-President shall not become part of the automatic succession of Executive Committee members referenced in section 6.1.1 of these Bylaws. If the vacancy to be filled is for the position of Past President, the replacement member shall be the most recent Past President not currently on the Board who is available and willing to serve, and who is otherwise eligible under section 6.2 of these Bylaws. If the vacancy to be filled is for the position of President, the current Vice-President shall become President, serving thereafter for the remainder of the unexpired term and then remaining as President for the following full-term, with the Vice-President's vacant office then being filled for the unexpired portion thereof by appointment as provided above.

Revision to Bylaw 6.7

Revised Section 6.7

6.7 Vacancies. Whenever any vacancy occurs on the Board of Directors, a replacement member shall be selected without undue delay by a majority vote of the remaining members of the Board present and voting at its regular meeting or at a special meeting called for that purpose, a quorum being present. The replacement Board member shall serve only as long as necessary to complete the balance of the unexpired term of the vacant office. Should the vacancy be created due to ineligibility caused by termination of the affected Board Member's full-time employment with a member company, the affected Board Member shall have a grace period of up to ninety (90) days within which to regain eligibility by obtaining employment with a **FAMA** member company in good standing.

6.7.1 If the vacancy to be filled is for a Director-at-Large, Secretary, or Treasurer, the appointee may be any member company representative who would be otherwise eligible for election to the vacated office, provided that, at any time, not more than one individual may serve on the Board from any member company, and not more than two individuals may serve on the Board from any group of related or affiliated companies (e.g. having any common management or ownership).

6.7.2 If the vacancy to be filled is for Vice-President, a Past President of **FAMA** who is not currently serving on the Board of Directors, and who is otherwise eligible under Section 6.2 of these Bylaws, shall be appointed for the balance of the vacated term, however an appointed Vice-President shall not become part of the automatic succession of Executive Committee



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Board Structure/Flexibility Next Steps

Remainder of Calendar Year 2024

- ✓ Review proposed 6.7 amendment at Fall Meeting and provide 10-min open floor discussion during Business Meeting.
- Distribute draft amendment revisions to all members immediately following Fall Meeting.
- Solicit formal comment to draft amendment (in written format) from all members by November 30, 2024.
- Board reviews any/all formal comments and provide final amendment proposal to all members before the 2025 FAMA Spring Meeting.

Expectation for Calendar Year 2025

- Review member revisions to proposed 6.7 amendment at Spring Meeting to confirm final amendment.
- Put proposed 6.7 amendment to floor vote at Spring Meeting.



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TREASURER'S REPORT

Jason Witmier



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Analysis of Annual Organization Finances

2024 Asset Review

6.



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Policies and Procedures

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Summary

- 2023 expenses = \$446,511.85
- Reserve minimum = \$223,255.93

Board has set an internal goal to have one year of expenses held in reserves as protection.



2024 Asset Review

Investment

- Opened 7-month \$250,000 CD in January 2024
- Matured August 26, 2024 at \$256,993.24
- Profit: **\$6,993.24**
- Opened 7-month \$100,000 CD in July 2024 (Current = \$100,832.35)
- Matures February 17, 2025
- Opened 7-month \$257,000 CD in August 2024
- Matures March 26, 2025

Total currently invested is \$357,000

2023 Expenses \$446,511.85





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	As of Sep 17, 2024	As of Sep 17, 2023 (PY)
ASSETS		
Current Assets		
Bank Accounts		
BOA Bill Pay	13,042.41	3,779.76
BOA Operating	436,035.70	358,875.75
BOA Reserve	0.00	240,097.26
BOA Surplus	0.00	105,374.90
CD Maturing 17 Feb 2025	100,000.00	
CD Maturing 26 Mar 2025	257,000.00	
Total Bank Accounts	806,078.11	708,127.67
Other Current Assets		
1600 PrePaid Meeting Deposits	33,000.00	34,000.00
Total Other Current Assets	33,000.00	34,000.00
Total Current Assets	839,078.11	742,127.67
TOTAL ASSETS	\$839,078.11	\$742,127.67
LIABILITIES AND EQUITY		
Liabilities		
Total Liabilities		
Equity		
Opening Bal Equity	6,993.24	0.00
Retained Earnings	676,773.48	651,727.94
Net Income	155,311.39	90,399.73
Total Equity	839,078.11	742,127.67
TOTAL LIABILITIES AND EQUITY	\$839,078.11	\$742,127.67



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	Actual	Budget	over Budget	% of Budget
INCOME				
130 INCOME				
230 Revenue				
Advocacy Sponsorship (Clarion)	60,000.00	70,000.00	-10,000.00	85.71 %
Dues	245,900.00	222,000.00	23,900.00	110.77 %
General Funds		5,000.00	-5,000.00	
Hill Day		1,750.00	-1,750.00	
Meeting Fees (Fall)	38,115.00	32,000.00	6,115.00	119.11 %
Meeting Fees (Spring)	69,580.00	52,500.00	17,080.00	132.53 %
Meeting Sponsors (Fall)	9,250.00	20,000.00	-10,750.00	46.25 %
Meeting Sponsors (Spring)	40,000.00	30,000.00	10,000.00	133.33 %
Scholarship Sponsor	2,500.00	7,500.00	-5,000.00	33.33 %
Services	0.00		0.00	
Technical Cmte (Sponsors)	2,500.00	5,000.00	-2,500.00	50.00 %
Technical Safety Guide	18,724.36	20,000.00	-1,275.64	93.62 %
Total 230 Revenue	486,569.36	465,750.00	20,819.36	104.47 %
Total 130 INCOME	486,569.36	465,750.00	20,819.36	104.47 %
BofA Merchant Svcs Reward	291.89	300.00	-8.11	97.30 %
Interest - BofA - Reserve	6.49	125.00	-118.51	5.19 %
Interest - BofA - Surplus	20.77		20.77	
Uncategorized Income	1,850.00		1,850.00	
Total Income	488,738.51	466,175.00	22,563.51	104.84 %



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	Actual	Budget	over Budget	% of Budget
Total GAC Activities	30,000.00	42,000.00	-12,000.00	71.43 %
Hill Day Fees		2,200.00	-2,200.00	
Insurance Premiums	2,341.82	3,100.00	-758.18	75.54 %
Legal	10,021.38	15,000.00	-4,978.62	66.81 %
Marketing/PR	36,032.91	70,700.00	-34,667.09	50.97 %
Member Meetings (Fall)	15,440.81	57,000.00	-41,559.19	27.09 %
Member Meetings (Spring)	134,493.49	165,000.00	-30,506.51	81.51 %
Membership (Plaques)	627.78	750.00	-122.22	83.70 %
Office	5,199.11	8,750.00	-3,550.89	59.42 %
Statistics Program	3,913.62		3,913.62	
Technical	3,070.01	5,000.00	-1,929.99	61.40 %
Technical Safety Guide		500.00	-500.00	
Travel - Administrative	4,904.01	9,000.00	-4,095.99	54.49 %
Total 131 EXPENSE	330,477.12	508,600.00	-178,122.88	64.98 %



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3-Year Outlook





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Organization Dues

- Dues were increased to \$1,850 in 2024
- Propose having a 3-year plan going forward
 - 2024 = Current dues \$1,850
 - 2025 = \$50 increase to \$1,900
 - 2026 = \$100 increase to \$2,000
 - 2027 = No increase, hold at \$2,000
- 2027 board to propose plan for 2028 to 2030



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Organization Dues





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Dues:		\$1,850	\$1,900	\$2,000	\$2,000
Member Companies:		138	143	148	153
Income	2023	2024	2025	2026	2027
Advocacy Sponsorship (Clarion)	\$45,000	\$70,000	\$70,000	30,000	30,000
Dues	\$224,400	\$245,900	\$271,700	\$296,000	\$306,000
GAC Donation	\$26,500				
Meeting Fees (Fall)	\$30,185	\$38,115	\$50,000	\$52,500	\$55,125
Meeting Fees (Spring)	\$58,920	\$69,580	\$73,059	\$76,712	\$80,548
Meeting Sponsors (Fall)	\$21,750	\$9,250	\$20,000	\$25,000	\$30,000
Meeting Sponsors (Spring)	\$36,500	\$40,000	\$40,000	\$40,000	\$40,000
Scholarship Sponsor	\$5,000	\$7,500	\$7,500	\$7,500	\$7,500
Technical Cmte (Sponsors)	\$5,000	\$2,500	\$2,500	\$2,500	\$2,500
Technical Safety Guide	\$16,167	\$15,000	\$15,000	\$15,000	\$15,000
Fall Symposium Vendors			\$52,500	\$60,000	\$63,000
Fall Symposium Attendees			\$39,500	\$59,250	\$79,000
Total Income	\$469,422	\$524,345	\$566,280	\$551,234	\$608,170
Expenses					
Accountant Fees	\$6,750	\$6,750	\$7,088	\$7,442	\$7,814
CFSI (Annual)	\$9,000	\$4,000			
Newsletter	\$2,200	\$3,250	\$3,348	\$3,448	\$3,551
NFFF	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500
Annual Fees (Corp)	\$310	\$350	\$375	\$400	\$425
Awards/Recognition	\$605	\$750	\$750	\$750	\$750
Bank Fees	\$7,838	\$8,622	\$9,484	\$10,432	\$11,476
Board Meetings/Retreats	\$12,670	\$12,500	\$13,000	\$13,250	\$13,500
Education-Scholarship	\$6,538	\$9,000	\$9,000	\$9,100	\$9,200
Governmental Affairs - US	\$20,000	\$40,000	\$41,200	\$42,436	\$43,709
Hill Day Fees	\$2,035	\$2,157	\$2,287	\$2,424	\$2,569
Insurance Premiums	\$2,991	\$3,170	\$3,361	\$3,562	\$3,776
Legal	\$14,259	\$14,687	\$15,127	\$15,581	\$16,049
Management Fees	\$77,750	\$80,083	\$82,485	\$84,960	\$87,508
Marketing/PR	\$25,679	\$70,000	\$25,000	\$25,000	\$25,000
Member Meetings (Fall)	\$54,552	\$57,000	\$145,000	\$153,700	\$162,922
Member Meetings (Spring)	\$164,723	\$174,606	\$185,083	\$196,188	\$207,959
Membership (Plaques)	\$734	\$750	\$750	\$750	\$750
Membership Recruitment	\$1,700	\$1,750	\$1,750	\$1,750	\$1,750
Office	\$8,390	\$8,000	\$8,000	\$8,000	\$8,000
Statistics Program	\$6,279	\$6,467	\$6,661	\$6,861	\$7,067
Technical	\$9,391	\$9,673	\$9,963	\$10,262	\$10,570
Travel - Administrative	\$9,620	\$9,909	\$10,206	\$10,512	\$10,827
Total Expenses	\$446,514	\$525,974	\$557,416	\$582,808	\$609,582
Net Operating Total	\$22,908	-\$28,129	-\$7,657	-\$31,574	-\$1,412





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Dues:		\$1,850	\$1,900	\$2,000	\$2,000
Member Companies:		138	143	148	153
Income	2023	2024	2025	2026	2027
Advocacy Sponsorship (Clarion)	\$45,000	\$70,000	\$70,000	\$30,000	\$30,000
Dues	\$224,400	\$245,900	\$271,700	\$296,000	\$306,000
GAC Donation	\$26,500				
Meeting Fees (Fall)	\$30,185	\$38,115	\$50,000	\$52,500	\$55,125
Meeting Fees (Spring)	\$58,920	\$69,580	\$73,059	\$76,712	\$80,548
Meeting Sponsors (Fall)	\$21,750	\$9,250	\$20,000	\$25,000	\$30,000
Meeting Sponsors (Spring)	\$36,500	\$40,000	\$40,000	\$40,000	\$40,000
Scholarship Sponsor	\$5,000	\$7,500	\$7,500	\$7,500	\$7,500
Technical Cmte (Sponsors)	\$5,000	\$2,500	\$2,500	\$2,500	\$2,500
Technical Safety Guide	\$16,167	\$15,000	\$15,000	\$15,000	\$15,000
Fall Symposium Vendors			\$52,500	\$60,000	\$63,000
Fall Symposium Attendees			\$39,500	\$59,250	\$79,000
Total Income	\$469,422	\$497,845	\$549,759	\$551,234	\$608,170



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Expenses	2023	2024	2025	2026	2027
Accountant Fees	\$6,750	\$6,750	\$7,088	\$7,442	\$7,814
Newsletter	\$2,200	\$3,250	\$3,348	\$3,448	\$3,551
Governmental Affairs - US	\$20,000	\$40,000	\$41,200	\$42,436	\$43,709
Hill Day Fees	\$2,035	\$2,157	\$2,287	\$2,424	\$2,569
Insurance Premiums	\$2,991	\$3,170	\$3,361	\$3,562	\$3,776
Legal	\$14,259	\$14,687	\$15,127	\$15,581	\$16,049
Marketing/PR	\$25,679	\$70,000	\$25,000	\$25,000	\$25,000
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Questions/Comments



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REVIEW OF MEMBERSHIP QUALIFICATIONS

Gary Pacilio & Jason Witmier



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Qualifications for Membership Per the Bylaws

Membership in **FAMA** shall be open to any business entity that, during the preceding 12-month period, using its own employees at its own facilities located in the United States or Canada, has manufactured for commercial resale any of the following products:

- (A) firefighting or fire protection apparatus, including rescue vehicles and command vehicles intended for use in emergency service (collectively called “fire apparatus” herein);
- (B) components or products which are later incorporated by the fire apparatus manufacturer as a permanent part of the completed fire apparatus; or
- (C) products specifically designed for fire service applications that are affixed to, or carried upon, the fire apparatus for use in conjunction with the fire apparatus in performing its firefighting, rescue or command function. **Examples of such products would include, without limitation, chassis, fire pumps, fire hoses, hose reels, ladders, aerial devices, apparatus valves and other water control appliances.**



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For purposes of this section, the term “manufacture” means the construction or fabrication of a qualifying product from raw materials, or the assembly of a qualifying product using parts, components or sub-assemblies that are supplied by others.



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Questions to ask inquiring companies:

- 1) Are any of their products attached or installed directly to fire apparatus?
- 2) If yes, what specific product or products are installed on fire apparatus?
- 3) Have their product or products been sold and delivered in the past year?
- 4) Are their manufacturing facilities located in the United States or Canada?
- 5) Are their products manufactured in their own facilities by direct employees?



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FAMA WEBSITE UPDATE

Larry Daniels & Kevin Ignacio



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FAMA WEBSITE UPDATE

RFP awarded to SPECTARGET and JINX Agency

*Proposals received and evaluated from
three design companies, including
presentations.*

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



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FAMA WEBSITE UPDATE

Preliminary redesign approved by Board.

Development expected to take 10 – 14 weeks.

Redesign and development will be done in Wordpress with plug-ins for improved statistics reports and user experience.



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WHO IS FAMA?

The Fire Apparatus Manufacturers' Association (FAMA) is a non-profit trade association committed to enhancing the quality of the fire apparatus industry and emergency services community. This is achieved through the manufacture and sale of safe, efficient fire truck, fire apparatus, and fire equipment.

Our goal is to provide tools and information to promote fire apparatus safety. We provide resources on buying fire equipment and finding a fire truck manufacturer to help the fire services find the best possible equipment.

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Our goal is to provide tools and information to promote fire apparatus safety. We provide resources on buying fire equipment and finding a fire truck manufacturer to help the fire services find the best possible equipment.

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Annual Conference this September
24-27 in Tampa, Florida!

[Register](#)

Resources

SERVICE
PROGRESS
RESEARCH
SAFETY



Explore the many resources that
FAMA provides to fire departments
across The United States and
Canada.

[Learn More](#)



Governmental Affairs Committee is
the vehicle for FAMA and FEMSA
to maintain and enhance its
leadership role with strategic
partners and governmental entities
to promote issues related to the
needs of first responders.

[Learn More](#)



The FAMA Fire Apparatus Safety
Guide should be studied by anyone
working on or around a fire
apparatus. It includes essential
safety information for fire fighters,
fire chiefs, apparatus mechanics,
and fire department safety officers.

[Purchase the Guide](#)

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AND RESCUE APPARATUS THAT
SAVE LIVES.**

Garner exclusive industry statistics, build vital relationships, and keep your finger on the pulse of trends, legislation initiatives and so much more.

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info@fama.org



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FAMA WEBSITE UPDATE

Internal Page Layouts



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THE HISTORY OF FIRE SAFETY TRUCKS

HISTORY

At the end of World War II, the war-time ban on manufacturing non-military vehicles had left the fire service with a well-worn, inadequate fleet. Industry standards and apparatus designs reflected pre-war thinking and technology. Standing on the threshold of a new era in design, production and equipment technology, fire industry manufacturers realized that individual company resources were often not sufficient to improve the standards as well as solve industry-wide concerns. Manufacturers were anxious to produce new equipment utilizing this post-war technology while working collectively to improve safety standards within the fire service. It was their desire to pool these ideas, experiences and efforts that led to the creation of the Fire Truck Manufacturers' Association — the predecessor of today's Fire Apparatus Manufacturers' Association.



FUNCTION

SPECIAL THANKS TO OUR CORPORATE SPONSOR



IMPORTANT LINKS



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experiences and efforts that led to the creation of the Fire Truck Manufacturers' Association — the predecessor of today's Fire Apparatus Manufacturers' Association.



FUNCTION

FAMA is a non-profit trade association who's overall goal is to improve business conditions and to advance and protect the interests of the fire and emergency services industry, through the use of effective open communication. To accomplish this, FAMA members work closely with national and international organizations within the fire industry. Members assist in the development of fire truck safety and performance standards, programs and objectives for improving fire apparatus and equipment safety, as well as fostering the highest possible industry standards.

FAMA also supports realistic and attainable fire safety truck standards in industry-related legislation and regulations. By networking both inside and outside of the industry, FAMA has established an excellent working relationship with many government agencies. Members speak at seminars across the nation and have provided information at congressional and government hearings, to support improved regulations related to fire service and the safety of firefighters.

While FAMA does not directly determine any standards, members serve on many committees of the National Fire Protection Association (NFPA), and actively participate in the development of NFPA standards that apply to fire apparatus and equipment safety. By working with the NFPA, FAMA members assist in the research and development of performance-based minimum standards related to the manufacture of fire apparatus and equipment. Throughout its history, FAMA has supported the research required for the development of fire products, equipment and fire truck safety.



IMPORTANT LINKS



POPULAR RESOURCES

[How to Join](#)[Member List](#)[Fire Service Events Calendar](#)[Latest FAMA Newsletter](#)



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MEMBERS

From the small group of manufacturers who established the organization in 1946, FAMA has grown to include hundreds of representatives from over 125 member companies throughout North America. Members meet as a group twice a year to promote the advancement of technology and safety in firefighting equipment. FAMA is unique in that members honestly share information and are willing to openly discuss common issues to determine what can be accomplished, collectively, that best meet the needs of the fire service. This type of communication has allowed manufacturers and end users alike to enjoy the benefits of highly improved, more efficient, and safer equipment.

FAMA's Technical Committee, formed in 1952, also meets twice a year. Members choose a subcommittee of interest that work with numerous industry experts in recommending safe, practical solutions that assist the NFPA in the formation of minimum performance standards.

Input from industry users is crucial to the continuing improvement of fire equipment. At regular roundtable discussions, FAMA members and forward-thinking fire chiefs share concerns and offer ideas about current equipment – how it is being used as well as what manufacturers could do to meet future needs of the fire and emergency response services.



IMPORTANT LINKS



POPULAR RESOURCES

📄 How to Join

📄 Member List

📅 Fire Service Events Calendar

📧 Latest FAMA Newsletter





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[Learn More](#)[Purchase the Guide](#)

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MARKETING & TRADE SHOW COMMITTEE REPORT

Larry Daniels

Board Liaison: Kevin Ignacio



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COMMITTEE MEMBERS

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

Board Liaison: Kevin Ignacio



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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.



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MARKETING ACTIVITIES

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



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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.

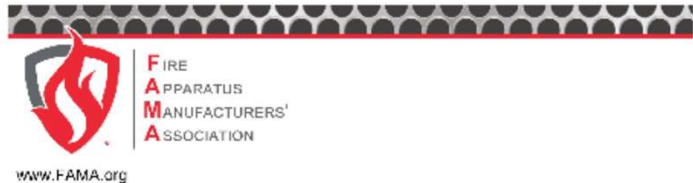


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FAMA Marketing Committee Notice September 23, 2024

*Update for Members on what is being
promoted and shared through monthly
eblasts through Clarion Events*



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FAMA Marketing Committee Notice

FAMA sends out a monthly eblast through Clarion Events to a large number of end users through the protected Clarion mailing list.

Since May, the following ads and ebasts have been run. To review the details, please click on the links below:

[June - Middle Banner Ad](#)

[July 17th - Eblast](#)

[August - 4 Banner Ads](#)

[September 18th - Eblast](#)

The ebasts were linked to their association Buyer's Guide and the Fire Service Resources webpage. Please see the web links noted within the above documents.

All the ads were linked to the following webpage: www.fama.org/fire-service-resources-list/.

The plan for October is to run the 4 banner ads again.

Thank you.

FAMA Marketing Committee

Fire Apparatus Manufacturers' Association (FAMA) | P.O. Box 3065 | Ocala, FL 34478 US

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2024 SPRING MEETING SIGNAGE

SPRING MEETING 2024

FDSC
INTERNATIONAL

CLARION
EVENTS

FIRE & RESCUE GROUP

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SPRING MEETING 2024

PPG

We protect and beautify the world™

NFPA/LEGAL

Signage Design By: Phil Goodhew at Elkhart Brass

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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.

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TRUSTED TO PERFORM A 147-Year Brand
FRC **ROM**

SILVER SPONSORS **BRONZE SPONSORS**

AMER **KUSSMAUL ELECTRONICS** **LIQUIDSPRING**
PROTECTIVE EQUIPMENT ANALOG ELECTRONICS HEAVY EQUIPMENT
HENDRICKSON **UPF**
"We Build Trucks On Duty" UNITED FIRE PROTECTIVE EQUIPMENT

Special Thanks to the 2024 FAMA Annual Golf Tournament Sponsors

BULLDOG **FRC** **Soundoff** **Darley**
THE SAFETY BRAND A 147-Year Brand Signal



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2024 FDIC SPONSORSHIP



Maryland Hallway
Banners





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2025 FDIC SPONSORSHIP

Wide Column Wrap

\$10,000



SERVICE
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RESEARCH
SAFETY



Explore the many resources available to fire departments!

Together we build safe fire and rescue apparatus that save lives.

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Questions/Comments



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FALL APPARATUS SYMPOSIUM

Jason Witmier



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Annual Association Meetings

History

- Spring FAMA meeting – annually in Feb/March
- Fall joint FEMSA/FAMA meeting – annually in Sept/Oct

2025

- Spring FAMA meeting – March 1-4, Rancho Mirage, CA
- Fall joint FEMSA/FAMA meeting – Sept 23-26, Charleston, SC
- **FAMA Technology Symposium – Oct 6-9, Orlando, FL**

2026

- Spring FAMA meeting – February 28 - March 3, Don Cesar, St. Pete Beach, FL
- Fall FAMA meeting/Technology Symposium – Sept/Oct, Orlando, FL



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FAMA Technology Symposium

Purpose/Goal





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FAMA Technology Symposium

Target Audience

- Apparatus specification committee's
- Fire chiefs/administrators
- Apparatus mechanics





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FAMA Technology Symposium

When/Where



October 2025

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
28	29	30	1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	1



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FAMA Technology Symposium

Hotel Options



Hyatt Regency
Orlando

Estimate \$299



Orlando World
Center Marriott

Estimate \$255



JW Marriott
Bonnett Creek

Estimate \$289



Rosen Centre
Hotel

Estimate \$175



Embassy Suites
I-Drive Conv

Estimate \$199



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FAMA Technology Symposium

Draft Event Agenda

Monday Oct 6

Arrival and sponsor setup

Thursday Oct 9

Departure

Tuesday Oct 7

09:00 Registration

10:00 to 12:00 Classes

12:00 to 13:30 Lunch w/Sponsors

14:00 to 17:00 Classes

17:00 to 18:00 Showcase

18:00 to 20:00 Reception

Wednesday Oct 8

08:00 Morning Briefing

09:00 to 12:00 Classes

12:00 to 13:30 Lunch w/Sponsors

13:30 (Sponsors Breakdown)

14:00 to 17:00 Classes

Dinner at Leisure



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FAMA Technology Symposium

Upcoming Dates/Costs

- **Save the Date: October 6-9, 2025**
- Invitation/Registration/Sponsorship – launch January 2025
- Estimated vendor cost: \$1,500
- Optional additional sponsorship opportunities



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FAMA Technology Symposium

Open Questions

- Subject matter
- Vendor showcase details



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Questions/Comments



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DATA & RESEARCH COMMITTEE REPORT

**Paul Bostrom
John Schultz**

Board Liaison: Jason Witmier



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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



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FAMA Board Initiatives

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

Committee Projects

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



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Website Update

- Enhance data search speed
- Provide trending information

Truck Data Entry Tutorials

- Development of standard input practices to improve accuracy
- Focus Areas
 - Cancel, Replacement, Revision of Vehicles in backlog
 - Best practice of loading Demo & Stock Units
 - Best practice of loading Government & Corporate Orders

2024 Fall Meeting Committee Projects Details

SEARCH BY DATE BOOKED

Vehicle Class: All selected (34) ▼

Chassis: All selected (2) ▼

Transmission Type: All selected (2) ▼

State: All selected (70) ▼

Pump: All selected (4) ▼

Pump Type: All selected (4) ▼

Foam: All selected (3) ▼

Foam Type: All selected (3) ▼

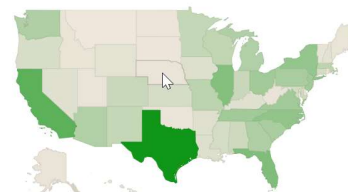
AXES: All selected (2) ▼

Powertrain Type: All selected (3) ▼

FROM: 04-01-2024 TO: 06-30-2024

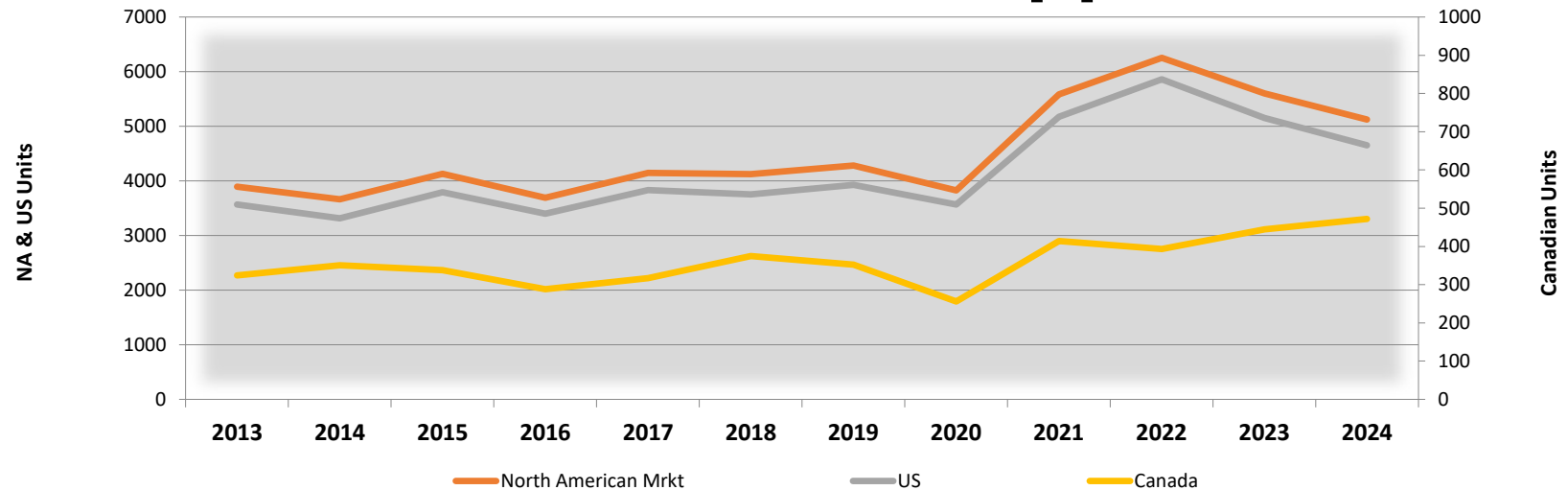
☒ Plot US map
☐ Plot Canadian map
☐ Plot line graph of units by month ☐ or by quarter

Search



Book Date	Ship Date	Country	State/Province	Vehicle Class	Chassis	Pump	Pump Type	AXES	Powertrain Type	Foam	Foam Type	Unit Type	Price
2024-06-01	2024-06-01	United States	TX	Brush Truck (1000-1500 gpm)	Commercial L-Series Truck (1250-1500)	Star	Up to 1000 gpm	Single	Internal Combustion	Class A	Manual	1	0.0
2024-06-01	2024-02-23	United States	IN	Truck (1000-1500 gpm)	Commercial L-Series Truck (1250-1500)	Star	Up to 1000 gpm	Single	Internal Combustion	None	None	1	0.0

North American Fire Apparatus Bookings



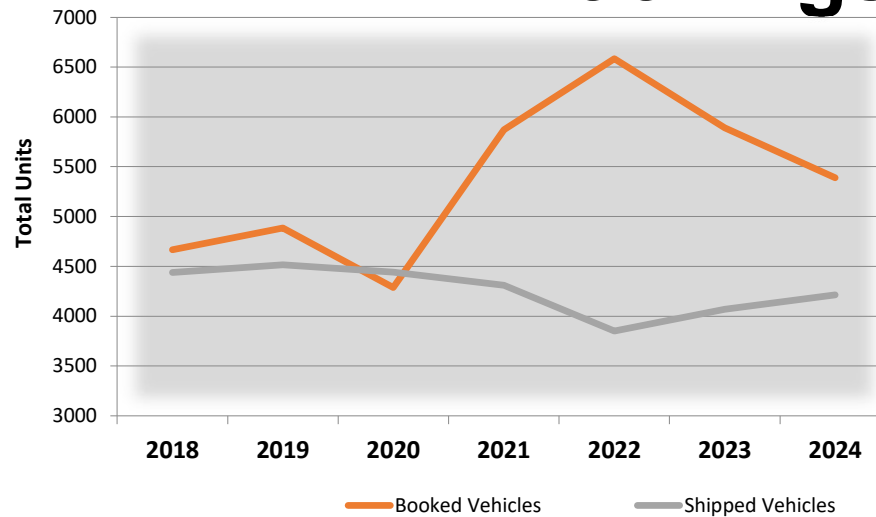
Years	US Average Annual Vehicle Sales	Canada Average Vehicle Sales	Total Average Annual Vehicle Sales	Total Vehicle YOY Growth %
2012-2016	3402	339	3741	
2017 -2021	4050	343	4393	+17.4%
2022	5863	393	6256	+42.4%
2023	5154	445	5599	-10.5%
2024*	4650	472	5122	-8.5%

***12 Month Rolling 5,122 units**

Does not include ARFF or Refurbs

Total Industry Bookings and Shipments

***12 Month Rolling**

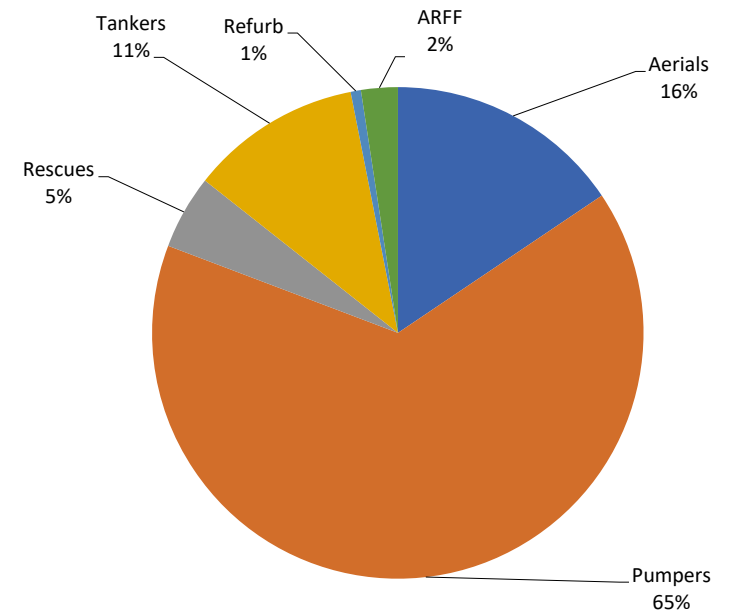
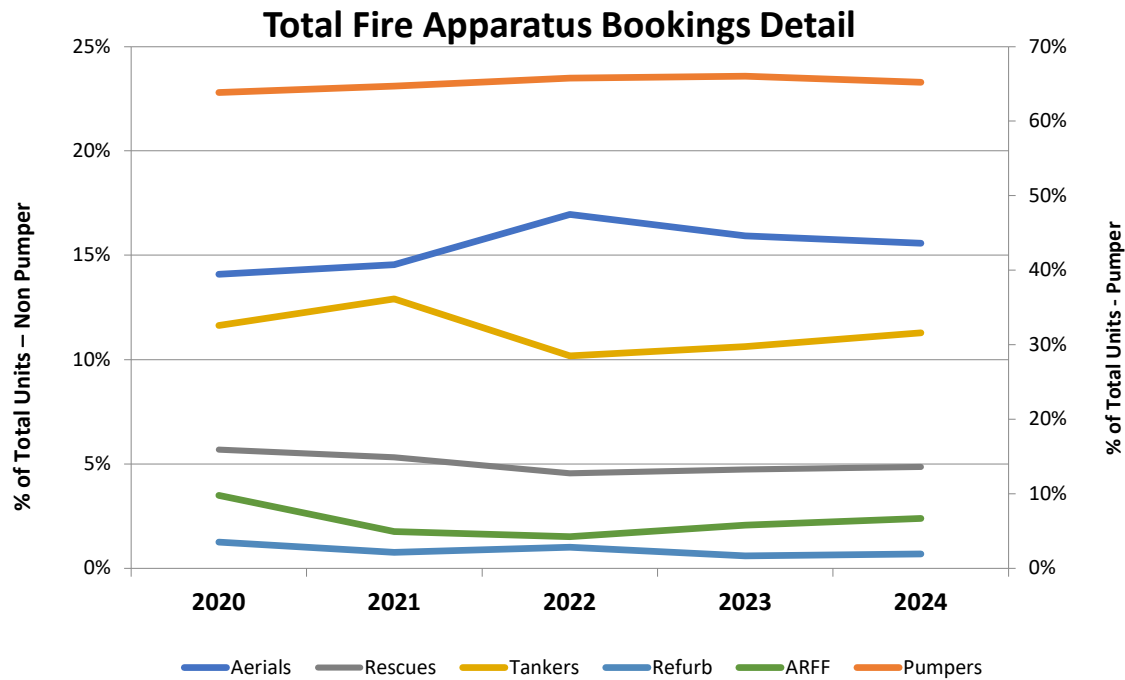


*All vehicles: includes ARFF & Refurb

*All regions

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%
2024*	5389	-8.5%	4215	+3.6%

Total Fire Apparatus Sales 12 Month Rolling

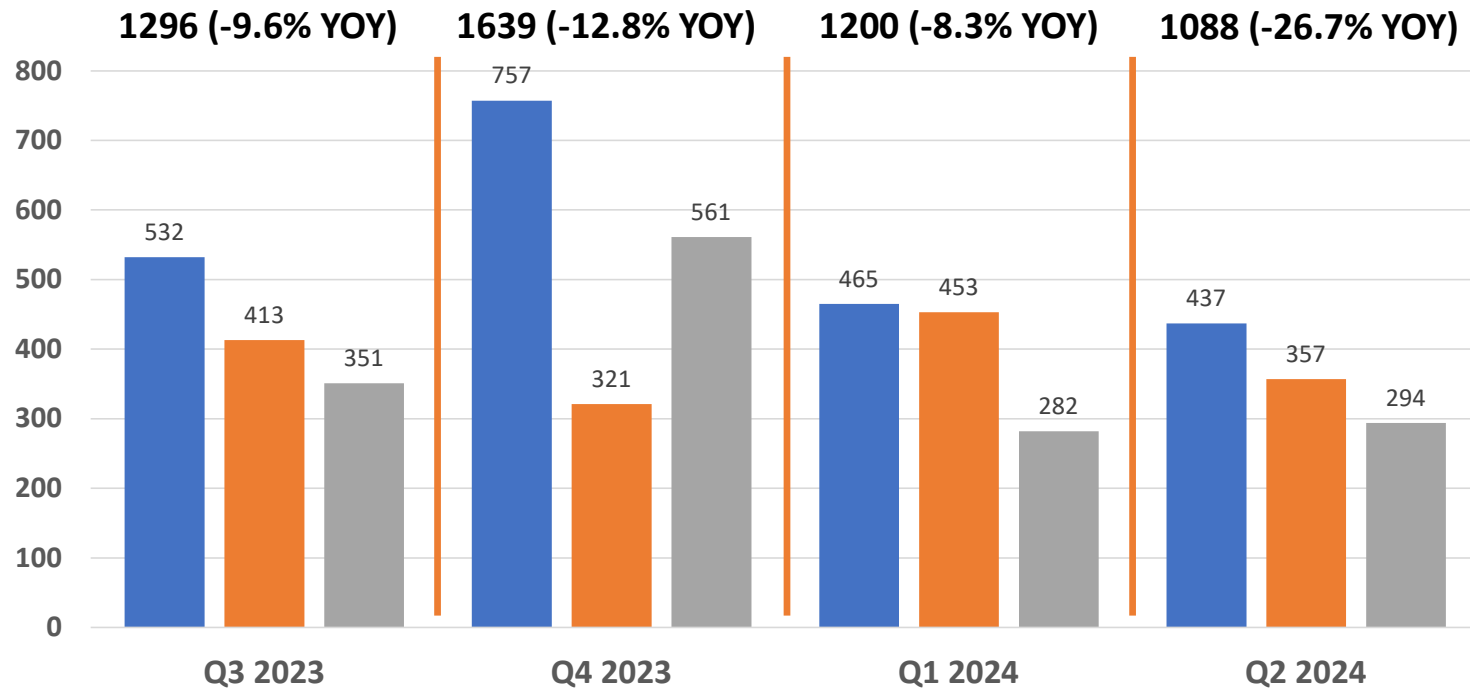


2024 Bookings

12 Month Rolling 5,389 units

*All vehicles: includes ARFF & Refurb
*All regions

Fire Apparatus Sales by Month 12 Month Rolling



12 Month Rolling 5,223 units (-8.9% YOY)

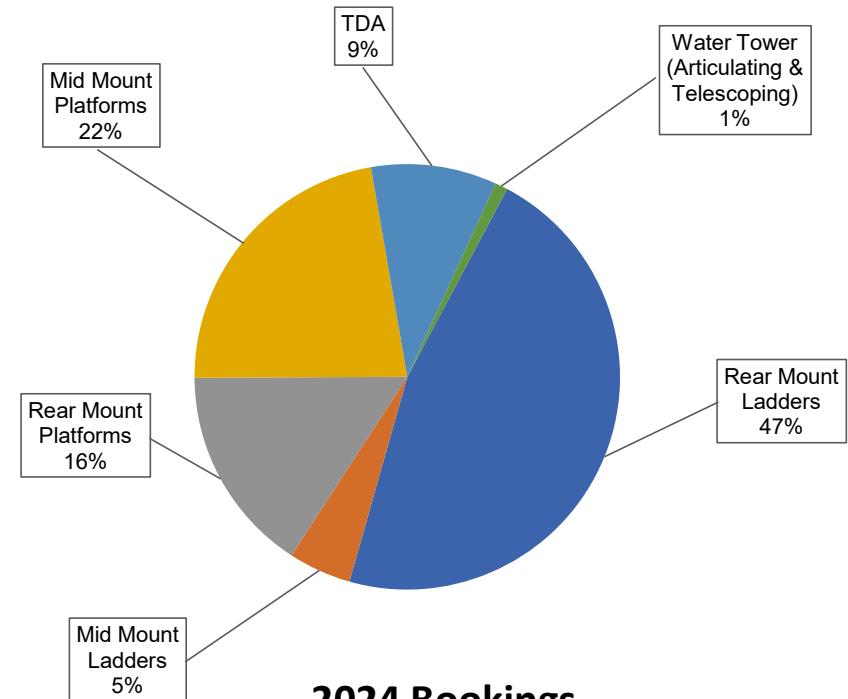
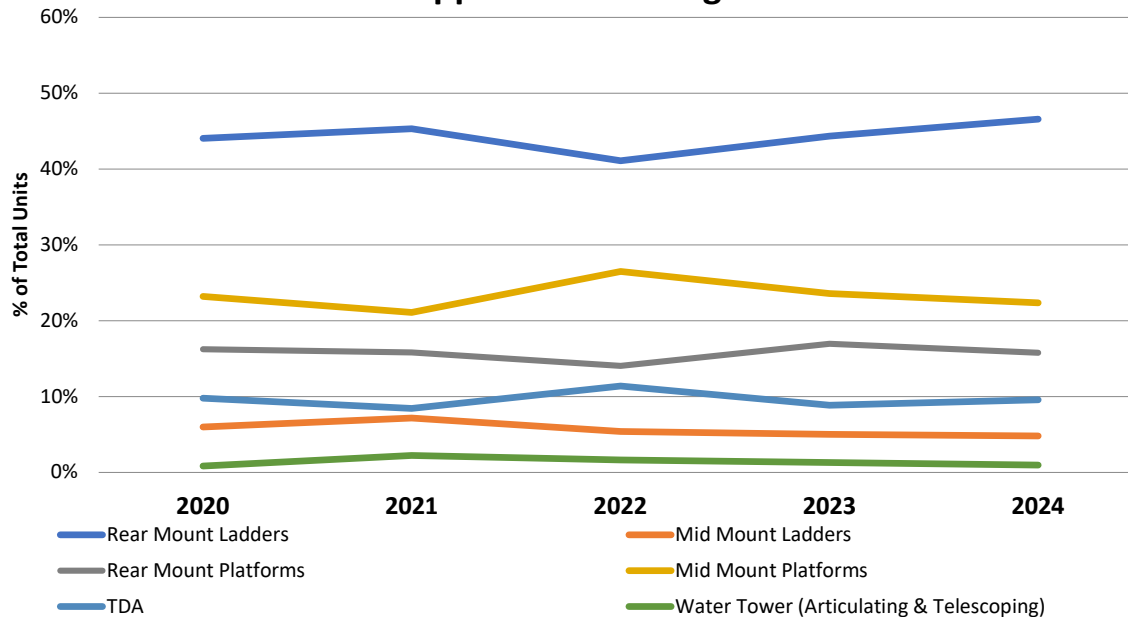
Does not include ARFF or Refurbs
All regions

Aerial Bookings*	Quantity	YOY Growth %
Rear Mount Ladders	390	-6.3%
Mid Mount Ladders	40	-14.9%
Rear Mount Platforms	132	-17.0%
Mid Mount Platforms	187	-15.4%
Tillers	80	-3.6%
Water Tower (telescoping & articulating)	8	-33.3%

Aerial Apparatus Sales

*12 Month Rolling

Aerial Apparatus Bookings Detail



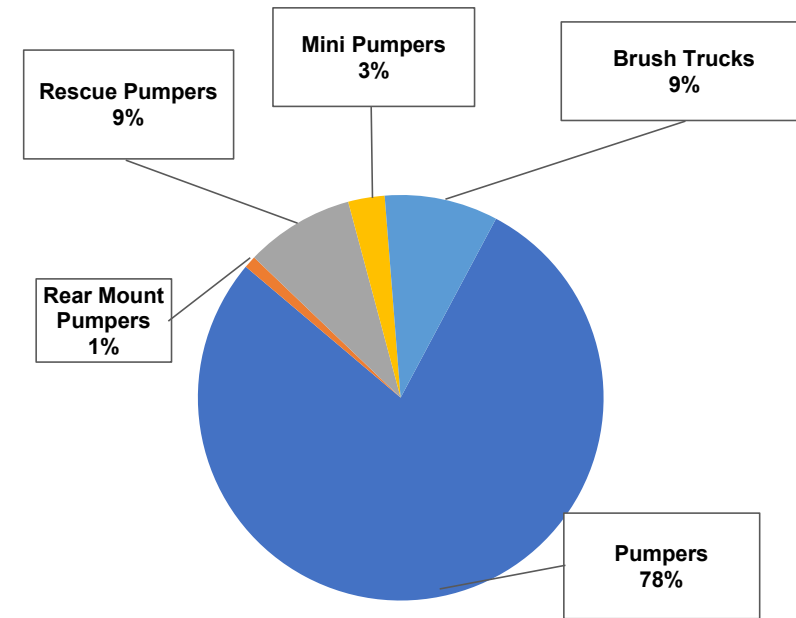
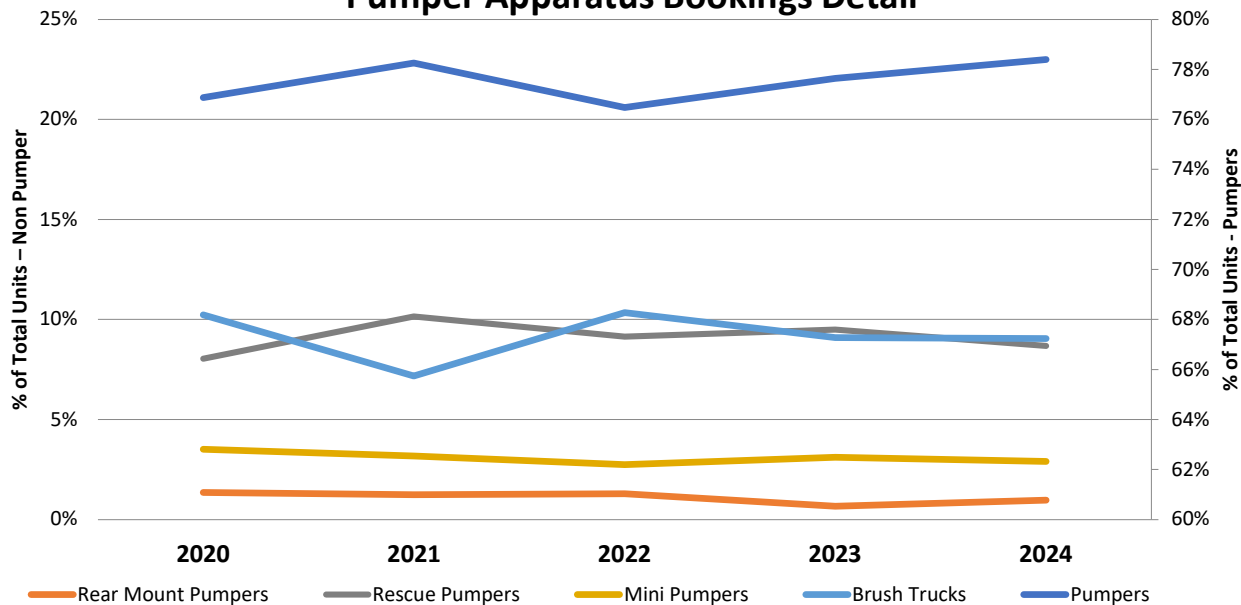
2024 Bookings

- **837 Booked** (-10.8% YOY)
- **586 Shipped** (+1.7% YOY)

Pumper Bookings*	Quantity	YOY Growth %
Pumpers	2,755	-8.8%
Rear Mount Pumpers	34	+30.8%
Rescue Pumpers	305	-17.3%
Mini Pumpers	102	-15.7%
Brush Trucks	318	-10.2%

Pumper Apparatus Sales *12 Month Rolling

Pumper Apparatus Bookings Detail



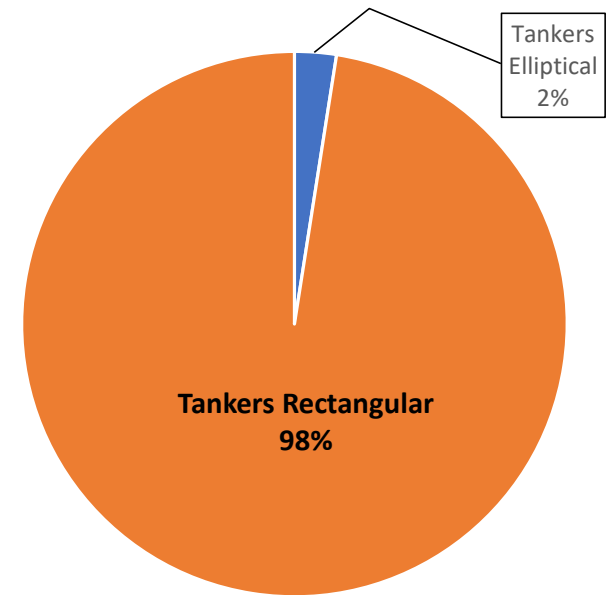
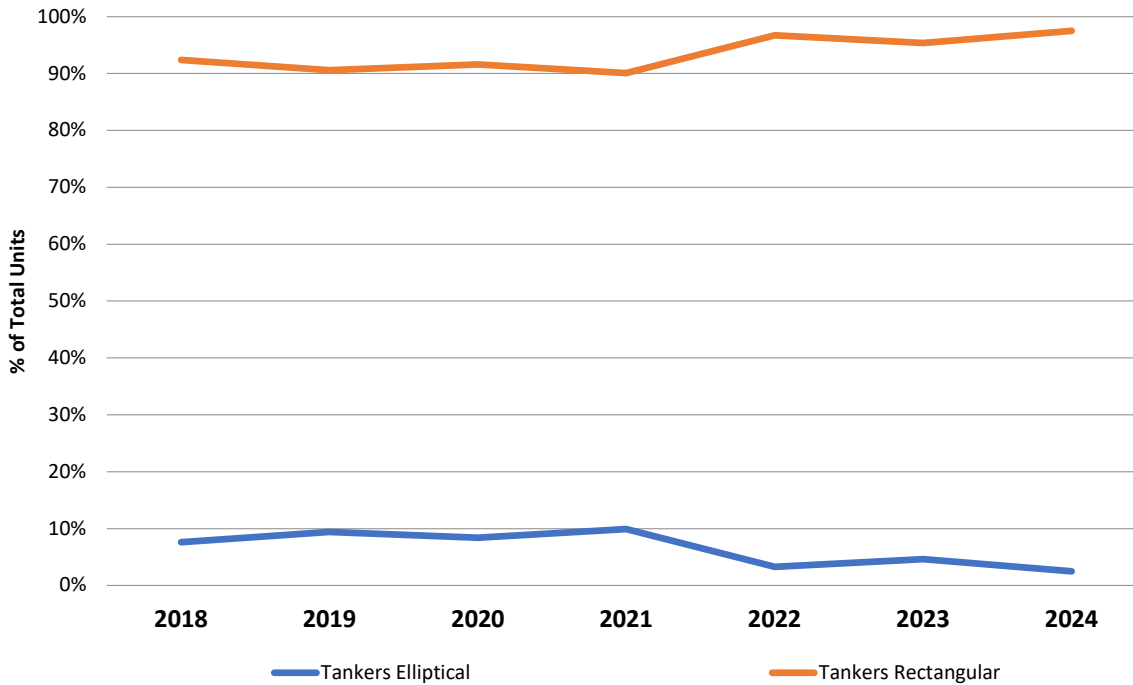
2024 Bookings

- **3,514 Booked** (-9.7% YOY)
- **2,654 Shipped** (+6.8% YOY)

Tanker Bookings*	Quantity	YOY Growth %
Elliptical	15	-48.3%
Rectangular	593	-0.7%

Tanker Apparatus Sales *12 Month Rolling

Tanker Apparatus Bookings Detail



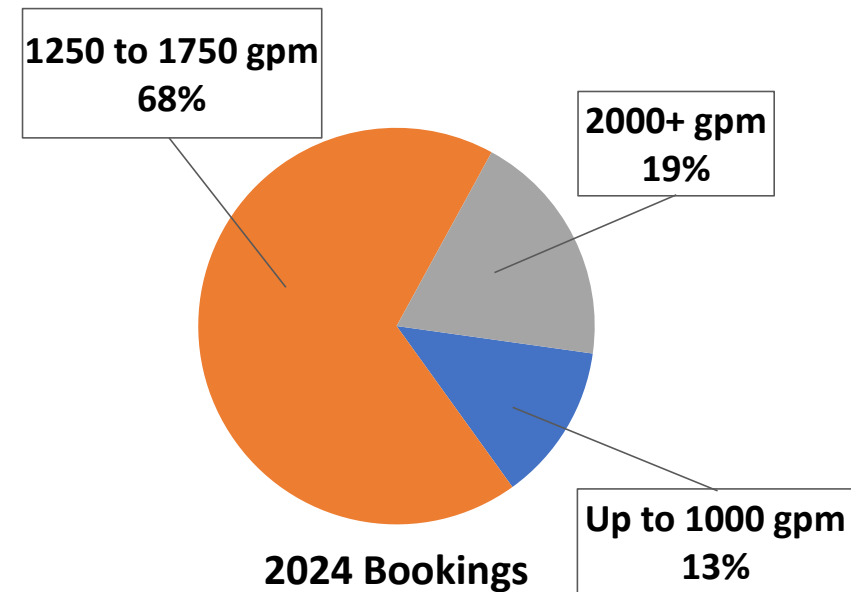
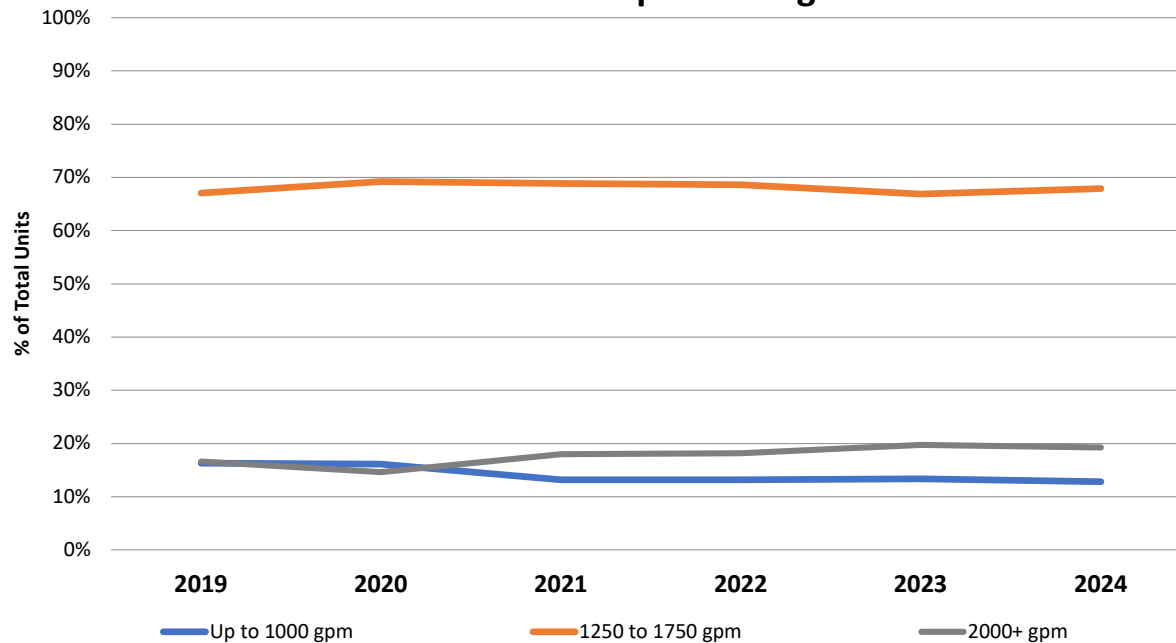
2024 Bookings

- **608 Booked** (-2.9% YOY)
- **580 Shipped** (-7.6% YOY)

Vehicles with Pumps Sales ***12 Month Rolling**

Pumper Bookings*	Quantity	YOY Growth %
Up to 1000 GPM	609	-11.7%
1250 – 1750 GPM	3,217	-6.9%
2000+ GPM	913	-10.6%

Vehicles with Pumps Bookings Detail

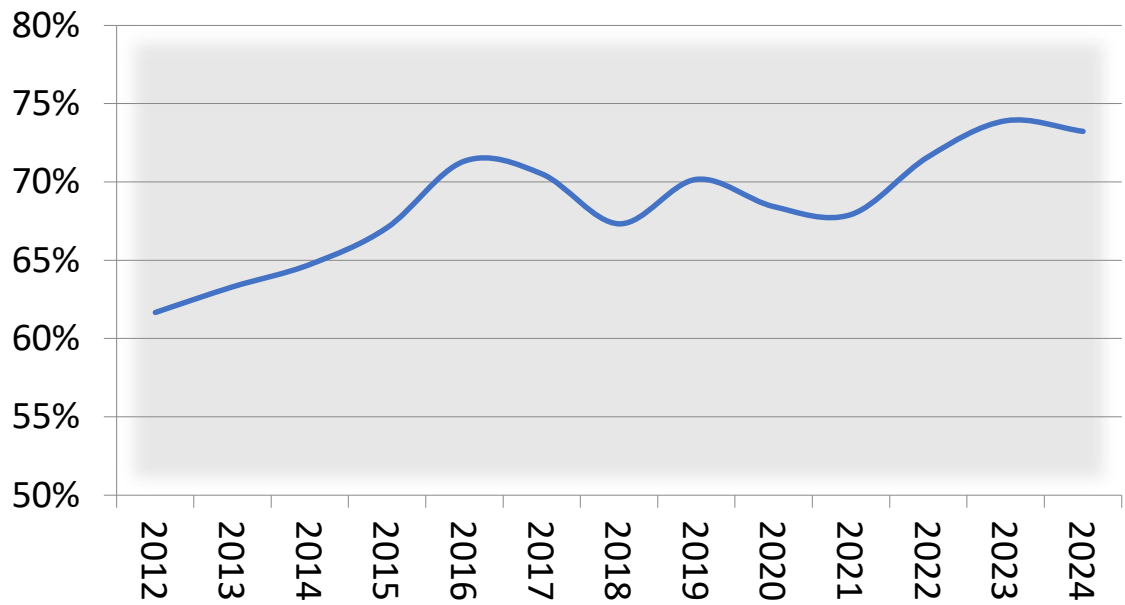


- **4,739 Booked** (-8.3% YOY)
- **3,641 Shipped** (+3.9% YOY)

Does Not Include ARFF & Refurbs

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%
2024*	26.8%	73.2%	-0.9%

***Rolling 12 Month: 26.8% Commercial / 73.2% Custom**

All products, all regions



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



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SPRING MEETING PLANNING COMMITTEE

Tim Allaband

Board Liaison: Andrew Lingel



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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 – United Safety & Survivability Corp.
- Jay Johnson – Golight, Inc.
- Kaoma Massa – HiViz Lighting, Inc.
- Golf Tournament:
 - Brian Emmel – Federal Signal Corp.
 - Ron Truhler – Elkhart Brass Mfg.

Board Liaison: Andrew Lingel



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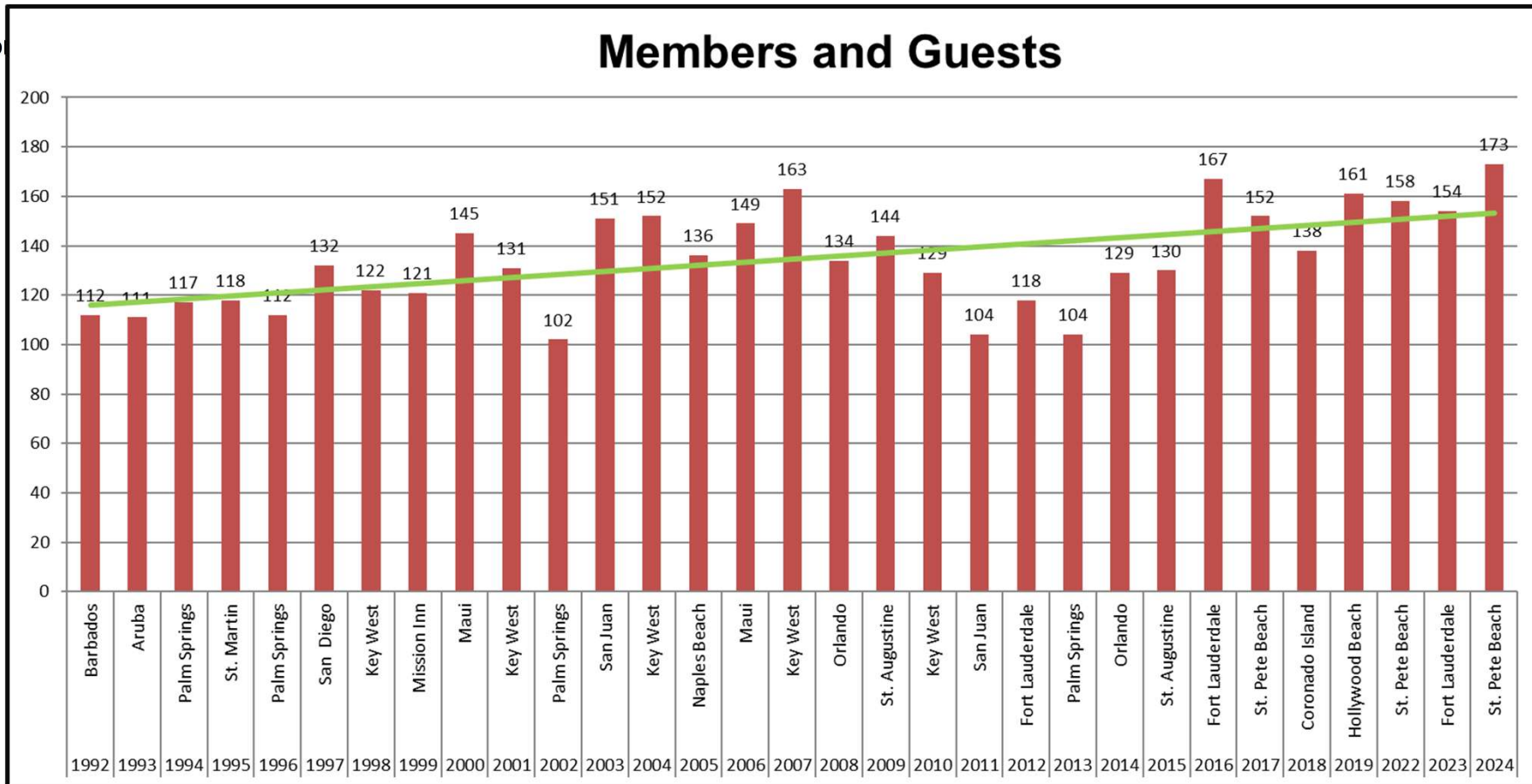
**Keynote
Speaker
Michelle
“Mace”
Curran**



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Spring Meeting Historical Attendance



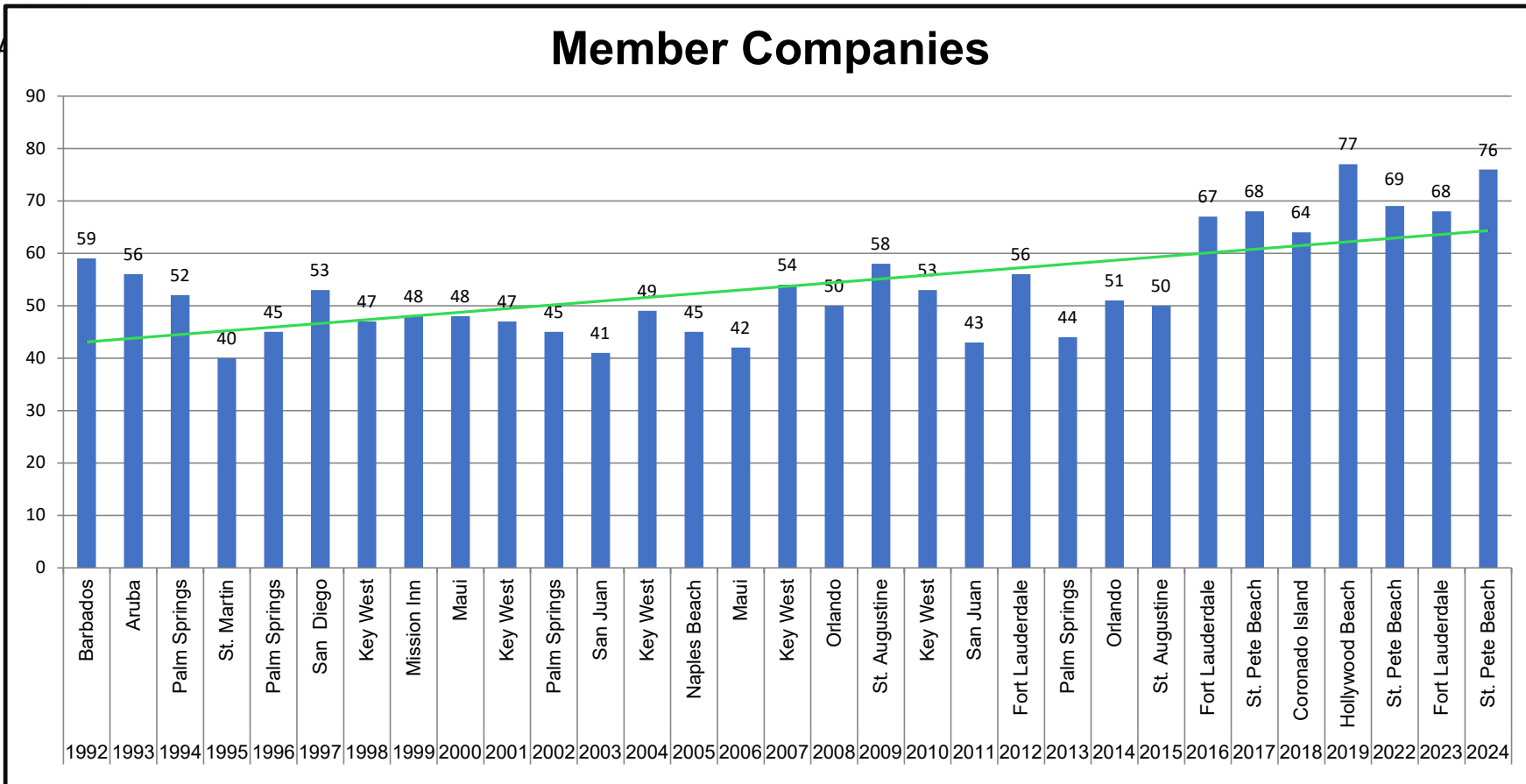


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Spring Meeting Historical Attendance

Member Companies





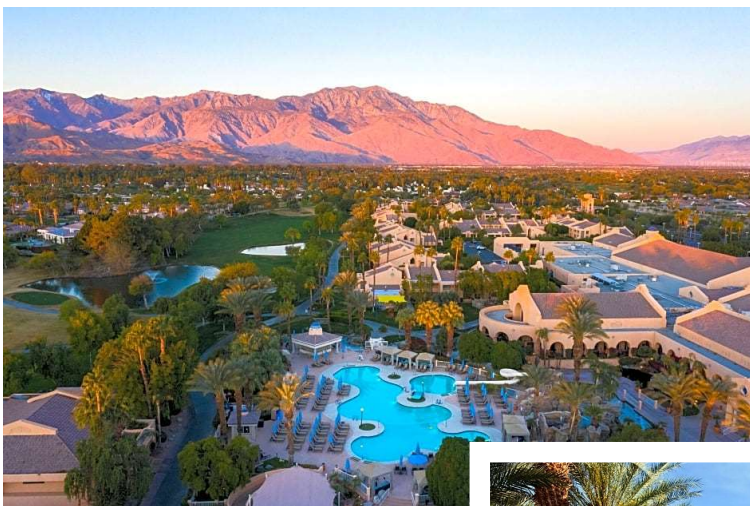
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Spring Meeting 2025

The Westin Rancho Mirage Golf Resort & Spa

March 1-4 - Rancho Mirage, CA





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Spring Meeting 2026 and 2027

St Pete Beach, FL

The Don CeSar Hotel





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Election Results & Introduction of the 2025 Board of Directors

Phil Gerace



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Unfinished Business

New Business

Closing Remarks



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Next Meeting Notice

2025 FAMA Spring Meeting

Saturday, March 1 thru

Tuesday, March 4

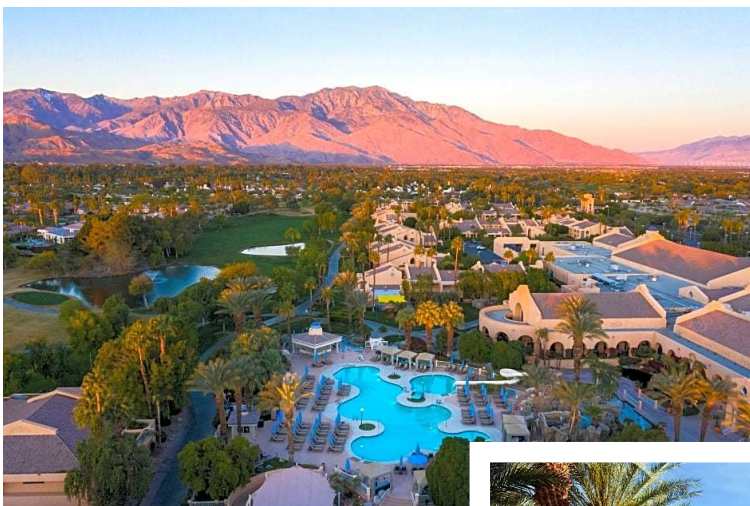
The Westin Rancho Mirage Golf Resort and Spa
Rancho Mirage, CA



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**We look forward to Seeing you
March 1-4 in Rancho Mirage**





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MEETING ADJOURNMENT

Gary Pacilio