



**MEETING MINUTES
FIRE APPARATUS MANUFACTURERS' ASSOCIATION
VIRTUAL FALL MEMBERSHIP BUSINESS MEETING
VIA MICROSOFT TEAMS
OCTOBER 16, 2024**

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

Call to Order – by President Gary Pacilio at 11:01 A.M. ET.

Mr. Pacilio welcomed the attendees and asked them to keep their cameras on during the meeting roll call.

Antitrust Guidelines / Non-Discrimination Policy – Ms. Dobbs reviewed the Association's anti-trust guidelines and non-discrimination policy. FAMA is committed to the guidelines and non-discrimination policy.

Roll Call – Ms. Dobbs called the roll. There were 50 member companies in attendance. A quorum was declared. [See list of member companies following these minutes.]

Notice of Meeting – October 1, 2024

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

VOTED: To approve and enter the minutes of the February 26-27, 2024, Spring Membership Business Meeting into the records of the association.

Welcome and Opening Remarks – Mr. Pacilio welcomed the attendees and noted the majority of today's meeting content was planned for the Fall Meeting in Tampa, FL that was unfortunately cancelled due to Hurricane Helene. The objectives of the meeting are to cover the Association's business and conduct the Board Election for 2025.

Mr. Pacilio introduced the current Board of Directors and thanked them for their service.

Mr. Pacilio recognized the six new FAMA Member Companies that joined the Association since the 2024 Spring Meeting.

Nominating Committee Report – Mr. Lingel reviewed the members of the Nominating Committee and their responsibilities. After a review of the Association's Board Structure, the open board positions for 2025 were announced: President, Vice President, Treasurer and a Director-at-Large.

The following Board Nominations for 2025 were announced:

President	Bruce Whitehouse
Vice President	Jason Witmier
Treasurer	Jeff Hicks
	Brian Houk
Director-at-Large	Pat Cahill
	Gregg Geske

The qualifications for candidacy were reviewed.

Mr. Jeff Hicks and Mr. Brian Houk each provided a brief introduction, including their experience and skills that they would apply to the position of Treasurer.

For the position of Director-at-Large, Mr. Pat Cahill and Mr. Gregg Geske provided a short introduction of themselves and how their experience would be applied to the FAMA Board of Directors.

Election and Voting Process – Mr. Gerace reviewed how the election process will be conducted and supervised by the accounting firm. The link to the voting ballot will be posted in the meeting chat area as a weblink.

The meeting was paused for two minutes for the attendees to vote.

Board of Director's Report – Mr. Pacilio thanked Mr. Whitehouse for his agreement to serve as the FAMA Board President in 2025.

Mr. Pacilio reviewed the Board's activities and 2024 projects of focus.

Mr. Pacilio thanked Clarion for their Corporate Sponsorship, continued support and partnership.

Board Vacancies & Company Affiliation Change – Mr. Pacilio reported Board vacancies have become an issue over the past few years. A detailed review of the multiple Board vacancies and required Board changes from 2021-2024 was provided. The current bylaws limit the Board's flexibility to address mid-term vacancies. To maintain a full Board structure and continuity with a limited pool of options, a Bylaw revision is needed.

Mr. Pacilio provided a detailed review of the Board's actions in August when Mr. Truhler notified the Board President of his change of member company affiliation. To avoid a bylaw violation, Mr. Truhler resigned from the Board.

As recommended by the Bylaws Committee and to eliminate any potential negative optics, the previously proposed amendments to Bylaw 6.1 were withdrawn.

Mr. Pacilio reviewed the current bylaw and the proposed revisions. A Member Notice will be distributed with the proposed Bylaw revisions and a request for feedback and comments to be received by no later than November 30th. The Board will review the comments and feedback received to confirm or revise the proposed bylaw amendments and to prepare the final proposed amendments that will be voted on during the 2025 Spring Meeting.

Treasurer's Report – Mr. Witmier presented.

The Association's Policies and Procedures require a minimum cash reserve equal to 50% of the prior year's expenditures. The Board set an internal goal to have one year of expenses held in reserves as protection. To reach the goal, the Association has invested in two short-term CDs. A review of the successful profits earned from two CDs was provided. Currently \$357,000 is invested in two CDs with minimum risk. The Association is moving towards the goal of one year of expenses in reserves.

Mr. Witmier provided a detailed review of the 2024 budget versus actual report, a 3-year financial projection which included a 3-year plan for annual membership dues increasing to \$2000 in 2026. The Association's projected general income and expenses were reviewed for the next three years (2025-2027). Mr. Witmier assured the membership that the Association is fiscally healthy.

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

Review of Membership Qualifications – For the members clarity, Mr. Pacilio and Mr. Witmier reviewed the qualifications for membership per the bylaws and clearly defined the meaning.

FAMA Website Update – Mr. Daniels, Marketing Committee Chair presented.

Mr. Daniels thanked the Board and Mr. Ignacio for their support of the FAMA website update. The objective of the project is to improve the website, especially the statistics area, and provide a more user-friendly experience. The Committee distributed a Request for Proposals to several design companies and three proposals were received. After reviews, the project was awarded to SpecTarget and Jinx Agency.

A preliminary review of the new website home page and internal page designs was provided.

Marketing Committee Report – Mr. Daniels, Marketing Committee Chair presented.

- Mr. Daniels provided a review of the Committee members and the Committee's objectives.
- The following Committee activities were reported:
 - FAMA website update
 - Clarion Monthly E-Blast Campaign
 - 2024 Spring Meeting Signage
 - FDIC Sponsorship 2023/2024 and new plan for 2025

A member representative suggested that an insert be added to the FDIC attendee bag with information on who FAMA is.

Fall Apparatus Symposium – Mr. Witmier presented.

- The new 2025 FAMA Technology Symposium was announced to be held Monday, October 6th through Wednesday, October 8th in Orlando, Florida.
- For 2025, there will be three FAMA events: the Spring Meeting, the Fall Meeting in conjunction with FEMSA, and the FAMA Technology Symposium.
- In 2026, the FAMA Fall Meeting will be held in conjunction with the FAMA Technology Symposium in Orlando, Florida.
- The goal of the Symposium is to educate the industry, like the "old" FDSOA.
- The defined target audiences of the Symposium are Apparatus Specification Committees, Fire Chiefs and Administrators, and some Apparatus Mechanics.
- The event will be held annually in the fall in Orlando, Florida.
- The hotels being considered for the event along with their rates per night were reviewed.
- A preliminary event schedule was reviewed.
- The cost for vendors / sponsors was estimated to be \$1500 (for member companies) for a table. Additional sponsorship opportunities will be announced.
- The attendees were asked what subject matter should be covered.
- The attendees were asked what should be allowed for the tabletop displays (literature only or should product be allowed).
- The target for 2025 is 100 students to attend. Future event goals are for 500-600 students to attend annually.

Several member representatives asked questions.

- Why start the event in 2025 rather than 2026? Answer: there are concerns that another company will develop a similar competitive event.
- Will non-member companies be allowed to participate as a vendor or sponsor? Answer: non-member companies will be allowed to participate at a higher cost. If they meet the requirements for membership, they will be encouraged to join the Association.
- The peak months for Hurricane season (September – November) was noted.

Data & Research Committee Report – Mr. Paul Bostrom, Committee Chair, presented.

- Mr. Bostrom reviewed the Committee members and their initiatives.
- He thanked the companies that provide their data towards the program and asked for their help to report the data in a time manner.
- The North American Fire Apparatus Bookings were reviewed using a 12-month rolling average, there were 5,122 units booked, this number is down -8.5% from 2023. ARFF trucks and refurb units were not included.
- Total Industry Bookings and Shipments – This report includes all vehicles (ARFF and refurb units). The total units booked in 2024 was 5,389, an -8.5% decrease. A total of 4,215 vehicles were shipped, which is up 3.6% YOY.
- Total Fire Apparatus Sales by Product Type in 2024 (using a 12-Month Rolling Average) – Pumpers continue to make up the majority of products sold with 65% of the total bookings. Three product categories represent 93% of the market (Pumpers at 65%, 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 5,233 units (-8.9 % YOY).
- Aerial Apparatus Sales (12-Month Rolling Average) – 837 aerial units were booked, down by -10.8% YOY; 586 units were shipped, up 1.7% YOY.
- Pumper Apparatus Sales (12-Month Rolling Average) – 3,514 units were booked, -9.7% YOY decrease; 2,654 units were shipped, 6.8% YOY increase.
- Tanker Apparatus Sales (12-Month Rolling Average) – 608 units were booked, -2.9% YOY decrease; 580 units were shipped, -7.6% YOY decrease.
- Vehicles with Pumps Sales (12-Month Rolling Average) – 4,739 pumps were booked, -8.3% YOY decrease; 3,641 units were shipped, 3.9% YOY increase.
- Total Industry Bookings – Custom vs Commercial Chassis (12-Month Rolling Average) – The annual usage for Commercial Chassis is 26.8% and 73.2% for Custom Chassis. Custom Chassis had a -.9% decrease YOY.

Spring Meeting Planning Committee Report – Mr. Lingel, Committee Board Liaison presented.

- Mr. Lingel reviewed the members of the committee.
- Michelle “Mace” Curran has been booked as the Keynote Speaker for the 2025 Spring Meeting.
- Two historical attendance reports on the Spring Meeting were presented.
- The meeting sponsors were thanked for their support and generosity.
- The dates for the 2025 Spring Meeting in Rancho Mirage, CA were presented.

Election Results and Introduction of the 2025 Board of Directors – Mr. Gerace, Bylaws Committee Chair presented.

- Mr. Gerace thanked the members who voted and provided their input. The following 2025 Board of Directors were announced:

President:	Bruce Whitehouse
Vice President:	Jason Witmier
Past President:	Gary Pacilio
Treasurer:	Jeff Hicks
Secretary:	Melissa Dobbs
Director-at-Large:	Kevin Ignacio
Director-at-Large:	Gregg Geske

Unfinished Business – Mr. Pacilio

- None

New Business – Mr. Pacilio

- None

Closing Remarks – Mr. Pacilio thanked the attendees for their attendance and a great meeting.

Next Meeting Notice – The next meeting of the FAMA Membership will be held March 1-4, 2025, in Rancho Mirage, CA

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

VOTED: To adjourn, at 1:04 PM ET

A true copy, attest:

Sonya Kelly
Recording Secretary

**FAMA MEMBERSHIP BUSINESS MEETING
October 16, 2024**

Member Companies in Attendance

4 Guys Fire Trucks	Iturri America, Inc.
Advanced Wheel Sales, LLC	KME Fire Apparatus
Aearo Technologies	Kussmaul Electronics Co.
Akron Brass Company	Link Suspensions of Canada LP
AMDOR Inc.	Marion Body Works, Inc.
APR Plastic Fabricating, Inc.	OFAB Inc.
Austin Hardware & Supply, Inc.	Pierce Manufacturing, Inc.
Battleshield Industries Ltd	Pro Poly of America, Inc.
Blue Sea Systems Inc.	Rebel Strike, LLC
BME Fire Trucks, LLC	Rescue 1
Bulldog Fire Apparatus, Inc.	Revolve Air Systems by MES
C.E. Niehoff & Company	Reyco Granning
CET Fire Pump Mfg., Ltd.	ROM Corporation
Danko Emergency Equipment, Co.	Rosenbauer America, LLC
Darley	Sam Carbis Solutions Group, LLC
Elkhart Brass Mfg. Co., Inc.	Smart Power Systems
E-ONE, Inc.	Spartan Emergency Response
Fire Lion Global LLC	Spencer Manufacturing Inc.
Fire Research Corporation	Sutphen Corporation
Fort Garry Fire Trucks	Task Force Tips, Inc.
Fouts Bros., Inc.	Trident Emergency Products, LLC
Freightliner Trucks	United Plastic Fabricating, Inc.
Hale Products, Inc.	United Safety & Survivability Corporation
Hansen International, Inc.	Waterous Company
IMMI	Whelen Engineering Co., Inc.