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# **CALL TO ORDER**

## **Bruce Whitehouse**



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**2025 Fall Meeting**

# **INVOCATION**

**Dave Durstine**



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# 2025 Fall Meeting

## Welcome and Opening Remarks

*Bruce Whitehouse*



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# 2025 Board of Directors



Past President – Gary Pacilio  
Fouts Bros., Inc.



President – Bruce Whitehouse  
AMDOR Inc.



Vice President – Jason Witmier  
Fire Research Corporation



Secretary – Melissa Dobbs  
IMMI



Treasurer – Jeff Hicks  
Task Force Tips, Inc.



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



Director-at-Large – Gregg Geske  
Waterous Company





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**2025 Fall Meeting**

**Welcome to our 2 New FAMA Members**

**Acela Truck Company**

**Triga Fire Solutions, LLC**



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# Welcome to our 15 FIRST-TIME ATTENDEES

|                |   |                  |                                   |
|----------------|---|------------------|-----------------------------------|
| Jason Shannon  | <i>Alco-Lite</i>                            | Chris English    | <i>Link Suspensions of Canada</i> |
| Chris Kuzio    | <i>Bulldog Fire Apparatus</i>               | Thomas Trzepacz  | <i>Performance Advantage Co.</i>  |
| Kyle Darley    | <i>Darley</i>                               | Allissa Rader    | <i>Rosenbauer America</i>         |
| Scott Parton   | <i>Fouts Bros, Inc.</i>                     | Sarah Begnaud    | <i>Rosenbauer America</i>         |
| Jim Wagner     | <i>Harrington, Inc.</i>                     | Jeffrey Stout    | <i>Soundoff Signal</i>            |
| Dan Davis      | <i>HiViz Lighting, Inc.</i>                 | Brandon Carlisle | <i>Ward Diesel</i>                |
| Whitaker McRae | <i>HiViz Lighting, Inc.</i>                 | Brian Loflin     | <i>Weis Fire &amp; Safety</i>     |
| Brent Warwick  | <i>Ilex Fire &amp; Safety (Akron Brass)</i> | Michael Guzman   | <i>Ziamatic Corporation</i>       |



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## **2025 Fall Meeting**

### **Roll Call**

**Notice of Meeting - *May 15, 2025***

**Review and Enter Minutes - *March 3-4, 2025***

*Melissa Dobbs*



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# Sponsor Recognition

Kevin Ignacio

# CHARLESTON



September 23-26  
CHARLESTON MARRIOTT

FEMSA / FAMA ANNUAL / FALL CONFERENCE



## THANK YOU 2025 SPONSORS



The following firms have generously supported the annual conference through their sponsorships. Please be sure to seek them out to learn about their products and services. Their support is an integral factor in our ability to offer such a great conference program.

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RESCUE GROUP



### ★ BRONZE LEVEL ★



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FIREHOUSE

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Milliken



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# **ANTI-TRUST / NON-DISCRIMINATION POLICY**

**Jim Juneau**



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# **BOARD of DIRECTORS' REPORT**

**Bruce Whitehouse**





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## **2025 Fall Meeting**

### **Mission:**

**FAMA advances the knowledge, safety, growth, and health of the emergency vehicle market.**

### **Vision:**

**FAMA is recognized as the most comprehensive resource to the north american emergency vehicle industry.**



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# 2025 Fall Meeting

## There was a plan .....



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## **2025 Fall Meeting**

**New Website including Data Reporting Portal**

**FAMA Fire Apparatus Design Symposium**

**FAMA Stand Alone Fall Meeting – 2026**

**FAMA Board Metrics**



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## 2025 Fall Meeting

**The reality .....**

**..... the plan lasted 3 days**



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## **2025 Fall Meeting**

**Business Manager Transition**

**Sage Report**

**Website including Data Reporting Portal**

**Media / Regulatory Attention and Litigation**

**Expansion of Data Policy**

**Series of Articles by Clarion**



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## **2025 Fall Meeting**

**Clarion article link:**

**<https://www.fireapparatusmagazine.com/fama/>**





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# 2025 Fall Meeting

## Business Metrics:

### 1. Continue Symposium Development for 2025 launch and full implementation in 2026

#### Metric and Targets

- Number of FAMA members paying to participate = 30 for 2025
  - 10% annual increase in each of following 5 years
- Number of Fire Service personnel registered as paying participants = 100 for 2025
  - 20% annual increase in each of following 5 years



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# 2025 Fall Meeting

## Business Metrics:

### 2. Continue to Build FAMA Organizational Bench Strength

#### Metric and Targets

- Membership Retention  $\geq 98\%$
- Spring and Fall Meeting Attendance grow 5% per year



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# 2025 Fall Meeting

## Business Metrics:

### 3. Continue to Build / Enhance Member Value

#### Metric and Targets

- Maintain full participation on NFPA Committees
- Number of Time Board and Members have sought input from Legal Counsel
  - 4 per year from Member companies (anonymous data)
  - 12 per year from FAMA Board



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**2025 Fall Meeting**

**10 minute Break**



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**2025 Fall Meeting**

# **NOMINATING COMMITTEE REPORT**

**Oran McNabb and Phil Gerace**

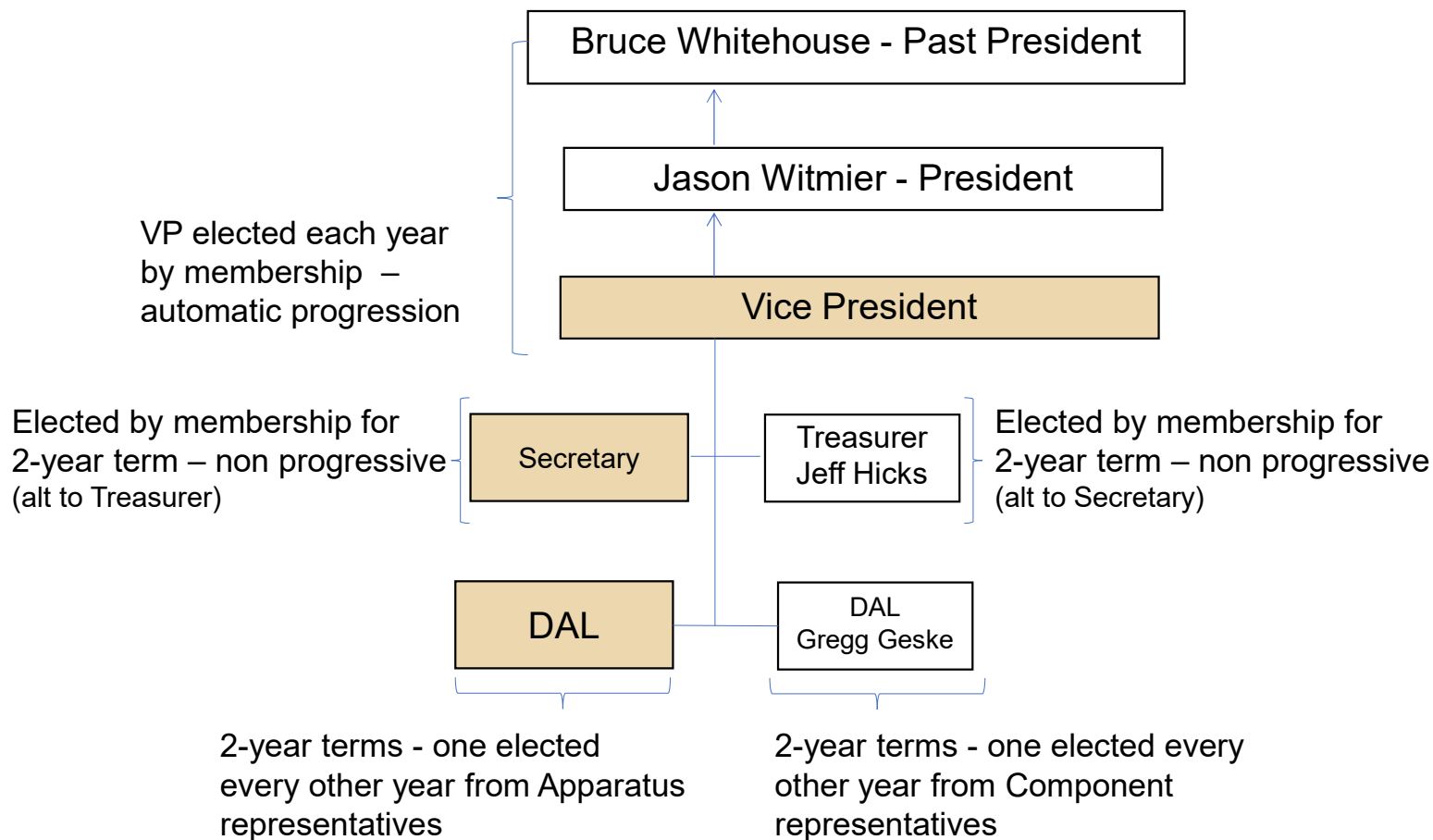
Board Liaison: Gary Pacilio



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# 2026 Board Positions

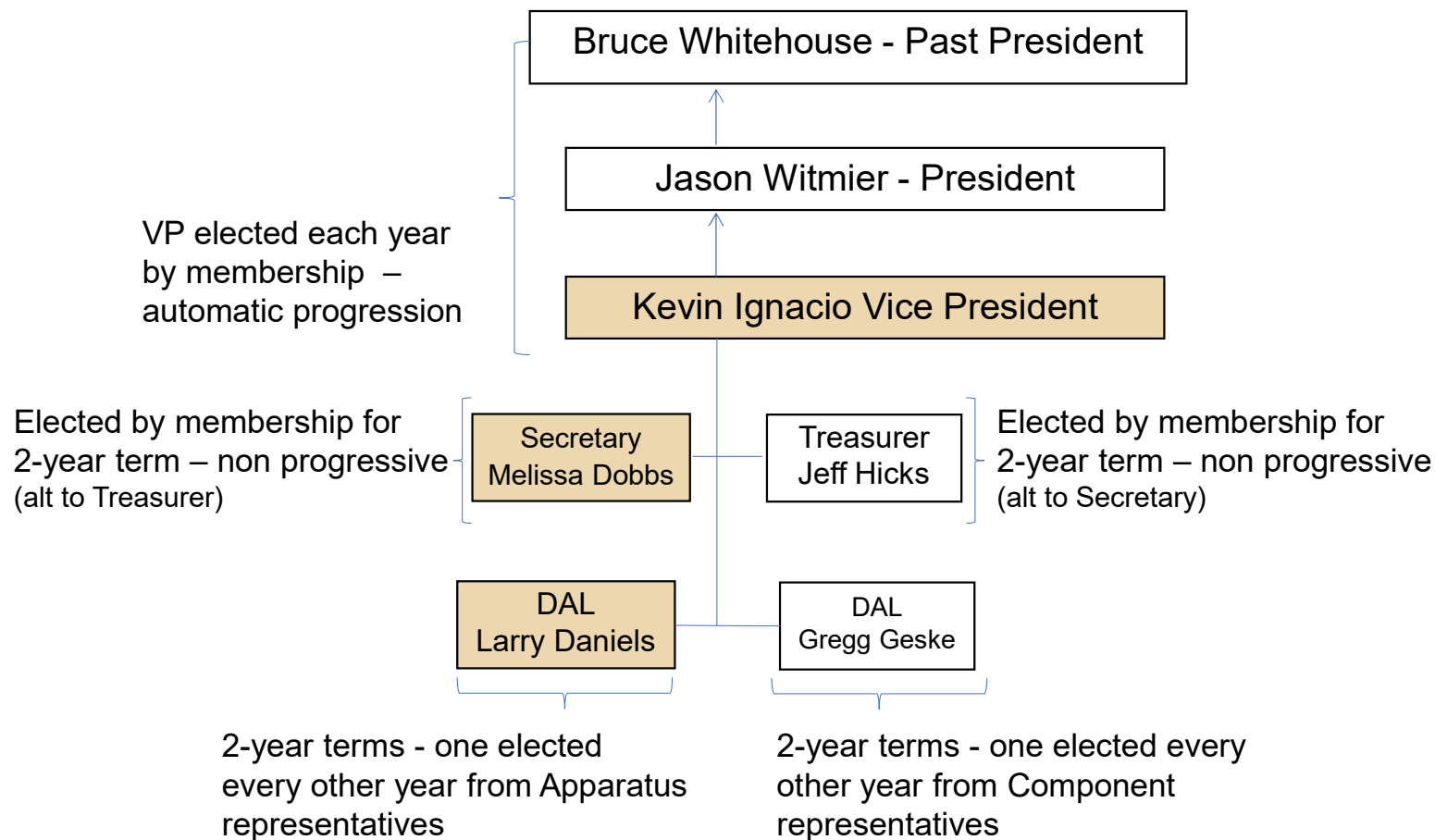




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# 2026 Nominating Committee Slate







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# **TREASURER'S REPORT**

**Jeff Hicks**



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# Analysis of Annual Organization Finances

# 2025 Asset Review



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## Policies and Procedures

6. The Association shall maintain at all times a minimum cash reserve equal to 50% of the prior year's expenditures. These reserves may be retained in any demand deposit account held by the Association and shall be maintained by the Treasurer. Any excess funds shall be reported by the Treasurer to the Board of Directors along with investment proposals relating thereto. The Board shall promptly direct the Treasurer as to the investment of Association funds.

### Summary

- 2024 expenses = \$403,502
- Reserve minimum = \$201,751



# 2025 Asset Review

## Investments

- Opened 7-month **\$250,000** CD in February 2025
  - Matures September 27, 2025 (current value \$254,672.51)
- Opened 7-month **\$200,000** CD in April 2025
  - Matures November 17, 2025 (current value \$203,316.51)
- Opened 7-month **\$200,000** CD in June 2025
  - Matures January 13, 2026 (current value \$202,109.50)

**Total currently invested is \$650,000**

*2024 Investments = \$357,000*

2024 Expenses \$403,502 / Current Reserve Minimum = \$201,751





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## Balance Sheet

|  | As of Sep 18, 2025  | As of Sep 18, 2024 (PY) |
|--|---------------------|-------------------------|
| <b>ASSETS</b>                          |                     |                         |
| Current Assets                         |                     |                         |
| Bank Accounts                          |                     |                         |
| BOA Bill Pay 5248                      | 10,655.07           | 13,042.41               |
| BOA Operating 5235                     | 220,728.14          | 448,985.70              |
| CD Maturing 13 Jan 2026 - 2871         | 200,000.00          | 0.00                    |
| CD Maturing 17 Feb 2025 (deleted)      | 0.00                | 100,000.00              |
| CD Maturing 17 Nov 2025 - 7318         | 200,000.00          | 0.00                    |
| CD Maturing 26 Mar 2025 (deleted)      | 0.00                | 257,000.00              |
| CD Maturing 27 Sept 2025 - 1418        | 250,000.00          |                         |
| Total Bank Accounts                    | 881,383.21          | 819,028.11              |
| Other Current Assets                   |                     |                         |
| 1600 PrePaid Meeting Deposits          | 10,000.00           | 23,000.00               |
| Total Other Current Assets             | 10,000.00           | 23,000.00               |
| Total Current Assets                   | 891,383.21          | 842,028.11              |
| <b>TOTAL ASSETS</b>                    | <b>\$891,383.21</b> | <b>\$842,028.11</b>     |
| <b>LIABILITIES AND EQUITY</b>          |                     |                         |
| Liabilities                            |                     |                         |
| Current Liabilities                    |                     |                         |
| Other Current Liabilities              |                     |                         |
| FAMA Prepaid Meeting Registration Fees | -10,150.00          | 0.00                    |
| Payroll Liabilities                    |                     |                         |
| Federal Unemployment (940)             | 42.00               |                         |
| LA Unemployment Tax                    | 240.70              |                         |
| Total Payroll Liabilities              | 282.70              |                         |
| Total Other Current Liabilities        | -9,867.30           | 0.00                    |
| Total Current Liabilities              | -9,867.30           | 0.00                    |
| Total Liabilities                      | -9,867.30           | 0.00                    |
| Equity                                 |                     |                         |
| Opening Bal Equity                     | 10,016.11           | 6,993.24                |
| Retained Earnings                      | 738,729.11          | 676,773.48              |
| Net Income                             | 152,505.29          | 158,261.39              |
| Total Equity                           | 901,250.51          | 842,028.11              |
| <b>TOTAL LIABILITIES AND EQUITY</b>    | <b>\$891,383.21</b> | <b>\$842,028.11</b>     |





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**Balance Sheet**

**ASSETS**

**Current Assets**

**Bank Accounts**

|                                   |                     |                     |
|-----------------------------------|---------------------|---------------------|
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| <b>TOTAL ASSETS</b>               | <b>\$891,383.21</b> | <b>\$842,028.11</b> |



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## 2025 Budget vs. Actuals

|   | Actual     | Budget     | over Budget | % of Budget |
|---|------------|------------|-------------|-------------|
| <b>INCOME</b>                                   |            |            |             |             |
| 130 INCOME                                      |            |            |             |             |
| 230 Revenue                                     |            |            |             |             |
| Advocacy Sponsorship (Clarion)                  | 70,000.00  | 70,000.00  | 0.00        | 100.00 %    |
| Apparatus Design Symposium                      |            |            |             |             |
| \$24,750 Apparatus Design Symposium - Attendees |            | 44,550.00  | -44,550.00  |             |
| Apparatus Design Symposium - Sponsor Displays   | 22,500.00  | 26,250.00  | -3,750.00   | 85.71 %     |
| Apparatus Design Symposium - Sponsors           | 14,500.00  | 35,000.00  | -20,500.00  | 41.43 %     |
| \$61,750 Total Apparatus Design Symposium       | 37,000.00  | 105,800.00 | -68,800.00  | 34.97 %     |
| Dues  | 258,402.55 | 250,000.00 | 8,402.55    | 103.36 %    |
| Meeting Fees (Fall)                             | 55,240.00  | 40,000.00  | 15,240.00   | 138.10 %    |
| Meeting Fees (Spring)                           | 58,200.00  | 52,500.00  | 5,700.00    | 110.86 %    |
| Meeting Sponsors (Fall)                         | 25,385.00  | 18,500.00  | 6,885.00    | 137.22 %    |
| Meeting Sponsors (Spring)                       | 51,000.00  | 30,000.00  | 21,000.00   | 170.00 %    |
| Scholarship Sponsor                             |            | 5,000.00   | -5,000.00   |             |
| Technical Cmte (Sponsors)                       | 2,500.00   | 2,500.00   | 0.00        | 100.00 %    |
| Technical Safety Guide                          | 10,348.70  | 20,000.00  | -9,651.30   | 51.74 %     |
| Total 230 Revenue                               | 568,076.25 | 594,300.00 | -26,223.75  | 95.59 %     |
| Total 130 INCOME                                | 568,076.25 | 594,300.00 | -26,223.75  | 95.59 %     |
| BofA Merchant Svcs Reward                       | 166.19     | 300.00     | -133.81     | 55.40 %     |
| Interest - BofA - CDs                           |            |            |             |             |
| Investment Income                               | 7,099.06   | 9,000.00   | -1,900.94   | 78.88 %     |
| Total Interest - BofA - CDs                     | 7,099.06   | 9,000.00   | -1,900.94   | 78.88 %     |
| Total Income                                    | 575,341.50 | 603,600.00 | -28,258.50  | 95.32 %     |





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## 2025 Financial Plan/Budget

### Apparatus Design Symposium

#### GAC

2024 Total = \$42,000

2025 Total = \$43,000

### Business Mgr. Recruitment

#### Marketing/PR

Website revamp project

#### Technical Fee

Added to 2025 Budget  
(Spring Meeting)

### Expenses

|                                       | Actual              | Budget              |
|---------------------------------------|---------------------|---------------------|
| Accountant Fees                       | 2,785.00            | 7,000.00            |
| CFSI (Annual)                         | 4,000.00            | 9,000.00            |
| Newsletter                            | 700.00              | 4,000.00            |
| NFFF (Annual)                         |                     | 2,500.00            |
| Annual Fees (Corp)                    | 321.75              | 350.00              |
| Apparatus Design Symposium            | 3,069.12            | 140,000.00          |
| Awards/Recognition                    | 440.20              | 750.00              |
| Bank Fees                             | 6,829.35            | 10,000.00           |
| Board Meetings/Retreats               | 5,385.22            | 12,500.00           |
| Education-Scholarship                 | 7,500.00            | 7,500.00            |
| Governmental Affairs - US             | 30,000.00           | 43,000.00           |
| Insurance Premiums                    | 2,310.14            | 3,100.00            |
| Legal                                 | 9,834.09            | 15,000.00           |
| Management - Bus. Mgr. Recruit / Hire | 11,831.36           | 60,000.00           |
| Management Fees                       | 69,174.29           | 78,000.00           |
| Marketing/PR                          | 28,360.91           | 39,500.00           |
| Maven Events Contract                 | 10,500.00           | 18,000.00           |
| Member Meetings (Fall)                | 34,650.00           | 70,000.00           |
| Member Meetings (Spring)              | 176,039.97          | 180,000.00          |
| Membership (Plaques)                  | 212.97              | 750.00              |
| Office                                | 7,735.55            | 8,750.00            |
| Statistics Program                    | 3,150.00            | 5,500.00            |
| Technical                             | 2,058.17            | 5,000.00            |
| Technical - Slip Resistance           | 4,480.00            | 4,480.00            |
| Travel - Administrative               | 6,062.18            | 9,000.00            |
| <b>Total Expenses</b>                 | <b>\$427,632.60</b> | <b>\$734,180.00</b> |



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## 2025 Financial Plan/Budget

| Balance Sheet Assets |              |              |
|----------------------|--------------|--------------|
| 2018                 | (12/31/2018) | \$600,442.86 |
| 2019                 | (12/31/2019) | \$680,467.65 |
| 2020                 | (12/31/2020) | \$748,467.65 |
| 2021                 | (12/31/2021) | \$773,650.11 |
| 2022                 | (12/31/2022) | \$762,107.94 |
| 2023                 | (12/31/2023) | \$819,973.48 |
| 2024                 | (12/31/2024) | \$929,794.00 |
| 2025                 | (09/18/2025) | \$891,383.21 |

|                | 2025 Budget | 2024 Actual | 2023 Actual |
|----------------|-------------|-------------|-------------|
| Total Income   | \$603,600   | \$477,964   | \$471,102   |
| Total Expenses | \$734,180   | \$403,502   | \$446,511   |
| Net Operations | (\$130,580) | \$74,462    | \$25,045    |

### Ongoing projects (Capital Expenses):

- FAMA Apparatus Design Symposium – Budget reflects **-\$24,200** Y1
- Website reconstruction and site hosting changes - Budget \$39,500



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## 2025 Budget vs. Actuals

|                        | Actual YTD   | Budget         |
|------------------------|--------------|----------------|
| <b>Total Income:</b>   | \$575,341.50 | \$603,600.00   |
| <b>Total Expenses:</b> | \$427,632.60 | \$734,180.00   |
| <b>Net Income:</b>     | \$147,708.90 | - \$130,580.00 |



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# 2025 Fall Meeting



## Questions/Comments



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# **FIRE APPARATUS DESIGN SYMPOSIUM**

**Jason Witmier/Bert McCutcheon**



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# Committee Members

## Symposium Planning

**Jason Witmier** - Chair – Fire Research Corporation

**Bert McCutcheon** - Vice-Chair – Bulldog Fire Apparatus

## Fall Meeting Planning

**Chris Martin** - Chair – Elkhart Brass

**Gabe Casucci** - Vice-Chair – Soundoff Signal

Chad Falls – APR Plastic Fabricating

Board Liaison: Kevin Ignacio





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# Fire Apparatus Design Symposium

## Rosen Centre Hotel



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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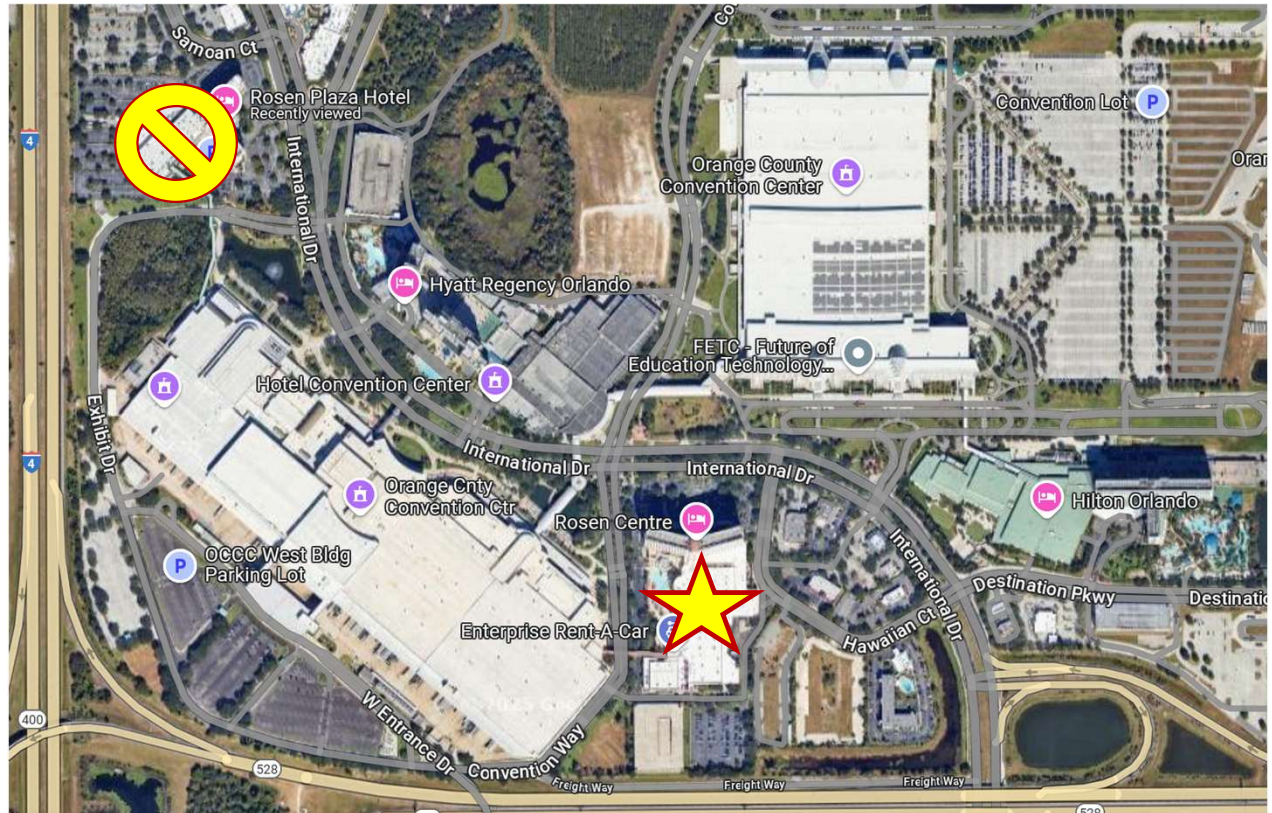
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## **Rosen Centre Hotel**

9840 International Drive  
Orlando FL, 32819

**Not** Rosen Plaza Hotel  
located at 9700  
International Drive

# Fire Apparatus Design Symposium







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## Registration Update

- 55 Students as of 9/24
- 46 Table sponsors
- Room block is closed!
- Hotel will likely be sold out

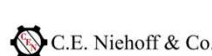
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### SILVER SPONSOR



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## Budget Update

- Students: \$24,750
- Sponsors: \$58,500  
(Several invoices past due)
- Estimated costs \$131,000

Year 1 budget estimated a  
\$50,000 cost to run symposium

### GOLD SPONSOR



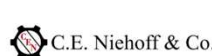
### SILVER SPONSOR

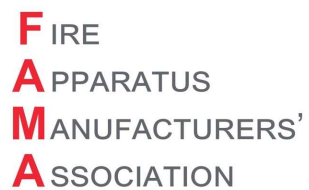


### MEDIA SPONSOR



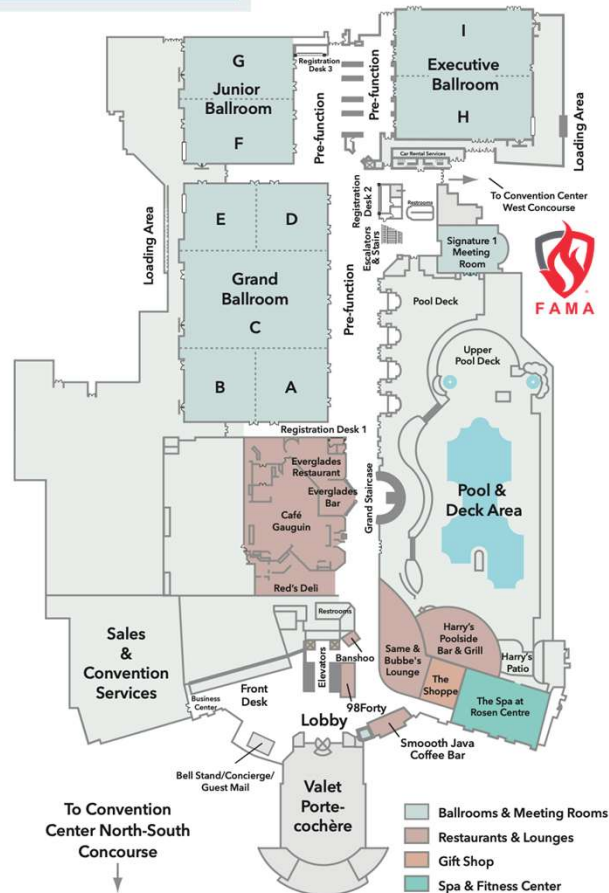
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## Rosen Centre Hotel

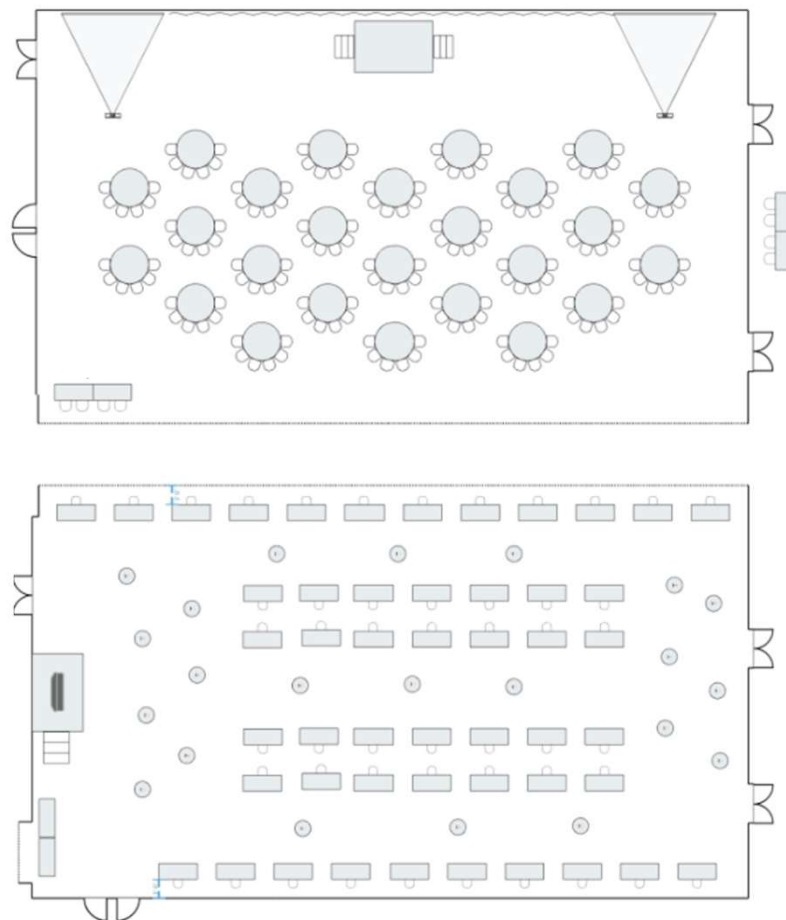
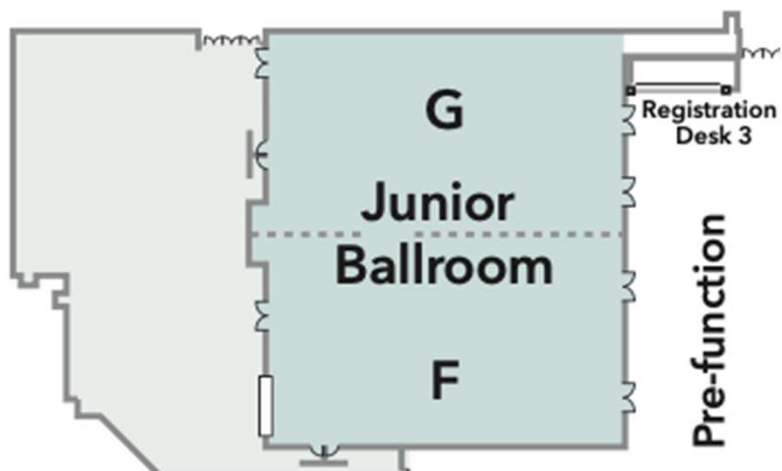
### Parking Garage





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# Schedule/Speakers

| <b>WEDNESDAY<br/>OCT 22</b> |   |
|-----------------------------|---|
| <b>8:30 AM</b>              | Welcome   <i>Dave Durstine, Jason Witmier</i>   |
| <b>9-10:15 AM</b>           | AS0502 - Apparatus Purchasing 101   <i>Dave Durstine</i>                              |
| <b>10:30 AM -12 PM</b>      | AS0201 - Modern Electrical Systems   <i>IDEX, FRC</i>                                 |
| <b>12-1:15 PM</b>           | Lunch in Sponsor Showcase   |
| <b>1:15-2:15 PM</b>         | AS0106 - Compartment Management   <i>Bruce Whitehouse</i>                             |
| <b>2:15-3:15 PM</b>         | AS0120 - Foam Systems   <i>Gregg Geske, Jason Narowcki, Kyle Darley, James Morgan</i> |
| <b>3:30-4:30 PM</b>         | AS0217 - Lighting Control Technology   <i>Doug Baker, Paul Demming</i>                |
| <b>4:30-5:30 PM</b>         | Sponsor Showcase Happy Hour   |
| <b>---</b>                  | Dinner at Leisure   |





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# Schedule/Speakers

| THURSDAY<br>OCT 23 |  |
|--------------------|--|
| 8:30 AM            | Briefing & Continental Breakfast   Dave Durstine, Jason Witmier        |
| 9-10:15 AM         | AS0103 - Scene Light Technology   HiViz, FRC, Whelen                   |
| 10:30 AM -12 PM    | AS0503 - Engines for 2027   Chris Crowel, Roger Lackore                |
| 12-1:15 PM         | Lunch in Sponsor Showcase  |
| 1:15-2:15 PM       | AS0211 - Occupant Protection   Melissa Dobbs, Adam Graves              |
| 2:15-3:15 PM       | AS0504 - Aerial Controls   Chip Goodson                                |
| 3:30-4:30 PM       | AS0104 - Idle Reduction Technology   Danny Graham, John Doprolski      |
| 4:30-5 PM          | Evaluation & Comments from Participants   Dave Durstine, Jason Witmier |
| 5-6 PM             | Sponsor Showcase Happy Hour  |
| 6-8 PM             | Reception & Door Prizes   Dave Durstine, Jason Witmier                 |



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# Fall 2026 Meeting





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## Fall 2026

### NOVEMBER 2026

| SUNDAY | MONDAY | TUESDAY                        | WEDNESDAY                         | THURSDAY                              | FRIDAY | SATURDAY |
|--------|--------|--------------------------------|-----------------------------------|---------------------------------------|--------|----------|
| 1      | 2      | 3                              | 4                                 | 5                                     | 6      | 7        |
| 8      | 9      | 10                             | 11<br><small>Veterans Day</small> | 12                                    | 13     | 14       |
| 15     | 16     | 17                             | 18                                | 19                                    | 20     | 21       |
| 22     | 23     | 24<br><small>Full moon</small> | 25                                | 26<br><small>Thanksgiving Day</small> | 27     | 28       |
| 29     | 30     |                                |                                   |                                       |        |          |





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**Open Mic Session**

**Jason Witmier**  
**Bruce Whitehouse**



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# Open Mic Session

*Social Media Strategy*



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# Open Mic Session

*AI Applications within FAMA*



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# Open Mic Session

Expanding Use of Stats –  
*What do Members Want to See?*



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# Open Mic Session

Expanding Use of Stats –

*Releasing more Stats data externally*



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# Meeting Suspended

FAMA Business Meeting  
Continues

Thursday September 25, 2025  
at 8:00 am

Emerald Ballroom



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# Meeting Resumes

## Call to Order

*Bruce Whitehouse*



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# **POLL EVERYWHERE**

## **How it Works**

**Jason Witmier**





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**[pe.app/fama2025](https://pe.app/fama2025)**

Respond at pe.app/fama2025

Poll Everywhere

## Test Question

Inactive

77



- 1 51% I'm awake and paying attention
- 2 45% I don't know where I am right now
- 3 4% I don't know how to use this app

Add Choice

When Presented

Hide Responses

Lock

Show Correctness



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# **MARKETING & TRADE SHOW COMMITTEE REPORT**

Larry Daniels  
Adam Graves

Board Liaison: Kevin Ignacio



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# COMMITTEE MEMBERS

- **Larry Daniels / Chair** – Ferrara Fire Apparatus
- **Adam Graves / Vice-Chair** – United Safety & Survivability Corp.
- Jennifer Greer – Fouts Bros., Inc.
- Marcello (March) Iacovella – WATERAX
- Allison Niendiek – Rosenbauer America, LLC

**Board Liaison: Kevin Ignacio**



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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.ORG updated website launched early JULY 2025

*Early issues with stats and data.*

*Ongoing support and monitoring to ensure  
integrity of stats and reporting.*





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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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Join us for the FEMSAs FAMA Fall/  
Annual Conference this September  
24-27 in Tampa, Florida!

Register

## Resources

SERVICE  
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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.

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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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Ocala, FL 34478  
☎ 352-843-3404 (Office)  
✉ [info@fama.org](mailto: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



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FAMA's Technical Committee, formed in 1992, 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.

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# MARKETING ACTIVITIES

- Updated FAMA Website
- Clarion – Podcast Partnership
- FDIC Sponsorship
- Enhancing Value to FAMA customers



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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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## *FAMA Marketing Committee Notice September 23, 2024*

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



www.FAMA.org

### **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/](http://www.fama.org/fire-service-resources-list/)

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

Thank you.

FAMA Marketing Committee

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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 FORUM ARTICLES

We have partnered with Clarion to have Chris McLoone, editor, assist in writing FAMA forum articles for publication. The first was in the **December** issue of Fire Apparatus and Emergency Equipment magazine and feature the NFPA apparatus standards changes for 2024.

We still need assistance on topics and people Chris can interview for the articles. Let us know if you'd like to help!

1. Fire truck budgeting help (rising costs, growing lead times)
2. FAMA fire truck survey promotion
3. Regional differences in fire trucks
4. Interschutz overview-what technology is coming from Europe (Phil Gerace and a partner?)
5. Loading requirements for equipment mounting
6. Changing of the skills needed to capably service today's fire trucks



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# NEW 2025 CLARION PODCASTS

- 2027 EPA Update – April release – Cummins, Chris Crowel
- FAMA Symposium – June release – Jason Witmier
- Look into 2026? – December release - Open for debate.. Regulation/NFPA changes, Anatomy of Fire Trucks, Navigating Spec Process?....Just ideas
- Thanks to Clarion and Chris McLoone- Kick Off Podcast held in March
- Topic -Apparatus Industry Insights - March release - Various FAMA members

## Please submit subject ideas for the next podcast.

Inactive



41

What problems need solving - insight from Firefighters

Energy efficiency.

Ask chat gpt from the perspective of the end user

Focus on driving FAMA growth and why it is important, who can join, and how.

How to spec an apparatus

Slip surface research summary discussion.

Succession Planning with FD fleets

Threat assessment advice- how are fire truck manufacturers addressing the personal protection of firefighters against hostile actors

Political climate affecting parts, substrates, metal etc



When Presented

Hide Responses

Lock





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## Wide Column Wrap

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

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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.



## 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.



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**2025 Fall Meeting**

# **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.
- Antonio Rubio Malpesa – Iturri America Inc.
- Philip Gerace – E-ONE, Inc.
- Andrew Lingel – United Plastic Fabricating
- Jason Nawrocki – Waterous Company
- Board Liaison: Jason Witmier



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# 2025 Fall Meeting

## 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

# 2025 Fall Meeting Committee Projects Details

### SEARCH BY DATE BOOKED

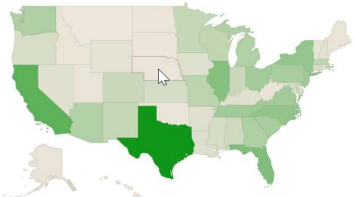
Vehicle Class: All selected (34) • Chassis: All selected (2) • Transmission Type: All selected (2) • State: All selected (70) •

Pumps: 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



1 100

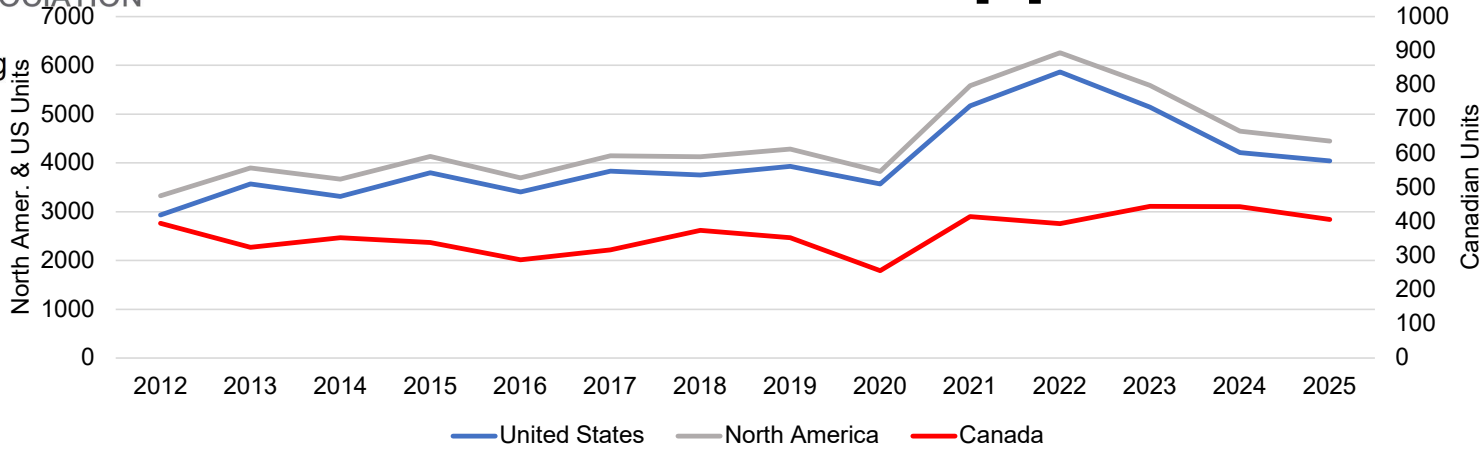
| Book Date  | Ship Date  | Country       | State/Province | Vehicle Class              | Chassis                               | Pumps | Pump Type      | AXES   | Powertrain Type     | Foam    | Foam Type | Unit Type | Price |
|------------|------------|---------------|----------------|----------------------------|---------------------------------------|-------|----------------|--------|---------------------|---------|-----------|-----------|-------|
| 2024-04-01 | 2024-04-01 | United States | TX             | Brush Truck (NON 1000 WPM) | Commercial Lx Torque Truck (1220 WPM) | Star  | Up to 1000 gpm | Single | Internal Combustion | Class A | Manual    | 1         | 0.0   |
| 2024-04-01 | 2024-02-23 | United States | IN             | Truck Responder            | Commercial Lx Torque Truck (1221 WPM) | Star  | Up to 1000 gpm | Single | Internal Combustion | None    | None      | 1         | 0.0   |



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# 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      | 5862                            | 393                          | 6255                               | +42.4%                     |
| 2023      | 5143                            | 444                          | 5587                               | -10.7%                     |
| 2024      | 4208                            | 443                          | 4651                               | -16.8%                     |
| 2025*     | 4042                            | 406                          | 4448                               | -4.4%                      |

**\*2025 12 Month Rolling: 4448 units**

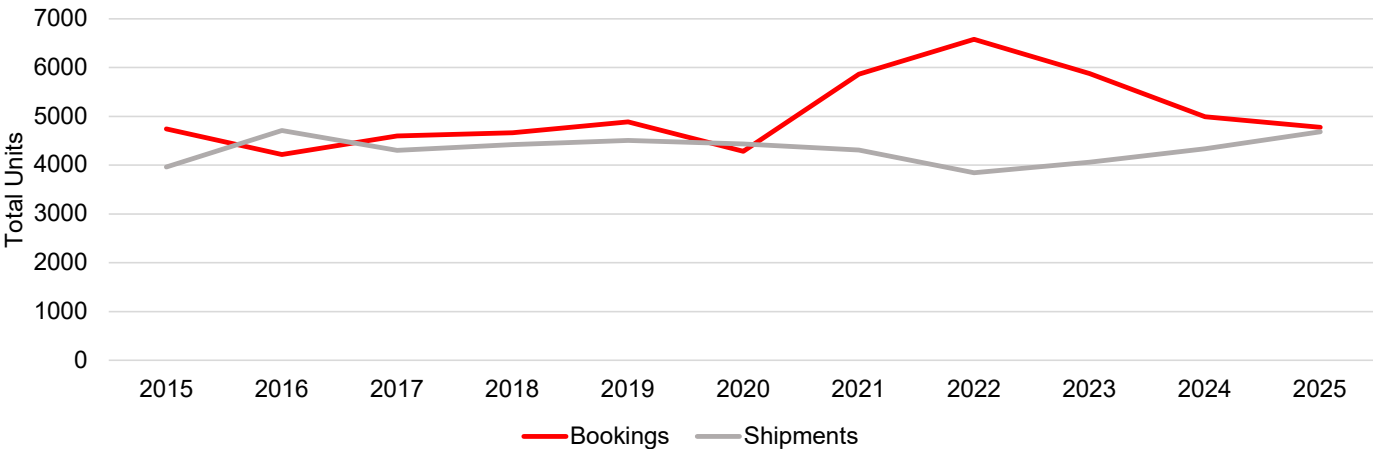
**Does not include ARFF or Refurbs**



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# Total Industry Bookings and Shipments



| Years     | Booked Vehicles | Booked Vehicles YOY Growth % | Shipped Vehicles | Shipped Vehicle YOY Growth % |
|-----------|-----------------|------------------------------|------------------|------------------------------|
| 2012-2016 | 4493            |                              | 4242             |                              |
| 2017-2021 | 4861            | +8.2%                        | 4403             | +3.8%                        |
| 2022      | 6583            | +35.4%                       | 3848             | -12.6%                       |
| 2023      | 5878            | -10.7%                       | 4063             | +5.6%                        |
| 2024      | 4991            | -15.1%                       | 4335             | +6.7%                        |
| 2025*     | 4773            | -4.4%                        | 4571             | +5.4%                        |

**\*2025 12 Month Rolling**

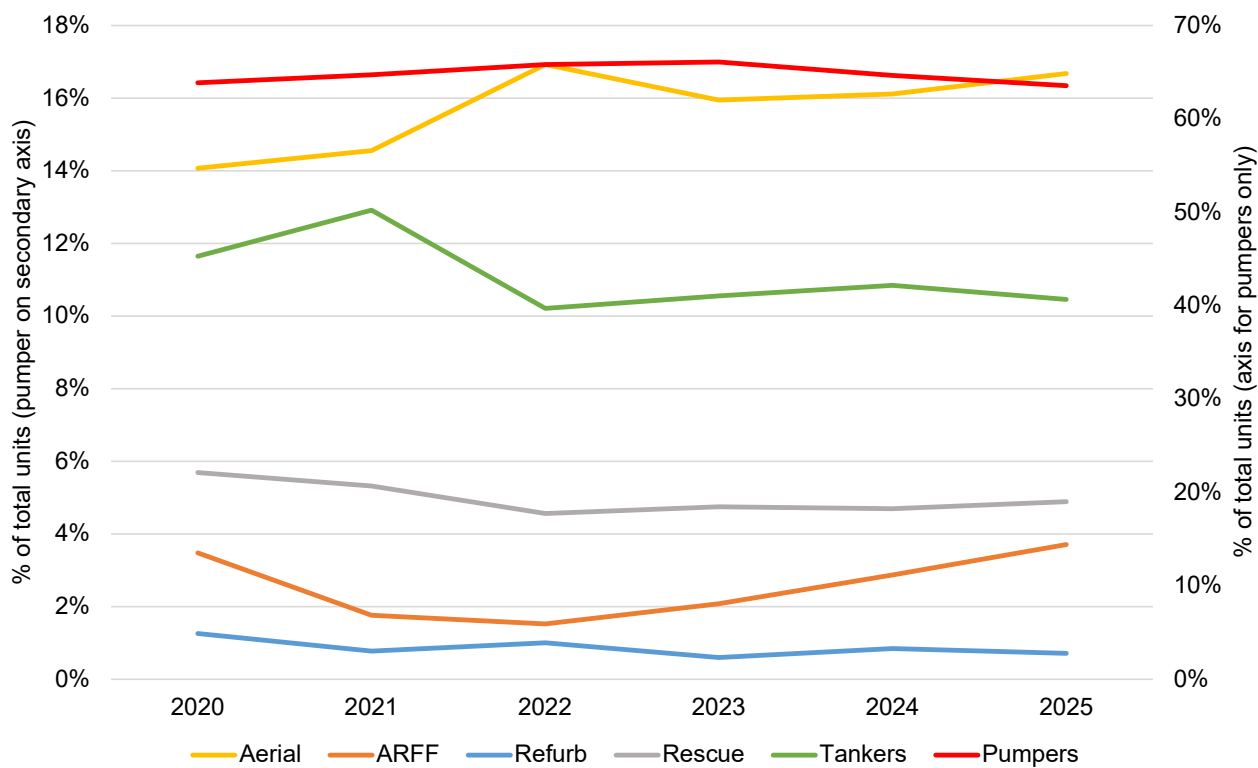
**Includes all vehicles (incl. ARFF & Refurb) and includes all regions**



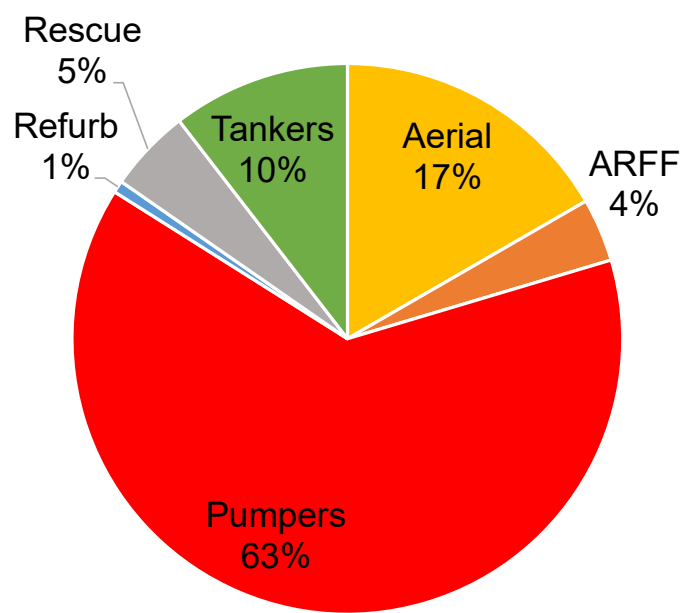
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# Fire Apparatus Sales By Class



2025 Bookings



**\*2025 12 Month Rolling**

**Includes all vehicles (incl. ARFF & Refurb) and includes all regions**

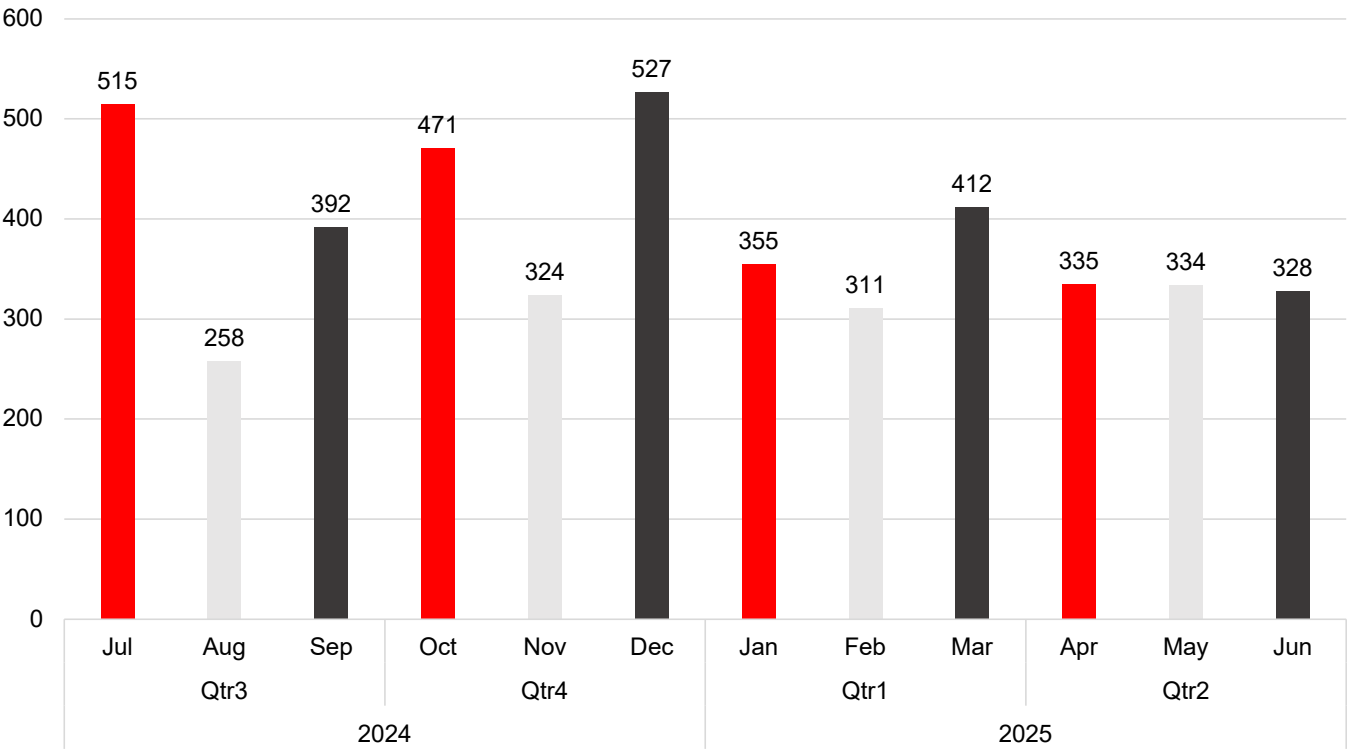


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# Fire Apparatus Sales By Month

|         | Total Units | YOY Growth |
|---------|-------------|------------|
| Q3 '24  | 1165        | -10.1%     |
| Q4 '24  | 1322        | -19.1%     |
| Q1 '25  | 1078        | -9.9%      |
| Q2 '25  | 997         | -11.2%     |
| FY '25* | 4562        | -5.1%      |



**\*2025 12 Month Rolling**

**Does not include ARFF or Refurbs. Includes all regions.**



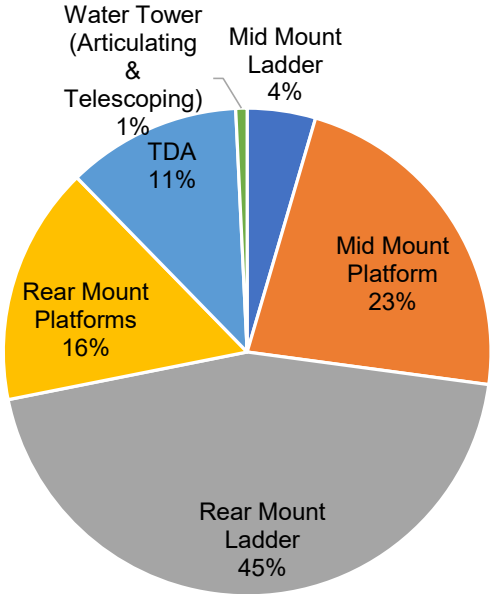


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# Aerial Apparatus Sales

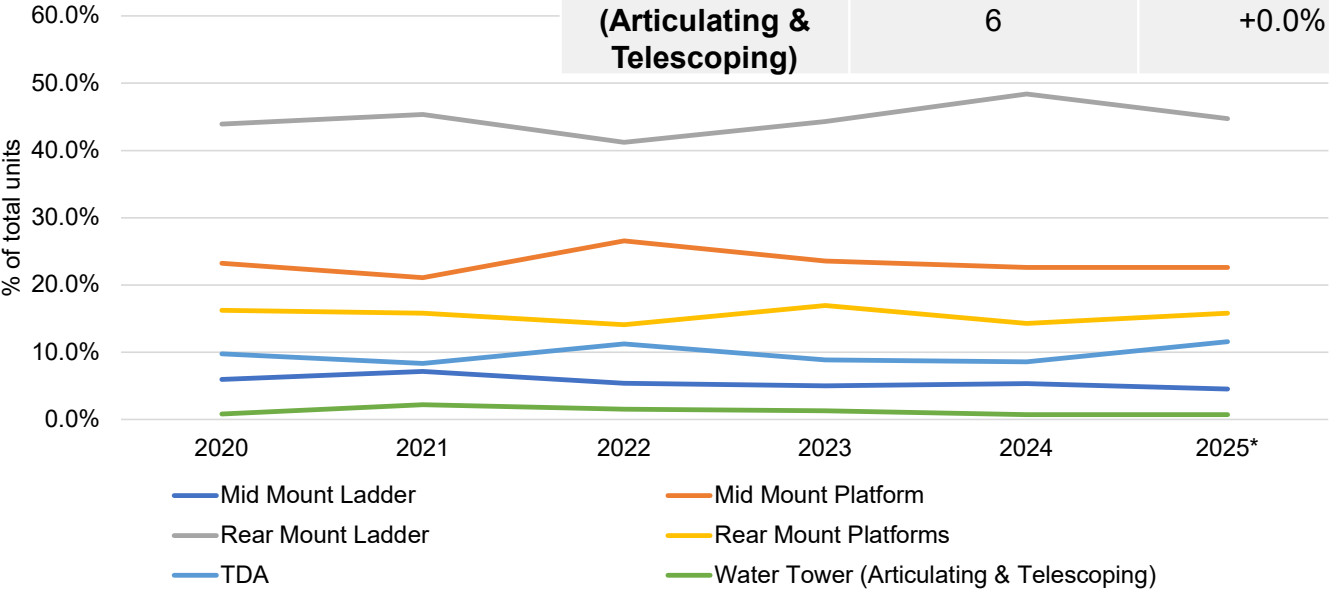
|  | 2025* Bookings | YOY Growth |
|--|----------------|------------|
| Mid Mount Ladder                         | 36             | -16.3%     |
| Mid Mount Platform                       | 180            | -1.1%      |
| Rear Mount Ladder                        | 356            | -8.5%      |
| Rear Mount Platforms                     | 126            | +9.6%      |
| TDA                                      | 92             | +33.3%     |
| Water Tower (Articulating & Telescoping) | 6              | +0.0%      |



2025\* Bookings

|         | 2025* Aerial Units | YOY Growth |
|---------|--------------------|------------|
| Booked  | 796                | -1.0%      |
| Shipped | 623                | +4.7%      |

Includes all regions



**\*2025 12 Month Rolling**

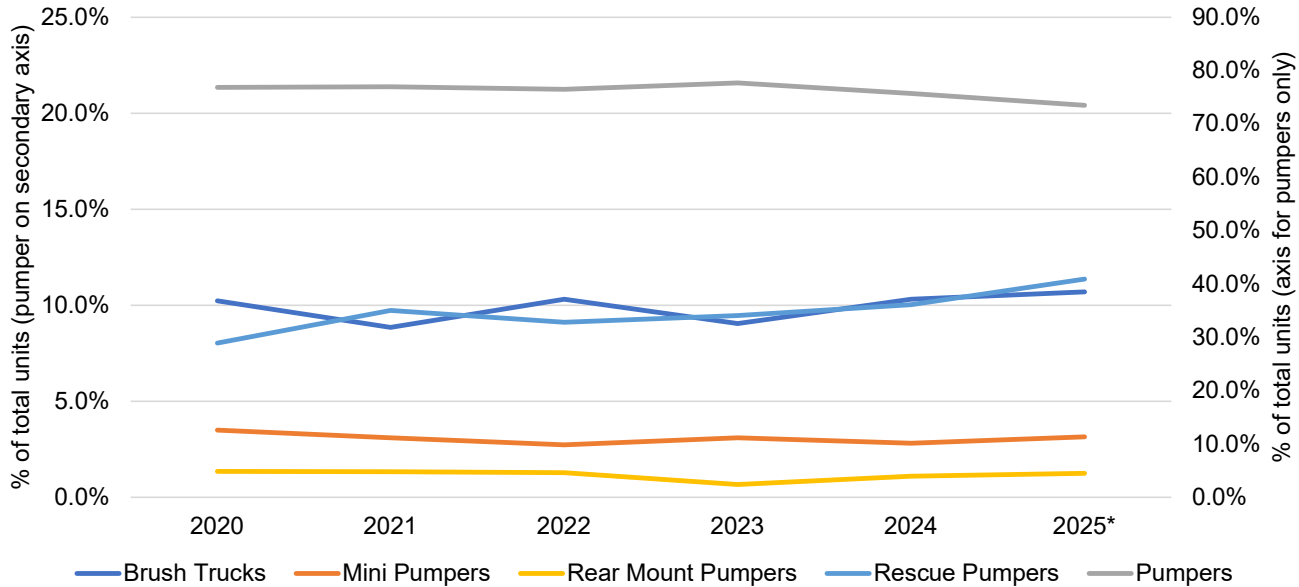
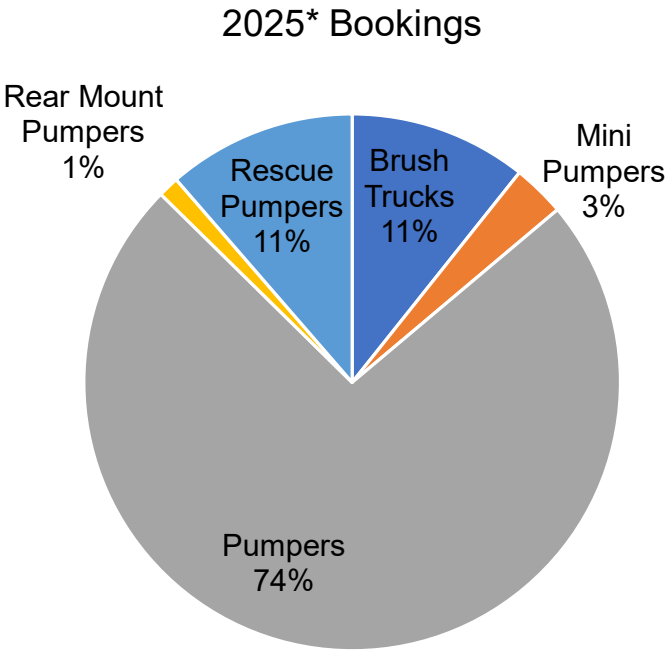


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# Pumper Apparatus Sales

|                    | 2025* Bookings | YOY Growth |
|--------------------|----------------|------------|
| Brush Trucks       | 325            | -2.4%      |
| Mini Pumps         | 96             | +5.5%      |
| Pumpers            | 2230           | -8.7%      |
| Rear Mount Pumpers | 38             | +5.6%      |
| Rescue Pumpers     | 345            | +6.5%      |



|         | 2025* Pumper Units | YOY Growth |
|---------|--------------------|------------|
| Booked  | 3034               | -6.0%      |
| Shipped | 2992               | +12.7%     |

**\*2025 12 Month Rolling**

**Includes all regions**

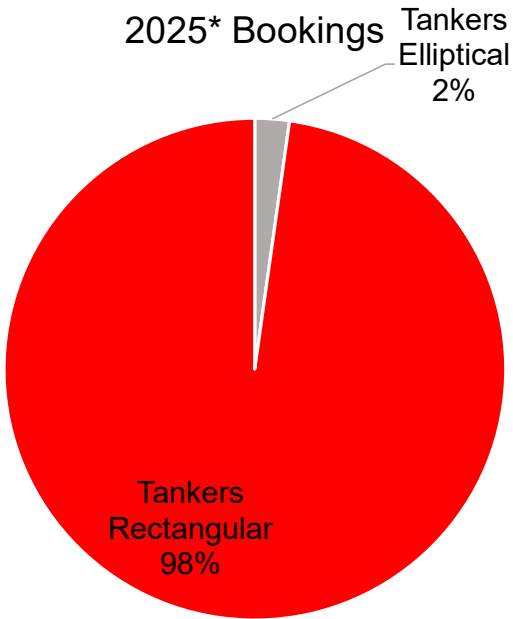
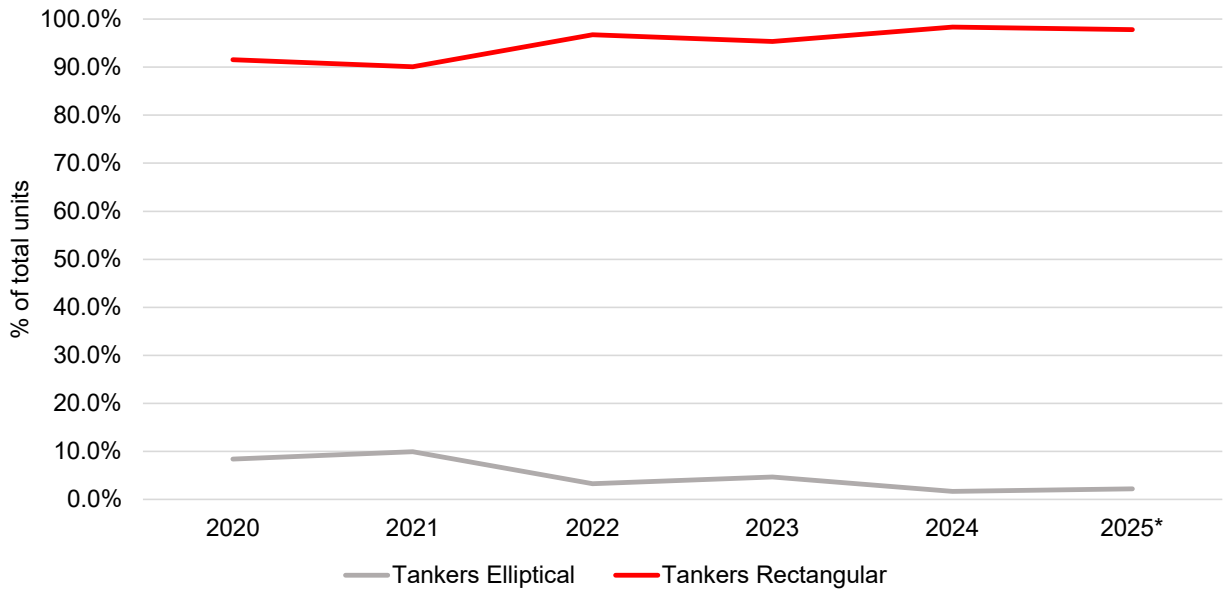


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# Tanker Apparatus Sales

|                     | 2025*<br>Bookings | YOY Growth |
|---------------------|-------------------|------------|
| Tankers Elliptical  | 11                | +22.2%     |
| Tankers Rectangular | 488               | -8.3%      |



|         | 2025* Tanker<br>Units | YOY Growth |
|---------|-----------------------|------------|
| Booked  | 499                   | -7.8%      |
| Shipped | 626                   | +7.9%      |

**\*2025 12 Month Rolling**

**Includes all regions**

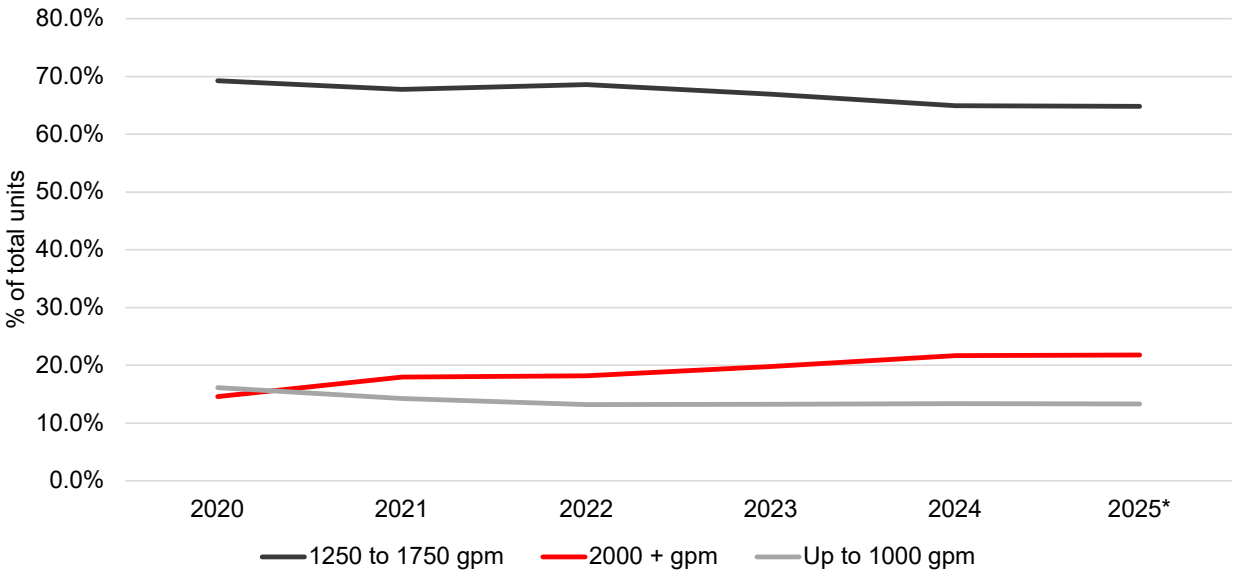


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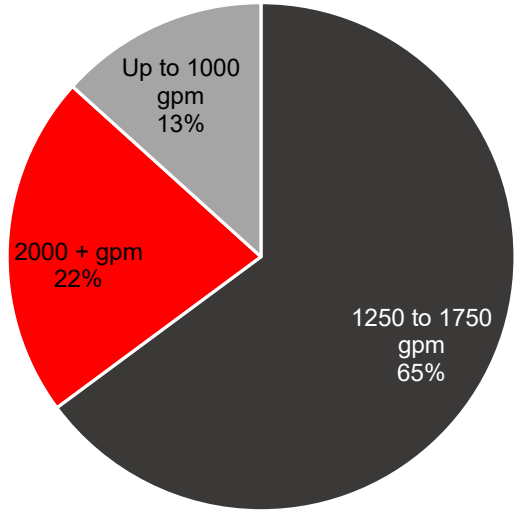
www.FAMA.org

# Vehicles with Pumps - Sales

|                  | 2025*<br>Bookings | YOY Growth |
|------------------|-------------------|------------|
| Up to 1000 gpm   | 549               | -6.5%      |
| 1250 to 1750 gpm | 2672              | -6.1%      |
| 2000 + gpm       | 899               | -5.4%      |



2025\* Bookings



|         | 2025* Tanker<br>Units | YOY Growth |
|---------|-----------------------|------------|
| Booked  | 4324                  | -14.8%     |
| Shipped | 4192                  | +15.1%     |

**\*2025 12 Month Rolling**

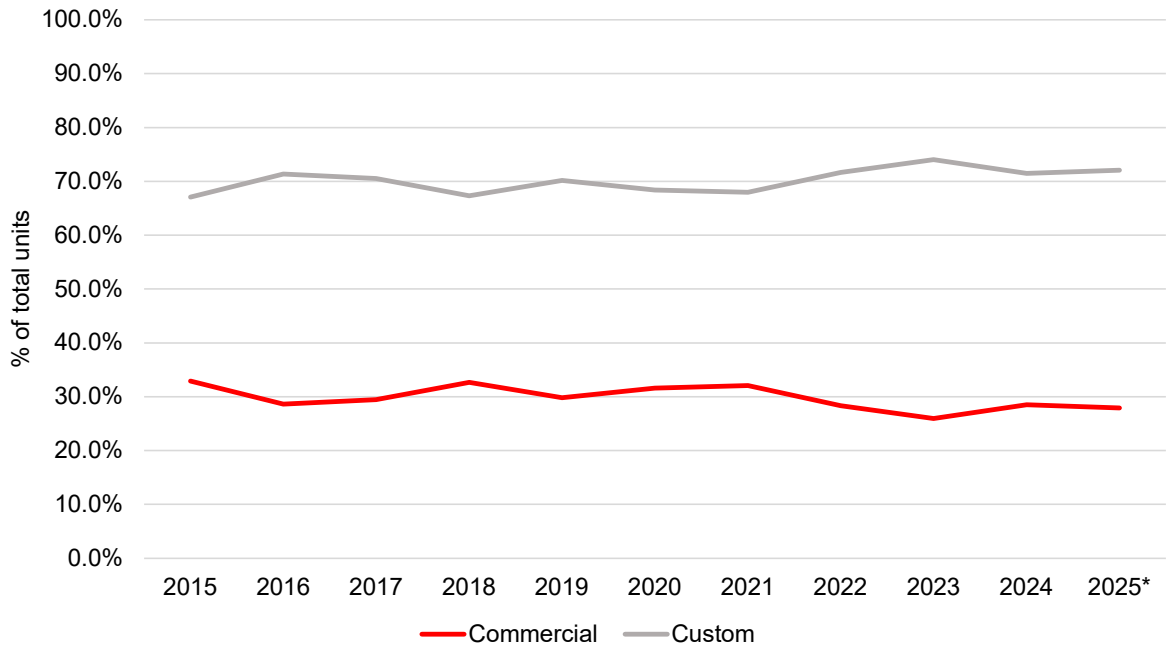
Does not include ARFF or Refurbs. Includes all regions.



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# Total Industry Bookings Custom vs Commercial Chassis



| Year      | Commercial | Custom | Custom<br>YOY<br>Growth % |
|-----------|------------|--------|---------------------------|
| 2012-2016 | 34.4%      | 65.6%  |                           |
| 2017-2021 | 31.2%      | 68.8%  | +4.9%                     |
| 2022      | 28.4%      | 71.6%  | +4.1%                     |
| 2023      | 26.0%      | 74.0%  | +3.3%                     |
| 2024      | 28.5%      | 71.5%  | -3.4%                     |
| 2025*     | 27.9%      | 72.1%  | +0.8%                     |

**\*2025 12 Month Rolling**

**Includes all vehicles (incl. ARFF & Refurb) and includes all regions**



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## Questions/Comments





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**2025 Fall Meeting**

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



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# TECHNICAL COMMITTEE REPORT



**Roger Lackore**  
**Melissa Dobbs**





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#### ARFF



**Tague Johnson**  
(Rosenbauer)



**RJ Jones**

#### PUMP



**Wayne Hable**  
(Darley)



**Mike Sulmone**  
(Trident)

#### CHASSIS



**Chris Crowel**  
(Cummins)



**Dale Katz**  
(E-ONE)

#### BODY



**Shelby Sutphen**  
(Sutphen)



**Wyatt Compton**  
(Spartan ER)

#### ELECTRICAL



**John Doperalski**  
(Harrison)



**Peter Luhrs**  
(Fire Research)

#### AERIAL



**Jim Garver**  
(Sutphen)



**John Brady**  
(KME)

#### FOAM



**Dan Tyrell**  
(SafeFleet)



**Gregg Geske**  
(Waterous)

#### AMBULANCE



**Steve Rowland**  
(Hale)



**Open**



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# Buyer's Guide Progress

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

|           |    |
|-----------|----|
| Pending   | 10 |
| Draft     | 1  |
| To Board  | 0  |
| Published | 43 |



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# Fire Apparatus Safety Guide Video

- **Video creation quote into the FAMA board.**
- **Let your board members know if you find this important**



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## NHTSA NPRM for AEB and ESC

**NHTSA-2023-0023/FMCSA-2022-0171**

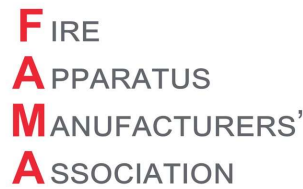
- ☐ ESC Required on Heavy Trucks
- ☐ AEB Required on Heavy Trucks
- ☐ AEB in Heads-Up-Display



**Tech Committee submitted two comment letters**

- ☐ ESC Not available on 4x4 – **Asked for Exemption**
- ☐ AEB Not tested on emergency vehicles – **Asked for Exemption**
- ☐ HUD is not physically possible with vertical windshields





# AEB Rule-Making Update

[Printer-Friendly Version](#)   [Download RIN Data in XML](#)

Publication ID: Fall 2024

| Action                  | Date       | FR Cite                     |
|-------------------------|------------|-----------------------------|
| NPRM                    | 07/06/2023 | <a href="#">88 FR 43174</a> |
| NPRM Comment Period End | 09/05/2023 |                             |
| Final Rule              | 01/00/2025 |                             |



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## NFPA 1900 & 1910 Revision Dates

- **Public Input Closing** **Sep 4, 2025**
- **Task Group Preparation** **Nov, 2025**
- **First Draft Meeting** **Jan 12-15, 2026**
- **Second Draft Meeting** **Sep, 2026**
- **Next Revision Published** **Apr 2027**
- **Applies to contracts after** **Jan 1, 2028**



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## NFPA Chapter Reviews

- ☐ Remove outdated requirements
- ☐ Simplify and improve organization of requirements
- ☐ Remove operational (non safety critical) requirements

### Progress

| Chapter | Title               | Review   | Public Inputs |
|---------|---------------------|----------|---------------|
| 10      | Low Voltage         | Complete | Submitted     |
| 21      | Line Voltage        | Complete | Submitted     |
| 11      | Driving Compartment | Complete | Submitted     |
| 12      | Body & Equipment    | Complete | Submitted     |
| 20      | Aerial              | Complete | Submitted     |



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# NFPA 1900 & 1910 Task Groups

| ADMIN                 | CHASSIS              | ELECTRICAL            | PUMP                 | AERIAL               | WILDLAND         | 1910                |
|-----------------------|----------------------|-----------------------|----------------------|----------------------|------------------|---------------------|
| <i>Tom Stalnacker</i> | <i>Roger Lackore</i> | <i>Michael Flores</i> | <i>Brian Johnson</i> | <i>Roger Lackore</i> | <i>Bill Yohn</i> | <i>Brian Martin</i> |
| 1 – Admin             | 9. Chassis           | 10. Low Volt          | 13. Pumps            | 20. Aerial           | 18. Foam         | Chpts 1-31          |
| 2 – References        | 11. Driving          | 21. Line Volt         | 14. Aux Pump         |                      | 19. CAFS         | Annex A-F           |
| 3 - Definitions       | 12. Body             |                       | 15. Wildland         |                      | 26. Protection   | Annex L             |
| 7 - General           | 22. Command          |                       | 16. UHP              |                      | 27. Crew Carrier |                     |
| Annex D, E, F         | 23. Breath Air       |                       | 17. Tanks            |                      |                  |                     |
|                       | 24. Winches          |                       |                      |                      |                  |                     |
|                       | 25. Trailers         |                       |                      |                      |                  |                     |

- Task Group meetings starting in April 2025
- Email Ken Holland if you want to join [kholland@nfpa.org](mailto:kholland@nfpa.org)

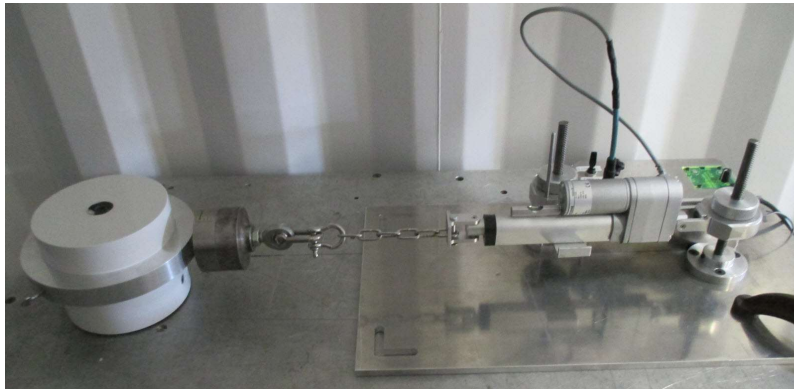


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# Slip Resistance Initiative

- New Measurement Method
- Proposal for NFPA next Revision



**SLIP METERS - ENGLISH XL  
TRIBOMETER**

**\$4,900.00**

Ⓢ BULK DISCOUNTS AVAILABLE

QUANTITY

- 1 +

ADD TO CART

DESCRIPTION





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# Slip Resistance Initiative

- **83 Unique samples submitted**
- **43 Categories of material**
- **13 Categories were tested**



**Aluminum  
Treadplate - Plain**



**Aluminum Treadplate –  
Embossed - Plain**



**Aluminum Treadplate  
– Bed Liner**



**Adhesive Film –  
Grit, 3M**

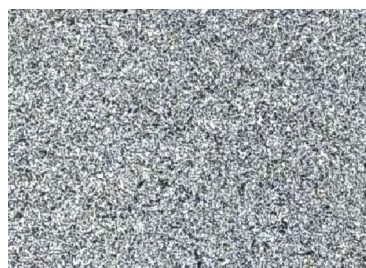




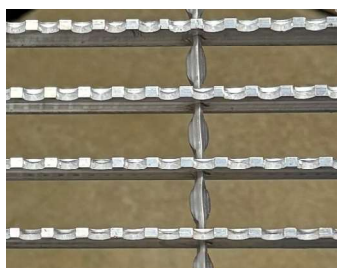
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# Slip Resistance Initiative



**Aluminum Plain – Multi-Spec Paint Texture**



**Aluminum Commercial Grating – Bustin**



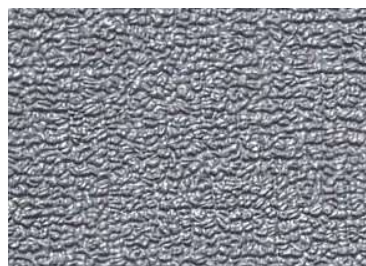
**Aluminum Treadplate – Embossed – Bed Liner**



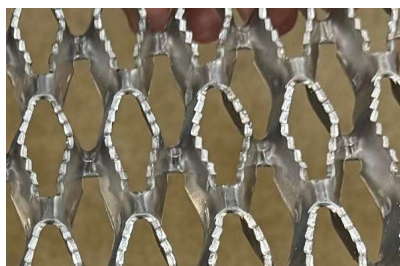
**Stainless – Punched**



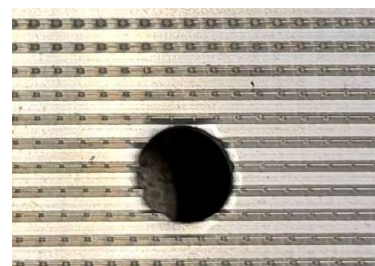
**Vinyl Floormat – Ribbed**



**Vinyl Floormat – Pebble Grain**



**Stainless – Grip Strut**



**Aluminum Extrusion C – Ribbed & Knurled**



**Aluminum Plain – Bed Liner**

## Slip Resistance Proposed Text

- 12.6.4\* Slip Resistance.
- 12.6.4.1 All materials used for exterior surfaces designated as stepping, standing, and walking areas shall be tested to determine the average Dynamic Coefficient of Friction (DCOF) in accordance with SAE J3351, Stepping Surface Test Method for Heavy Vehicles.
- 12.6.4.2 All materials used for exterior surfaces shall have a minimum average DCOF of 0.50 when tested wet.
- 12.6.4.3 All materials used for interior surfaces shall have a minimum average DCOF of 0.60 when tested dry.
- 12.6.4.4 The first step off the ground shall have a slip resistant feature on the leading edge effective in the direction of ingress.
- 12.6.4.5 Where the fuel fill is located at or near a stepping surface, the surface shall be constructed of an open grate-type material to facilitate draining of accidentally spilled fuel.
- 12.6.4.6 The contractor shall deliver with the fire apparatus a certification that all materials used for designated stepping, standing, and walking areas meet the requirements of this section.



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# FAMA Symposium

| Time Period | Min | Topic                                     | Speaker(s)                                |
|-------------|-----|---|---|
| 8:30        | 30  | Welcome                                   | Dave Durstine, Jason Wittmier             |
| 9:00-10:15  | 75  | AS0502 - Apparatus Purchasing 101         | Dave Durstine                             |
| Stretch     | 15  |   |   |
| 10:30-12:00 | 90  | AS0201 - Modern Electrical Systems        | Mike Franckowiak, Jason Witmier           |
| 12:00-1:15  | 75  | Lunch                                     | (provided)                                |
| 1:15-2:15   | 60  | AS0106 - Compartment Management           | Oran McNabb, Zach Summers                 |
| 2:15-3:15   | 60  | AS0120 - Foam Systems                     | Gregg Geske, Jason Narowcki, James Morgan |
| Stretch     | 15  |   |   |
| 3:30-4:30   | 60  | AS0217 - Warning Light Control Technology | Doug Baker, Jon Sestrom, Sam Massa        |
| 4:30-5:30   |     | Showcase                                  |   |



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# FAMA Symposium

| Time Period | Min | Topic                                   | Speaker(s)                         |
|-------------|-----|---|------------------------------------|
| 8:30        | 30  | Welcome and Briefing                    | Dave Durstine, Jason Wittmier      |
| 9:00-10:15  | 75  | AS0103 - Scene Light Technology         | Doug Baker, Jon Sestrom, Sam Massa |
| Stretch     | 15  |   |                                    |
| 10:30-12:00 | 90  | AS0503 - Engines for 2027               | Chris Crowel, Roger Lackore        |
| 12:00-1:15  | 75  | Lunch                                   |                                    |
| 1:15-2:15   | 60  | AS0211 - Occupant Protection            | Melissa Dobbs, Adam Graves         |
| 2:15-3:15   | 60  | AS0504 - Aerial Controls                | Chip Goodson, Seth Newlin          |
| Stretch     | 15  |   |                                    |
| 3:30-4:30   | 60  | AS0104 - Idle Reduction Technology      | Danny Graham, John Doperalski      |
| 4:30-5:00   | 30  | Evaluation & Comments from Participants | Dave Durstine, Jason Wittmier      |
| 4:00 – 6:00 | 120 | Showcase                                |                                    |
| 6:00 – 8:00 | 120 | Reception and Door Prizes               | Dave Durstine, Jason Wittmier      |



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# 2026 FAMA Symposium Topic Ideas

- **Balancing customization, cost and lead times**
- **Education on weight and cube calculator**
- **Impact of Fire Department equipment added post-delivery**
- **Aerial Ladder Apparatus – Types, reach, stabilization, wheelbase**
- **Buying cooperatives – Who are they and how do they operate**
- **Succession planning (likely not the correct audience)**
- **Tires and wheels**



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# 2026 FAMA Symposium Topic Ideas

- **Suspensions**
- **Brakes**
- **EV apparatus - EV versus ICE decision making**
- **Safety and performance improvements over time**
- **Ergonomic considerations in apparatus specification**
- **Fire apparatus performance testing**
- **Critical thinking approach when evaluating the cost of options**





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# 2027 Engines



## Cummins

- **2027 engines switch-over Jan 2027, not 2026**
- **Cummins will be staying the course despite the politics**
- **Warranty period may be revised from 10 year back to 5**



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# **FDIC 2025 Meeting Presentation Topic Selection**

- **IAFC invited to tell us what they want us to hear?**
  - **Jason Shivers**
- **Metro Chiefs**
  - **Otto Drozd III**
- **California Fires**



www.i



















My Polls

Trash

Add Folder

New Poll

Start With AI

| <input type="checkbox"/> | TITLE  | AUDIENCE SIZE | DATE CREATED               | LAST RESPONSE              |   |
|--------------------------|--|---------------|----------------------------|----------------------------|---|
| <input type="checkbox"/> |  What presentation would you like to se...    | 58            | Sep 25, 2025<br>at 7:31am  | Sep 25, 2025<br>at 12:47pm |    |
| <input type="checkbox"/> |  Please submit subject ideas for the nex...   | 48            | Sep 24, 2025<br>at 12:19pm | Sep 25, 2025<br>at 12:20pm |    |
| <input type="checkbox"/> |  If offered, would you attend a...            | 0             | Sep 24, 2025<br>at 10:22am | No Responses               |    |
| <input type="checkbox"/> |  If offered, would you attend a...            | 69            | Sep 24, 2025<br>at 10:10am | Sep 25, 2025<br>at 1:03pm  |    |
| <input type="checkbox"/> |  Test Question                                | 0             | Sep 24, 2025<br>at 9:58am  | No Responses               |    |
| <input type="checkbox"/> |  For spring 2029 meeting, would you...        | 67            | Sep 24, 2025<br>at 9:48am  | Sep 25, 2025<br>at 1:05pm  |    |
| <input type="checkbox"/> |  What type of speakers are you intereste... | 66            | Sep 24, 2025<br>at 9:42am  | Sep 25, 2025<br>at 1:04pm  |  |
| <input type="checkbox"/> |  Test Question                              | 77            | Sep 24, 2025<br>at 9:38am  | Sep 25, 2025<br>at 12:12pm |  |

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What presentation would you like to see at FDIC?

Inactive

58



Add Choice

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# Questions/Comments



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# **EDUCATION – SCHOLARSHIP COMMITTEE REPORT**

Brandon Whittaker

Board Liaison: Jeff Hicks





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# Phillip L. Turner Scholarship Report

## **SCHOLARSHIP OVERVIEW:**

FAMA is offering one (1) \$5,000 scholarship to a full-time sophomore, junior or senior student enrolled in a four-year **Fire Protection Engineering or Fire Administration** degree program or enrolled in a full-time master's degree program in Fire Protection Engineering or Administration at an accredited four-year university or college located within the United States or Canada. Valid degree programs for the FAMA Scholarship are based on traditional classroom learning.



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# 2025 Scholarship Report

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## Scholarship Promotion & Applications

- Promoted directly to 34 professors at 16 colleges offering qualifying degree programs.
- For the 2025 scholarship cycle, a total of 26 applications were received.
- Of these, 3 applications were eligible, meeting all requirements and considered.



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## **2025 Phillip L. Turner Scholarship Report**

**Sincere Thank You to Our Sponsors**

Special recognition to Akron Brass Company who has sponsored the scholarship annually since 2009.



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# 2025 Phillip L. Turner Scholarship Award Recipient

**2025 Fall Meeting**



Tobias Proulx  
2025 Phillip L Turner  
Fire Protection Scholarship Recipient  
University of Oklahoma

## Fire Apparatus Manufacturers' Association



The Fire Apparatus Manufacturers' Association, in association with  
Akron Brass Company and Hale Products hereby awards to:

**Tobias Proulx**

the 2025 Phillip L. Turner Fire Protection Scholarship  
for outstanding achievement while attending  
University of Oklahoma

  
Bruce Whitehouse, President  
FAMA Board of Directors  
www.fama.org

August 5, 2025



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# 2025 Phillip L. Turner Scholarship Award Recipient

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Dear Fire Apparatus Manufacturers' Association,  
I want to sincerely thank you for awarding  
me the 2025 FAMA Scholarship.  
Without it, I would have struggled to pay  
for all of my school tuition and would  
have carried the burden of constant financial  
crisis the whole school year.  
Because of your generosity, I can now devote  
myself to studying Fire Protection Engineering,  
learning the ins and outs of the industry to  
be able to innovate the way America fights  
fires, to improve equipment available to fire  
departments, and hopefully improve the quality  
of life for firefighters.  
Your contributions to the next generation are what  
make this industry a brightspot for the country.  
So again, from the bottom of my heart, thank you.  
"We make a living by what we get, but we make a  
life by what we give." ~Winston Churchill  
Best regards,  
Phillip L. Turner



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# 2025 FAMA Scholarship Award Recipient

**2025 Fall Meeting**



Emily Ho  
2025 FAMA Scholarship Recipient  
University of Maryland

Fire Apparatus Manufacturers' Association



The Fire Apparatus Manufacturers' Association hereby awards to:

**Emily Ho**

the 2025 FAMA Scholarship  
for outstanding achievement while attending

University of Maryland

August 5, 2025

Bruce Whitehouse, President  
FAMA Board of Directors  
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## *Investing in the Next Generation*

- Touch points – importance of what FAMA look at press release for wording.

*Member companies are invited to join us in sponsoring  
this additional scholarship.*



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# 2025 Fall Meeting



## Questions/Comments



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# **SPRING MEETING PLANNING COMMITTEE**

**Ron Truhler**

Board Liaison: Jason Witmier



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# Committee Members

**Ron Truhler - Chair** – Elkhart Brass Mfg. Co., Inc.

**Matt Pitzer - Vice-Chair** – Fire Research Corp.

- Mike Adams – Ziamatic Corp.
- Mark Albright – 4 Guys Fire Trucks
- Tim Allaband – Matheny Fire & Emergency
- Chick Granito – Honorary Member
- Jay Johnson – Golight, Inc.
- Golf Tournament:  
Brian Emmel – Federal Signal Corp.

Board Liaison: Jason Witmier



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# Spring Meeting 2026

February 28, 2026 – March 3, 2026

## The Don CeSar





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## 2025 Fall Meeting



**Keynote Speaker**  
**Patric**  
**Young**





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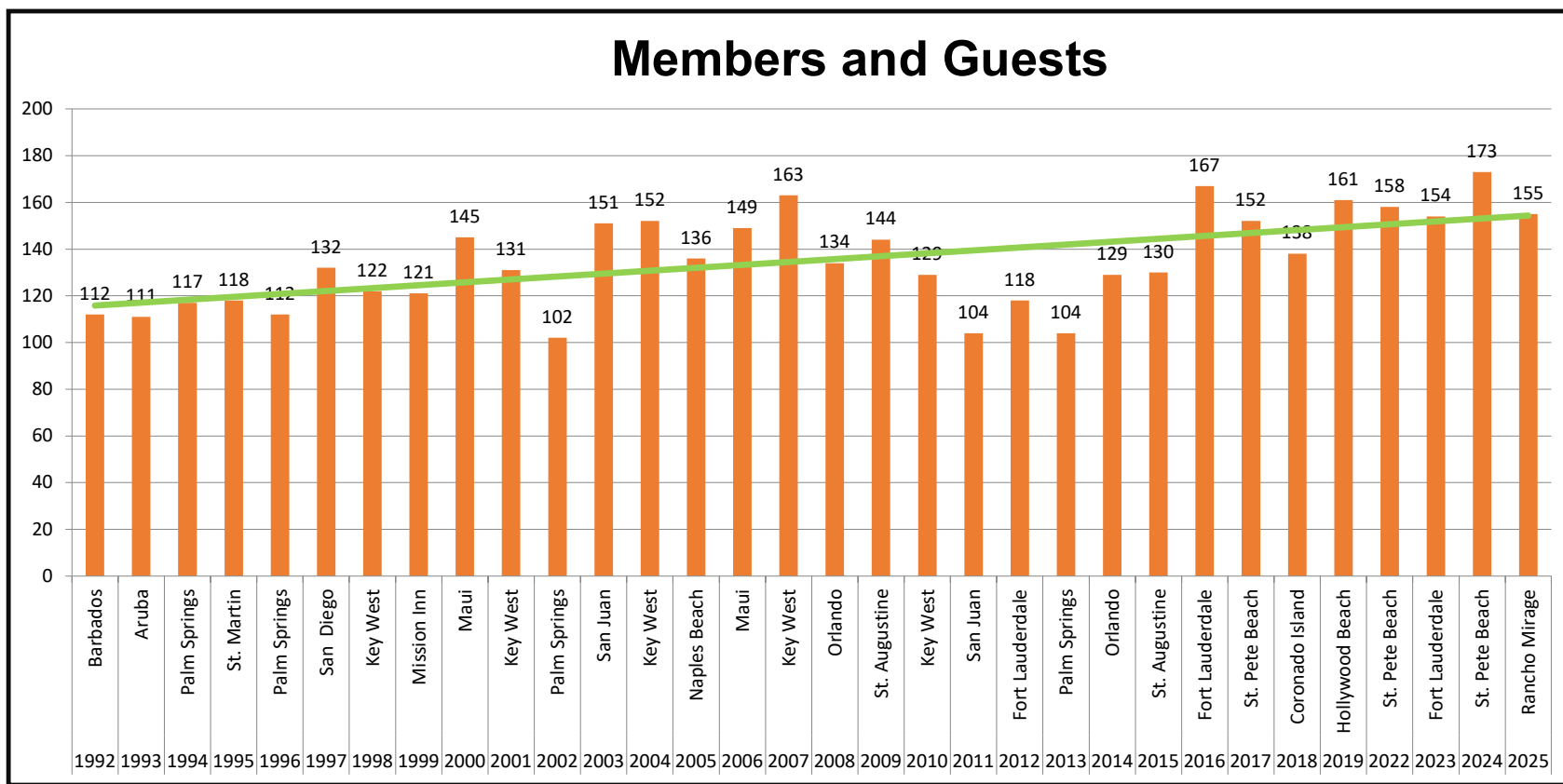




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# Spring Meeting Historical Attendance

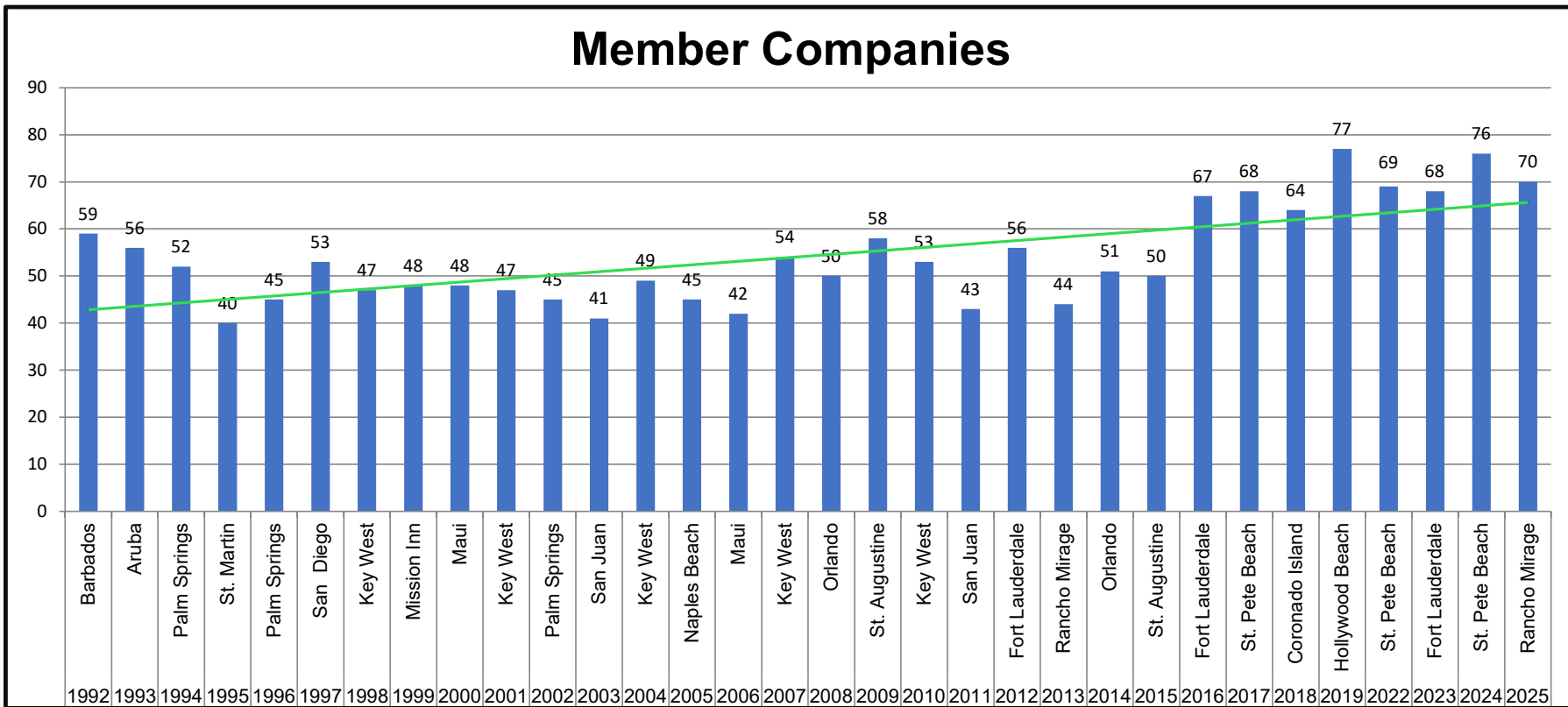




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## Spring Meeting Historical Attendance





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# Planning Committee Activities

- Meeting Location
- Speakers
- Food and Beverage
- Sponsorships
- Golf Outing and Member Activities







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# Spring Meeting

## 2027- February 25-March 2

### St Pete Beach, FL

## 2028- Date and Location TBD



***The Don CeSar Hotel***



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# Spring Meeting 2028- Date and Location TBD



Sunseeker Resort -Charlotte Harbor, FL



The Westin La Paloma Resort & Spa – Tucson, AZ





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# Spring Meeting 2028- Date and Location TBD



Westin Cape Coral Resort – Cape Coral FL



Renaissance Esmeralda Resort & Spa, Indian Wells, CA



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# **[pe.app/fama2025](http://pe.app/fama2025)**

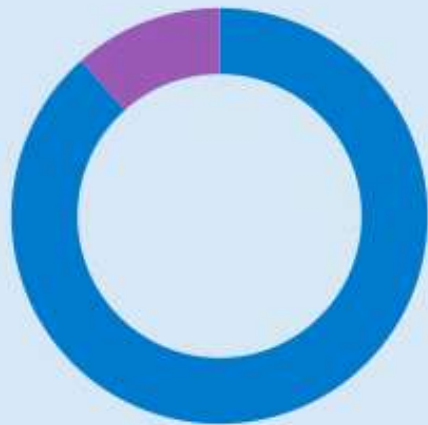
Respond at [pe.app/fama2025](https://pe.app/fama2025)

Poll Everywhere

If offered, would you attend a member/guest event on Tuesday afternoon at the 2026 spring meeting?

Inactive

69



A 88% Yes

B 12% No



Add Choice

When Presented

Hide Responses

Lock

Show Correctness

## What type of speakers are you interested in?

Inactive

66



A 35% Motivational/Feel Good

B 29% Industry Related

C 36% Business Type



Add Choice

When Presented

Hide Responses

Lock

Show Correctness

For spring 2029 meeting, would you prefer an east coast or west coast location?

Inactive

67



A 51% East Coast

B 49% West Coast



Add Choice

When Presented

Hide Responses

Lock

Show Correctness





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# Questions/Comments





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# **Election Results**

**Phil Gerace**



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## 10-Minute Break



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# ***Introduction of 2026 Board of Directors***

**Phil Gerace**



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# **2026 BOARD FOCUS**

## **Incoming President**



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**2025 Fall Meeting**

**Unfinished Business**

**New Business**

**Closing Remarks**

*Bruce Whitehouse*



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# **Next Meeting Notice**

**2026 FAMA Spring Meeting**

**February 28, 2026 – March 3, 2026**

**The Don CeSar**





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# **MEETING ADJOURNMENT**

**Bruce Whitehouse**



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# 2025 Fall Meeting

**CHARLESTON**  **September 23-26**  
CHARLESTON MARRIOTT  
FEMSA / FAMA ANNUAL / FALL CONFERENCE



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**Sourcewell**  
Formerly NJPA

### ★ BRONZE LEVEL ★



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### ★ COPPER LEVEL ★



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