

FAMA Annual Industry Report for 2015

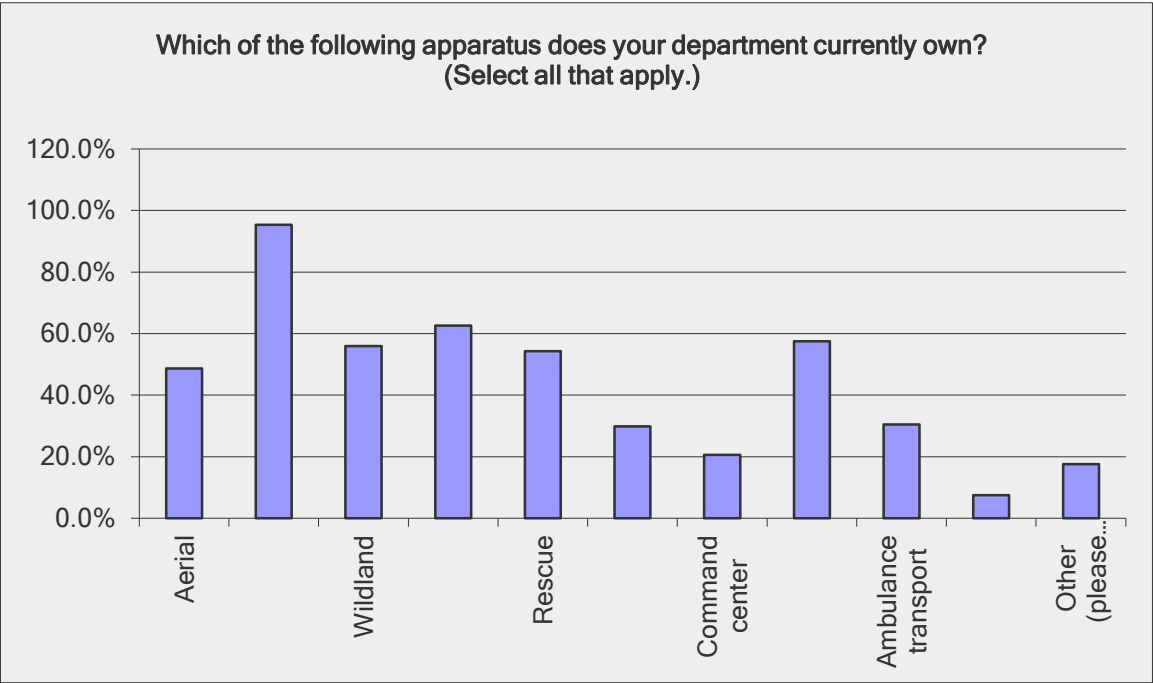
March 2016

Which of the following apparatus does your department currently own? (Select all that apply.)		
Answer Options	Response Percent	Response Count
Aerial	48.7%	540
Pumper	95.3%	1056
Wildland	55.9%	619
Tanker	62.6%	694
Rescue	54.3%	602
Heavy rescue	29.9%	331
Command center	20.6%	228
Utility truck	57.5%	637
Ambulance transport	30.5%	338
ARFF (Airport Rescue Firefighting)	7.5%	83
Other (please specify)	17.6%	195
<i>answered question</i>		1108
<i>skipped question</i>		0

Survey results indicate a slight decline in pumper ownership, currently at 95% for 2016-as compared to:

- 2013: 96%
- 2012: 97%
- 2011: 98%

Aerial ownership slipped 10% according to respondents. All other numbers remained relatively the same.

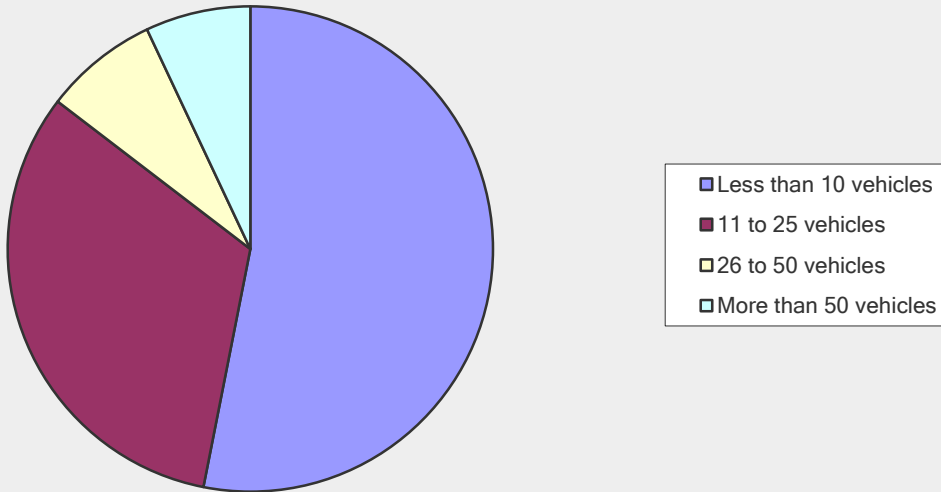


2016 Industry Outlook Survey

What is the size of your fleet?

Answer Options	Response Percent	Response Count
Less than 10 vehicles	53.1%	588
11 to 25 vehicles	32.3%	358
26 to 50 vehicles	7.6%	84
More than 50 vehicles	7.0%	78
<i>answered question</i>		1108
<i>skipped question</i>		0

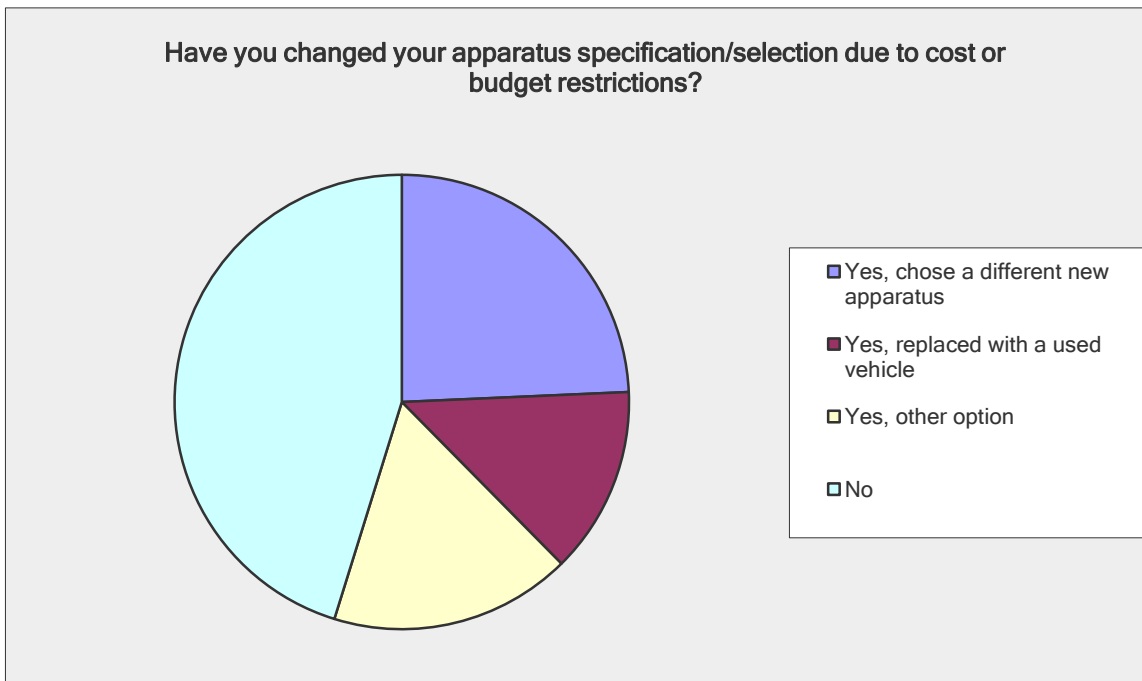
What is the size of your fleet?



2016 Industry Outlook Survey

Have you changed your apparatus specification/selection due to cost or budget restrictions?

Answer Options	Response Percent	Response Count
Yes, chose a different new apparatus	24.3%	269
Yes, replaced with a used vehicle	13.3%	147
Yes, other option	17.2%	191
No	45.2%	501
<i>answered question</i>		1108
<i>skipped question</i>		0



Almost half of respondents have not changed their apparatus specification selection due to cost or budget restrictions.

2016 Industry Outlook Survey

For each of the following, please indicate which way you believe each will change over the next 5 years.

Tank Size

Answer Options	Larger	Smaller	No Change	Response Count
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Click each cell for drop-down choices.	365	89	654	1108
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Pump Capacity

Answer Options	Larger	Smaller	No Change	Response Count
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Click each cell for drop-down choices.	376	41	691	1108
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Patient Transport Capability

Answer Options	Yes	No	No Change	Response Count
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Click each cell for drop-down choices.	231	339	538	1108
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Cab Size

Answer Options	Larger	Smaller	No Change	Response Count
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Click each cell for drop-down choices.	354	154	600	1108
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Compartments

Answer Options	More	Fewer	No Change	Response Count
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Click each cell for drop-down choices.	684	84	340	1108
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Chassis

Answer Options	Custom	Commercial	No Change	Response Count
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Click each cell for drop-down choices.	560	266	282	1108
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				Question Totals
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<i>answered question</i>				1108
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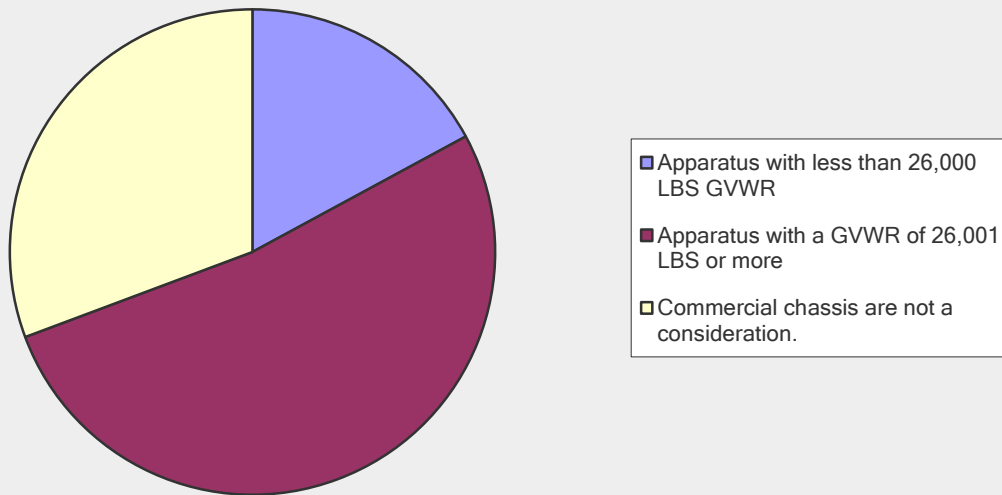
<i>skipped question</i>				0
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2016 Industry Outlook Survey

For commercial chassis, what size chassis is of interest?

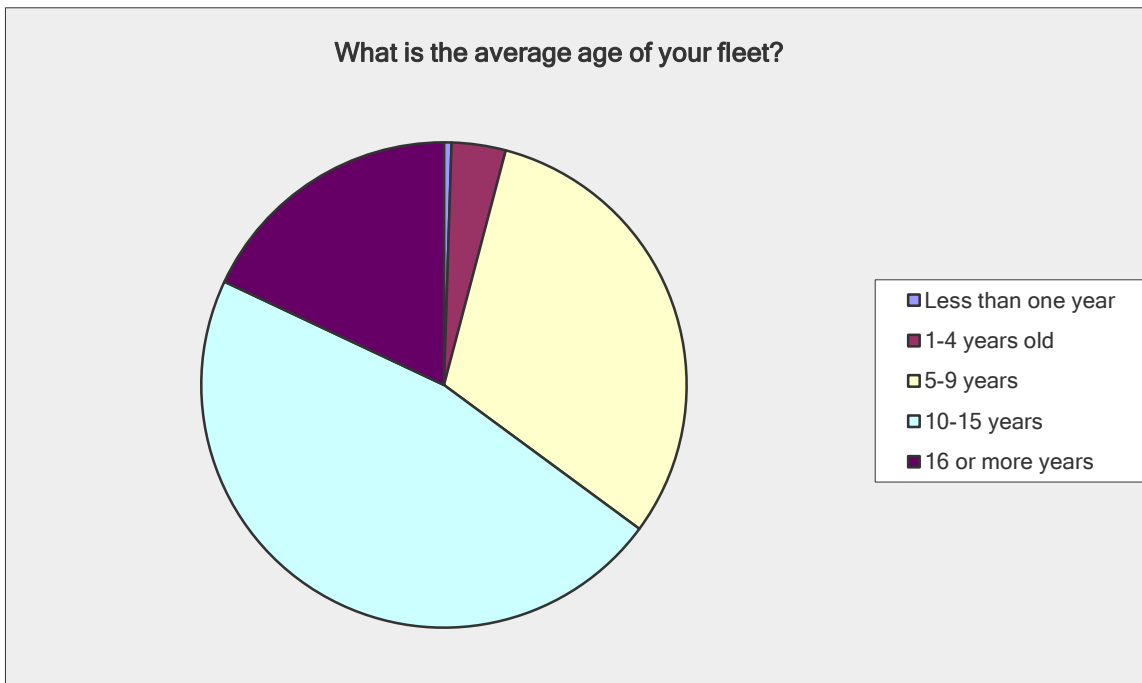
Answer Options	Response Percent	Response Count
Apparatus with less than 26,000 LBS GVWR	17.1%	190
Apparatus with a GVWR of 26,001 LBS or more	52.2%	578
Commercial chassis are not a consideration.	30.7%	340
answered question		1108
skipped question		0

For commercial chassis, what size chassis is of interest?



2016 Industry Outlook Survey

What is the average age of your fleet?		
Answer Options	Response Percent	Response Count
Less than one year	0.5%	6
1-4 years old	3.6%	40
5-9 years	31.0%	343
10-15 years	46.9%	520
16 or more years	18.0%	199
<i>answered question</i>		1108
<i>skipped question</i>		0



Almost half of the respondents indicated their average age of fleet being 10-15 years old, as compared to 42% in 2014, 43.9% in 2013 and 41.1% in 2012.

17.96% of respondents indicated a fleet of 16 or more years old.

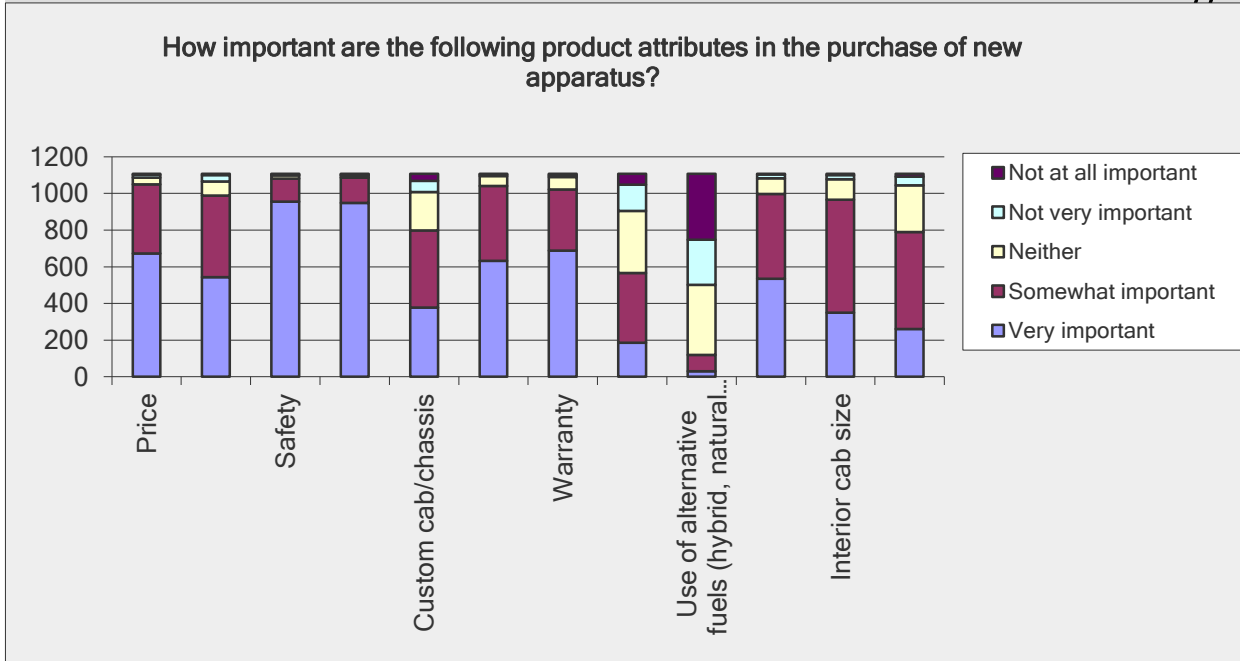
This data reflects a steady increase in this apparatus age group:

- 16.7% in 2014
- 14.3% in 2013
- 13.9% in 2012.

2016 Industry Outlook Survey

How important are the following product attributes in the purchase of new apparatus?

Answer Options	Not at all important	Not very important	Neither	Somewhat important	Very important	Response Count
Price	6	15	38	377	672	1108
Multi-function/multi-purpose use	8	35	76	445	544	1108
Safety	4	6	17	126	955	1108
Quality	4	5	12	139	948	1108
Custom cab/chassis	39	61	209	422	377	1108
Ease of operation	4	9	54	408	633	1108
Warranty	7	12	67	334	688	1108
Fuel efficiency	61	142	339	381	185	1108
Use of alternative fuels (hybrid, natural gas)	360	247	381	89	31	1108
Ease of maintenance/replacing parts	4	21	85	463	535	1108
Interior cab size	8	22	112	617	349	1108
Product innovation	17	47	254	529	261	1108
<i>answered question</i>						1108
<i>skipped question</i>						0



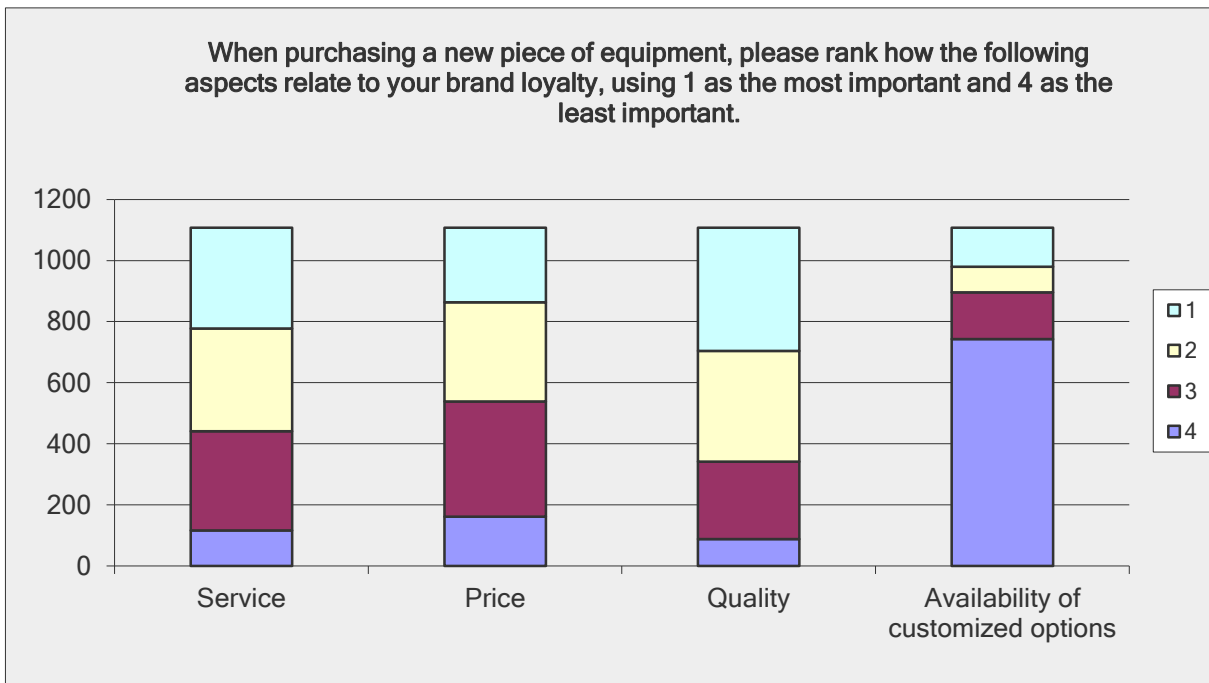
Safety is the most important factor, with 86.19% of respondents indicating so.

Respondents indicated the use of alternative fuels as least important. These results mirror 2014 & 2012 findings from the surveys.

2016 Industry Outlook Survey

When purchasing a new piece of equipment, please rank how the following aspects relate to your brand loyalty, using 1 as the most important and 4 as the least important.

Answer Options	1	2	3	4	Response Count
Service	331	336	325	116	1108
Price	245	325	377	161	1108
Quality	404	363	253	88	1108
Availability of customized options	128	84	153	743	1108
<i>answered question</i>					1108
<i>skipped question</i>					0

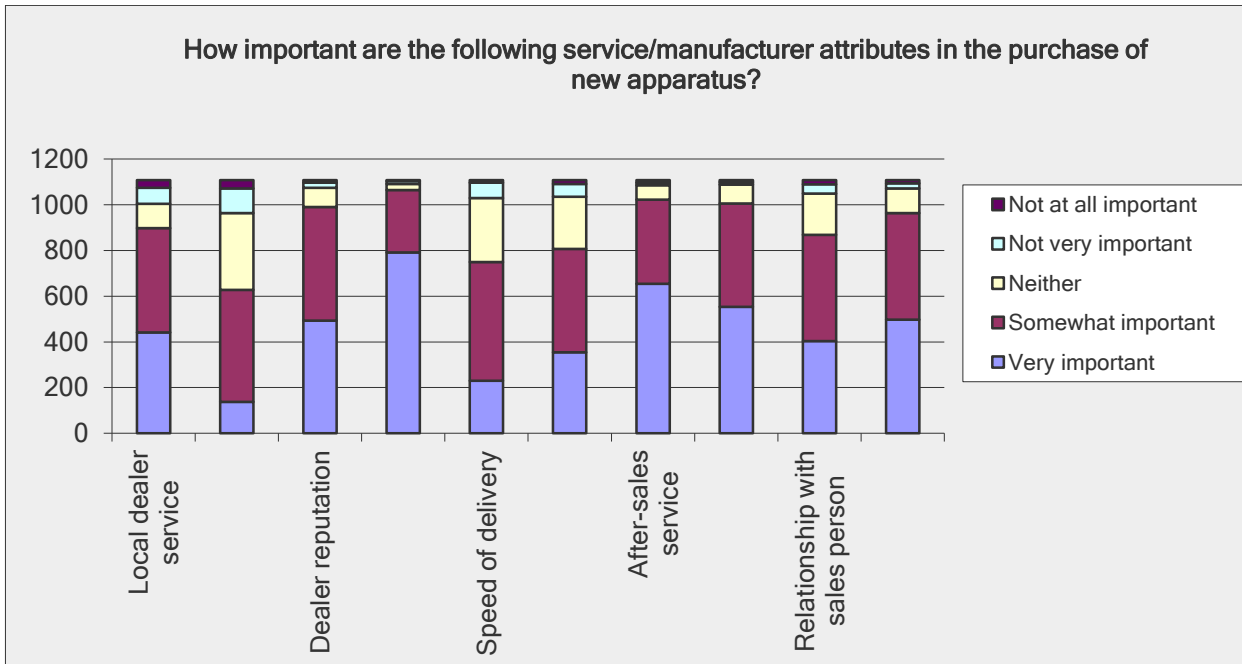


Respondents indicated that quality is the most important factor, with 36% rating this as #1, service coming in as 2nd most important, and price being 3rd most important, availability of customization of options coming in 4th.

2016 Industry Outlook Survey

How important are the following service/manufacturer attributes in the purchase of new apparatus?

Answer Options	Not at all important	Not very important	Neither	Somewhat important	Very important	Response Count
Local dealer service	34	70	106	457	441	1108
Brand	36	108	336	490	138	1108
Dealer reputation	11	23	84	497	493	1108
Customer service	5	12	26	273	792	1108
Speed of delivery	12	67	280	519	230	1108
Ability to deliver parts overnight	17	56	228	453	354	1108
After-sales service	11	11	64	368	654	1108
Manufacturer reputation	8	12	83	452	553	1108
Relationship with sales person	18	41	180	466	403	1108
Responsiveness of sales team	14	23	107	466	498	1108
<i>answered question</i>						1108
<i>skipped question</i>						0

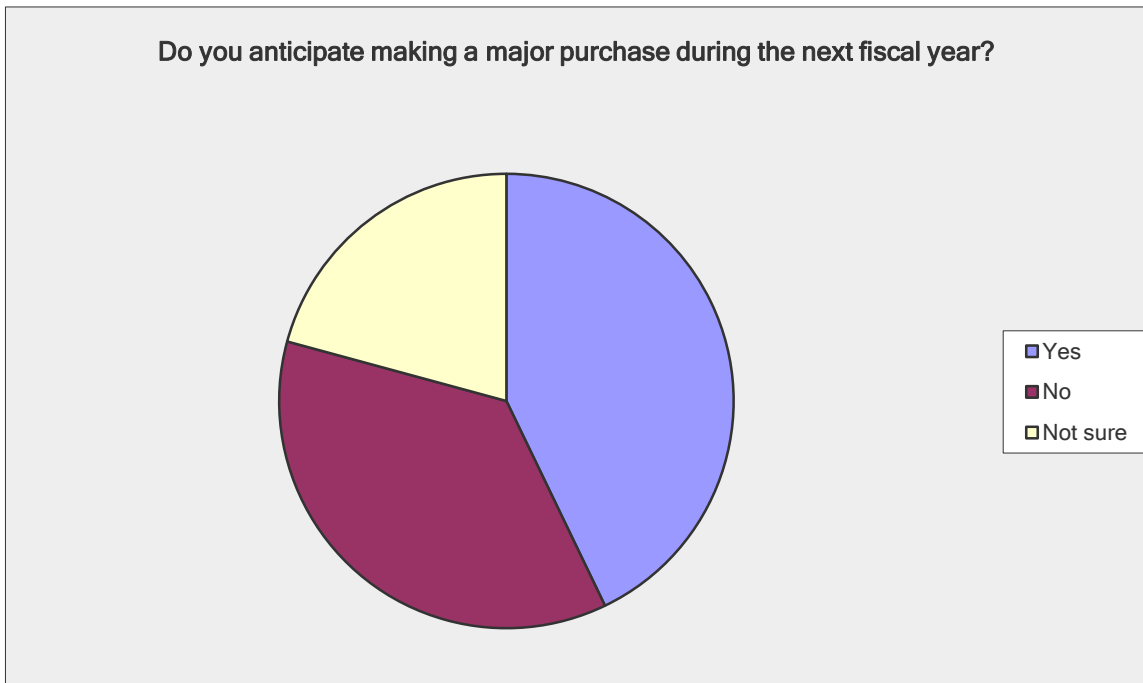


71% of respondents indicated that customer service is the most important factor in the purchase of a new apparatus, followed by:

- After Sales Service (#2) 59.03%
- Manufacturer Reputation (#3) 49.91%
- Responsiveness of Sales Team (#4) 44.95% etc...

2016 Industry Outlook Survey

Do you anticipate making a major purchase during the next fiscal year?		
Answer Options	Response Percent	Response Count
Yes	42.9%	475
No	36.4%	403
Not sure	20.8%	230
answered question		1108
skipped question		0



42.8% of respondents will be making a major purchase in the next fiscal year.

This compares to:

- 37% in 2010
- 56% in 2011
- 40% in 2012
- 40% in 2013
- 43% in 2014

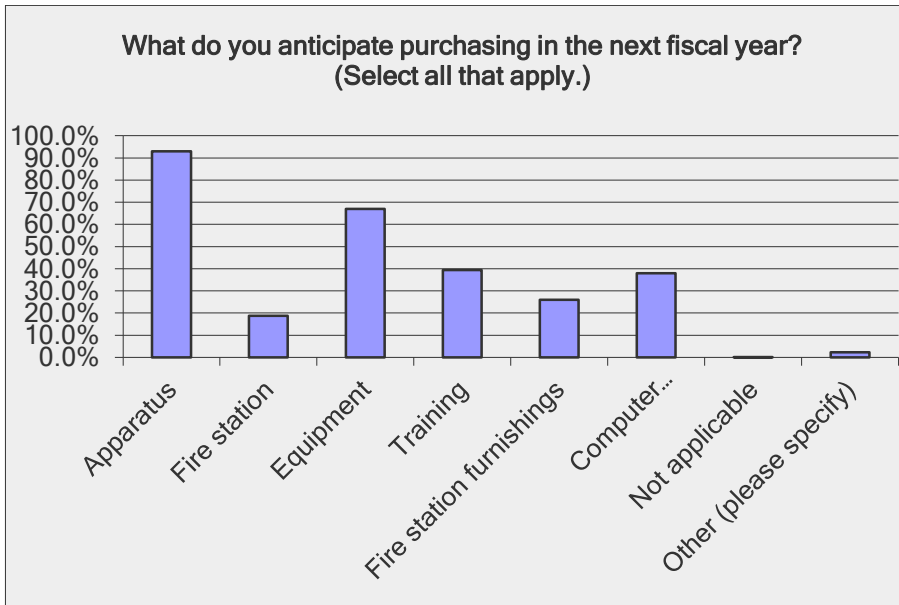
2016 Industry Outlook Survey

What do you anticipate purchasing in the next fiscal year? (Select all that apply.)

Answer Options	Response Percent	Response Count
Apparatus	93.0%	437
Fire station	18.7%	88
Equipment	67.0%	315
Training	39.4%	185
Fire station furnishings	26.0%	122
Computer hardware/software	37.9%	178
Not applicable	0.2%	1
Other (please specify)	2.3%	11
<i>answered question</i>		470
<i>skipped question</i>		638

Other (please specify)

Land for substation
 SCBA and cascad system
 Fire Station Infratructure (air fill, exhaust system, etc.)
 BLS Ambulanve
 Heavy rescue
 Tanker
 bunker gear
 Apparatus
 SCBA, BUNKER GEAR, TICS, UNIFORMS
 Hazmat Unit
 Upgrades to current station



2016 Industry Outlook Survey

Which of the following do you anticipate purchasing in the next fiscal year?

Answer Options	Response Percent	Response Count
Aerial	24.4%	106
Pumper	64.7%	281
Wildland	12.2%	53
Rescue	10.6%	46
Heavy rescue	8.5%	37
Command center	4.1%	18
Utility truck	12.0%	52
Ambulance transport	20.0%	87
ARFF (Airport Rescue Firefighting)	2.5%	11
Not applicable	0.5%	2
Other (please specify)	13.8%	60
answered question		434
skipped question		674

674 respondents of 1108 skipped this question. Of the 434 that did respond, 281 (64.75%) indicated a purchase of a pumper in the next fiscal year, as compared to 61% in 2014, 57% in 2013 and 56% in the years 2012 & 2011. This indicates a positive trend upwards.

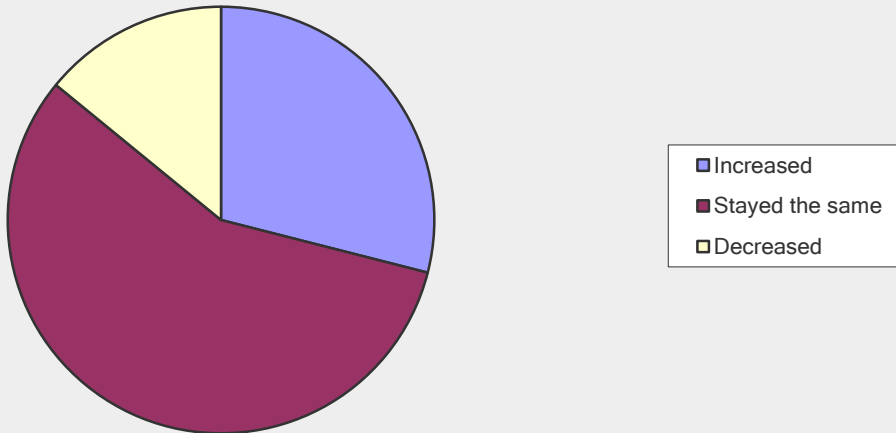


2016 Industry Outlook Survey

Exclusive of capital purchases such as apparatus, over the last two years has your equipment budget increased, stayed the same, or decreased?

Answer Options	Response Percent	Response Count
Increased	29.0%	304
Stayed the same	57.0%	598
Decreased	14.1%	148
<i>answered question</i>		1050
<i>skipped question</i>		58

Exclusive of capital purchases such as apparatus, over the last two years has your equipment budget increased, stayed the same, or decreased?

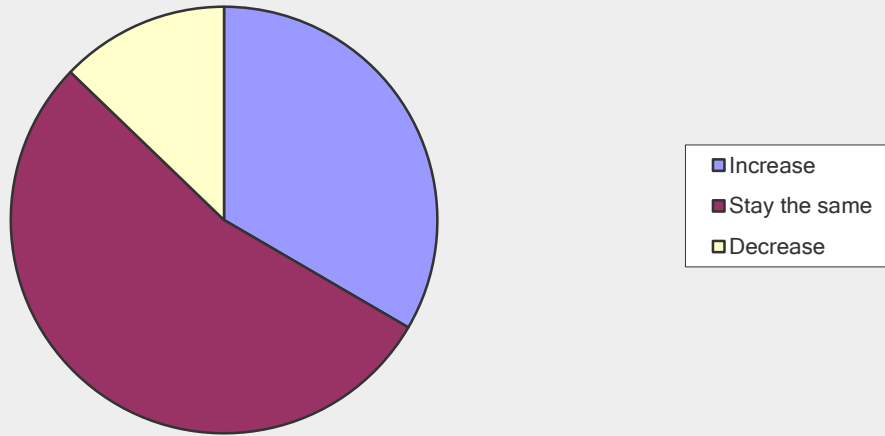


2016 Industry Outlook Survey

Exclusive of capital purchases such as apparatus, how do you expect your equipment budget to change over the next two years (2016 and 2017)?

Answer Options	Response Percent	Response Count
Increase	33.4%	351
Stay the same	53.8%	565
Decrease	12.8%	134
<i>answered question</i>		1050
<i>skipped question</i>		58

Exclusive of capital purchases such as apparatus, how do you expect your equipment budget to change over the next two years (2016 and 2017)?

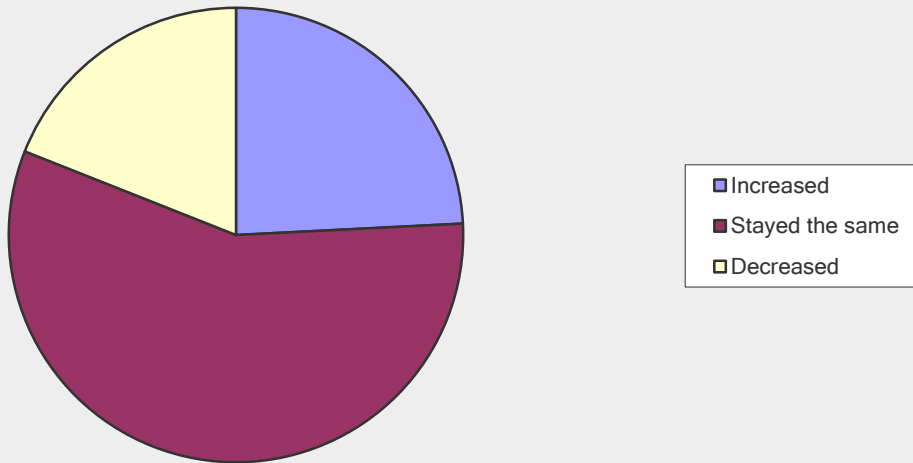


2016 Industry Outlook Survey

Over the last two years, has your staffing level increased, stayed the same, or decreased?

Answer Options	Response Percent	Response Count
Increased	24.2%	254
Stayed the same	56.8%	596
Decreased	19.0%	200
<i>answered question</i>		1050
<i>skipped question</i>		58

Over the last two years, has your staffing level increased, stayed the same, or decreased?

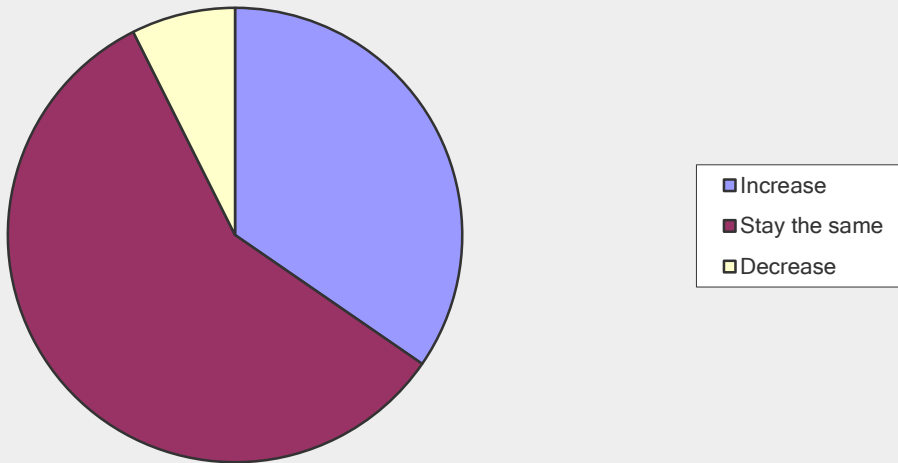


2016 Industry Outlook Survey

Over the next two years (2016 and 2017), how do you expect your staffing level to change?

Answer Options	Response Percent	Response Count
Increase	34.6%	363
Stay the same	58.0%	609
Decrease	7.4%	78
<i>answered question</i>		1050
<i>skipped question</i>		58

Over the next two years (2016 and 2017), how do you expect your staffing level to change?

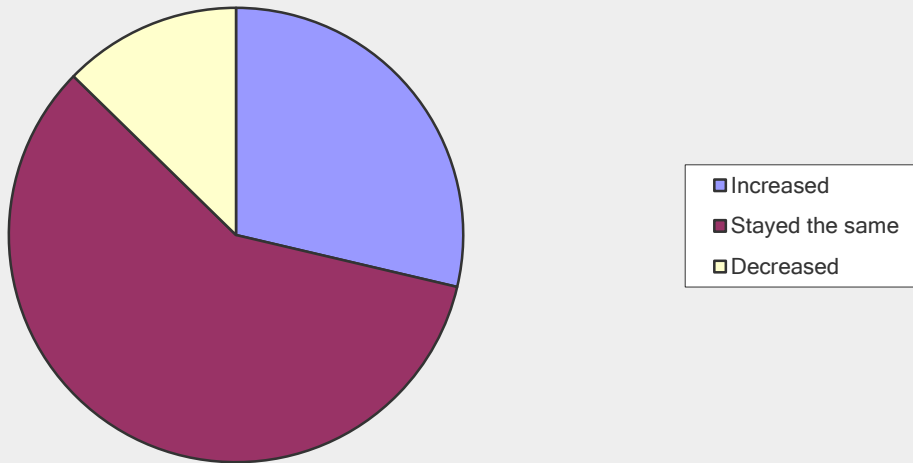


2016 Industry Outlook Survey

Over the last two years, has your apparatus budget increased, stayed the same, or decreased?

Answer Options	Response Percent	Response Count
Increased	28.7%	301
Stayed the same	58.7%	616
Decreased	12.7%	133
<i>answered question</i>		1050
<i>skipped question</i>		58

Over the last two years, has your apparatus budget increased, stayed the same, or decreased?

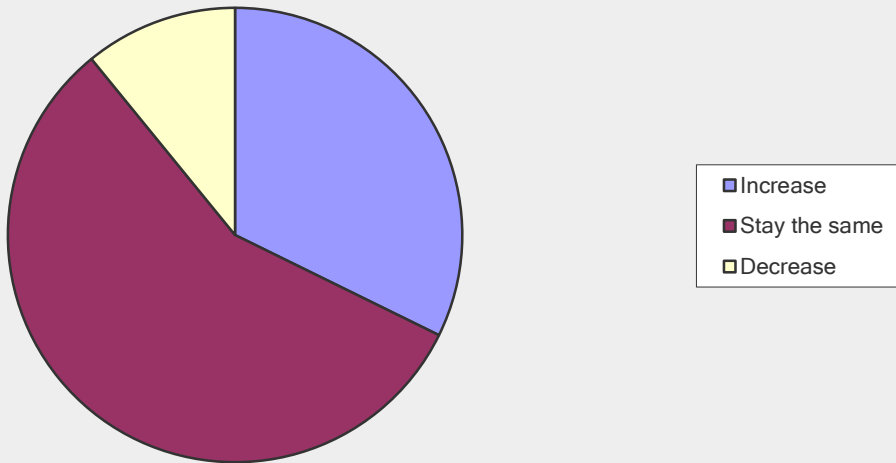


2016 Industry Outlook Survey

During the next two years (2016 and 2017), do you anticipate your apparatus budget will increase, stay the same, or decrease?

Answer Options	Response Percent	Response Count
Increase	32.3%	339
Stay the same	56.9%	597
Decrease	10.9%	114
<i>answered question</i>		1050
<i>skipped question</i>		58

During the next two years (2016 and 2017), do you anticipate your apparatus budget will increase, stay the same, or decrease?

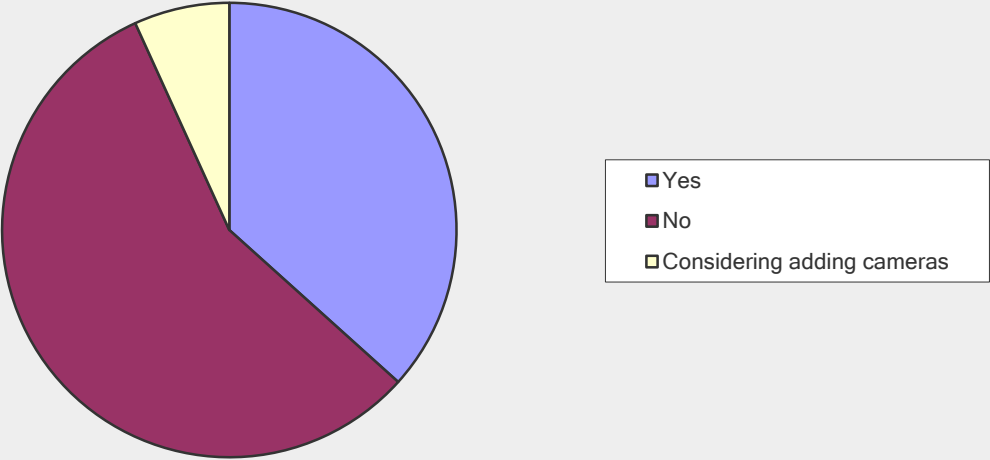


2016 Industry Outlook Survey

Do you currently have video cameras installed in any of your vehicles?

Answer Options	Response Percent	Response Count
Yes	36.7%	385
No	56.6%	594
Considering adding cameras	6.8%	71
<i>answered question</i>		1050
<i>skipped question</i>		58

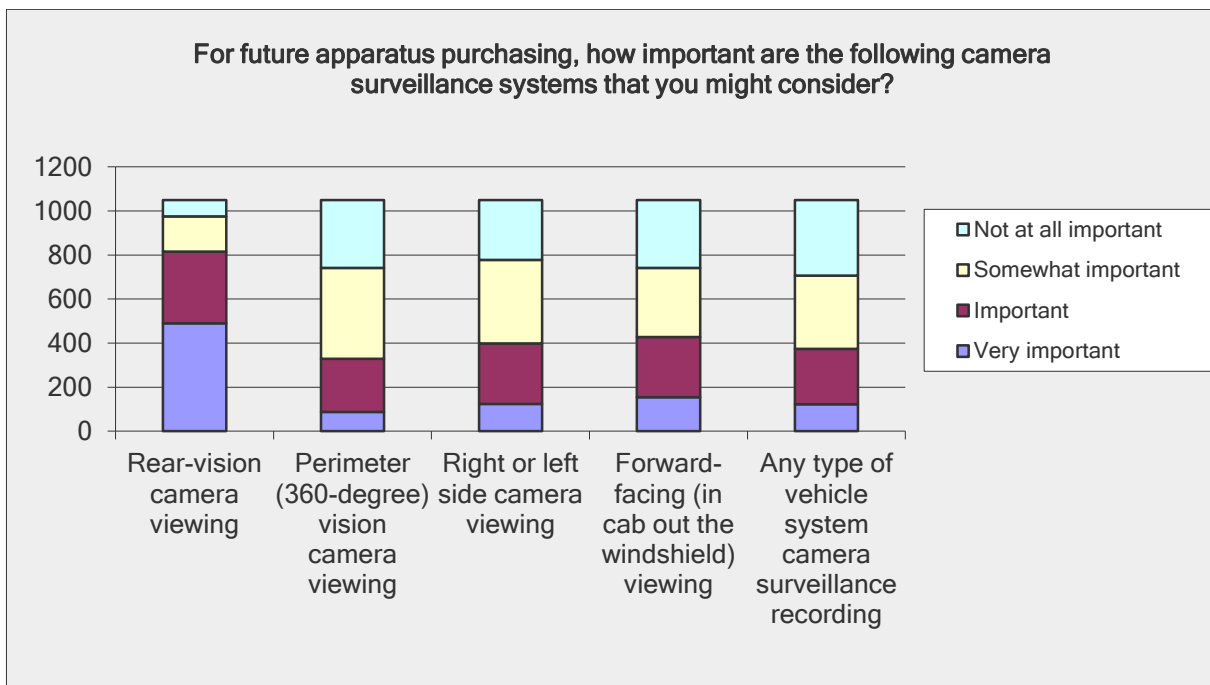
Do you currently have video cameras installed in any of your vehicles?



2016 Industry Outlook Survey

For future apparatus purchasing, how important are the following camera surveillance systems that you might consider?

Answer Options	Not at all important	Somewhat important	Important	Very important	Response Count
Rear-vision camera viewing	75	160	325	490	1050
Perimeter (360-degree) vision camera viewing	309	412	241	88	1050
Right or left side camera viewing	273	379	274	124	1050
Forward-facing (in cab out the windshield) viewing	308	315	273	154	1050
Any type of vehicle system camera surveillance recording	344	333	250	123	1050
<i>answered question</i>					1050
<i>skipped question</i>					58

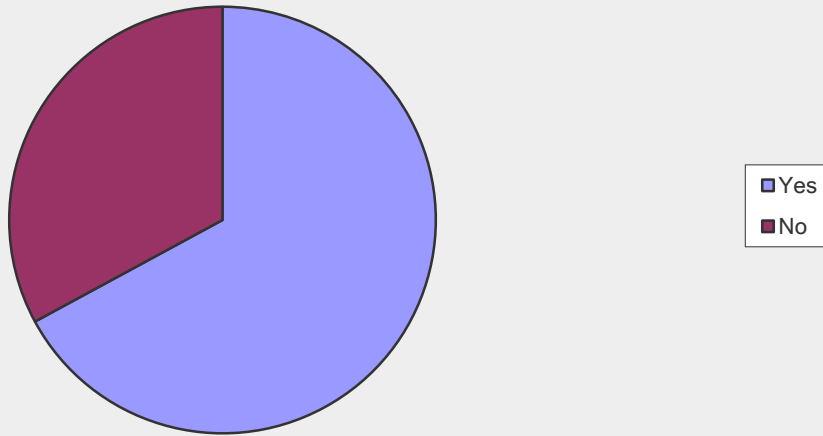


2016 Industry Outlook Survey

Would your department consider purchasing any equipment that utilizes touchscreen controls to operate various pieces of equipment on the apparatus?

Answer Options	Response Percent	Response Count
Yes	67.1%	705
No	32.9%	345
<i>answered question</i>		1050
<i>skipped question</i>		58

Would your department consider purchasing any equipment that utilizes touchscreen controls to operate various pieces of equipment on the apparatus?



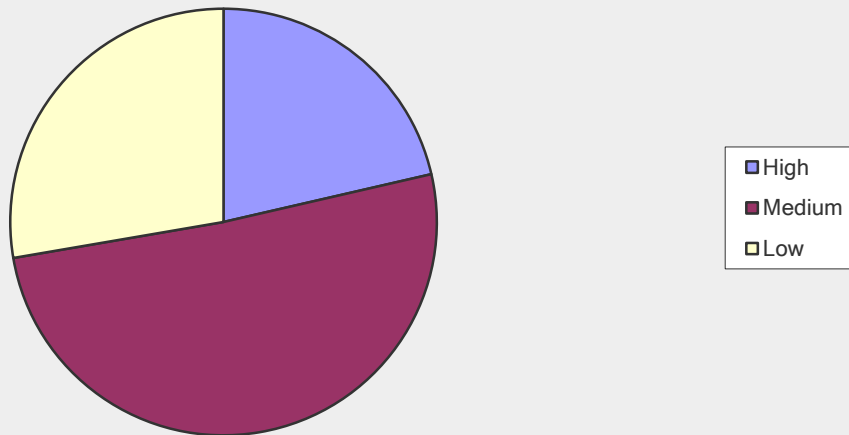
67% of respondents indicated interest in touch screen technology, -
as compared to 69% in 2014.

2016 Industry Outlook Survey

Please rate the importance of your future apparatus being provided with wireless connectivity as it relates to service, diagnostics and customer support?

Answer Options	Response Percent	Response Count
High	21.4%	225
Medium	50.9%	534
Low	27.7%	291
<i>answered question</i>		1050
<i>skipped question</i>		58

Please rate the importance of your future apparatus being provided with wireless connectivity as it relates to service, diagnostics and customer support?

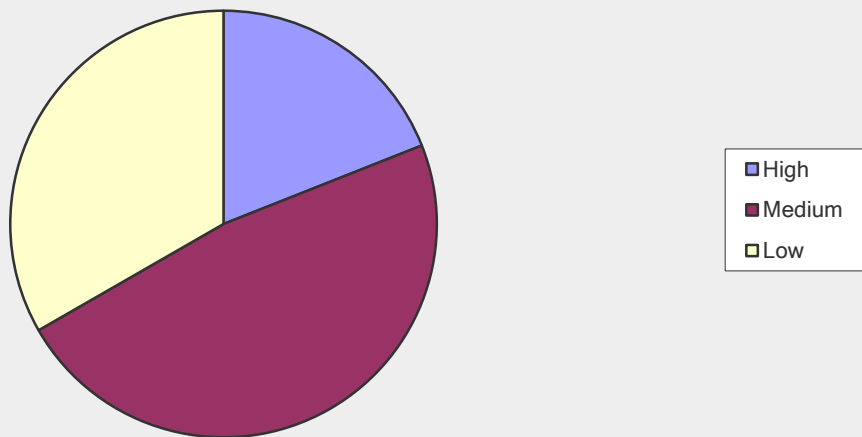


2016 Industry Outlook Survey

Please rate the importance of wireless connectivity for your future fire apparatus as it relates to on scene apparatus and accessory control?

Answer Options	Response Percent	Response Count
High	19.0%	199
Medium	47.7%	501
Low	33.3%	350
<i>answered question</i>		1050
<i>skipped question</i>		58

Please rate the importance of wireless connectivity for your future fire apparatus as it relates to on scene apparatus and accessory control?

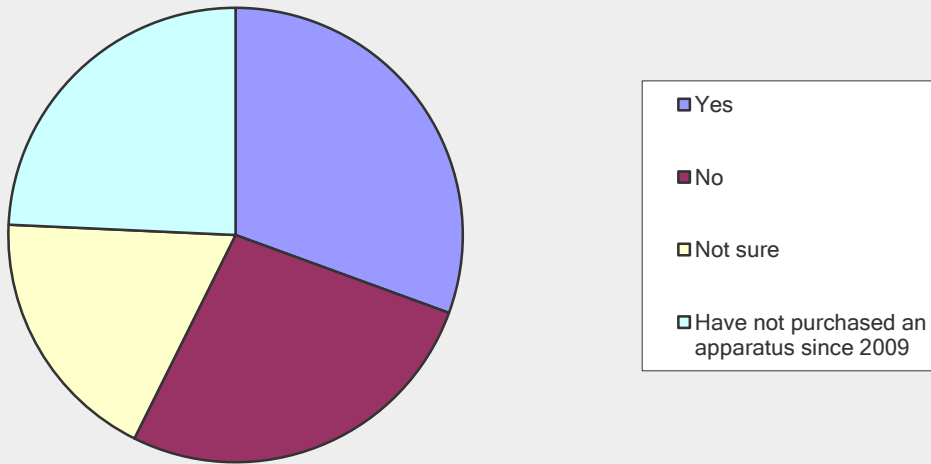


2016 Industry Outlook Survey

If you have purchased a new fire apparatus since 2009, have you used the NFPA-required vehicle data recorder?

Answer Options	Response Percent	Response Count
Yes	30.6%	321
No	26.8%	281
Not sure	18.4%	193
Have not purchased an apparatus since 2009	24.3%	255
<i>answered question</i>		1050
<i>skipped question</i>		58

If you have purchased a new fire apparatus since 2009, have you used the NFPA-required vehicle data recorder?

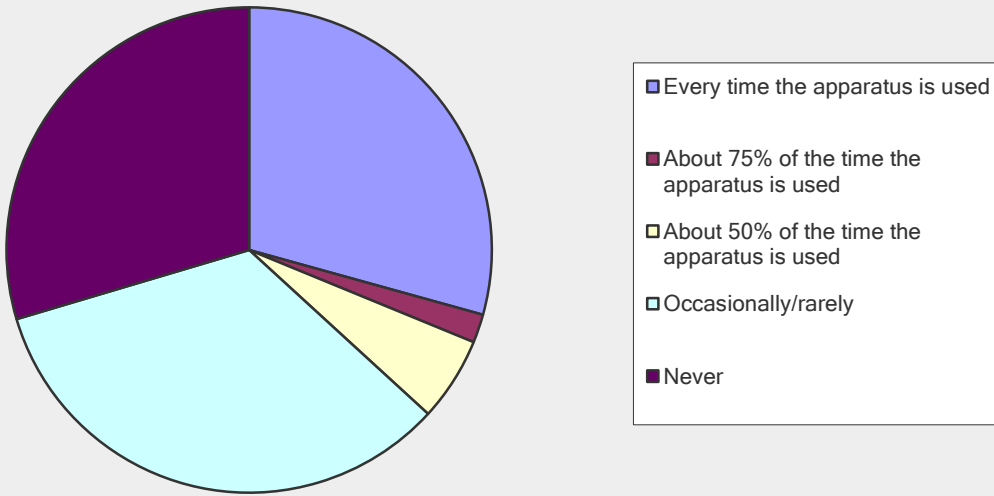


2016 Industry Outlook Survey

How often have you used the data recorder?

Answer Options	Response Percent	Response Count
Every time the apparatus is used	29.3%	94
About 75% of the time the apparatus is used	1.9%	6
About 50% of the time the apparatus is used	5.6%	18
Occasionally/rarely	33.6%	108
Never	29.6%	95
<i>answered question</i>		321
<i>skipped question</i>		787

How often have you used the data recorder?

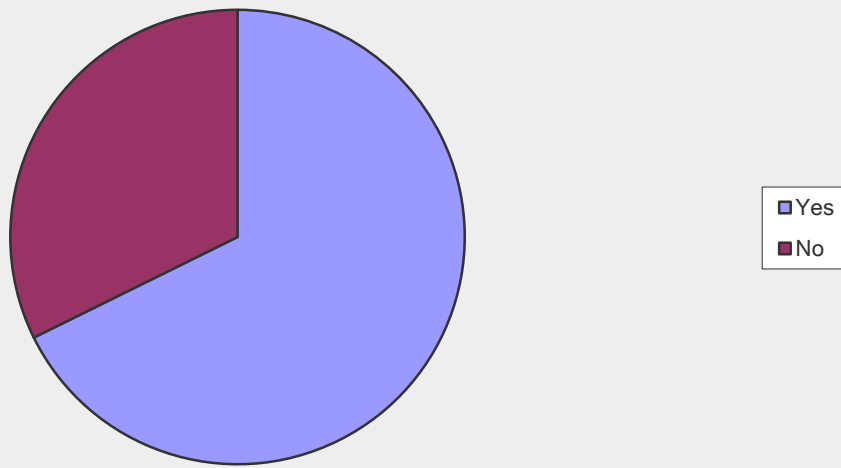


2016 Industry Outlook Survey

Does your fire department have an apparatus replacement plan or process?

Answer Options	Response Percent	Response Count
Yes	67.7%	710
No	32.3%	339
<i>answered question</i>		1049
<i>skipped question</i>		59

Does your fire department have an apparatus replacement plan or process?



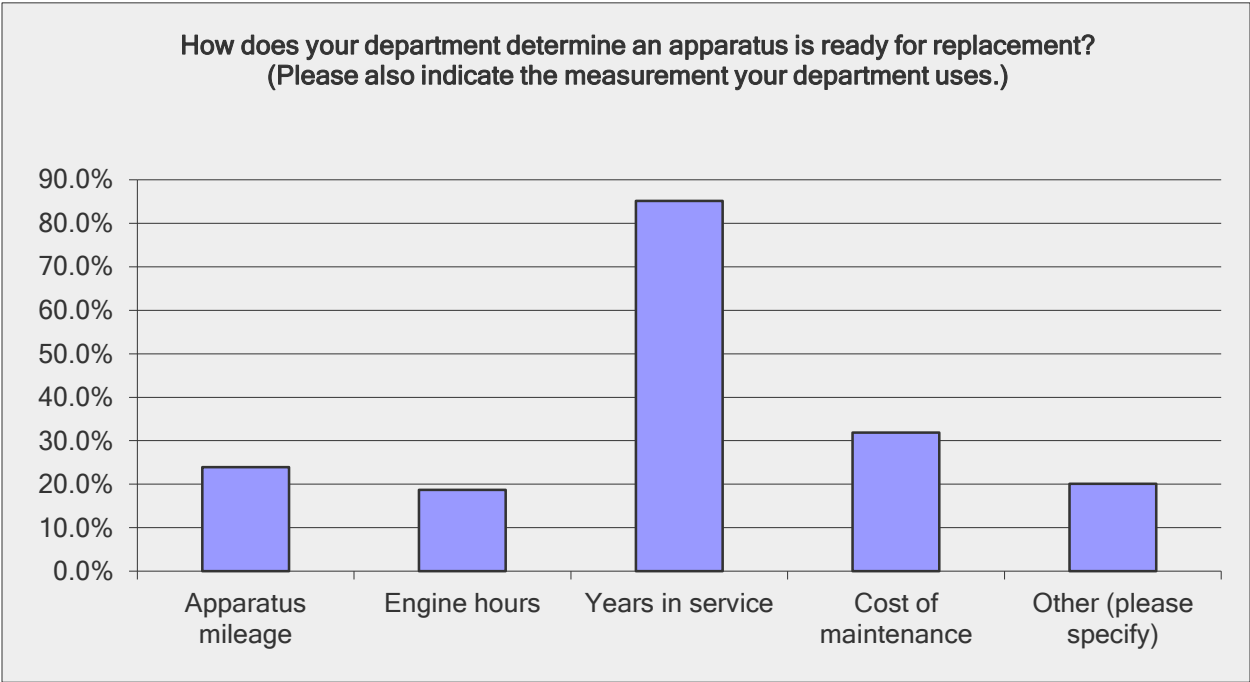
Response results are almost identical to 2014 results for this question.

2016 Industry Outlook Survey

How does your department determine an apparatus is ready for replacement? (Please also indicate the measurement your department uses.)

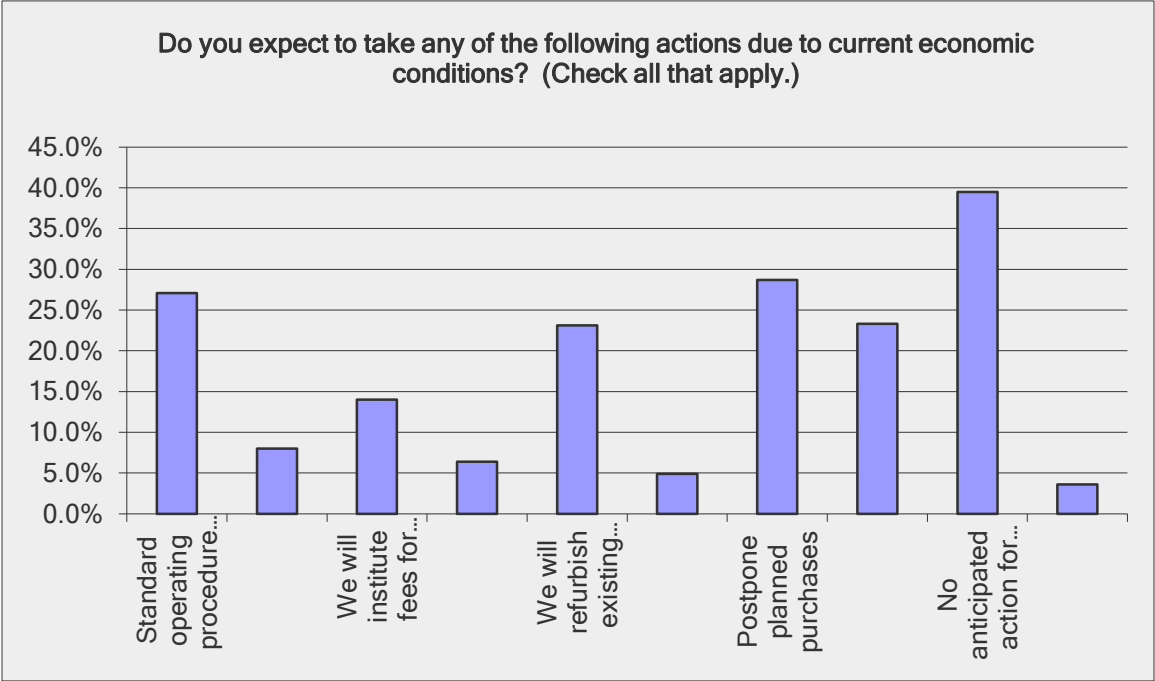
Answer Options	Response Percent	Response Count
Apparatus mileage	23.9%	160
Engine hours	18.7%	125
Years in service	85.1%	570
Cost of maintenance	31.9%	214
Other (please specify)	20.1%	135
<i>answered question</i>		670
<i>skipped question</i>		438

Years in service is the biggest indicator for an apparatus replacement, with 85% of respondents indicating so. These results are similar to previous survey results.



2016 Industry Outlook Survey

Do you expect to take any of the following actions due to current economic conditions? (Check all that apply.)		
Answer Options	Response Percent	Response Count
Standard operating procedures will change	27.1%	273
Staffing will be reduced	8.0%	81
We will institute fees for services	14.0%	141
We will be forced to acquire non-NFPA compliant apparatus	6.4%	65
We will refurbish existing apparatus rather than purchase it new	23.1%	233
Cancel planned purchases	4.9%	49
Postpone planned purchases	28.7%	290
Reduce number of planned purchases	23.3%	235
No anticipated action for economic conditions	39.5%	399
Other (please specify)	3.6%	36
<i>answered question</i>		1009
<i>skipped question</i>		99

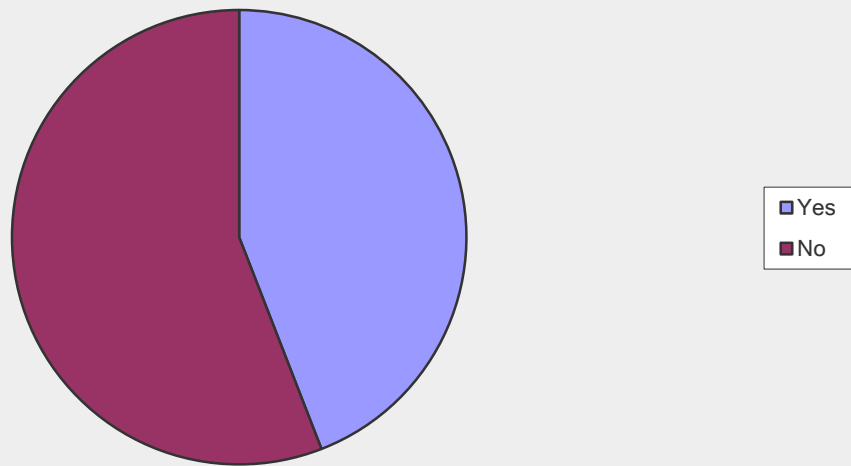


2016 Industry Outlook Survey

Has your department been successful with non-traditional funding methods?

Answer Options	Response Percent	Response Count
Yes	44.1%	445
No	55.9%	564
<i>answered question</i>		1009
<i>skipped question</i>		99

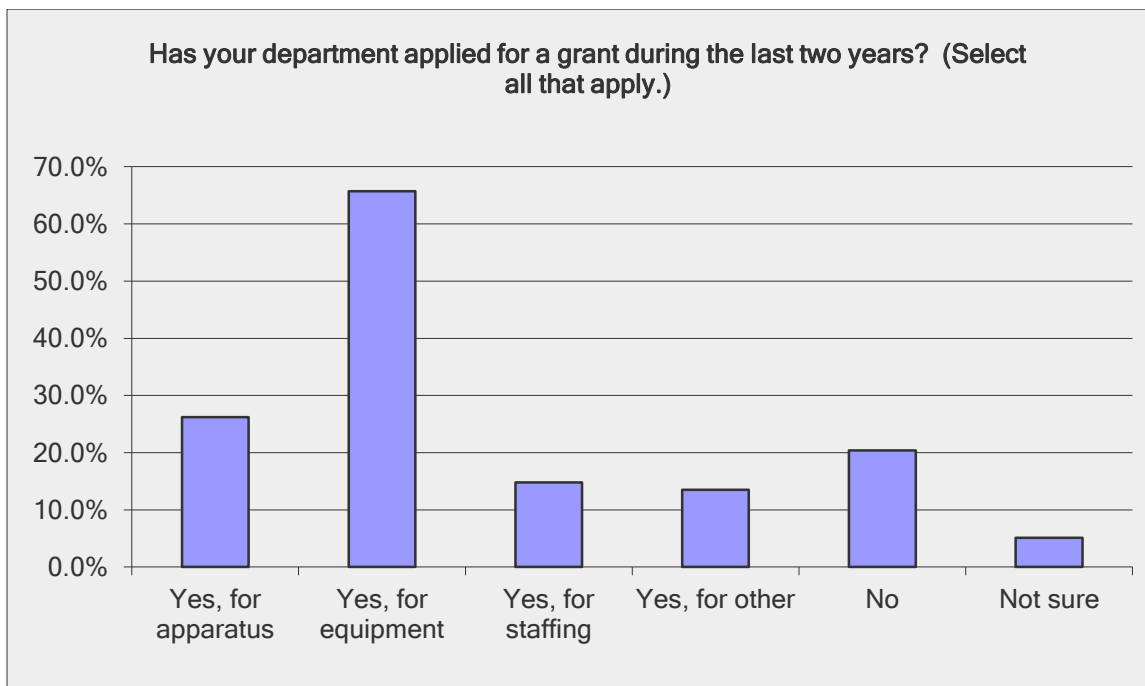
Has your department been successful with non-traditional funding methods?



2016 Industry Outlook Survey

Has your department applied for a grant during the last two years? (Select all that apply.)

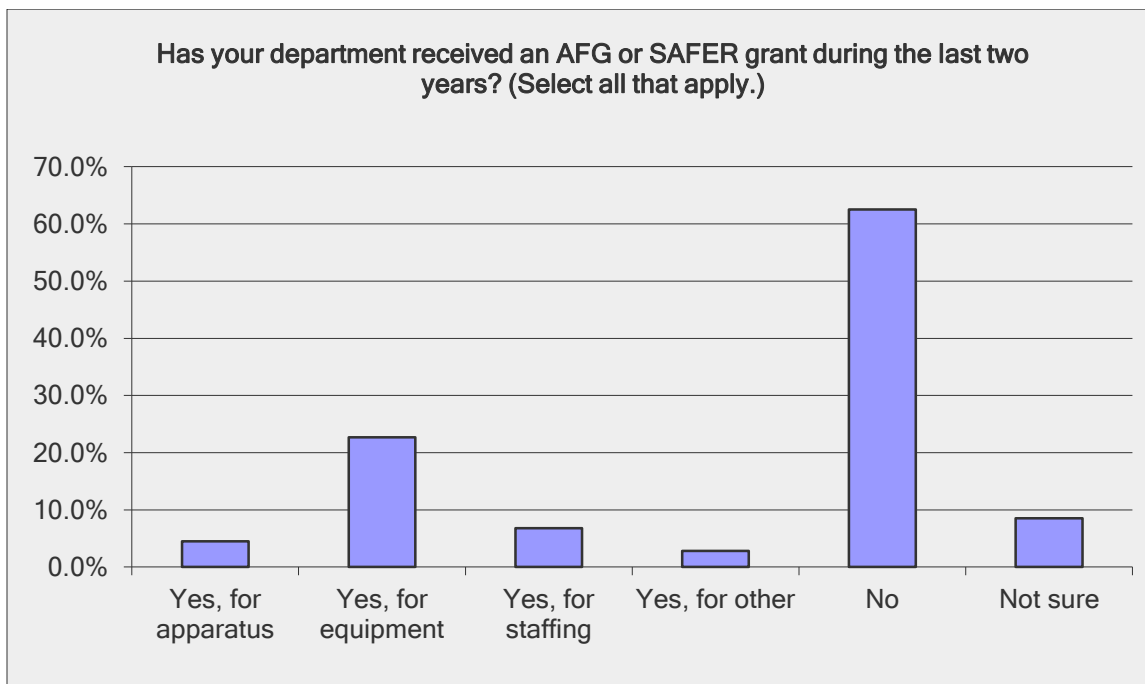
Answer Options	Response Percent	Response Count
Yes, for apparatus	26.2%	264
Yes, for equipment	65.7%	661
Yes, for staffing	14.8%	149
Yes, for other	13.5%	136
No	20.4%	205
Not sure	5.1%	51
<i>answered question</i>		1006
<i>skipped question</i>		102



2016 Industry Outlook Survey

Has your department received an AFG or SAFER grant during the last two years?
(Select all that apply.)

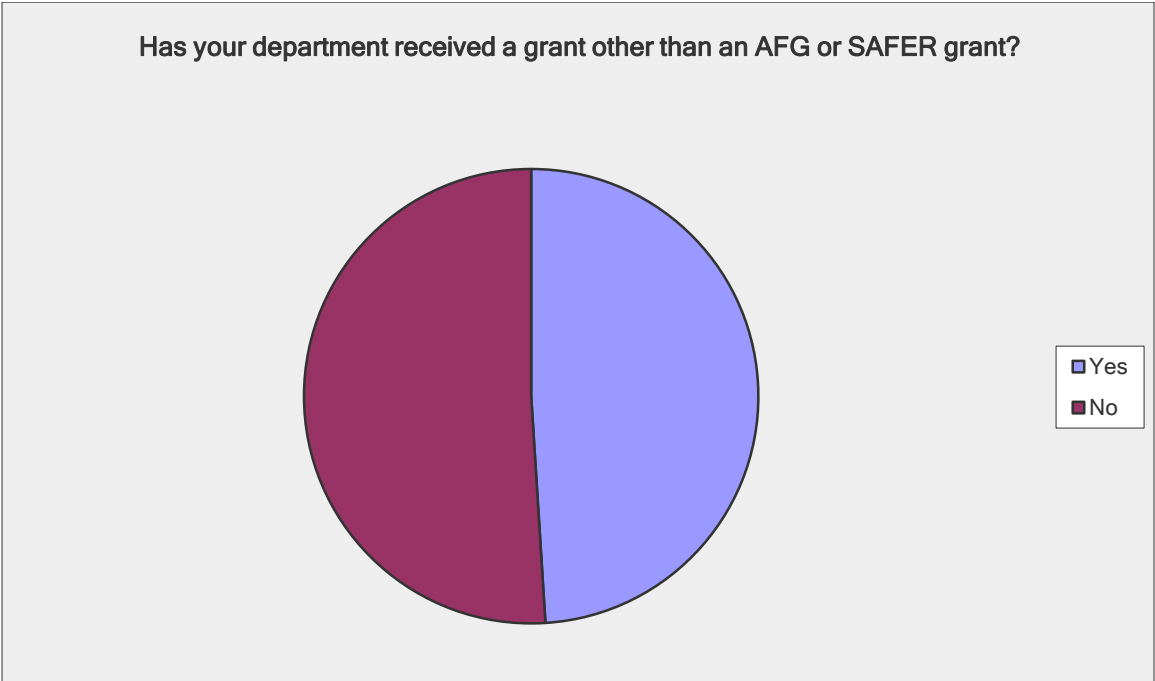
Answer Options	Response Percent	Response Count
Yes, for apparatus	4.5%	45
Yes, for equipment	22.7%	228
Yes, for staffing	6.8%	68
Yes, for other	2.8%	28
No	62.5%	629
Not sure	8.5%	86
<i>answered question</i>		1006
<i>skipped question</i>		102



2016 Industry Outlook Survey

Has your department received a grant other than an AFG or SAFER grant?

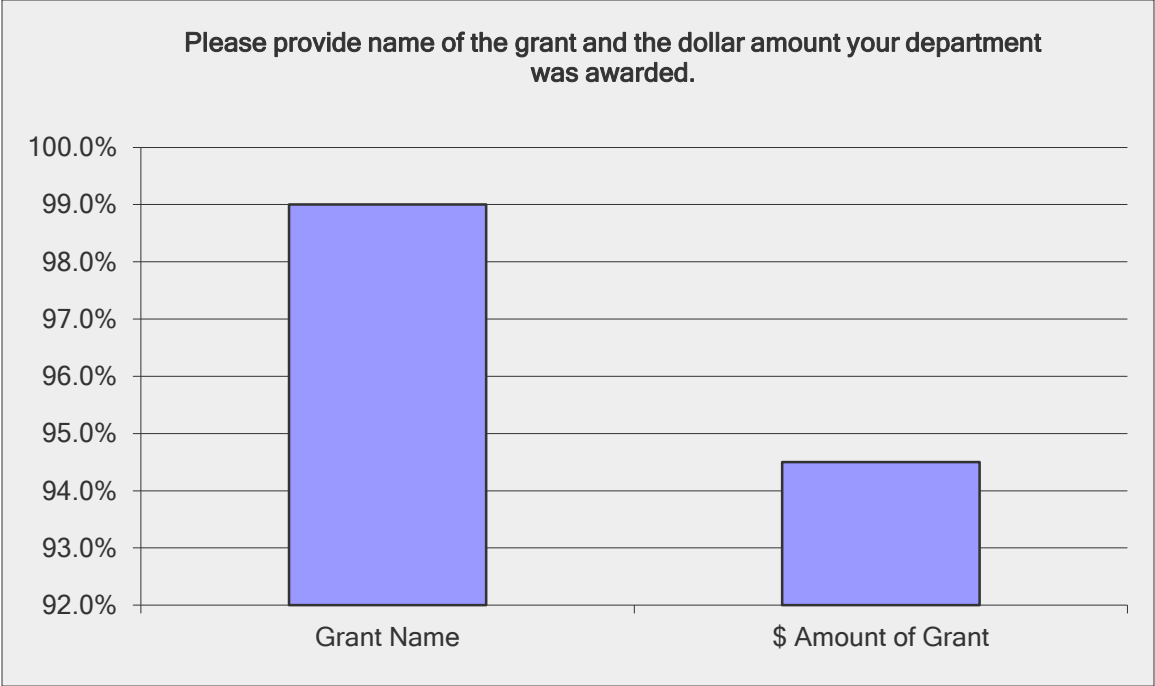
Answer Options	Response Percent	Response Count
Yes	49.0%	493
No	51.0%	513
<i>answered question</i>		1006
<i>skipped question</i>		102



2016 Industry Outlook Survey

Please provide name of the grant and the dollar amount your department was awarded.

Answer Options	Response Percent	Response Count
Grant Name	99.0%	415
\$ Amount of Grant	94.5%	396
<i>answered question</i>		419
<i>skipped question</i>		689

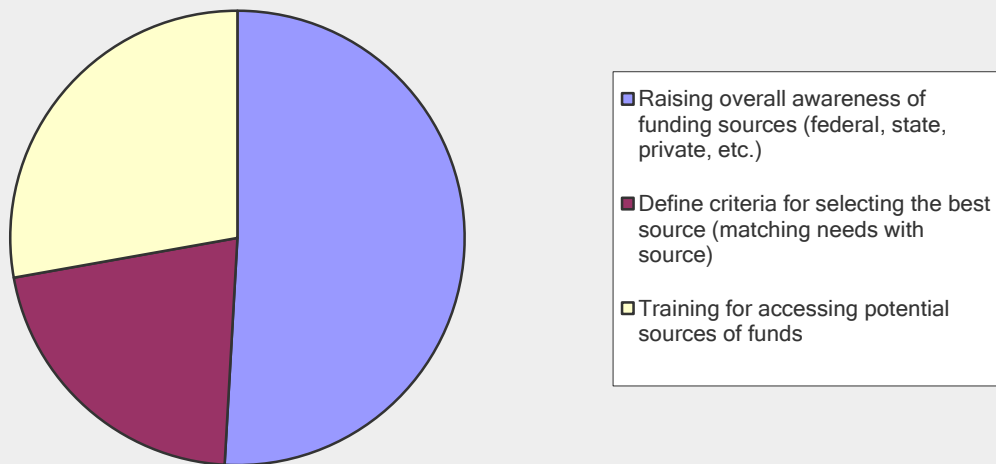


2016 Industry Outlook Survey

In which one of the following areas could FAMA and FEMSA best help fire chiefs find/access funding?

Answer Options	Response Percent	Response Count
Raising overall awareness of funding sources (federal, state, private, etc.)	50.9%	445
Define criteria for selecting the best source (matching needs with source)	21.3%	186
Training for accessing potential sources of funds	27.8%	243
<i>answered question</i>		874
<i>skipped question</i>		234

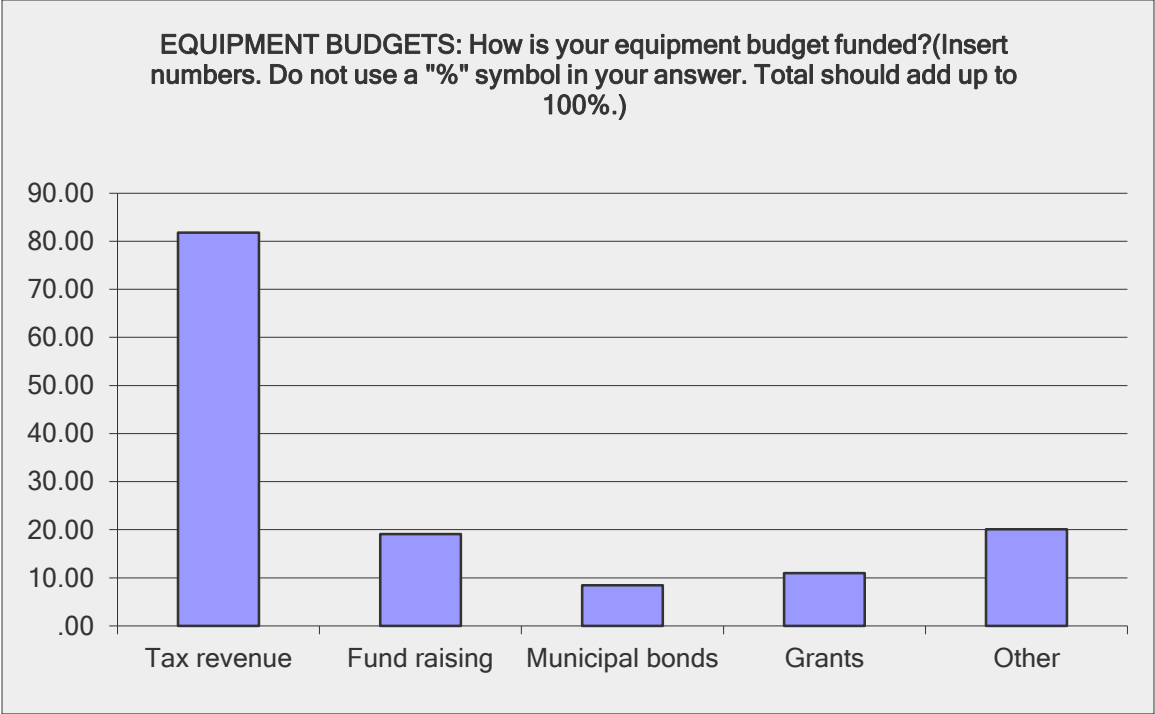
In which one of the following areas could FAMA and FEMSA best help fire chiefs find/access funding?



2016 Industry Outlook Survey

EQUIPMENT BUDGETS: How is your equipment budget funded?(Insert numbers. Do not use a "%" symbol in your answer. Total should add up to 100%).

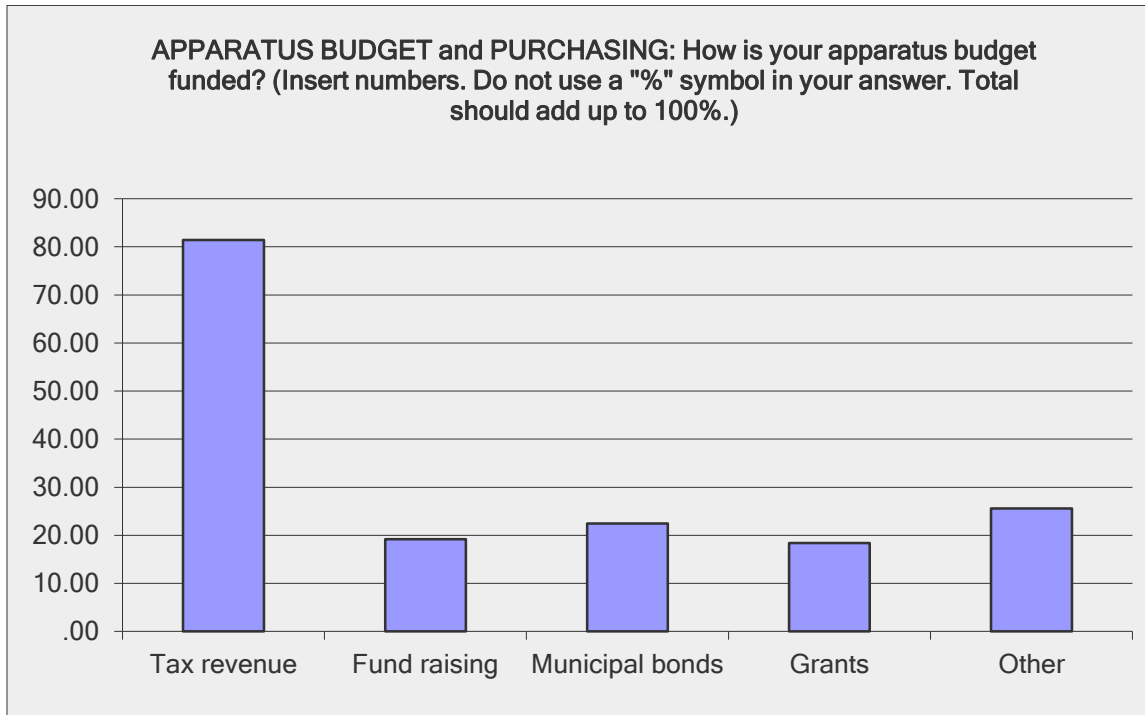
Answer Options	Response Average	Response Total	Response Count
Tax revenue	81.81	66,672	815
Fund raising	19.13	7,614	398
Municipal bonds	8.46	2,276	269
Grants	10.95	4,588	419
Other	20.10	6,250	311
<i>answered question</i>			874
<i>skipped question</i>			234



2016 Industry Outlook Survey

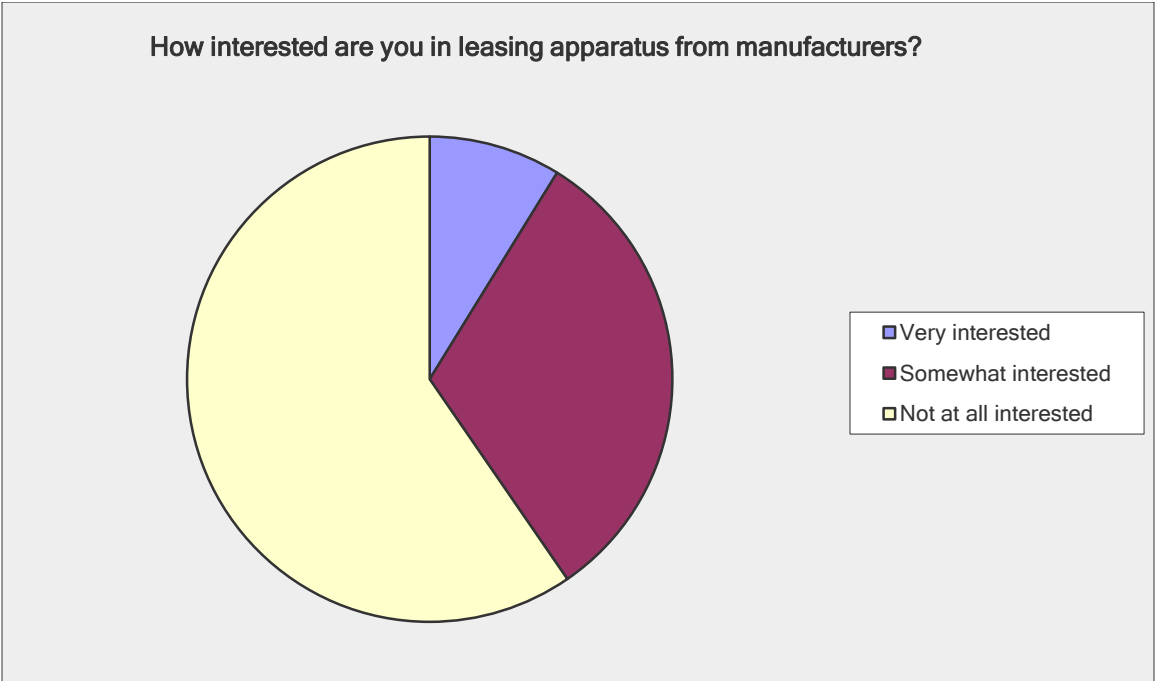
APPARATUS BUDGET and PURCHASING: How is your apparatus budget funded?
 (Insert numbers. Do not use a "%" symbol in your answer. Total should add up to 100%.)

Answer Options	Response Average	Response Total	Response Count
Tax revenue	81.43	63,192	776
Fund raising	19.16	5,882	307
Municipal bonds	22.45	5,927	264
Grants	18.41	5,321	289
Other	25.55	7,078	277
<i>answered question</i>			874
<i>skipped question</i>			234



2016 Industry Outlook Survey

How interested are you in leasing apparatus from manufacturers?		
Answer Options	Response Percent	Response Count
Very interested	8.8%	77
Somewhat interested	31.6%	276
Not at all interested	59.6%	521
<i>answered question</i>		874
<i>skipped question</i>		234



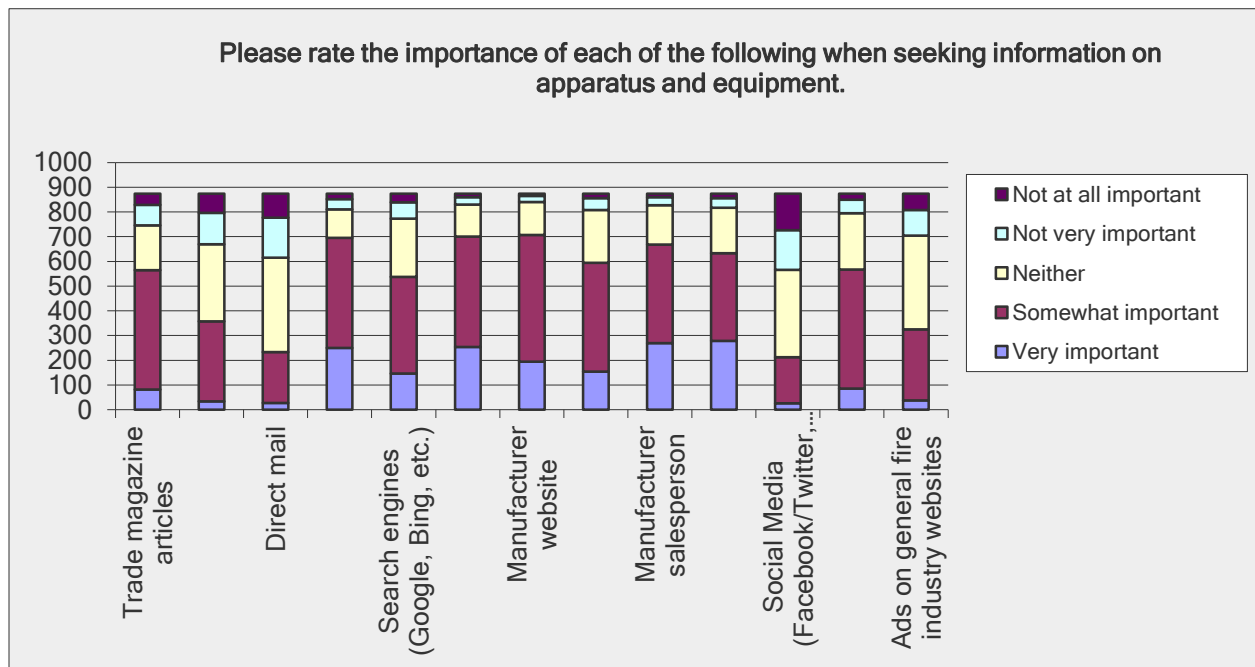
2016 Industry Outlook Survey

Is there anything that apparatus manufacturers can do to better meet your needs?	
Answer Options	Response Count
	874
<i>answered question</i>	874
<i>skipped question</i>	234

2016 Industry Outlook Survey

Please rate the importance of each of the following when seeking information on apparatus and equipment.

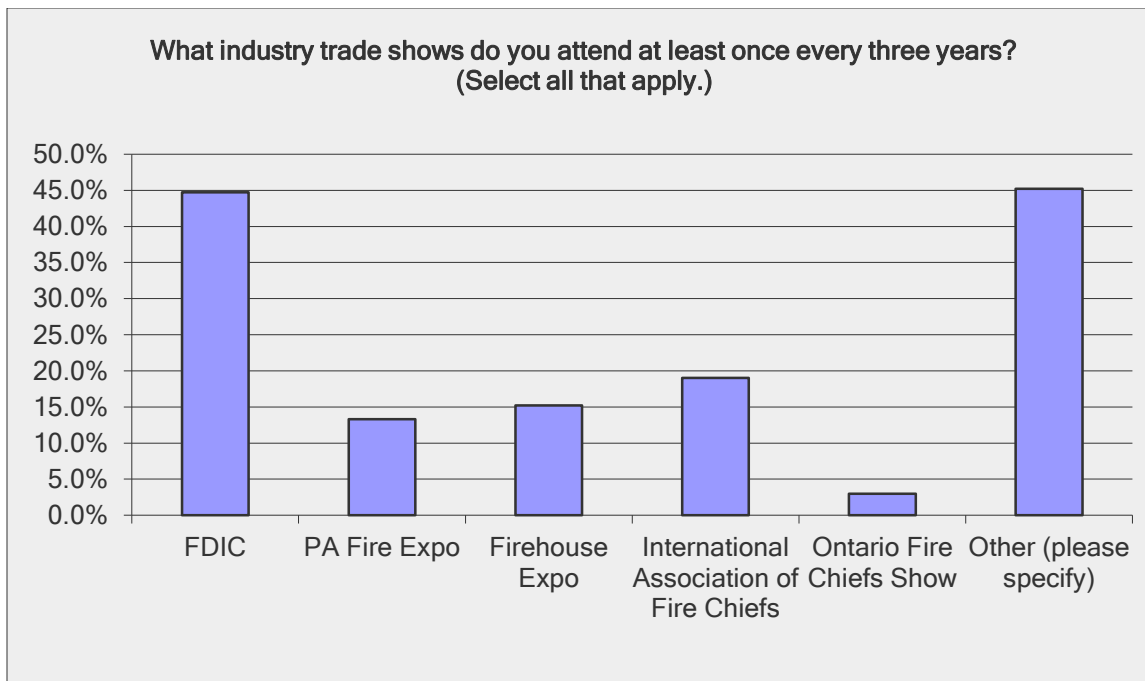
Answer Options	Not at all important	Not very important	Neither	Somewhat important	Very important	Response Count
Trade magazine articles	45	83	181	483	82	874
Trade magazine advertisements	78	126	312	324	34	874
Direct mail	97	162	382	206	27	874
Trade shows/Industry meetings	22	41	116	445	250	874
Search engines (Google, Bing, etc.)	35	66	235	391	147	874
Word of mouth, colleagues	14	30	130	446	254	874
Manufacturer website	9	24	134	513	194	874
Dealer website	18	48	213	441	154	874
Manufacturer salesperson	14	33	159	398	270	874
Dealership salesperson	18	39	184	354	279	874
Social Media (Facebook/Twitter, etc.)	147	161	353	187	26	874
General fire industry website articles	25	54	228	481	86	874
Ads on general fire industry websites	66	104	379	287	38	874
<i>answered question</i>						874
<i>skipped question</i>						234



2016 Industry Outlook Survey

What industry trade shows do you attend at least once every three years? (Select all that apply.)

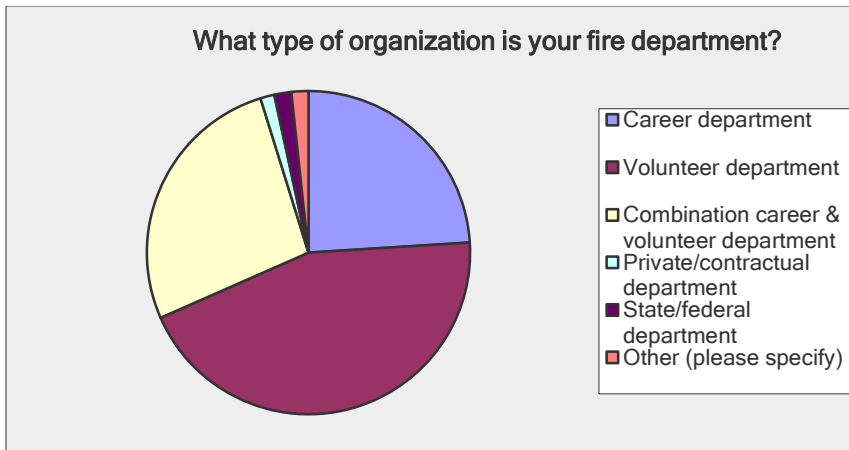
Answer Options	Response Percent	Response Count
FDIC	44.7%	391
PA Fire Expo	13.3%	116
Firehouse Expo	15.2%	133
International Association of Fire Chiefs	19.0%	166
Ontario Fire Chiefs Show	3.0%	26
Other (please specify)	45.2%	395
answered question		874
skipped question		234



2016 Industry Outlook Survey

What type of organization is your fire department?

Answer Options	Response Percent	Response Count
Career department	24.0%	210
Volunteer department	44.4%	388
Combination career & volunteer department	26.8%	234
Private/contractual department	1.4%	12
State/federal department	1.7%	15
Other (please specify)	1.7%	15
<i>answered question</i>		874
<i>skipped question</i>		234

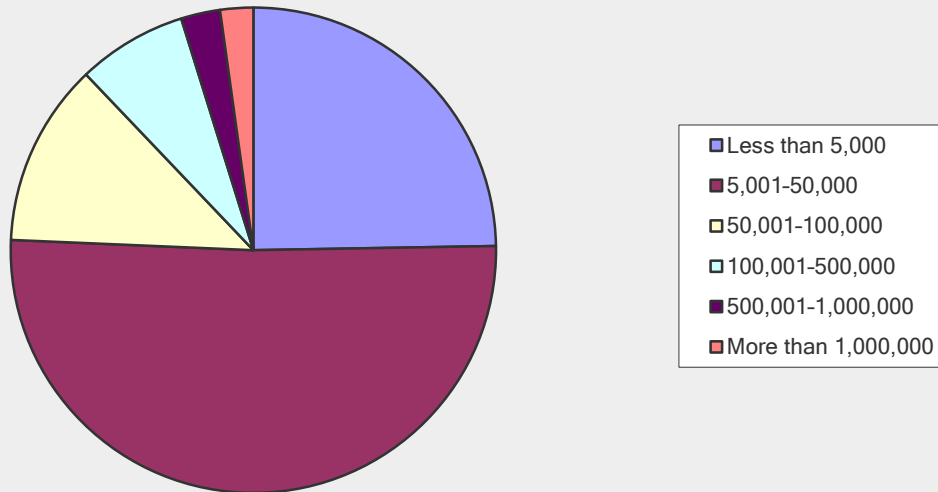


2016 Industry Outlook Survey

What size population does your department serve?

Answer Options	Response Percent	Response Count
Less than 5,000	24.7%	216
5,001-50,000	50.9%	445
50,001-100,000	12.2%	107
100,001-500,000	7.3%	64
500,001-1,000,000	2.6%	23
More than 1,000,000	2.2%	19
<i>answered question</i>		874
<i>skipped question</i>		234

What size population does your department serve?

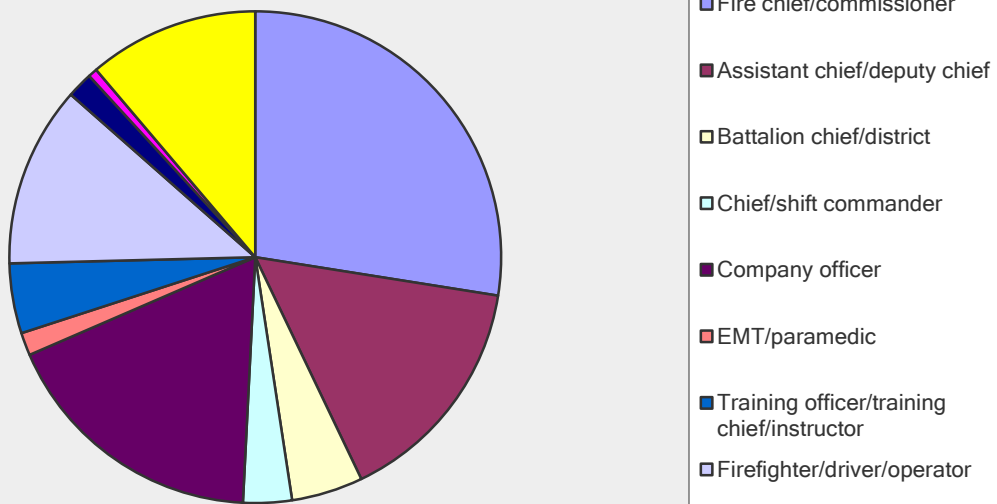


2016 Industry Outlook Survey

Please select your primary occupation/title.

Answer Options	Response Percent	Response Count
Fire chief/commissioner	27.5%	240
Assistant chief/deputy chief	15.4%	135
Battalion chief/district	4.7%	41
Chief/shift commander	3.2%	28
Company officer	17.7%	155
EMT/paramedic	1.5%	13
Training officer/training chief/instructor	4.6%	40
Firefighter/driver/operator	11.9%	104
Fire marshal inspector	1.7%	15
First responder	0.6%	5
Other (please specify)	11.2%	98
answered question		874
skipped question		234

Please select your primary occupation/title.

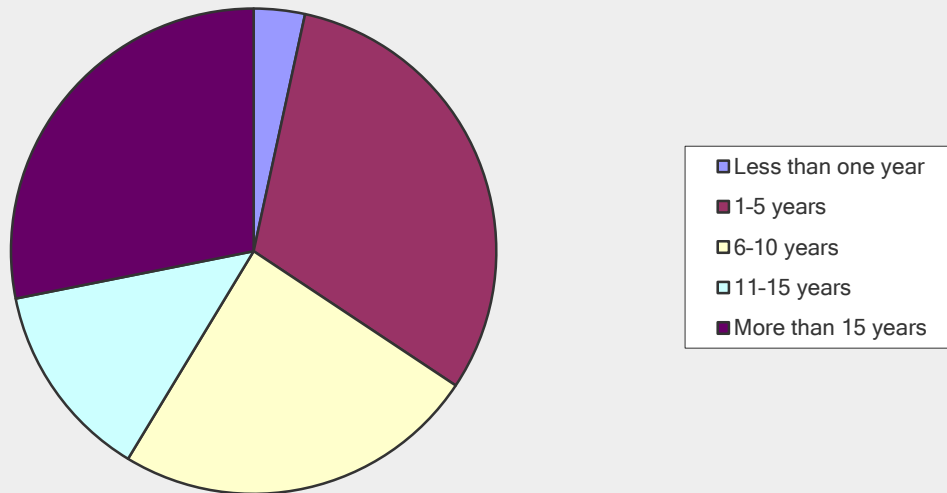


2016 Industry Outlook Survey

How long have you been in your position as [Question 43]?

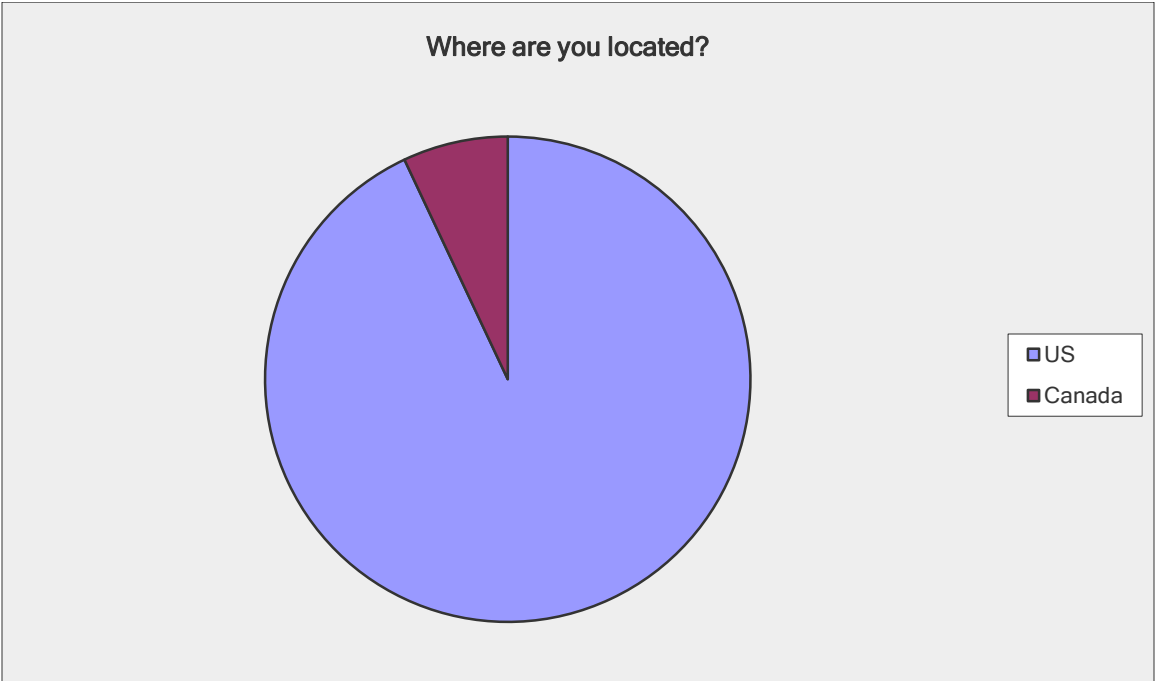
Answer Options	Response Percent	Response Count
Less than one year	3.4%	30
1-5 years	30.9%	269
6-10 years	24.3%	212
11-15 years	13.2%	115
More than 15 years	28.1%	245
<i>answered question</i>		871
<i>skipped question</i>		237

How long have you been in your position as [Question 43]?



2016 Industry Outlook Survey

Where are you located?		
Answer Options	Response Percent	Response Count
US	93.0%	810
Canada	7.0%	61
<i>answered question</i>		871
<i>skipped question</i>		237



2016 Industry Outlook Survey

In which state/province/territory is your department located?

US states/territories

Answer Options	Alabama	Alaska	American Samoa	Arizona	Arkansas	California	Colorado	
State/Territory	14	6	0	12	11	35	13	
	Connecticut	Delaware	District of Columbia	Florida	Georgia	Guam	Hawaii	
	8	1	2	20	11	0	1	
	Idaho	Illinois	Indiana	Iowa	Kansas	Kentucky	Louisiana	
	7	26	21	15	17	13	17	
	Maine	Maryland	Massachusetts	Michigan	Minnesota	Mississippi	Missouri	
	8	9	10	32	15	10	28	
	Montana	Nebraska	Nevada	New Hampshire	New Jersey	New Mexico	New York	
	5	12	5	6	19	5	58	
	North Carolina	North Dakota	Northern Marianas Islands	Ohio	Oklahoma	Oregon	Pennsylvania	
	38	3	0	49	8	19	41	
	Puerto Rico	Rhode Island	South Carolina	South Dakota	Tennessee	Texas	Utah	
	1	1	14	1	18	35	2	
	Vermont	Virginia	Virgin Islands	Washington	West Virginia	Wisconsin	Wyoming	Response Count
	4	24	0	18	8	29	5	790
Canadian provinces/territories								
Answer Options	Alberta	British Columbia	Labrador	Manitoba	New Brunswick	Newfoundland	Nova Scotia	
State/Territory	3	22	0	3	3	0	2	
	Nunavut	North West Terr.	Ontario	Prince Edward Is.	Quebec	Saskatchewan	Yukon	Response Count
	0	1	20	0	1	3	1	59

2016 Industry Outlook Survey

Thank you for completing this survey. If you'd like to be included in the drawing for an iPad, please complete the following so that we can contact you in the event your name is chosen. Your responses will not be connected to this information nor will your contact information be used for any other purpose.

Answer Options	Response Percent	Response Count
Name:	100.0%	830
Fire Department:	98.2%	815
Rank:	96.1%	798
Mailing Address:	99.9%	829
City/Town:	99.6%	827
State/Province:	99.4%	825
ZIP/Postal Code:	99.8%	828
Country:	96.5%	801
Email Address:	98.6%	818
Phone Number:	94.3%	783
<i>answered question</i>		830
<i>skipped question</i>		278

