FAMA Annual Industry Report for 2015

March 2016

2016 Industry Outlook Survey

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
	answered question	1108
	skipped question	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.

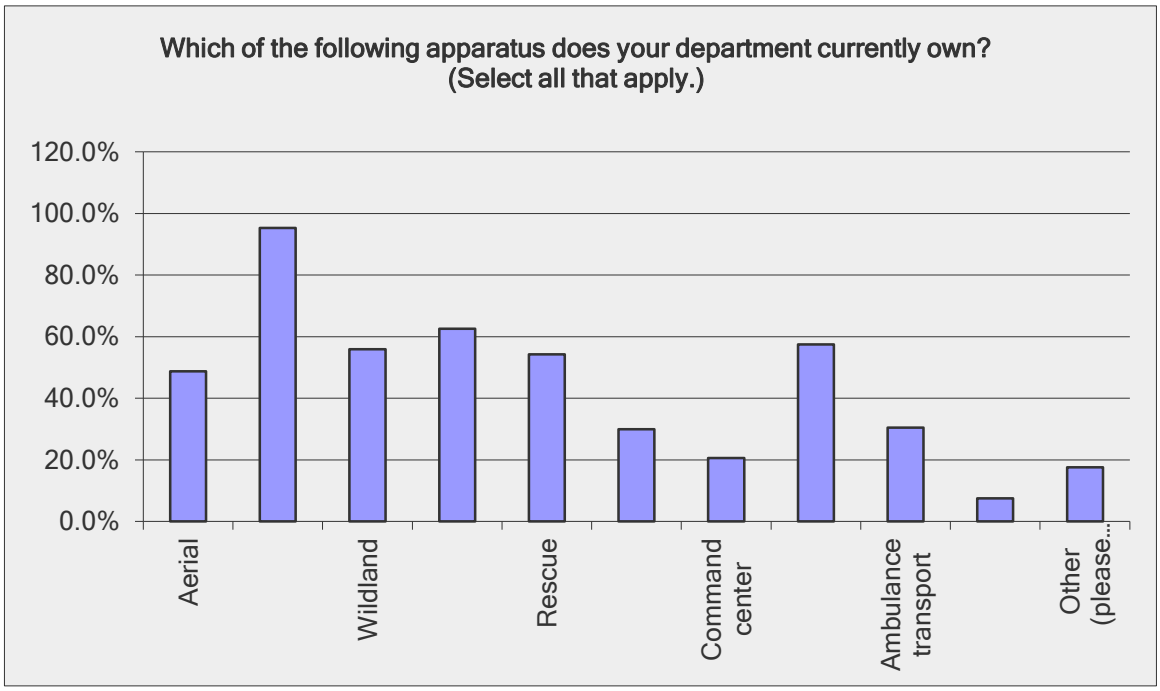
Other (please specify)

HazMat
H-Z mat truck trailer, TRT truck and trailer, water rescue boats
special response squad
Quint
Boat,staff cars
EMS First Responder/EMT rig
Special Service
Boat
Wildland UTV
Dozer & Transport
bobcat skid steer, and john deere gator
UTV
n/a
Boats
BrushUTV
Atv
Rescue One Boat with 500 gmp pump and diving platform
Chief vehicles
Ladder
Crew Carrier, Helitender
Ladder brush truck 6x6 Polaris fire police pick up
Brush / Grass
grass rig
Command car
Chief Car
1956 Dodge Powerwagon Brush Truck
Foam Trailer, and Traffic control trailer
Ladder
2 engines for structure
Hazmat
Hackney HazMat Tractor Trailer
ALS Echo Unit (Expedition)
3 Chief's Vehicles
Brush
Quick Response Vehicles
Multi Purpose
Mini pumper
Hazmat and water rescue apparatus
108 ft aerial
Private Security
Type 6 rapid response truck
Man transport
Brush
Tower
Medic Unit, Air Unit, Staff Vehicles, Trailers, Rescue Boat
Quint
UTV, Boat
UTV
Fire Boats
Hook/lift units
Support/Rehab

Aerial and command
Dozer
trench & colapse
5 ton high water special opps
QRS
Hose reel
Water Rescue Boat
Ariel/ladder
HazMat
HazMat response, Decon, High Water Rescue
Rescue/Fire boat
Breathing Support
Quick Response EMS Car
boat
Air unit
Service, Attack, Engine, Air, ATVs, Technical Rescue, Chiefs truck
Aerial
Tech. Rescue, Property Conservation
hazmat
Response SUVs
6X6 Polaris Wildland Unit w/CET Skid unit
chemical / foam
Haz Mat
Command vehicle
Straight R/M ladder
Boats, UTVs, Trailers
(3) SUV Command vehicles
RTV
hazmat
DRaft truck w/hose reel
Beach Rescue Vehicle, ATVs,
boat
Ladder
John Deere Gator
HazMat Units and Swift Water Units
High Water Rescue Truck
Boat
Water Rescue Specific
Tender (West Coast)
polarisis 6X6 ranger wildland
Chiefs SUV
ATV
Chiefs vehicle
Marine unit
EMS/First Responder
Ladder
Air, rehab unit
Rigid Inflatable Boat, Utility Terrain Vehicle, Chief's SUV
Fire Police
Ladder
Staff cars and SUVs, Boat & ATV
Brush unit, (2) ATV's.
Foam Supply, large box truck
Ladder
Ladder

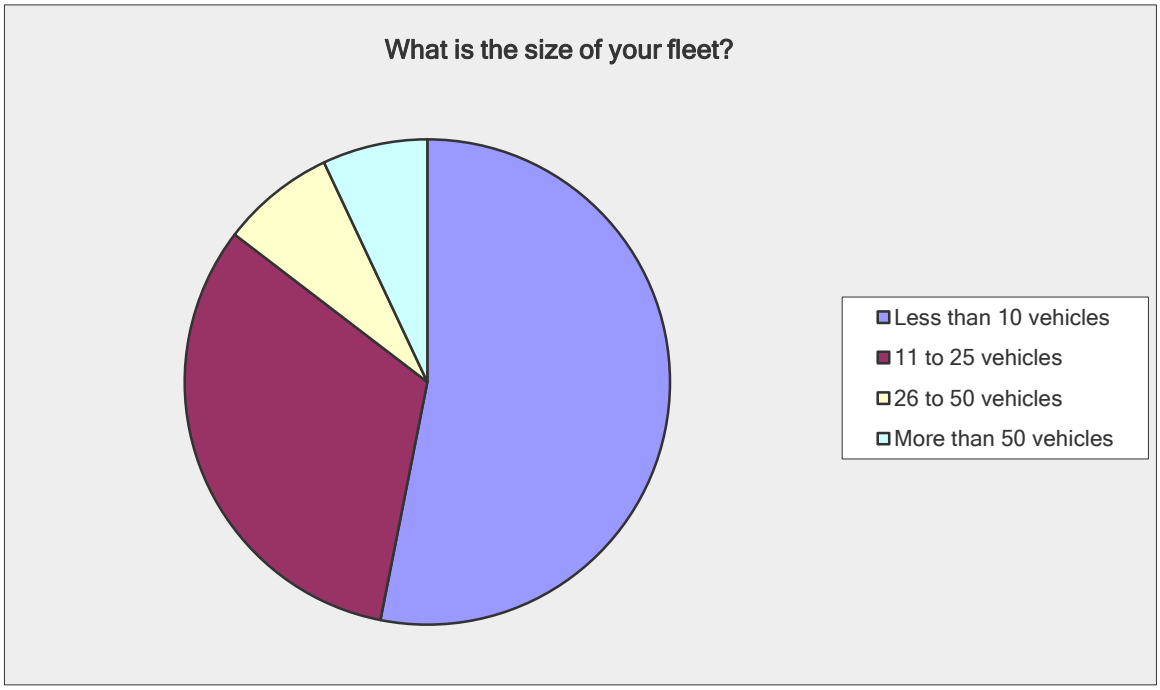
Tractor trailer units for training
UTV's wildland & rescue
HazMat
Aerial
Ladder
Aerial
Brush fire trucks, not considered Wildfire
customer service units, fleet maint units
Chief's command vehicle
BOAT , DIVE TEAM
ATV
Fire simulator trainers
Rescue jet boat
Boat
Rehab Unit
Hazmat
Bruch Truck & ATV for Wildland Fires
first response suburban
Mobile Air Unit (breathing air), HazMat Mat trucks, Mobile Dry Chemical/AFFF truck
Chief staff units
ATV
Hazmat Unit
Trailer with rescue equipment
aid response vehicle
Ladder tower
UTV/Wildland Support Unit and Boat
Brush Trucks
Ladder truck
Command
support vehicle, command vehicle
Grass Truck
Chiefs Car
haz-mat unit
Command Vehicles
HazMat truck
Boats
utility van
105 Platform and 75 HD ladder
Tower ladder and quint
Command Unit
HazMat, USAR, Dive,
Service/Hose Tender
Command Vehicles
Command pick up
rescue boat
many other specialty apparatus
Staff vehical
Rescue Pumper
Hazmat decon
Multi-Media Fire Tender - Industrial
Brush Truck
Fire prevention, admin, mechanical, utlity vehicles,
Suburbans
brush truck
Command SUV

Command SUV
Hazmat Responce Vehicle
UTV
Boat
Marine unit, 6x6 Polaris Ranger
Tanker/pumper 2000gallon
Quint, aerial ladder
UTV Fire/Rescue
Brush truck, UTV
Brush
suuport
Gator for Wildland fires
Foam Unit
6x6 Polaris Ranger
Hazmat
Battalion SUV
Hazmat trailer, Hazmat truck, Tactical Tenders
Staff Vehicles
mobile air trailer
ship with fire-fighting monitors
Chiefs Vehicles (Tahoes & Suburbans)
ATV-SAR unit X 2
UTV
Air Trucks, Haz Mat, firefighting boat
Hazmat
City owned comb. paid / Volunteer Depts.
Water Rescue & Trail Rescue
Brush Breakers
ATV
Hose truck
4x4 Brush Truck
Air Truck
CHIEFS SUV
Gator & Boat


Which of the following apparatus does your department currently own? (Select all that apply.)
120.0%
100.0%
80.0%
60.0%
40.0%
20.0%
0.0%
Aerial
Wildland
Rescue
Command center
Ambulance transport
Other (please...

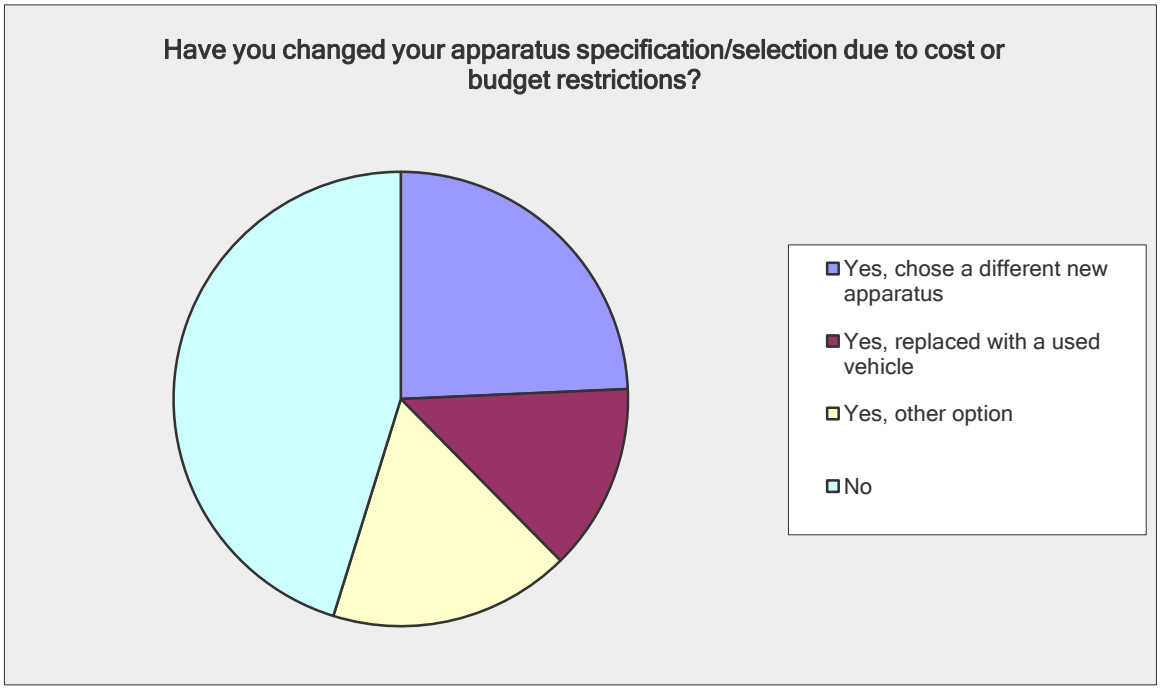
2016 Industry Outlook Survey

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
	answered question	**1108**
	skipped question	**0**



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
	answered question	1108
	skipped question	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
Click each cell for drop-down choices.	365	89	654	1108

Pump Capacity

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

Patient Transport Capability

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

Cab Size

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

Compartments

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

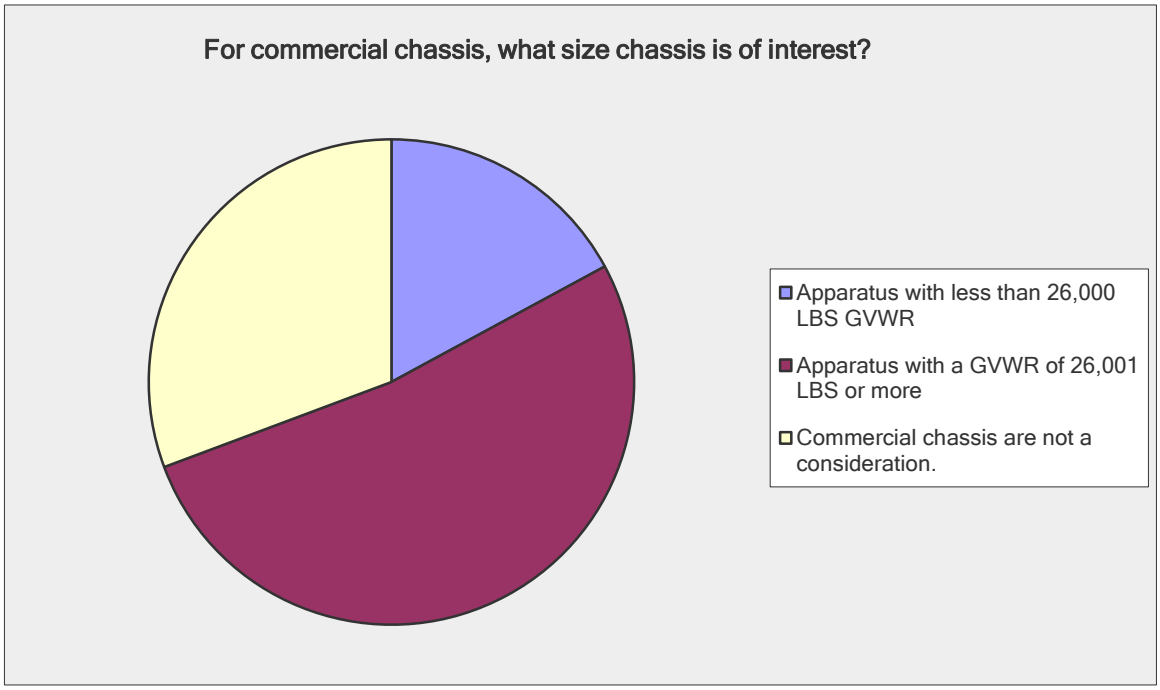
Chassis

Answer Options	Custom	Commercial	No Change	Response Count
Click each cell for drop-down choices.	560	266	282	1108

	Question Totals
answered question	1108
skipped question	0

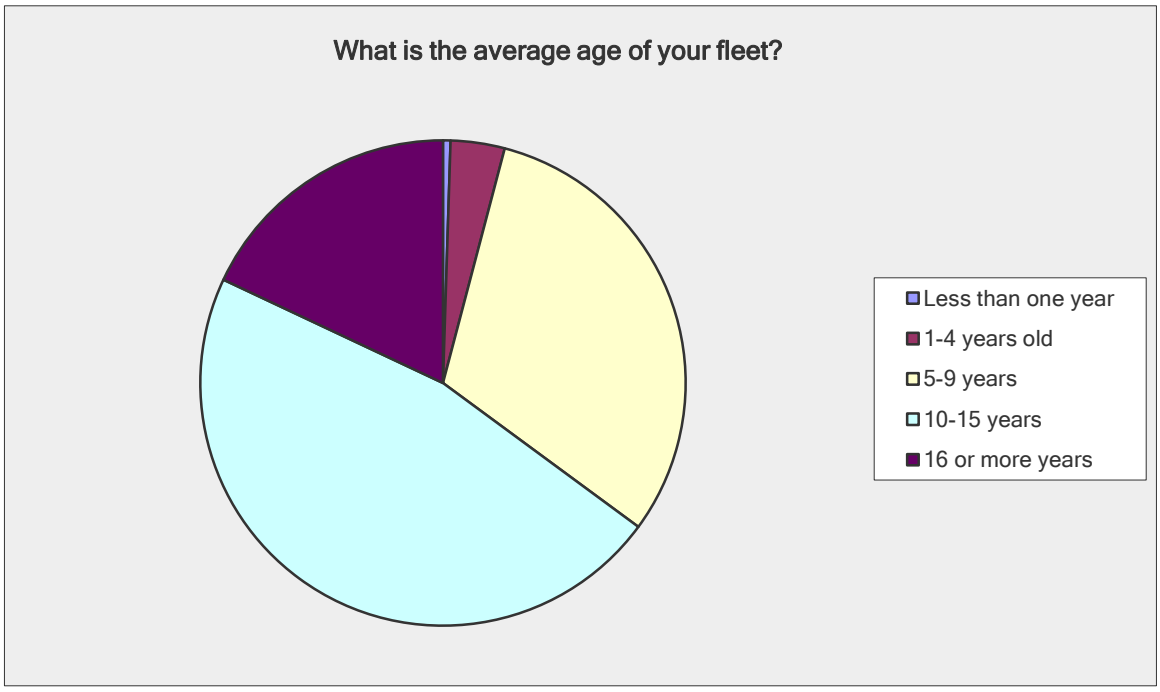
2016 Industry Outlook Survey

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



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
	answered question	1108
	skipped question	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.

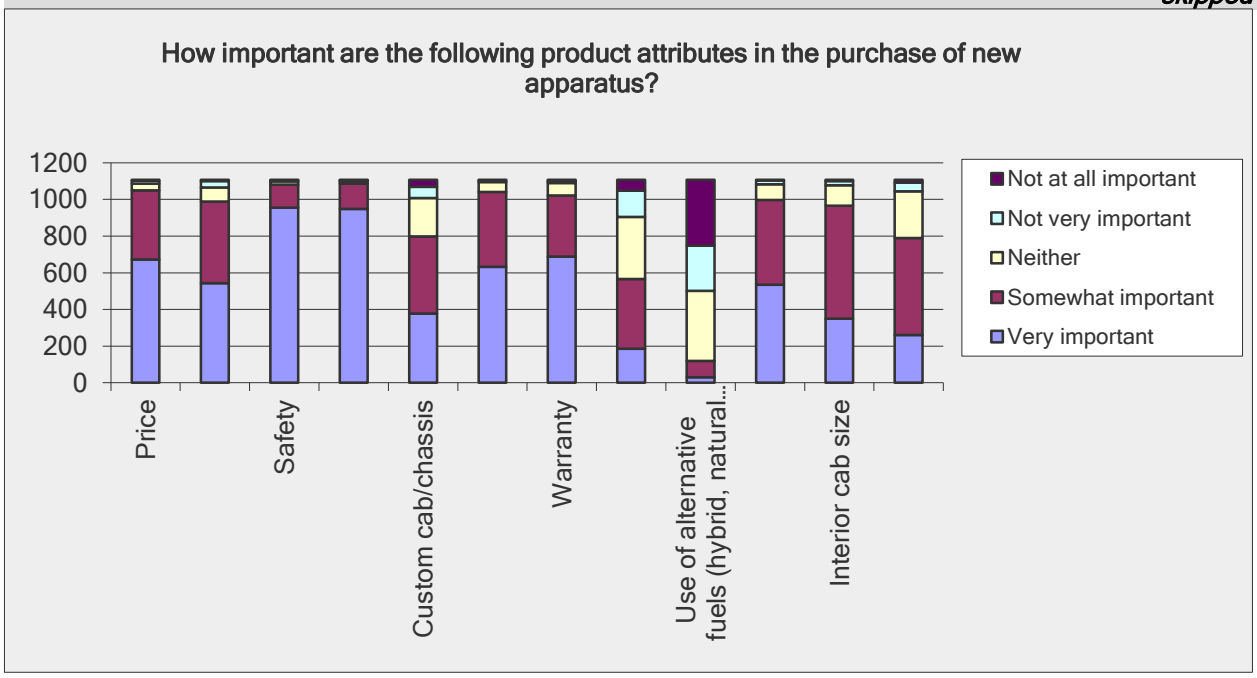
This data reflects a steady increase in this apparatus age group:

- 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
					answered question	1108
					skipped question	0

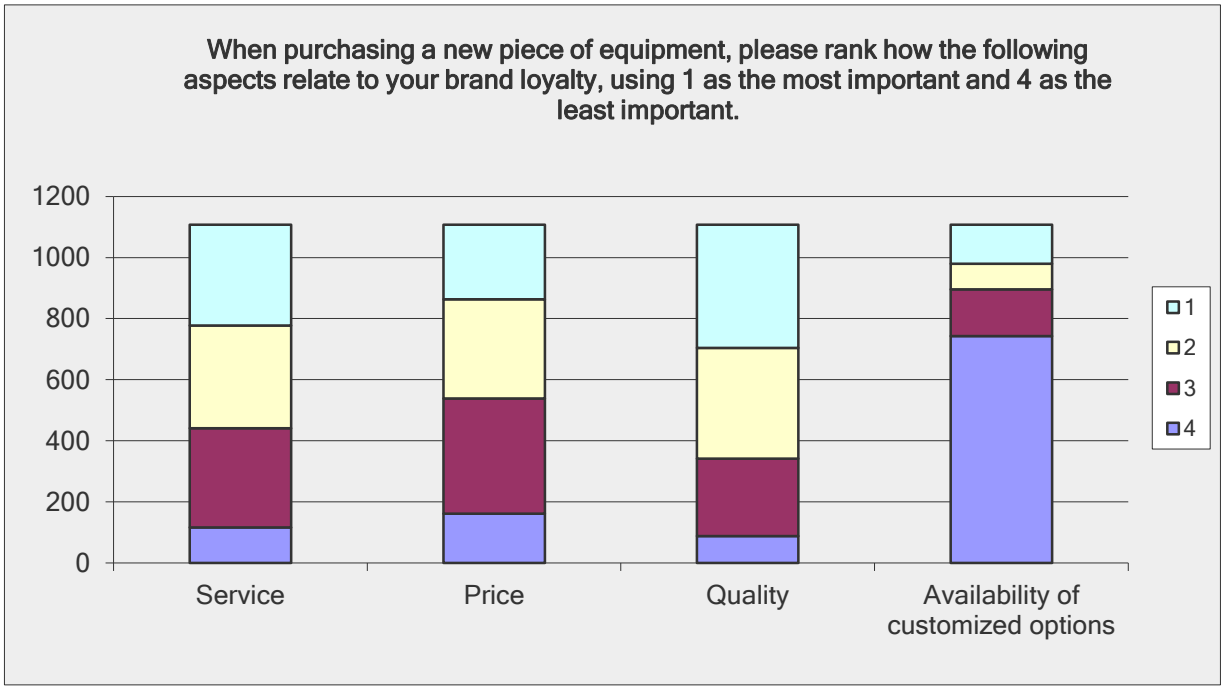


Safety is the most important factor, with 86.19% of respondents indicating so.

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

2016 Industry Outlook Survey

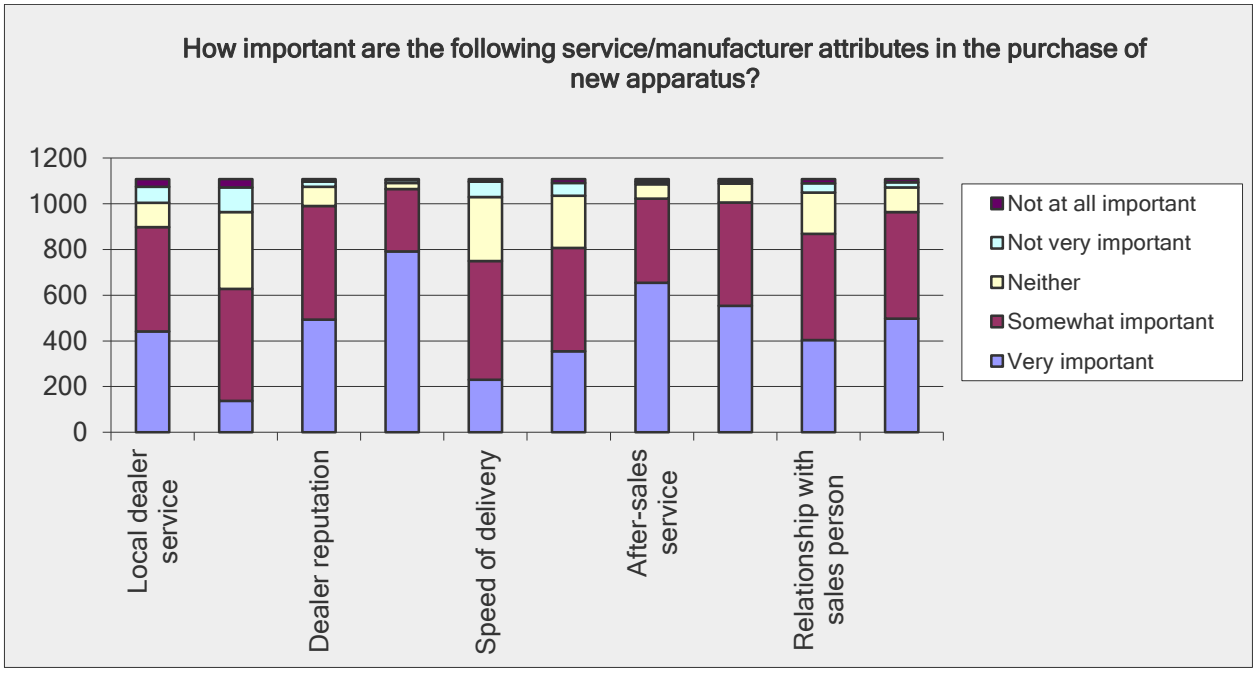
When purchasing a new piece of equipment, please rank how the following aspects relate to your brand loyalty, using 1 as the most important and 4 as the least important.					
Answer Options	**1**	**2**	**3**	**4**	**Response Count**
Service	331	336	325	116	1108
Price	245	325	377	161	1108
Quality	404	363	253	88	1108
Availability of customized options	128	84	153	743	1108
				answered question	1108
				skipped question	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
					answered question	1108
					skipped question	0

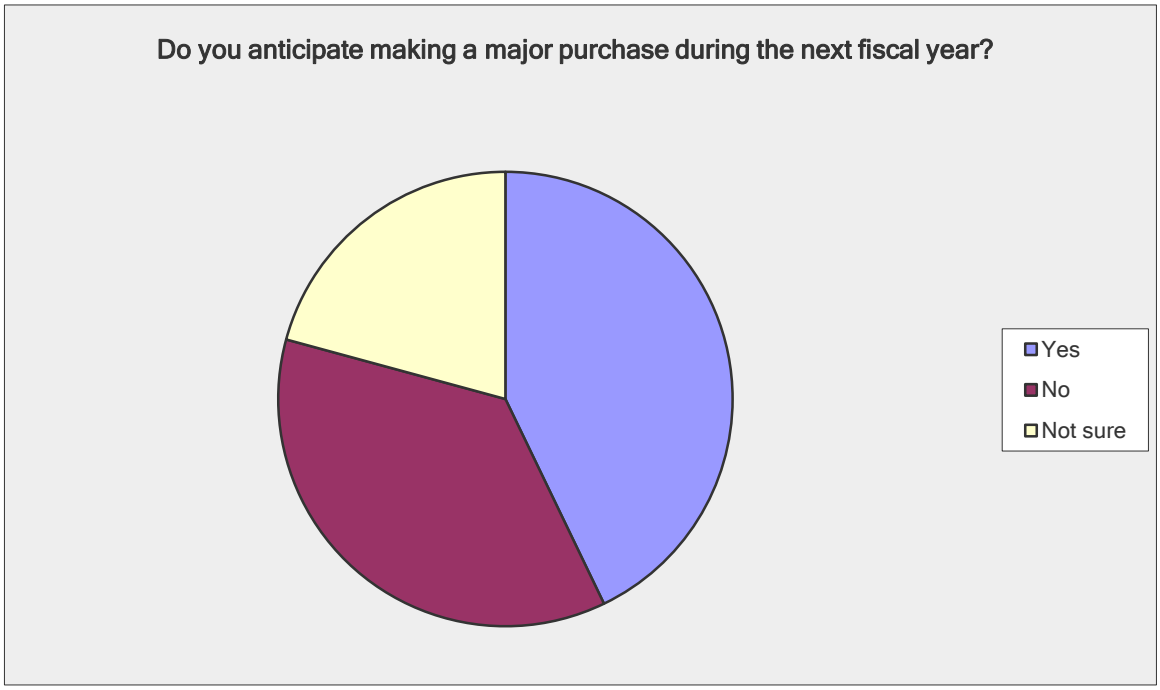


71% of respondents indicated that customer service is the most important factor in the purchase of a new apparatus, followed by:

- 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

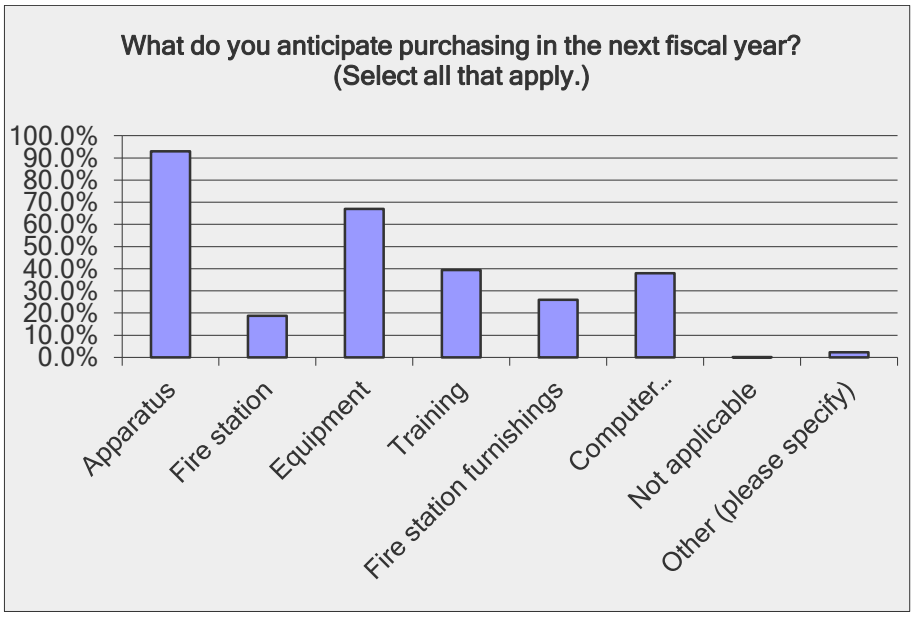
2016 Industry Outlook Survey

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
	answered question	470
	skipped question	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.

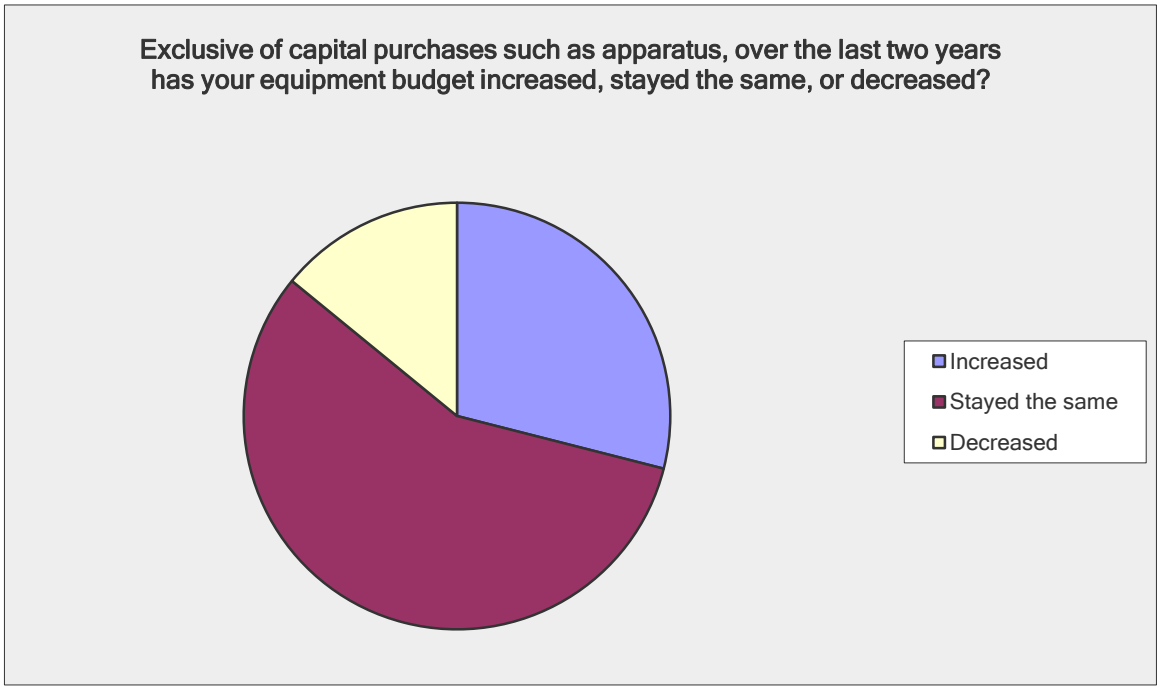
Other (please specify)
EMS rig
hose/wildland
Tanker
Tanker
Combination (rescue-pumper)
TANKER
Rescue/Pumper
Tender and chief officer vehicles
Tanker
Haz-Mat
Tanker and ladder
Tender
MINI PUMPER
Tender
Tanker
Pumper/Tanker
Tanker
Tanker
rescue pumper
Tender/Tanker
QRV
Tanker (continued)
Brush Engine, Command Vehicle
Air/Light
Tender
Tanker

Tanker
Staff vehicles
RESCUE BOAT
Mobile Air Unit
Tenders
Tanker
Tender/tanker
Tanker
Battalion Chief apparatus
Tanker
tender
Pump/Tanker
Haz Mat
QUINTS, TOWERS, SQUADS, HAZMAT TRUCK, AIRTRUCK, interface ENGINE, VENT TRUCK, ROTATOR
Tanker
tanker
UTV
Tender
Tanker
Tender
Hazmat unit
Ctender
Tender/Pumper
Foam Unit
Tanker
Battalion SUV
water tender
staff vehicle
Hazmat
squrt or aerial
PUMPER/TENDER combination
Mobile water supply
rescue tools
Tanker


Which of the following do you anticipate purchasing in the next fiscal year?
70.0%
60.0%
50.0%
40.0%
30.0%
20.0%
10.0%
0.0%
Aerial
Wildland
Heavy rescue
Utility truck
ARFF (Airport Rescue...
Other (please specify)

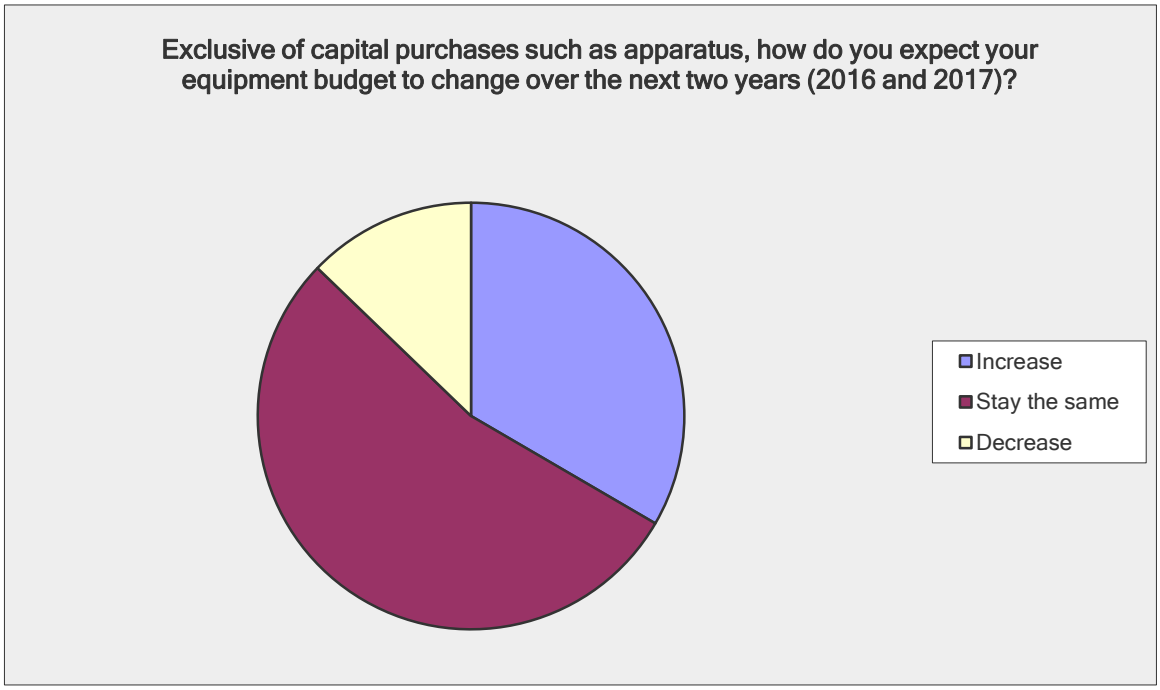
2016 Industry Outlook Survey

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
	answered question	**1050**
	skipped question	**58**



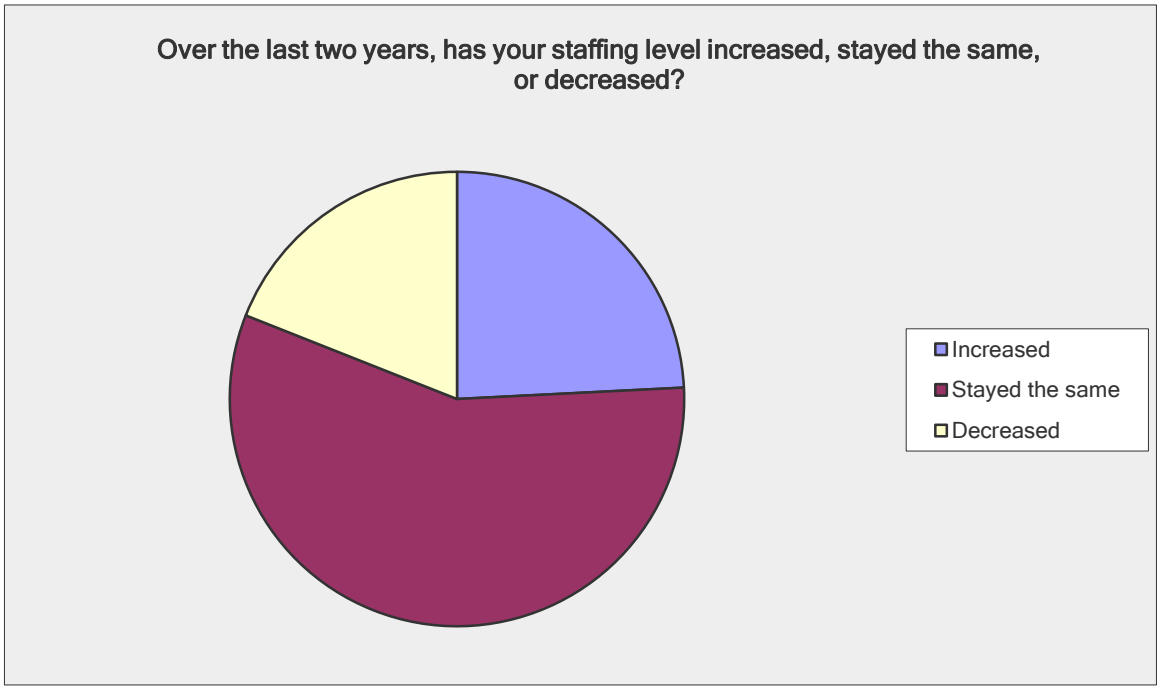
2016 Industry Outlook Survey

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
	answered question	1050
	skipped question	58



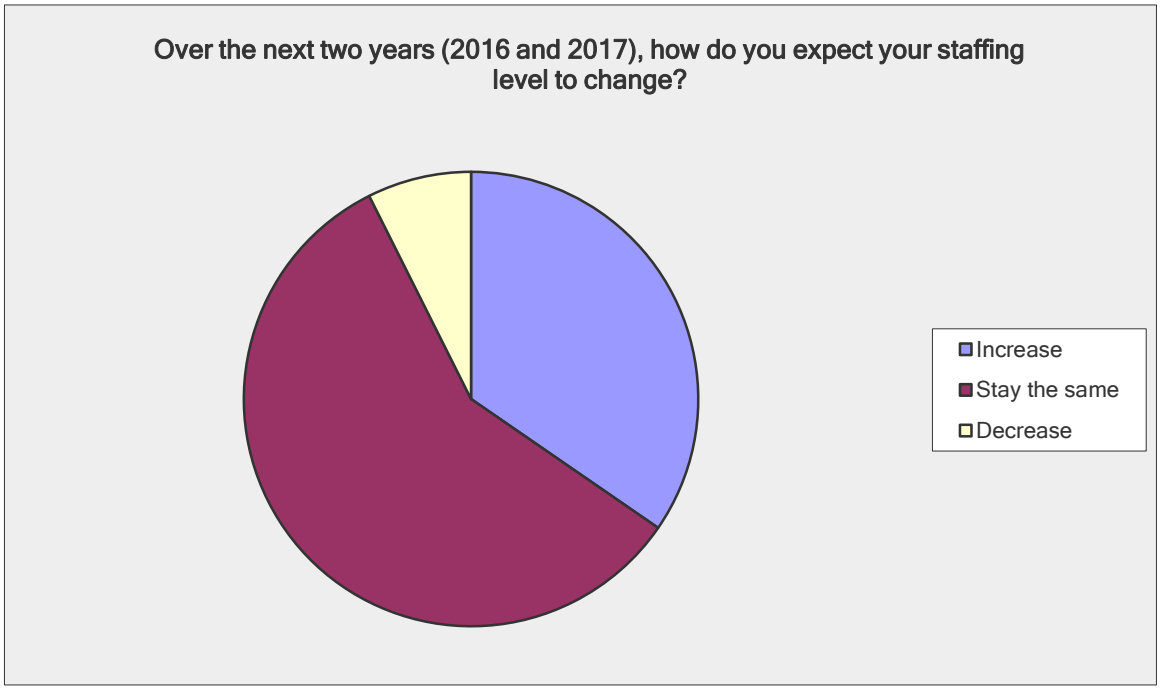
2016 Industry Outlook Survey

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
	answered question	1050
	skipped question	58



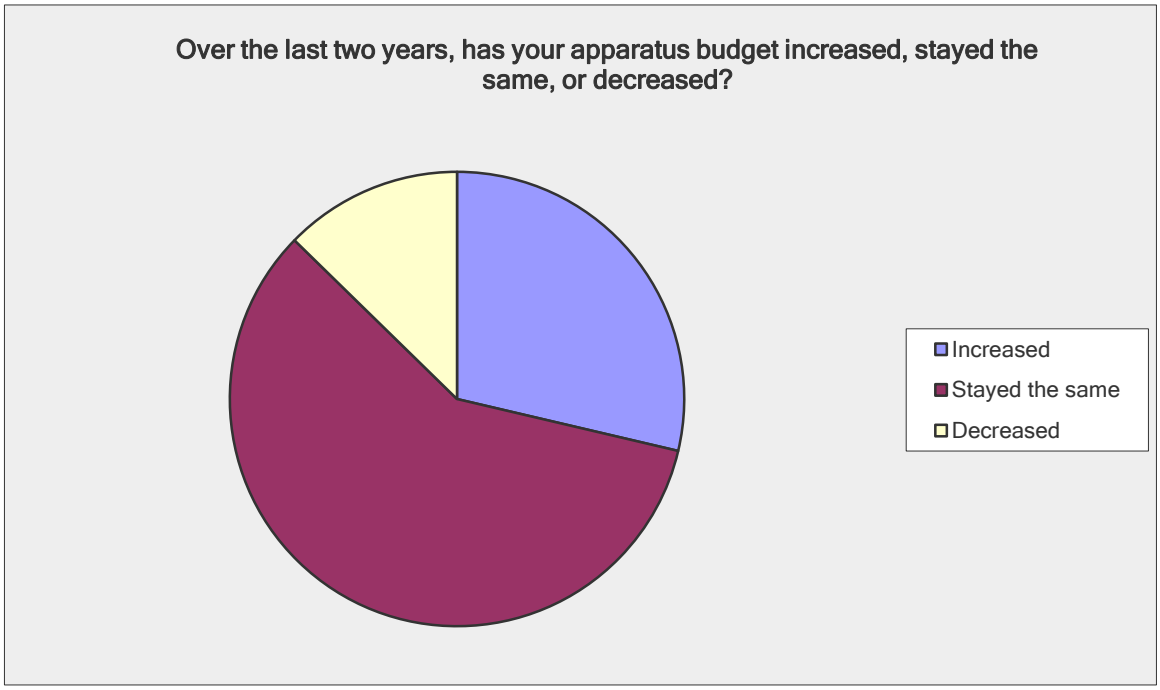
2016 Industry Outlook Survey

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
	answered question	**1050**
	skipped question	**58**



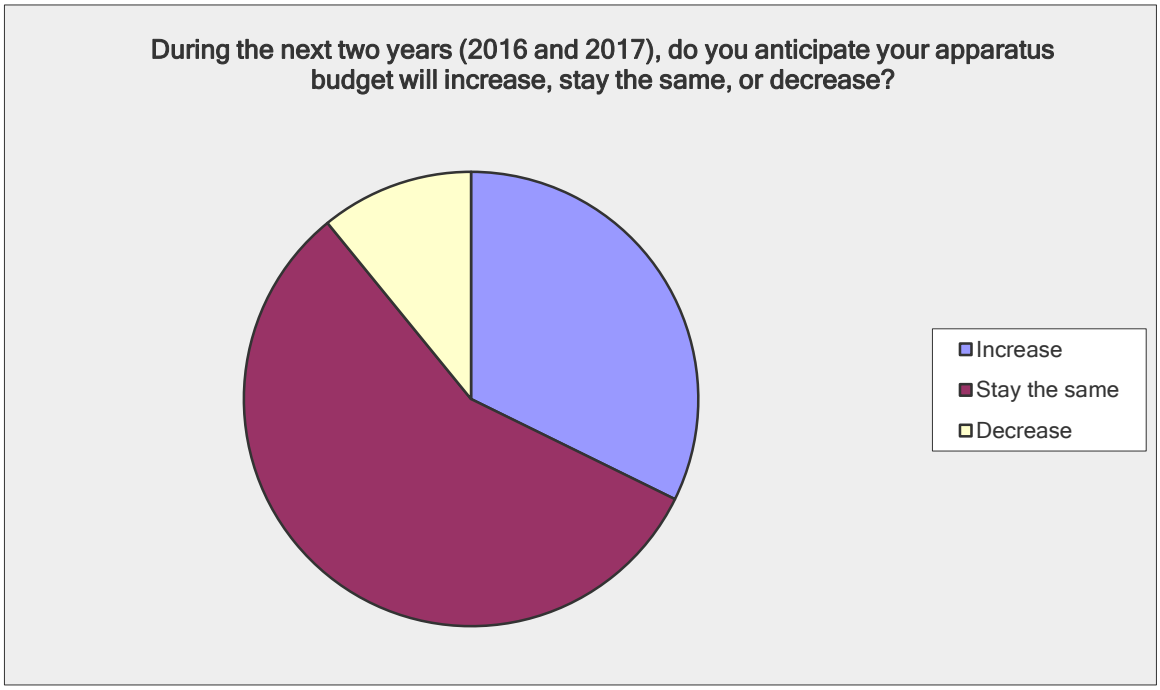
2016 Industry Outlook Survey

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
	answered question	1050
	skipped question	58



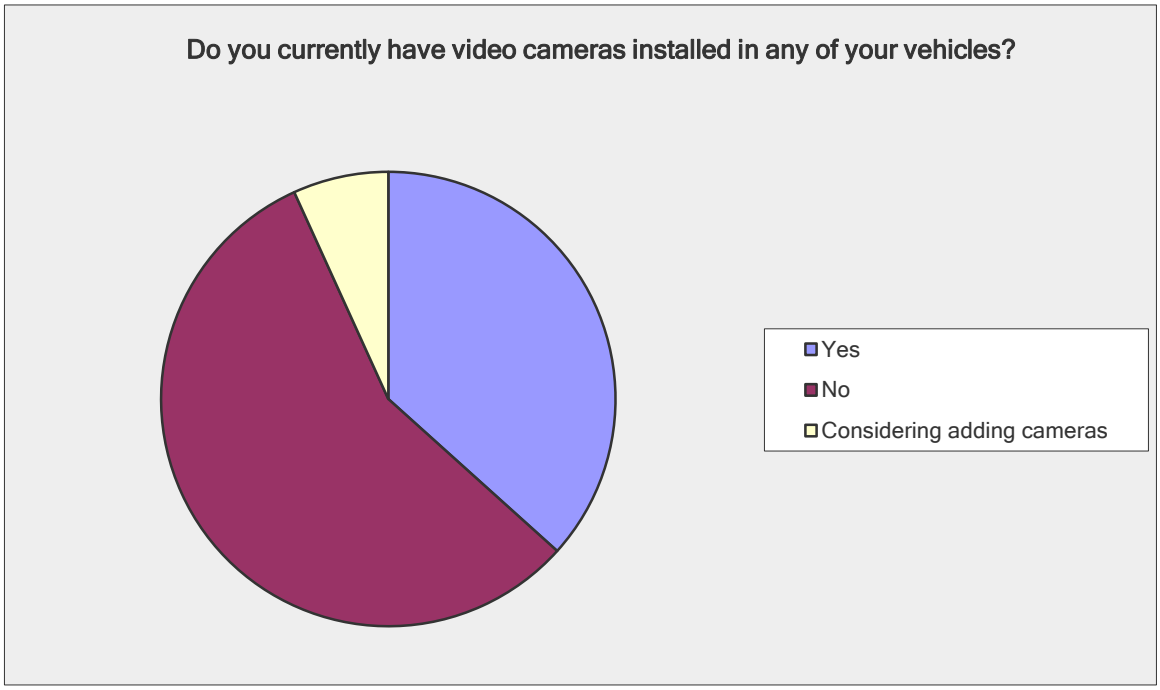
2016 Industry Outlook Survey

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
	answered question	**1050**
	skipped question	**58**



2016 Industry Outlook Survey

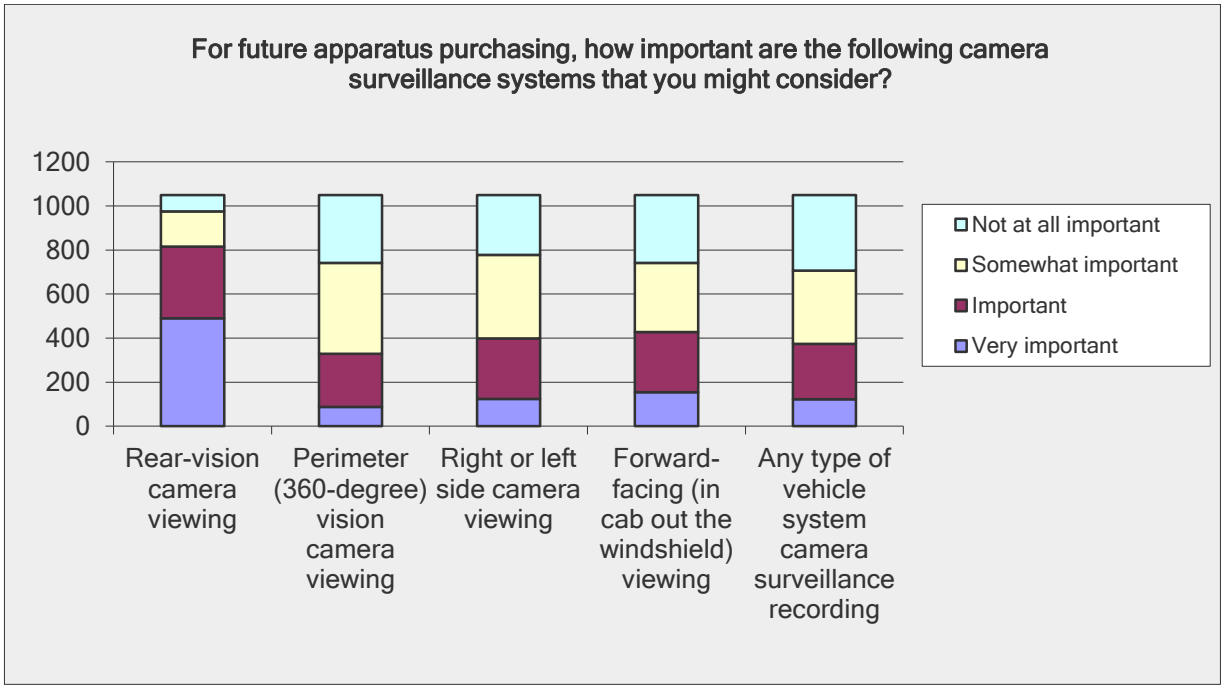
Do you currently have video cameras installed in any of your vehicles?		
Answer Options	**Response Percent**	**Response Count**
Yes	36.7%	385
No	56.6%	594
Considering adding cameras	6.8%	71
	answered question	1050
	skipped question	58



2016 Industry Outlook Survey

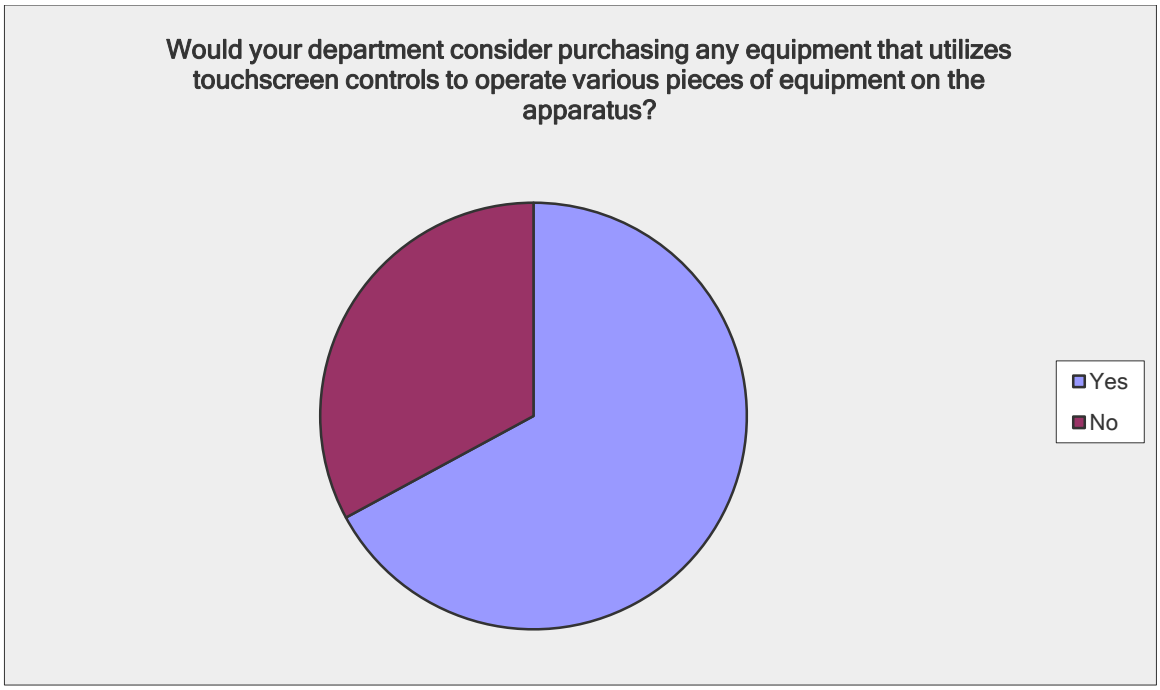
For future apparatus purchasing, how important are the following camera surveillance systems that you might consider?

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
				answered question	1050
				skipped question	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
	answered question	1050
	skipped question	58

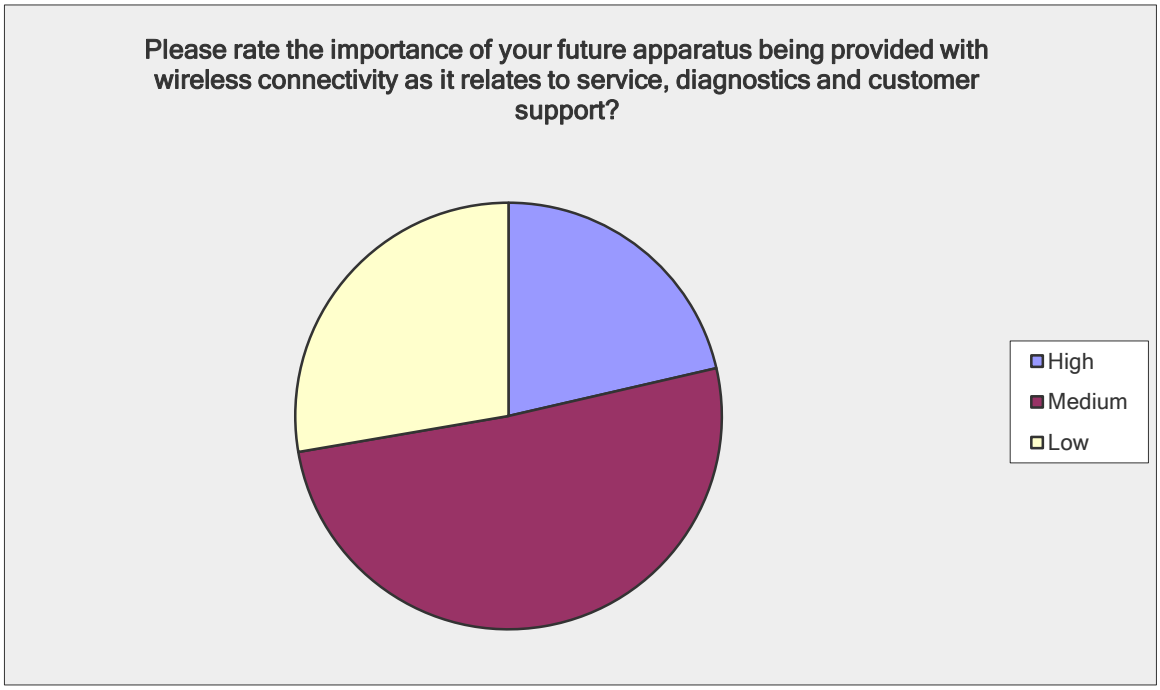


67% of respondents indicated interest in touch screen technology, -

as compared to 69% in 2014.

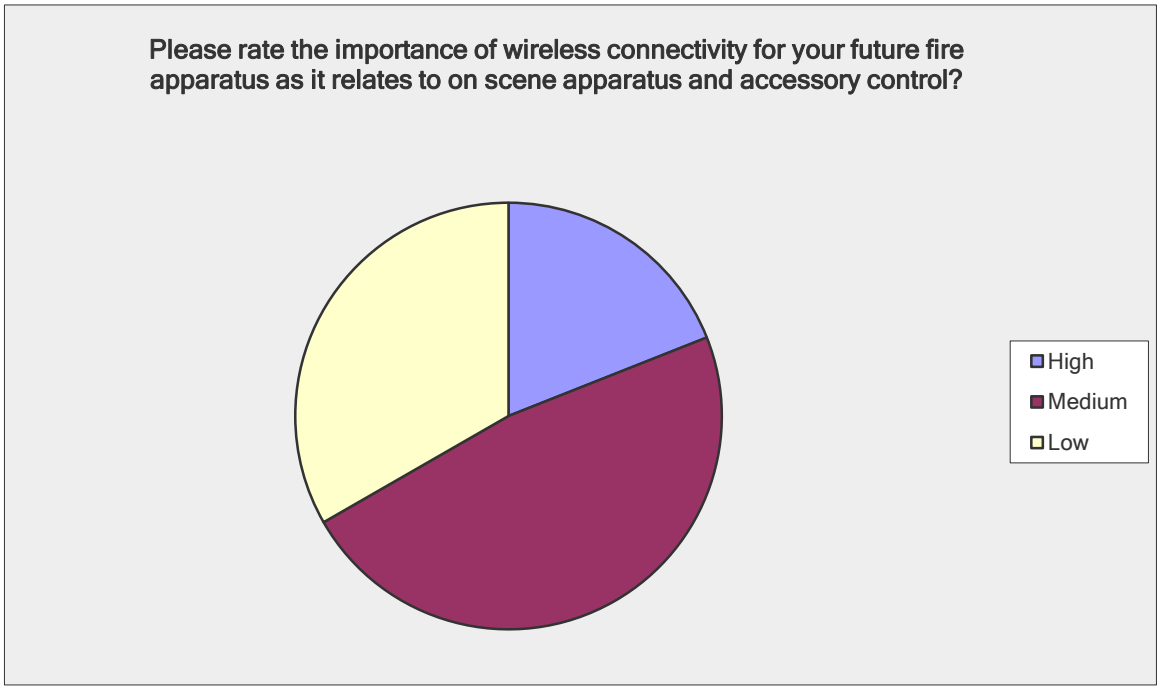
2016 Industry Outlook Survey

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
	answered question	**1050**
	skipped question	**58**



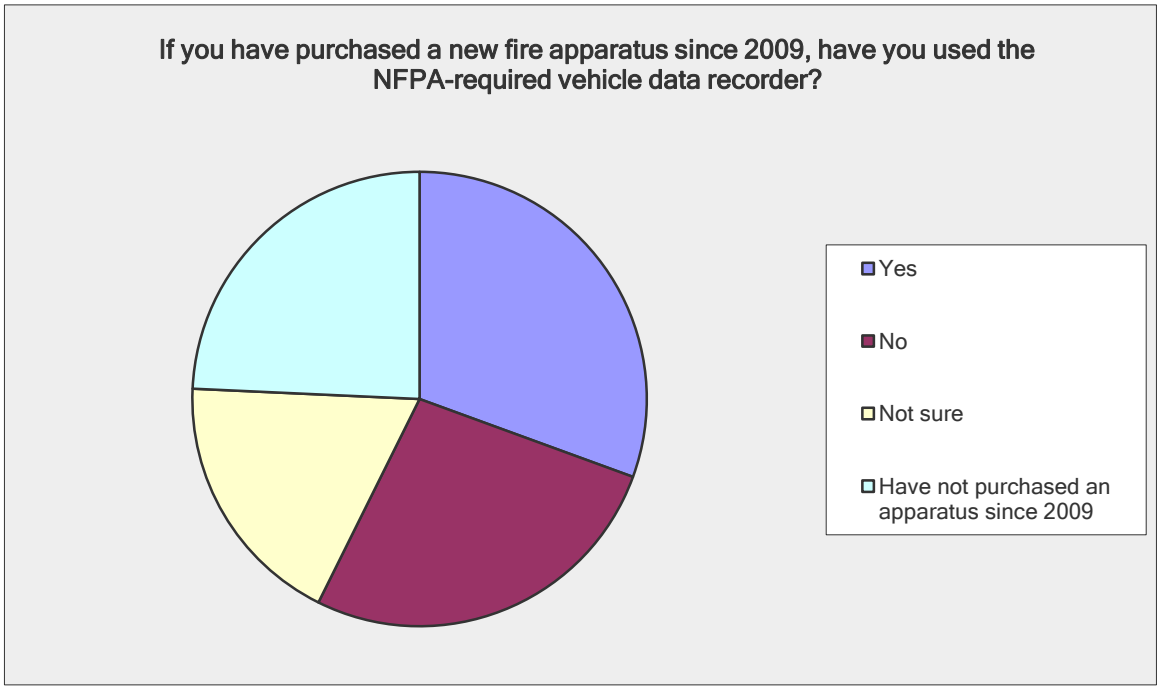
2016 Industry Outlook Survey

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
	answered question	**1050**
	skipped question	**58**



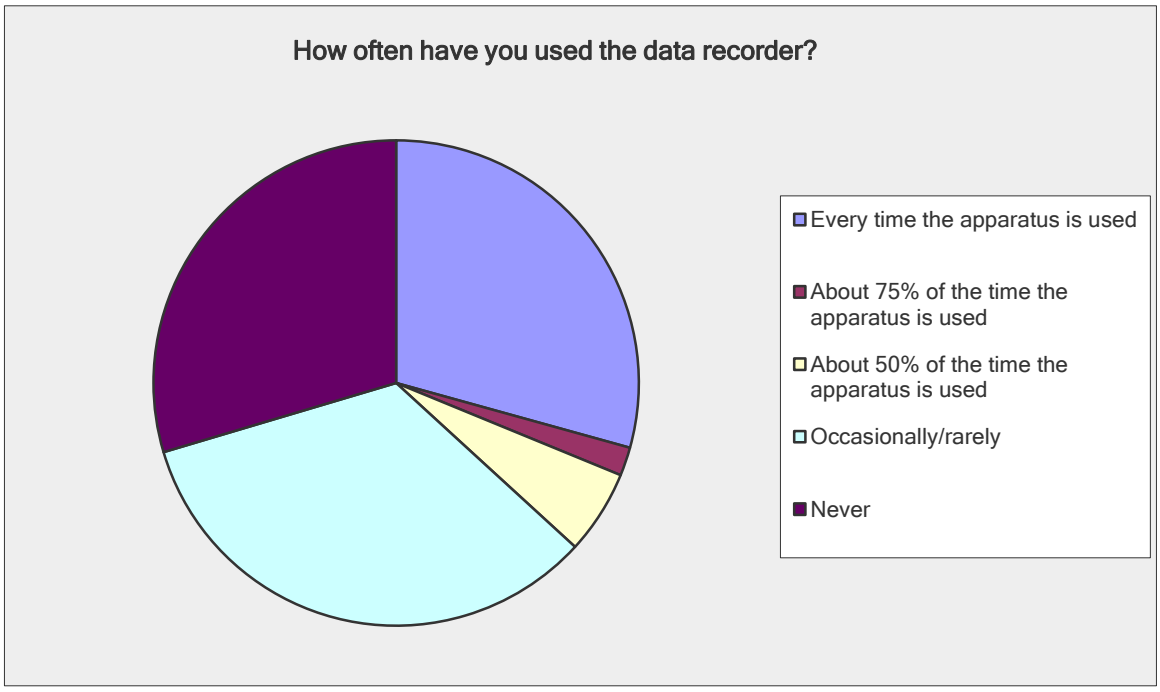
2016 Industry Outlook Survey

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
	answered question	1050
	skipped question	58



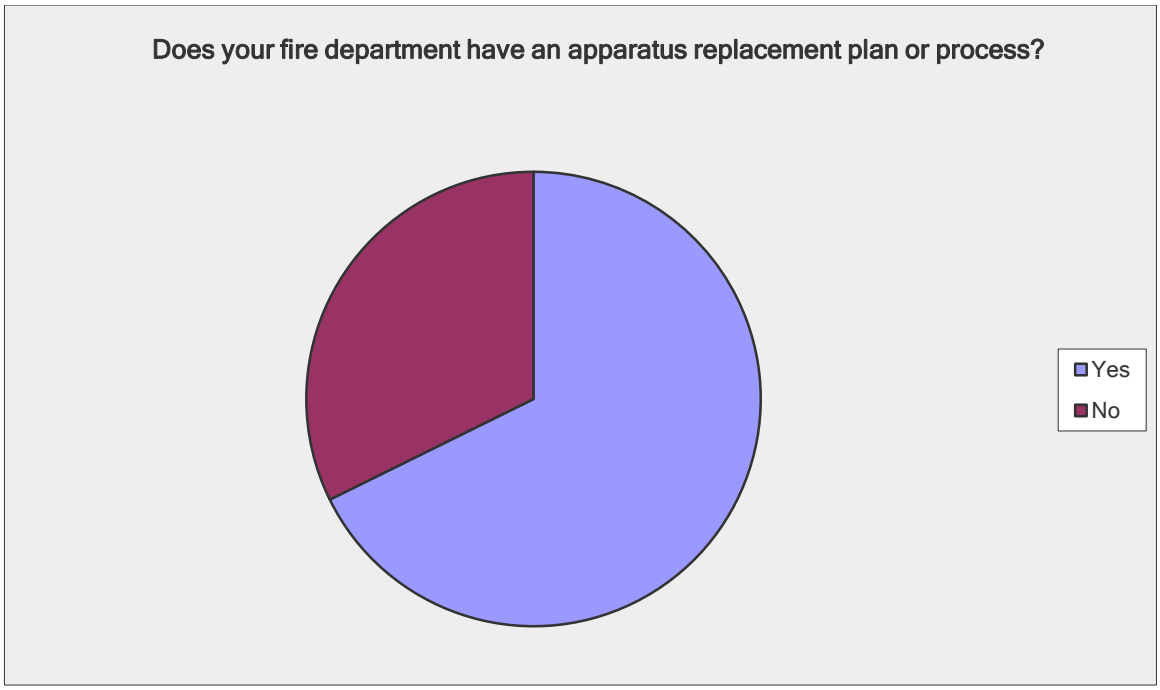
2016 Industry Outlook Survey

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
answered question		321
skipped question		787



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
	answered question	1049
	skipped question	59



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
	answered question	670
	skipped question	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.

Apparatus mileage	Engine hours	Years in service	Cost of maintenance	Other (please specify)
Unknown	Unknown	Unknown	Unknown	Unknown
120000	14000	15	50% of cost	
		Engines 15 years, Aerials 20 years		
		20 yrs engine, 10-15 ambulance		
exceeds specific parameters	exceeds specific parameters	7 front line 10 reserve	exceeds specific parameters	exceeds specific parameters
		x	x	
		10 as a rule		
		15		
		10		
		10		
		20 yrs		
Medics = 100,000 miles		fire Engines = 20 years, Trucks 25 years		
				each unitisrated by ourfleet management
		10		
				City decides
		20		
		15 years		
NA	NA	Over 20years	If it's more than what it's worth.	Safety concerns.
		15	50%	
Yes	yes	This the key player	controls some	
Na	Na	Na	Na	Na
		Trucks older then 20 years will be getting replaced as soon as possible.		
50000		5		
		20 years		
100000		10		
Not relevent	Somewhat important	Very important	Very important	
		10		
30000		15	2000	
		20		
		20 years of service		
		20-25		
		15 year benchmark		
		15 year		
		Replacement process starts at 10 years service		
				unknown requirements

	1000			
				none
only the ambulances get any miles on them		20 years	we suffered a pump failure 2 years ago on a 20 year old engine	
		15	We use this but do not have a specific value	Condition of unit
		12 years		
		25 or more years		
		30 years		
		25 years engines, 15 years truck		
			COMPARES YEAR TO YEAR	
		service life is not longer there	when the maintenace cost become to high	
200000				
			when is is not cost effective to repair we replace	planned replacement schedule as long as the budget allows
50000		25		
		25 Years of service		
				Hybrid of cost of maintenance and years service
No	Yes	Yes	No	
		20		
		15 years		
Secondary	Prime	Prime	Consideration	None
n/a	n/a	Scheduling replacement every 10-15 years	We track this expense and monitor for changes	
		10		
				Mechanical condition and repair cost
		over 10 yrs	high cost and repeat of same repair	
		10		
			COST OF MAINT	
		15		
50,000 for apparatus, 70,000 for officer's vehicles		5 years for first out		
		25	if having constant expensive repairs	
		10		
			When apparatus starts costing more to maintain	

		20		
		NFPA Standard		
200000	10000	20	15000	
			Maintenance beyond our budget	Time spent out of service
		20 years		
Part of overall condition		As a guideline	Evaluate as maintenance gets more costly	
		15 to 20 years we look at replacement		
50%		50%		
No	No	No	No	When we have enough money
25000		10		
		10/15/2016		
			Vehicle shape	
Unknown	Unknown	10-30 years	Unknown	
				age and NFPA compliant
		Usually 20 years and out		
		Age of vehicle 20+	This may become more important for us as vehciles age	Grant money or other funding opportunities always help expidite vehicle purchase plans.
		15-20		
no	yes	yes	yes	
		20 year life span		
		25 years		
		25		
		20 ys		
		about 30 year		safety of apparatus
		Every 10 years		
				N/A
		20-25 years		financial condition of the town
		10 year replacement plan		
		10-13 years	when repairs exceed 26-30% of costs	
		25 years		
no	no	Yes	Yes	Function
		20 years		
X	X	X	X	X
		20yrs		
		Ten	More than half new truck	
		20		
N/a	N/a	N/a	N/a	Everything depends on overall condition of vehicle over time we expect 20 years per vehicle and more
doesn't matter	extreme engine hours	Over 20 years in service	Major high cost repair	Out of service down time

no	no	15-20 25	monitered	
unsure	unsure	depends 20 20	important	
	5	2016	118 YES	yes
Doesn't appy	Doesn't apply	10/12/2016	Some what	combination of the above catigories
x		x 15 20 20	x	
		2	1 half value of apparatus	
25000	10000	20	10000	We replace on an "as needed" basis
30000	10000	29 20	10000	
Various	Various	Age, years in service 10 light duty, 15 medium duty, 2 heavy duty (over 19,000) 25	Varies upon cost just starting to loo at this. yes	Age, NFPA Compliance, Mission, Equipment There is not a formal written plan for replacement, but is done as part of a 5-year capital plan. Mileage and age are considerations
When it exceeds warranty coverage	When it exceeds warranty coverage	Not a factor 25	Analysis of accumulated costs and anticipated costs	Currently meets the needs of the department
n/a	n/a	20-25 years in service 25	Multiple systems becoming problematic	Decreasing ability to support needs
700 nautical miles	500	1	0	
N/A	N/A	20 it seems we replace 30-40yrs.. Ten 20	Increase against age	Function within the department
not used	not as much	10-15 yrs	?	?
100		20 - 25 yrs.	High cost	
-	-	-	-	-

		20		
		25		
	2000	10 years		
		10		
		15	50%	
NA	NA	20 Years	Depending on type of maintenance and costs	
		Yes	Yes	
		We use Year in service as the main indicator that an apparatus needs replaced, based on NFPA Recommendations	Cost of maintenance is a factor when determining refurbishment vs. new purchase	
		10 years		
		15		
				Replace oldest every 5 years
		12		
				age of vehicle
100,000 miles		0r ten years		
		10		
		20 year replacement		
		Year 10 it goes tio the replacement process		
		20		
				oldeest to newest when money becomes available
		10-20 years in service	case by case	
		25+years	Maintenance is also a factor	
		10 years for primary, 20 for rest of fleet		
		Before 15 years		
		10		
			$1.00 CPM on medic units /$0.30 suppot units	
150000	50000	15	20000	
		20		
		20		
100,000 miles	Varies	15 - 18 years	Above $30k annually	
		15-17 years		
		10 years		
				Combination of the above including NFPA recommendation
		20		
		20 Years		
5000	10000	8	na	na

				Condition
299999		15		
Excess of 180,000 Mi on Chassis		30 Plus years	Cost out weighs value	Available apparatus to replace outdated units
		10		
no	no	18	yes	
				Operational function to meet needs
100		10/15/2016	to cost of vehicle	
		20 years		
No	No	15	Yes	
		10-12 years		
		20 years front line - 5 years reserve		
			15 to 18 years of service	
		We have a 20 year plan in place		
Ukn		ukn		
		More than 20/years		
				Condition of the apparatus
		15		
		20		
		18 years		
				age of apparatus and mainteance cost
150K	6 to 8 K	12	depends on age	
			Look at yearly cost and projected cost	
		10 TO 15 YEARS		
Yes	Yes	Yes	Yes	Reliability, In service rates, Obsolescence of parts
		20 yrs for pumper		
		10 year front line/up to 15 years reserve		
		20 years first due		
		15 years		
		17		
no	depends	15 years	yes to the engine companies	
				24 years of age
		20 years		
		10	Increase over previous years	
		15-20		
		20-25 for FD and 10 for RS		
			annual repair cost vs. annual payment	
		20		
		15	Yes	
		20		

		15 years plus		
		20		
		Ten years of front line service		
		20		
		after 15 years to 20 years.		
		30 on the aerial		
		20 years		
		20		
19000	yes	to many	not bad	
		20 years of service		
0	0	25	0	0
Mostly for staff vehicles	we record them, but usually the hours are still ok when an apparatus ages out	With fire apparatus, this is our key measure	If the cost of maintenance is very high, then we may replace an apparatus sooner	
		25 years or older		
		This is the main determination.	If there is an increase in the maintenance cost the replacement may be sped up.	The final factor is always available funding.
		20		
60000	1000	15	60000	
		10/15/2016		
		20 years		
		10		
n/a	n/a	Yes	n/a	n/a
		10 years front line, 5 years reserve		
		10		
85000		15		
		20-25 year replacement		
100000		15		
		20		
		years of service		
		20		
				When we can afford to replace
n/a	n/a	10 years	n/a	n/a
		10-12 for pumpers 15 for ladder/quint 20 for rescue		
		20Years		
N?a	N/A	N/A	Important	We use the NFPA standards
		age		quality of operation
a variable in the purchase process	a variable in the purchase process	a variable in the purchase process	a variable in the purchase process	a variable in the purchase process
no	yes	yes	yes	

		After approximately 10-12 years total service life the vehicle is replaced		
1000		25		
		20 yeARS		
			replace rigs when costs /safety is no longer feasable	
unknown	unknown	unknown	unknown	unknown
100000		10		
		25		Ambulances are every 5 years
Over 100,000	Over 9,000	10/12/2016	When passes X curve for cost vs maintenance When cost of trying to find parts and vehicle no longer NFPA compliant.	
		10 to 15 years		
		30 or over		
		20		
		10		
		10/15/2016		
		Years of service		
		10		
		15		
		18	cost to maintain vs cost of new	
N/A	N/A	15 years front line then reserve	N/A	
			20000	
somewhat	not really	25-30 years of service	does play a large factor	if it passes annual performance tests
		20		
		20 years		
		years of service		
0	0	30	0	
				All the above are taken into account in replacement of apparatus
		10/15/2016		
		Engines 20-24 years		
50000	30000	10	3000	
		20 - 25 years in service		
		30		
na	na	15	na	na
		ISO STANDARDS/NFPA COMPLIANCE		
		15		
		10 years		
		15		

		20 years for engines and rescues, 10 years for grass rigs and tankers		
Total		Total	Trend of cost	
		10/15/2016		
		15		
		7		
		5-20 years		
				Total down time, maintenance costs
120000		10		
100000				
				When we can no longer get repair parts
		15		
		20 years of service		
Not used to determine readiness	Not used to determine readiness	15 year	Not used to determine readiness	Not used to determine readiness
300000	N/A	N/A	N/A	
		Years		
		20		
		20 years		
75000		7		
		15 years front line, 20 years total as a reserve.		
		25		
		20/25	13000	
		Pumpers 10 years in service/ 2 years in reserve	or is the M&O cost exceed 50% of the value, vehicle is replaced	
		20 to 30 years		
				All the above are taken in consideration
		15		
		20 years		
		20		
		20 yrs then gets replaced		
Consider with engine hours	Is important mileage does not tell the whole story	05/20/2016	Replace when cost of maintenance if increasing yearly	Safety for fir fighter
n/a	n/a	20	Over $20,000	n/a
				Every 8-10 years
		22		
1200000	3000	20	10000	
Not a concern	Not a concern	Depending on vehicle type, but 10-20 years	As long as it does not become a burden	
		20-30 years		
Not important	Not important	Not important	Very important	
		15 years		

yes	yes	yes	most important	do not have specific numbers to input
		15-20		
		25 years		
No	No	Yes	Yes	
		20 years		
		20 years		
		15		
Consideration for smaller vehicles	Not a consideration	12 to 15 years on major apparatus	Variable	
		15 years pumpers, aerials		
		Years		
		15		
		15		
		Just reduced to 20yrs from 25yrs		
			When we can't fix it	
		10		
		15	overall	
		8 yrs pampers, 12 yrs aerials	Recommendations of service staff	
	yes	yes	yes	
N/A	N/A	15-20	n/a	n/a
		15		
		10 yrs frontline, 15 reserve		
			When maintenance overcomes age	
Na	Na	20 years	Reasonableness	Na
		15 Years for Pumpers / 20 Years for Aerials		
		20 year plan		
		25 years		
75000	3500	20	0	
		Replacement at about 15 years for most apparatus		
		7-10 years		If the vehicle is constantly in the shop with major repairs.
				Vehicle replacement program
na	na	20	$5,000 a year +	reliability, like engine problems, orsafety issues, like braking problems
		20 years	this is also a consideration	
		15 years pumper so &rhea you rescues 20 yrs ladder		
5000	200	10	50000	
		20 for front line 5-10 reserve		
		20		

		30 for fire apparatus, 20 for ambulances, 10 for others		
		10		
		15		
		Our rig we are getting rid of is 32 yo		
			Yes	
		15 to 20 year		
		15 years	Cost increase on current aging fleet	
		25		
		25		
		Age		
		4		
		20		
n/a	n/a	10 yrs. engine-15 yrs. truck, 15 yrs. rescue	n/a	condusive to rehab
				Depends on many factors like condition and use
No. Very low operating miles	No, Same as above	Yes, striving for approx. 20 year replacement	Yes, but no defined criteria.	
		20		
				Purchase with 10 year note, so buy new every 10 years
100000	Varies	10		
		15		
N/A	N/A	7 yrs front line, 7 yrs reserve for engines, 20 years for ladder and heavy rescue	N/A	Staff vehicles are 8 yrs, support vehicles vary
		12		
not a factor	look at 50%	25 years	continu to monitor closely	
		20 yrs		
		pumpers 25 years tenders		
		30 years		
		20 year life span for large apparatus		
				We are behind on scheduled replacement due to budget
100000		12	Exceeds monthly depreciation	
Not applicable	Not applicable	Main factor	low importance	Insurance Underwriters drives replacment schedules
		yes	yes	
		22 years		
		Right now age is the only factor		
		each apparatus is replaced based on years of service only		

		15		
		20		
				calculation of milage, engine hours and cost of maintenance Historical judgements
		15		
				ulc, underrighter insurince
		30		
		5 to 6 years		
		24		
x			x	
		yes		
		12 years for pumpers, 15 years for aerials, others as necessary	Apparatus specific.	
250K or more	N/A	20		
		more then 25 years		
				following a budget plan Total cost of operation
	Engine and pump hours			Safety inspections
N/A	N/A	25	155000	N/A
200000	5000	22	2000	
		15		
				State of repair - average replacement age is about 25 years when funding available
		15 years for front line 20 for second		
		replacement over 20 yrs	When parts are hard to come by	
		20 years for Engines and Aerials		
		15		
		20		
		15		
				when money allows
		15		
		10 years		
		10		
		age of vehicle	cost of service	
		30 Years		
		10 years		
100,000 on ambulances and staff vehicles	NA	NFPA recommendations	If trending to increased cost of ownership drives replacement	change of need or usefulness of vehicle
		Consider NFPA		
				I am uncertain on the exact replacement criteria

		10yrs for engine 30 yrs for tender		
		yes		
				It is a variable of all the items above using a ranking system
		First line engine are being replace once they hit 15 years, then stay in service for another 10 years as second responding unit		
		15 year front line, 2 years in reserve	Can play a role in depreciation	
		20 years		
		8 years front line, 8 years reserve		
100000	10000	15	Varies	
		10 years front line		
		18-20 years		Technological obsolesence
		20-25 years	budget 20% higher than norm	
		15		
				Budgeting from adminastration
300000	5000	25	over 10%	
		NFPA		
		20		
		12 years front line service life		
		15	Total life costs	
		25		
		Over 20	Excessive costs	
		30		
		20 year		
44500	2509.7	20	2500	When amintenance cost equals or exceeds the cost of new apparatus
100000		15-20		
			yes	
				Working on the process currently
		Varies ,basically 18-20		
		pushed to 9 yrs for engine 15 for truck	cost of replacing parts	
		We have went to a 15 yr. plan		
		16		
120000		10		
		20 - 25		
		Over 20 years		
		consider at 8 not later than 10		
		25		

No	No	20 years	Part of the argument to replace	N/A
We try to replace ambulances at 150K	Do not use	15 for engine	only if it becomes an issue	
	5000	15		
100000	2500	15	50% of cost of truck	
		20		
no	no	12 to 15 years	if it increases	
		15 years pumps / 20 years aerials & tanker		
		front-line 12-15 year life span		
		15year target	excessive maintenance costs	
		15 yrs pumper and 18 yrs aerial		
		years of service	maintenance parts availabily	
		25 YEARS		
		25 years		
100k		10		
100000		10		
not an issue	not an issue	20 years on Engine and Aerials/10 years on medium rescue, squads and support vehicles/5 years on ambulances	documented tracking when annual maintenance costs exceed vehicle value	na
		25	>25% of purchase cost over the life of the apparatus	
		10 years for ambulance 15 years for fire trucks		
		12-15 Years on front line		
usually relate it to maintenance costs		try to keep everything below 20 years	Use maintenance tracking system for cost	
90000	8000	13 - 15	50 to 75%	
		18-20		
			Last year alone we spent $100,000 of four units	
				None of the above are set. All of these are reviewed and a replacement list is formed. Age plays an important part.
		Ten years		
		25 yrs for Pumpers and Aerials, 20 for tankers, 20 for Rescue Trucks		

				condition, needs, value of equip. its protecting, mutual aid availvble?
		20yrs		
100000		15	1/3 value	
			As issues with the truck increase requiring more service time and cost of major service	
		20 years		
1900	1009	9		
miles	hours	years	dollars	rust
		10 year front line service		
		20 years for large apparatus, 25 years for ladder.		
Not sure	not sure, will need to see at the hall	18	N/A	
		20		
				related to cost of maintenance vs yrs of service
		15-20 years		
		20 years		
				When the board gets approved to buy
High	High	15	?	
		15		
100k	Na			
		20 Years for frontline & 30 years for reserve	If maintenance costs became excessive then this would be a consideration.	
150,000 for ambulances and staff vehicles		20 year cycle for heavy apparatus		
		13 years front line depending on condition/cost		
			Ranking on central garage scale	
		10 years service life, the apparatus is either deadline or refurbed, or replaced	if it is no longer fiscall responsible to repair then it will be replaced.	
city miles vs rural service	low	12 to 15 years on front line	60% of purchase price	purpose and runs (heavy rescue) also influence life cycle
		Primary means.		How hard the apparatus has been ran when compared to other vehicles.

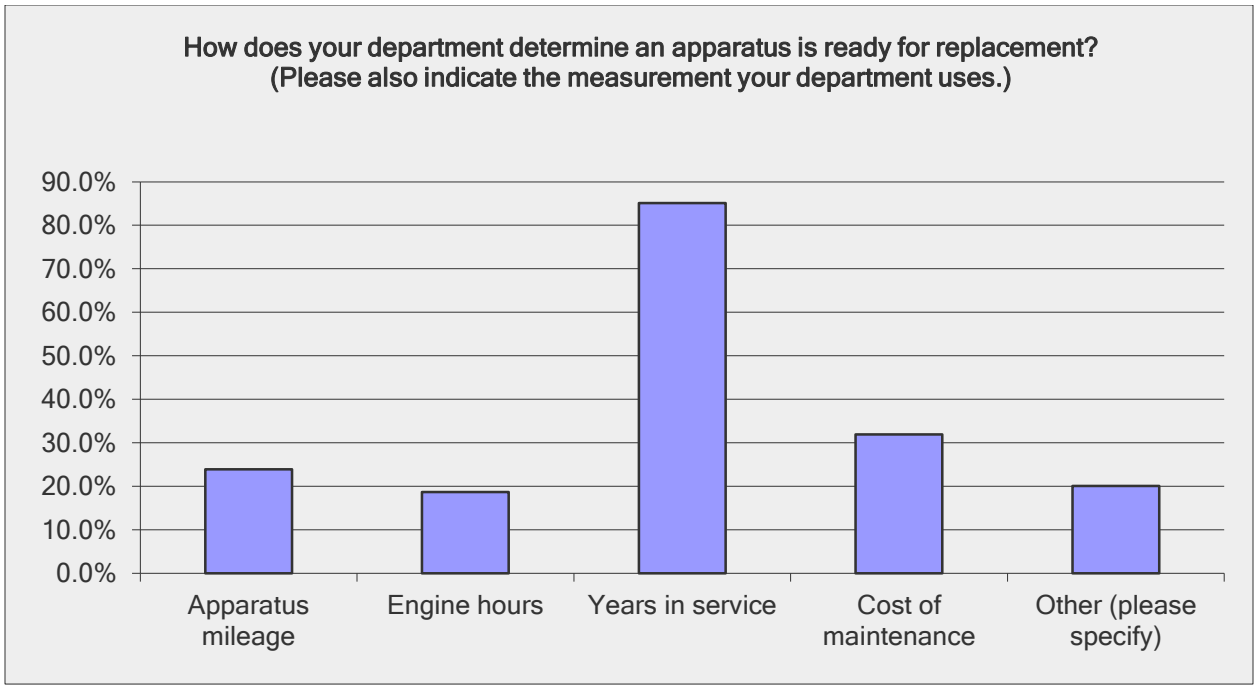
			avalibility of parts vs yrs in service	
		20 - 25		Fire Underwriters standards
		20 years for engines 10 years on ambulances		
		when the truck is 20 years old		
	Hours	Service Hours		
170,000 for non-heavy apparatus		15 - 20 years large apparatus		
50%	0%	25%	25%	
		Just years of service pumps 10 years front line 4years spare		
				years in service
				Years of service by what its use is
Miles	Hours	Not too much, as long as NFPA compliant	Yearly average cost	
			Yes. When cost more to operate than budget can accommodate. mostly cost per mile to operate since we do not put a lot of hours or mileage on our equipment	
		Yes - 10 yrs	Yes - % of cost of vehicle per year	
No	No	Yes	No	
		20		
high mileage		10 or more years		
				Age of equipment
		15		
NO	NO	20 -25	YES	RELIABILITY
				Combination of age, mileage, hours and cost of maintenance.
		20yrs	when becomes a money pit	
		15		
N/A	N/A	25	N/A	safety
			50% replacement value	
		12/17/2016		
150000	?	25 Years	sometimes	
50000	100000	20	260000	
		15		
		15-20 life cycle		
				age
		25		

		10-12 years		
		20 years		
Yes		Yes	Yes	
		20		
		25		
		20 years on engines, 10 years on medics		
		15		
		10		
		15-20		
		25		
		10 years front line, 5 years reserve		
		5-10years for first out engines		
		try to target replacement at 20 years	age and maintenence factor into replacement	smaller crews with no water systems means we run 2500Gal tank engins
Don't know	Don't know	Don't know	Don't know	Don't know
100000		25, Pumpers, 30, Ladder		
				Predetermined replacement schedule
		We try to replace apparatus every 5 to 7 years.		
		20		
100,000 miles for small apparatus		15-20 years for large apparatus		
		10		
		25		
		15+ years for engine- 20+ years for ladder		
		30 years for ladder/rescue and 25 years for the engines		
100000	150000	15	2500	none
23189	102	15	5000	
		20		
		try to replace every 15 years		
		10		
		10 to 15 years		
		15-20		
		Older trucks are moved back from our first response due to unreliability	When maintenance cost becomes more than payments	
		12 years front line, 12 years reserve		
				When we are forced due to age

yes, for Medic- no for Fire		20 as a rule, Maintenance is leading indicator	yes, pattern	still meets our needs- we are a growing community with changing needs
		20		
		15		
		20	Yes	
not a factor	not a factor	a factor	a factor	
		15 year average		
Not applicable	Not applicable	20 years	Not applicable	
		20		
		30		10 years as a front line apparatus when worn, start replacement plan
		10		
		25		
		10 yrs for an engine , 15yrs for aerial		
500000	10,000 -100,000	10/20/2016	250,000-1,000,000	
		25 years		
n/a	n/a	15 years	somewhat no dollar ammount	reliability
				we look at years of service and other factors listed above.
no	no	yes	partial	
		20 years		
		6 yrs front line 5 reserve for Engines / Trucks 8 & 7		
		23 years scheduled replacement of large appratus		
				Reliability
		10 yrs as front line, has yet to happen. current engine1 yrs old		
		10 to 15		
		NFPA		
				N/A
		We are based of years of service		
				all of these items factor in the decision to replace an apparatus
		20		
				a cross between age and cost of maint and reliability
		20		
		15 yr replacement		
				Federal Replacement schedule
		20 yrs		

				obsolesce as to function and safety
		10		
		20		
		Number or years not hours or miles every 8 years on Engines and 2 years on MICU		
		15		
		10-15 years	when it outpaces replacement	
		10/10 years front line/Reserve 30 years Truck		
			when it cost more to fix than what the vehicle is worth	
Not Important	Not Important	Not a big deal	Most Important	
		yes		
		15 years		
		07/10/2016		
		8		
		10		
		15		
			Cost of maintenance vs. time out of service vs. viability of vehicles	Reliability of vehicle and manufacturers assistance in rectifying the problems
		21	is a factor	
		years		
		20		
		More than 10 years		
		15 to 20	percent of total maintainance	
		20		
		15 years	yes	
		15 years for pumper, 20 for aerial devices (mandated)		
		10		condition
		20 years of service, replacement at the next available bond cycle		
		20		
		Oldest to newest	if an apparatus is becoming a money pit it will be replaced	
		20		
		4 year cycle		
100000		8		
		20		
		15		

Not applicable	Not applicable	20 year lifespan	Not applicable	Not applicable
			Time to maintain, and costs	ability to keep up woth needs,ie obsolescence
36000	50000	15	9000	
		20		
		15		
		20 years for Fire Trucks 10 years for Ambulances	If it begins to exceed 50% of the cost of replacement	
		20	history, parts and service availability	
Miles/hours may cause an apparatus to be replaced sooer or delayed when compared to years.	Miles/hours may cause an apparatus to be replaced sooer or delayed when compared to years	Primary tool used based upon type of apparatus.	May cause an apparatus to be replaced sooner.	
		20 years		
			Major repairs	
		15		
				Our vehicle plan is out of adjustment due to previous finances
120000		12		
	Yes		Yes	
		25 years		Change in department operations
		15-20years		
		20 YEARS		
higher milage	high engine hours	20 years	$25K	
		5-7 Frontline then 3 reserve		
Odometer	Hour meter	Yes	Yes	
		10 to 15 years		
		12 yrs for engines, 20 yrs for ladders	When maintenance costs exceed value of the apparatus	
NO	NO	25	NO	NO
		20 years		
		20 years engines and rescue, 25 years aerials		


How does your department determine an apparatus is ready for replacement? (Please also indicate the measurement your department uses.)
90.0%
80.0%
70.0%
60.0%
50.0%
40.0%
30.0%
20.0%
10.0%
0.0%
Apparatus mileage
Engine hours
Years in service
Cost of maintenance
Other (please specify)

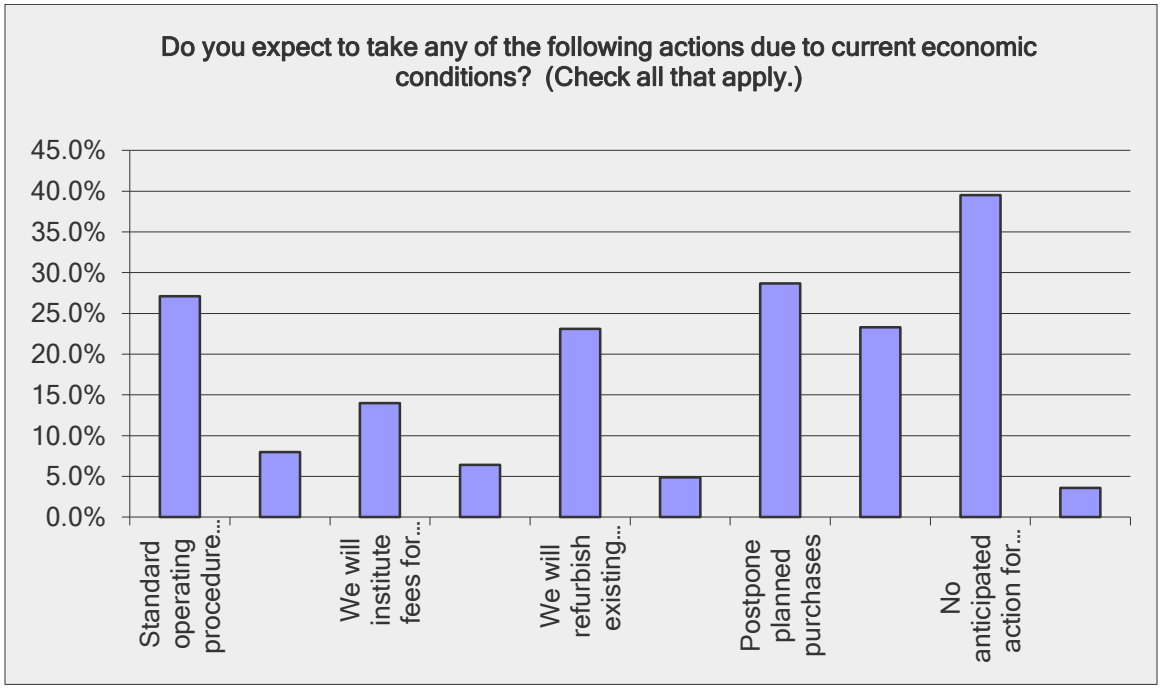
2016 Industry Outlook Survey

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
	answered question	1009
	skipped question	99

Other (please specify)

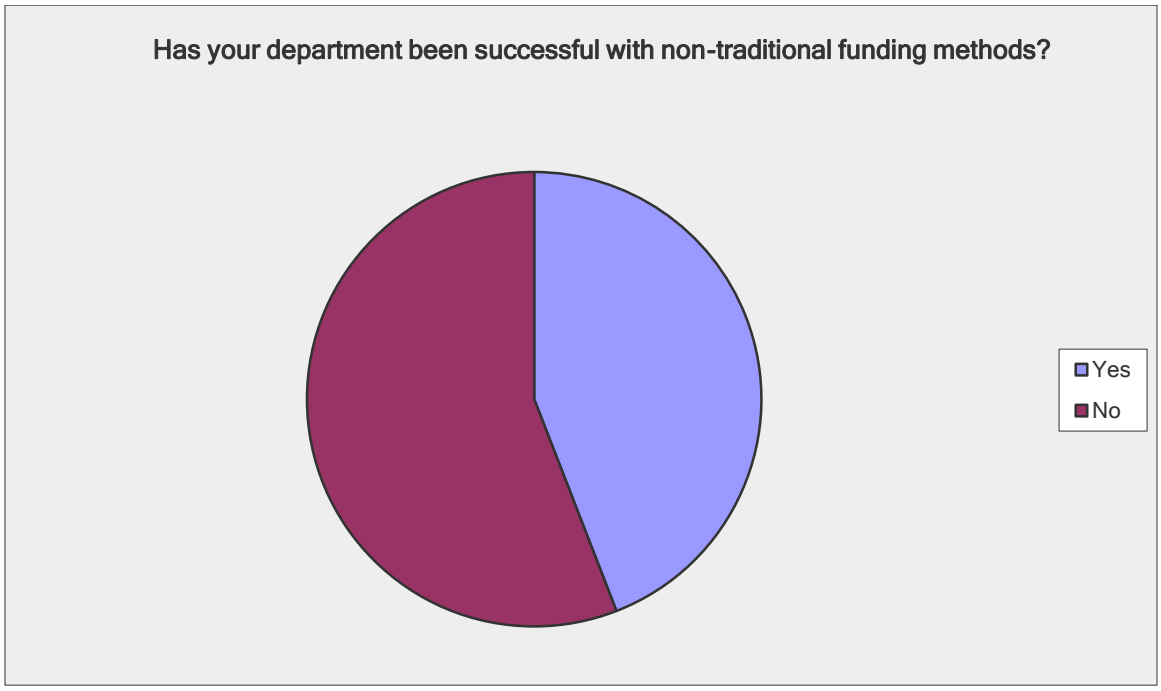
Continue with plan and accounts
Seriouly looking at used equipment
Buy new equipment
buy used
We always need to be cognizant of Illinois policy makers in Springfield.
Depends upon Grant Funding
Convince the County to fund our Capital Improvements program.
We will refurb ambulances
No Changes
We will look at refurbish and do a cost analysis, we have done this in the past.
Seek new vendors that can accommodate lower prices while maintaining our specs.
Reduced apparatus replacement funding
Seek Grant funding for Rescue Vehicle replacement
None of the above, but better planing with the City Administration to keep them informed on the replacement scheduling for budgeting improvments
We were able to pass a levy that has stabilized and reinforced our capital improvement budget.
postpone a new station build
Plan to purchase to fit the need
Will save prior to purchase. Will probably purchase used
buy used pumper and a used tanker
Unknown at this time
Review when the time comes to refurb or replace
We may begin to explore commercial chassis apparatus in lieu of custom chassis.
we will very likely be merging with larger department
15 years ago we invested heavily in American LaFrance Fire Trucks, not that they're out of business, we can no longer acquire replacement parts, so we're replacing those trucks as fast as we can, even if the apparatus is presently running well.
Look at finance options
apply for a grant to help purchase a fire truck

We already have instituted fees for service
We will refurbish and purchase new apparatus
Less options
Strengthen prevention measures at the operating sites (left side of the bow-tie) with focus on risk management- greater effort on the prevention and preparedness barriers, with reduced dependency on response and recovery efforts. More detection and protection systems on the operating facilities. Less dependency on response vehicles with large crews and extinguishing media. Demountable pods (foam, rescue, hazmat) are being considered - multiple use of Carrier (Truck with 5th wheel - Tractor)
Similar apparatus, but more of a focus on needs vs wants. Cost benefit to all options. Less expensive chassis, engine, etc.
IN the last year we purchased two used apparatus to replace unsafe units. We routinely remount ambulances. We just got approval to buy several new apparatus.
Refurbs are to rebuild a reserve fleet
Although Economics wouldn't force us to, we would like to ignore some NFPA Requirements that we regard as totally stupid.
The county is purchasing a used (but still newer) aerial for our first ladder struck.
Long term already included the potential for refurb, some consolidation due to response changes - engine and tender combined into one new tender with a pump



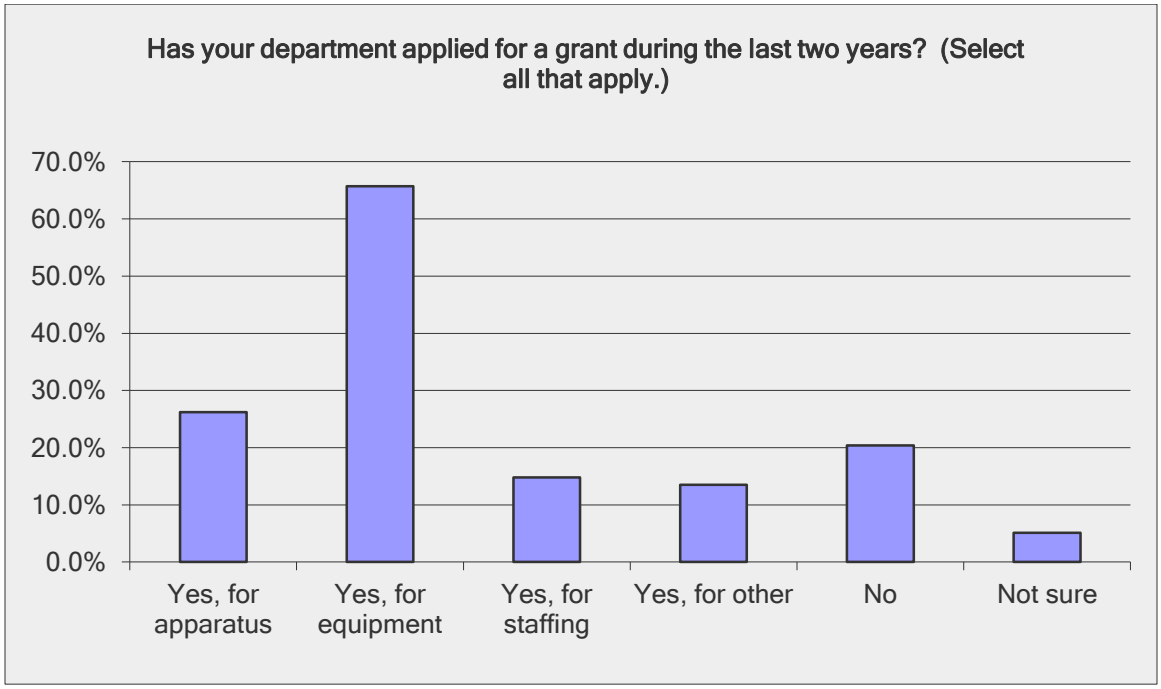
2016 Industry Outlook Survey

Has your department been successful with non-traditional funding methods?		
Answer Options	**Response Percent**	**Response Count**
Yes	44.1%	445
No	55.9%	564
	answered question	1009
	skipped question	99



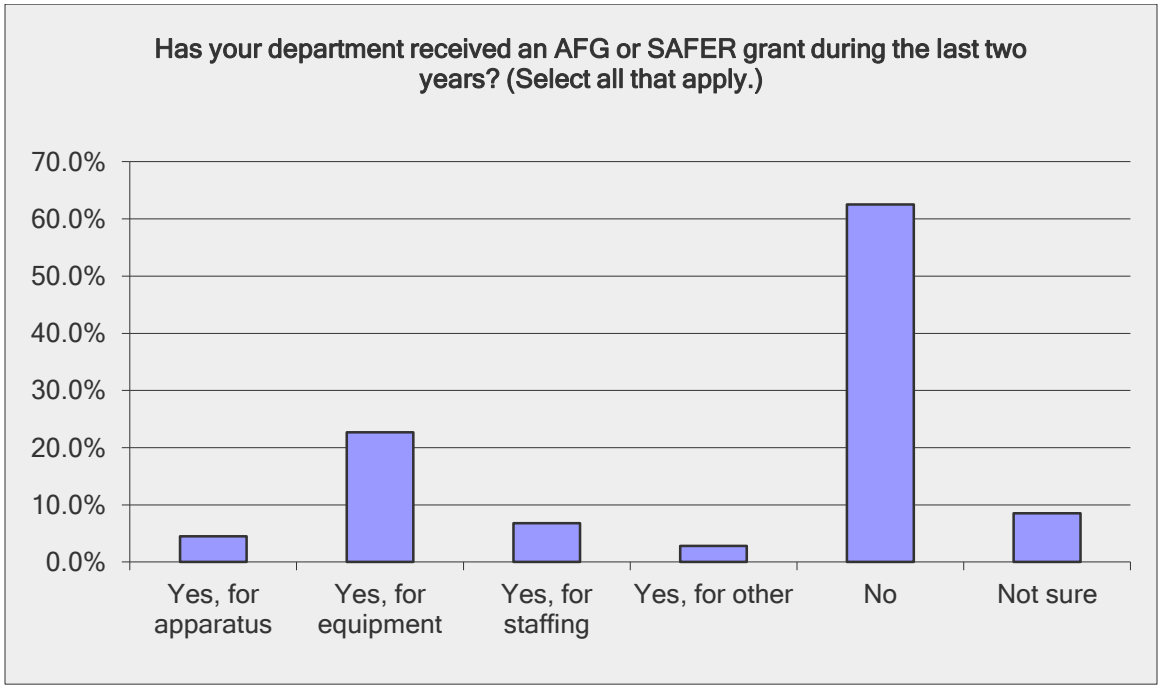
2016 Industry Outlook Survey

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
	answered question	1006
	skipped question	102



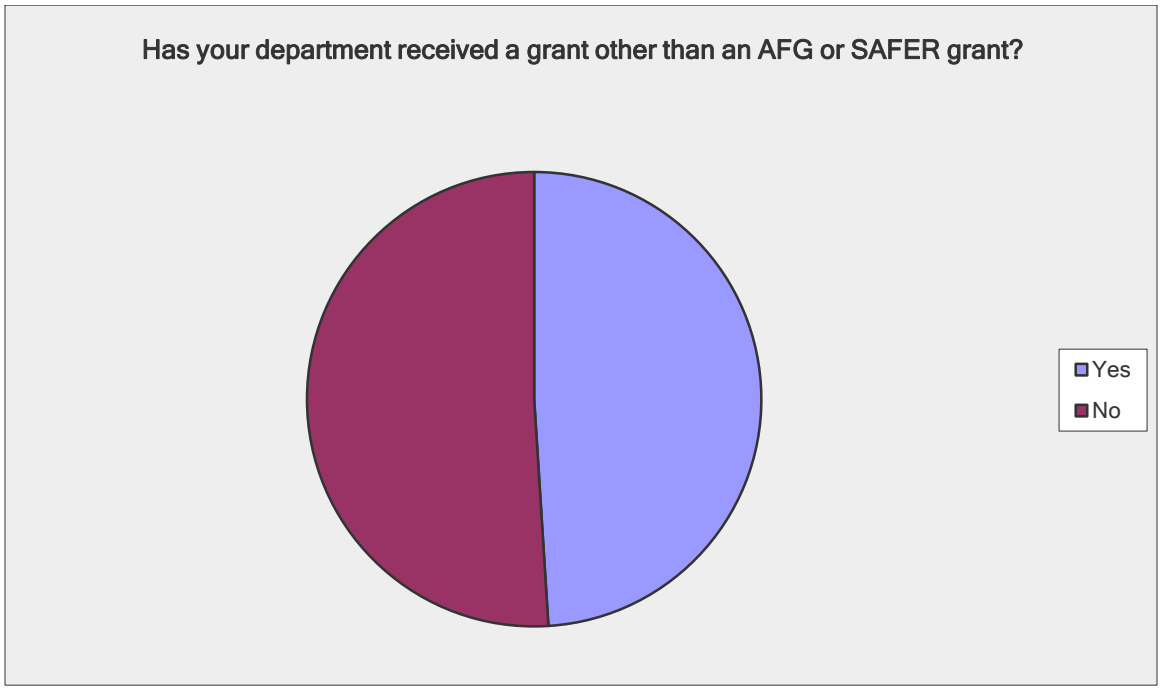
2016 Industry Outlook Survey

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
	answered question	1006
	skipped question	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
	answered question	**1006**
	skipped question	**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
	answered question	**419**
	skipped question	**689**

Grant Name	$ Amount of Grant
Unknown	Unknown
fema	267000
Fire Prevention Grants	Not sure of total amount
unk	unk
walmart	1500
Ohio BWC	40000
safer	61000
homeland secrityport grant	200000
State of TN Forestry Grant	3000
Midewalkin AED grant	3600
PA state commissioner's grant	13000
Safer	20000000
Texas Forest Service Grant	109000
VLCT Safety Equipment Grant	5000
Not sure	Not sure
Motorola Solutions Foundation	5000
FM Global	1200
tums	500
Aaa	5000
FEMA Training	10000
RSAF Virginia Office of EMS	89000
Various	Various
0	0
FAMA	not sure
STATE OF ILLINOIS BUILDING GRANT	150000
nebraska forestservice	2600
Texas Forest Service Insurance Reimbursement	1100
Mississippi Forestry Commission	2000
MAWC	1200
Cal Fire	12002
NCSFM	30000
community foundation grant	5000
Black Hawk County Gaming Association	150000
GIF	15000

Louisiana Department of Agriculture and Forestry Grant	2688
?	
Georgia Municipal Association	6000
HUD community grants	750000
VFA	10000
Member Item Grant from the state legislature	20000
Fire foundation	75
OHIO AAG	10000
State fire grant	
DNR	1500
an EMS grant	25000
Wildhorse	18000
BWC Grant	44000
None	0
Enbridge	1000
AFG	150000
Operation round up	7000
comm. fondation grant	9.874.00
Bob White Memorial Grant	25000
State fire Marshall	12500
Ste, Genevieve Community Grant,// MFA	2775.00//1,300.00
Wildland Grant	
NRC	6 M
MMRMA Risk Avoidance Grant	$1,500 (aprox)
Local Government Risk Management Services	3000
Berwick health and wellness	3000
none	none
None	0
Prairie Meadows Community Betterment Grant	5000
AFG	$1M
Ms forestry	1500
firefighter safety equipment	40000
MDOT transportatio	163000
Not sure, it was for PPE	25000
Code Blue, State of AK	54000
	11400
Lowe's Building upgrade	30000
VLCT PACIF	1500
travis root	118
State Grant	11000
N/a	N/a
State Fire Marshall Grant	70k
?	?
Kansas forrestry	3500
Local electric company	2500
Local Grants	$1500-$2000
Afg	77000
	90000
Georgia pacific bucket brigade	5000

PA Fire Grant	12000
AFG	365000
VFA	5500
Omnitel Community Grant	1000
Various Private	Total ~$50K
Daughtery Foundation	50000
I can not due to that was a requirement to getting the grant	
N\A	0
Texas Forest Service	
None	0
PPE	20000
State Legislative Member Item	10000
Iowa EMS	2000
Idaho Community Foundation	3000
Ohio EMS Grant	1500
SAFER	92000
?	?
Forest service	5000
AFG	111000
LEMPG	7500
NA	0
calfire volunteer assistance	10000
Ny forestry	2000
Local grants	Under $5,000
EMS	Not Availible
NC State Office of EMS	50000
PEMA	12000
Pennsylvania State Grant	various
Firehouse subs	
Firehouse Subs	15000
AFG	520000
PA State Fire Commisionee	15000
Northwest Credit Union Rural Grants	5000
CoServ Charitable Foundation	13500
NC State Fire Grant	30000
Wildland	12000
LEPC	4000
Nys dec forestry grant	1500
N/A	
NC Rescue Grant	12500
State senator discretionary grant	65000
PA Firefighter Grant	12000
Firehouse Subs	19000
Comunity Grant	2000
Unknown Indian Gaming Fund	250K
ny state	2000
Seward Live Fire Training system	289500
VFA	5000
NC DOI	6000

PA Fire Grant	15000
none	
State Forestry Grant	5000
NC Volunteer Fire Grant	15000
AFG	160000
AFG	900000
Rescue Squad Assistance Funds	Multiples - Approx 250k
HB2604	155000
Horseshoe Foundation Grant	Don't Remember
State Grant	$1.3 million for a Platform $800,000 for a Haz Mat
NA	NA
Timken Foundation grant	80000
unknown	unknown
Pa. fire comm. office	13500
reinvestment act	1000000000
None	0
PPE Grant from a local insurance agency	30K
Forest Service	22000
Numerous local grants	Not sure of total amounts
GTBA	2000
State Fire Fund Grant	50000
Department of Natural Resources	Estimate (5,000)
local grant	2000
Don't recall off-hand	
?	dont know
Forestry Grant	5000
Local Hospital	$100k
PA state grant	14000
SCBA repacement	unsure
Private from 3 major industries in the district	45000
MN DNR	4000
Ste. Genevieve Comunity	2775
emergency managnement	not willing to disclose
Embridge Pipeline	1000
Ohio Bureau of Workers Compenmsation	40000
PA fire grant	11250
FEMA Safety	480000
Virginia Department of Forestry	2500
AFG	300000
FM Global	2000
Through the Ohio State Fire Marshal	5000
N/A	N/A
Alabama Forestry	1000
AFG	140000
None	
Pager	40000
Not sure	Not sure
AFG	110000
Physical fitness Equipment	?

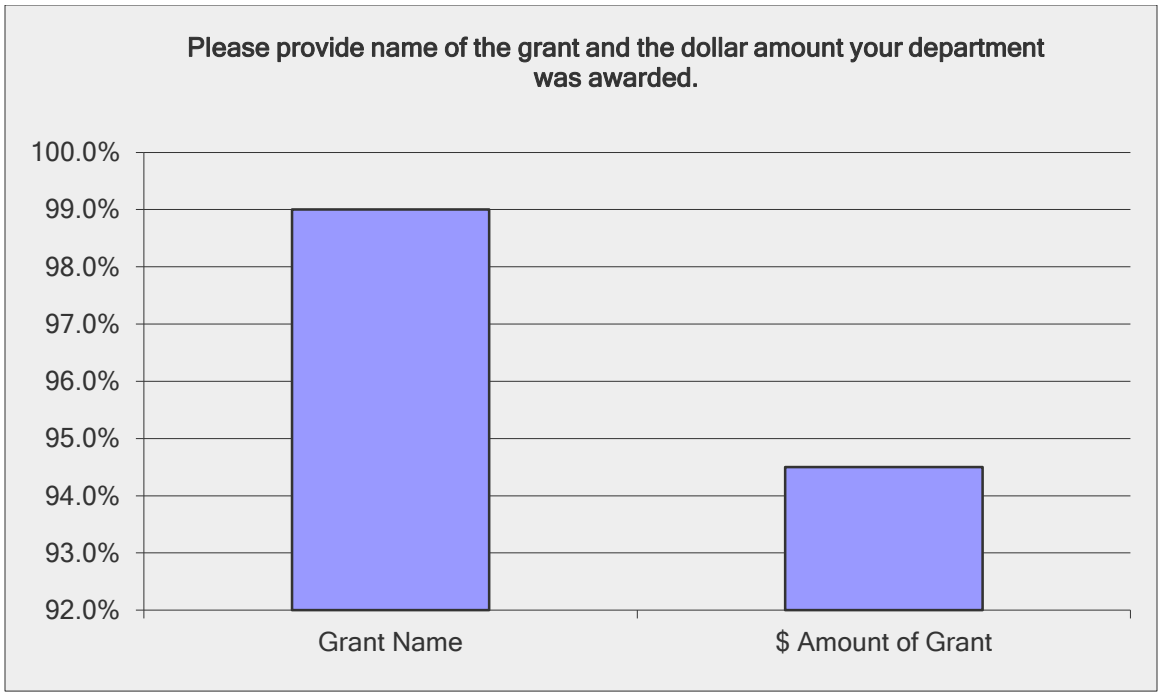
forestry	2000
DCJS	10000
Firehouse Subs Public Safety Grant	11000
Forestry grant	1020
unknown	5000
Michigan DNR	2000
USFWS	5000
Not sure	Not sure
AFG	80000
Forestry grant	5000
Missouri Department of Conservation	3000
KBEMS Homeland	20000
community foundation grant	21000
AFG grant	175000
TEEX	2500
Constitution PipelineInc.	16000
ag grant	15000
0	0
Forestry grants	5000
Not sure	10000
Wi dnr	3000
Office of state fire commissioner	11200
Louisiana Forest grant	7000
N/A	
IDHS Grant, Embridge Grant	4500
State fire marshal small equipment	20000
A wildland grant through national parks, not sure of exact name	117000
Illinois fire Marshall small equipment grant	26000
Community Devolopment grant	7500
State of Ohio EMS	4000
local grants (not large)	I do not have the data
D.N.R. Grant	4400
Unknown	Unkown
State volunteer grant	2000
tag	160000
Cat Forestry	5000
NYS DEC	1000
Wildland	2000
RFA	12000
Forestry	1000
COPS GRANT, UASI GRANTS	75000
WV Governors Community Participation Grant	5000
N/a	
Texas Forestry Training	600
Forestry	Not sure
Local Mfgr grant for fire education	10000
Unsure	Unsure
Ohio SFM equip. grant, MARCS radio grant	37431
Texas Forest Service	10000

EMS state grant	Unknown
VDOT matching funds	5000
VFA, AFG	10K, vfa, 23K afg
Texas Forest Service 2604 money	15000
na	na
Colorado DOLA	2000000
0	0
Cedap	40000
A	50000
AFG	500000
AFG	64694
Wisconsin DNR Grant	5000
Wildland grant	8000
Homeland Security	75000
AAA	1000
FEMA	5000
PA State Fire Commissioner Grant	30000
Forestry	2500
safer	unknown
Not Sure it was for EMS equipment	around $30,000-$40,000 I think
CalFire VFA Grant	11500
Several	600000
NA	0
Wisconsin DNR Forest Fire Protection Grant	Approx $7,800
	0
Illinois American Water	1000
Volunteer Assistance to FF--Forestry Service	4000
ford family foundation	50000
Ohio state marshal	10000
don't know name, it was a comunication grant	
Gaming Prop 202/Homeland Security	$90,000 & $59,200
Not sure	Not sure
Travis manion foundation	8000
VFD Grant through Department of Lands	3000
DNR	1600
DEC wildland grant	1500
can't remember	
Missouri American Water	2000
unknown	
Lions Club	5000
PA state firemen's grant	15000
Utah Fire Department Assistance Grant	7048
Safer Schools, Title 3	90000
AFG	26500
Afg	15000
?	?
SCBA	68000
I am aware but cannot remember	appox: 10,000
Dormitory Authority of NY	unsure
Thermal Image Camera	25000

Va Dept. of Forestry	1500
Don't know	75000
Volunteer Fire Grant Colorado State Forest Service	3000
Ohio EMS Grant	5000
fire	12000
Various for EOD, etc	?
Unknown was for roof ventilation prop	Unknown
North Carolina Fire Fighter Assistance	30000
Firehouse Subs Grant	2000
Firehouse subs	5000
HSEM grant	52000
AFG	140000
Wildhorse Foundation	20000
Not available	
DGH	21000
SHSP	16000
TransCanada Pipeline	7500
N/A	N/A
Safer Grant	Unknown
UASI	lots
DHS grant administered by the New Orleans Region 1 Urban Area Security Initiative (UASI)	2604
FM Global	600
AFG	700000
EMS related	Cost for training manikin / combined use with college
AED Grant	a couple of thousand
Firehouse Subs	10000
FM Global - for smoke alarms purchase	1550
NYS Grant	40000
FM Global	2500
USDA RURAL DEVELPOEMENT	5000
Empg and shgb and legislative	100k
na	na
State Grant	
Consumers Energy	2000
Fire House subs	20000
AIP	750000
Grant in Aid	30000
Unknown	
RHSOC	21000
I'm unsure	monies for medical equipment bone drills
State EMS Equipment	2500
Various foundation grants	Approximately 10,000
Wisconsin Sprinkler Association	2000
CDBG	150000
Missouri Dept. of Conservation	3000
Johnsonville Community Development	20000

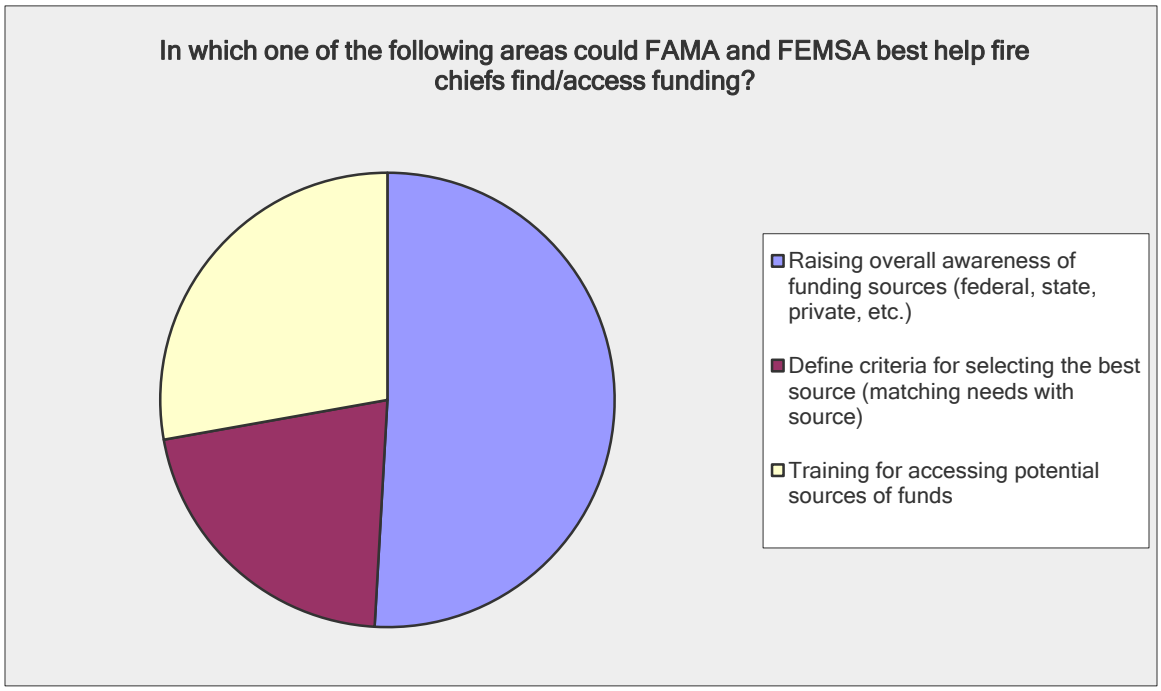
DNR Phase II	12000
CERT	25000
AFG	400000
NYS LEGISLATIVE GRANT	10000
GOHS	25000
N/A	
FAA	?
AFG- Apparatus	880000
N/A	0
NC Fire grant	30000
OTS	32000
NYS DEC	1000
Wildland Fire Fighting	1000
Firehouse Subs	14500
unknown name	12000
unknown	0
Unknown	I'm not the grant writer
SAFER	1200000
State forestry Grant	1200
Forestry service	7000
State Wildland	4000
Private	Not listed
PA Grant	~$11,000 per year
csx	1000
	0
pa state forresty grant	2000
WI DNR Grant	5000
not sure	not sure
DNR grant for equipment and foaming agents	Unsure
AFG	Don't remember the amount
AFG	50K
Miemss	Unknown
Factory Mutual	2700
MIIA	5000
DNR	3000
unknown	unknown (Airpacks)
ODNR MARCS	12500
unknown	
N/A	N/A
oec	2500
Firehouse subs	3800
Local Electrical Company	12000
State of Alaska Forestry	10000
Ohio Department of Natural Resources	9000
Homeland Security	Not sure of totals
Community Foundation	2500
VFA	68000
state flrrestry matchking grant	2000
Pa State	12500
Maryland Woodland	1500

Forest Fire Protection Grant 50/50	1300
N/A	
Various Local grants	100000
Corporate	30000
dept of conservation	unsure
Local foundation grant	15000
Brent Chesney Memorial Grant	3500
Don't Know	
ohio fire marshall	2250
SC Forestry	5000
OKRA Grant	115000
Tennessee Forestry Grant	5000
Haz-Mat	10000
WALMART	2500
Apparatus Replacement	100K
dont know	unknown
NMSF	5000
Assistance to Firefighters	440000
AFG	five firefighters
Wildland	1000
USDA	40K
Tiger fund	2000
firehouse subs	43000
Local grant	15000
VFA	4068
washington state trauma grant	1100
foundation	6000
Ford Foundation	3000
Unknown	
Fire Prevention	10000
Volunteer Firefighter Assistance Grant, State of MI	4999
Pa State	13000
Amos funding which is a grant given by Maryland	36000
AFG	218735
UASI	unknown
Wisconsin DNR and private grants	In excess of 10000
Radios	165000
Unknown	Unknown
Indiana Departmetn of Natural Rersources Grant	2500
emergency disaster grant	750000
AFG	2.5 million
Pa State Fire Commissioner FCVAS Grant Program	14000
STK FOUNDATION, STATE OF MAINE	$25K, $3K


Please provide name of the grant and the dollar amount your department was awarded.
100.0%
99.0%
98.0%
97.0%
96.0%
95.0%
94.0%
93.0%
92.0%
Grant Name
$ Amount of Grant

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
	answered question	874
	skipped question	234



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
		answered question	874
		skipped question	234

Tax revenue	Fund raising	Municipal bonds	Grants	Other
100				
40	20	30	5	5
100				
70	0	0	30	0
90			10	
	100			
95			5	
100				
	100			
100				
100				
98			2	
100	0	0	0	0
70		20	10	
100				
20			80	
98			2	
				100
100	0	0	0	0
80			10	10
100	0	0	0	0
100				
0	10	0	5	85
80	15		5	
20	60	0	10	10
100				
	100			
50		50		
100				
75	15			10
90	10			
100				

98	0	0	0	2
40	60			
95			5	
40	10	20	30	
85	5	10		
10	25	25		40
100				
50	50	0	0	
80	0	5	15	0
95	2		3	
0	25	75	0	0
80			10	10
20	20	20	20	20
15	0	33	33	19
100	0	0	0	0
30	45	0	15	10
20	60		20	
100				
100				
80	5		5	10
15			15	70
100				
100				
60	20		10	10
80	20			
65	30		5	
50	20		30	
90	8		1	1
50				50
90	10			
50				50
10	80	0	10	
95				5
80	5	5	5	5
75			25	
50	40		10	
90		9	1	
100				
100				
60	0	20	20	0
80	20			
85	15	0	0	0
80			20	
100				
100				
80	0	0	20	0
0	45	55	0	0
50			50	
10	90			
100	0	0		

50	45		5	
80	10		10	
95	5			
100				
100				
90	10			
50	25	0	25	0
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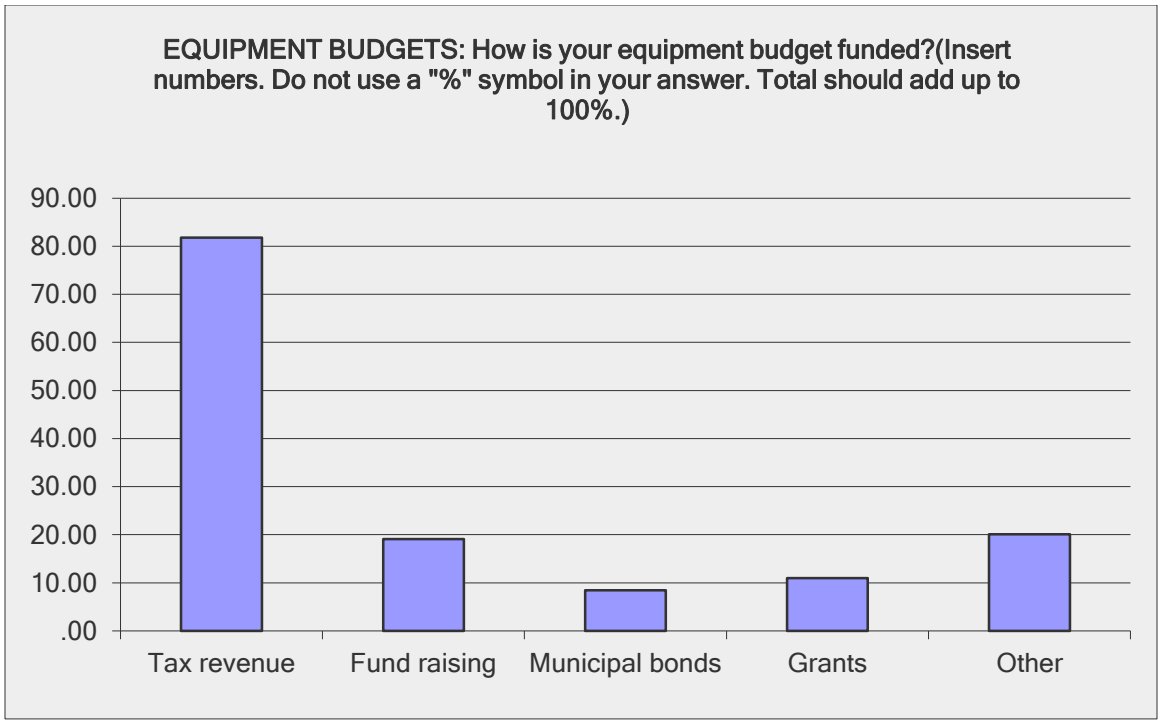
EQUIPMENT BUDGETS: How is your equipment budget funded?(Insert numbers. Do not use a "%" symbol in your answer. Total should add up to 100%.)
90.00
80.00
70.00
60.00
50.00
40.00
30.00
20.00
10.00
.00
Tax revenue
Fund raising
Municipal bonds
Grants
Other

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
		answered question	874
		skipped question	234

Tax revenue	Fund raising	Municipal bonds	Grants	Other
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	100			
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100				
	100			
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20				80
100				
100				
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		100		
90	10			
85	15			
100				

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100				

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100	0	0	0	0
50			50	
100				
	95		5	
80			20	
10	80	0	5	5
100				
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98			2	
100				
90	0	0	5	5
100				
55	40	0	5	0
90	0	0	10	0
100				
95	5			
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0	80	0	0	20
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30	10	30	10	20
50				50
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80			20	
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		100		
75		25		
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60	5			35
0	95	5	0	0
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70	5	25		
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5			95	
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50	25	0	25	0
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90	10			
40	60	0	0	0
60	30		10	
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40				60
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89	5	6		
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80	0	0	20	0

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90				10
20	70	0	10	0
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95			5	
				100
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25	75			
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		100		
0	20	0	80	0
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0	10	0	90	0
99			1	
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100	0	0	0	0
			95	5
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90			5	5
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5			95	

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99				1
80			20	
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70			30	
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95	5			
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90				10
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10		90		
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				100
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70	20	0	10	0
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90				10
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99	1			
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15			85	
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95	5			
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75	25			
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90	10			
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		100		
100				
10		90		
60			5	35
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90	10			
50		50		
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50	0	25	25	
100				
80		20		
100				
99	0	1	0	0
75		25		
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80	20			
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100				
	40		50	10

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				100
			100	
10	20	30	30	10
100				
100				
	1		99	
100				
60	0	0	40	0
		100		
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100				
100				
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0	40	0	60	0
100				
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100				
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95	5			
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40		40	20	
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90		10		
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75	5	0	20	0
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50	25			25
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90			10	
100				
100				
50	0	50	0	0
90	10	0	0	0
60	5	35		
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67				33
100				
100	0	0	0	0
2	90	0	2	6
10	0	90	0	0
98			2	
0	60	0	40	0
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100				
85				15
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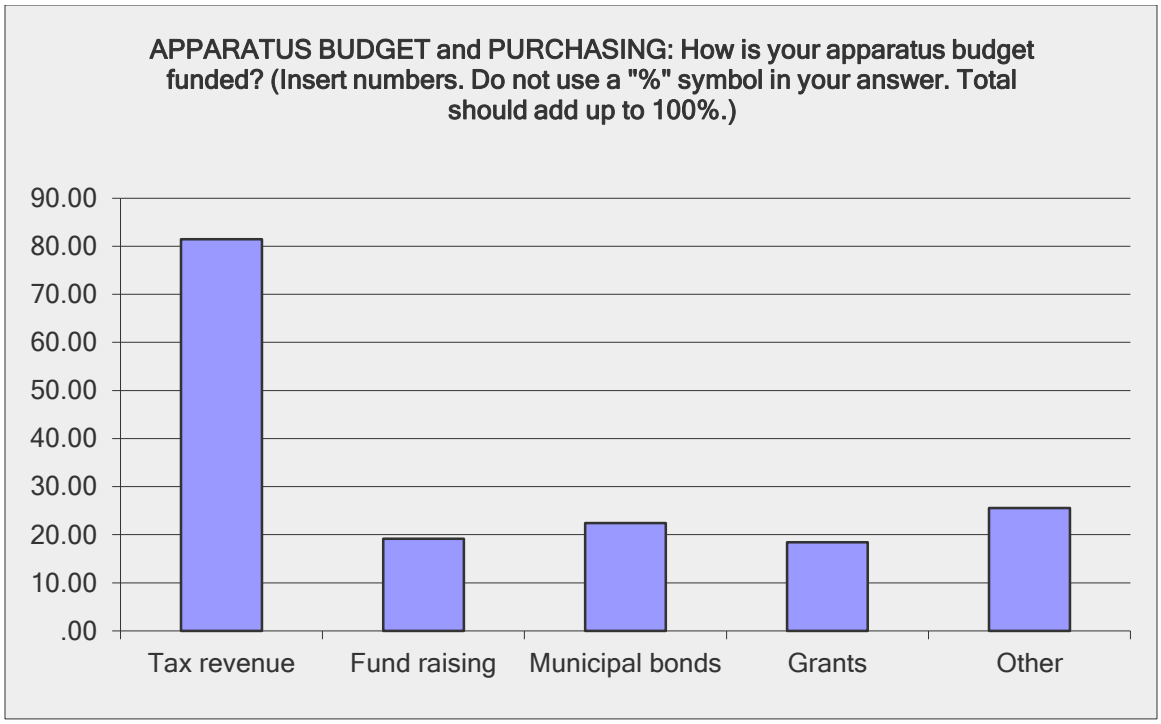
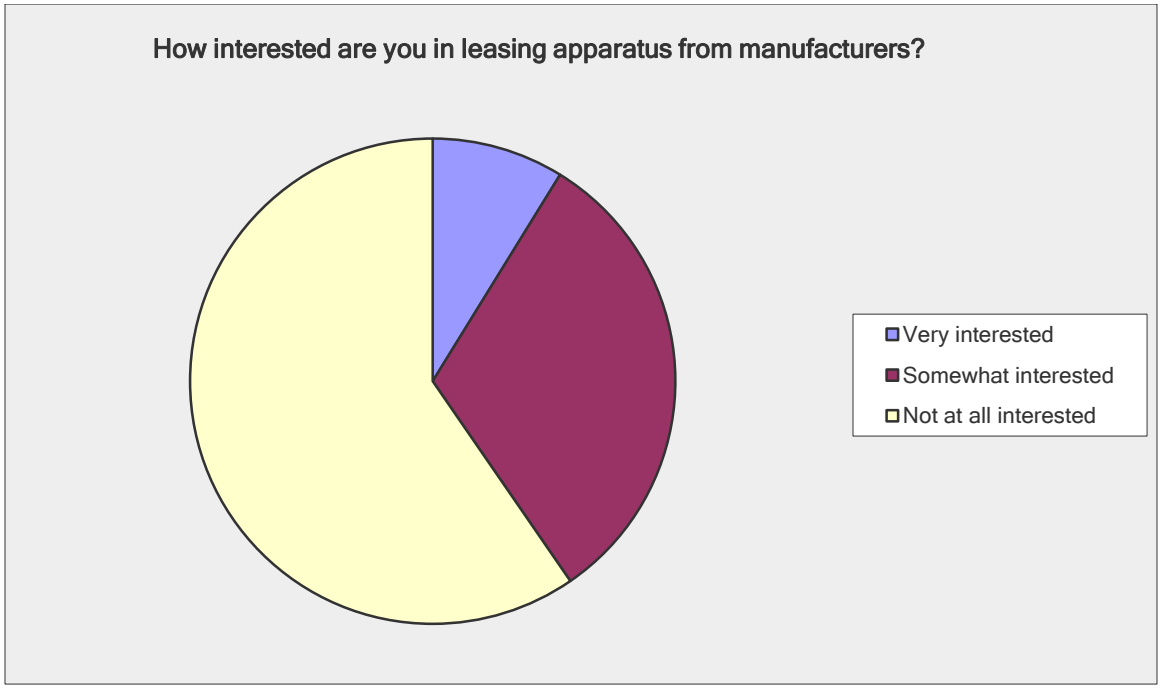

APPARATUS BUDGET and PURCHASING: How is your apparatus budget funded? (Insert numbers. Do not use a "%" symbol in your answer. Total should add up to 100%.)
90.00
80.00
70.00
60.00
50.00
40.00
30.00
20.00
10.00
.00
Tax revenue
Fund raising
Municipal bonds
Grants
Other

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
	answered question	874
	skipped question	234



2016 Industry Outlook Survey

Is there anything that apparatus manufacturers can do to better meet your needs?

Answer Options	Response Count
	874
answered question	**874**
skipped question	**234**

Response Text

A lot
No
no
Keep working on making thier products
user friendly, as the new firefighters
seem to have less mechanical
knowledge, but may have more
technical knowledge then past
personnel.
Pricing and quality
no
focus groups out in the field to learn specifically what is needed in
areas other then major metro.
no
No
standardization
No
nothing at this time
No
Stick to basics and value. Bells, whistles, and chrome don't help...k.i.s.s. principles should apply.
No
no
less computer controls, defeat the unrealistic EPA regs of regeneration of the DPF
systems for short duration driving municple vehicles like ours. We have vehicles OOS
often due to the 2007 regs. IT IS THE WORST!
No
nothing
meet with theboots on
the ground
no
N/A
I can't think of anything
at this time
Control their prices
not at this time
No
Bigger cabs and more seats and helmet hangers in the
trucks.
No they cover much
all our needs

no
Be responsive to customer and their needs during and after business hours.
unknown
no
No
Not Sure
Make it easier to see demos and ti be able to test them out in the real world.
Taller hose compartments
not that I can think of
No
None
Better use of space is always a big plus. Working to make more equipment fit on a truck.
Not sure. There probably is but getting the different manufacturers to work together for the good of the fire service instead of their bottom line will always be a problem.
no
no
Offer more multiple wheel drive chassis
n/a
better quality & service.
listen to our needs more instead of trying to sell the newest best just came out we need function
Lower the cost of operations of annual service
Provide extra equipment for the truck at no extra cost.
no
Not at this time.
Go back to the basics to reduce overall costs.
No
no
keep the price down
Make Apparatus that is easier to maintain, has less technology to breakdown over time, and will last longer
We had a severe problem with a KME due to sales / service changes.
not at this time
no
reduced the price
Pay better attention to quality, I see fire trucks that are 5 years old need parts replaced that large OTR trucks and construction trucks go hundreds of thousands of miles before replacing.
None
Not sure
NAr
no
Not at this time
STATE EXPO PRESENCE

bring costs down
No
unsure
More Demos
Unk
n/a
idk
N/A
Not right off hand
Easy to use equipment and Apparatus
No
no
Present standard features to assist in bidding
No
Nil
no
Make sure service locations &
parts are available for
frequently repaired parts &
systems
Make apparatus with less
electronics that fail and
increase maintenance cost or
cause failure at fire
n/a
No
nope
No
No.
not at this time
No
no
no
NO
NO
Keep service for more than 10 years
Understand some townships have a low budget.
Better after sales repair and follow up.
Not at this time
come out and meet face to face with us
No
n/a
No
No
No
financing options
Information on how rural department can afford equipment
not sure
Just elp us get things on truck we want,
not what is easiest for dealer to put on it.
Don't want a cookie cutter truck
Stay up with technology, provide solid customer service and relations

?
No
Lower prices
NONE
Lower costs
Not to my knowledge. Lower prices would be very helpful!
quicker response times
Provide better customer service after the sale and delivery.
Pricing
Higher capacity pumps, better roll-up doors
100% Volunteer Fire Depts. need assistance for
large purchases of apparatus and equipment.
Reduced cost or discounts would help.
not that I can think of
Stop building BIGGER and find good ways to reduce costs.
Keep things simple
not at this time
The addition of more sales reps and accessibility of design software
no
no
No
Supply more info on exactly how their trucks are built
None
no
More reasonable prices
No
make apparatus more
affordable for small rural fire
departments that serve small
populations over a large
service area
No
Better explanation of costs. It
seems you paint things red
and the price goes up 30% for
no reason.
rust prevention, with the increase use of
ice melting products rust on frames and
fasteners have become a bigger
problem
Lower price
No
Nothing I can think up at this time
closer local service centers with minor body shop repair / paint
no
Offer more leasing vehicles
No
Cheaper
Help with grants
control cost increases on apparatus
Reduce price allow for use of
demos over extended periods

make more rounds with
demos.
Not t this time
Better prices
price competitiveness
Make a shorter Quint
Build bigger cabs and seating
No
Not at this time.
Reduce cost
No
No
No
no
N/a
Make more economical trucks
Better financing options
Inform City or state officials the need for safe up to
date apparatus, Fire Chiefs have the information
and the powers that be just don't get it.
More contact
Better customer service
hold costs down...
Quit raising prices
no
na
No
Keep prices down
Cheaper cost
no
Get back to basics to make apparatus more reliable
Lower cost of vehicles
more for less
Warranty, warranty, warranty and more warranty
Not that I can think of right now
Make parts and tech service easy to obtain
dealers closer
Not at this time
no now
N/A
No
None
Cost
Make trucks cheaper
Provide industry wide specifications
no
Quit raising the price. Offer pre engineered apparatus
Not at this time
Offer a cost effective custom cab apparatus designed for rural departments.
Market the small guys and not just the big players
Demo days.

Lower cost of and options flexibility
There should be a standard format for all manufactures bid submittals. They should all be in the same order using the same terms.
build more of the stock trucks without all the bells and thrills. A $300,000 1500 gpm pumper will do the same thing as a $600,000 1500 gpm pumper.
No
no, I usually work with local dealers for the info.
Localized service centres
no
lower prices
Corrosion protection
N/A
More end user Training and Service after delivery
No
No
Not sure
-
Not at this time.
No
Reduce costs
No
After sale maintenance and updates
Advertise
They have been very helpful in our questions and providing timly answers. Always been available for anyproblems
Lower Prices
Less expensive
Fair pricing
no
build what we need.
Back to basics make things simple
Lower prices on optional equipment
N/A
Provide generic information prior to making purchase decision
Lower prices or something because we cannot afford it
no
Make sure electric systems are installed and operational before delivering the apparatus
No
Understand our situation, I know that they have families to feed but we need to be able to save them with current and relevant equipment and with the costs rising we can not afford new apparatus.
No
To explain to NFPA that rural trucks do not wear out in 15 years.
Better Sales Consulting
no
No
build a quality product at an competetive price
None
They seem to be responsive
Give more reviews and details
Provided a local service technician
no
lower price

Not really. Prices are high, but not their fault.
n/a
Make units more affordable
n/a
Get a product manual for cooperative purchase products
Cost efficient apparatus
No
Flexibity
Not at this time
No
keep improving
None that i can think of as of now.
Get costs back down to reasonable levels for basic multipurpose fire apparatus.
Build their vehicles with quality and common sense.
web apparatus build tool
Keep prices down
Be receptive and innovatively willing to meet demand/geographic need of small rural departments
Lower cost
Get rid of the DEF exhaust systems
Nothing that comes to mind
no
?
NO
N/A
Lower the price, put less chrome and other things that have no useful purpose!!!
Be up front about what their equipment will or will not do.
After sale needs
None
No
No
No
More time spent with customers between purchases
No
Few proprietary parts used. Stock more parts for faster supply.
more training
find a way to lower the height of vehicles, height is a major issue with older stations which force custom apparatus
No
Take Out all Electronics and Computers
Assist with grant writing and group purchasing programs.
LISTEN TO OUR NEEDS CLOSER
Offer substantial discounts to All Volunteer fire districts.
Keep us updated of changes
Be willing to show demonstrator apparatus and provide visits to manufacturers build sites.
No
Reducing the amount of on board computers.
I am happy with manufacturers offerings
Not at this time
Keep up the quality
Increase quality in manufacturing methods such as wiring, metals
Better on-site service options

Customization and a willingness to try new ideas.
Reduce the Price
Take a strong stand against expensive standards changes. Reign in the cost of ambulances.

Install photo-electric eyes which vary the intensity of LED warning lights appropriately for ambient light. Night scenes are not safe because our lights are blinding drivers.
be more accessible. follow up after the sale
No
Reduce the cost
I'd like to see a lot more info being provided as to how other countries are changing their fire apparatus.
unknown
A program that assist with the writings of the AFG or other resources that assist in the purchasing of an apparatus
Hold vehicle cost.
Manufacture elected officials!
No
not really
no
n0
I have no Ans.
Be more competitive, respond to our RFPs
meet timelines
Keep it simple
Build reliable apparatus at a reasonable price.
Help find ways to keep cost affordable
Lower the cost of equipment and tell NFPA they have too many standards
no
no
Curb escalating costs.
N/A
figure out how electronics/computers can work better between chassis and other items. Especially when the rig is usually in a wet environment
NA
non
Lower Prices
Continue to provide information about total cost of ownership,
NO
provide info on grant purchasing
Less electronics, older fire apparatus fought more fires with less problems.

Exempt emergency vehicles from DEF requirements
Cheaper cost same quality.
None
Not at this time
N/A
Design simple NFPA approved high quality, low cost commercial trucks
Become more innovative, but with safety, ease of maintenance, and more cost effective.
Convince politicians that apparatus is needed along with personnel.
N/A
na
Longer warranties on workmanship

Be more willing to communicate with our department even though we only make purchases every few years
keep us up on changes in the business
n/a
None that I can think of
Keep costs low
Quicker delivery, salesman should be able to give you options and not, "that's what you've always bought"
If a Pumper with a 1500 gallon per minute pump that would run off of CNG existed there would be a lot of interest in our area!
No
No
Better after the sale service.
?
Lower there prices.
No
Listen
We have issues with seatbelt design. Very hard to get resolution on, our two newest ladder trucks have the same seatbelt issue.
Work more with small rural depts
Lower prices
No
no
Increased warranty length
Back to higher quality
Better quality
More demos
Not really
Pricing
No
more stock or demo units w/ CAFS
lease programs
No
No
Good web sites. Most manufacturers web sites have one or two pictures of recent deliveries. They need to provide more images to promote their designs.
Stop rewriting the NFPA stds every three years and adding more and more cost, without really adding the supposed safety.
No, city won't entertain a lease program.
lower costs
lower prices
Build a standard line for dept that can not afford custom built. Many dept do not expertise to write specs and salesmen are not usually honest
more training videos ,for the new systems that they installed ,and more information for the maintence of the equipment
Build a reliable product
Not at this time
No sure
Decrease inflated costs
Manufacturers we use are doing a good job servicing our current needs.
Not sure
No
unknown
not sure

cannot think of anything right now
Customer service, sales of the purchase, better warranty (how about 3 year/ 36,000 miles of 5 year/ 100,000), maintain parts, fleet new letters (problems or issues they are seeing from the customers and the mechanics
reach out to departments and chiefs - as
administration changes frequently - with
elections and turnover....
Not at this time
Not off hand
no
less proprietary equipment
No
No
Help contain costs.
limit price increases
n/a
Lower price.
put out something that will fill the need for small rural departments that will function as a one size fits all unit
offer financing options
No
stop increasing the price of trucks which prevents departments from adding much needed options
Na
No
Keep cost down by not trying to "one up man ship" the other for advertising sake. Just build the best quality machines made by man.
Work to keep the costs down
Nothing comes to mind
lower costs
I don't know
Meeting multiple specialized specs
Not sure never heard of you before
Provide opportunities for low income community agencies to acquire refurbished apparatus at a greatly reduced cost.
Electronics that are not obsolete in 5-7 years.
Continue to be inovative
Maintain quality
Service & warranty
Good quality service tested products.
Better vendor shows on the west coast.
Use the technology but realize that not all fire service members grew up with a game controller in their hands
Find ways to contain cost and not try and sell the totally customized piece of equipment.
make more base - stock units available with no thrill extras added.
Not at this time
...
N/A
Be more flexible
Safety and communication
None
QUALITY QUALITY QUALITY and SERVICE
Unsure
Simplify equipment operation. Standardize across brands. No two of our vehicles is the same brand and each requires specific knowledge to operate.
Make them less expensive.

Not sure
Refurbish and make available trade in units
No not at this time
Keep cost low
No
No
No. The manufacturers can meet the specs.

The weakness is within department management and municipal support.
N / A
Safety
Nothing at this time
NO
Better warranty options
No
No
no
Have more sales personnel spread out to meet with potential buyers.
Not sure
lower the price.
Provide better after the sale customer service.
BECOME MORE STABLE, HONEST,AND TRUSTWORTHY.
Customer service
Cheaper trucks
Unsure
No
More options for low cost apparatus designed for small fire departments.
More in person product showing
As a whole , disclose problem areas with components and corrections to help customer
M department in a rural county in Florida runs 200+ calls a year with a yearly budget of $7,500. The companies can try and help Volunteer Fire Departments out by offering low cost trucks that meets NFPA standards for those low budget departments.
Reduce costs by offering a standard configuration
not at this time
Control costs.
No
N/A
Na
Show us how we can get the best out of what we buy
nothing that I can think of
Educate fiscal officers on the ability to lease
Lower costs and provide better service facilities. We may like a specific manufacturer of apparatus but may not select them due to the poor performance of their service center. We deal with a sales person for about a year but work with the service center for the next 15-20 years.
No
Price and longevity
Not Really
no
Get the pricing down
X
Keep it simple.

no
Continue good customer support and communication after purchase.
Enhance websites with additional info
Provide sample RFP's
no
nopne
Design safe apparatus
Not at this time
Not at this time. Current manufacturer works overtime addressing needs
no
No
Always respond as quick as you can to phone calls and emails
None
Assist with grant writing
No
Lower purchase price
N/A
No
No
Make pricing more reasonable. Work with companies for multiple purchases and loyalty.
Continuous improvement!
No
No
Price
N?A
Our current vendors work to meet our requirements
no
Reduced lead time on commercial chassis versions. More "stock" configurations targeted for rural applications (high tank capacity, large compartments, commercial chassis)
LESS ELETRONIC CONTROLLS
no
Live up to there promise. To many want to sell you there equipment but fail miserably on the service they promise to provide. Tierd of the sales pitch
No
Simplify designs for easier maintenance and repairs.
No
Not at this time
Follow up after the sale with a visit or session to discuss issues that may have come up, service after the sale.
not that I am aware of
NA
Try to lower overall travel height.
stay consistent in regards to keeping salesman the same and not dropping sales area
Build a solid truck with minimal frills.
no
don't offer so many options, it confuses the fire board, who know nothing
Keep the cost down as much as possible.
Been treated really well.
Lower price!
Be aware of the financial constraints and size concerns with an older industrial city.
Provide better service in a timely manner.
not at this time

Not at this time
not at this time
lower prices
no
Keep providing information
no
Not at this time
NO
Keep information coming.
No. Department needs to define their needs before the should talk to a manufacturer
Not at this time
nothing
no
Quit making ugly trucks. Stick to what works. Don't have an accountant design a hose appliance.
No-They do enough now
Stop building Junk
lower prices
continuing support of training
Deliver the same quality of product that they demo for us
No
Control cost as departments are doing more with less.

Improve OEM equipment cost for new apparatus and not charge list price to accessories
Central depository for questions which all major manufacturers can receive at the same time for a quick response.
be more realistic with costars quotes. our last truck was very custom made and was actually cheaper then the manufacturers's bare bones costars quote. we were confused.
Provide better local service, increase ability to customize apparatus.
lower profit margins
Not sure what.
N/a
More options on 4x4 trucks
not at this time
Assist smaller Fire Depts in obtaining appropriate apparatus at lower costs.
No
No
Less emphasis on computers integrated into apparatus. More emphasis on mechanical parts that can be fixed or manipulated on scene.
No
No
No
?
Less expensive training
cheaper vehicles
no
keep prioing competitive
Not that I can think of
smaller sales groups, closer sales and service
Good service
no

No

HallMark in Ocala. Has great sales and service team

Steve Kern makes sure the customer gets what they want and need.
No
Not at this time
Better after sale fallow up
reduce EPA emeission requirements for performance.
No articles are informative and to the point on most issues. Thank you for providing a well rounded approach to apparatus specifications, purchasing, funding and equipping.
Cut down on build time.
talk to us and be better in there selling
quicker delivery
Increased durability
Customizable apparatus
Build reliable equipment
Not at this time.
Better lease purchase ootions
No
Improve delivery timelines, hold cost levels
I think having the ability to purchase apparatus thru groups like HGAC has made the process much smoother than the competitive bid process was.
Smaller, multifunction vehicles
no they do a good job of presenting their equipment
Not sure
When hey take good trade ins, let the smaller departments have first crack prior to posting or auctioning off.
They are doing fine.
not at this time
Reduce. Price
Make apparatus cheaper so that fire districts can afford them on there small budgets..
Stop using so much electronics that take so long to diagnose the problem. The trucks go down because of electronic components issues the majority of the time.
Ensure they respect our specification and experience, rather than telling us how our trucks will be built.
The price of public safety equipment is becoming ridiculous. We need to find ways to stop the increases so that firefighters and fire departments can afford quality equipment to keep them safe and protect their community.
Keep costs reasonable
N/A
no
no
Suggest alternatives to specific item where there are options unknown or new
Needs are being met at this time
Make every customer a priority not just the big departments
Give us what we ask for and not what the salesman says we need.
not at this time
no.
no
Provide more compartment space.
Provide access to all the chassis options available when choosing a chassis
just working with dept to best suit the needs and keep with in budget
More interface engine options.
Reduce price of apparatus..

No
No
Be efficient and keep costs down.
No
nothing at this time
Reduce cost
no
No
no
continuous support training
not that I can think of right now
Training
n/a
make simpler apparatus
Focus on "lifetime" engineering and support. In other words return to building apparatus to last 20-25+years not 10-15years.
EDUCATE LOCAL ELECTED OFFICLES
No.
Quit building flashy street queens and focus more high value for the dollar, functional apparatus. Get rid of all the fancy bells and whistles that don't help us do our job better.
No
No
no
We are an atypical area...Mountainous tourist town. Very congested downtown area and very steep narrow mountain roads. Cookie cutter apparatus do not perform well. Apparatus manufacturers that understand the area and can emphasize certain features and options that are appealing to our situation would receive better attention
Available cost saving options that exist on apparatus.
i need for them to see our needs more than I need to see their plant
Increase efficiencies and pass cost savings on to us. Most of us have a difficult time purchasing pumpers under $500K for a fully equipped unit. That is a lot of money!
no
Not that I can think of
Let us know at pre construction we may be making high $ decisions when they have a better ides for less money
Service warranty
Be exempt from EPA. Maintenance is a nightmare
.
no comment
N/A
no
none
No
no
Information on nfpa standardso as it pertains to new purchases
improve quality and inovation
Focus on maintenance issues. Design standards to eliminate corrosion from different metals. Also, reducing the amount electrical systems.
No
n/a
None at this time
Not at this time.
No

No
Keep things simple and functional. I don't need gadgets I need a truck with a lot of compartment space, and I need it to be dependable.
NA
Possibly be able to sit down and help figure out to get tax payers to vote yes to a new apparatus that is very much needed for the protection.
No
No
no
None
No
Provide better service, and warranty protection
New technology is very expensive to maintain. would look at leasing Tower.
No
no
Increased crew safety within ambulance patient compartment.
help us get grants
Doing very well.
service
not at this time
Provide extended warranties as part of the normal bid pricing.
no
provide education
no
Keep us informed of changes. Stop unfunded mandates.
try to control cost and offer less electronic driven equipment that require a lot more training and mataince.
Stick to build schedules
Not at this time
Consider reduction in costs and improve simplification - less complexity with operating systems as well as spares availability
Customer service
Sell a good truck with lots of features for not a lot of money!
no
No
NO
no
Nothing at this time
Making more custom options available as standard equipment.
Full disclosure on other companies they own at time of pre-bid or evaluation
The engine manufacturers need to make the SCR/DEF systems more trouble free.
sales personnel better know their products
No
NO
not that I can think of right now.
more truck for less money
no
Use quality metals
High level of customer service.
Lower costs
Publish prices
Be more available to the private industry fire departments

No
Better corrosion control
stop the NFPA showdown.. all the safety standards are excessive.
No.
make sure that service and repairs are correct and quick
no
?
No
No
no
No
no
no
Ensure their products are firefighter proof and durable
hands on demostrations
simple controls
No
Better service and warrenty
Lower the price
No
USE STATE CO-OP BIDDING
Lower over all prices on all apparatus.
No
keep things a little more simple. nobody needs all the 'bells and whistles'
Lower prices
no
dISCUSS ALL OPTION AVAILABLE WHEN SPEC'ING A TRUCK.
Listen to users when thinking about new technologies
no
make equipment cheaper
Get an exemption from diesel exhaust emissions reduction systems.
more standard features
arange grant
lower overall cost of appaartus
none
No
no
provide a quality product
Fully testing apparatus before delivery.
better service/maintenance work
We keep getting asked for smaller apparatus. Citizens cannot understand why we bring large fire apparatus to medical emergencies. We need something in the 19,500GVWR to 25,000GVWR range.
Increase reliability of non-drive train, steering and braking items.
None
improve service
keep electronics intuitive
streamline the purchase and delivery process - use menu to select options, delivery should be less than 11 months
Not really
No
no

Program and "base" trucks are KEY to affordability. Offer fewer bells and whistles and build SIMPLE trucks that are less show and more go.
No
No
no
SERVICE, SERVICE and SERVICE
Our department is not located close to any urban population centers, apparatus service in a timely manner is always an issue.
Employ salespeople that can meet our deadlines for apparatus plans/quotes & provide good service after the sale
Demo Availability
Better service
Be HONEST.
Listen and observe
Service after the sale
no
NO
Get there prices under control. If that at all possible.
Be responsive to inquiries, not pushy.
no
not at this time
They are doing a good job, so not really.
unknown at this time
n/a
no
Build smaller compact fire apparatus and listen to the end user and build what they want to buy and not what you want to sell them !
The apparatus manufacturers we have worked with have met our needs very well.
Lower prices!
No
not sure
Cost
cab design for better viability
Not currently
Nothing at this time.
N/A
not right now
Space inside the cab and pump controls
N/A
innovation on compartment utilization
no
not really
no
no
No
Allow for short demo periods
Provide better after purchase service
keep operation simple and reliable
I sent emails out to 3 manufacturers/dealers over a year ago seeking assistance in developing specifications, or providing stock specs. None replied.
Warranty work
no

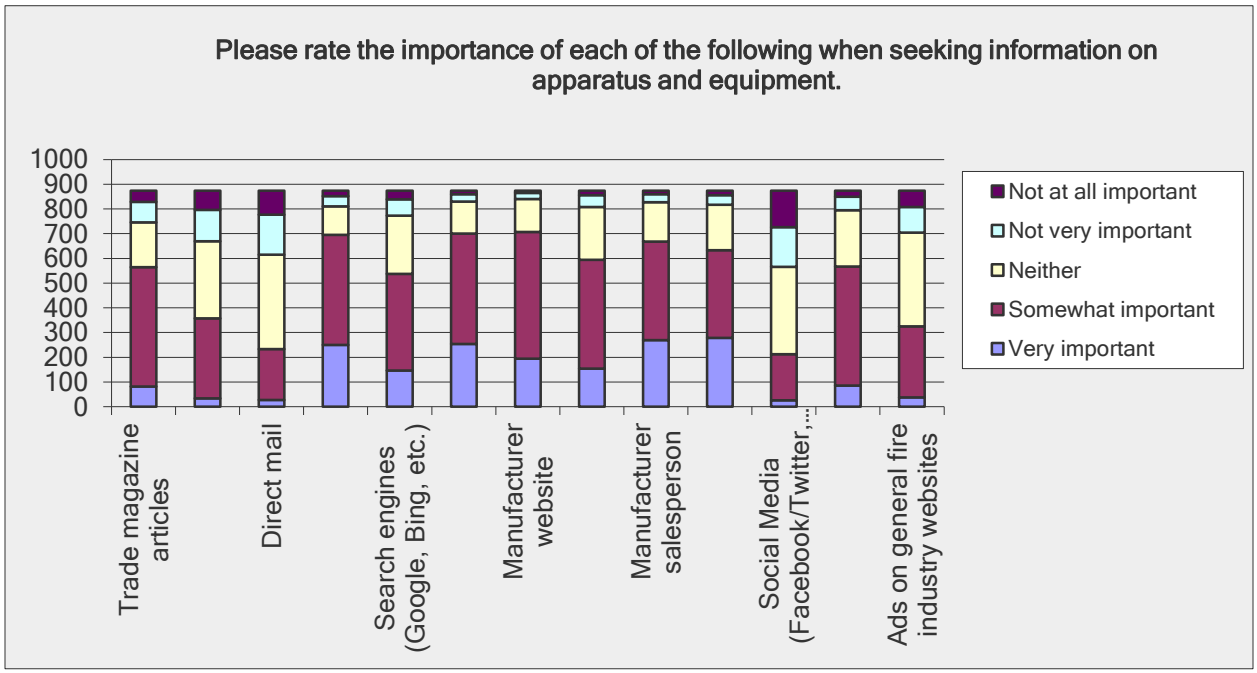
Consider the cost.
Better Service and parts
Nope
Responsive to local department needs
no
quality
not really
Build a more firefighter friendly apparatus.
Decrease overall cost, greater discounts for prepayment
N/A
Start backing off of Electronic Technology in favor of semi mechanical features. Electronics are the main cause of our maintenance headaches, and it's getting worse.
Be able to make what the department needs/wants not what they think is best
Show more demo apparatus
no
We are extremely happy with our apparatus manufacturers.
quicker turn around time
Service during, but more especially after the sale.
Help find revenue to make apparatus purchases
lower the price
improve standardization
N/A
cheaper LOL
No
Not really
Better "as built" drawings for repair and maintenance
no
no
Show different funding grants or mechanisms to help fund equipment / apparatus
Provide articles and product information to meet certain requirements or needs.
Better financing options
apparatus too complicated, too big, too expensive. Of course 1901 drives some of this.I
not at this time
Find safe ways to bring cost of apparatus down some.
adevtise better to smaller depts
No
versatility of apparatus
not at this time
Apparatus designs to fit in older stations without renovations.
Not at this time
no
No
Service warranties in Alaska better
Not drive up the costs of apparatus with the latest electronics'. (such as multi-plex systems)
N/A
no
More standardization
no
Have a service program that works, don't sell your service s as one of the best, and then not keep your word.
Provide multi use app such as an axanmple the brauin Fire/Rescue/Ems transport design.
reduce cost increases

Maintain cost or keep cost closer to the rate of inflation. Also utilize more 3D computer modeling in pre-construction to eliminate initial factory trip for mature apparatus committee.
Control the manufacturing costs.
possibly provide opportunity to piggyback a purchase at a discounted group rate
no
Encourage Cities and rural boards to consider HGAC.
Not Sure
no
Nothing at this time.
discontinue the practice of forcing me to purchase apparatus that is fully NFPA compliant when I do not feel that some NFPA items meet the needs of my department
Focus on reliability
N/A
Provide seat belts that enable fire fighters to use them easily while wearing protective clothing and provide relays to shut off windshield wipers when the parking brake is applied. This will protect the windshields and the wiper blades.
Keep improving quality and safety. Reduce recalls. Strive to provide service in a timely fashion to reduce downtime
Not sure
not none
No
Nothing at this moment.
Share pricing, specifications, and establish a purchasing collaborative amongst all manufacturers.
No
NO, JUST BOUGHT 2 NEW TRUCKS IN THE PAST 3 YEARS
custom build

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
					answered question	874
					skipped question	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

Other (please specify)

NY State chiefs
None
Nys chiefs
none
state fireconvention
Fire Rescue East
Haven't had opportunity to attend
None
Fire rescue east
Michigan Firefighters Memorial Weekend
none
TEEX Annual School
New England Chiefs Show
SVFFA
FDIC and local conventions
NA
n/a
Mid Atlantic Fire Expo
Westeren mass fire Chief's show
none
Nw Fire rescue expo pdx
M. U. Fireschool
never attended a trade show
none
none
Nys Fire Chiefs
Wildwood,NJ Firemens convention
N C STAE EXPO
unsure
New England Chiefs
NONE
Fire Rescue East

Have not attended in last 3 years
None
NY Chief's Expo
NYAFC in Verona NY
State Firefighters Association
None
Interschutz
None
none
None
Washington State Fire Mechanic Workshop
Va Fire shows
Firehouse World
Fire Rescue East
none
FireShows West
Local
New York State Fire Chiefs
Local apparatus show
NYSFC
None
none
South Carolina Fire Convention
Nebraska Fire School
any close by that I can attend with out spending any money
none
Interschutz
New York chief show
None
State shows
training schools
None regularly
All concerning fire and safety
.
none
NY Chiefs
None
Monroeville fire expo
none
non
Southeastern fire expo
New England Chiefs
Apperatus Symposium
NYSAFC
Maryland fire convention
S.C. , N.C. , and FLA. Shows
Piedmont Fire Expo (NC)
Fire schools with shows
Local fire school
none

Firehouse World
Pittsburgh Fire Expo
No money for Travel
local trade show in Oregon
Local State Fire School Trade Show
n/a
New York Chief's
TEEX fire school show
none
FDIC, AFCA
Manitoba Fire Chiefs conference
rescue squad only
None
SFFMA
None
-
NYSAFC
IFCA
None
None
none
Local state show
WEMSA
none
VA Fire & Rescue Conf.
but its been a few years since last attended
Va Fire Rescue Conference
Iowa Fire School
none
bc
SEAFC, AFCA
No budget to attend trade shows
None
Northwest Fire Expo
NC shows
None
Indiana Emergency Response Conference
New York Chiefs show
NC State Fire Chief's
None
NC FIRE EXPO
None
Alabama Association of Volunteer Fire Department state meeting
Mufrti
fire expo
Pediment
SC Firefighters
Firehouse World
Forestry Fire Conferences
None

Pittsburgh Fire Expo, VA Chiefs
None due to budget purposes
NCAFC in North Carolina
EMS Expo
SAFE D conference
Local Fire School Trade Shows
FRI
local and regional shows
None
Maryland show in Balt.
State Fire Chiefs Yearly Conference
state
Local
Wisconsin State Firefighters
Convention
State convention
Ga. Assoc. of Fire Chiefs
State Fire Chiefs
Regional SAFC, SVFFA
New England Fire Chiefs
MN Fire Chiefs Conference
local
State Fire Chiefs
Ohio Fire Chiefs Show
pittsburgh fire expo
Cal Chiefs
Virginia Fire Rescue
New England Fire Chiefs
Virgina Fire Chiefs Show
South East Michigan Fire Chiefs Expo
None
fire Academy
The 5th Alarm
Local fire school
Northwest Fire & Rescue Expo
none
state fire chief conference
None
new England Chiefs
NY STATE CHIEFS SHOW
new england fire chiefs show
State Shows
None
N/A
nysafc
Reno FireWest
state fire chiefs conference
New York State Cief's
none
Local
MO Fire Rescue Training Institute Winter Fire School

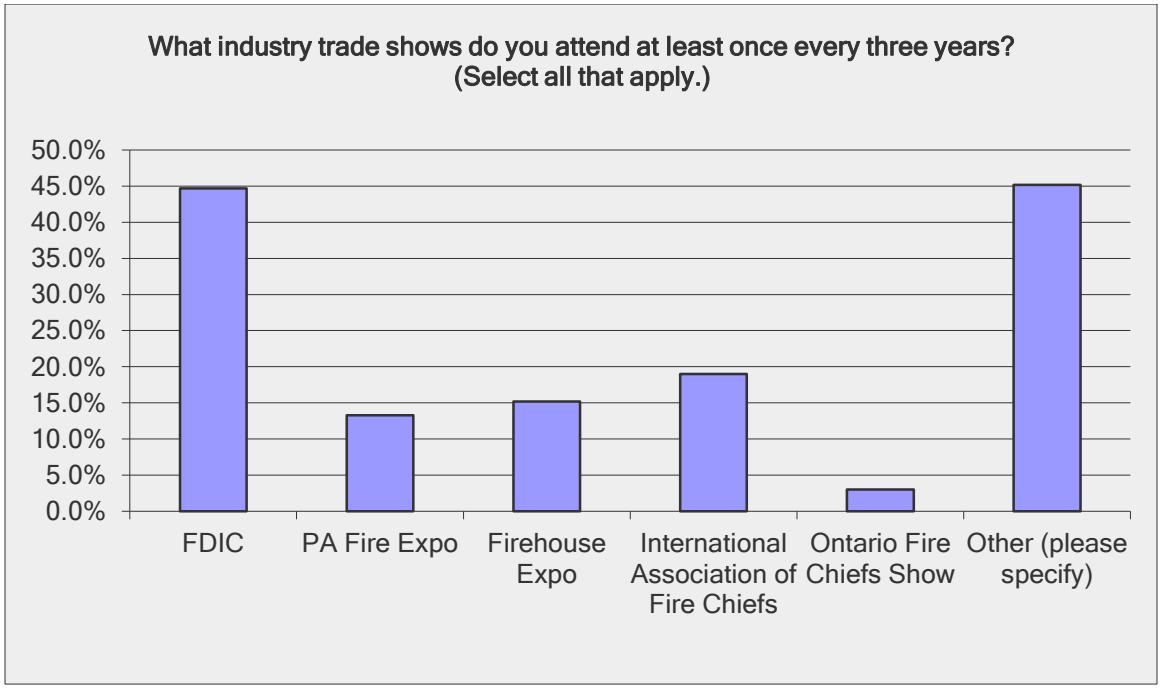
none
none in last 3 years
None
NYS Fire Chiefs Show, New England Assoc. of Fire Chiefs
None
none
FDSOA
Annual FDSOA
NB and Maritime Fire Chiefs
NW Fire Expo, Portland Oregon
none
NYS Chiefs
Fdic
none
none
None
state fire chiefs convention
Smokey mountains weekend
None
STATE FIRE SCHOOLS
None
Haven't
None, no budget.
NW FIRE RESCUE EXPO
None
none
FDIC
FireEast
none
ARFFWG
none
Na
Nys chiefs show
none
none
SFFMA Conference Texas A&M Fire School
Local
NYS assoc of fire chiefs
local state fire schools
None
None
Wisconsin Fire Association show, WEMSA
None
Nys fire chiefs show
None
FDIC
EMS conf
FRI
Fire Shows West
FRI

none
SCAFFA
NW Fire & Rescue Expo
bc fire chiefs
state fire expo's
North West trade show
State Chiefs
Ohio Fire chiefs
FCABC
Orlando Fire conference, Fire Rescue East
NW Fire Expo
Fire Rescue East in Florida
None
BC FIRECHIEF CONFERENCE
MN Fire Chiefs Conference
none, they're too expensive
Mechanical Training Semair
FDIC
None
BC Fire Chiefs
NW Fire Rescue Expo
Nafeco
Northwest Fire Expo
None
I have not
LSFA
bc fire chiefs expo
NYS Fire Chiefs
Fire Rescue East. Daytona Florida
Va Fire Chief's Conference
FRI
FDIC
Fire Rescue East
FSOA
BC Fire Chiefs Show
LSU FETI
too fiscally challenged to attend any shows
CAFC/ BCFCA
Northwest Fire Expo
FRI
Local/state confenerence
Local conferences
williams foam school
none
none
Arizona Fire Chiefs
LSU Fire & Emergency Training Equipment Show
bcevta
NYS CHIEFS
Fire Show in Portland Oregon

Fire rescue east
NE State Fire School, Missouri Valley Chief Conf.
North Carolina
NW Fire Rescue Expo
mechanical seminar gravibhurst
none
South Atlantic Fire Expo
ARFFWG
New England Fire Chiefs show
Tennessee Fire Chiefs Association
Fire Rescue East, Fire Rescue International Atlanta
Northwest Fire Rescue Expo Portland, OR
VCOS
BCFCA
ARFFWG
ARFFWG
ARFFWG
N/a
FCABC Conference
British Columbia Fire Chiefs Association Conferance and Trade Show
Local Conferances
State Fire Chiefs Show
FCABC & CAFC
BCFCA
NW Fire Rescue Expo
fire rescue east, intershutes
Midwest fire expo
new york fire chiefs
reno fire show west
FDSOA
Portland Oregon Fire Expo
Firehouse but overseas trips have been reduced
Ones on the east coast of us
none
Arizona Fire Chiefs
Fire Rescue East
Local State
BCFExpo
ARFF Working Group
Industrial Fire World
Spartan training conference
state fire schools with dealer display
none
NYS Chief's Show
bc fire chiefs
Fire Rescue International
State
Fire Chiefs convention
State fire school
State supported training events

NEW YORK STATE CHIEFS SHOW
0
wildwood nj
None
WITC emergency Services conference
none
Texas Emergency Service District Conference
State fire chief' assoc
New England Chiefs
WEMSA
none
Fire shows Reno, EMS World
none
none
none
NYSAC
State Firefighters Association
local
Fire Rescue East
Texas Municiple Fire Training
the fire chief attend FDIC every year
Ohio Fire and EMS Expo
none
FDSOA Apparatus Symposeum
State Fire Convention
NJ firemans convention
Fire show Reno
none
travel cost prohibited
TEEX, Texas EMS,
mu winter fire expo
Oklahoma state fire chiefs conference
SAFRE
none
PPE Symposium
WEMSA
Maryland Firemen's Convention
Local shows
State level shows
Texas EMS Confrence
Hotzone, TAFE
NY Chiefs
Ohio Fire Chiefs
NM Fire Chiefs Ass. Con.
FCAM
none
New York State Fire Chiefs Assoc.
NJ Firemen's Assoc Convention
NY state Chiefs
ohio firefighter

None
Springfield MA, New England Chief's show
oregon shows
NCSFA
State Fire School
MSFA convention
Illinois Fire Chiefs
State Chiefs show
NY State Chiefs
tennessee chiefs
Fire Rescue East
New England Chiefs show, VCOS symposium
NEW ENGLAND

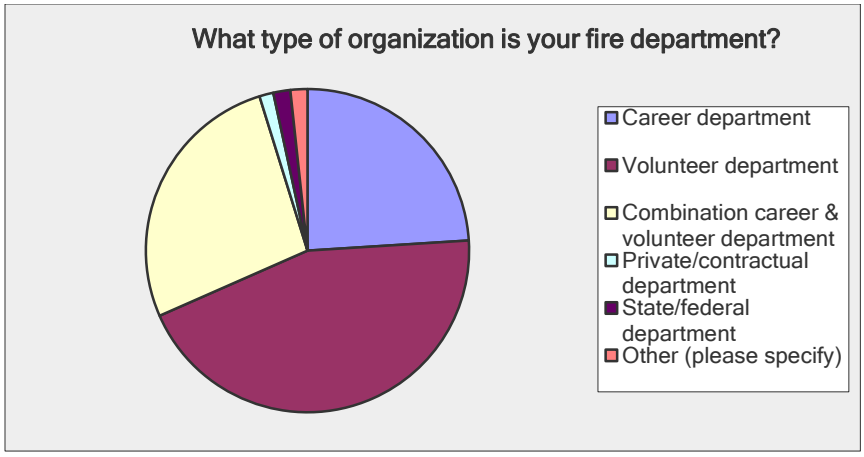


2016 Industry Outlook Survey

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
	answered question	874
	skipped question	234

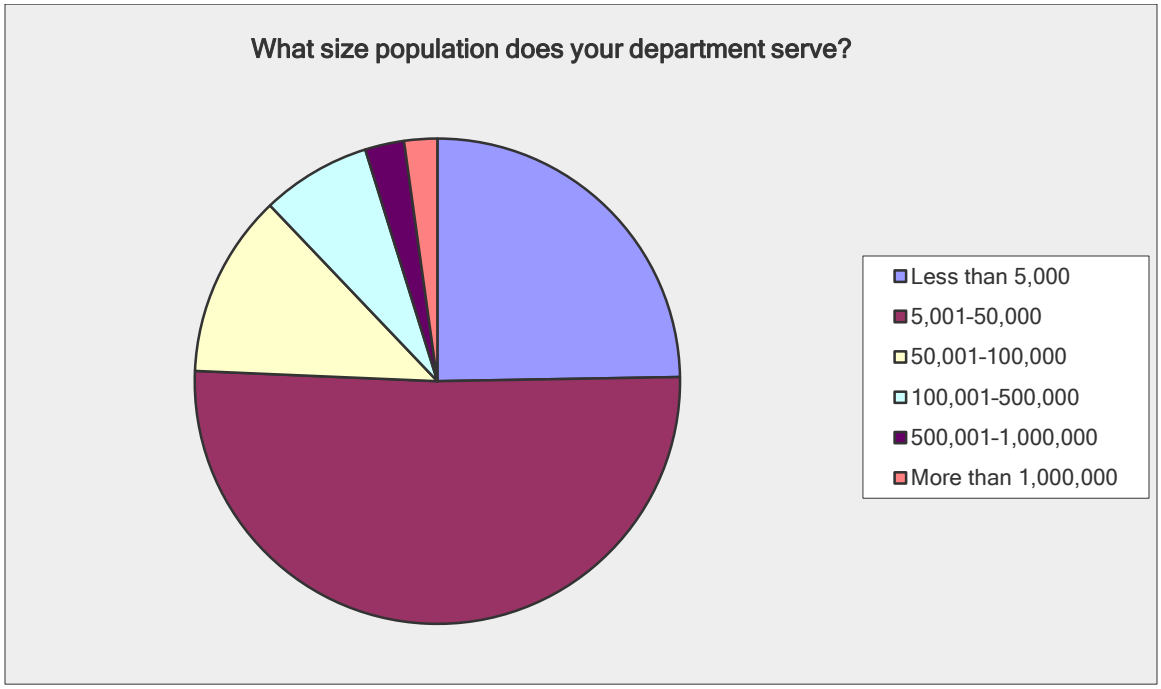
Other (please specify)

Paid on call department
Public Safety
Boat builder
Career
Municiple Fire Marshals Office
Paid on call
Career paid dept. city
Call Department
Paid municipal
Career
City Government
College training academy
Airport
Petro-chemical that provide community mutual aid
Combination career & partime



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
	answered question	874
	skipped question	234



2016 Industry Outlook Survey

Please select your primary occupation/title.

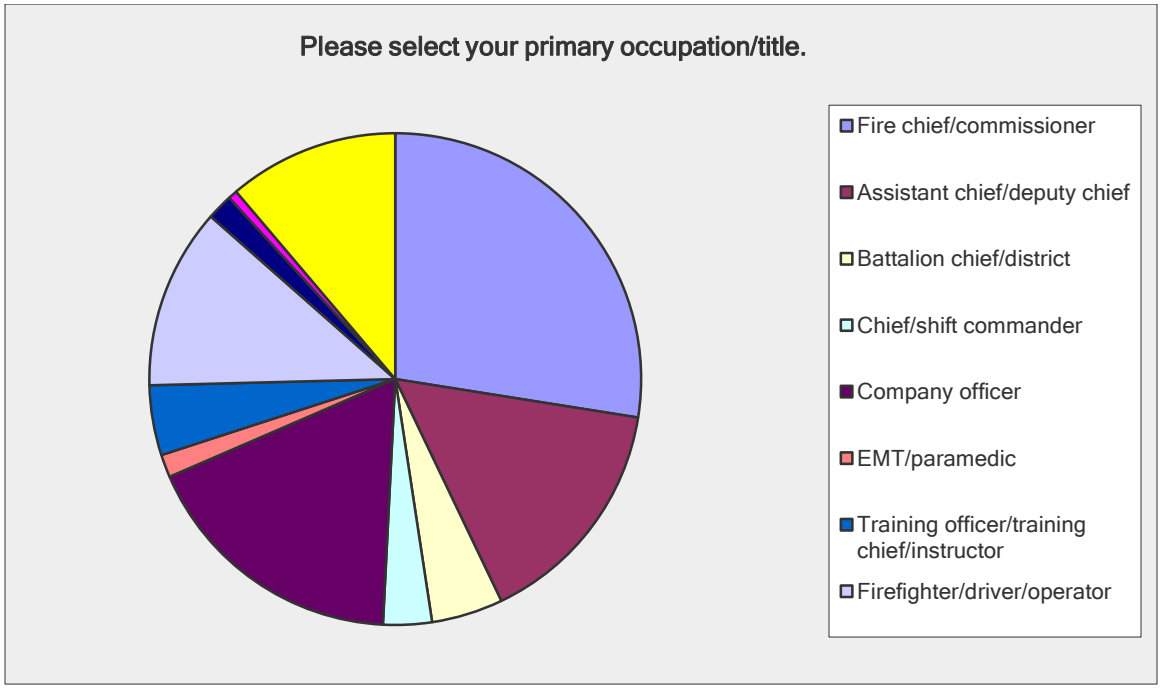
Answer Options	Response Percent	Response Count
Fire chief/commissioner	27.5%	240
Assistant chief/deputy chief	15.4%	135
Battalion chief/district	4.7%	41
Chief/shift commander	3.2%	28
Company officer	17.7%	155
EMT/paramedic	1.5%	13
Training officer/training chief/instructor	4.6%	40
Firefighter/driver/operator	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

Other (please specify)

Mechanic
Advisor
Chaplain
Fire Chief/911 Dispatcher
fuire prevention officer
retired Chief of Department
BOARD MEMBER
Logistics
Treasurer
Captain
City Manager
volunteer fire chief
Fleet Manager
Manager
apparatus tech
Cadet/First Responder
Firemedic/Apparatus Technician
Safety Officer
Public Safety Officer
Engineer
Fire dept treasurer / emr
firefighter/president
Firefighter/EMR
Boat builder
rescue squad only
Director
President / Firefighter

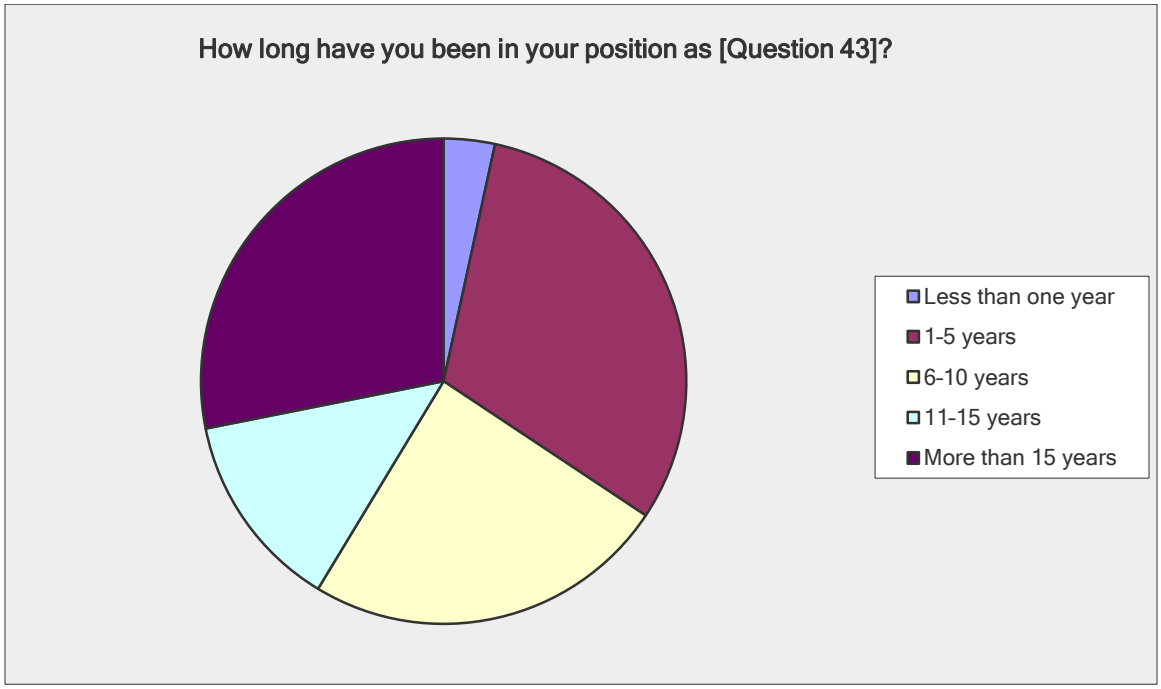
RESCUE CHIEF
Physical Resources Manager
fire equipment fleet administrator
Captain/EMS Coordinator
Hose/nozzle manager
Firefighter/Instructor
Retired Fire Chief
Fleet Manager/ Chief Engineer
Firefighter/Paramedic/Mechanic
Captain
Repairs Manager
FF/EMT
Teaching the children more fire safety in the home. EDUCATE NOT RESUSITATE
retired Fire Lieutenant. Current VDFP instructor.
RETIRED CHIEF
Purchasing Officer
Firefighter/driver/past civil officer
Retired
recently retired
safety officer
Ex-Chief / Apparatus Committee Chairperson
Administrative Captain
Firefighter/EMT/Public Education Officer
Firefighter/AEMT/Instructor/Investigator
SAFETY OFFICER
Emergency Vehicle Technician
Fleet services crewleader
Firefighter/Fleet Supervisor
Communications officer/Director
Fire mechanic
past chief, firefighter
Lieutenant
Fleet Manager
Equipment Captain
Safety officer
Firefighter /mechanical officer
Battalion Chief of Fleet Services
Master EVT fire lead hand mechanic
mechanical officer
EVT
Chif Master Mechanic
Division Chief
logistics
Fleet Coordinator
ARFF
Logistics Division Captain
FD Maintenance Director/Support Services Officer
RESEARCH AND DEVELOPMENT OFFICER IN CHARGE
fire mechanic/fleet manager
Division Chief of Apparatus and Equipment

Fire apparatus tech
Crisis Management and Emergency Response Manager
Fleet manager
chief mechanic
Division Chief
Fire Equipment Supervisor
maintenence staff
Captain Administation
Apparatus Technician
selectmen
Fire Distric Manager
Fabrication Tech
safety
Emergency Services District Commissioner
Training Coordinator/Asst Chief
Fire Apparatus Repair Technician
Firefighter/Paramedic
Fire Services Coordinator (state mandateed)
Fire & EMS Training Chief Instructor: Grant Writing
Captain managing the Apparatus Team
Division Chief Logisitics



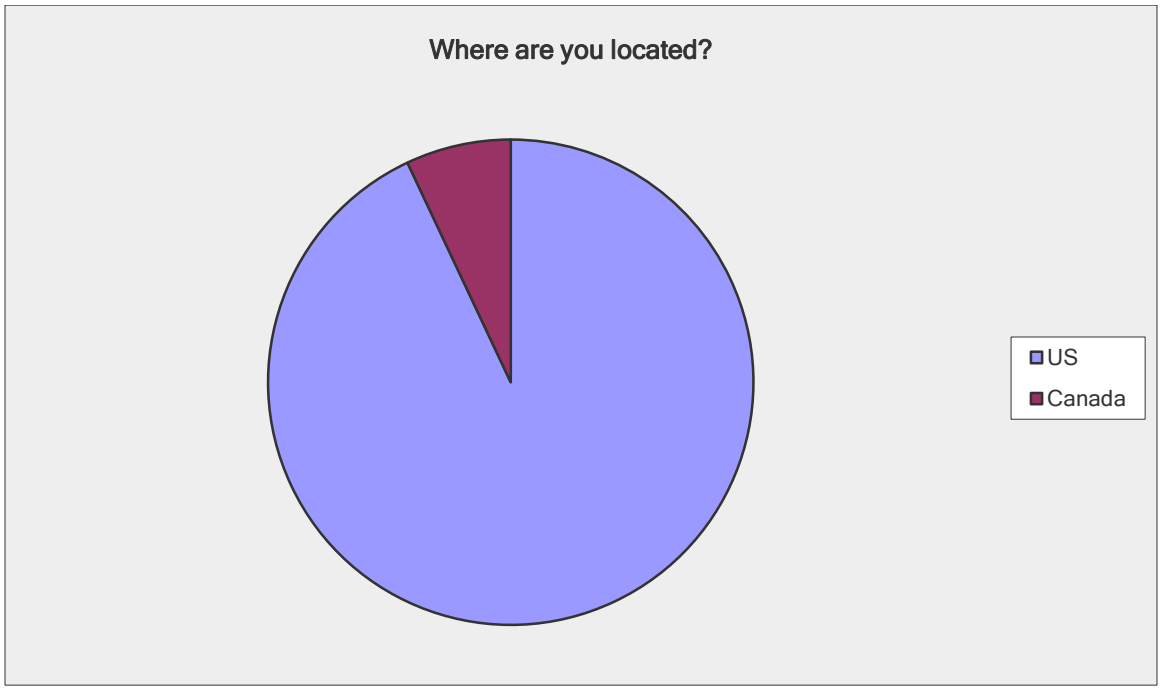
2016 Industry Outlook Survey

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
answered question		871
skipped question		237



2016 Industry Outlook Survey

Where are you located?		
Answer Options	**Response Percent**	**Response Count**
US	93.0%	810
Canada	7.0%	61
	answered question	**871**
	skipped question	**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
	3	22	0	3	3	0	2
	Nunavut	**North West Terr.**	**Ontario**	**Prince Edward Is.**	**Quebec**	**Saskatchewan**	**Yukon**
State/Territory	0	1	20	0	1	3	1

Response Count
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
	answered question	830
	skipped question	278