FIREHOUSE WORLD Comparison Grades 2012 - 2016

SHOW YE	EARS: <u>2012</u>	2013	<u>2014</u>	<u>2015</u>	<u>2016</u>
ATTENDEES:	──┤∦┨────				
		C	n	C I	C I
Number of Attendees	9C +	C	<u>B-</u>	C+	C+
Quality of Attendees		B-	B	B-	B-
Consistency of Traffic	<u> </u>	C+ B	C	D+	C+
Quality of Exhibitors	(¶_B ■ B		B B	B	B
Costs to Attendees		C+	В	B	B
SHOW:					
Appropriate Hours & Days	4 8-	В	B +	В	B +
Costs to Show	€ C+	С	С	C+	B-
Program	€ #	B-	B-	C+	B-
Location	B #	В	B +	B +	А-
Dates of Show	€B#	В	B +	В	B +
Demos Allowed	• ••	B-	C+	C+	C+
STAGING	──┤∦				
Location	В	C+	В	B+	В
Cleaning Facilities	B-	C+	B	B	<u>B</u> +
Defueling Services	 C+	C+	C	B	<u>B</u> +
Availability Show/Decorator Staff	C+	C+	B	B	B
Checking In Process	B-	C+	B-	<u>B</u> +	B
SHOW MANAGEMENT:					
Show Management	4 B+	B	B +	В	B +
Expertise and Cooperation	(# B	В	В	B-	B +
Booth	──┤ ┦ В──	C+	C+	B-	B
SERVICES:					
Set-Up and Breakdown	B +	В	B-	В	B+
Facilities and Services	B	В	C+	B+	В
Expertise+Cooperation/Decorator Staff	B-	В	В	В	В
Costs of Decorator Services	С	С	С	C+	C+
Expertise+Cooperation/Utilities Staff	В-	B-	C+	В	B-
Costs of Utilities Services	С	С	С	C+	C+
Expertise+Cooperation/Registration	В	В	B +	В	B +
Hotels	B -	B-	В	В	В
Security	#	B	B +	В	В
TOTALS:					
Exhibitors Total Rating	€÷	С	C+	C+	C+
(GPA out of 4.0)	2.24	2.48	2.71	2.72	2.67
Overall Rating Averaging		2.10			,
All Grades	•• ••••••••••••••••••••••••••••••••••	B-	В	В	В
(Overall GPA)	2.67	2.85	3.07	3.01	3.08
Ratio of responses to # of Exhibitors	1 539596	24/70	24/70	20/58	21/79
Ware attendeer shows to the	35%	34%	34.20%	34.40%	29%
Were attendees shopping to	'ew: FeW: 6	9	2	9	9
		12	2 8	8	5
	Some: 13		8 1		<u>5</u> 3
1	Many: 1	0	1	1	3

FDIC Comparison Grades 2012 - 2016

SHOW Y	'EARS:	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>
ATTENDEES:				+		+
Number of Attendees		B+	B+	B+	В	B+
Quality of Attendees		B	B	 B+	B	 B+
Consistency of Traffic		B⊦	B	B	B	B
Quality of Exhibitors		 	B+	B+	B+	B+
Costs to Attendees]	B-	B	B-	B-	B
Costs to Attendeds]		5			5
SHOW:						
Appropriate Hours & Days		в	В	В	В	В
Costs to Show		C	С	С	С	С
Program		B	В	В	В	B+
Location		BA+	A-	А-	B+	А-
Dates of Show		8 3+	A-	B+	B+	A-
Demos Allowed		в	B+	B+	В	B+
			В			
STAGING:						
Location		В	B+	B+	В	B+
Cleaning Facilities		В	В	В	В	В
Defueling Services		C+	В	В	В	В
Availability Show/Decorator Staff		B-	В	В	В	В
Checking In Process		B	B	B	B	B
					_	
SHOW MANAGEMENT:						
Show Management		B+	B +	B+	B +	B+
Expertise and Cooperation		B+	B +	B+	B +	B+
Booth		В	В	В	В	В
SERVICES:						
Set-Up and Breakdown	I	в	B +	В	В	В
Facilities and Services		В	B +	B +	В	B +
Expertise+Cooperation/Decorator Staff		В	В	В	В	В
Costs of Decorator Services		С	C+	С	С	C+
Expertise+Cooperation/Utilities Staff		В	В	В	В	В
Costs of Utilities Services		C+	C+	C+	C+	C+
Expertise+Cooperation/Registration		B +	B +	B +	B +	B +
Hotels		B⊦	В	В	В-	В
Security		B +	В	B +	В	B +
TOTALS:]					1
Exhibitors Total Rating		В	B+	B+	В	B+
(GPA out of 4.0)		3.45	3.55	3.51	3.42	3.66
Overall Rating Averaging]		D	D	D	D
All Grades (Overall GPA)	¶	B 3.27	B+ 3.56	B 3.08	B 3.26	B 3.45
	{	5.21	5.50	5.00	5.20	5.45
Ratio of responses to # of Exhibitors	3	NENCIOFIBIO 5	88/139	91/144	108/178	89/133
		57%	64%	63%	60%	67%
Were attendees shopping to						
purchase fire apparatus ?	Few:	18	10	19	16	10
	Some:	47	41	51	42	34
FMTSRCHistories 2016.xls	Many:	9	17	18	21	22

ONTARIO ASSOCIATION OF FIRE CHIEFS Comparison Grades 2015 - 2016

SHOW YEARS:	2015	2016
	1st Yr.	
ATTENDEES:		
Number of Attendees	В	В
Quality of Attendees	B	B+
Consistency of Traffic	B	B+
Quality of Exhibitors	B+	B+
Costs to Attendees	B	C+
	B	0.
SHOW:		
Appropriate Hours & Days	В	B+
Costs to Show	C+	B-
Program	B	B- B+
Location	B+	A-
Dates of Show	B B	B
	B	B+
Demos Allowed	В	B+
STACINC.		
STAGING:	B	D.
Location		B+
Cleaning Facilities	B+	A-
Defueling Services	B-	B+
Availability Show/Decorator Staff	B+	A-
Checking In Process	B	A-
SHOW MANAGEMENT:		
Show Management	B +	Α
Expertise and Cooperation	A-	Α
Booth	B	A-
<u>SERVICES:</u>		
Set-Up and Breakdown	B +	A-
Facilities and Services	B+	A-
Expertise+Cooperation/Decorator Staff	B	B
Costs of Decorator Services	B-	C+
Expertise+Cooperation/Utilities Staff	B +	B
Costs of Utilities Services	B-	B +
Expertise+Cooperation/Registration	B+	A-
Hotels	В	В
Security	B+	B +
TOTALS:		
Exhibitors Total Rating	В	B +
(GPA out of 4.0)	3.44	3.69
Overall Rating Averaging		
All Grades	В	В
(Overall GPA)	3.36	3.48
Ratio of responses to # of Exhibitors	14/41	17/36
	34.1%	47.20%
Were attendees shopping to		
purchase fire apparatus ? Few:	1	0
Some:	7	5
Many:	3	4

PA FIRE EXPO Comparison Grades 2012 - 2016

SHOW YEARS:	2012	2013	2014	2015	2016
	1st Yr.				
ATTENDEES:					
Number of Attendees	C+	Α	C+	B-	В
Quality of Attendees	C+	B-	C+	B-	C+
Consistency of Traffic	С	С	C+	C+	C+
Quality of Exhibitors	В	В	В	В	В
Costs to Attendees	B+	A-	B+	В	B +
SHOW:					
Appropriate Hours & Days	B-	B-	В	В	C+
Costs to Show	В	В	B+	В	B +
Program	В	В	C+	В	C+
Location	В	B +	B+	В	В
Dates of Show	B+	B +	B+	B+	B +
Demos Allowed	B-	С	С	В	C-
STAGING:					
Location	B +	A-	B+	A-	B+
Cleaning Facilities	В-	В	C+	В	С
Defueling Services	С	В-	C+	В	D+
Availability Show/Decorator Staff	В-	C+	В	В	С
Checking In Process	B	В	В	B	С
SHOW MANAGEMENT:					
Show Management	B+	В	В	В	B-
Expertise and Cooperation	B+	B	B	B	B
Booth	B	B	B+	B	B
booth		D			
SERVICES:					
Set-Up and Breakdown	B+	B+	B+	B+	В
Facilities and Services	В	В	В	В	В
Expertise+Cooperationg/Decorator Staff	B	B-	B-	B	B-
Costs of Decorator Services	B	B-	B-	B	<u>C</u> +
Expertise+Cooperation/Utilities Staff	B	B	B	B	B-
Costs of Utilities Services	B	B	B	B+	B
Expertise+Cooperation/Registration	B+	B+	B	B+	B
Hotels	B	B	B	B	B
Security	B	B	B	B	B
TOTALS:					
Exhibitors Total Rating	B-	В	В	В	В
(GPA out of 4.0)	2.93	3.16	3.3	3.05	3.05
Overall Rating Averaging					
All Grades	В	В	В	В	В
(Overall GPA)	3.07	3.12	3.11	3.2	3.04
Ratio of responses to # of Exhibitors	37/74	21/70	23/59	18/64	21/71
NAUU UI I CSPUIISCS LU # UI EXHIDILUES	50%	30%	<u>23/59</u> <u>39%</u>	28.10%	30%
Were attendees shopping to	3070	5070	5770	20,10/0	5070
purchase fire apparatus? Few:	12	5	5	6	3
Some:	12	9	13	7	9
FMTSRCHistories 2016.xls Many:	4	3	3	1	4

NY STATE FIRE CHIEFS Comparison Grades 2012 - 2016

SHOW YEARS:	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>
		_			
ATTENDEES:					
Number of Attendees	0₩9 +	C+	B-	В	B-
Quality of Attendees	€ #PORT	B-	В	В	В
Consistency of Traffic	G BARD	С	С	В	В
Quality of Exhibitors	(B +	В	В	B +	В
Costs to Attendees		В	B	B +	В
SHOW:					
Appropriate Hours & Days	K BO T	В	B	В	В
Costs to Show	(CEET	С	С	B-	B-
Program	(B -	В	B	В	В
Location	œB	B	B	В	В
Dates of Show	В В-	В	В	B +	B+
Demos Allowed	BB	B-	C+	В	B-
STAGING:					
Location	В	C+	В	B +	B+
Cleaning Facilities	В	В	В	B-	B+
Defueling Services	В-	С	С	B-	A+
Availability Show/Decorator Staff	B	B	B+	 B+	B+
Checking In Process	B	B	B	B+	B+
			2		2
SHOW MANAGEMENT:					
Show Management	K B +	B+	В	B +	A-
Expertise and Cooperation	ВВ	В	C+	B +	A-
Booth	BB	В	C+	B +	В
SERVICES:					
Set-Up and Breakdown	В В -	C+	В	B +	B+
Facilities and Services	B	В	В	В	B+
Expertise+Cooperationg/Decorator Staff	В	В	B +	В	B+
Costs of Decorator Services	<u>C</u> +	C+	C+	В	B-
Expertise+Cooperation/Utilities Staff	В	B-	B+	В	B+
Costs of Utilities Services	C +	C+	B-	В	В
Expertise+Cooperation/Registration	В	В	В	В	В
Hotels	CB-	С	С	В	С
Security	(B -	В	В	В	B+
Ľ.					
TOTALS:					
Exhibitors Total Rating	(BB +	B-	B-	B-	В
(GPA out of 4.0)	3.04	2.94	2.88	2.88	3.13
Overall Rating Averaging					
All Grades	(B +	B-	B-	В	В
(Overall GPA)	2.93	2.89	2.86	3.31	3.2
		,			
Ratio of responses to # of Exhibitors	2	19/51	24/53	12/58	13/5
• • • • •	47%	37%	45%	20.60%	24%
Were attendees shopping to					
purchase fire apparatus? Few:	7	6	12	1	2
Some:	13	9	10	4	6

FIREHOUSE EXPO **Comparison Grades 2012 - 2016**

SHOW YEARS:	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>
ATTENDEES:					
Number of Attendees	C+	C-	D	C+	В
Quality of Attendees	B	C+	C-	B-	В
Consistency of Traffic	D +	C-	D	С	C+
Quality of Exhibitors	₿_+ ₽_+	C+	С	B-	B +
Cost to Attendees	\$ +	C+	С	C+	В
SHOW:					
Appropriate Hours & Days	B -+	C+	C+	В	B-
Costs to Show	È+ O+ E+ B- B-	C-	D+	C+	C+
Program	K -+	C+	С	В	В-
Location	B-	В	C+	B-	A-
Dates of Show	B-	В	B-	B-	A-
Demos Allowed	B #	С	C+	B-	В
<u>STAGING:</u>					
Location	C+	B	В	B +	В
Cleaning Facilities	C+	В	В	B +	В
Defueling Services	C+	В	C+	B +	C+
Availability Show/Decorator Staff	В	B +	В	В	B +
Checking In Process	В	В	C+	A-	A-
SHOW MANAGEMENT:					
Show Management	B-	В	C+	B +	B +
Expertise and Cooperation	B+	В	C+	B +	B +
Booth	₿- ₿+ ₿ +	C+	C+	В	В
SERVICES:					
Set-Up and Breakdown	B-	В	C+	B +	B +
Facilities and Services	B- B+ B C-	В	B-	B-	A-
Expertise+Cooperation/Decorator Staff	В	В	C+	C+	A-
Costs of Decorator Services	C-	С	С	С	В
Expertise+Coopreation/Utilities Staff	B-	В	C+	B +	B +
Costs of Utilities Services	C-	С	С	C+	В
Expertise+Cooperation/Registration	В	В	C+	В	A-
Hotels	B + R_	B-	C+	B-	C+
Security	B-	В	B-	В	B +
TOTALS:					
Exhibitors Total Rating	C -	С	D	С	В
(GPA out of 4.0)	1.93	2.22	1.49	2.14	3.36
Overall Rating Averaging					
All Grades	K +	C+	С	В-	В
(Overall GPA)	2.49	2.64	2.24	2.89	3.29
Ratio of responses to # of Exhibitors		31/57	16/49	13/44	28/81
	22%	54%	33%	29.50%	34.50%
Were attendees shopping to					
purchase fire apparatus ? Fews	11	12	7	5	2
Some:	110	9	7	3	9
Many:	110	1	0	0	3

FIRE-RESCUE INTERNATIONAL

Comparison Grades 2012 - 2016

SHOW YEARS:	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>
ATTENDEES:					
Number of Attendees C	ado:+	С	B	B-	С
	₩C+	C+	B	B-	B
Consistency of Traffic	sc ' 100+	D+	C+	C+	C
Quality of Exhibitors E		B	B+	B	B+
Costs to Attendees	nn CŒ∺	Б С+	B	С+	B
		C+	D	C+	D
SHOW:					
Appropriate Hours & Days	B }.	B-	B+	В	В
Costs to Show C	C-	C-	C+	С	С
Program	CCE++	С	B-	В	B-
Location I	KC+	С	В	В	В
Dates of Show A	BB-	C+	В	В	В
Demos Allowed H	BB- KC+	С	B-	В-	В
STAGING:					
Location	C+	C+	B	C+	B +
Cleaning Facilities	В	В	C+	C+	В
Defueling Services	C+	B +	В	C+	В
Availability Show/Decorator Staff	B-	В	B	B-	В
Checking In Process	B-	В	В	B +	В
SHOW MANAGEMENT:					
	B B-	В	B	B	В
Expertise and Cooperation	BB.	В	В	B	B
Booth E	B-	B	B	B	B-
SEDVICES.					
SERVICES:	B⊦	В	В	В	B
Set-Up and Breakdown E Facilities and Services E		B	B	B	B
Expertise+Cooperation/Decorator Staff	B	Б С+	<u>В</u> +	<u>В</u> +	B
Costs of Decorator Services	<u>ь</u> С+	C+	Бт С	C D+	D C
	С+ В-	B	B	B	B
Expertise+Cooperation/Utilities Staff Costs of Utilities Services	Б- С+	C	<u>Б</u> С+	B-	C B
Expertise+Cooperation/Registration	C	B	B+	B-	B+
Hotels	C BH	С+	B	B	B+
Security E		B	B	B+	B+ B+
TOTALS:					
Exhibitors Total Rating	DE I-	D+	В	B-	C+
(GPA out of 4.0)	2.38	1.95	3.18	2.87	2.59
Overall Rating Averaging					
All Grades	C +	C+	В	В-	В
(Overall GPA)	2.67	2.62	3.20	2.96	3.03
Ratio of responses to # of Exhibitors	21341/31024	42/95	37/89	25/104	44/97
	23%	44%	42%	23%	45%
Were attendees shopping to					
purchase fire apparatus ? Few:	11	31	11	5	18
Some:		14	21	7	10
Many:	0	1	5	1	6