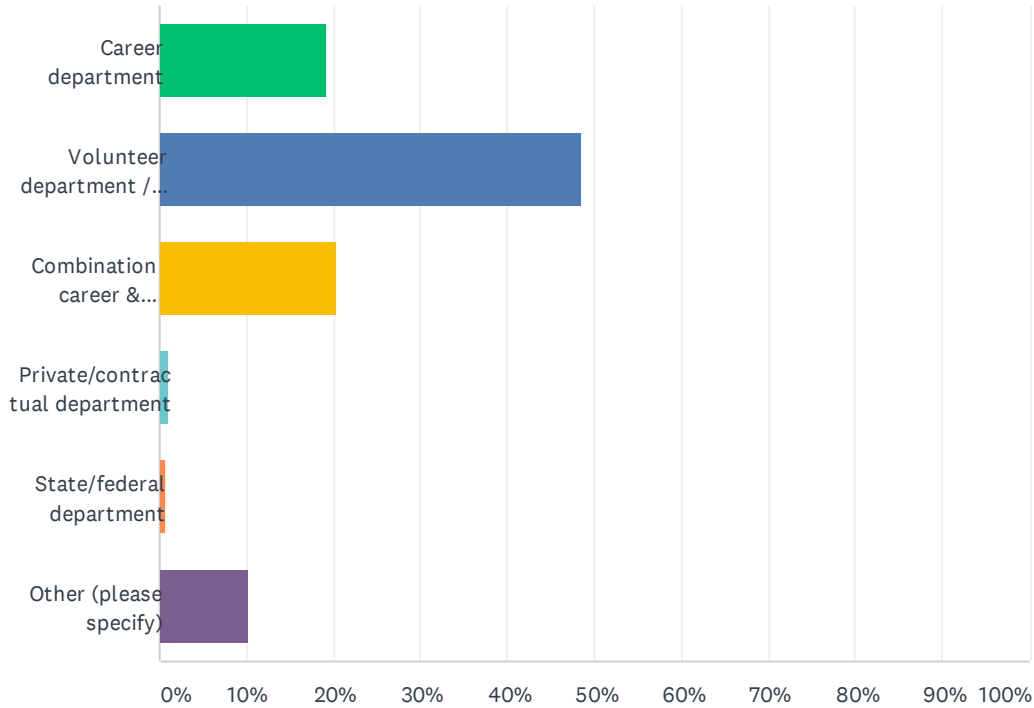


Q1 What type of organization is your fire department?

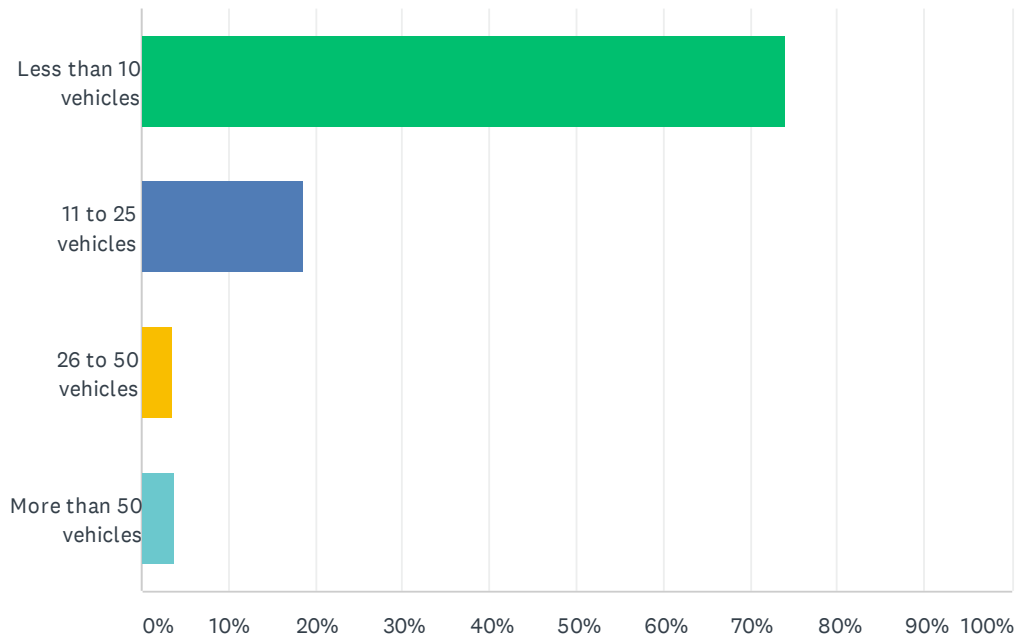
Answered: 1,414 Skipped: 0



ANSWER CHOICES	RESPONSES	
Career department	19.17%	271
Volunteer department / Paid on call	48.44%	685
Combination career & volunteer department	20.30%	287
Private/contractual department	1.06%	15
State/federal department	0.71%	10
Other (please specify)	10.33%	146
TOTAL		1,414

Q2 What is the size of your combined front line and reserve fire apparatus fleet (not including ambulance and automobiles).

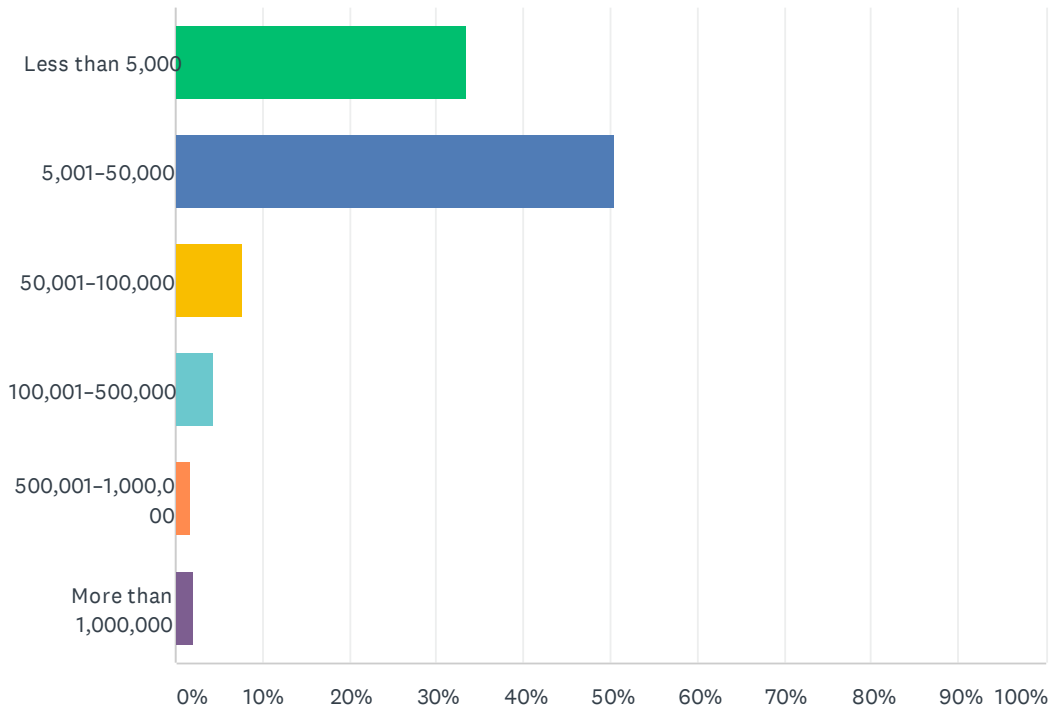
Answered: 1,414 Skipped: 0



ANSWER CHOICES	RESPONSES	
Less than 10 vehicles	74.05%	1,047
11 to 25 vehicles	18.53%	262
26 to 50 vehicles	3.61%	51
More than 50 vehicles	3.82%	54
TOTAL		1,414

Q3 What size population does your department serve?

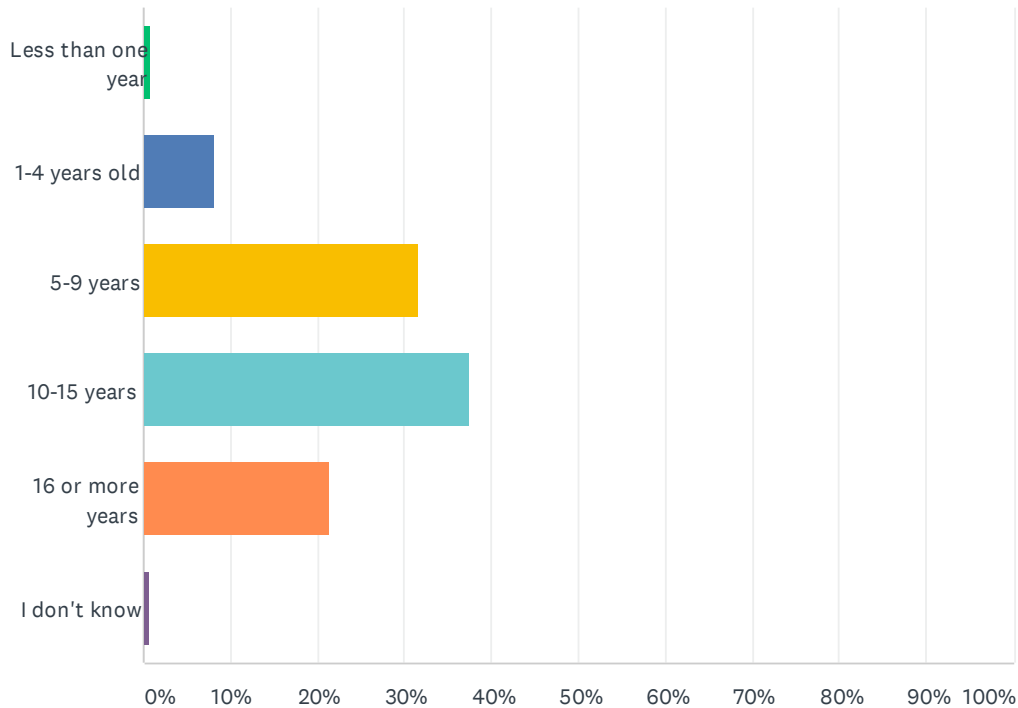
Answered: 1,414 Skipped: 0



ANSWER CHOICES	RESPONSES	
Less than 5,000	33.52%	474
5,001-50,000	50.35%	712
50,001-100,000	7.78%	110
100,001-500,000	4.46%	63
500,001-1,000,000	1.70%	24
More than 1,000,000	2.19%	31
TOTAL		1,414

Q4 What is the average age of your front line apparatus?

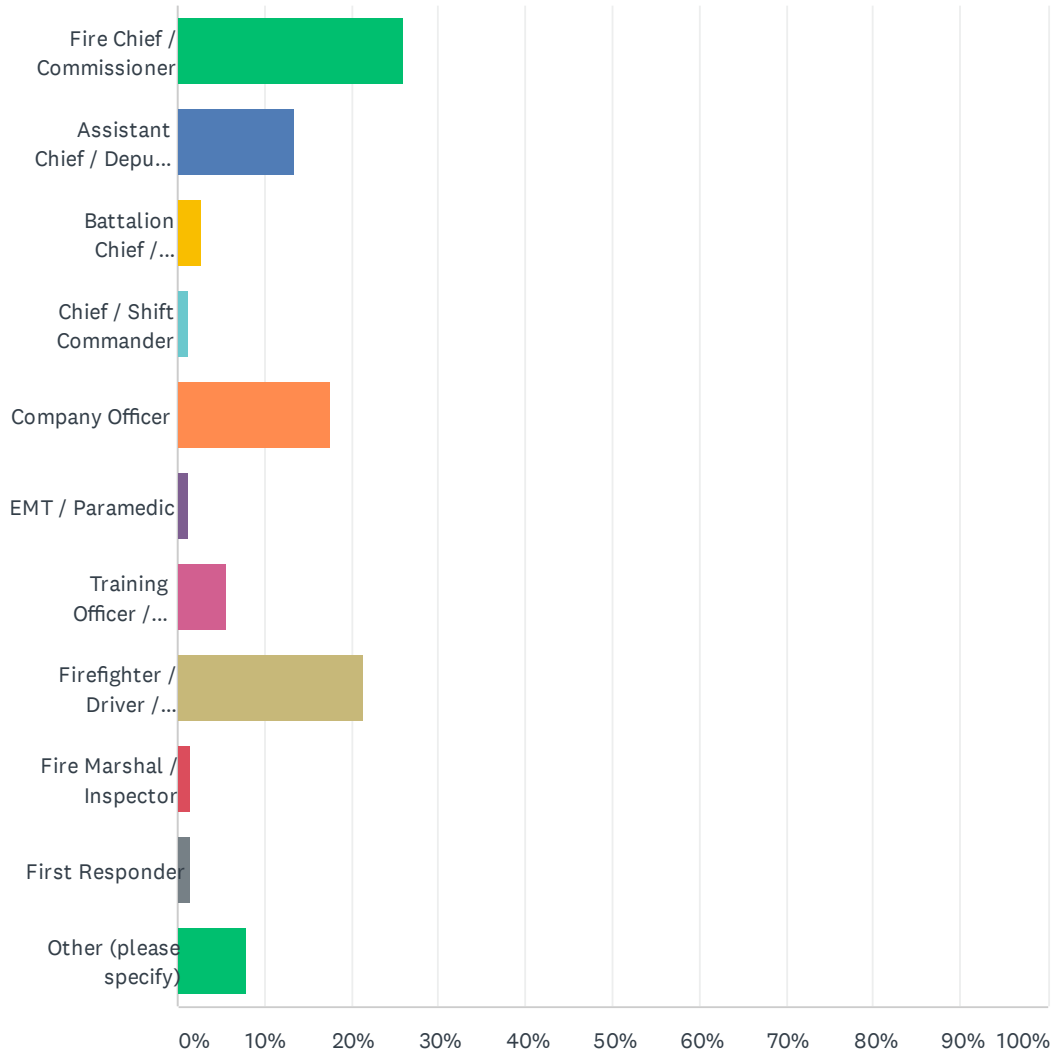
Answered: 1,414 Skipped: 0



ANSWER CHOICES	RESPONSES	
Less than one year	0.85%	12
1-4 years old	8.06%	114
5-9 years	31.68%	448
10-15 years	37.41%	529
16 or more years	21.36%	302
I don't know	0.64%	9
TOTAL		1,414

Q5 Please select your primary occupation / title.

Answered: 1,414 Skipped: 0

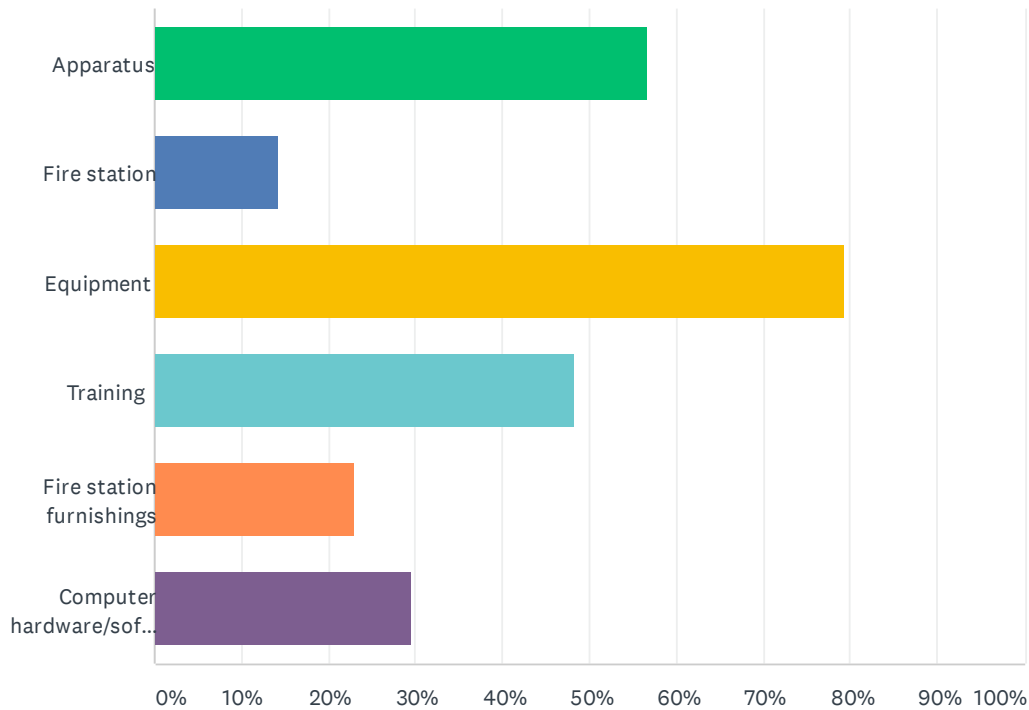


FAMA Industry Outlook Survey (Winter 2017-18)

ANSWER CHOICES	RESPONSES	
Fire Chief / Commissioner	25.95%	367
Assistant Chief / Deputy Chief	13.37%	189
Battalion Chief / District Chief	2.62%	37
Chief / Shift Commander	1.34%	19
Company Officer	17.54%	248
EMT / Paramedic	1.34%	19
Training Officer / Training Chief / Instructor	5.59%	79
Firefighter / Driver / Operator	21.43%	303
Fire Marshal / Inspector	1.41%	20
First Responder	1.41%	20
Other (please specify)	7.99%	113
TOTAL		1,414

Q6 What do you anticipate purchasing in the next fiscal year? (Select all that apply.)

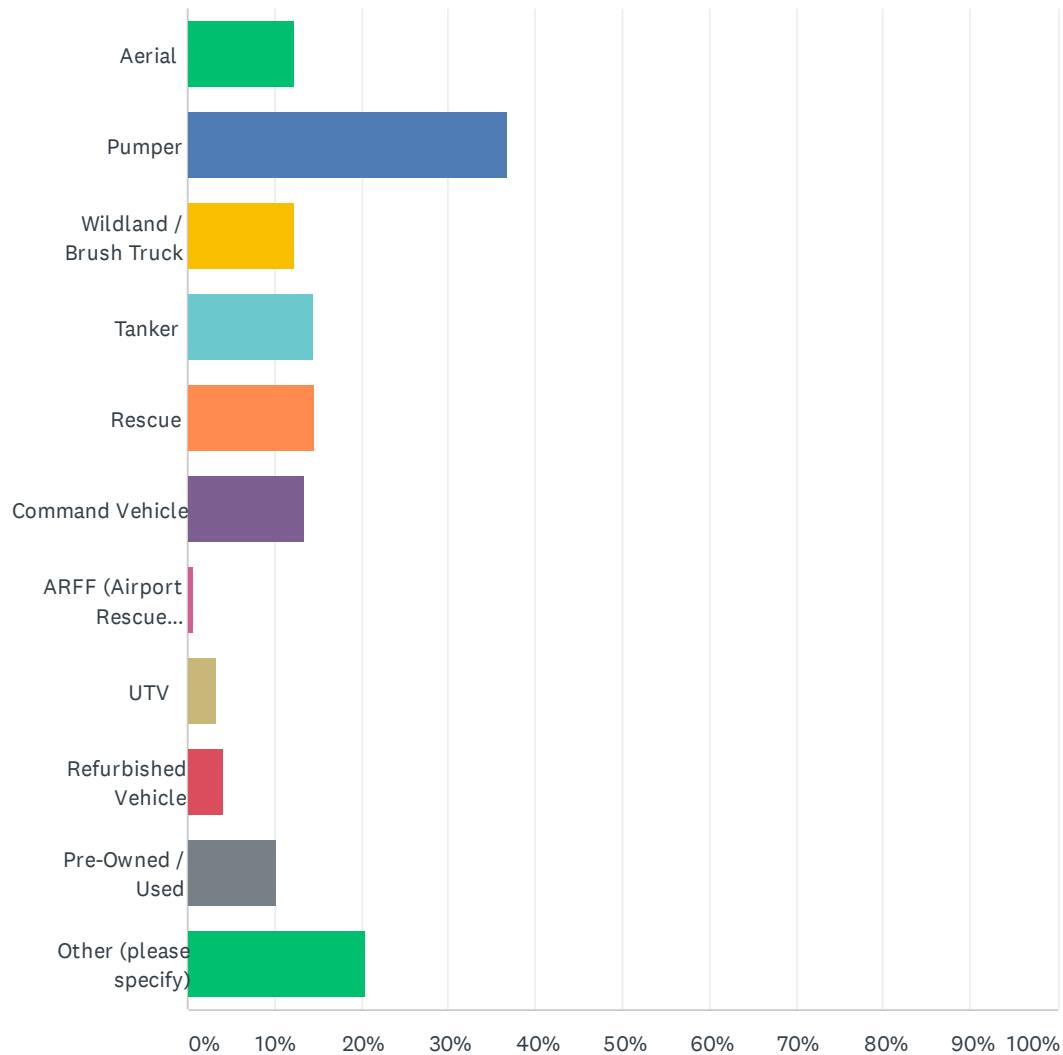
Answered: 1,218 Skipped: 196



ANSWER CHOICES	RESPONSES	
Apparatus	56.73%	691
Fire station	14.20%	173
Equipment	79.39%	967
Training	48.36%	589
Fire station furnishings	22.99%	280
Computer hardware/software	29.56%	360
Total Respondents: 1,218		

Q7 Which of the following apparatus do you anticipate purchasing in the next fiscal year?

Answered: 1,091 Skipped: 323

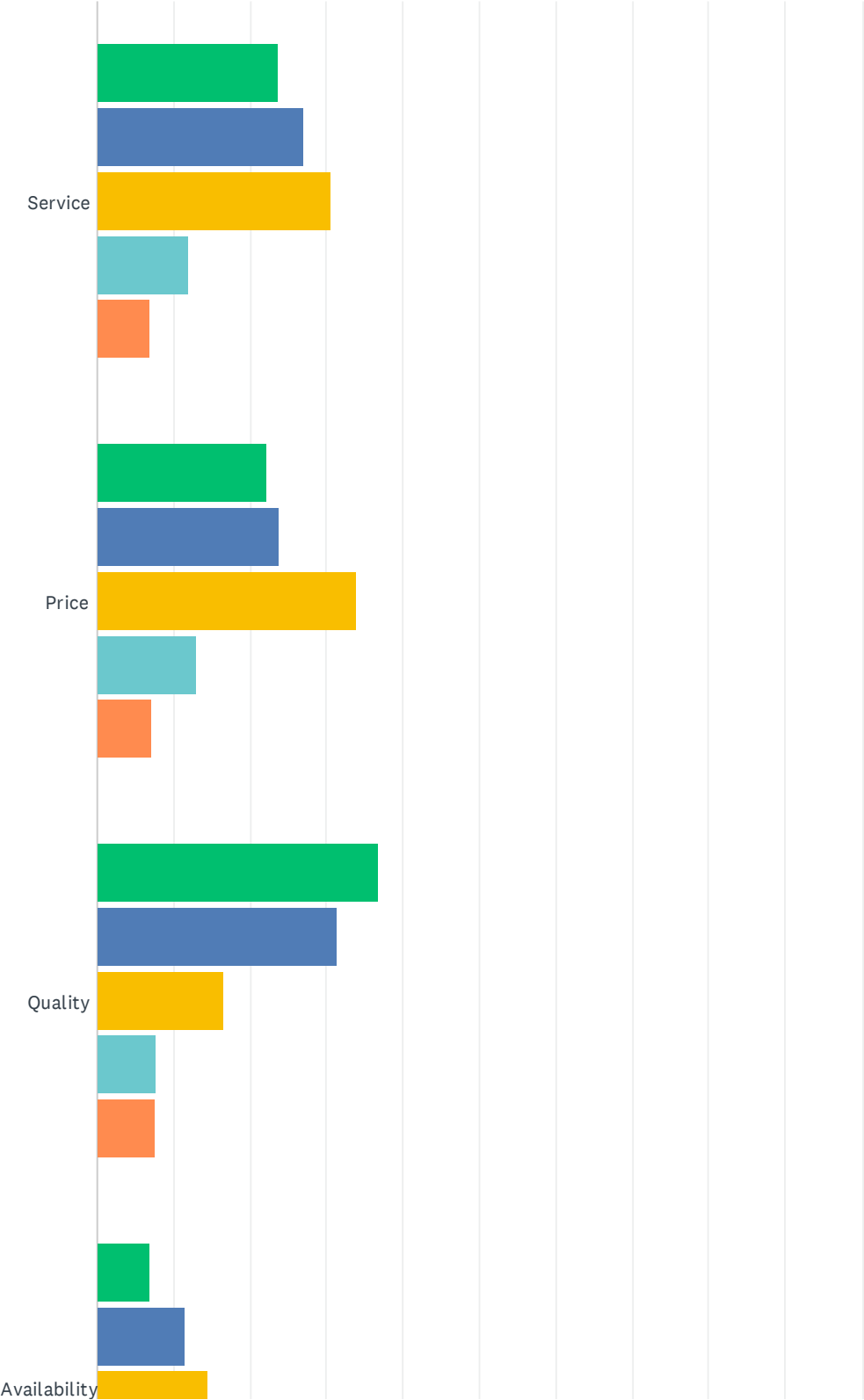


FAMA Industry Outlook Survey (Winter 2017-18)

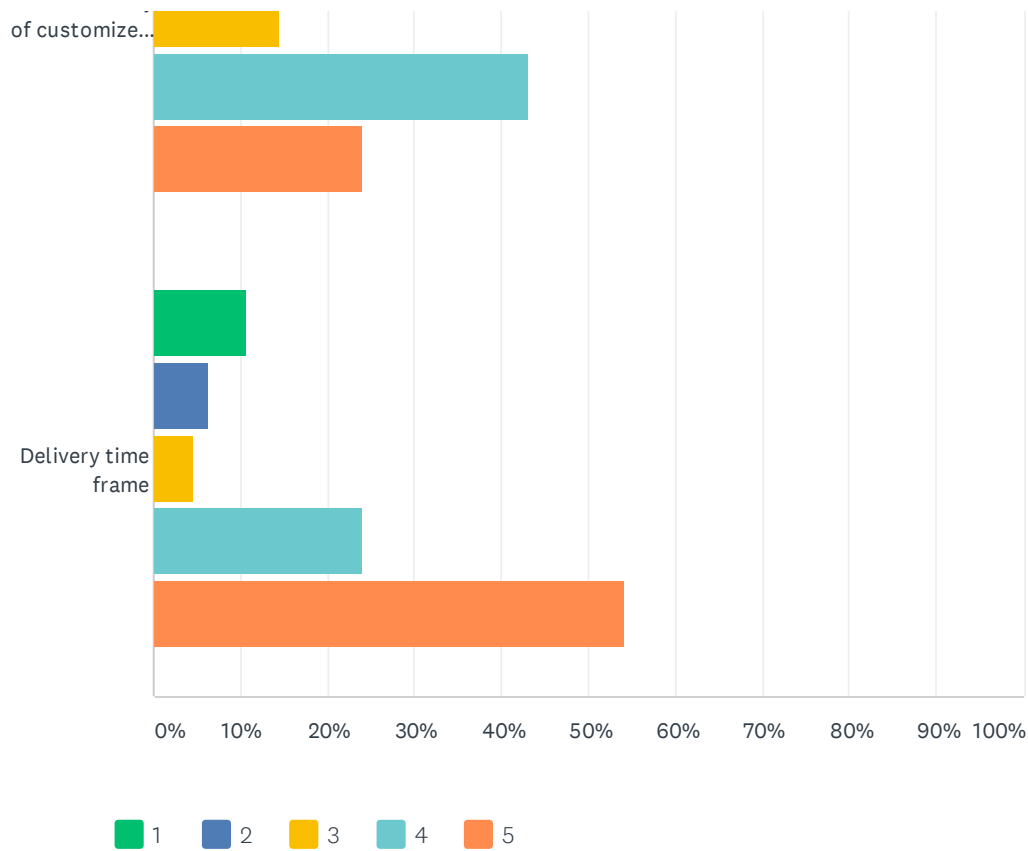
ANSWER CHOICES	RESPONSES	
Aerial	12.28%	134
Pumper	36.76%	401
Wildland / Brush Truck	12.28%	134
Tanker	14.48%	158
Rescue	14.57%	159
Command Vehicle	13.29%	145
ARFF (Airport Rescue Firefighting)	0.64%	7
UTV	3.39%	37
Refurbished Vehicle	4.22%	46
Pre-Owned / Used	10.27%	112
Other (please specify)	20.44%	223
Total Respondents: 1,091		

Q8 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 5 as the least important.

Answered: 1,218 Skipped: 196



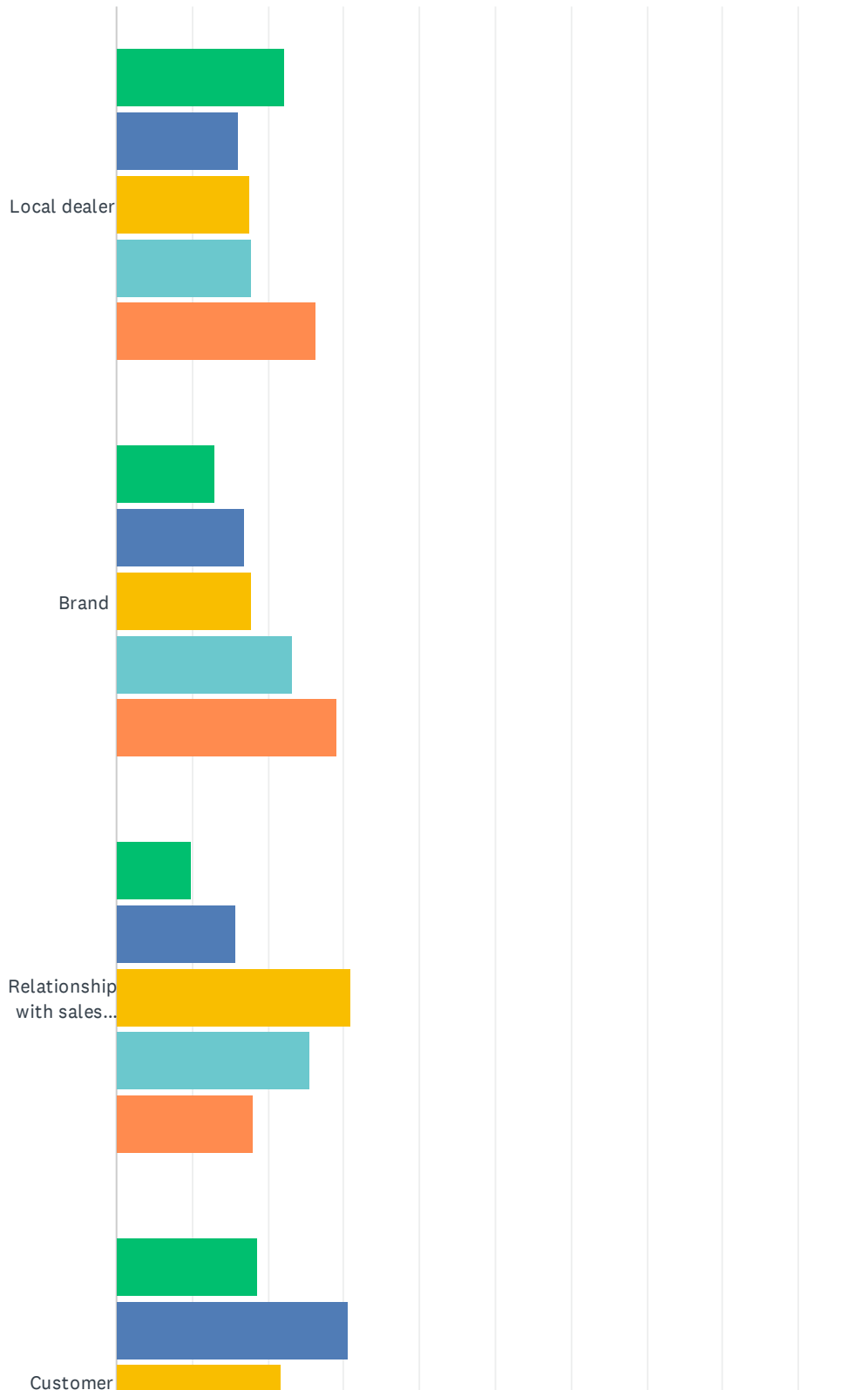
FAMA Industry Outlook Survey (Winter 2017-18)



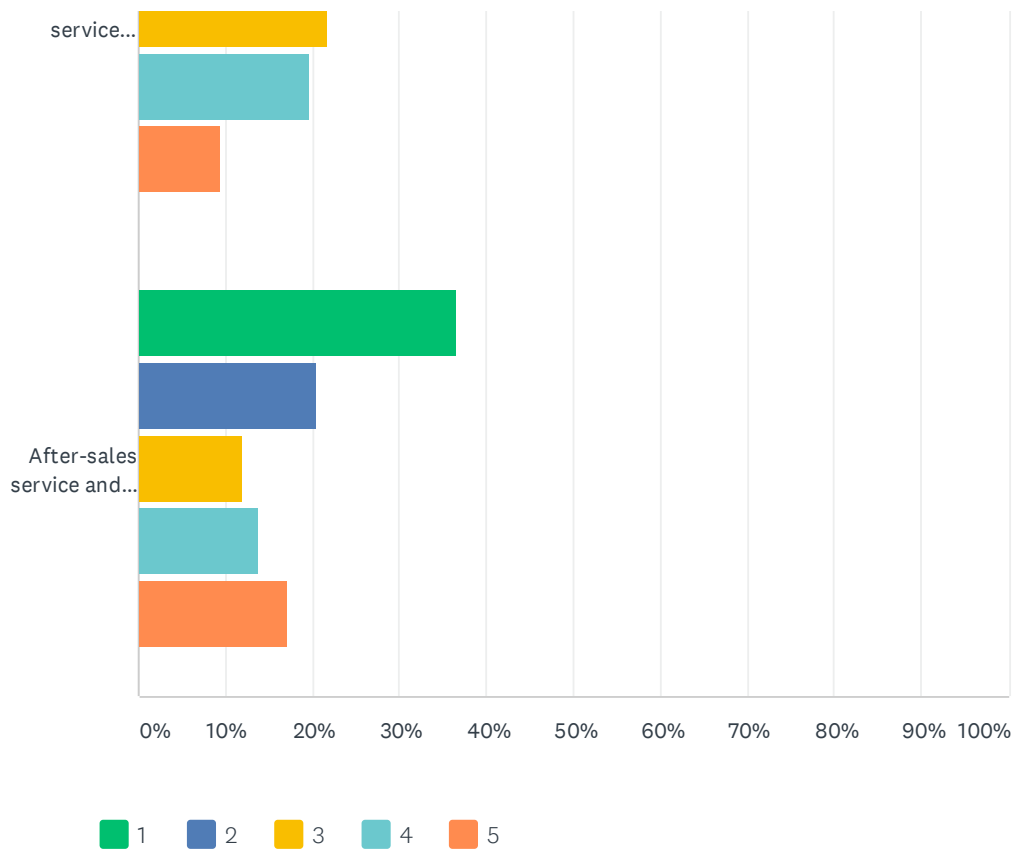
	1	2	3	4	5	TOTAL
Service	23.56% 287	27.01% 329	30.54% 372	11.90% 145	6.98% 85	1,218
Price	22.25% 271	23.89% 291	33.91% 413	12.89% 157	7.06% 86	1,218
Quality	36.86% 449	31.28% 381	16.50% 201	7.80% 95	7.55% 92	1,218
Availability of customized options	6.81% 83	11.58% 141	14.37% 175	43.19% 526	24.06% 293	1,218
Delivery time frame	10.67% 130	6.24% 76	4.68% 57	24.14% 294	54.27% 661	1,218

Q9 How important are the following service/manufacturer attributes in the purchase of new apparatus? Please rank the following attributes, using 1 as the most important and 5 as the least important.

Answered: 1,218 Skipped: 196



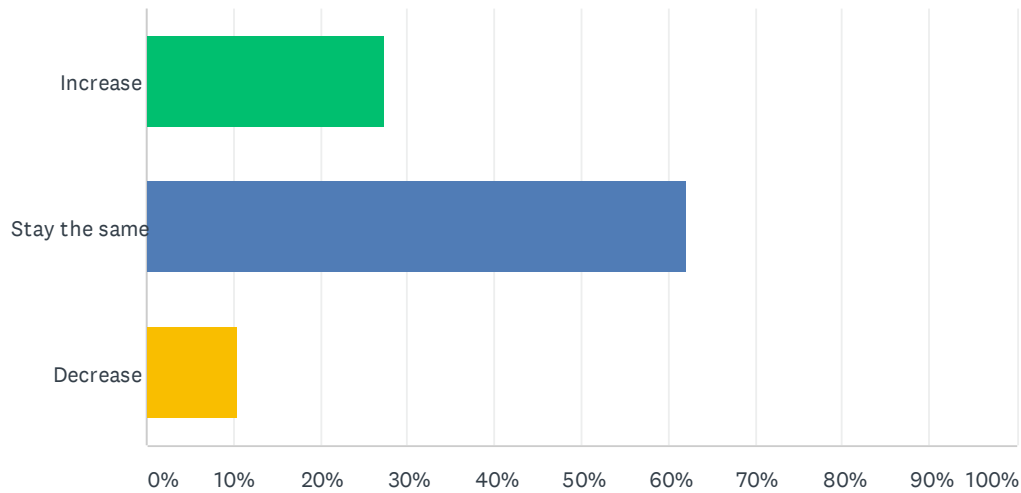
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	1	2	3	4	5	TOTAL
Local dealer	22.09% 269	16.17% 197	17.57% 214	17.73% 216	26.44% 322	1,218
Brand	13.05% 159	16.91% 206	17.82% 217	23.23% 283	28.98% 353	1,218
Relationship with sales person	9.85% 120	15.76% 192	30.95% 377	25.53% 311	17.90% 218	1,218
Customer service experience	18.64% 227	30.62% 373	21.67% 264	19.62% 239	9.44% 115	1,218
After-sales service and parts	36.54% 445	20.53% 250	11.90% 145	13.88% 169	17.16% 209	1,218

Q10 During the next two years (2018 and 2019), do you anticipate your apparatus budget will increase, stay the same, or decrease?

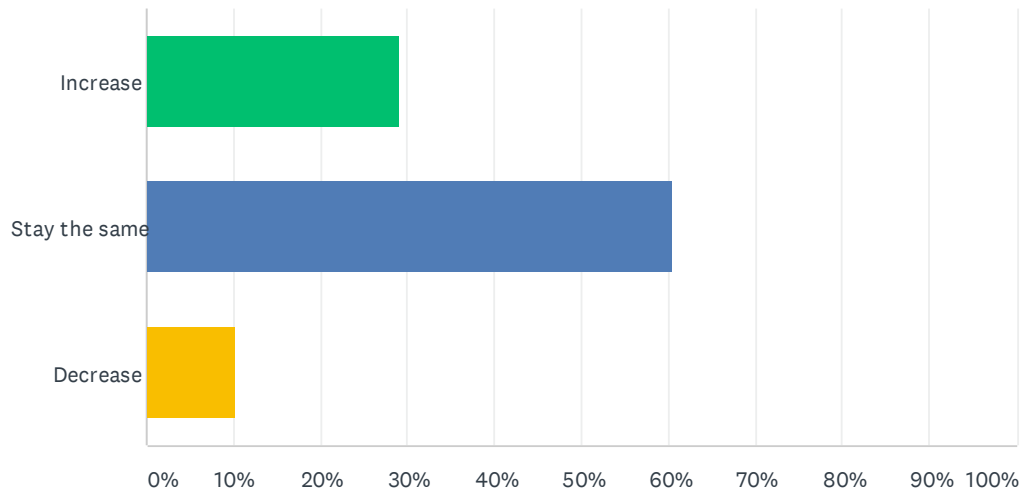
Answered: 1,207 Skipped: 207



ANSWER CHOICES		RESPONSES	
Increase		27.51%	332
Stay the same		62.14%	750
Decrease		10.36%	125
TOTAL			1,207

Q11 During the next two years (2018 and 2019), how do you expect your staffing level to change?

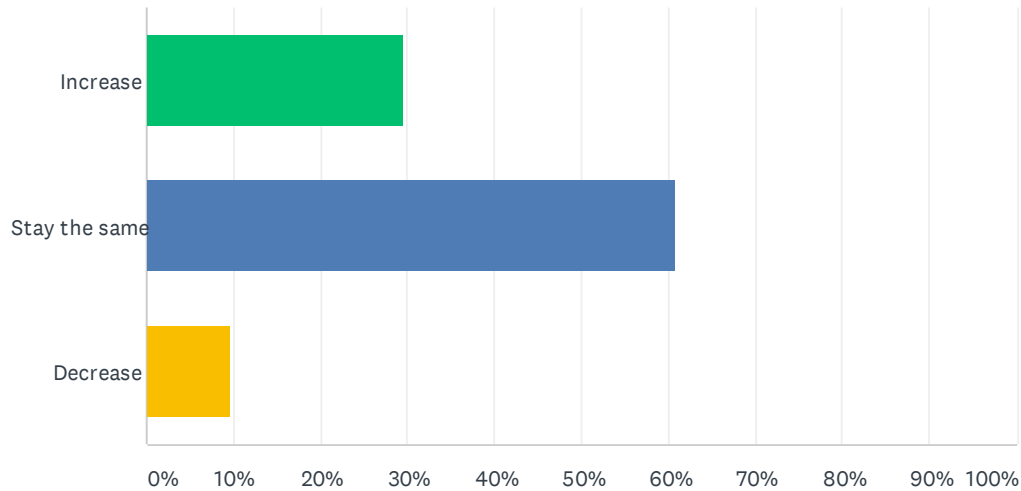
Answered: 1,207 Skipped: 207



ANSWER CHOICES		RESPONSES	
Increase		29.16%	352
Stay the same		60.56%	731
Decrease		10.27%	124
TOTAL			1,207

Q12 Exclusive of capital purchases such as apparatus, how do you expect your equipment budget to change over the next two years (2018 and 2019)?

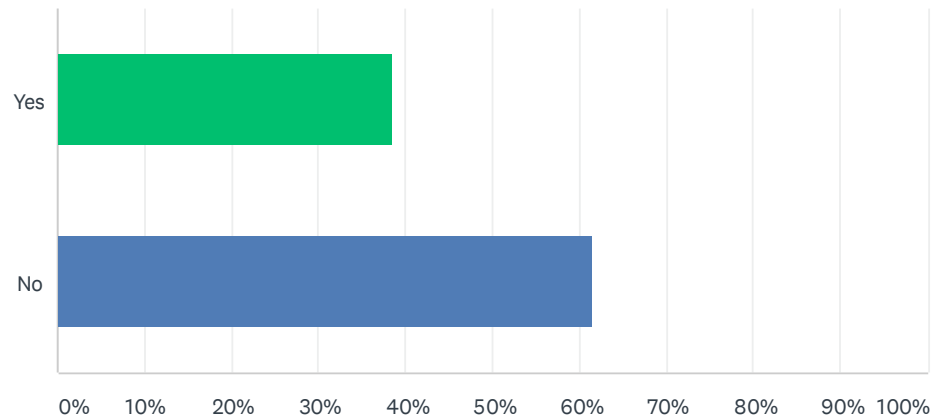
Answered: 1,207 Skipped: 207



ANSWER CHOICES	RESPONSES	
Increase	29.49%	356
Stay the same	60.98%	736
Decrease	9.53%	115
TOTAL		1,207

Q13 Does your fire department have a formal or written apparatus replacement plan or process?

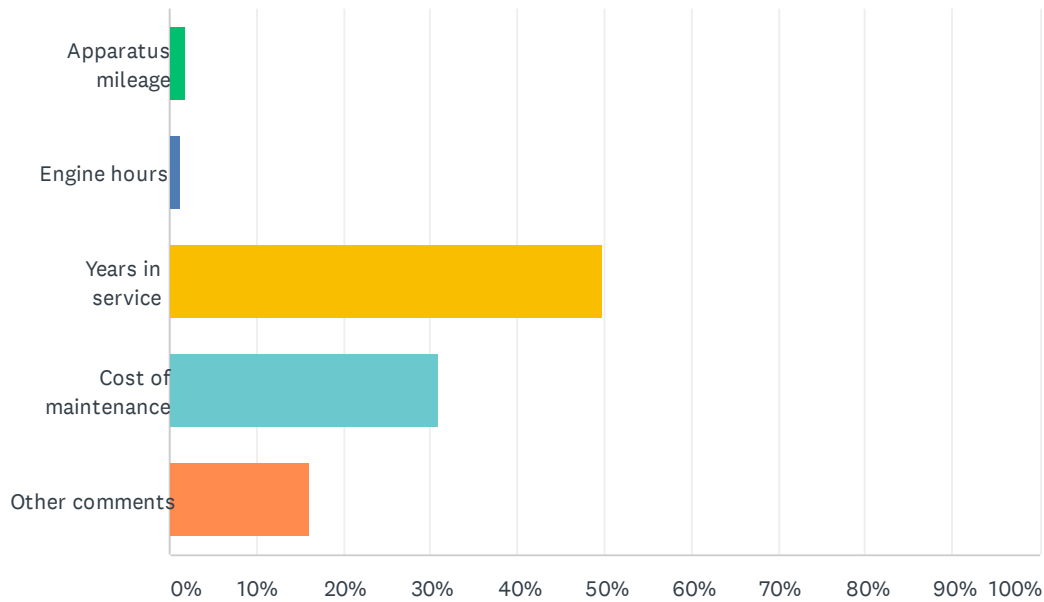
Answered: 1,207 Skipped: 207



ANSWER CHOICES	RESPONSES	
Yes	38.53%	465
No	61.47%	742
TOTAL		1,207

Q14 How does your department determine an apparatus is ready for replacement? (Please provide details in the comment section)

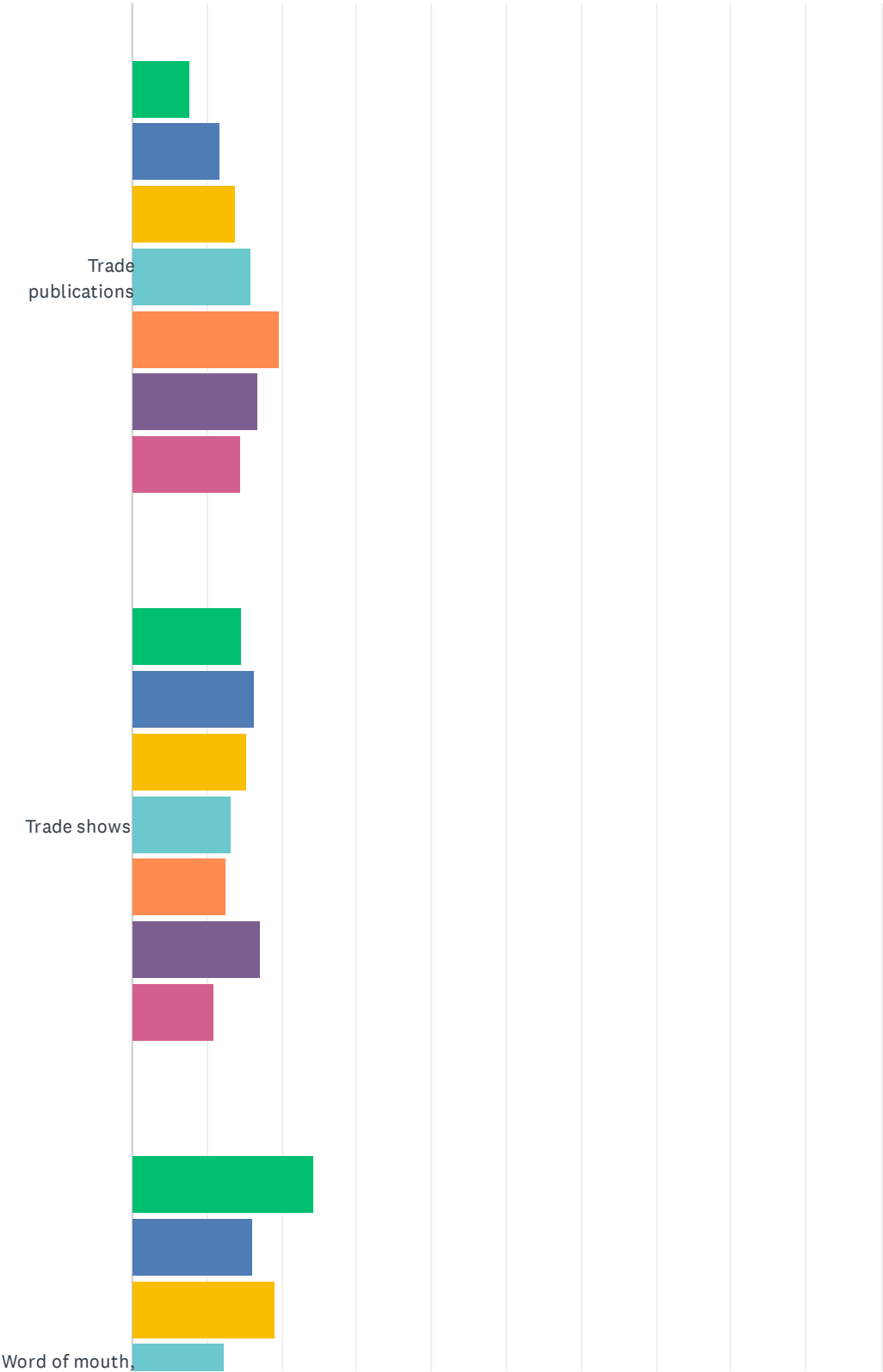
Answered: 1,207 Skipped: 207



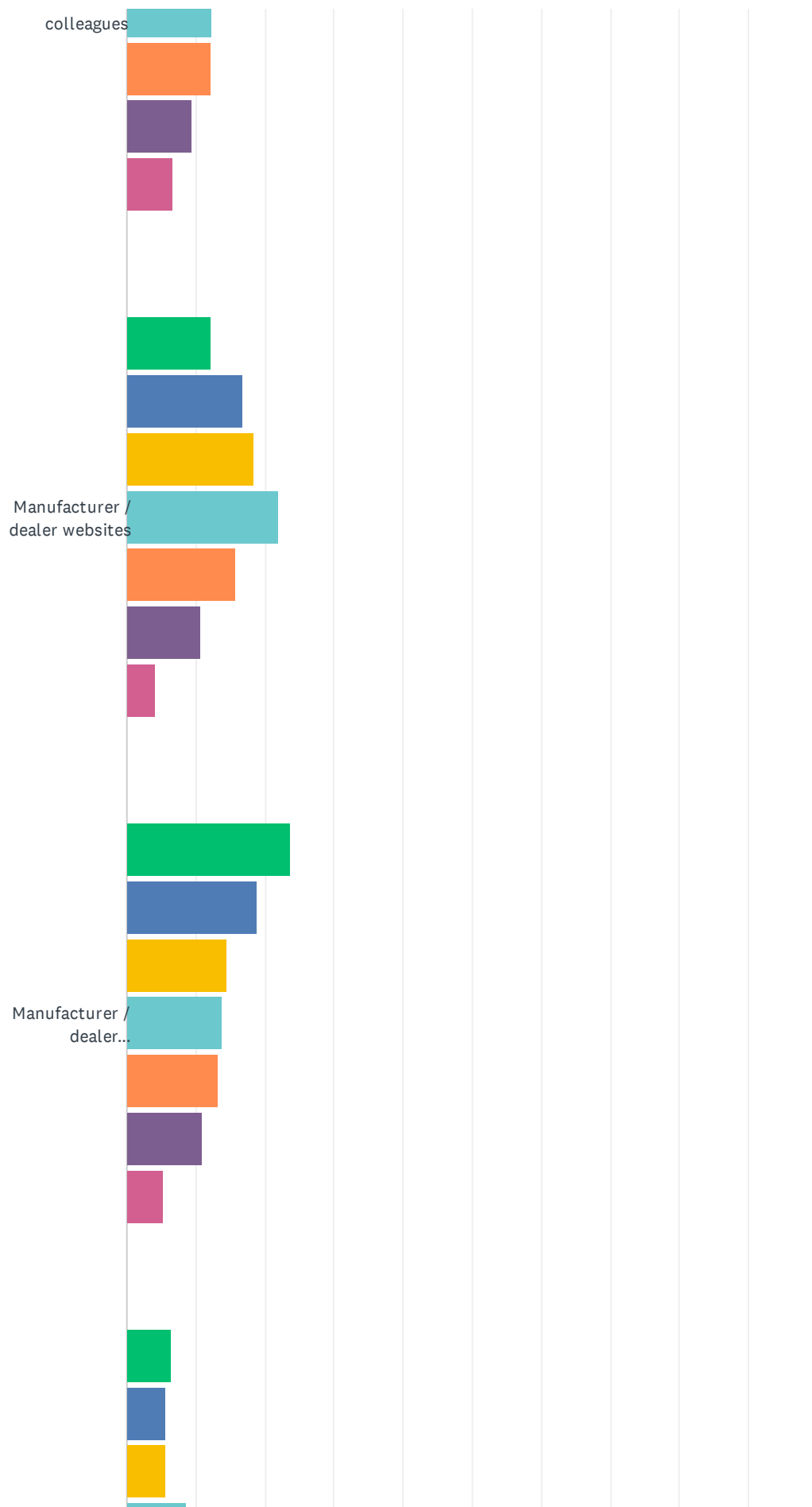
ANSWER CHOICES	RESPONSES	
Apparatus mileage	1.91%	23
Engine hours	1.16%	14
Years in service	49.88%	602
Cost of maintenance	30.99%	374
Other comments	16.07%	194
TOTAL		1,207

Q15 Using 1 as the most important and 7 as the least important, please rank the importance of each of the following when seeking information on apparatus and equipment.

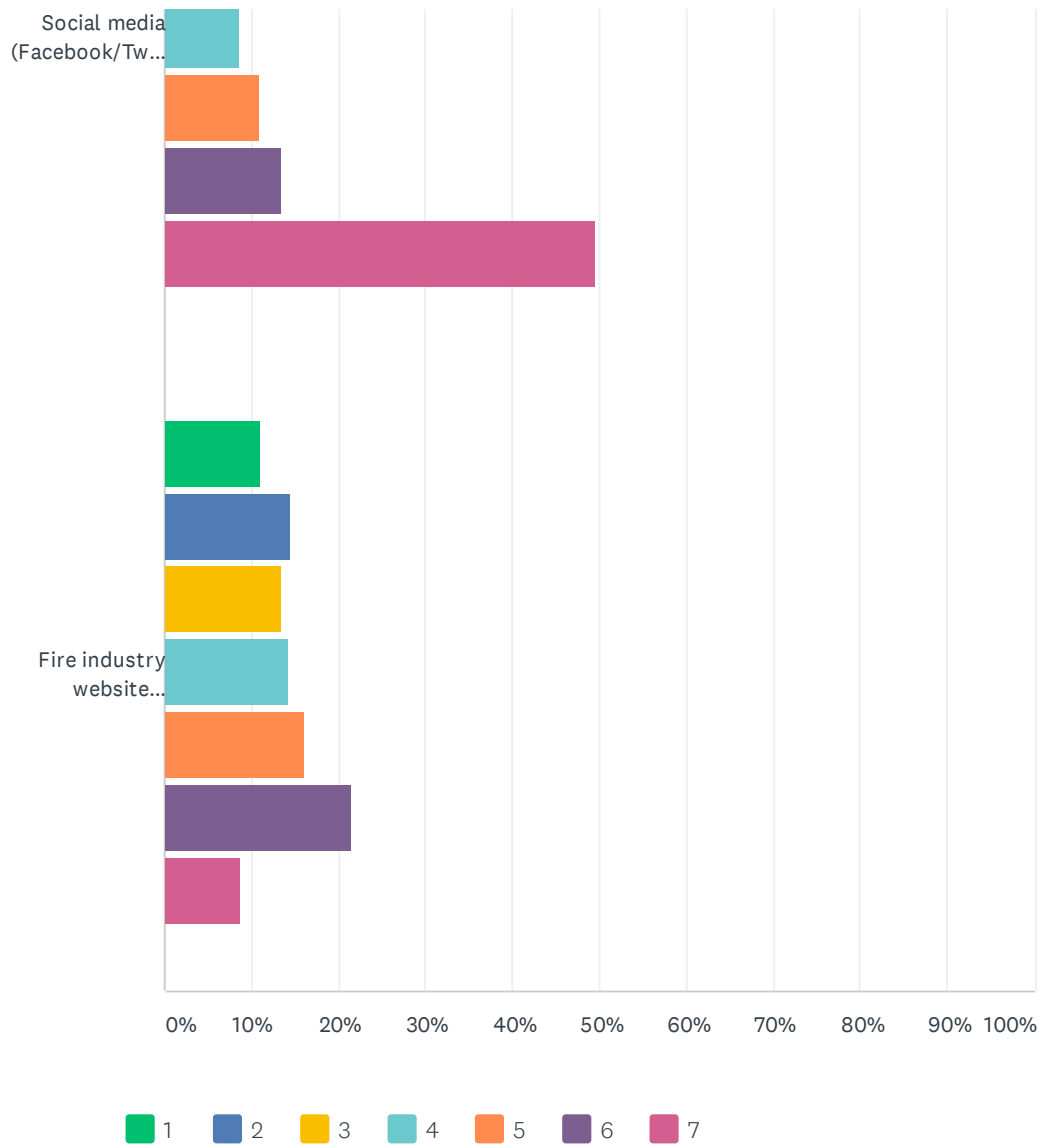
Answered: 1,185 Skipped: 229



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FAMA Industry Outlook Survey (Winter 2017-18)



	1	2	3	4	5	6	7	TOTAL
Trade publications	7.68% 91	11.73% 139	13.76% 163	15.95% 189	19.58% 232	16.79% 199	14.51% 172	1,185
Trade shows	14.60% 173	16.37% 194	15.27% 181	13.16% 156	12.57% 149	17.13% 203	10.89% 129	1,185
Word of mouth, colleagues	24.22% 287	16.12% 191	19.07% 226	12.32% 146	12.07% 143	9.45% 112	6.75% 80	1,185
Manufacturer / dealer websites	12.24% 145	16.79% 199	18.31% 217	22.03% 261	15.70% 186	10.72% 127	4.22% 50	1,185
Manufacturer / dealer salespersons	23.71% 281	18.82% 223	14.51% 172	13.76% 163	13.08% 155	10.89% 129	5.23% 62	1,185
Social media (Facebook/Twitter, etc.)	6.41% 76	5.65% 67	5.65% 67	8.52% 101	10.80% 128	13.42% 159	49.54% 587	1,185
Fire industry website articles	11.14% 132	14.51% 172	13.42% 159	14.26% 169	16.20% 192	21.60% 256	8.86% 105	1,185

Q16 Thank you for completing this survey.If you'd like to be included in the drawing for a \$500 Visa card, 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.

Answered: 1,089 Skipped: 325

ANSWER CHOICES	RESPONSES	
Name:	100.00%	1,089
Fire Department:	98.71%	1,075
Age:	95.68%	1,042
Mailing Address:	99.45%	1,083
City/Town:	99.54%	1,084
State/Province:	99.54%	1,084
ZIP/Postal Code:	99.36%	1,082
Country:	98.07%	1,068
Email Address:	99.17%	1,080
Phone Number:	93.57%	1,019