



2020 Spring Meeting

STATISTICS COMMITTEE

**Paul Bostrom
John Schultz**



Committee Members

- **Paul Bostrom / Chair** – H.O. Bostrom & Company
- **John Schultz / Co-Chair** – Pierce Manufacturing, Inc.
- Pat Cahill – United Plastic Fabricating
- Jerry Conley – Pierce Manufacturing, Inc.
- Jack McLoughlin – Honorary Member
- Dave Reichman – Rosenbauer America, LLC

Board Liaison: Jeromie Johnston



2020 Spring Meeting

FAMA Board Initiatives

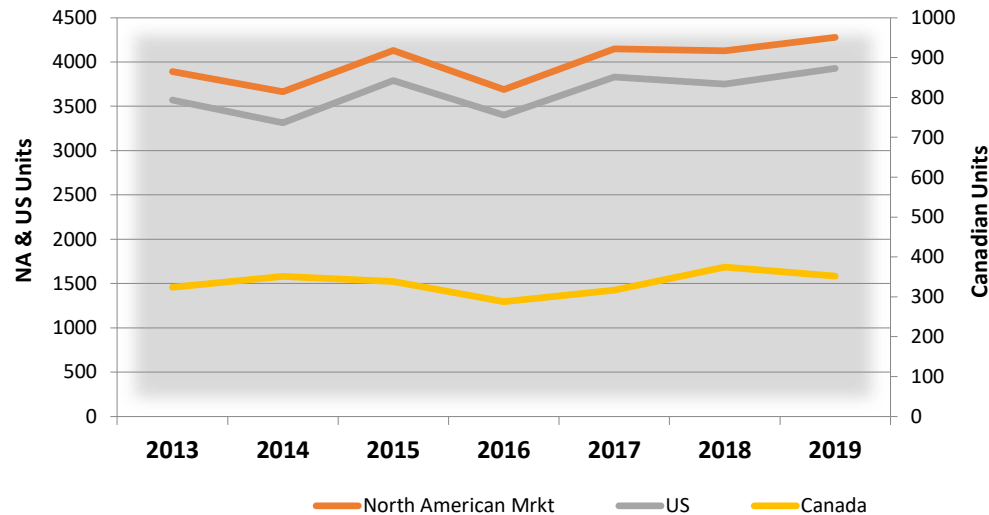
- Complete a 5-year industry forecast & analysis report
- Continue publishing quarterly data in a timely manner
- Reduce data entry errors
- Increase participation of members reporting

Committee Projects

- Add trend line data to the Committee Reports
- Increase participation of members reporting
- Develop truck data entry tutorials
- Incorporate validation programming / checks into data entry
- Provide year end summary report of statics data



North American Fire Apparatus Bookings



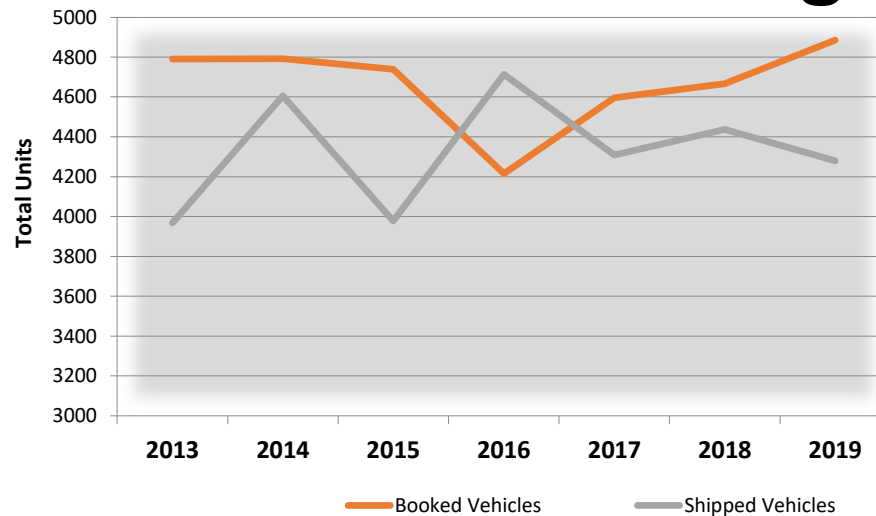
Years	US Average Annual Vehicle Sales	Canada Average Vehicle Sales	Total Average Annual Vehicle Sales	Total Vehicle YOY Growth %
2008-2012	3447	369	3816	
2013 -2017	3581	324	3905	+2.3%
2018	3751	375	4126	+5.7%
2019	3929	352	4281	+3.8%

12 Month Rolling 4281 units

Does not include ARFF or Refurbs



Total Industry Bookings and Shipments



Years	Booked Vehicles	Booked Vehicles YOY Growth %	Shipped Vehicles	Shipped Vehicle YOY Growth %
2008-2012	4482		4564	
2013 -2017	4627	+3.2%	4314	-5.5%
2018	4666	+0.8%	4437	+2.9%
2019	4886	+4.7%	4279	-3.6%

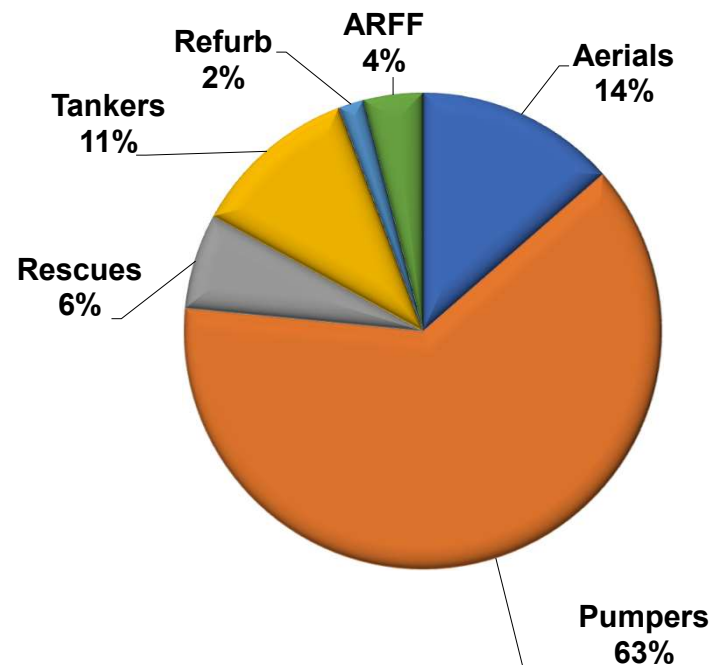
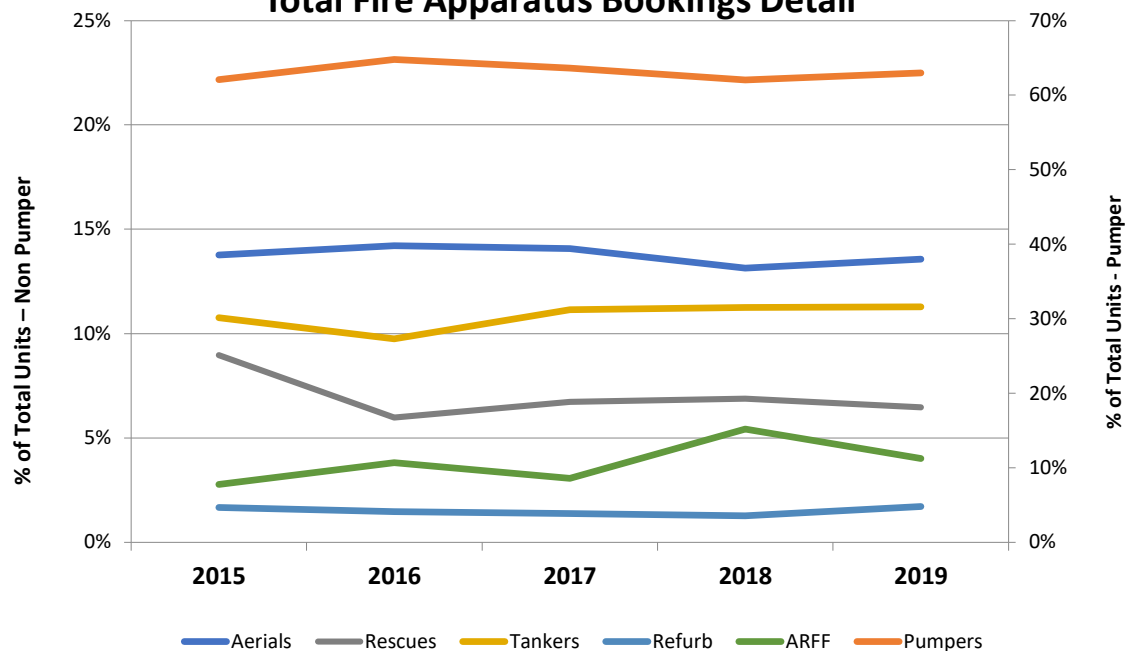
*All vehicles: includes ARFF & Refurb

*All regions



Total Fire Apparatus Sales 12 Month Rolling

Total Fire Apparatus Bookings Detail



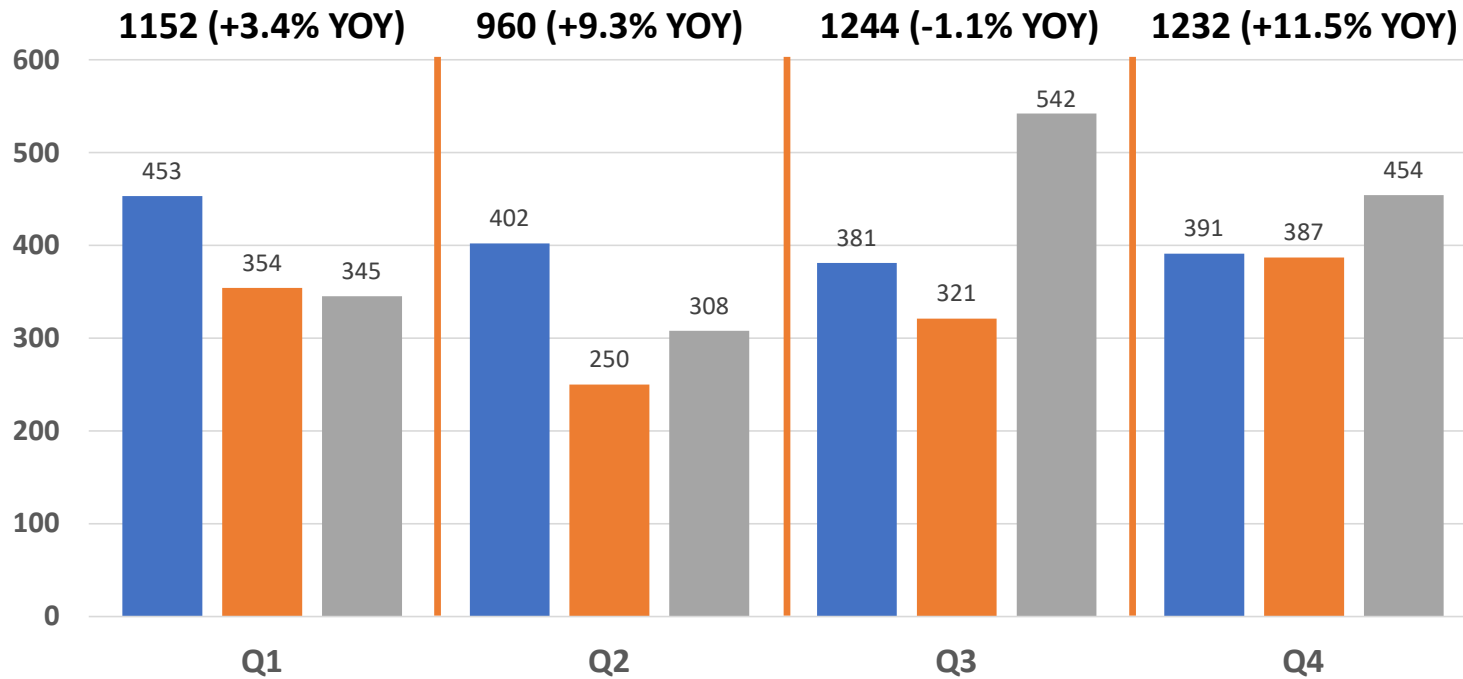
Bookings

12 Month Rolling 4886 units

*All vehicles: includes ARFF & Refurb
*All regions



Fire Apparatus Sales by Month 12 Month Rolling

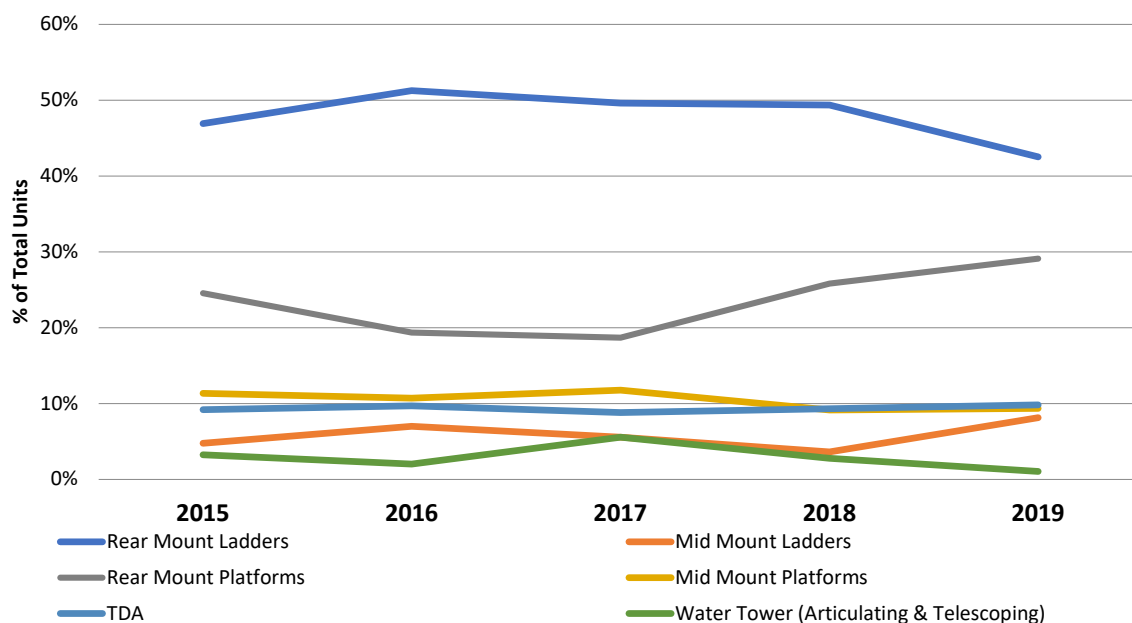


Does not include ARFF or Refurbs
All regions

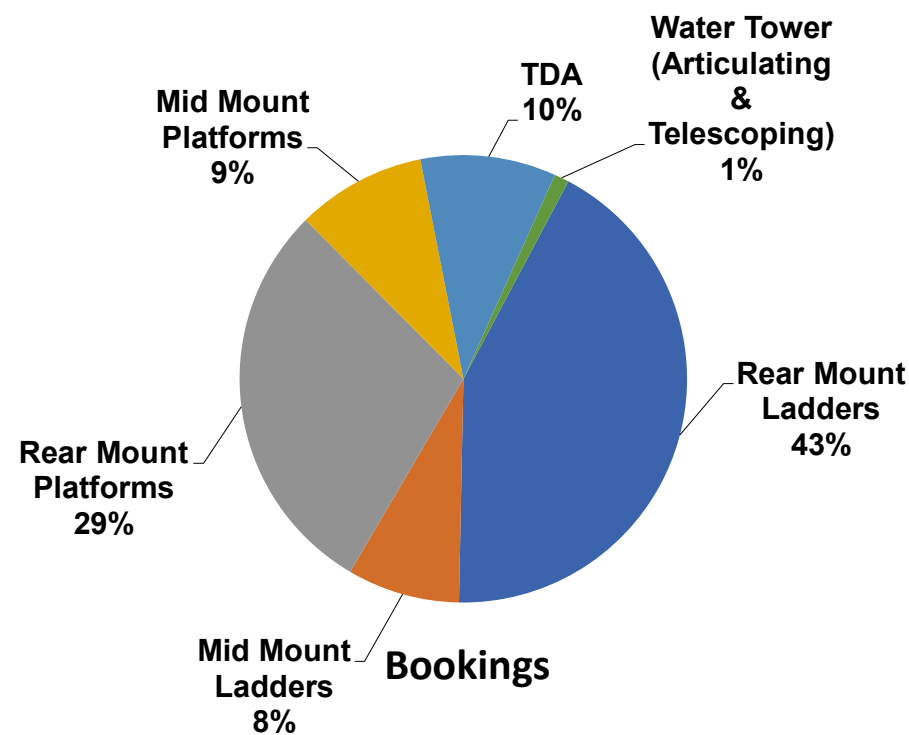


Aerial Bookings	Quantity	YOY Growth %
Rear Mount Ladders	282	-6.6%
Mid Mount Ladders	54	+145.5%
Rear Mount Platforms	193	+22.2%
Mid Mount Platforms	62	+10.7%
Tillers	65	+14.0%
Water Tower (telescoping & articulating)	7	-58.8%

Aerial Apparatus Bookings Detail



Aerial Apparatus Sales 12 Month Rolling

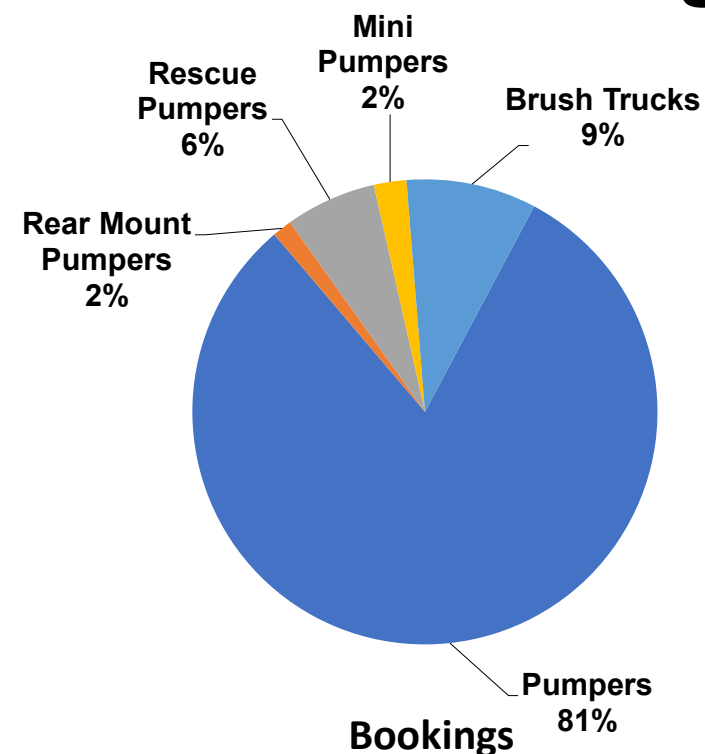
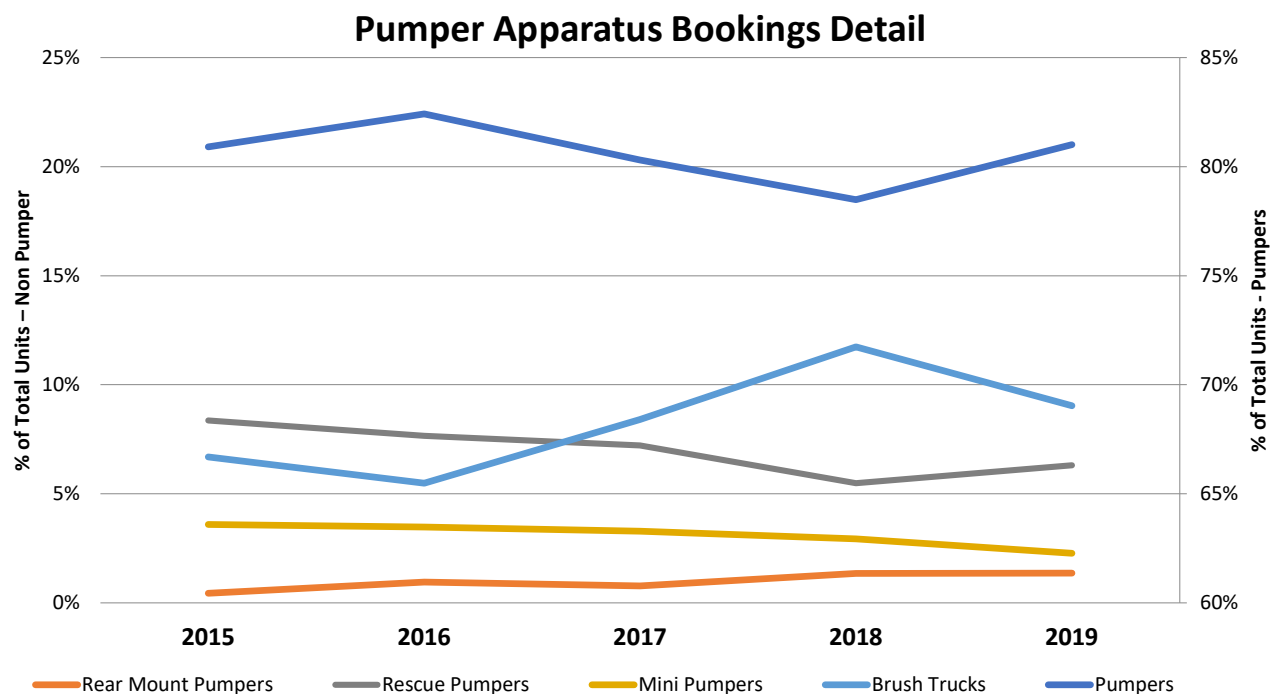


- **663 Booked** (+8.3% YOY)
- **576 Shipped** (-15.3% YOY)



Pumper Bookings	Quantity	YOY Growth %
Pumpers	2492	+9.6%
Rear Mount Pumpers	42	+7.7%
Rescue Pumpers	194	+22.0%
Mini Pumpers	70	-17.6%
Brush Trucks	278	-18.2%

Pumper Apparatus Sales 12 Month Rolling

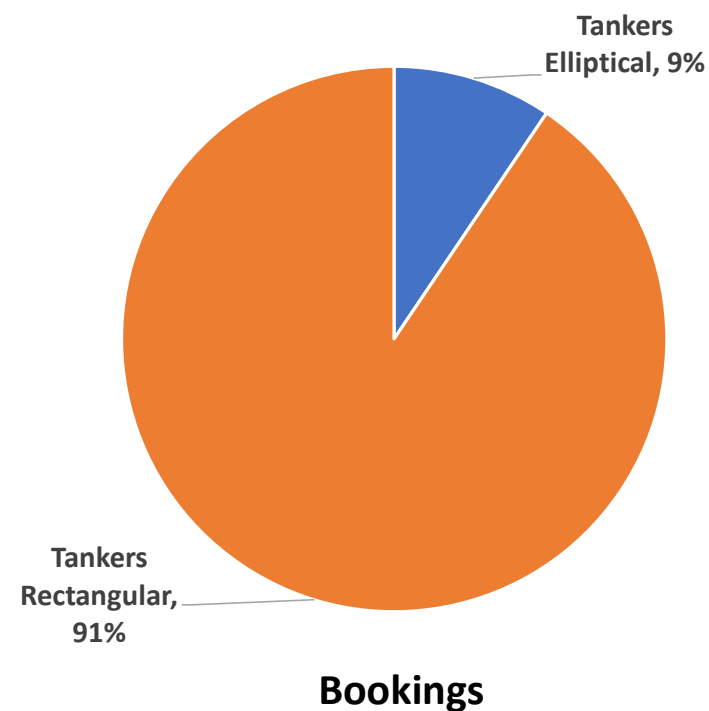
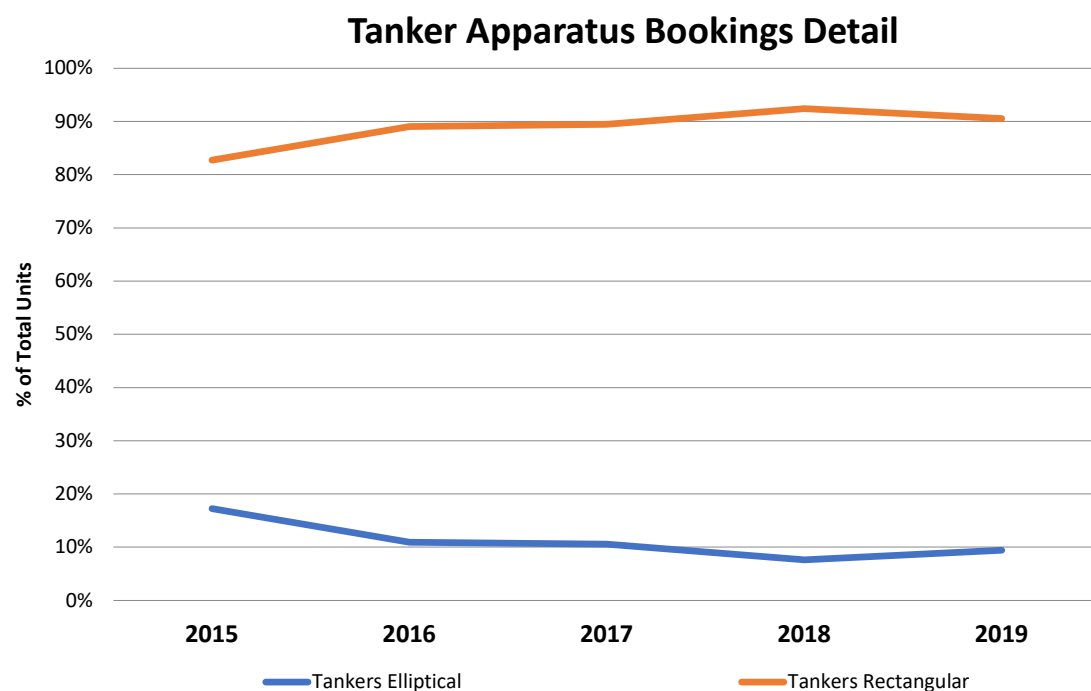


- **3,076 Booked (+6.2% YOY)**
- **2,657 Shipped (-4.6% YOY)**



Tanker Bookings	Quantity	YOY Growth %
Elliptical	52	+30.0%
Rectangular	499	+2.9%

Tanker Apparatus Sales 12 Month Rolling



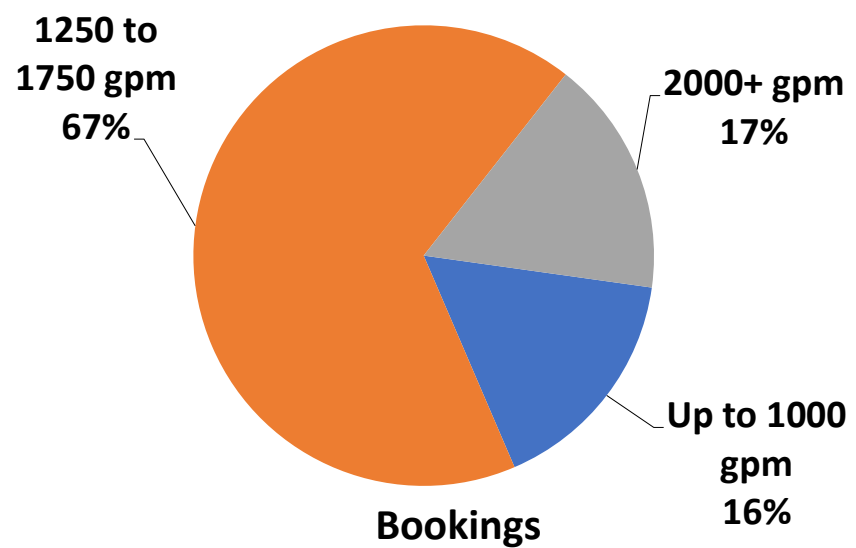
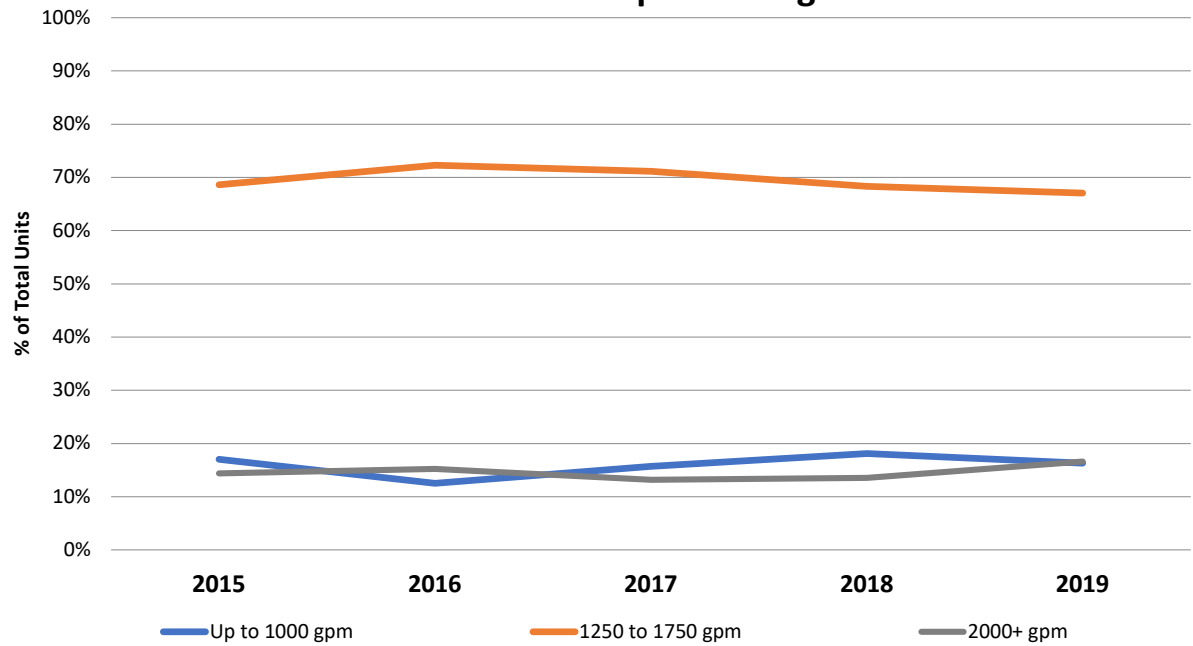
- **551 Booked** (+5.0% YOY)
- **488 Shipped** (-0.8% YOY)



Vehicles with Pumps Sales 12 Month Rolling

Pumper Bookings	Quantity	YOY Growth %
Up to 1000 GPM	661	-6.1%
1250 – 1750 GPM	2716	+2.3%
2000+ GPM	674	+27.9%

Vehicles with Pumps Bookings Detail

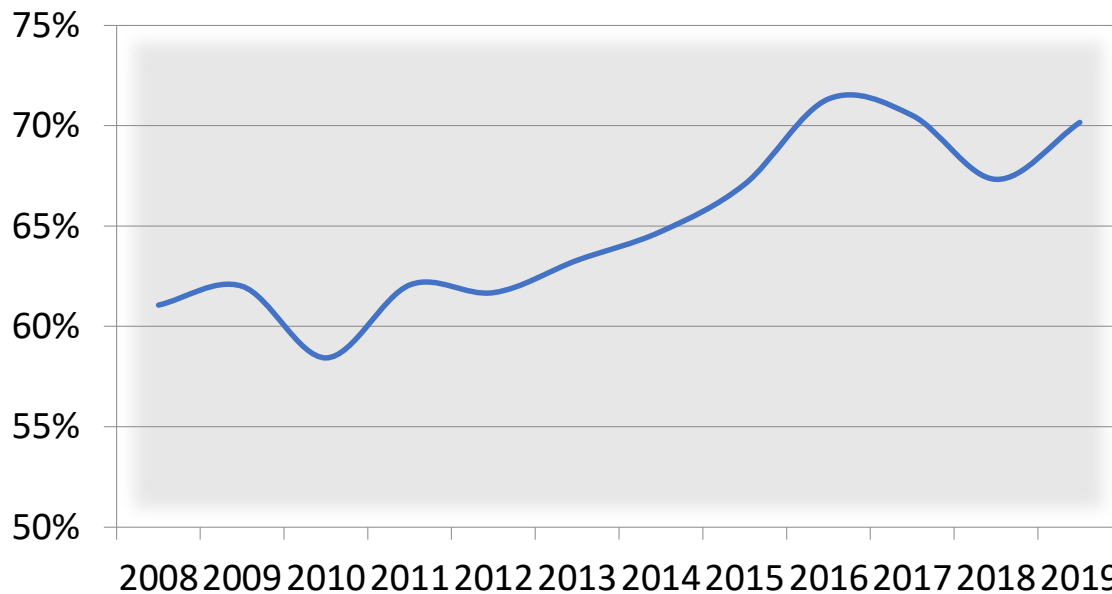


- **4,051 Booked** (+4.3% YOY)
 - **3,548 Shipped** (-5.6% YOY)
- Does Not Include ARFF & Refurbs



Total Industry Bookings Custom vs Commercial Chassis

Custom Chassis Annual Percent Usage – All Products



Year	Commercial	Custom	Custom YOY Growth %
2008-2012	38.9%	61.1%	
2013-2017	32.7%	67.3%	+6.2%
2018	32.7%	67.3%	+0.0%
2019	29.8%	70.2%	+2.9%

Rolling 12 Month: 29.8% Commercial / 70.2% Custom

All products, all regions



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