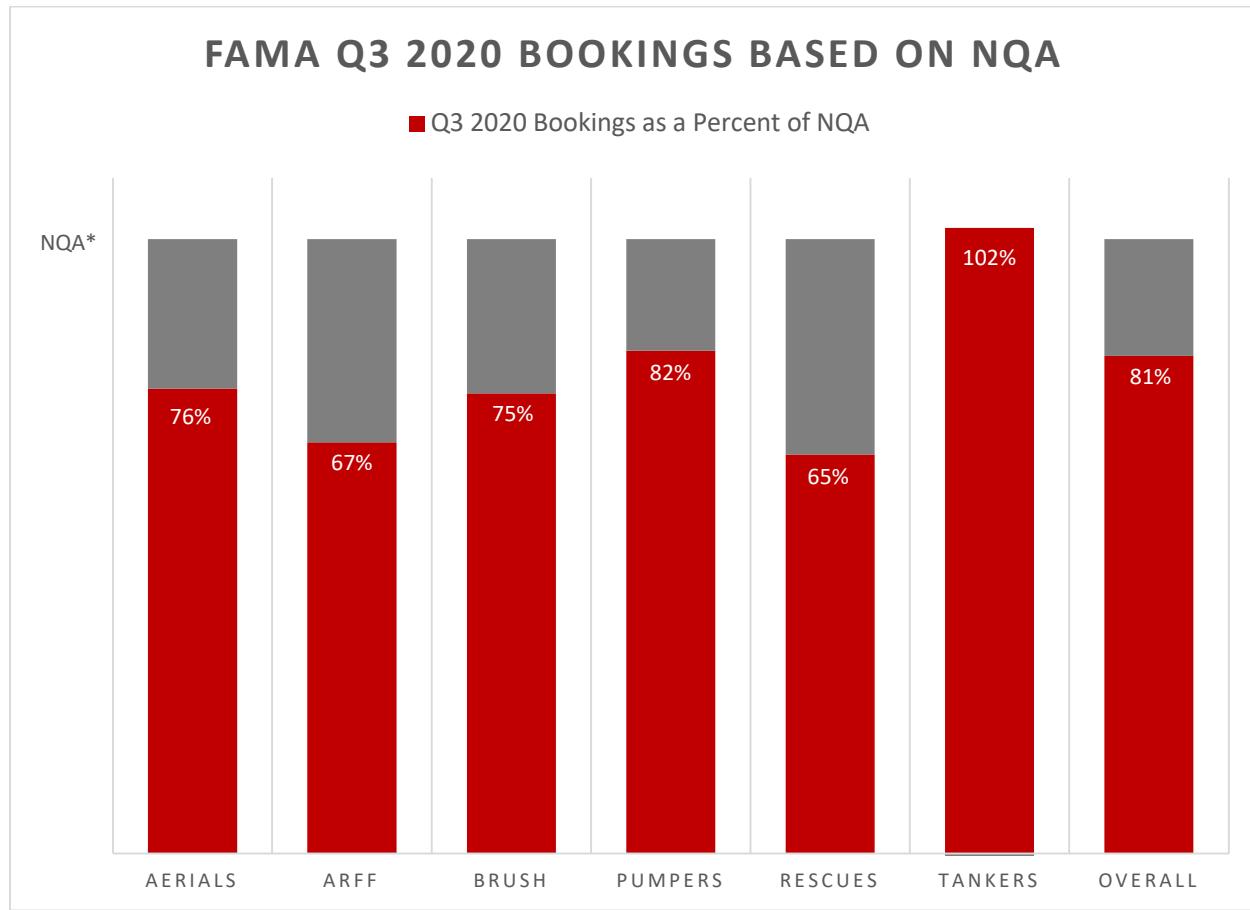




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FAMA Q3 2020 Booked Data Statistics Overview

As many forecasted, third quarter 2020 apparatus bookings continued to be impacted by the COVID-19 Pandemic. Total apparatus sales in the third quarter fell 19% from the rolling Nine Quarter Average (NQA)*. Total apparatus sales fell by 1.6 times the standard deviation**, while better than Q2, still reduced because of the pandemic. Rescue sales were once again the hardest hit, with a 35% drop. Tanker sales were the least disrupted showing a 2% increase from the NQA. Now let's take a more in-depth look at each category.



Aerials: Aerial Q3 sales fell by 24% from the NQA, two times the standard deviation we have seen in the previous quarters. If we average Q2 and Q3 together, sales have been impacted by 31% from the NQA.

ARFF: ARFF Q3 sales fell by 33% the NQA. If you remove the abnormally high Q3 2018 bookings, ARFF sales fell by 21% only half of the standard deviation. If we average Q2 and Q3 together, sales have fallen by 28% from the NQA.



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Brush: Brush Q3 sales fell by 25% from the NQA, well within the then standard deviation for the quarter. The NQA continues to be driven up by abnormally high sales in Q3 and Q4 of 2018. If we average Q2 and Q3 together, sales have fallen by 19% from the NQA.

Pumpers: Pumper sales are the core of apparatus sales and account for 58% off all units sold. Third quarter pumper sales fell 18% from the NQA, 1.2 times the standard deviation seen in the previous quarters. If we average Q2 and Q3 together, sales have fallen by 27% from the NQA.

Rescues: Rescues once again saw the biggest drop of all among the product lines, falling 35% of the NQA. The impact is lessened by the fact that rescues only make up about 15% of total apparatus sales. If we average Q2 and Q3 together, sales have fallen by 41% from the NQA.

Tankers: Tankers were the only product line to see growth from the NQA, rising 1.8%, another hard-hit market segment, falling by 38% of the NQA well within the standard deviation in tanker sales. If we average Q2 and Q3 together, sales have fallen by 18% from the NQA.

Overall: To summarize, the impacts of COVID-19 on fiscal budgets has negatively impacted apparatus sales by more than 19% of the NQA in Q3. If we average Q2 and Q3 together, sales have been impacted by 27% from the NQA. While there was improvement in Q3 bookings, further sales data is needed to fully grasp the impact on the fire service.

*NQA is calculated by taking the average of booking per segment from Q1 2018 through Q1 2020.

** Standard Deviation: In statistics, the standard deviation is a measure of the amount of variation or dispersion of a set of values. In this case, the plus or minus difference over the NQA that you would normally expect to see. The higher the number of times standard deviation a data point is in terms of Statistical Process Control (SPC) the more likely it is to be a special cause variation (i.e. it is assignable to a cause, vs common cause variation which is considered normal).

This report is produced and provided by the Fire Apparatus Manufacturers' Association (FAMA).

The Fire Apparatus Manufacturers' Association is a non-profit trade association. Members of FAMA are committed to enhancing the quality of the fire apparatus industry and emergency service community through the manufacture and sale of safe, efficient fire apparatus and equipment.

The overall goal of FAMA is to advance and protect the interests of the fire and emergency services community through the use of our member companies' resources. To accomplish this, FAMA members work closely with national and international organizations within the fire services and fire industry. Members assist in the development of safety and performance standards, programs and objectives for improving fire apparatus and equipment. FAMA also provides the fire and emergency services community with the essential tools and information to help promote the need for newer and safer apparatus.