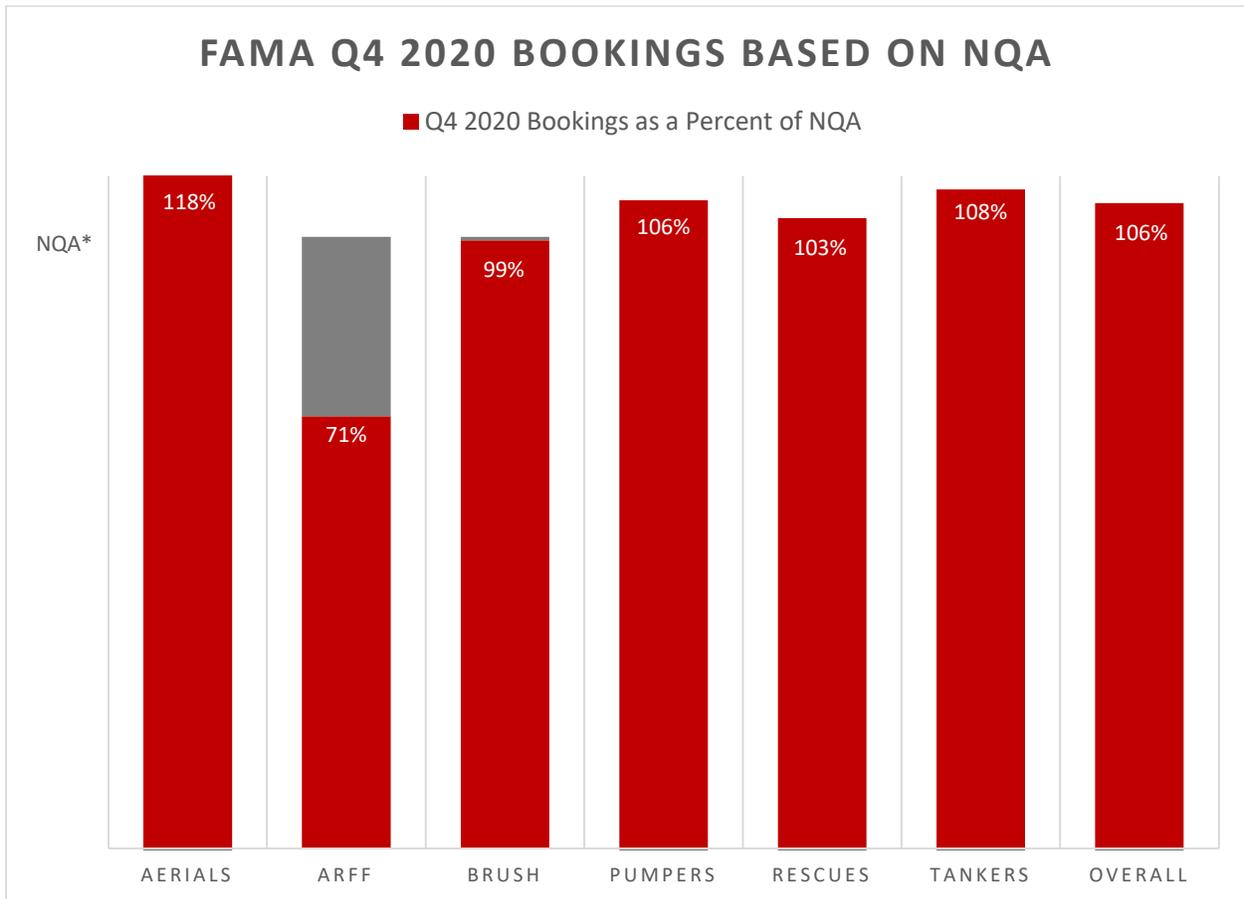




FAMA Q4 2020 Booked Data Statistics Overview

Fourth quarter 2020 apparatus bookings showed the first sign of recovery since the COVID-19 Pandemic. Total apparatus sales in the fourth quarter rose 6% from the rolling pre-pandemic Nine Quarter Average (NQA)*. Total apparatus sales rose by 0.5 times the standard deviation**. ARFF sales were the hardest hit, with a 29% drop. Aerial sales had the largest recovery in the quarter, showing an 18% increase from the NQA. Now let's take a more in-depth look at each category.



Aerials: Aerial Q4 sales rose by 18% from the NQA, one times the standard deviation we have seen in the previous quarters. If we average Q2, Q3, and Q4 together, sales have been impacted by 15% from the NQA.

ARFF: ARFF Q4 sales fell by 29% from the NQA, within the standard deviation for the quarter. The NQA continues to be driven up by abnormally high sales in Q3 of 2018. If we average Q2, Q3, and Q4 together, sales have fallen by 29% from the NQA, the largest of any product category.



Brush: Brush Q4 sales fell by 1% from the NQA, well within the 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, Q3, and Q4 together, sales have fallen by 13% from the NQA.

Pumpers: Pumper sales are the core of apparatus sales and account for 57% off all units sold. Fourth quarter pumper sales rose 6% from the NQA, within the standard deviation seen in the previous quarters. If we average Q2, Q3, and Q4 together, sales have fallen by 16% from the NQA.

Rescues: After two quarters of large product line decline, Rescues saw a slight recover, rising 3% from the NQA. If we average Q2, Q3, and Q4 together, sales have fallen by 26% from the NQA.

Tankers: Tankers continued to see product line growth in the fourth quarter, rising 8% from the NQA, well within the standard deviation. If we average Q2, Q3, and Q4 together, sales have fallen by 10% from the NQA, the least impacted of any product category.

Overall: To summarize, apparatus sales across products saw a modest recovery of 6% in Q4 compared to the pre-pandemic NQA. If we average Q2, Q3, and Q4 together, sales have been impacted by 16% from the NQA. While there was recovery in Q4 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).