FAMA/FEMSA Annual Industry Report for 2012

February 2013



Marketing <u>
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debbi@kiekovermarketing.com 616-460-4242

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Author's Notes

Throughout the report, the term "average" refers to the statistical mean of the data.

The letter "n" is used to designate the number of the respondents to a particular question. When figuring the percent breakdown for each question, non-respondents were not included in the total in order to achieve "valid percentage" data. This technique is commonly considered to yield the most statistically accurate information.

Tests to analyze the correlation between various respondent characteristics were run for all applicable variables. When a statistical test indicated a dependent relationship at a minimum 95% level of confidence, the correlation between the factors is noted as "significant" in the report.

Summary of Findings

The purpose of the research was to gather information regarding fire department trends. Additional goals include:

- Determining the effect of the current economic status on fire departments
- · Gathering information regarding current apparatus used and potential needs

Dates conducted: December 2012–February 2013.

A total of 2,005 fire departments participated in the survey. The online survey consisted of 34 questions. The survey was blasted out to both the Fire Apparatus Manufacturers' Association (FAMA) and the Fire and Emergency Manufacturers and Services Association (FEMSA). The survey was written by Jeff Hupke.

Respondent Characteristics

Organizational Type

- 44%–volunteer
- 22%–career
- 29%–combination career and volunteer

Geographic Location of Respondents

The majority of respondents are from the United States (91%); 9% are from Canada. Forty-seven states and all of the Canadian provinces are represented.

Pacific West–6% West–4% Central–10% Mid West–22% Mid South–9% Southeast–12% Mid Atlantic–20% North East–6% Canada–9%



Position of Respondents

Twenty-six percent of respondents were fire chiefs/commissioners; 21% were company officers.

Fire chief/commissioner	25%
Company officer	21%
Firefighter/driver/operator	19%
Assistant Chief	14%
Training officer/training chief	9%
Battalion Chief	4%
EMT/paramedic	3%
Other	5%

Financial Overview

- 24% of respondents believe equipment budgets will increase and 22% believe apparatus budgets will increase over the next two years.
- 56% of the respondents to the FAMA survey indicated that raising the overall awareness of funding sources would assist fire chiefs-this is similar to what was indicated in 2011.
- 27% of departments have received an AFG or SAFER grant.
- 40% are postponing planned purchases as a result of economic conditions.

Anticipated Actions Due to Economic Conditions	
Postpone planned purchases	40%
Reduce number of planned purchases	36%
Standard operating procedures will change	32%
No anticipated actions due to economic conditions	27%
Refurbish existing apparatus	26%
Fees for service levied	15%





Apparatus Purchase

Forty percent of respondents anticipate making a major purchase during the next fiscal year. This is down from the previous year. Of those who anticipate making a purchase, 92% will purchase an apparatus and 76% equipment.

Quality and safety are the two most important factors in an apparatus/equipment purchase.

Colleagues are the most important sources of information.



Over half of the departments anticipate purchasing a pumper during the next two years and 23% anticipate purchasing an aerial.

Pumper	56%
Aerial	23%
Ambulance transport	18%
Rescue	14%
Wildland	10%
Utility truck	7%
Heavy rescue	7%
Ambulance transport Rescue Wildland Utility truck Heavy rescue	18% 14% 10% 7% 7%

FAMA Report

1. Overview of Research

Goals of Research

The purpose of the research was to gather information regarding fire department trends. Additional goals include:

- Determining the effect of the current economic status on fire departments
- · Gathering information regarding current apparatus used and potential needs

Dates conducted: December 2012-February 2013.

2. Research Methodology

The research was conducted via an online survey with fire departments in the United States. The survey was blasted out to both the Fire Apparatus Manufacturers' Association (FAMA) and the Fire and Emergency Manufacturers and Services Association (FEMSA). A total of 2,005 fire departments participated in the survey.

Data Collection Forms

The online survey consisted of 34 questions. (See Appendix A for sample survey.)

Data Tabulation

The survey was tabulated using SPSS software.

Statistical Tests Utilized

The chi-square test was utilized to determine if cross-tabulated variables were independent or dependent. A comparison of means test was also utilized when appropriate. When the chi-square test or comparison of means test indicated a dependent relationship at a 95% level of confidence, the correlation factor was noted in the report as "significant."

3. Respondent Characteristics

a. Organization Type

(What is the organization type of your fire department?)

Four out of ten fire departments (44%) responding to the survey are volunteer departments; 22% are career departments. Twenty-nine percent of fire departments are a combination of career and volunteer. Organization type in 2012 is similar to the 2011 survey results. (Note: n=2,005.)

	2012	2011	2010	2009
	(n=2,005)	(n=225)	(n=81)	(n=1,072)
Volunteer	44%	44%	37%	24%
Career	22%	27%	21%	31%
Combination	29%	25%	41%	42%
career/volunteer				
Private/contractual	2%	1%		<1%
State/federal	1%	<1%		<1%
Other	2%	3%		2%

b. Population Served

(What size population does your department serve?)

Just over half (52%) of the fire departments responding to the survey serve populations of 5,001-50,000. Twelve percent serve populations of 50,001-100,000 and 8%serve populations of 100,001-500,000. Only 4% of the departments serve populations of more than 500,000. (Note: n=2,005.)

	2012	2011	2010	2009
	(n=2,005)	(n=225)	(n=81)	(n=1,072)
Less than 5,000	24%	26%	25%	13%
5,001–50,000	52%	46%	56%	58%
50,001–100,000	12%	15%	14%	15%
100,001–500,000	8%	8%	2%	12%
500,001-1,000,000	2%	1%	4%	1%
More than 1,000,000	2%	4%	0%	1%

c. Geographic Location

The majority of respondents are from the United States (91%); 9% are from Canada. Forty-seven states and all of the Canadian provinces are represented. (Note: n=1,863.)

1. Trends Affecting Industry

Respondents were asked to provide their thoughts on trends in the industry. These comments were then grouped into categories.

When asked to provide their thoughts on the biggest trends in the industry; 33% indicated "economy/budget cuts/lack of funding/grants." Fourteen percent were concerned with "issues with staffing/less staffing/manpower." (Note: n=2,000.) See Appendix B for complete list of verbatim comments.

 "Lack of volunteers for daytime coverage, and lack of grant funding which means money spent towards replacement equipment and apparatus means less to offer as incentive to be able to recruit and retain people."

Economy/budget cuts/lack of funding/grants	33%
Issues with staffing/less staffing/manpower	14%
Safety/protective gear/car accidents/health &	
fitness	10%
Cost/price increase/cost effective	8%
Apparatus height or weight/outdated	
equipment/afford equipment	7%
Reduced volunteers/lack of volunteers/issues	
with volunteers	6%
NFPA standards/meeting standards/increased	
standards/compliance	6%
Social media/media/technology/	
communications/marketing	6%
Increased EMS calls/handling EMS/data mgt	5%
Poorly trained/less training/training	
requirements/training	5%

- "The economy has had a big influence on our operation both with personnel and apparatus."
- "Manpower is declining, high cost and low availability of quality training."
- "Meeting budget constraints."
- "Data management."
- "Funding, volunteering, and time."
- "Positive trend is the new technology that is coming out for the fire service. A negative trend is the economy and the funding for the fire departments."
- "New commercial buildings."
- "Economic problems/money budgets."
- "Staffing needs. As far as calls go-distracted drivers."
- "Being required doing more with less."
- "Lack of funds with increasing request for services. The ability to replace the aging fleet with limited budget funds."

Below is a word cloud generated from the 50 most frequently used words to describe the biggest trends affecting the industry.



2. Anticipated Actions Due to Economic Conditions

(Which of the following actions do you plan to take due to economic conditions?)

Twenty-seven percent of
respondents do not
anticipate taking any
actions as a result of
economic conditions.
While data from the
2009-2011 surveys are
presented, some
questions were not
asked in 2011 so
comparisons are not
made. (Note: n=1,872.)

	2012	2011	2010	2009
	(n=2,005)	(n=225)	(n=81)	(n=1,072)
Postpone planned purchases		Not		
	40%	asked	62%	66%
Reduce number of planned purchases		Not		
	36%	asked	54%	58%
Standard operating procedures will change	32%	46%	21%	29%
No anticipated actions due to economic		Not	Not	Not
conditions	27%	asked	asked	asked
Refurbish existing apparatus	26%	35%	32%	21%
Fees for service levied	15%	18%	15%	26%
Reduce staff	13%	19%	26%	24%
Forced to acquire non-NFPA compliant				
apparatus	6%	7%	5%	3%
Cancel planned purchases		Not		
	6%	asked	31%	25%
Other	4%	31%	14%	10%

3. Anticipated Trends Over Next Two Years

(Over the next two years (2012 and 2013), how do you expect your (equipment budget, apparatus budget) to change?)

During the next two years, 24% of respondents believe equipment budgets will increase and 22% believe apparatus budgets will increase. (Note: n=2,005.)

	Equipment E	Budget	Apparatus E	Budget
	2012	2011	2012	2011
	(n=2,005)	(n=225)	(n=2,005)	(n=225)
Increase	24%	27%	22%	27%
Stay the same	58%	53%	61%	51%
Decrease	19%	20%	18%	22%

4. AFG or SAFER Grant Recipient

(Have you received an AFG or SAFER grant during the last two years?)

Just under one-third of respondents (27%) have received an AFG or SAFER grant. (Note: n=2,025.)

	2012 (n=1,072)
Yes	27%
No	60%
Not sure	13%

Being a grant recipient was cross-tabulated against organizational type and population size to determine if a statistically significant relationship exists.

Being a grant recipient is correlated to organizational type. Career departments and a combination of career/volunteer departments are more likely to have received an AFG or SAFER grants. Departments that serve 500,001–1,000,000 are more likely to have received a grant than other department sizes.

5. Use of AFG or SAFER Grant

(What was the AFG/SAFER grant for?)

Of those receiving an AFG or SAFER grant, 57% used the grant for equipment; 25% used it for staffing. (Note: n=432.)

	2012
	(n=432)
Equipment	57%
Staffing	25%
Apparatus	17%

6. Success of Non-Traditional Funding Methods

(Has your department been successful with non-traditional funding methods?)

Just less than half of departments have had some success with non-traditional funding sources. This represents an increase over results from 2011. (Note: n=1,872.)



7. Most Important Emphasis for FAMA/FEMSA

(In which one of the following areas could FAMA and FEMSA best help fire chiefs find/access funding?)

Over half of the departments most want FAMA/FEMSA to help raise overall awareness of funding sources. This mirrors the information gathered in 2011. (Note: n=1,581.)

	2012 (N=1,581)	2011 (N=225)
Raising overall awareness of funding sources		
(federal, state, private, etc.)	56%	54%
Training for accessing potential sources of funds.	25%	21%
Defining criteria for selecting the best source		
(matching needs with source)	19%	24%

8. Current Budget Funding

(How is your equipment/apparatus budget funded? (Total should add up to 100%))

Three-fourths of equipment budgets and apparatus budgets are funded by tax revenue. This is an increase over figures from 2011. (Note: n=1,604.)

(Note: Although respondents were requested to have percentages add up to 100%, in many cases they did not.)

	Equipment E	Budget	Apparatus Budget		
	2012	2011	2012	2011	
Tax revenue	76%	66%	75%	54%	
Fundraising	19%	8%	20%	6%	
Municipal	9%	4%	23%	9%	
bonds					
Grants	14%	8%	18%	8%	
Other	18%	3%	20%	3%	

9. Trends Over Last Two Years

(Over the last two years has your (staffing level, equipment budget, apparatus budget) increased, stayed the same or decreased?)

Staffing levels, equipment budgets and apparatus budgets had a slightly lower percentage of decrease than in years past. (Note: n=1,935.)

Staffing Levels	2012 (n=1,935)	2011 (n=225)	2010 (n=81)	2009 (n=1,072)
Increased	22%	21%	19%	27%
Stayed the same	53%	51%	54%	51%
Decreased	25%	27%	27%	23%

Equipment Budgets	2012 (n=1,935)	2011 (n=225)	2010 (n=81)	2009 (n=1,072)
Increased	20%	21%	16%	19%
Stayed the same	54%	48%	37%	44%
Decreased	26%	31%	47%	37%

Apparatus Budgets	2012 (n=1,935)	2011 (n=225)	2010 (n=81)	2009 (n=1,072)
Increased	20%	22%	19%	19%
Stayed the same	58%	54%	42%	45%
Decreased	23%	24%	40%	36%

Current and Future Purchasing

1. Current Apparatus Owned

(Which of the following apparatus does your department currently own?)

Almost all fire departments currently own a pumper and just under two-thirds of departments own a rescue and wildland vehicle. Apparatus ownership has remained steady since the 2011 survey. (Note: n=2,005.)

	2012 (n=2.005)	2011 (n=225)
Pumper	97%	98%
Rescue	60%	61%
Wildland	51%	60%
Utility truck	59%	58%
Aerial	58%	56%
Tanker	32%	53%
Ambulance transport	35%	33%
Heavy rescue	32%	31%
Command center	24%	25%
ARFF (Airport Rescue	6%	6%
Firefighting)		

2. Average Age of Fleet

(What is the average age of your fleet?)

The majority of respondents have a fleet with an average age of five years or more; 13.9%have a fleet with an average age of 16 years or more. (Note: n=2,005)



3. Anticipate Major Purchase

(Do you anticipate making a purchase during the next fiscal year?)

Four out of ten fire departments anticipate making a major purchase during the next fiscal year; 33% indicated they would not be. Compared to last year's results, fewer fire departments anticipate making a purchase. Those indicating they are not sure doubled from last year's survey. (Note: n=2,005.)

	2012 (n=2,005)	2011 (n=225)	2010 (n=81)
Yes	40%	56%	37%
No	33%	30%	32%
Not sure	28%	14%	31%

4. Planned Purchases

(What do you anticipate purchasing?)

Of those anticipating a purchase, 92% anticipate purchasing an apparatus and 76% plan to purchase equipment. The percent planning to purchase apparatus increased from the 2011 survey results. (Note: n=769.)

	2012 (n=769)	2011 (n=??
Apparatus	92%	81%
Equipment	76%	77%
Training	44%	46%
Computer hardware/software	36%	47%
Fire station furnishings	25%	31%
Fire station		21%

Current and Future Purchasing

5. Anticipate Purchasing Next Two Fiscal Years

(Which of the following apparatus does your department anticipate purchasing in the next two years?)

Over half of the departments anticipate purchasing a pumper during the next two years and 23% anticipate purchasing an aerial. Results from 2012 mirror those from 2011 except for aerial purchases. Only 5% of respondents anticipated purchasing an aerial in 2011 compared to 23% in 2012. (Note: n=614.)

	2012	2011
	(n=614)	(n=225)
Pumper	56%	56%
Aerial	23%	5%
Ambulance transport	18%	20%
Rescue	14%	14%
Wildland	10%	13%
Utility truck	7%	13%
Heavy rescue	7%	7%
Command center	2%	4%
ARFF (Airport	2%	3%
Rescue Firefighting)		
Tanker		10%
Other	15%	28%

6. Importance of Various Factors in Apparatus/Equipment Purchases

(Please rate the importance of the factors below in purchasing apparatus and equipment.)

Quality and safety are the two most important factors in choosing an apparatus and equipment. Fuel efficiency and use of alternative fuels are the least important factors in an apparatus/equipment purchase. (Note: n=2,005.)



7. Importance of Service Factors in Purchase

(How important are the following service/manufacturer attributes in the purchase of a new apparatus?)

Customer service is the most important service factor in the purchase a new apparatus followed by after sales service. Brand is the least important factor. (Note: n=2,005.)



8. Future Trends

(For each of the following, please circle which way you believe each will change over the next 5 years.)

Over the next five years, the majority of fire departments anticipate that there will not be a change to the tank size, pump capacity or cab size. About one-third of respondents expect all of those to increase in size. (Note: n=1,872.)



9. Importance of Various Sources

(Please rate the importance of each of the following when seeking information on apparatus and equipment.)

Word-of-mouth/colleagues are the most important sources of information with 35% indicating it is very important and 50% stating it is somewhat important. Manufacturer websites and dealership salespeople are also important. Social media and direct mail are least important sources of information. (Note: n=1,604.)



Other Information

1. Usage of Data Recorder for Training

(If you have purchased a new fire apparatus since 2009, have you used the NFPA required vehicle data recorder?)

Twenty-two percent of respondents who have purchased a new fire apparatus since 2009 are using the data recorder and 21% are not. Thirty-four percent have not purchased a new fire apparatus since 2009. (Note: n=1,935.)



2. Frequency of Data Recorder Usage

(How often have you used the data recorder?)

Of those who have purchased a vehicle with a data recorder, 22% use it every time; 32% never use it. (Note: n=423.)



3. Preference for Doors

(Does your department prefer roll-up or swing-out compartment doors?)

Two-thirds of the departments prefer roll-up doors 17% prefer swing out and 18% have no preference. (Note: n=1,935.)



Other Information

4. Preference for Lights

(Does your department prefer LED or Halogen Scene lights?)

Three-fourths of the departments prefer LED lights; only 7% prefer halogen. (Note: n=1,935.)



5. Interest in Leasing

(How interested are you in leasing apparatus from manufacturers?)

Thirty-five percent of respondents have some interest in leasing apparatus from manufacturers; 61% are not at all interested. (Note: n=1,604.)



6. Industry Trade Shows Attended

(What industry trade shows do you attend at least once every three years?)

Almost half of the respondents attend FDIC at least once every three years; 20% attend Firehouse Expo. See Appendix B for complete list of other responses. (Note: n=1,604.)



Other Information

7. Suggestions for Better Meeting Needs

Respondents were asked to provide suggestions for what an apparatus manufacturer can do to better meet needs. These comments were then grouped into categories.

Thirty-nine percent could not come up with a suggestions; 20% indicated "lower cost/help with funding/help with grant writing/discounts/financing options/economy." (Note: n=1,585.) See Appendix B for complete list of verbatim comments.

None/I don't know/NA/no	39%
Lower cost/help with funding/help with grant	
writing/discounts/financing options/economy	20%
Maintain or improve quality/maintenance	4%
Better design/narrower cabs/back to basics/no more	
height/storage	4%
Newer/better trucks/multi-	
functional/dependable/reliable	3%
Standardize/wide range of stock/less	
fancy/basic/less bells	3%
More detail/on top of changes/manuals/site	
visits/demos	3%

- "Maybe online video conferencing and video of progress at multiple times throughout the build."
- "Be better prepared to repair/ replace first generation changes. Ex: new water pump design used for the first time."
- "Assist smaller departments that rely mostly on public donations in order to operate. Manufacturers should assist in providing financing better for smaller agencies in purchasing trucks."
- "Just listen."
- "Build the truck to fit the smaller rural fire departments."
- "Provide excellent service after the sale such as making it easy to locate and expedite the shipment of parts."
- "Higher quality."
- "More user friendly."
- "Better quality overall."
- "Standardize, innovate, use all space more efficiently, including pump compartment."
- "Standard apparatus design template to reduce costs."
- "Simpler made trucks that offer a better value for the dollars spent, don't need a parade ready truck, make it more functional rather than prettier."
- "More engine options."
- "Work with us on finding creative funding solutions to include grant programs or municipal lease programs."

FAMA/FEMSA 2012 Industry Survey

1. What are the biggest trends which are currently affecting your industry?

2. Which of the following apparatus does your department currently own? (Check all that apply.)

- □ Aerial
- □ Pumper
- □ Wildland
- □ Rescue
- □ Heavy rescue
- □ Command center
- □ Utility truck
- □ Ambulance transport
- □ ARFF (Airport Rescue Firefighting)
- □ Other

3. What is the average age of your fleet?

- □ Less than one year
- \Box 1–4 years old
- □ 5–9 years
- □ 10–15 years
- □ 16 or more years

4. How important are the following product attributes in the purchase of new apparatus?

	Not at all	Not	Neither	Somewhat	Very
	important	important		important	Important
Price					
Multi-function/multi-purpose use					
Safety					
Quality					
Custom cab/chassis					
Ease of operation					
Warranty					
Fuel efficiency					
Use of alternative fuels (hybrid, natural gas)					
Ease of maintenance/replacing parts					
Interior cab size					
Innovativeness of product					

5. How important are the following service/manufacturer attributes in the purchase of new apparatus?

	Not at all	Not	Neither	Somewhat	Very
	important	important		important	Important
Local dealer service					
Brand					
Dealer reputation					
Customer service					
Speed of delivery					
Ability to overnight parts					
After sales service					

Manufacturer reputation			
Relationship with sales person			
Responsiveness of sales team			

6. Do you anticipate making a major purchase during the next fiscal year?

□ Yes

- □ No, Go to 9
- □ Not sure, Go to 9

7. What do you anticipate purchasing? (Check all that apply.)

- □ Fire station
- □ Apparatus (Go to Q8)
- □ Equipment
- □ Training
- □ Fire station furnishings
- □ Computer hardware/software
- \Box Other, please specify:

8. Which of the following do you anticipate purchasing?

- □ Aerial
- □ Pumper
- □ Wildland
- □ Rescue
- □ Heavy rescue
- □ Command center
- □ Utility truck
- □ Ambulance transport
- □ ARFF (Airport Rescue Firefighting)
- □ Other
- 9. Over the last two years has your equipment budget increased, stayed the same or decreased?
 - Increased
 - $\hfill\square$ Stayed the same
 - \Box Decreased
- 10. Over the next two years (2013 and 2014), how do you expect your equipment budget to change?
 - □ Increase
 - □ Stay the same
 - Decrease
- 11. Over the last two years has your staffing level increased, stayed the same or decreased?
 - □ Increased
 - □ Stayed the same
 - □ Decreased
- 12. Over the next two years (2013 and 2014), how do you expect your staffing level to change?
 - □ Increase
 - $\hfill\square$ Stay the same
 - Decrease
- 13. Over the last two years has your apparatus budget increased, stayed the same or decreased?
 - □ Increased
 - $\hfill\square$ Stayed the same
 - \Box Decreased

14. During the next two years (2013 & 2014) do you anticipate your **apparatus budget** will increase, stay the same or decrease?

□ Increase

- \Box Stay the same
- □ Decrease

15. Does your department prefer roll-up or swing-out compartment doors?

- □ Prefer roll-up doors
- □ Prefer swing-out doors
- □ No preference

16. Does your department prefer LED or Halogen Scene lights?

- Prefer LED
- Prefer Halogen
- □ No preference

16b. If you have purchased a new fire apparatus since 2099, have you used the NFPA required vehicle data recorder?

- □ Yes
- \Box No, go to Q17
- \Box Not sure, go to Q17
- □ Have not purchased a apparatus since 2009, go to Q17

16c. How often have you used the data recorder?

- □ Every time the apparatus is used
- $\hfill\square$ About 75% of the time the apparatus is used
- □ About 50% of the time the apparatus is used
- □ Occasionally/rarely
- □ Never

17. Which of the following actions do you plan to take due to economic conditions? (Check all that apply.)

- □ Standard operating procedures will change
- □ Staffing will be reduced
- □ We will institute fees for services
- □ We will be forced to acquire non-NFPA compliant apparatus
- □ We will refurbish existing apparatus rather than purchase it new
- □ Cancel planned purchases
- Postpone planned purchases
- □ Reduce number of planned purchases
- □ No anticipated actions for economic conditions
- Other, Please specify: _____

18. For each of the following, please Indicate which way you believe each will change over the next 5 years.

Tank size:	Larger	Smaller	No change
Pump Capacity	Larger	Smaller	No change
Patient Transport Capability	Yes	No	No change
Cab size	Larger	Smaller	No change
Compartments	More	Less	No change
Chassis	Custom	Commercial	No change

- 19. Has your department been successful with non-traditional funding methods?
 - 🗆 Yes
 - 🗆 No
- 20. Have you received an AFG or SAFER grant during the last two years?
 - 🗆 Yes
 - \Box No, Go to Q 22
 - \Box Not sure, Go to Q22
- 21. What was the AFG/SAFER grant for?
 - □ Apparatus
 - □ Equipment
 - □ Staffing
- 22. In which one of the following areas could FAMA and FEMSA best help fire chiefs find/access funding?
 - □ Raising overall awareness of funding sources (federal, state, private, etc.)
 - Define criteria for selecting the best source (matching needs with source)
 - $\hfill\square$ \hfill Training for accessing potential sources of funds

EQUIPMENT BUDGETS

23. How is your equipment budget funded? (Total should add up to 100%)

Tax revenue _____ Fund raising _____ Municipal bonds _____ Grants _____ Other _____

APPARATUS BUDGET and PURCHASING

24. How is your apparatus budget funded? (Total should add up to 100%)

	•
Tax revenue	
Fund raising	
Municipal bonds	3
Grants	
Other	

25. How interested are you in leasing apparatus from manufacturers?

- □ Very interested
- □ Somewhat interested
- □ Not at all interested

26. Is there anything that apparatus manufacturers can do to better meet your needs?

27. Please rate the importance of each of the following when seeking information on apparatus and equipment.

	Not at all	Not	Neither	Somewhat	Very
	important	important		important	Important
Trade Magazine articles					
Trade Magazine advertisements					
Direct mail					
Trade Shows/Industry Meetings					
Search engines (Google, Bing, etc.)					
Word of mouth, colleagues					
Manufacturer website					
Dealer website					
Manufacturer salesperson					
Dealership salesperson					
Social Media (Facebook/Twitter, etc.)					
General Fire industry web site articles					
Ads on general fire industry web sites					

28. What industry trade shows do you attend at least once every three years?

- □ FDIC
- □ PA Fire Expo
- □ Firehouse Expo
- □ International Association of Fire Chiefs
- \Box Other

29. What is the organization type of your fire department?

- □ Career department
- □ Volunteer department
- □ Combination career & volunteer department
- □ Private/contractual department
- □ State/federal department
- □ Other, Please specify:

30. What size population does your department serve?

- \Box Less than 5,000
- □ 5,001–50,000
- □ 50,001–100,000
- □ 100,001–500,000
- □ 500,001−1,000, 000
- ☐ More than 1,000,000

- 31. Please select your primary occupation/title
 - □ Fire chief/commissioner
 - □ Assistant chief/deputy chief
 - □ Battalion chief/district
 - □ Chief/shift commander
 - □ Company officer
 - □ EMT/paramedic
 - □ Training office/training chief/instructor
 - □ Firefighter/driver/operator
 - □ Fire marshal inspector
 - □ First responder
 - □ Other
- 32. How long have you been in your position?
 - □ Less than one year
 - □ 1–5 years
 - \Box 6–10 years
 - □ 11–15 years
 - □ More than 15 years

33. Where are you located?

- 🗆 US
- 🗆 Canada

34. Which state are you located in? (drop down)

If you'd like to be included in the drawing for an iPAD, 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, nor will your contact information be used for any other purpose.

Name: Fire Department: Rank: Mailing Address: Email: Telephone:

TO REMOVE YOUR ADDRESS FROM FUTURE E-MAILS: FEMSA sometimes surveys fire departments in order to help our members gain insight. To STOP receiving these survey e-mails, please click here: (link to unsubscribe/opt-out)

FEMA Industry Verbatims

Q1: What are the biggest trends which are currently affecting your industry?

- Budget cuts (42)
- Safety (33)
- Funding (28)
- Budget (29)
- Lack of funding (22)
- Money (14)
- Economy (15)
- Staffing (10)
- Manpower (10)
- Technology (10)
- Lack of volunteers (9)
- Training (8)
- N/A (7)
- Recruitment & retention (7)
- Firefighter safety (6)
- Unknown (6)
- Budget restraints (5)
- CAFS (5)
- Lack of manpower (4)
- Lack of money (4)
- Budget reduction (3)
- \$\$\$\$\$ (2)
- Lack of funding due to the economy
- Lack of volunteers for daytime coverage, and lack of grant funding which means money spent towards replacement equipment and apparatus means less to offer as incentive to be able to recruit and retain people.
- The economy has had a big influence on our operation both with personnel and apparatus.
- Narrow band radio feq.
- Coupures budgetaires
- Twitter, Facebook and everywhere video of events, edited for political purposes.
- Volunteerism
- Manpower is declining, high cost and low availability of quality training.
- Meeting budget constraints.
- Data mgt
- Funding, volunteering, and time
- Positive trend is the new technology that is coming out for the fire service. A negative trend is the economy and the funding for the fire departments.
- New commercial buildings.
- Economic problems/money budgets
- Staffing needs. As far as calls go-distracted drivers.
- Driving safety upgrading PPE
- Economy
- Price increases
- Cost of new equipment (especially new digital radios)
- Being required doing more with less.
- Lack of funds with increasing request for services. The ability to replace the aging fleet with limited budget funds.
- Car wrecks
- The change of standards.
- Safety, fire science, fire development, construction
- Housing and growth of dept from combi to full time.
- People being lay off
- Budget cuts, staffing issues, out dated equipment
- CAFS, multi-use apparatus, innovation, diesel emissions, climate change,
- Funding through grants and staffing levels
- Medical calls membership
- The economy is the biggest trend at this time. There is less money to spend on equipment and people.
- Reduced budgets.
- · Job requirements causing trouble with volunteers having time to contribute to the department, loss of funding.
- Make less money do more
- Current safety requirements and training recommendations.

- To big an area and the age and outdated equipment and on a county budget cannot hold fundraisers
- Grant funding cuts
- Manpower related issues
- Trying to keep up with NFPA requirements and trying to afford the equipment or updates.
- Increasing commercial occupancies that exceed our levels of equipment. Capitol budgets are not allowing for the increased demands of the occupancies.
- Technology translating to operations
- Equipment and budgets
- · Increased run volumes, increased size of apparatus and cost increases.
- Staffing levels
- Lack of volunteers and funding.
- Keeping equipment up to date
- Rise in EMS calls
- The increase in EMS responses
- More calls and less manpower to respond to them.
- Volunteers, money, media
- Modernization of building materials
- Computers on the trucks
- Lack of dedicated manpower; uncertain funding
- Funding limitations
- Retention and recruitment increased training demands and increased prices for all FD apparatus and equipment needs in times
 of fiscal restraint.
- Expensive regulations designed to profit specific companies.
- Communications
- · Zero increases budgets, vacant properties, and percentage rise in EMS calls.
- Reporting
- More EMS calls
- Town growth.
- NFPA standard changes/updates
- Racial disparity
- Strategic planning
- Budget cuts, layoffs,
- Budget, finance, training requirements
- Budget cuts leading to cuts in training funds, equipment funds, longer front line expectancy on apparatus, overtime, personnel vacancies...doing more with less.
- Diminishing budgets and outside funding (grants, etc.)
- Aging of volunteers. As a volunteer department in a small rural community, mostly second homes or those who have retired; it is difficult to obtain and retain volunteers young enough to do the work.
- Finally realizing training pays off
- Manpower shortages and training deficiencies
- Helicopter shopping and human error
- Rescues
- Higher percentage of EMS calls taxing resources.
- Low density construction
- Retainment of volunteers and funding from state and local gov.
- More and more it seems to be the realization of EMS runs and the fire service.
- Venting or not venting a working fire during initial attack.
- The size of the apparatus is significant meaning the height and length of the apparatus, in which, in lot of cases the firehouses are to small to house the apparatus which has required fire districts and depts to spend more money to build new firehouses and apparatus bays to house the equipment plus the standards and similar regulations as required by nfpa1901 in last 5-7 years plus which has added a good percentage of cost to the new apparatus including the fuel emissions, electronics safety guidelines for storing the equipment and personnel on the apparatus
- Tactical choices, division of scene labor into task based groups.
- The need to continue to expand services within the confines of a shrinking budget.
- Getting valuable training is getting harder to receive do to lack of state/ county instructors.
- Budget cutbacks / doing more with less 2. Increased costs to meet increasingly stringent federal, state, and NFPA standards 3. Increased costs of doing business (fuel, supplies, equipment, insurance for personnel, etc.) 4. Increased EMS call volume
- Trying to keep up with newest and greatest equipment.
- Equipment costs changing technology
- · Obama care and the need to cools berate with hospitals to ensure funding streams are not reduced
- Dropping assessed values and tax collection. Doing more with less.
- Limited funding for equipment and personnel. Increase in call volume without the addition of personnel. Furloughs.
- Ems/rescue

- Medicare / Medicaid reimbursements
- Doing more with fewer dollars. I think people at looking at apparatus replacement extending it also asking the question what do we need vs what we want.
- Radio and computer upgrades to stay current
- · Budget cuts, lack of for thought in including the fire department in city planning
- Poor economy
- Less fires, increase in medical calls as the population ages and living in multi-level apartments.
- Building construction, auto manufacturing
- Apparatus height, No manual backup for pumping op's in the case of electronic failure. Redundant safety features aside, the old kiss axiom need to stay.
- Currently we are trending towards firefighter safety. This is being done in several ways from the fireground to the fire station.
- Diesel engine regeneration for exhausts emissions. Failure of computer controlled systems on a frequent basis (air bags in cab, seat belt sensors, remote tire pressure sensors, digital pressure gauges on pump)
- More medical calls and fewer fires, but the assessed value is still climbing so the fires we do get are large.
- That the people won't keep up with the times and changes in tech
- Being able to afford equipment, gear, apparatus
- Money to fund extra projects (public fire safety programs, etc.)
- Costs
- Trying to do more with less
- High cost of equipment and low budgets.
- Quality of personal declining
- Minimum staffing levels
- · Managing with static or declining income because of economics and the tea party right wing.
- The budget problems
- Lack of funding, need for more personnel.
- The way the fire service is fighting fires today
- The development of maritime industry in our coastal rural fire district.
- Fiscal cutbacks, retirement, lack of training
- Finding quality equipment at fair prices.
- Reduced budget leading to multi-use equipment.
- Ability to meet demands of capital purchases with limited and/or diminishing revenues.
- Higher equipment prices vs. Lower budgets
- Budget cuts, fire behavior-learning and developing tactics and strategies that make sense, standards-ever changing standards that have to be kept up with and new practices and policies to coincide with these standards. Cafs or no CAFS-compressed air foam systems: how do they support NIST? UL studies?
- High costs
- · Declining membership, increased training.
- Having to do more with less manpower and money.
- Getting everyone trained
- Twitter and Facebook privacy laws
- Finding ways to make money to replace aging fleet of apparatus.
- Requiring the same level of training for volunteers as paid before they can participate. Justification was safety but I haven't seen that it's produced results except to reduce volunteer rolls requiring more paid union FFS.
- Get info that is half there
- Keeping up on the latest and greatest training
- Training and providing updated fire equipment to my firefighters.
- · Smaller trucks that can carry needed equipment due to low man power
- Funding, personnel retention.
- Seeing that we are volunteer, the lack of volunteers leaves our area in a bind sometimes. Lack of training due to volunteer's schedules also plays a big role
- Safety and air management
- Cuts in staffing
- Not having enough money to buy equipment.
- You standards and rules
- Unwillingness to change
- Alternative staffing
- Product innovation
- Budget restrictions
- Staffing training
- Having to do more with fewer people and tighter budgets.
- Budget cuts measuring performance value cost/benefit analysis of purchases consolidations of services
- Lay offs the simple fact of the matter is that I wish that all the local policy makers wont take a pay cut but will layoff the fire and police depts so that the communities have to suffer cause they want all the money

Ems response by fire department

- The rising of EMS calls
- All the rules and regulations being forced upon us by the state and OSHA and no funding to keep up with the new standards
- Safety, CMBE response, wildland/urban interface issues.
- Budget cuts, manpower issues, broken equipment
- The biggest trends affecting our jurisdiction have been few, but heavily "weighted." The main trends we are seeing are changes in emissions control, the overall price of apparatus/equipment due to budget shortfalls, and changing our current spec to meet changing regulations (NFPA, for example)
- I would have to say YouTube and Facebook has become a bit of a phenomenon in recent years. Just last week I held an extra credit training night in which we took a video from YouTube that a friend from another local fire company shared on his Facebook and tried it out. The video was showing a different variation of hose line advancement. We studied it and then went outside and through some trial and error figured it out. By the end of the night we all agreed that this was a much more effective method to handling the hose in some cases. If it weren't for these two social medias we would have never thought to try these techniques out and put "another tool in the toolbox" as I tell my firefighters all the time. Trending and sharing these videos, stories, training ideas, and round table like discussions are a great way to show people the benefit of social media rather than always focusing on the negatives.
- Budget considerations
- 1. Staffing 2. Safety minded fire training w/ real world examples 3. Budget
- Low manpower during daytime calls and automatic alarms.
- Budget cuts/limitations
- Doing more with less personnel
- Budgets, staffing, attitudes
- Safety and cost
- Loss of funding and increase cost of training.
- Equipment cost vs revenue. Not sure I would call it a trend but its our biggest thing to overcome
- Staffing and equipment
- Money for apparatus replacement
- Retention of volunteers
- Innovative design and equipment safety
- Manpower shortage and training
- EPA emissions changes NFPA changes
- The retention of the volunteer
- More electronics in everything
- · Decreases in funding and lack of volunteers that actually want to be firefighters and respond to calls
- Less fire calls more medical runs altering pumpers to adapt to medical calls equipment
- EPA requirements on emergency vehicles
- Getting individuals to join the fire and EMS service.
- Tight budgets
- Safety, room in cab, retention of staff,
- Manpower in the volunteer fire service
- Maint, costs, lack of volunteers
- Safety and health. Too many firefighters are dying on cardiovascular events.
- Cutting staffing
- Unfunded state/federal mandates
- Commodities
- Increased EMS calls.
- Management style
- NFPA compliance
- Electronics on all the apparatus coming from the manufacturers and inability to have city shop of local repair shops from making any repairs.
- Small city with limited funds. The need to update technology for the dept.
- Pay and benefits
- Decreased tax base, decreased overall and daily staffing, decreased pay and benefits......increased run volume, increased training, and increased responsibility.
- Funding for safety equipment
- Budgets or lack there of.
- SCBA and PPE specification and design: NFPA 1971, 1851, 1981, & 1852
- Building construction. The rate of change is astronomical. This directly affects ff safety and tactics.
- Nothing
- Reductions in staffing due to budget decreases.
- Staffing, funding
- Volunteers that leave the service after a short stint for work or cannot afford the area.
- Lack of money and having a large call volume of lower income people who don't pay their bill.

- Specialty equipment carried by teams which has storage, power and use requirements while trying to keep overall size and cost of the vehicle down
- Medical protocol changes mandating expensive equipment.
- Trucks are getting bigger, pumps bigger, manpower- not so much!
- Lightweight construction, budget issues
- Natural gas industry
- Training vehicle maintenance anything that has a dollar sign tied to it
- · Safety of occupants in emergency vehicles via airbags & vehicle stability
- The tightening of municipal budgets is driving adjustments to procurement schedules and also redesign of apparatus in order to lessen the cost.
- Cut back in budgets
- Lightweight wood frame construction
- BN
- "Doing more with less people" making a apparatus do several different jobs
- Fire based EMS funding
- Budget issues
- Funding and compliance
- Apparatus replacement
- Budgets and new technology within the fire service.
- Personal
- Different tactics
- · Higher prices for equipment, turn out gear, SCBA and all supplies needed to run a fire department
- Improving fire ground command strategy options like CAFS ff safety OHSA compliance record keeping
- Benefits coverage
- · Staffing issues...doing more with less hybrid/electric vehicles budget constraints
- · Coming up with funds to purchase equipment
- Safety and staffing
- Technology. The new state of the art equipment is taking away from the standard practice that we all came up with.
- Lack of money to purchase
- Budgets and lack of volunteer response personnel.
- Economics and politics
- Having to do more with less money. More responsibility and less equipment.
- Cost of everything going up except money available.
- Multi purpose vehicles
- Emission and tire rolling resistance
- Emission control devices on apparatus
- Illegal apartments, money
- We have older apparatus, but cannot afford new. Our district is 76% low to moderate income, raising taxes is not an option
 In the volunteer department, staffing is a big issue and being able to handle the different types of calls with limited staffing. Hazmat is also a great concern with limited resources.
- Cutting staffing levels
- Fewer volunteers
- Limited funding equating to downsizing of apparatus = bad idea!
- Budget constraints
- Protective gear, extinguishing agents, vehicles, training.
- Budgetary constraints from local, state and federal sources.
- · Aging apparatus and shrinking budgets
- Mandatory requirements
- Medical calls
- Personnel costs associated with health care benefits. The rising cost of fleet maintenance
- · More requirements put upon us, particularly the volunteers and less time in our lives to do it.
- More computer and electronic controls.
- Electronic accountability systems i.e. Pass/grace devices
- Offensive vs defensive operations and risks
- Sustainability with the rising costs of apparatus and the longevity of that apparatus.
- Best delivery of services to public delivery EMS services retention of company staffing
- Reduced manpower response
- Manpower and budget
- Down sizing the crews
- Finances-doing more with less money
- Unfunded mandates
- Lower number of fires, lack or technical ability of new recruits. Younger fires fighters seem to have less of an ability to fix mechanical issues.

- · Rescue on the major highway, removing smoke from buildings, occasional house fire, water removal
- Led lights and visibility
- Vehicle extractions
- · Cuts in funding. Reduced staffing. Dealing with new hybrid vehicles for both extraction and fire incidents
- ESD politics
- Shortage of funding
- Member ship retention for vol. Fire depts.
- Marketing with the public.
- Firefighter fitness standards
- Unfunded training mandates
- Political battles.
- Multiple use apparatus
- Manpower issues, larger municipal expectations with less funding; larger EMS call volume
- The lack of money and personal.
- Um not sure, honestly. LOL
- Multi use fire engines
- Cut backs and doing more emergency responses with less manpower.
- Lack of volunteers and funding.
- Changing building types and materials, residential fire sprinklers.
- The cold weather
- Federal funding
- Budget cuts and downsizing of local and city governments in our area.
- Apparatus upgrades
- Low manpower and small budget
- Keeping current
- The need to do more with what you already have or possibly less
- · Enclosed cabs and walkways around the pump panel. Security/protection reasons
- Budget cuts lack of aggressive tactics
- Bad communication
- Doing more with less: staffing and apparatus.
- Beside funding, maintaining a professional workforce and making sure that they are safe and current with trends in the industries that we deal with on a regular basis such build construction, communication technology, cultural diversity in our customer base, and doing more with less resources.
- Economic downturn
- Pollution control on fire apparatus
- Medical
- The push for multiple use apparatus, like rescue pumpers and pumper/tankers.
- New airpack standards, and turnout gear
- NFPA apparatus standards
- Some of the trends are driving the industry is the scene / emergency led lighting, safety equipment that is coming out making the equipment safer to operate, reflective trim, making equipment easier to see.
- · Firefighter locating and tracking devices. Green/hybrid fire apparatus technology
- Unfunded mandates
- SCBA changes, PPE standards
- Keeping up with all the different building materials and new vehicle construction
- Airpak and nomex hood safety
- Implementation of new incident command strategies. Introduction of new equipment and apparatus. Obtaining grant and finance opportunities.
- Cost of fuel
- Lack of volunteers and budget cuts
- Budget cut backs doing more with less
- · More training, compensation changes (if paid), more friction between career and volunteer fire fighters
- Safety requirements
- The delivery of AMS
- Strain on municipal budgets that affect fd budget, need for more per diem coverage due to change in volunteer response patterns, distracted driving leading to more mvas
- Education of homeowners
- Funding for replacement of emergency vehicle when they're due!
- Time and ability to effectively train our personnel with the latest technology and information.
- Consolidation
- Safety issues that seem to drive up costs and the lack of simplistic items specific to my agency's needs.
- Multi use equipment
- Low population, fewer volunteers

- Budget cuts, lack of volunteers
- Downsizing from budgets to manpower to equipment.
- Reliability
- Cutbacks.
- Increased training requirements.
- Apparatus being able to multi function with the "shortages" of manpower to crew more than one apparatus for an alarm.
- Pricing, changing NFPA standards
- · Changing response procedures to more efficiently serve our city.
- · Technology and safety
- In our case it is big purchase funding. How to pay for apparatus etc. With the reduction of local government tax income the money is not easy to come by. Do you buy a truck or fix roads?
- · Recruitment and retention / staffing / budgets
- Emissions
- Trying to get members to wear seatbelts. Keeping up with NFPA standards that are hurting the efficiency of the fire service.
- The dry weather right know
- Low retention of volunteers
- · Lacks of financing for the smaller departments who cannot afford grant writers.
- Health of personnel
- Budget & training
- The economy and budgets.
- Apparatus
- · Shrinking budgets, reduced availability of paid on call staff
- Smooth bore vs. Fog nozzle
- Standards and regulations
- Young uncommitted youth joining the fire service
- Increase in technology
- Rising pension costs, that causes taxes to rise, with a hold or decrease in the fire departments budget.
- Firefighter safety and survival
- Door ajar warning system. No way to acknowledge and silence an alarm, if a sensor issue occurs.
- The way we approach and attach fires.
- Budget as costs keep going up. Also man power as fewer persons are applying to join the ranks of volunteer departments.
- Funding reductions
- New technology means service issues.
- Decrease in budgetary considerations while requests of services continue to rise annually.
- Email vs person to person verbal communication
- Tight budgets
- · Firefighter safety and situational awareness
- Highway incidents
- More EMS calls verses fire related. People cannot drives their selves to a clinic and calling 911 and tying up emergency rooms for non emergency calls.
- Training cadets
- Can't keep up with technology
- Limited manpower b/c of costs. Understaffed apparatus. Continual maintenance issues with fairly new apparatus. Lack of willingness to train and impart knowledge on newer members.
- Low budget
- Health & safety
- Apparatus ff safety and accountability gear
- Lack of new personnel
- Tax cap
- Funding and that loss of grant money
- Reduction in ambulance re-imbursement
- Safety enhancements to new and existing apparatus.
- Specialized training
- Fire prevention
- Budget cuts, staffing and retention
- Funding. Money!!
- Industrial turnover due to lack of acceptable pension and benefits.
- Less volunteers and decreased funding and higher expectations.
- Budget constraints
- We do not have industry within our community. The small businesses are having a hard time and many have closed or changed hands.
- Decreased staffing, budget cuts, emissions standard increases.
- Lack of personnel

- Loss of membership
- Safety, and OSHA reportables
- The need to do things safer yet with less money
- Radio outages
- Service and time apparatus is down.
- Rapid population growth and increasing call volume without the ability to expand the department to compensate accordingly.
- Staffing vs funding, training and equipment.
- Multi-purpose engines
- · Geriatric patient needs. Limited budget money. EPA changes to apparatus that do not work in our environment.
- Impending regionalization.
- Money. The ability to provide increased service with less money and personnel.
- Decreased volunteerism, decreased revenues, increased call volume
- Technology and cost
- Economy...fundraising
- · Having correct dependable apparatus to suit needs of community at an affordable price
- Unknown.... fire?
- Doing more with less.
- How buildings are being constructed and protected
- Cuts and township trustees controlling FD's.
- SCBA
- EPA requirements
- New EMS equipment
- Shrinking budgets and unfunded mandates
- Lack of volunteer buy in to the new training standards. Lack of local affordable training.
- Retirement age is closely approaching; new recruits hard to find that want this career.
- Costs of everything
- Technology and multi use apparatus
- Technology integrating into apparatus and equipment.
- · Safety, increasing furl prices coupled with higher call volumes, training
- · Firefighter safety, vehicle longevity
- Funding for equipment that is out dated but still functional.
- Computer technology
- Population increase
- Tight budgets
- Rit, residential fire sprinklers
- Ever ending changes to equipment
- Gear and building space
- · Price!! Aftermarket service & dealer responsiveness. Product durability.
- Staffing levels
- As usual, budgeting for replacement apparatus. Especially in New Jersey with 2% budget caps on all municipal budgets; municipal and fire district.
- Limited manpower
- Recruiting, training, and retaining capable volunteers for front line volunteer firefighting. Increased difficulties raising adequate funds to continually and safely meet our mission statement.
- Man power
- Keeping up with the NFPA and new York state standards, both in PPE and training, all the while keeping the 100% volunteer membership interested when you don't have any fire calls to go to, like the days of old.
- Downsizing of apparatus while maintaining safety and capabilities.
- Budget cuts and downsizing the fire departments in the region
- Rescue
- · Live fire-training problems. Reduced staffing increased need for paramedics
- Big water.
- Medical
- Reduced budgets, double standards in our administration that creates poor morale. Lack of maintenance on current apparatus our EMS has made us into primary health care providers
- Safety, communication, budget.
- Fiscal restraints and manpower shortage
- Firefighter safety/vehicle safety
- Tied response
- Personnel safety
- SCBA
- Economy, and financially making ends meet. Not enough volunteers.
- Lack of financial support from elected officials

- · Changing building construction and our ability to keep our training relevant with those changes.
- Doing more with less
- Budget issues are currently affecting our industry
- Lack of manpower and funding
- Multipurpose vehicles
- Multiple use vehicles and downsizing of trucks.
- A shortage of active members
- · Balancing the cost of new/updating/needed equipment with the funds available
- Loss of funding. Taxes. Washington.
- Firefighter recruiting and retention. Funding. Capital purchasing.
- Delivery
- Units breaking down, man shortage,
- Fuel costs vehicle safety
- Government laws
- Fire behavior, ves
- Cafs systems
- Ems and manpower
- The drought
- Forestry
- State level legislation
- Decreased volunteers
- Building construction
- Finances
- Has to be the invasion of the tablet pc.
- Aging population, new construction materials and techniques
- Firefighter retention have more trouble with volunteers
- Loss of funding for FDS. Or so they say.
- Cold weather
- Shrinking markets
- Putting everything together in a smaller package.
- Municipal fiscal restraint safety and higher demand for service in the medical area.
- Increase in air tight building construction
- Communication mandates, having to pay for them. Large increase in vehicle mandates and cost increases with them making upgrades on vehicles (pumpers), becoming almost cost prohibitive for small rural departments
- Getting the most use out of 1 truck
- Tactical rescue
- Emissions changes, conversion to p25 radio systems, changing NFPA SCBA standards, pension reform, aggressive private ambulance companies trying to take over EMS first response.
- Updating technology to get better utilization of our budget dollars.
- Calfs engines, multi use apparatus
- Budgetary challenges
- Volunteer recruitment and retention
- Lack of personnel and volunteers
- Apparatus is getting old
- More EMS calls rather than fire calls just like everywhere else.
- Tightened budgets and diminished popular perception of public employees.
- · Reduced budgets requiring us to use apparatus longer and trying to extend the life expectancy
- Budget constrictions
- Regulations and rules from homeland security.
- Firefighter safety, changes in NFPA regulations
- Downsizing of vehicles. Less bell and whistles.
- The biggest trend currently is health and wellness, as well as participation / recruitment as a volunteer department
- Budget, unfunded mandates from NFPA.
- · Equipping apparatus to handle short staffing. Wildland gear that is user friendly
- In funded mandates
- Increased call demand. Less tax base. Higher cost of operations. More unfunded mandates.
- Vertical ventilation, interior or exterior attack
- Budget restraints, technical support
- Financing
- Budget, attrition, retention of volunteers
- Vehicle accident, gas well drilling, structure fires
- Equipment innovation and safety
- Declining membership in the volunteer ranks

- Reduced operating budgets and capital improvement project funding.
- Shrinking budgets
- Water availability
- What do we need to consider for our next purchase. Brand of engine manufacturer.
- Shrinking revenue sources and competing interest by other departments for budget.
- The reduction in available funding which is resulting in reductions of personnel and closing of fire stations
- Staffing/budgetary
- Volunteer and retention
- Lightweight construction.
- Cost of operating the apparatus is increasingly more difficult. Requirement of operating apparatus with fewer people due to budgets. Replacement of engines with rescues to run the ever-increasing medical calls.
- Less volunteers
- Need for more volunteers high cost of apparatus
- Electric/hybrid vehicles
- Passenger compartment safety
- Weather
- Environmental concerns
- No real trend, consistent over last while
- Personal
- Locally we are fixing to roll out quick response squad units to decrease the load, wear, & tear on pumpers responding to EMS calls
- Reduction in funding available for fire apparatus replacement, which is requiring many entities to consider refurbishment over replacement. Reduction in staffing due to budget constraints.
- Low budgets
- Communications, logistics, and accountability of personnel and resources.
- Less manpower
- Better technology and new, safer equipment but no increase budget money to purchase.
- Racial equality! Whites are sometimes the minority in certain cities. It is not right getting turned down for a job because of the color of your skin is white when you have more training and experience!
- The lack of cities not maintaining their hydrant systems.
- Unfunded state mandates
- Population is going
- Age of equipment
- Sacrificing usable/desirable features for lower cost.
- Not enough ALS and BLS ambulances
- Technology and computers
- CAFS and the pierce puc
- Budgets are the first and our dept. Is a bedroom community and a major source of our monies come from new home building permits.
- Costs and fuel
- Revenues
- Tools and cost
- Money and budget cuts
- Finding firefighters
- Continuing increasing call numbers.
- Safety and retention of trained members
- Water additives i.e. "wetting agents"
- Budget cuts
- Tech rescue
- Shortage of personnel
- Large price-tag items, such as PPE and apparatus.
- Volunteerism and city/county/district budgets
- Reduced funding and increase on mandatory NFPA training
- New air packs and turnout gear.
- Budget restraints, community opinions, change in basic operations
- Integrating technology accountability
- Local budget restraints holding back hiring and promotions.
- Ems calls and rescue
- · Career vs volunteer staffing. Doing more with less resources (personnel and apparatus).
- Safety enhancements
- Cost of training
- As I reflect on the changes in trends that we are seeing, I have noticed that there has been a drop in residential structure fires but due to increase in multi-family dwellings an increase in motor vehicle accidents. The need for additional training and experience in all aspects of automotive design along with continued focus on personnel safety.
- More with less, shrinking budgets
- Lack of experience. Complacency
- Budget/economy
- Economy slow down and resistance to tax increases.
- · Cost of raw material for the manufacturing of fire apparatus and federal emissions standards
- More and more safety regulations and federal regulations. Making items more costly, which is extremely bad in a time of limited and decreasing budgets?
- Man power, pay
- Economy and lack of funds
- Rising costs vs reduced revenue.
- Budgets- decreasing property values leading to less tax dollars legislation new laws and rules affecting everything we do and how we do it make it hard to keep up let alone plan the future, for example I have 8 state laws that passed last summer that started affecting operations and budget in January (mid fiscal year) and over 57 proposed bills that could affect me next year, that does not take into account NFPA, OSHA, or any other group. Increase cost while half the bills limit my operational budget the others are driving up cost. The truly hard part is to comply with the law, make citizens happy while politician's drive down my revenue, but regulatory groups drive up cost.
- Safety and cost
- Residential sprinklers
- Fire department training and equipment
- Health care cost!
- Increased cost and struggle with the economy.
- Mobility in bad weather
- Innovative equip.
- Rising cost of all product that are used in fire service
- Budget cuts and recruitment and retention
- Medical runs
- Increasing run volume
- Finances and rising costs
- Funding issues due to recession federal health care changes
- Trying to do more with less...
- Lack of funding for modernized equipment.
- Funding in general and funding for replacement apparatus
- Technology (turnouts; tics; apparatus; etc.)
- Cost and safety
- Urban interface
- Health and safety issues
- Safety based on under staffed companies
- Disappearing funds due to decreased taxes and grants.
- Cost (9)
- Downsizing
- The next ladder truck to buy
- All of the local volunteer departments are having a major issue with getting volunteers and EMS response. Lack of responder is a major trend.
- Poor construction
- Technology, training, ever changing call types.
- Increased use of CAFS
- Updated apparatus and equipment with new age safety features.
- Lack of volunteerism
- Money available to get products when needed.
- Dwindling volunteers in our rural area to keep the volunteer fire department operating.
- Fuel efficiency & environmental friendliness
- Budget cut, minimal staffing, increasing call volume
- Reduced revenue, increased retirement and health care costs consume necessary monies causing cuts in apparatus, equipment, and personnel.
- Ems care
- Multi-purpose apparatus
- Cancer
- Funding & volunteer dedication
- State run training requirements and workers comp premiums
- Apparatus and safety regs

- Automatic aid and accreditation.
- Reduction in force, reduction in financial resources and rising cost or tools, equipment and apparatus.
- Decreasing staff per shift.
- The increase in emergency medical delivery (EMS) and an increase in hazardous materials as well as terrorism.
- The cost of equipment
- Costs of staffing and equipment. Money is very, very tight and decisions have to be made to balance the two.
- Decreasing man power
- Federal regulations for adapting apparatus for greenhouse initiatives. Insufficient manpower creating the need for combination apparatus, which creates larger apparatus.
- Wildfires & medical response
- Insufficient manpower and the influence of technological advances.
- Gas. Prices
- Cost of equipment (4)
- Price of equipment and technology is becoming a big part of what we do
- Reduced reimbursement
- Fiscal constraints
- Ems (5)
- Keeping lost coast effective equipment on the road that meets all of the safety standards. As the job changes the equipment
 changes gets bigger the cost go up, with the economy the way it is and funding this is going to be a long-term issue. We need to
 find a way to do more with less.
- Wildland interface is a growing trend for us.
- First responder certifications
- Loss of jobs
- Aging equipment and not enough money to replace
- In a nutshell: having to do more with less.
- Downsizing
- Growing emphasis on medical calls and medical training (medical first response to compliment ambulance service). Due to ever tightening municipal budgets, increased emphasis on department consolidation and increased efficiencies both in regards to manpower, equipment and training.
- · Personnel cut backs. Doing more with less
- Financial stability of municipalities. Increased call volume.
- Solar panel installations
- · Budget cuts affecting over-time, apparatus purchase, and equipment replacement
- Reduced funding, recruitment and retention of volunteers
- Advancements in technology
- · Health and safety
- Increased and expanding responsibilities.
- Adequate staffing
- New technology, and the benefits of them.
- Cab safety uniformity from truck to truck to truck.
- Full time departments
- Price/down turn in economy/layoffs.
- · Budgetary constraints, being asked to do more with less manpower
- Size of apparatus
- In a small volunteer fire company, the inability to get young people involved in the fire service is a real problem for small volunteer fire company's such as the one I function with. The lack of volunteerism I feel has hit an all time low.
- Training levels for volunteers
- Tight finances
- Budgets and staffing
- Limited municipal funding
- Changing safety needs
- I believe the biggest trends affecting the fire industry are the need to tighten the budget. All around saving money has become essential to running a successful service and any way to save money is affecting day-to-day operations.
- Consistent changes in building construction
- Grant funding items, and future repair costs to maintain items purchased with grant funds
- Lack of volunteers equipment
- The biggest issue that affects us is retaining members in an all-volunteer organization.
- People using 911 as their only healthcare system
- Compliance training. Equipment upgrades. Use of electronic (iPad) type devices.
- Being able to get certified vol. Firefighters
- Lack of funding and voluntary dues payments by households in fire district. Little tax paid support within fire district.
- Operating budget and qualification requalification.
- Increase of medical calls involving suicidal iadeatios.

- Technical rescue and truck operations
- Changes
- The income generating idea of charging insurance companies and the patients for taking them to a health care facility of their choice. They have put a medic vehicle in every station, 32, and now have to staff them, overtime is now the big issue that the administration is concerned with, although they created the problem to begin with. Charging for services provided makes costs rise for everyone as well as the city, via health care costs for it's employee's.
- I think it's the newer made cars and trucks that are on the road these days or newer building designs
- Budget constraints
- Fewer fires, but more dangerous fires. Dynamics of fire spread based on materials burning. It's hard to get your young firefighters experience without worrying about them getting hurt. Very easy to get yourself in trouble before you realize what you have.
- Reduction in budget and increase in salaries. Need for additional stations and staffing.
- Staffing and funding levels.
- Nothing much we are keeping up with the standards or now.
- Vacant buildings
- The trend towards bigger and more specialized fire units.
- Economic condition of federal, sate and local government.
- The inability to come up with money for new purchases
- Vehicles that are multi use vehicles for our hazmat teams, pumpers, rescue truck that has room for up to 5 responders
- Health and fitness
- Updated gear and equipment.
- Fewer fires, more EMS based and service calls.
- Cost saving measures and budget restraints
- Wildland, terrorism, and changes in EMS delivery
- Training initiatives
- Heath and safety
- Making sure that the new trucks will reach all the areas that are serviced...limited service roads, private roads tend to have some limitations with bigger trucks
- · Electronic devices such as computers inside vehicles for officers on scene size up/ accountability and such
- Over coming budget cuts and a crippled economy.
- Adequate funding
- Traffic sign retro-reflectivity, how to collect the data, and manage it so that it's on a regular maintenance cycle.
- The biggest trend that I see affecting the fire industry is technology. With that said, I have nothing against technology just some
 of the trends are just that trends. The way we fight fire hasn't changed but what we are fighting has. Building construction,
 building materials, the frequency of fires and combustible materials. I think if we stick to better training and more frequent
 training it will all come to us safe and we will return safely to our families.
- County funding
- Technical equipment. Newer, advanced cameras, searching devices.
- Multiple tasks by a single apparatus
- Funding cuts
- Ems policy changes.
- · Funding for equipment and lack of education of why we need the funding.
- Alternative fuels and EPA standards
- Budget reductions/EMS
- Cost, fuel efficiency, cab size, multi use
- Fire protection systems
- Cost and NFPA compliance
- Apparatus
- Aging equipment
- SČBA
- From a volunteer perspective it is obviously recruiting and maintaining members. From a budget perspective it is the challenge to do more with less without affecting the safety of the personnel.
- The biggest thing affecting our industry is fuel and maintenance of apparatus and equipment
- Workman's comp issues, labor issues, benefit issues.
- Increased emergency medical responses
- Apparatus and respiratory protection.
- Narrow banding of radios and continuous changes of NFPA standards
- I see three biggest trends facing the industry 1) financial support; 2) safety advancements and 3) reduction of firefighter fatalities and serious injuries.
- · EPA regulations on apparatus engines. NFPA compliance. Multi-tasking of equipment.
- Improvements in technology
- Growth
- New technology, costs of replacement vehicles

- · Firefighter safety and survival
- Construction of buildings
- · Lack of funding at state and federal level for vol fire depts. Cuts to AFG and others.
- Technology in the cars we are extricating from. Regulations.
- None (5)
- Firefighter size
- Budget and benefit cuts
- Funding of new equipment water supply personnel retention
- · Communication changes and the continuing price increases associated with turnout gear.
- · The economic turndown, which obviously effects manpower and training.
- Manpower, EMS
- Manning or the lack of.
- Taxes
- Ems getting in the way of fire prevention/suppression
- Lower tax revenue
- · New bail out mandates and related equipment purchases and training.
- Limitations on vehicle capabilities and performance, decreased engine power due to air quality systems resulting in increased costs.
- The biggest thing for my department is trying to do a lot with a little. Our current crash trucks are a bit older and older technology
 is keeping us back with the newer ways of doing business. We will be updating in the next year or two and hopefully new
 equipment will make responding easier and more efficient with a smaller crew.
- Access to industry.
- Apparatus getting larger
- The downward trend of funding
- Lack of volunteers, lack of funding, increasing regulations
- Motivation through delegation.
- Interfacility transports
- Positive pressure attack lowa paramedic transitions due 2014
- •
- Increase in multiple emergency disciplines
- Maintaining volunteer staffing and response by volunteers
- Reduced? Budgets apparatus replacement
- Keeping up with emerging technologies and how those affect responses and tactics.
- Fire suppression and preplanning information
- The economy. In my opinion, the poor economy and the dwindling of financial resources have adversely affected every fire department and firefighter in the country, volunteered or paid.
- How to do more with less.
- The ever-fluid social environment.
- Apparatus size, and the overall cost of what is entailed in developing the apparatus.
- Tighter budgets.
- Money issues
- · Government deficits and funding.
- Funding! or lack of for purchasing apparatus.
- Safety, technology
- Fighting fires with fewer personnel.
- Costs
- Nfpa
- Lack of funding for training
- Space and safety
- Safety, fuel efficiency
- Increasing apparatus costs
- Firefighter turn out during the day
- Staffing cuts due to tax base reduction.
- Standards changes.... can't keep up with them, tough for a small rural department anyway. Technology as well, again small rural departments struggle with keeping up with it.
- Budgets and training
- New technology and its cost.
- Loss of tax revenue and being able to maintain full staffing.
- Incident safety officer firefighter safety/survival & rapid intervention communications apparatus safety fire prevention & public education
- · Change from fire fighting to providing more technical services. Hazmat, technical rescue.
- Continued new equipment
- Multi-purpose, cost effective vehicles.

- Cost cutting
- Staffing on line training \$
- City contracts with county FD's
- Budget issues that prevent replacement of outdated PPE and equipment.
- Changing roles. Small vol fire dept. Now has many tasks
- Safety and security
- · How to best adapt technology to more effective, efficient apparatus at a cost effective price.
- Lack of people
- · Financial issues with my municipality and the surrounding municipalities.
- Safety and cost effective management
- Budget shortfalls, EPA emission standards
- Doing more with less \$. Multi-function apparatus.
- Mobile/800mhz radios
- Budget cuts, narrow-banding issues, and recruitment.
- We are a rural volunteer service with a very low tax base.... low calls (which is good...) Makes it hard to recruit volunteers and keep them active
- The changes and advancements in tactics and the gear to outfit your department
- Standardizing all our trucks with the county guidelines
- Staffing (recruitment/retention)
- Increased safety regulations
- Safety, fiscal responsibility and maintenance down time.
- Preparing to integrate with law enforcement for mass shooting events.
- The largest trend is in lack of spending from city government. We are being asked to be more creative when it comes to financing our equipment. It is difficult to continue to go back to constituents for funding through raising taxes. Budgets are tight, so we are being asked to do more with smaller budgets.
- Pension cuts
- Price of apparatus increasing without proof upgrades and new technology actually make the vehicles safer to drive
- Not sure-probably the public's perception of calling 911 for practically any emergency.
- Funding and recruitment challenges for small departments
- Man power
- Lack of personnel.
- Durability size and space
- · Record management and training standards
- The downward trend in the aviation industry
- The size and weight of EMS patients.
- Firefighter safety
- Faster fire growth in modern construction decreased time to flash over. 2. Trying to do more with less. Expected to do more in the way of specialized rescue, be a knowledgeable source on all types of rescues, but with less money to do so.
- Government grants being reduced
- Apparatus standardization
- On-board emission systems
- Funding, budgets
- Multi functional apparatus, apparatus staffing, personnel accountability on scenes.
- Turnout gear manufactures and NFPA
- Budget issues
- Reduced funding
- Volunteerism is not cool anymore. We, and many other departments around us are struggling to bring volunteers in.
- Software
- · Increasing cost of fire apparatus making it very difficult to purchase new.
- Budget cuts and membership recruitment
- Staffing shortage
- Creative budgeting
- The need to replace aging fleets within the fiscal constraints of local budgets.
- Safety and ergonomics on the apparatus.
- Lack of funding, support from governments
- Fuel costs and new emission standards
- Fuel
- Cost vs. effectiveness operational expense longevity
- Unemployment
- Cost, regulatory mandates
- Ability to attract and retain volunteers
- Budgeting replacement
- Daytime manpower

- Staffing issues
- Underfunded budgets
- Computerized reporting, disinfecting equipment, billing issues
- Financial issues (funds and costs) and volunteers
- Politics and budget constraints
- Attacks on fire responders
- As far as apparatus is concerned the emissions regulations are proving to be a major hurdle to overcome because of maintenance and function
- Apparatus safety features
- Emissions
- Stock built apparatus at a low price. Hanging on to equipment too long so no resale value.
- · Lightweight building construction, increased incendiary fires
- · Decrease in revenue. There is more demand for service and no monies to fund it.
- Modern or updated PPE's
- Smaller engines with equal performance capacities as the larger units.
- Fuel and maintenance costs
- Downsizing
- Lack of new devices and techniques
- Politics
- Stagnation and even decline in funding
- Replacement budgeting
- Larger and safer equipment
- Nozzles
- Safety & training
- · Changing materials and the methods/training required dealing with them.
- Insurance
- Staffing, engine replacement, cost of replacing equipment
- Transitioning from grant-funded equipment procurement to the city's general fund
- Budget and manpower
- Lack of volunteer manpower, tight budget
- Reducing the staffing on fire apparatus
- Downsizing, doing a more with less, private ambulance companies competing for a larger piece of the pie.
- Staffing/budgets
- · Health and safety of fire personnel long term disability and illness
- Recruitment of volunteers, price of equipment
- Increased costs for little visible return or improvement in capability. Safety, environmental and "nice to have" technology has
 overtaken capability and where all innovation lies.
- Computers
- Gas
- Fire prevention
- Rural water supply
- Budget conditions and reductions.
- Not any one thing specific, ots more of a monetary issue
- Digital radio, social media
- The biggest trend I see is the focus on safety that is inhibiting out job in the field. Most of which are come up with in offices and committee.
- Smaller budgets
- Explosion of unfunded requirements/ standards and major income reductions.
- We are having a hard time hiring firefighters to become fully staffed.
- · The ability to afford new apparatus.
- Continued rising costs for fuel, supplies and equipment with a difficulty in recovering these costs. Also a decrease in patients covered by commercial health insurance resulting in a significant decrease in revenue generated by EMS calls.
- Firefighter safety is at the top of the priority list.
- Trying to get the best equipment for our dollar
- Financial outlook
- People expecting social services from my department
- Down sizing and liquidation of large employee based businesses.
- · Lack of incoming income to current demands
- What's in the "headlines"
- Inexperience and lack of skill (usually passed down from the older generations) due to large influx of ne people to the job.
- Lack of personnel and funding
- Lack of manpower, budget issues, lightweight construction.
- The lost of number of volunteer fire fighters its getting harder to get members of the local community to volunteer.

- The threat and / or benefit of social media are a trend for sure; also government downloading of services onto the local level is an issue.
- Training, safety, legislative requirements
- Finding volunteers
- Integration of fire / medical.
- Retention
- Ability to transmit and receive incident info. Ff tracking and accountability. Officer development. Managing service delivery while budget reductions continue.
- Chimney fires and illegal burns.
- Down sizing reduction of men /women on the line
- Cost, prices seem to be outrageous. It is really hard for small departments to keep up on equipment.
- Professional response expectation of small volunteer depts.
- Too many safety requirements, which are driving up the costs...
- Bariatric EMS calls
- The switchover to digital communications and the issues surrounding the rollout.
- · Maximizing equipment and resources because of budget cuts
- Manpower, recruiting of volunteers in small rural areas. Training for them with limited resources / funds.
- New construction materials
- Future changes in the area of SCBA, and fire fighter tracking systems. Along with better tic's.
- · Limited manpower and lack of funding
- Growing and aging population, but no budget to increase staffing. Burnout from constant callbacks.
- Staffing, more call volume, capital improvements
- Cost and bigger coverage area
- Delivering water supply/sources to difficult-to-access locations for structure fires.
- Retention of volunteer fire fighters
- Cross-trained personnel
- Reducing services and staff due to budget concerns
- Social media
- · Reduction of funding and planning for sustainability.
- Markings
- Decreased ability to fund reserve accounts
- Hotter, bigger fire when they occur and not enough manpower.
- Buying too big of a unit and under-utilizing its capacities.
- Resistance to change suppliers
- Better equipment
- · It seems to be the same thing no matter who you ask "funding" seems to be the biggest
- Commercial market, competition,
- EPA regulations
- Lack of adequate funding
- Increase in service.
- We have very little
- Inadequate funding when there is a surplus due to under spending. This coupled with the town board mentality of "you did not need it before, why now?" its very tiring dealing with this. There are a lot of our firefighters seriously considering turning in their equipment due to lack of support.
- Costs of firefighting equipment and maintaining what we currently have.
- PPE and apparatus
- Firefighter retention
- The downward economy is the biggest trend that is affecting our industry currently. It makes it difficult to be able to plan for the future and make needed purchases to update deteriorating equipment.
- Shrinking budgets
- Manpower, short wheelbases, rollover protection.
- Less volunteerism
- I would have to say the mandates for equipment/vehicle replacement and the lack of money to pay for these items. Training is also a big issue, however so far we have managed to fund or find free training through the state to get and keep certifications.
- Health and safety and ministry of labor lawsuits
- Economy. We are seeing tighter budgets, stricter purchasing guidelines, and towns unwilling to invest in new technology when they feel the existing gear is adequate. Also, average fire load is increasing in the face of multiple generations sharing homes. Donations are down as people are worried about employment and retirement longevity.
- Funding or the lack of funding
- Budget, staffing, technology
- Younger generation and lack of dedication to the fire? Service
- Keeping manpower.
- Training, lack of new volunteers

- To extend the amount of hours needed for training. I am all for training but when it comes to making volunteers spend excessive hours for training is becoming unreasonable.
- Lack of actual fires. Budget issues
- Municipal cutbacks, lack of provincial enforcement of regulations
- Confined space training, trench rescue, and large area search.
- Safety, comfort, and easy of operation effects our purchases
- Staffing issues
- Population growth
- Equipment
- Finding volunteers
- More wildland urban interface issues and corresponding emergency incidents.
- Costs
- Budgets and volunteer firefighter recruitment and retention.
- Firefighter retention
- Engine standards
- Trying to keep up with all the NFPA standards and OH&S.
- All in one people & equipment carrier
- Price
- Price of equipment, multi-roll equipment
- Lightweight construction, diminishing budgets, post disaster-building concerns.
- Cost cutting
- · Lack of volunteerism, overwhelming training requirements, rising costs of equipment/materials
- Funding for obsolete equipment.
- Retention and recruitment/budget tightening
- Lack of volunteers and getting existing volunteers to train
- Accessibility to accredited courses and training for rural and volunteer fire depts.
- Volunteering
- Ems based fire service
- Training and retaining personnel
- Cost/ willing people to join
- Budget cuts, personnel, residential sprinklers
- · Efficiency in apparatus design (i.e. equipment organization on apparatus
- Response safety with older apparatus
- Doing 'more with less', greater focus on safety.
- The number of vehicle fires and grass/woods fires on an increase
- Lack of good volunteers
- Inexperienced operators
- Budget cuts, reduced staffing
- Housing
- Regulatory compliance and getting the biggest bang for your money.
- Building sizes and construction styles
- Quints are great but older firehouses need modifications in order for them to fit. This will become more standard as the quints prove themselves to smaller departments
- To make the specialization from yesterday mainstream today. This includes apparatus!
- Lowering or holding taxes
- · Recruiting and retention of volunteer firefighters in the smaller communities.
- Fire fighter safety and responsibility
- Multi-use apparatus
- · Compartment size, tank capacity. Pump capacity, custom cabs
- Rapid increasing rural population
- Budget restraint.
- Increase in high rise structures in community
- Occupant safety, emissions regulations, long-term serviceability of apparatus.
- Budget cutbacks and greater training & documentation requirements.
- Light weight building construction. New car technology.
- Significant growth in acreage and rural residential properties. This has created a significant structural need in remote locations.
- · Volunteer retention smaller crews require better apparatus/equipment
- Public opinion of the size needed to serve the city (budget)
- Funding reduction
- Chassis competition created with Rosenbauer then Spartan making it difficult for the end user to specify what they want. NFPA seems to still be driving an agenda, which is making it more difficult for small departments and volunteers to purchase units that fit within their budget.

- Chassis competition created with Rosen Bauer then Spartan making it difficult for the end user to specify what they want. NFPA seems to still be driving an agenda, which is making it more difficult for small departments and volunteers to purchase units that fit within their budget.
- Layoff threats
- Municipal cut backs
- Budget pressures. Limited staffing availability.
- Capital budgets
- Good individual recruitment/retention.
- Line of fire injuries. Employees failing to recognize and mitigate line of fire potential.
- · Keeping up with technology changes in all aspects of day to day life
- Budget, council passing of by-laws, pre-planning
- Retention of volunteers
- Staffing, multipurpose vehicle use
- Changes in technology
- Funding and recruitment
- · Getting dept up to new regs for Quebec's safety cover plan for volunteer fire depts.
- Medical calls
- Less fires more medicals / car accidents
- Building material
- Budget reductions and increasing salaries
- Radio communications & records management
- Light weight construction
- · Economy and the continued de-valuation of property
- Budgets, manning
- Loss of manpower, no one wants to volunteer!
- Lighting, storage space, cost
- Budget and technology
- Higher number of calls due to an increase in nursing home/senior living transports. As far as our operational budget goes... Our
 rig maintenance capital is quite expensive and the wear and tear on our ambulances has become quite evident with the higher
 increase in calls.
- All the new technology
- Trying to keep everyone safe
- Plastics
- The amount of units need and shortage of funds
- PPE cleaning, firefighter physicals
- Budget, do more with less
- New technology
- Budget cut and the need for newer equipment
- Volunteer staffing
- Never-ending changes in equipment
- Lack of voter support to increase public safety funding
- Hose evolution
- Getting enough volunteers
- Volunteer recruitment dropping
- Lack of volunteers
- No new help
- First responder/ BLS runs, downsizing of budget and rising operation costs.
- Recruitment of new personnel
- · Lack of money to keep up with all the standards
- Manpower cuts, budget cuts, and aging apparatus.
- The increase in medical calls.
- Reduced manpower and lower funding
- · High rise firefighting, hybrid vehicles, diversity in the workplace, fire prevention, recruit process
- Doing more with less
- The shift from firefighting to rescue and medical calls.
- New tech with safety
- The emission regulations
- Funding and training
- Expanding EMS delivery to include home health.
- · Time & lack of commitment to leadership positions from the younger generation
- Budget and bigger building.
- Purchasing quality, custom fire apparatus at a price that is within our budget.
- Cafs, medical advances

- Manpower decreasing, too many standards
- Old equipment
- Lack of volunteers 2. Funds
- Limited budgets
- OSHA
- Drought
- Fancy branding & gadgets.
- More construction, more people in the area
- Cost of apparatus, budgets delaying purchases which is scrambling replacement plans, councils not understanding what we do, apparatus are getting too big
- Budget issues and providing the same service but with less money.
- The wear and tear on our ladder truck and pumper for constant EMS runs
- Safety while in and around apparatus
- As always money leads the way. With safety as the next pushing for far safer and smarter ways to do the job.
- New safety features on trucks
- Lack of funding and lack of qualified personnel.
- Building
- · Lack of funding which creates less manning and lower quality equipment
- Funding and legislation particularly from ministry of labor
- Low pay, little community effort
- Lack if funding for training
- Radio narrow banding increased training requirements
- The cost of running a department has gone up, community cannot afford to support fire depts with donations due to new tax hike, economy, gas prices, etc.
- Operational budgets
- Stabilization of tax revenue
- Budget cuts and layoffs
- The need to get more service years out of our current apparatus and the amount of down time for repairs due to delays caused by parts availability.
- False alarms!
- Tax collection rates and the decrease in budgets
- Training for vol. Fire depts. The cost of equipment.
- Meth lab exposure
- Budget and manpower restraints
- Electric cars
- Cost vs benefit, with current economy have to show savings as in ISO rate drop, or type of tax saving to allocate spending \$\$\$ for new or replacement trucks.
- Cash flow
- Reliability of product and time delivery of ordered parts
- More medical
- Budget cuts. Decrease in taxes but trying to maintain service.
- Factory si
- Budget and manning cuts
- · Vehicle safety EPA engine standards affecting vehicle operation/performance.
- · Budget woes, refurb and rehab apparatus vs. New
- Computers
- Changes to equipment
- Budget, multi-use vehicles, limited man power
- Funding is always a substantial hurdle for firefighters and community leaders to deal with however in my area standard training
 requirements continually change. Our state is now completely changing the way we train and certify, I believe NPQS or IFSAC
 should the be adopted standard to curve this trend.
- Cost cuts
- Seatbelts
- Better trucks, newer equipment
- Funding for equipment and volunteers
- The budgeting. Not always getting the things we need for our fire service.
- EPA & NFPA mandates. Cost increase
- Declining numbers of volunteers, aging firefighters
- Cost of equipment and gear. Being told what we have to have equipment wise. Older generation fire fighters not wanting to update their firefighting skills.
- · Costs, financial allocations, aging apparatus
- Increased technology and financial demands they bring

- Mandates that are impossible for a small rural volunteer fire department to meet. Such as the 10 year replacement of turnout gear. From the date of manufacture.
- Doing more with less!! Taking on more tasks
- Do more with less
- · New materials and technology in vehicles and housing. Also the increased merging of EMS and fire
- Fire chiefs with bad training
- Municipal budgets
- The constant need for training.
- Low manning
- A flat budget with increasing equipment and gear prices.
- Hybrid cars and the increase in terrorism
- As always do more with less. Manpower limitations. We have more pride now and the trend is hopefully continuing that way.
- Mobile data.
- No trends affecting our industry
- Staffing and recruitment
- EPA emission requirements on new engines. Economy.
- All hazard response.
- Increasing costs and steady or falling budgets
- The trend we see only increasing is the continuance of doing more with less. After facing several years of flatline budgeting those projects, which have been put off, are now only magnified with no resolution in sight.
- To do more with less
- Increase in EMS calls
- Revenue reductions and rising personnel costs. Downsizing. Increased flammability of interior furnishings. Lightweight construction.
- Limited staffing and budget cuts
- · Cost of apparatus/maintenance of equipment and apparatus (lack of) / lack of regional training center
- Staffing cuts due to lost budget money
- New personal
- Equipment cost and decline in income.
- No budget increase
- Under staffing
- Union busting
- · Changes in the way EMS service is delivered. Pension attacks. Wellness-fitness.
- · Funding for large priced equipment and keeping up to date with constant changes
- Changes in ventilation strategy
- A lot of stuff in a little package
- Budget issues
- Not sure
- Reduction in donations
- Safety in equipment overall.
- Low recruitment
- Lightweight construction and reduced staffing
- Unfunded mandates regulations
- NFPA requirements
- Firefighter accountability systems
- Increasing continuing education requirements and the ever decreasing budgets
- Quality
- More medical runs
- Inadequate staffing. Fuel prices. Government funding.
- NFPA
- · Safety of the firefighter in access and egress in and around the apparatus
- SCBA CAFS
- Regulations
- Budget costs
- · Economic issues forcing delayed apparatus purchases
- Regulations, lack of funding,
- Cost of doing business
- Reduced chassis availability for ambulances.
- Severe lack of funding outdated staffing and deployment models, increasingly more complex apparatus trends.
- Increased fire load and better insulating properties of new construction more complex extrication procedures due to improved
- safety / hybrids
 Cafs foam systems and SCBA improvements
- Loss of staffing,

- Combining of different types of apparatus for better utilization of manpower.
- Ff safety
- A decrease in the number of structure fires, an increase in non-fire related calls
- Fire prevention
- Electric hybrid
- Technology is ever changing and we have to "run fast to catch the curve."
- Budget cuts and personnel cuts
- Drug overdoses
- Increased medical calls
- Safety for occupants of vehicles.
- Space for firefighters and equipment
- Engine motor regulations
- NFPA requirements
- Recruitment/retention
- Recruitment and retention of volunteer fire fighters
- Volunteer recruiting municipal funding reduction
- Cost of new technology
- Low staffing budget cuts higher call volumes
- Remodeling and building
- Budget manpower
- Growth
- Vehicle safety
- Radio communications, information technology
- Blending of urban and wildland fire service.
- · Lack of volunteer firefighters, budgets and a reduced number of personnel wit leadership capabilities and/or interest.
- The economy, falling property values are leading to limit or reduced revenue for fire districts.
- Difficulty of funding due to current economy.
- Budget cut backs due to the national and local economy. Changes in local property values and tax revenues.
- Staffing cuts, shrinking budgets, and increasing costs of equipment/apparatus.
- Safer vehicles, ambulances
- Budget cuts, downsizing in manpower and equipment.
- Cuts to municipal budgets- government spending freezing
- · Getting the biggest bang for the buck. Keeping the rigs small but affective for what we are responding too.
- Multivocational apparatus
- · Emission controls for apparatus, increased demands on PPE, limited budgets
- Value and follow up service for apparatus
- Unfunded government mandates; dwindling tax base generated revenue
- More truck for less money
- Increased worker's comp costs 2) decrease in available grant funding (AFG, safer, etc. 3) recruitment and retention of volunteers
- Staffing and training
- · EPA engine requirements for fire apparatus, elevating costs, declining revenue
- Staffing and regulation mandates
- There really are no trends that affect us. We just want to keep equipment running and on the road. We do try to acquire new equipment with the technology when possible.
- Cost and maintenance of equipment
- Safety green initiatives
- Budgeting, standard compliance
- Low volunteerism
- Low staffing.
- Gear
- Aging fleet and decreasing property values
- Declining incidence of fires, budgetary pressure.
- The electronic age
- Decrease in donations and volunteers.
- Trucks
- Budget manpower call volume
- New standards
- Took over patient transport for the whole county, urban and very rural.
- Formal training and personnel certification requirements.
- Reduction in staffing
- Pricing and funding availability
- Pricing, room for firefighters in the cab. 1901 regulations

- Personnel accountability/safety on the fireground. Station design. Firefighter fitness.
- NFPA regulations that increase cost for small returns on safety
- Lighter construction materials made from OSB and roof trusses that are not able to support firefighters for ventilation. Insurance
 companies that would rather see a manufactured home burn to the ground for easier cleanup and replacement, rather than
 saving the customers possessions.
- Declining revenue.
- Technology and fuel emission restrictions
- · Fire trucks able to carry more than normal equipment. Safety a big factor.
- Updates
- EPA/emissions
- Volunteer staffing and retention
- Requiring more equipment on trucks.
- Multipurpose apparatus, flexibility in apparatus, safety of personnel.
- I think the biggest thing is the economy. We are not purchasing a total custom pumper anymore. A lot of the nice to have things are gone.
- Bail out, gear,
- · Life span of equipment, financial strain considering equipment is well maintained.
- Becoming an all hazards response agony
- Doing more with less personnel
- The biggest trends currently affecting our industry include 1) trending back to multi-purpose apparatus as a method of attempting to maintain service levels and insurance ratings while dealing with shrinking budgets for replacement apparatus and 2) greater competition for shrinking revenue with other agencies within our governing body - elected officials are more likely to give funds to social services or other health and human services and cut funds to fire/EMS and law enforcement so they don't have to raise taxes and get positive media relations as a result.
- The economy and budget
- · Use of technology, ever changing fire conditions (worsening) and lack of adequate financing
- Less fire runs- more EMS
- Reduced staffing and budget cuts
- Decreased budgets
- Tight/shrinking budgets. Our state and federal can not get their act together. The emergency services are asked and required to
 do more with less. Our state did away with residential sprinklers. Why? Big money from builders association. We knew about
 these years ago. Ameriac burning, penne. Burning and on and on.
- Funding, staffing
- Old equipment
- More safety requirements, meaning money
- · Changing of ambulance standards going away from KKK standards
- Exhaust regeneration
- Consolidation of apparatus. Trying to build the ,äúperfect,äù apparatus that will handle every situation.
- Tight budget constraints.
- Volunteer recruit and retention.
- NFPA standards that local fire companies cannot afford to do and are keeping apparatus that should be replaced in service to save tax dollars but putting lives on the line with equipment that shouldn't be used.
- Funding streams or the lack thereof
- Reduced size of apparatus, apparatus to perform more functions with less manpower.
- Reimbursement
- EPA regeneration requirements
- Firefighter safety, driver safety.
- 1) New construction components changing the safety of firefighters, and the way we do our job. 2) Vehicles on the road. 3) Training on new (like we train on extrication, it is on old vehicles not the new ones)
- Budget constraints, council is inability to look towards the future.
- Shrinking budget
- Always told to do more with less. Increasing staffing without increasing payroll.
- ISO ratings, industrial district coverage
- Cost of new equipment
- · Technology, GPS, toughbooks, software, and the time to teach the old dogs
- · EPA-mandated ecological changes related to motors and exhaust
- Regulation
- Medical calls
- · Budget reductions for emergency services staffing cuts less grant funding available
- · Apparatus safety, incident response safety, budgets
- Compartment storage
- Operator and passenger safety. Ease of pump operation.
- Engineered building construction

- The economy and budgets
- The fuel issue with diesel motors
- Forced government standards in Quebec
- Keeping up with standards and training.
- Dep
- Higher prices and less money
- · The economy which affects tax base, aging apparatus and equipment and the maintenance of both
- Closing coal power plants
- The current trend of streamlining/aligning fire and EMS operations and the vehicles that will be needed to accomplish this goal. Fuel economy and hybrid/alternate fuel vehicles are also increasingly important.
- Population growth with no budget increase
- There are really not any trends that are currently affecting us at this time.
- Budgets cuts
- Technology of self-supporting systems. Keeping deluge systems from being harmed or triggered by cold weather.
- Combination vehicles
- · Firefighter safety, response time, function of equipment
- Multi use vehicle
- Economic downturn. But as far as trends that affect operations, residential and commercial structure fires are on the rise, safety levels need to increase which in turn requires investment in a service despite a decline in municipal revenue.
- Doing more with fewer resources. Making the same or less money go farther.
- Cafs engines
- · Low hosebed on apparatus training changes with new apparatus
- Ems delivery and transport
- Innovation and safety
- Consolidation of fire fighting companies into a more regional force.
- Mergers with police / other city workers
- Fuel economy, and budget issues
- Safety for the firefighters.
- Autos, and man made materials in housing
- Equipment changes
- Membership
- Drager/ MSA/ Scott
- Bigger tires requiring more rubber
- Funding, updating PPE, training requirements for volunteers and providing CE hours
- Diesel emissions standards
- Advancement in technology
- Road traffic accidents. Community fire safety.
- Falling property values, which result in, lower a lower annual budget and a higher number of vacant homes.
- Personnel cost
- We are doing more and more EMS and rescue calls, changing the design of our apparatus.
- Costs of apparatus
- Combination of services
- More with less...
- Safety and accountability
- Lack of personnel
- Multipurpose apparatus
- The increase in multiple disciplines that are expected from the organization and members. Including an increased use of multiagency teams and groups. This includes wildland organizations that can have me placing radio repeaters one day, leading bulldozers in line construction next, and then assisting in patient care the next day. All of this being done with people who could be from federal, state, or other agencies.
- · Unfunded mandates for training or equipment
- Capnography, immobilization devices
- Specialization of apparatus.
- · Effective cooperation between the volunteers and the full timers
- Decreased budget
- Lower budgets, lower staffing,
- Keeping up with the NFPA standards.
- Budget shortfalls
- Nothing really
- Cafs systems
- NFPA SCBA revision
- Cafés and minimum staffing
- Fireground management and staffing levels.

- Budget and staffing
- Doing more with less: people; funding; equip; time
- Justifying the cost of operating a fire dept to city administration
- Tight budget, possible staffing cuts.
- Safety and money
- Reduced budgets because of the current economic conditions.
- Cut backs in donations
- NFPA changes
- Constant changing standard and regulation
- Lack of volunteer firefighters
- Budget crunches
- Not sure
- Problems with multiplex systems. Regionalization with adjoining communities and sharing resources.
- New nozzles, grants for new technology
- Budgets are forcing us to have to look into units that can handle more of a variety of calls than what they would normally do.
- Annexation, auto aid, and mutual aid.
- Technology and its integration into the fire service, specifically computers.
- Declining volunteer membership requiring vehicles to be able to fill multiple roles. Also concerned about the increased cost of vehicles to comply with NFPA 1901 standards.
- Apparatus size
- Cultural difference staffing budget reductions response to domestic violence
- EPA limits on diesel engines.
- Apparatus that help us meet an all-hazards response.
- Bagers
- The availability of affordable thermo imaging technology.
- Budget cuts improve safety of ff
- The biggest trend is being constrained by budget cuts and having to do more with less. EMS runs are up, staffing levels are down. Resulting in increased wear and tear on our equipment and our staff.
- Cab safety
- New NFPA regulations, limited funding to meet the new mandates
- Staffing and training along with fiscal challenges
- Rust
- Volunteerism age of equipment
- Increased regulations that result in increased costs for agencies.
- Firefighter safety and cost.
- · Operating costs, i.e.. Maintenance, fuel, replacement parts replacement apparatus changing needs
- Budgets, volunteers
- Over use of emergency services, for non-emergency events.
- The effect of the economy and tax base going down over the last decade.
- Crew safety, multipurpose vehicles, new technology
- Changes in mission and budget constraints
- Cost of training and the amount of training put on volunteers.
- · Cost effective equipment that can serve multiple purposes. Environmentally conscious equipment.
- Radios, dispatch, pagers
- Lack of staffing, layoffs, lack of maintenance due budget cuts.
- Reduction in available funds.
- Pucs
- Unfunded mandates-increases in training requirements-lack of volunteers
- Prices and compatibility
- Need for purchasing multiple standardized apparatus
- Funding maintaining current apparatus future purchases
- Training, and safety
- Budget, technology.
- Increase of EMS calls
- Getting people to do there training.
- NFPA updates increasing the cost of apparatus and decreasing the effectiveness of the apparatus and federal EPA emission.
- Fire fighter safety
- Tight budgetary times, NFPA ambulance specification.
- Layoffs, and downsizing equipment.
- Losing our traditions
- Emissions, combination apparatus
- The economy is a major issue. Low cost trucks that would normally never be considered due to the low cost materials used are being widely accepted as an adequate alternative to the better-built designs with higher costs.

- Cost cutting
- Aging equipment and government mandates with decreasing budget. Struggling to keep up with equipment replacement. As a
 volunteer department, it is becoming more difficult recruit and maintain our volunteer staff.
- The cost of equipment
- Manpower, as we are a small town volunteer department.
- Updated apparatus
- The latest trend seems to still be the tech rescue aspects.
- Keeping up with technology as it relates to the fire service and personnel safety
- · New building materials apparatus EPA standards staffing funding
- · Move toward smaller "squad" units to preserve larger apparatus and cut costs
- Consolidations
- Obtaining new members
- Technology improvements in firefighter safety
- Down turn in fund drive, rising cost of equipment forcing us to do more with less.
- Low staffing numbers
- Movement to more cost effective multipurpose apparatus
- Problems affording to keep up with the new technology and the lack of manpower.
- Information integration.
- Changing NFPA safety standards and equipment requirements.
- Electronic controls/computer controlled equipment
- Financing
- Decrease funding AFG grant funding being cut back
- · Education of firefighters and command
- Reduced budget constraints
- Lower manpower
- Loss of manpower due to economic conditions and political posturing.
- · Combining two or three vehicles into one when purchasing new equipment.
- Staffing, training
- The cost of vehicle replacement
- · Weather changes global warming increased fire risk in Australia
- Lack of funds lack of volunteers
- Budget cuts, staffing, fast growing housing
- Cutbacks and loss of funding
- Regulation
- Materials that homes are made of
- Apparatus cost increases
- Lack of capital funding for equipment replacement due to declining property values.
- With apparatus it has to be the emissions changes.
- · Cost of equipment. Some depts. do not wear out equip. But must replace same to be compliant
- Safety and training
- Cost and lack of funds
- Doing more with less
- Decreasing tax dollars vs increasing scope of calls.
- Rules and regulations
- '
- Multiple tasks with limited apparatus to carry equipment
- Manpower and ambulance taking up manpower.
- Increased emissions regulations and related cooling issues.
- Multifunctional
- Financial sustainability (the 'new normal'). Regionalization and consolidation of fire departments.
- Compressed air foam and multi use response apparatus
- Decrease in staffing
- · Governments don't have the funds availed as they used to have so we are being made to make every cent count!!!
- Technical rescue
- · New technology and integration into fire service doing more with less
- Making units safer
- Small annual budgets
- Size of apparatus
- Availability of funding is changing the design of fire engines. Fire engines must now be able to pump water, carry ladders, extrication equipment, thermal imagers, first aid gear, AEDS, etc., which requires apparatus to have more compartments, increasing their weight and overall size.
- EPA requirements on apparatus engines
- Driver safety

- Austerity pressures on municipal budgets
- Loss of local government funding.
- Cost of new equipment
- Economic downturn thus resulting in budget issues. As for fire response, failure to maintain private roads (lack of funding) thus creating limited access for fire apparatus
- · Increased emissions devices in turn increase costs. Overall cost of new apparatus
- Technology, wireless communications, data access
- Staffing and budgets
- Equipment regulations
- Compressed air foam
- Standardization of all our units
- Less younger volunteers
- Trying to do more with less. Use technology to replace smaller work forces.
- Trying to do more with less. Use technology to replace smaller work forces.
- Safety at highway incidents
- Computer technology
- Haz/mat & EMS
- Training and staying up to date on equipment.
- Tight budget dollars for equipment needs
- Going to paid staff
- · The added safety items each time we order apparatus. Great trend though. Safety is most important.
- Technology evolving at such a rapid pace
- Short on money.
- · Oil field growth with all the added traffic and inexperienced drivers with long hours of work. Way to many accidents
- Chassis weights and lengths
- Multi-purpose apparatus
- Budget shortfalls, aging rolling stock, and aging equipment all need replacement soon.
- Ageing fleet and lack of service from manufacturers
- Multi-use vehicles for fire and rescue combined
- Budget restrictions delaying he calculated fleet replacements
- The safety push.
- Emission controls, safety upgrades
- Reduced funding
- Rising equipment and services costs and power revenue streams
- Prices.
- · Combustibility of building materials and rapid-fire growth.
- Standards updates
- Cost cutting, joint use of equipment, limited staffing
- Government cut-backs
- Funding, revenue
- Budget cuts/tight fiscal policy
- Budget, lack of manpower
- New technology. Electronically paging mapping and GPS!
- Foam applications on apparatus; maximizing both water volume and equipment storage; making ladders and other equipment
 particularly accessible; making the drive to and from the emergency scene safer.
- Budget cuts, manning cuts
- Development of regional user teams
- Manpower, budgets, fiscal responsibility
- Staffing difficulty, reduced funding
- Decreased workload, with same level of injuries
- Budget, manpower, and span of service.
- The gas boom in Pennsylvania, and lack of local funding and capital plans
- Tablets for run reports
- Membership
- Air management, gear,
- Increased costs for everything
- · Tax increase capitation and the health care reform acts for ambulance reimbursement
- Multi-purpose apparatus
- Economy, and injuries
- Multiplexing of apparatus and limited personnel to operate with
- Doing more with less 2. National accreditation
- Keeping up compliance on gear and tools that are at the end of their service life
- Safety and efficiency accessing

- Quality of gear makes it so guys can fight fire longer
- Understaffing
- Economical restraints for all departments.
- Personnel retention
- Need for more technical training
- Funding reductions.
- Computer aided dispatch systems in apparatus.
- Membership changes
- Price, environmental awareness.
- Transition to emergency medical
- Lack of volunteers. Having to do more with less people
- Safety issues
- Reduced money, reduced manpower
- Lack of funds and under staffing
- Municipalities' funding shortages
- Changes in material that ideas are made of and keep ahead of all the training materials.
- More with less.
- Lack of reliable local funding. Too much reliance on grants.
- Code changes funding building materials
- Difficult financial times and safety regulations
- · Safety from moveable objects in cabs. Rit and firefighter safety
- Lack of finances
- Clean air initiatives
- Oil field
- Unification / consolidation activities budget EMS response times
- Technology advancements in the area of communications and data access.
- Education and training
- The constant change in new technology.
- Increasing cost
- Firefighter safety enroute and on scene. Budgeting demands.
- Funding for vehicle replacement and lack of/or diminishing grants
- Water supply, personnel, and response times
- Seat belt use
- New technology in everything
- · Rapid intervention crews, use of smartphones on incidents, reduction of funding
- Budgeting
- · Budgets are being decreased, required to keep trucks longer and beyond intended service life.
- Economics, manpower, increased responsibilities
- Smaller pumps
- Costs of custom chassis
- New SCBA
- The tight budgetary constraints for multiple consecutive years are starting to have a significant impact on our ability to provide the same level and quality of service as in the past.
- Training mandates
- Shrinking budgets, reduced manpower, and trying to make apparatus last longer.
- Squeeze more years out of the apparatus
- Gun violence/gun control
- · In the states it's apparently funding. Here in Canada I don't think we're hurting as
- Air quality issues regarding diesel engine and how that effects the ability to power fire apparatus, while not reducing crew cab space.
- Economic issues
- Electronification, multi-purpose vehicle.
- Prices of apparatus and equipment.
- Multi function best bang for buck
- Keeping current with training.
- Decreased revenues
- Quality / reliability of equipment, built in safety, and better warranty.
- Multi use vehicles for grants.
- Technology advancements in equipment
- Rapidly escalating costs of apparatus due to compliance issues
- Pricing of some items that go on trucks
- Strapped municipal budgets
- Lack of budget lack of fire departments final input on purchase council tends to go lowest price.

- Increases in calls combined with decreases in volunteers.
- Multi purpose vehicles...rescue engines...engine/aerial...tactical/grass rig...
- Loss of volunteers
- The decrease in funding and the increase in the cost of apparatus due to the pollution controls mandated on diesel engines.
- ICS social media
- Increasing incident totals
- Computers in the mobile units.
- NFPA standards
- Decline of dependability of our apparatus is having a huge effect. Lower staffing levels and larger response areas.
- · Decreasing number of significant fires and increased cost per fire, limited tax funding
- Emergency vehicles
- Apparatus specifications and purchasing
- EMS response
- Vehicle stability and safety.
- Funding for staffing and equipment
- Increased costs and unfunded mandates
- The trend of departments being more self sufficient,
- Personnel costs
- Sourcing existing products to us sources rather than overseas.
- Budget, staffing
- · Construction materials, apartments with multiple tenants
- Increasing number of rescue calls.
- · Changing specification to meet KKK and NFPA standards
- · Definitely improvements in materials
- · Move toward computerization, high tech monitoring, common operating picture software, planning, and logistics.
- Apparatus replacement cost
- Do more with less money and personnel.
- Price, time to build
- Consolidations and greater mutual aid
- The weak economy, reduced tax revenues require older apparatus to stay in service longer and or be re-configured to serve in another capacity.
- Multably rescue
- EPA vehicle requirements and training
- Technology changes
- The biggest trend that we see is that people no longer believe in serving their community. It is really hard to bring people in to volunteer as firefighters and/or EMTs
- Multi-use/response vehicle
- Lack of good people
- · Reduced funding for capital purchases and strain on volunteers resulting in lower staffing
- Downsizing apparatus for efficiency
- The buying only being based on price and not quality
- Getting funding
- Medical responses cost of apparatus.
- Staffing...doesn't seem like people nowadays have the time to commit to the department as they have in the past....
- Reduced budgets
- Crew cab trucks
- Firefighter fitness, building construction, vehicles to big for the job, while driving to many distractions, lack of view within the vehicle
- Finding new ways to buy new and modern equipment.
- Dwindling active membership, development of new residential communities resulting in congested roadways and limited access to areas. Hotter, faster burning fires requiring a quick response and concentrated attack on the fire location
- Difficulty in getting volunteers (poc) and training them. And standards compliance with available funds.
- Cost of vehicles
- Budget cuts and environmental groups
- Inability for members to train due to scheduling conflicts.
- New building materials
- Environmental impact
- Jobs
- Not enough money
- Safety, emissions requirements, fuel usage
- Decreased funding
- Health and wellness issues, getting firefighters trained, getting money to build new structure for trucks, etc.
- The never ending rules and updates to OSHA & NFPA

- Tax base
- Funding and staffing
- Shifting focus from fire/suppression response to EMS response. 70% of calls were EMS a few years ago -- creeping up to 85% now.
- Lack of volunteers, increased response time to the station, faster and hotter burning fires.
- Membership
- Decreased funding and increased call volume
- Recruitment/retention
- Outdated gear
- Not updating water supply (flow capabilities) to meet growth of community.
- High cost for equipment and operating/maintenance and people with time to volunteer.
- The loss off volunteer availability due to increased workloads to make ends meet at home.
- Multi task apparatus
- Budgetary constraints and personnel turnover
- The need for small apparatus. Some rural areas are growing and the areas that need to be reached are getting harder with the new larger apparatus.
- · Wildland interface, aging home population
- Multi-purpose apparatus
- · Budget do to depreciating tax base, in conjunction with the escalating costs of purchasing equipment.
- The recruitment of volunteer firefighters
- The move towards more specialized training
- Training, gov't mandates, manpower
- Finding the time for training.
- The bakken oil boom and the construction of many miles of new pipeline. The construction of several huge oil loads out facilities, and the proposed construction of several new oil refineries.
- Lower budgets, less manpower,
- Mining
- · The size of apparatus is getting larger and the cost is climbing dramatically
- Our need to move to smaller more multi use apparatus.
- Residential fires are burning hotter and faster. Inability to quickly reduce heat and fire suppression if challenging for volunteer department using just water to combat these types of fires.
- Lack of production
- Equipment and apparatus prices increasing, while budgets are decreasing. Increased requirements on firefighters while budgets are declining.
- Lack of volunteers. Retention of volunteers. Lack of leadership.
- Lack of volunteers and aging equipment.
- Rescue trucks
- Budget, sharing town with other fire department
- · Growth has outpaced our infrastructure to support operations.
- Drunk driving
- NFPA regulations
- Budget & financial stress on cities and agencies. Not to mention none of the union members are willing to accept any pay cut or freezes to pay thus, it has put a strangle on new hires. Also training and adequate ability to drill.
- Lack of manpower higher levels of response
- Homeland security and other incidents that fire may not have traditionally responded to. Increased emphasis on highway safety.
- Personnel
- Keeping up with national standards as a VFD
- Lack of funding causing lack of equipment maintenance and replacement
- · New updated technology and innovation, including equipment and apparatus.
- Nothing right now
- Responder safety.
- Quality of apparatus
- Evolving from a volunteer fire department to also include emergency medical response. This started just because we wanted to carry oxygen on a truck for our own use.
- Tax income reductions with increasing standard requirements.
- Oaks corners fire department
- Increasing cost of equipment and shrinking budgets.
- Fdvijdijij
- NFPA regulations
- Rising costs, mandated requirements leading to increasing prices.
- Back to basics training, computer technologies, better leadership
- Fuel load
- Age of equipment

- Test
- Tail gating, not going to bid
- Emissions
- Push on safety but no one knows how to define it or what he or she wants. Lots of discrepancy on NFPA 1917 for how each state will handle it. A lot of dislike for NFPA 1917
- Rapid increase of medical calls.
- · Man power, people not being able to dedicate the time. New mandates

Q2. Which of the following apparatus does your department currently own?

<u>Other</u>

- Tanker/tankers (156)
- Tender/tenders (65)
- Water tanker (28)
- Tanker/tender (25)
- Haz mat (14)
- Boat/boats (12)
- Water tenders (11)
- 3000 gal tanker (8)
- Pumper tanker (6)
- Staff vehicle (6)
- Quint (4)
- ATV (3)
- Brush truck (3)
- Rescue boat
- BLS support (QRS)
- Trailer
- Tanker, engine
- F 150, dodge Dakota
- Tenders (tankers), wildland interface engines
- Mini rescue
- Tender, first response/officer fire (pick-up), first response medical (non ambulance)
- Pumper tanker & medium rescue
- 10' alum boat
- Chief vehicles
- Water tender (tanker in the east, tender in the southwest)
- Water tender/tanker
- Helicopter EMS
- Tenders (water trucks)
- Duty officer vehicle (GMC Yukon)
- Hazmat, water rescue, technical rescue
- Pumper/ tanker and a tanker
- Polaris ranger
- Marine units
- Squad/hazmat
- Paratransit
- Water tenders/ dive rescue boats
- Dive/rescue truck and fireboat.
- Haz mat, ATR
- Rescue boat with 500 gpm pump
- Tanker, grass truck
- Tender, fire police vehicle
- Tanker and brush truck
- Brushbreakers; fire boats
- Trailers
- Foam truck, light truck, water tender
- Quick response vehicles
- Fire police
- Boat; tanker
- Floodlight unit
- None
- Boats patrol, flat bottom aluminum, and air boat
- Grassfighter

- 6 wheelers
- Hazmat and dive
- Hazmat, air truck, zodiac boat, mso suburban, bc suburban, gator, mci truck,
- Chevy Tahoe
- Chief's vehicle
- Fire boat
- Tanker, tankers with elevated master stream
- ATV off road rescue trailer
- Tenders, pumper tenders
- Cascase air unit
- ATV and chiefs car
- Fire boat and military m932 5 ton for highwater
- SUV command vehicles
- Tanker/pumpers
- Brush, attack, tanker, haz-mat trailer, and ATV
- Boat. 4 wheeler
- Battalion SUV
- Polaris ranger
- Squad/ air unit
- ATV's, snowplows, HAZMAT unit.
- Medical ambulance bus, boat, ASAP
- Tender and a command vehicle
- Swift water rescue unit
- None we are in dire need of a pumper!
- Marine units, mab, water tender
- Tanker, gators
- 2 pumpers total, 1 tanker, 2 brush/mini pumper trucks
- Engine/tanker, EMS first response, rehab/mci
- Squad
- · Hazmat, tech rope rescue truck, water rescue van, decontamination trailer, command bus and rehab bus
- Hose wagon with 12" hose
- Tankers, brush truck, CAFS truck
- Ems
- Tanker and ldh reel truck
- Tender
- Tanker / pumper
- Mobile air supply & support
- Staff vehicles, bc SUVs
- Boats, trailers, UTV
- Gator, boat, tanker (water tender)
- Medical and pumper tanker
- Tanker and boat
- Command truck 4wd w winch f-350
- 2 tankers
- Cafs unit
- Air
- Hazardous materials
- Command automobile
- Air truck, decon trailer
- Tanker/water tender
- Mobile air, traffic, water rescue unit
- Tanker/pumper
- 4 wheel drive pickup truck
- Haz-mat, decon, air units, other specialized units
- Special service r.i.t units
- Chief's command vehicle
- General staff and support
- Trucks and engines
- Command
- SUV for EMS response
- Rescue orv
- Command (light duty)
- Officer vehicle

- Command vehicle
- Tender, hazmat
- Airboat
- Hazmat vehicle
- Tanker support
- Hazardous materials
- Hazmat vehicle, trt, dive truck, air utility
- Haz mat truck
- Rehab bus
- Chief SUV
- Rescue support unit, drafting trailers, bomb squad vehicle, haz mat vehicles, chief cars, admin cars,
- Tanker and 2 brush units
- 1 additional pumper/tanker
- We provide software and services public safety entities and work with them to automate their collected asset data.
- Air support
- Fire & rescue boats
- 2000-gallon tender.
- Equipment truck
- Haz mat, water rescue, dive and surface
- Command vehicles
- Water tender, tech trailer, boats
- Cascade
- Telesquirt
- Foam unit
- Rehab apparatus
- Snow plow, vac truck, landfill compactor, bulldozer, wheel loader, gradeall
- Command vehicle
- Two tankers
- Response trailers
- Tankers/tenders
- Dangerous goods trailer
- Watercrafts
- Marine rescue
- Tanker or water tender
- 4x4 truck
- Tenders with 1000-gallon tanks.
- Tele squirt
- Gator and trailer, golf cart and trailer
- Air (cascade) trailer
- 4,000 gallon tender
- UTV fire/rescue unit
- Tanker, 3,000 gal.
- Squad unit for trench rescue
- We are a supplier
- Air van, mini-pumper (no brakes/steering)
- UTV
- Lumber truck, tactical unit with crane and boat etc
- 1,500 tender with 300 gpm pump
- Tanker and a boat
- Tankers; ATVs
- Boats, mobile vent fan, rehab and cascade trailers
- Squad
- Special service
- 3000 gal pumper tanker
- Forestry unit
- Marine ff boat/rehab vehicle/roll off tech rescue
- Tanker & rescue boat
- ATV, trailer
- Argo
- Crew transport
- Nurse truck
- Marine units, traffic units
- Tanker (water tender)

- Chief's vehicle
- Haz mat, tanker, rehab
- Ice water rescue
- Rescue/uhp wildland
- Air boat
- Hazmat trailer, water tender, afff trailer.
- Utility van, tanker, brush truck
- Boats & hovercrafts
- Tower ladder
- · Water tender, non-transport ambulance, snow rescue sled and snow mobile
- Tankers engines
- Forestry rural truck
- Tanker/tender EMS quick resp vehicle
- 2 aerials, 3 rescues, 3 engines, 1 heavy rescue, trench rescue trailer, 3 wildland trucks
- Tanker, haz mat squad
- We now are forced to trailer lots of stuff. Usar, decon, waterway spill, etc.
- Dive unit and boat
- Rehab van
- Tanker / pumper
- Confined space trailer
- Transport tanker
- UTV (polaris ranger)
- UTV, boat, ATV
- Dive trailer
- Tender and squad (SUV)
- Transport van, all terrain vehicles.
- Squad- personnel mover
- Command vehicle
- Equipment trailer
- Water tender, grass rig
- Boats, UTV
- Tankers, ATV brush unit,
- Air truck / mobile compressor
- Engine (5)
- Tanker and brush trucks
- UTV
- Dive rescue
- 6x6 polaris
- Tankers (2), mini, engines (2),
- Our all-volunteer fire company has an ISO rating of a # 3.
- Air and light
- Brush unit, traffic control
- Medical first responder
- Water rescue
- Hazmat response vehicles and water rescue vehicles
- Tankers or tenders
- Foam tender
- Chief/command and quick response
- Fast rescue craft (water)
- Foam trailer &, trench/collapse trailer, air/light truck
- Tanker operation
- 2-tanker pumpers
- Tanker/tenders and car
- Rescue boat
- Hazmat, dive, air light
- Fire trucks and an ATV
- Tender/tanker
- 6 x 6 flood response
- Haz-mat usar foam truck
- UTV ATV
- Tender and ldh reel truck
- Spill containment
- Fire dozer

- Tanker 2500 gallon ٠
- Tankers, rehab / water rescue unit
- Air truck •
- Tanker, fire police wagon ٠
- Haz-mat, tanker/pumper Hazmat, trench
- •
- UTV •
- Tanker and brush truck •
- Pumper/tanker •
- Fire boat, usar rig, haz mat rig
- ٠ Staff SUVs
- EMT vehicle •
- 2 command SUV ٠
- Quint, tack unit, haz mat, •
- Technical rescue vehicle
- Special operations vehicle
- Grass truck
- Rescue boat
- Mini pumper
- Brush truck and ice rescue
- Tankers; bull dozer
- 2 pumper/ tankers
- Foam, boat.
- Demo truck
- Hazmat truck and trailer.
- Air supply
- Light and air unit
- Roll off truck
- Shift commander vehicle
- Manufacture representative
- Tankers with roll on roll of pods, air lighting pod
- Command cars
- 2 tankers, 2 boats, hovercraft
- Command SUV •
- Mini pumpers •
- Water tender (tanker trucks)
- Usar towable trailer & haz-mat trailers ٠
- Brush trucks, bus for transportation/shelter ٠
- Rehab unit •
- Tanker (tender)
- Ambulance for first response (no transport)
- Dive truck, which is a modified med duty rescue
- Hazmat response vehicle & mobile command
- Traffic/fire-police unit
- Trailer
- Air

Q7. What do you anticipate purchasing?

Other

- Foam Trailer ٠
- 3 freightliner ambulances
- Tanker
- Training Tower ٠
- Burn building
- FAA Funded Station
- Radio equipment •
- Fire Station •
- Radios
- Self Contained Breathing Apparatus •

Q8. Which of the following do you anticipate purchasing in next two years?

<u>Other</u>

- Tanker (20)
- Tender (8)
- Tanker/tender (5)
- Water tender (4)
- Hazmat (3)
- Rescue pumper (3)
- Pumper tanker (3)
- Hazmat truck (2)
- Engine (2)
- Command Vehicle (2)
- Quint (2)
- 3,000 gal tanker
- Air truck / mobile compressor
- Ambulance Remount
- ATV
- ATV for wildland fire combined with patient transport for offroad
- Automobile
- Boat
- Brush trucks
- Chief Vehicle -SUV
- Chief vehicles
- Combination Rescue Pumper
- Combining all of the above is the goal
- District Chief Vehicles
- Dive/Rescue
- Fire Boat
- LDH Reel truck
- Marshall vehicle
- Medical/ brush truck
- Multi Purpose: Mini Pumper/Rescue/Wildland
- Pumper/tanker combo
- Pumper/tanker or pumper/ rescue
- Pumper/tanker/rescue combo
- Pumper/tender and a ambulance
- REHAB/AIR
- Rehab/MCI
- Rescue / Engine
- Rescue/Pumper/Wildland Interface
- Staff vehicles
- SUV
- Tandem tanker
- Tanker 3500 gal. 500 gym PTO pump
- Tanker / pumper
- Tanker / tender
- Tanker/Pumper
- Tender Pumper
- Type 2 wildland pumper, 4WD
- Water Tender & TIC

Q17. Which of the following actions do you plan to take due to economic conditions?

Other

- Outfit smaller apparatus to perform more tasks etc. Run the larger trucks less and the utility with spacekap more.
- Apply for grants
- See additional funding, grants, etc.
- · Move from custom apparatus to stock models
- Facility improvements are on hold
- Use old and broken down equipment
- We are planning to add another station and new apparatus for that station within next 3 to 5 years
- Not sure how are municipality will fund us
- Place a higher value on price as opposed to quality

- Work with other departments to find ways to save money
- We are volunteer!
- Multi use apparatus
- Quints
- Changes and reductions have already occurred and are anticipated to stay the same for another couple of years.
- Try for more grants
- Reduce auto-aid service area
- Try running ads in the paper to get some new members.
- Sacrifice features for affordability, borrow \$\$\$\$
- · Increase multi tasking of personnel and apparatus
- New district just getting started.
- Attempt to do more with less
- There are a lot of factors that are determining factors on company purchases, refurbs, and sales in our department. This is a hard question to answer alone.
- Increase fund raising efforts!
- A lot will depend on population growth
- Apply for grants to cover costs
- All above will be considered as we proceed
- · Seek other ways to increase budget for replacing apparatus
- · Delayed switch from volunteer to career department
- Look harder for grants
- Get concessions from labor contracts
- · Attempt voter approved additional funding for 4 years
- We will increase fees for service
- Budget relies on mayor and council
- Depends on how many volunteers we get
- Search for other methods of financing.
- Just try to stay operating
- Cut staff's wages
- Replace on demand
- Buying essential items only
- Our department has not had any effects from the economic conditions, we are currently trying to hire 6 firefighters and we are in the process of building another station. Which we house 15 more firefighters.
- We purchased a 10 yr old ladder truck and saved 600 thousand dollars. This will allow us to direct theses funds toward our training site. We will extend the life of our trucks past the twenty years that is common by performing annual testing and refitting.
- Depending on the economy and tax base we will adjust how we need to.
- Don't really see much of a change here
- May need to delay purchase till 2015
- · Look at buying used apparatus
- · The anticipated purchase of a new rescue truck is contingent on council's approval.
- Multi task apparatus, better use of mutual aid
- Newer apparatus will be upgraded, older replaced
- Increase use of grants and continue to cut were we can
- Will be purchasing drive cams, which has proven through statistics that maintenance costs will go down.
- Go with a "no frills" vehicle & hope to run them a little longer
- Unknown still talking
- Our budget was adjusted in 2008 and has remained the same since.
- Possible increase in tax levy
- I do not know
- Hopefully we are lucky in that when we were booming we took a conservative approach. Now when times are tough we
 have some of the safeties in place. Merf etc.
- New taxes
- Will apply for more grants
- Settle for lower price rather the better quality
- Look for alternative funding if possible
- Grants
- May change what we buy
- No change
- · Compensate individual skill/physique with technology & advance equipment
- Consider purchase of demo units or newer used trucks
- Look for surplus fire equipment and wildland apparatus
- May purchase used apparatus

- Hiring new firefighters at a lower pay rate, lowering to budget.
- Regionalization of services.
- Consolidate fire stations
- Consolidation
- Buy a new engine to replace a quint due to money
- Find more affordable chassis, custom
- Seek additional forms of funding
- Will look get the most out of existing apparatus and carefully plan for replacements.
- Raising donations
- · Will keep our fleet on its current refurb/replacement cycles

Q26. Is there anything that apparatus manufacturers can do to better meet your needs?

- No (401)
- None (98)
- N/A (76)
- Not sure (43)
- Lower price (31)
- Nothing (27)
- Unknown/unsure (17)
- Not that I can think of (9)
- Not really (9)
- Lower costs (5)
- Reduce costs (5)
- Reduce prices. (3)
- Pierce (3)
- Help with more funding sources
- Present more options for cost cutting, such as working with departments to possibly shop for and provide they're own chassis, and help with more competitive financing of equipment.
- Maintain quality of apparatus and ease of maintenance.
- Improve quality at the same or slightly higher costs
- Maybe online video conferencing and video of progress at multiple times throughout the build.
- Be better prepared to repair/ replace first generation changes. Ex: new water pump design used for the first time.
- Assist smaller department that rely mostly on public donations in order to operate. Manufacturers should assist in providing financing better for smaller agencies in purchasing trucks
- Just listen
- Build the truck to fit the smaller rural fire departments.
- Not involved in this area yet
- · Provide excellent service after the sale such as making it easy to locate and expedite the shipment of parts
- Higher quality
- More user friendly
- Better quality overall.
- · Standardize, innovate, use all space more efficiently, including pump compartment
- Standard apparatus design template to reduce costs.
- Simpler made trucks that offer a better value for the dollars spent, don't need a parade ready truck, make it more functional rather than prettier
- More engine options
- Work with us on finding creative funding solutions to include grant programs or municipal lease programs.
- Hook us up with newer trucks
- Consider rural, off-road needs, severe winter conditions
- Increase awareness of new innovations for apparatus
- Know of all components put on apparatus. Maybe a schematic with a lot more detail of parts.
- I don't know
- Just try to keep the costs down.
- Stay on top of all changes and abide by the rules
- Multi functional apparatus
- Financing with low rates
- More user-friendly manuals. Still have a need fro printed manuals, and quick reference data sheets
- Make every effort to hold down costs
- Pierce, Spartan
- Build them better!
- Return to making quality apparatus. The apparatus made today will not last 30+ years like they used to.
- Better trade in on used apparatus

- Would need large tank size.
- More efficient dealer service after purchase
- Not that I am aware of at this time
- Quality< quality
- Re-introduce narrower custom cabs!!! For the last 10 years, manufacturers have tried to build cabs as wide as possible for more
 interior space, but this makes newer truck too wide to fit into some older stations and too difficult to drive for many volunteer
 firefighters with limited experience driving large vehicles.
- Make trucks more affordable!
- I think they are going to do just about whatever they need to do in order to get your business, so not that I am aware of.
- Get back to the basics. The more we put on the apparatus the more time in the shop.
- · Stop raising the height. Add a manual over-ride pump op capability
- Refine the engine regeneration system shortcomings.
- Show more demo models locally
- · Lower prices for necessary equipment, work with govt to include in price
- Improve quality
- Re-package the motor to increase room for the officer.
- Higher quality lower price faster delivery fewer issues
- Consider the customer needs over the NFPA's "change agendas" when you guys are looking at voting on an NFPA standard change. Our volunteer fire district has taken the stand to refuse any further federal funds for fire apparatus purchases. If we can't afford new, then we will purchase used equipment at a more affordable price.
- Maybe more should bid apparatus when bids go out. Last time we sent out bids for an ambulance, only two returned bids. We sent specks to every manufacture and only two bids.
- Customized options
- Not in charge of ordering apparatus
- Provide information on alternative funding for apparatus. Create more users friendly, for functional apparatus to meet today's need in the firefighting community.
- · Better designs for combinations. Ems, fire & wildland
- Offer specifications writing seminars
- · Sit down face to face during build and work with what we need to accomplish to build best truck for us
- Probably not
- Work out the bugs before delivering vehicles. Right now we are dealing with pump issues on a brand new 2012 pierce.
- More options as to equipment storage
- Ease of use
- Target marketing materials to city officials citing the importance of planning for future apparatus purchases today rather than waiting until equipment is worn out and need to be replaced.
- · Lower the cost of replacement parts
- More responsive sales personnel
- Keep in contact before and after purchase, maybe annually.
- Keep pricing reasonable
- · Quit raising costs when the economy is in the crapper
- Cost control
- Better customer service after the sale.
- Obey their warranty, prompt repairs
- Not at this time. Most manufacturers can produce what we ask of them.
- Set up for tools and equipment for ease of deployment.
- Not in my line of duties
- Provide quality w/ customer service
- More time being used for developing needed space for responders' equipment.
- Make sure everything works when they deliver it and forever after. Develop more designs with less space taken up by pump housing allowing more maneuverable truck.
- Customer service when problems arise
- Help to extend life of equipment
- One point service
- Work closely with departments to meet their needs.
- Talk to the people who are using the stuff
- Be more responsive to after-delivery concerns with the apparatus
- More financing
- Apparatus manufactures do a good job trying to furnish you with the best equipment for the job that meets your dollar
- Offer discounts
- Easier pricing
- Provide a wider range of stock (predesigned) apparatus
- Keep the cost down
- Don't know

- · Lobby to exempt emergency response apparatus from the def and emissions requirements.
- Listen! I know what I need. They just need to listen and do what they are told.
- Multi-use vehicle one apparatus for multiple functions
- Understand the communities.
- Build good quality and stand by it
- Quality control can be improved, longer warranties
- Standardize offering to enable the cost of vehicles to be reduced
- Get the specs and information to you more quickly.
- Make it easier to see side mirrors from driver seat
- Maximize compartment configuration for more equipment
- Review custom specs prior to construction.
- Smaller size, larger interior space for capt and operator
- · Stop all the unnecessary federal mandates on equipment as we are a rural volunteer district
- Distance from manufacturers
- More site visits and demos
- More sales people
- Build an insulation package for severe arctic conditions.
- After the sale customer service stinks. I feel like our calls are ignored for days or weeks.
- Lobby the government to change emissions requirements
- · Help inform the fire service of all the changes in NFPA to a level all firefighters can understand.
- Build quality at a good price
- Sell them cheaper. Have more manufacturers bid on the specs
- Not sure, possible funding
- Work on keeping the cost down.
- Costs
- Better explain upcoming emission mandates
- Instead of being critical of other manufacturers, influence my decision as to why your apparatus will be the best choice to fit my needs.
- Currently the manufactures are meeting our needs.
- Build quality
- Keep costs down and build a quality truck that will last. The big name manufacturers charge, arm, a leg, and their trucks are no better than the others. We pay for name not quality.
- Reduce their profit
- Beat out our current supplier
- Stand behind their equipment
- · Provide assistance with finding and writing grants
- We have excellent customer service.
- Better warranty
- Don't know
- Marketing
- Make it easier to get specifications on GSA
- Think outside the box
- Make more apparatus with CAFS foam system to help make firefighter job a little bit easier.
- We have trouble with the overall size of apparatus and our older building size doors.
- Cheaper and less fancy
- Change large price difference between manufacturers for same equipment.
- Quality products that work.
- Cost
- Cost, more storage space.
- Make the apparatus cheaper to better afford the apparatus
- I think they are all making adjustments to help with the current economic restraints
- Have non-specific manufacturer specs make it to where specs cannot represent only 1 company
- Blind spot minimizing.
- Make practical, useful, durable equipment that holds up to harsh elements and can be easily serviced.
- Make safety upgrades available and affordable.
- Give one away but we know that wont happen
- Have a program for sales people to use so departments can see what the apparatus will look like when building specs for the apparatus.
- Lower the prices seeing quality is not there anymore and it is about quantity, the craftsmanship shows.
- Better local service. Smaller apparatus, better fuel economy, possible alternative fuels
- More compact aerials
- · Better response to warranty issues in the later years to the warranty
- Assist in purchase options

- More information
- Work to lower the rising tide of production/off the line prices. The price for regular, non-custom, fire engines keeps going up, revenues and good will from taxpayers keep going down.
- Honest bid
- More ambulance manuf willing to build custom units
- No most are up to date with the latest and greatest equipment available
- All apparatus sales and design appear to be towards response only. Work with the education/training providers to develop products for them so costs may be lower.
- Provide their own financing options
- Design a base apparatus that can be easily manufactured with modular components to allow more cost effective customization to meet a specific departments needs.
- My department is looking at a 137' straight stick style ladder with a pump and a tank. To the best of our knowledge, there is one manufacturer offering this style of ladder. It would be nice if there were a bit of competition for the product pricing.
- · I feel the dealers are ok, but if they can offer funding options and or methods may be a benefit.
- Keep vehicle affordable
- Make cheaper, basic trucks.
- Just keep making them safer
- More emphasis on rural multi use pumper tankers
- At this time no, had good luck with Rosenbauer when replaced the city engine.
- Be willing to change and work with departments
- Better communication about funding resources.
- Better service
- Keep up the good work developing new products.
- Provide needed diagnostic software, and attachment hardware for the vehicle chassis and engine for each truck, or group of trucks purchased.
- Try and keep costs down as more departments can afford to buy.
- Awareness is the key I believe to sales for any product, if no one knows about the products being offered, no one will purchase it.
- Reduce "flash" stay with basic designs stay away from expensive gizmos.
- Keep in mind repairs and easier ball valve replacement pump panel inside access doors
- No new ideas
- Needs assessment. We often buy demo units that aren't spec's for our needs. Ex. we have CAFS on several trucks but can't
 afford foam. That space and associated costs can better be used.
- Can't think of anything.
- Price
- Continue to provide a quality product while reducing cost as much as possible.
- Stabilize pricing
- Don't know
- Varity of custom layouts
- Keep improving...safety
- Decrease apparatus costs
- Not at this time. We have had pretty good luck.
- Lower prices for volunteer departments
- You mean besides making them affordable? I would say the lead-time from purchase to delivery is too long. I don't understand why it takes as long as it does.
- Unfortunately we have to do more with less and if manufacturers can take that into account it will be very helpful.
- Research how an apparatus is actually used to best determine and better anticipate the needs of the people using it.
- Apparatus that is affordable for the less financially fortunate.
- Help in lobbying for exemptions on mandated EPA requirements that cannot work in our industry; i.e.: regeneration features and fuel additives. We are pulling apparatus out of service and increasing fuel costs, lost staffing etc.
- Be more flexible with the interior cab designs
- Service and price
- Affordable leases
- · Be available after sale is made friendly service quality warranty trained service people in area
- Listen to the boys riding the trucks
- Find ways to lower cost with out lowering the quality.
- Knowledgeable sales people.
- Stop suggesting required equipment to upsell your product.
- Continue to be competitive without sacrificing quality
- Make trucks for small departments, our needs are very different from large departments, or city crews. We need water, and storage.
- Better customer service
- Keep things as simple as possible on the apparatus!

- Explain better the differences in apparatus styles.
- Customer care, training on apparatus and systems, user friendly options,
- Provide simple, basic trucks for smaller departments.
- Apparatus capable of multiple response types
- · Make sure customer service still meets the needs of smaller departments. Do not just pay attention to the large departments
- Improve quality, yet keep costs in check.
- Continue innovations, especially in area of safety.
- Build better more dependable equipment
- Bring engines to the fire station for previews
- Reduce price due to the failing economy.
- Service manuals with all apparatus
- · Work with buyers to purchase products that fit the buyers needs not necessarily what the manufacturer is upselling
- More room, better quality
- More package models geared to smaller departments
- Keep costs down
- Stand behind your product
- Service of product after purchase
- Advertise and visit us
- Make non NFPA compliant equipment more accessible
- · Cost reduction, products that will endure use and time, removal of computer dependency on pumps return to manual
- Service after the sale. Parts availability
- Help us find buyers for our old equipment helping us buy their new equipment.
- Make it more accommodating for rural depts. (Versatility)
- Improved availability of demos during the purchasing process
- Sales staff needs better knowledge of working parts. Too many would like to tell you whom they sold to and not what and why. We don't care you sold to FDNY. That's not us.
- Provide a municipal spec truck that meets recognized standards at the lowest price and no changes permitted to the spec.
- Price
- Promotion, site visits
- Being more flexible in compartmentation
- More standard equipment at commercial rates
- Work to implement simpler apparatus
- Other than having lower prices. There's CAFS to all
- Better dependability
- No, budget biggest obstacle
- · Lower the price, its crazy the price of some apparatus
- Lower prices and don't let NFPA put in any more unfunded mandates.
- Offer full line up in both custom and commercial chassis on manufacturer websites, especially aerials. Provide a pricing "guideline" on specific apparatus and options
- No most will work for what you need with you
- Better response
- My experience is only with one manufacturer. They have met my needs.
- Maybe demos.
- Local service reps.
- Need to start slowing down the price increases. Fire departments and municipalities are not able to keep up with these increases.
- Led lighting options
- More information on upcoming innovations.
- I believe they are meeting my needs.
- · Offer more options for what is required versus what can be afforded
- Reduce pricing, more options.
- Reduce the bells and whistles that affect basic vehicle functionality due to failure.
- Build trucks that meet the needs of small rural department. Less gee wiz stuff.
- Work well with designing the truck
- Be more accessible
- Standing inventory or specs for most often ordered options reducing @custom@ price tag and manufacturing time to delivery
- Provide proper follow up when contacted, and work on requested bids as requested to that which was asked, with options provided, but separate.
- Reduce the price and make more demos available
- · In the current environment, offer apparatus that concentrates on the mission of the piece and less frills and do dads
- Assist in knowledge to make it NFPA compliant
- We look for good customer service in a timely manner. We do not need apparatus down time to be very long if possible.
- Share options that appear to be gaining in popularity.

- Help with costs when you have a repeat loyal customer.
- Not currently
- More versatile equipment utilizing all aspects of the truck for equipment, making the truck more efficient all the way around.
- Build dependable vehicles.
- Offer more low cost options
- Multipurpose equipment
- Pricing improvements
- Provide more information about new technologies currently being used in designing apparatus.
- Find a way to reduce computer/electrical issues
- A more inexpensive "custom" cab option. Less expensive electronic components.
- Don't know
- Educate on safety features
- Do more with less
- Listen to our needs
- Just make a high quality product.
- Keep price low. Build basic models.
- Better service
- Mobile data ready
- More personal interaction with the fire department to better understands the needs.
- Have full time firefighters that actually use the apparatus assist in the design and spec's of the equipment. Firefighters should also be from departments that make a lot of calls and actually use the apparatus.
- Assist us with keeping costs down stop selling sizzle
- Look at funding
- · Help in finding cost effective ways of providing equipment / apparatus
- Updates on innovations, 'out of the traditional box' thinking.
- Make them more affordable.
- Less cost
- Talk with frontline users prior to design process.
- No most brands of equipment seem pretty good.
- Currently, all of the major manufacturers have made an effort to let my department know about the different types of apparatus that are available and the different types of funding options available.
- Add some features to spec vehicles
- Be honest about meet the specifications
- More user friendly cabinets
- Contro cost
- Better reliability and consistency with building to spec
- Work w/ OEM subsidiaries to lower pricing.
- Hold down costs
- Visit our station.
- Compartment usability
- Service after the sale.
- Not right now they help us out all the time
- Help with grants
- Better service after sale
- Increase cost effectiveness.
- Be willing to work with smaller, rural departments that have drastically different requirement that larger, urban or suburban departments
- · Realize each departments needs over wants, and work together instead of going for the all mighty dollar
- More affordable apparatus
- With the trend to larger and larger units, offering the option of a small unit for small volunteer departments would help us out.
- Don't know.
- Cut the cost
- We have our needs met and I know saying this I will not win an iPad
- My apparatus committee and deputy chief have the most contact with mfgs. But those we deal with provide us with very good council and assistance.
- More flexibility
- Keep the chiefs up to date with changes
- Discuss all options
- Better value
- · Custom is the way to go and many companies already provide this
- Offer good, better, deluxe packages
- Build a quality low cost fire truck. Keeping the bells and whistles to a minimum.
- Keep us informed to up coming changes

- Cost of the apparatus
- Test drives
- We are actually happy with the relationship between us and the manufacturer we currently have selected.
- Follow-up after sale to ensure apparatus is meeting expectations and to remedy any issues immediately.
- Faster delivery
- No, we have good relationships with manufacturers
- Increase quality and decrease cost
- More responsive to customer innovative ideas
- All is good with our local dealers
- Improve functionality and ergonomics. Make apparatus smaller.
- Make them faster
- Standardize certain components on all to lower base cost.
- Offer more multi type units.
- Fuel ratio
- Yes
- · Lower the cost possibly by making "cookie cutter" apparatus on custom chassis
- The big names are doing a good job. We have had issues regarding paint from a small dealer.
- Visit customers regularly
- Continuing development of cost effective firefighting/first responder tools and equipment.
- On site demonstrations
- Maybe have more demonstrations with new apparatus.
- Larger bin space
- They should spend actual ride/run time with each vehicle that the dept. Are looking at to purchase, and the ride time needs to be in the running district of each vehicle as the districts will have different conditions that need to be understood, this will give vital information concerning road conditions--sharp turns/uneven turning that will flex the suspension, turning radius, functionality of pump panel by the pump operator not how a officer thinks it should be configured as they have not/do not perform the pump operators job. The hose deployment/reloading functions would/could be improved. There is so much information that could be gained by this ride along time that it would change the "face" of fire apparatus, in turn you would have better equipment, increased functionality, ergonomically friendly products and increased moral with in the fire service. They should hire a veteran firefighter from a large department to do the ride time and consult with the city purchasing the vehicles, as this would aid in communicating the information gained to the apparatus manufacturers.
- Provide higher quality software training
- Continue to improve safety features and fuel economy.
- Give the best value for the dollar.
- Cheaper
- Not my specific area of responsibility.
- Stock unit choice
- Education
- Learning environmental needs for apparatus
- Seems many are going to the "cookie cutter" design. Not realizing many rural departments have space 7 size restrictions that require something more custom than just a special or fancy cab.
- Try to hold costs down while still complying with NFPA
- Understanding that not all areas are paved 2 lane roads, make the trucks more user friendly for areas that are more rural than urban
- Customize trucks to meet our needs and lower costs of apparatus by profits received from sales. I know fire apparatus are expensive but I know profits are large as well.
- Customer service
- Be ready for the customer with the needs presented to them.
- Be willing to talk with individuals of a department that are just looking for general pricing of their apparatus.
- Simplify
- · Give us some alternatives to some of the more expensive options on apparatus
- Cost cutting and design suggestions in planning stages
- Control costs
- Better warranty
- Safer cabs
- Provide a product that consistently shows good craftsmanship and stand behind it.
- Offer more compartment configuration
- Not sure. Better service.
- Provide service after the sale. More local or regional support.
- Larger pump sizes on stock commercial units.
- Have a greater knowledge of funding options. Increase warranty coverage where maintenance.
- Make things easier and simpler. Back off on unnecessary NFPA things
- With volunteer fire departments, be able to have grants available

- Offer a better line up of mid priced trucks for medium/small depts
- Get pricing to stay low.
- Faster response to warrant issues
- Discuss needs of different departments across the United States and vary the models.
- Economical basic trucks to meet standards at the base in order to keep price as low as possible.
- While it may cost me more in the end, better quality of vendor supplied parts. While the overall apparatus is of high quality, the day-to-day function of even a lighted switch makes a difference.
- Take the time to discuss pros and cons to design requests particularly interior cab design relative to minimum spaced needed for seated firefighters space needed for
- Short wheelbases
- Standardize configurations to reduce overall cost of vehicle.
- Keep up with the demand of changing of apparatus design as the role of the fire departments change.
- Have better hanging systems for hand tools. Utilize all available areas on apparatus for storage.
- Use all available space for storage
- · Reduce overall costs, easier procurement specs to comply with USFA requirements (compliant truck package)
- Interchangeable parts for apparatus. Pierce holds the market on parts for their apparatus; where as other manufacturers have parts that can be ordered from local supply sources.
- Have more service centers that specialize in fire apparatus and repair.
- Better service
- I'm not really sure; money has so much to do with out equipment and apparatus needs...
- Try to understand what is happening with our financial problems
- Just be honest, don't try and push all the bells and whistles to a department looking for a specific stock apparatus. It only makes for an unpleasant sit down.
- Don't quote against a quote (i.e. don't spec stuff not wanted or mess with the base spec)
- Bring the costs down.
- More customization
- Communicate to the buyer when any part of a design will not work or be a problem.
- Keep costs down for entry level custom apparatus
- Keep coming up with new ideas
- GSA or state contracting packages. Would make the process easier of course we the fire service would have to give up making every piece so damned customized.
- Make the trucks more affordable instead of raising the prices.
- With a new truck currently being built we are happy with the work from the manf.
- Ensure that they are fiscally responsible.
- Provide service after the sale; improve capabilities of their service people.
- Not really just keep advertising
- Build more space into a smaller truck
- To be more innovative in the capabilities of the units while being reduced cost. The taxpayers simply refuse to pay more taxes
- Training
- Address the upcoming & future changes necessary on apparatus to assist design committees
- Grants
- Reduce purchase costs without sacrificing quality and safety
- Better ideas for smaller volunteer depts
- Manufacturers continue to provide innovative way to present information. Ones currently dealt with have been responsive to needs and budge requirements
- We need better follow up from the manufactures after the purchase of the truck. If things are breaking down, then we need proactive attention from the manufacture.
- Better wildland apparatus
- · Responsive customer service and local service dealers
- Local service
- Bring out demo models to tryout.
- Higher quality, durability on basic systems of the engine. Tired of lights, valves, etc. Malfunctioning on apparatus that is only 1 or 2 years old.
- Be flexible with changes that might be necessary
- I'm sure maybe more information
- · Continue to focus on operatory agility, multifunctionality, and refinement of storage area utilization
- Safety and operational efficiency
- Cut over all cost of the apparatus.
- Meet with us
- Do what they can to keep prices down
- Not that I can think of at this time other than make stuff less expensive.
- Lower cost
- Nothing that I can think of that would be different than what they've been doing, innovating, etc.

- Be truthful when dealing with customers
- Make equipment easier to maintain
- Standardization of equipment and specifications
- Make more custom options as standard features
- Consider actual need vs perceived need in the regulatory process.
- I believe they do the best they can with ever changing regulations
- Cheaper
- · Hi tech means hi failure, stay with what works, bullet proof systems
- I do believe the sales rep for manufacturers need more knowledge about their products, what I have experienced is when another manufacturers products is mention, they don't try to sell on their product, they will rip on their competitors, to me a mark of a good salesperson is knowledge of why your products is the one you want to purchase.
- It seems that when we send out bid specs only a small number return them.
- Help with grants
- Be honest
- Keep us abreast of average prices of stock vehicles
- Better demo units in the field
- Make available grant funding options.
- Assist with alternative funding opportunities
- Increase awareness of budget mindful custom apparatus with a focus for rural departments, not sacrificing quality, most rural departments must count on apparatus to perform its duties for a minimum of twenty years
- Can't think of any
- Provide the ability to customize equipment cabinets to department specific uses and tools.
- Not really. It's all about money now.
- · Make a quality piece of equipment. Not a lot of bells and whistles, and stand by there equipment
- Bare bones custom apparatus
- Make fire trucks less expensive!
- Create base models and then limit modifications to reduce costs.
- We like the Rosen Bauer manufacturer perhaps they could train the other manufacturers' technicians to bring up all apparatus standards across the board?
- Deliver on time, and; provide quicker response to warranty issues
- Stock trucks designed for small rural departments. Integrate NFPA items into trucks such as helmet restraints as standard equipment.
- Reduce the middle man
- Have overnight shipping on parts.
- Make attempts to reduce costs
- No thank you
- Make problems easier to diagnose so if it is something simple it can be fixed in house instead of putting apparatus out of service for how ever long
- Flexible financing
- Have been satisfied so far
- Build smaller units
- Longer warranties
- Be honest.
- Better smaller rural apparatus. Able to all needed equipment while being easy to use in hard to reach driveways and areas.
- Apparatus training program
- Offer more variations of an "off the shelf" model. A 90-day delivery would also be helpful.
- Each manufacturer is different, so as an industry whole there is nothing they can do.
- Be more warranty conscious. When we call on issues would like more support to resolve.
- Better post sale follow-up.
- · Make products with better quality that do not require so much downtime for maintenance...
- Very happy with what we have purchased
- More economic, multifunction
- Be conscious of the budget restraints that smaller departments are suffering.
- Multi function vehicles
- Continue to work with fire departments for options of funding, but yet get a quality product
- Develop programs to locate and deliver donateable older used apparatus to poor departments
- Be more knowledgeable of the engineering/ design of their product.
- Have a few more demos
- Better quality.
- Demystify the lease/loan option
- More cab room, better efficient pricing, quality increased.
- Less cost
- Put more pride in their workmanship
- To make it more creative.
- Try to keep costs down
- Be cost effective
- I am not sure how, but the cost of apparatus has gone beyond affordable for a small town such as ours. Population 640, just don't generate much tax revenue. Also most of the population is retired on fixed incomes, so I would say something more affordable.
- · Equipment is very good. Service and parts are our biggest issue
- Provide stronger documentation to persuade town's new apparatus is better than refurb.
- Keep it simple no need for fancy bells and whistles
- Don't know?
- Train politicians
- Have experienced sales people.
- No. Problem is lack of funding.
- Better share information on the cost of features / options (in general terms) during the specification process.
- Follow up on warranty and repair issues
- When we look for an apparatus talk to us an inform us about current changes to come or ask if we are aware of the changes. .
- Combine commercial with most wanted custom
- Try to give quality equipment at a lower price
- Provide better assistance with spec process that will be fair for more than one supplier to bid.
- Lower cost
- · Fix the federal regulations for diesel particulate filters to provide an exemption for fire vehicles
- Options/working with truck and equipment committee's which select criteria for apparatus
- Other than making apparatus more affordable, no.
- Cost
- · Bring costs down while maintaining high quality
- Bring costs down
- Provide a better understanding of NFPA and other regulatory requirements and provide more information on available options.
- Reduce dotd requirements on engine.
- · Continue with crash test and look back at units sold with no seatbelts and how they can be retrofitted
- More standardization on vehicles.
- Provide for -20f weather
- Multi use apparatus
- · Ensure follow up service after purchase this makes repeat customers
- More inform on website
- Maintain lower prices or improve product to match increased prices. Our newest apparatus purchases spend the most time in the shop. Meanwhile, our older apparatus run reliably day after day. Yet, the newer purchases cost far more than their older equivalents. I could understand the price increase due to the economy, if the quality was the same as in the past, but it isn't. I've heard the same from multiple departments and mechanics with various manufacturers. We have considered purchasing older, used vehicles and refurbishing them, rather than buying new apparatus in the future.
- Speed to delivery improvements. Demos.
- Offer "value" vehicles with fewer "bells & whistles"
- Detour NFPA. It seems secondary manufacturers drive NFPA; they need to stun their growth and power.
- Remember that you have clients in Canada who need to be looked after as diligently as your American ones.
- · Make sure that any components which need to be changed are readily accessible
- See question # 24
- We have a difficult terrain, need higher chassis, need 4wheel-drive
- Control pricing good value
- · Better servicing for our area
- · Better advertising of used apparatus
- · Work on costs of manufacturing. Stop all the trips to the plants and give back those costs!
- Speed up delivery
- Offer stock vehicles to keep prices down
- Cost low and easier maintenance
- · Focus on their own product and its features versus tearing down their competition in the manufacturing field.
- Make better quality apparatus
- Keep costs down in turn should keep price down
- Can be more responsive to the small rural depts
- · Educate volunteer departments of new types of equipment available
- More grant money
- Make the engine manufacture go back to the less restrictive EPA requirements for emergency service engines. This has added significant costs to apparatus.
- Reduce the price.
- Listen to ideas

- Good sales and service teams are key
- Help obtain funding such as car dealers do for individuals
- Better customer service
- Be a little more in tune with budget constraints and how we can't buy everything at one time. Also, make the requirements a little more flexible for small fire depts.
- Educate department on new trends and requirements
- Advertisement
- Work on the cost I realize a lot of the cost is driven by NFPA and others and most is for safety reasons but helmet brackets, chevrons, all the emergency lights, etc. Is excessive
- Keep prices low.
- · Just build the truck to spec as given, multiple manufacturers have messed this up
- Drop prices
- Keep making quality products
- · Define what is mandated by OSHA and what are recommendations by NFPA
- Meet department's needs.
- I don't think it is their problem, they seem to offer all apects plain James to the fully loaded apparatus, it is the fire departments specing them.
- A quicker delivery time would be great but don't sacrifice quality to do so.
- Customer service
- · Come thru with some cost saving on the purchase price or some type of reward percentage for returning customers
- · Find local departments seeking to buy apparatus and put them in contact with each other to try and cut costs
- Better customer service, better quality products, and more attention to details, service after the sale.
- Have better mechanical knowledge
- · Not really, just keep up with technology levels and growth
- So far so good.
- Prices have gone through the roof
- Trial demos for a longer period
- Make financially responsible decisions
- Cont. To include and improve with technology
- Lower cost
- Make reliable trucks better support after sale (timely answers from customer service after sale most dealers wont give you the time of day
- Keep costs down
- Maintain performance and power with the new EPA restrictions and changes.
- Make apparatus cheaper
- Work better with engine manufacturers to ensure reliability of motors with new EPA additions.
- Be patient
- Bring the price down
- · Increase customer service and post-delivery service, do not make it a chore to request service and stand by your product.
- Good value for the price
- Build trucks that don't start to fall apart after 5yrs
- Listen to the customer
- Standardize common things
- At this time I'm not really sure to be honest.
- Lower hose beds.
- Lower cost for new trucks
- Have better quality control
- · Find out how to also do more with less in terms of building vehicles
- I don't think so.
- · Less money, better warranty, make a better vehicle, have a vehicle that doesn't rust from inside out, electronics,
- Make more reliable equipment.
- Keep it simple
- Build what I want and need and not a cookie cutter truck with minor changes.
- We have purchased through pierce for over 20 years and have been quite pleased
- Get rid of the bling and just sell a safe and user friendly truck
- Send us better salesperson.
- Avoid rise in cost
- · Ensure that the apparatus is protected from salt and brine spray. Under coat/rust proof
- Lower cost and use easily obtainable parts.
- Make things simpler and more users friendly, especially in the cab area for the engineer & captain.
- · They are directed by municipality needs mostly
- Reduce retail costs
- More training classes, and more availability of classes offered

- Listen to what we need. Also follow through and responding to our needs.
- Better warranty service
- Present their product fairly.
- Less bells
- Less expensive equipment
- · Provide answers to questions with good customer service
- Quality
- Keep it simple
- Keep it simple. The less electronic and air actuated gates and valves the better. Standard pump panel throttle and manual relief valve instead of electronic pressure governors is preferred.
- Quality and extended apparatus life.
- Build engines at lower cost
- Ease up on the profit margin! Smaller FDs are being forced to push prices of apparatus down to the residents, and living in an area that is 90% residential kills the people in this town whenever we have to boost taxes to cover operating expenses.
- Offer better finance options
- More multi-purpose vehicles
- Speedy troubleshooting and repairs
- Bigger seats for firefighters.
- Better cost margins
- More local displays.
- Buy back/trade in programs
- Continue to build quality equipment
- Work for removal of emission controls. Causing issue in northern climates
- Listen to the purchaser, not to oversell.
- We just purchased a vehicle and found the staff very responsive.
- Help with needs assessment for types and sizes of vehicles needed for a specific jurisdiction/area.
- Use parts that are easy to come by for maintenance and repair. Example: brake pads.
- It is difficult to meet needs of smaller departments with shrinking budgets while manufacturer cost rise.
- Improve dealer relationships with us, not just visit when they know we are getting ready to buy.
- Help us with the costs? I know your hands are tied too!
- More quality products. Fewer breakdowns. Better customer service.
- Customer service
- Ensure accessible service after the purchase
- · Continue to listen to the end-users. Less reliance on technology; more emphasis on basic skills
- Be more open about the problems that they have seen and/or encountered. I truly despise a vendor who is not open and honest
 - nothing is perfect.
- More modular components
- Unite and have a strong presence in fighting government regulations
- Build a more affordable piece of equipment for those small depts that don't have much money.
- Cut cost by offering simple apparatus that accomplishes the job.
- Reliability and smaller apparatus with maximum compartment space are the features that most interest us.
- Make repair parts more available
- Provide 4wd option
- Provide, up-front, comparative shopping guides, i.e., custom vs commercial, pump size, tank size, etc. Also, relationship of
 apparatus specs to national standards (NFPA, ISO, etc.).
- Service after sale
- · FAMA needs to point out NFPA non-compliant companies
- Quality and value. We need the best equipment for the money we have.
- · Make apparatus affordable and meet the NFPA requirements
- Ensure better quality control of products.
- Less electronics on trucks. Everything does not need to be electronic to run a truck. Our best apparatus is the older trucks, fewer electronics, and fewer problems.
- Warranty
- Keep us informed about changes
- Cost is the big item, but that is not going to decrease.
- NFPA demands seem to be out of control. The cost of apparatus is outrageous because of all the NFPA requirements.
- · Reducing overall cost just because fire service should not mean cost of parts or items need to cost two to three times as much
- Be honest in claims made
- Quality control
- Better pricing
- Assist government agencies with finance options that are competitive.
- Pay close attention
- Provide funding

- Get their pricing down and quality up
- Keep price increases to a minimum
- Show more options. Offer advise on what others are doing and what might work better for us.
- Lower cost. Build on needs then work on extras.
- Control prices
- Better understanding of the basic needs of a fire department.
- Increase service life, rust proofing.
- Have plenty of options
- · Make political powers understand why these standards are out there and what they mean for them and us
- Scale back bells and whistles and provide more stock apparatus
- Talk to us
- · Be more open to customization of compartments
- Give us a better understanding of NFPA rules.
- Focus on customer needs, not cookie cutter apparatus.
- Keep us apprised on anticipated NFPA 1901 changes.
- Stay competitive
- No that's why we have spec sheets
- Have quick warranty service
- Lighter trucks
- Help control price increases
- Apparatus are getting too big; they need to be better designed. Quality and service are very important.
- Keep researching for innovative design.
- Apparatus manufacturers do a very good job of getting their message out.
- · Have more demos available in east coast seagrave needs more reps
- We have good service presently
- Rural depts. Don't need to speed the money that the big cities speed but the need trucks for their districts for water haul operations!
- Listen to our needs instead of trying to sell us what you think we need
- Nothing, other than creating a more affordable unit
- No I think they are working with the fire departments as much as they can.
- Listen more to the needs of the end purchaser
- Lower cost, or better leasing programs.
- · Combination vehicles and smaller cab with larger engines
- Come down on the price
- Just be upfront when it comes to the needs of the department
- Keep listening to the clients to build more functional trucks. Focus groups work (most of the time).
- Create avenue for customer feedback and ideas.
- Hybrid technology needs to be address!
- Work with firefighters ideas
- Options
- Work with fd in not trying to sell their own high profit items but start basic necessities and build from there, as finances dictate.
- Work more with the line firefighters to develop new products.
- Work on areas that have been negative in the past and improve these issues.
- Increase commercial chassis and pump options. Possibly increase the number of poly-body options. Include mechanical/manual backups for electronic components (e.g. If my electronic tank-to-pump valve fails to open...then what?).
- Build more stock trucks that have provisions for up grades
- · More attention to our needs and stop pushing someone else's already spec'ed rig
- Good information
- · Better organization and custom mounting solutions, more innovative.
- Change the exhaust issues with diesels
- · Reach out to customer or potential ones and make them more aware of new products and innovations
- Keep it simple
- Providing critical product specifications that can be compared and justified. If an apparatus has a key feature or performance attribute, telling us in marketing is not as important as telling us in quantifiable and defensible data. Example, maybe we should consider a cng engine? Why? What savings? Is there a loss in performance?
- Have more options available for apparatus configuration
- Make demos available for loan.
- · Very impressed with the advancements in technology that is available now
- · Give more bang for the buck bigger better apparatus for less money
- Have European style trucks as an option
- The more technology changes the higher the cost of the apparatus...at what point are we at a point of no return. I simply cannot build a replacement schedule, with a continually shrinking capital budget, for apparatus that average a ten to fifteen percent increase in cost per year.

- Pierce does a great job for us.
- Be more proactive, check in on past purchases, and follow up with needs and concerns.
- More attention to smaller less funded depts on how to help them find types of alternative ways to acquire needed apparatus; remounts/gliders; refurbs; combination units (pumper-tankers)
- Integration of technology at an economical cost, which can be considered a need rather than a luxury by city administrators.
- Provide air bags as standard equipment.
- Be 100% custom
- Manufacturers we have dealt with have always more than met our needs.
- Better post purchase service and service contracts.
- Just be open to what we come to you with. Like the saying goes if you build it they will come.
- Offer more in house preventative maintenance workshops and classes.
- Try to increase tank size while lowering hose bed height. Possibly "I" shaped tanks making a come back?
- Stop talking bad about the competitor's products, and educate the customer more about the reason to purchase his or her product.
- Strive to keep cost increases minimal.
- Do a better job of standardizing parts. It is a real pain trying to find parts on older apparatus because no two are the same even if they have the same build date.
- Different ladder sizes between 75' and 100'.
- · Less flash-and-dash, more apparatus that is engineered to be effective and built to last.
- E-one
- Willingness to customize apparatus
- · Find funding for fire departments. Everyone is struggling.
- Local dealers
- Provide more information about possibility of in house financing and lowest interest rates possible.
- Make it clear to the customer what options are available. Actual pictures of compartment, hose storage, and cab layouts are the most helpful.
- No, they are doing a good job now.
- Do not know
- More options for trucks and finance
- On site training.
- Efforts to increase fuel economy or reduce overall use. Reduce overall apparatus weight without reducing safety. Innovation / multi function vehicles
- Longer warranty, cost of vehicle,
- Can not think of any thing at this time
- Up grade their standard to be closer to a custom
- Keep it simple to operate and maintain!
- Standardization for radio and electronic equipment mounting (adopt similar rack mounting standards as aircraft)?
- More availability of all in one apparatus.
- · Having a diverse selection of pre designed body choices, lowers prices and helps decisions
- Be responsive to our problems after we spend thousands of taxpayer's dollars. Fix the problem and don't try to blame everything
 on the town that purchased the vehicle.
- Provide better post purchase service
- Get realistic with their markups
- The problem is not with the manufactures, it's the economy.
- Better coordinate seat size, SCBA brackets and seatbelt interface.
- Put prices with the vehicles so we know if it's worth taking the time to check into them.
- Stick to specification. On rescue manufacturers to design truck with knowledge of the load carry on a department rescue.
- Better quality in parts and faster turn around on parts
- Compromise.
- Lower pricing as best as they can
- Publish more detailed information along with pictures of unique features on the web.
- Advertise their products thoroughly. Display new deliveries.
- Can we build trucks virtually like you can build a car? Prices would be totaled as you build the type of truck.
- Education about funding options
- Lobby for the reduction of emissions regulation on fire apparatus.
- All 3 answers for #22 are good
- Help in grant writing
- More reliability with electronic components
- Make a unit that can be very versatile
- Just stay flexible with designs and visions
- · Bring forward alternatives that make firematic sense and give the pros and cons with each
- Control costs and help to minimize development of new NFPA requirements.
- Give information on funding options.

- Build better vehicles with longer life, basic design t meet all, lower cost
- Low cost alternatives that are high quality
- Follow up service is key.
- Stand by their product
- We are constrained by CFA policy
- Build apparatus that are functional and quit changing the NFPA requirements. NFPA requirements were helpful in the early days but appear to be changed because the three-year time is up. We can't legislate stupid out of people but keep trying and add dollars to everything we do.
- · Be responsive to request for non-standard items
- Make things more users friendly, taking the lead from the firemen in the street.
- Build for the rural, low budget departments
- I know it is not the apparatus manufacturers that dictate this but it would be nice if we could take advantage of the exemption and do away with the new "green" requirements that can cause an engine to fail.
- Better maintained service. The companies specializing in apparatus maintained are expensive and the commercial places do not know what they are looking at to repair things properly.
- More concern about ergonomics. This ranges from getting into the cab to reaching tools in compartments,
 More options
- Continue with customer service and stand behind their equipment
- Cut costs
- Reduce the coast of apparatus
- Stay solvent!
- Can't think of anything at this time.
- Fewer sensors
- Leave off unnecessary fluff ,äì produce multifunctional trucks as a standard not special order.
- More for less
- It seems that anymore there is no very good apparatus makers. They all seem to have issues.
- Don't know
- Be more cost compatible
- Understand budget issues.
- Design compartments with restraining devices/mounts for tools and equipment as a standard feature.
- Supply all manuals, training videos, maintenance programs etc. On an iPad supplied with each apparatus.
- Don't know
- · Reduce pricing...but continue to offer a well built product--yes I know that it is easier said than done
- · Fight to get emergency vehicles emissions rules changed
- Assist with funding sources or grant writing
- Lease info
- Improve after-sale service and turn around time on repairs.
- Low interest financing
- Lobby for more cost effective solutions
- Price efficient
- Work better with are specs
- Look at ways to provide more field serviceable products.
- Stop trying to sell more trucks/features than needed.
- Decrease the overall cost
- Make great equipment more affordable.
- Service, service, service
- Safer design
- Have engineers spend time with departments to realize what gets done and how it gets done. Sometimes a talk just doesn't get it done right.
- They could help with grant writing
- Can't think of anything right now.
- Have demo's and bring to stations to show
- Better customer service and warranty work
- Demo units
- Stop making parade trucks
- Communicate about trends
- Awareness of their capabilities.
- Insure high quality and prevent the need for warranty work.
- Kiss (keep it simple stupid). Apparatus are getting too big.
- Education and service
- At this time no.
- Control price hikes due to specialized equipment.
- Better post sales service.

- Listen to customers
- Sharing information
- Engine and pump life warranty extended.
- Reduce prices without reducing quality
- Stand behind there warranty
- Quality, training and safety
 Listen to needs of fire departments
- Better explanation of features/capabilities.
- Provide alternatives and "innovative" ideas from other purchasers on their websites/brochures.
- · Offer lower price engines/ladders with the same capabilities and less niceties
- Reduce costs with efficiency
- Keep websites up to date with new products and deliveries.
- Make the units more ergodynamic for personnel. Keep ff on the ground.
- Less complicated systems
- More demos to show the types of trucks they have
- Give them away
- Easier maintenance and help
- Reduce size of apparatus, reduce acquisition cost, develop multifunction apparatus and limit selection(s) for cost savings.
- More standard options on program apparatus
- Suction hose at ground level
- More simplicity
- Manufacturers of all equipment, not just on apparatus, need to quit thinking of ways for them to create items to sell and install on our apparatus/equipment, therefore driving pricing up on these much needed items. The pricing has increased over 400% in the last 30 years. The trucks 30 yrs. Ago, and we still have one, can do the same excellent job as the new 2010 we bought, and are simpler to operate. Its still front line. It seams that many of the persons in the places that affect our cost, are the ones making the money and living large, while we suffer in areas sacrificed to obtain this equipment that we have to have. This has even affected some in using non-NFPA compliant equipment. Its one thing to be innovative and conscious on safety, its another thing to be piggish on the cost and you reap from it while others have to do weekend cooks to purchase gear. Hope you can comprehend this. It not, goes to the poor portions of your state or geographical areas of your region and you'll see first hand.
- Don't have the "one size fits all " mentality
- Better follow/communication during sales process.
- Stop choking us with these outrageous NFPA regulations.
- Better software i.e. quote writer
- Be prepared to be interviewed at purchase time.
- Continue offering "custom" apparatus
- · Parts on hand and ability to utilize local repair shop / mechanic for apparatus repairs
- Advertise demos
- Bring demo's to fire station for hands on experiences for staff members who will be operating the vehicles
- Keep prices down
- It is hard to compare apples to apples with the different manufacturers.
- Provide more standardized options for apparatus
- Educate not dictate
- Be more available to visit depts.
- Be more willing to customize vehicles, smaller manufacturers are more than willing to work to customize vehicles to needs while larger manufacturers are less willing.
- Make more economical (economies of scale) with few options.
- Down size and make affordable at least one custom chassis
- A better focus on lasting quality trucks that will actually be functioning in 25 years
- Address warranty issues whether they come from the chassis, component parts, custom add-ons, or the like. Always frustrating to have the dealer point to the builder, who points at the manufacturer, who points at the chassis maker, who blames the part manufacturer. We just need our truck fixed.
- Keep prices competitive
- Better ergonomics: cognitive and physical
- Keep making more advanced products
- Compartments need increased
- Bring in interested buyers to inspect and see how apparatus is built. And what is offered for the apparatus.
- The information that we receive at meetings, conferences, etc. Is passed on during budget meetings. Elected officials have not been interested in lease options. What other municipal and fire districts have been able to accomplish through a lease has been presented.
- Easier custom jobs.
- Can't think of anything right now
- Extremely rural spec trucks
- Warranties and after sales

- Go back to basics less frills and higher quality. A truck built to do the job, not look good in a photo.
- Easier to understand specifications
- Help with funding...
- Try to find more economic ways to improve the apparatus without sacrificing quality.
- Apply ideas
- Putting option packages together
- Be a little better in backing their products
- More customer support on repairs.
- Continue to make more efficient units
- Develop less expensive apparatus may be small or less water with CAFS. Develop economy models not cheap but incorporate design based on mfg cost
- Not that comes to mind.
- Provide equipment that handles better.
- Encourage sales rep's to show customers about standard truck configurations and stop pushing custom trucks.
- · Cut cost but that's driven by unfunded mandates
- · We rely heavily on service after sale and that's where most manufacturers fail
- Faster build times
- Curb the rising costs, better educate buyers to determine need versus want to help contain costs
- Contain price
- Less "bells & whistles" more function
- Listen to the customer's ideas and give credit to the customer if the ideas are incorporated into manufacturer's product line
- · Make it easier to find information on web sites
- Maintain costs
- More cost effective vehicles for small departments
- More bang for the buck!
- Make them more affordable
- Build a more basic truck with less electronic junk that nobody including the dealer knows how to fix
- Pair down fancy extras to reduce price.
- Keep the price increases to a minimum.
- Price breaks
- Help with grants
- Keep prices low without sacrificing anything, good luck.
- Communicate
- Lower the cost
- Reduce the price of new apparatus
- · Other than cost, our needs are being met
- Hopefully cut costs!! :)
- Offer more cab options
- More 4x4 options on engines and water tenders, higher center of gravity on some, locate the pump panel to the passenger side for safety and better operations
- Help with funding.
- Better quality, less service and downtime.
- Bring down cost
- Strive to reduce costs while maintaining integrity
- Leasing sounds interesting
- Decrease cost
- Take safety and ergonomics more into account. With larger apparatus the usability and functionality has decreased.
- More cab space
- More training available on use
- Less expensive
- Doing very well at this time
- Increase product information on the internet
- Better communication. During our current bid process for two new ALS transport units, the communications from sales teams have been deplorable. Also, offer more options for units. There is not a lot of innovation in the transport unit industry currently and the units seem to be very expensive for what we are getting. (Units on show floors are purported to be \$150k but the final price on all of them seem to be 200+k no matter what you do.)
- Develop product innovations to address the financial crisis within the fire service to meet the expectations of departments at a reasonable pricing. All the new safety measures are a positive step in the industry, but the price that is passed onto the service is becoming unsurpassed.
- Multi purpose apparatus
- Send us information on latest apparatus new and used
- A leasing program for rural volunteer departments on with small budgets using quality trade INS from larger departments with large equipment budgets.

- Help find alternative funding
- Extend the size of the seatbelts to accommodate firefighters in full PPE
- Keep listening to what we ask for and try to accommodate.
- Develop more efficient multi-purpose apparatus. Design seats in apparatus that are easier to use seat belts and don SCBA.
- Make sure that the equipment/apparatus are tested and working prior to delivery. Our \$900,000.00 tower ladder came with several things broken on it. Including safety equipment and pump piping.
- Standardize the apparatus across brands
- Have apparatus for smaller rural depts.
- Cheaper prices
- Better pricing
- Develop training programs for specing out custom equipment.
- Provide more set pricing information on existing models.
- More hands on training and service with purchase of new apparatus
- More manufacturers that make quality apparatus
- Warranties, warranties, warranties. Electrical components are a major headache and often lead to warranty work.
- Provide base models. Provide instruction manuals!
- Advertise more, come to the station and show new equipment
- Manufacture a cookie cutter truck for rural areas like they did for grant trucks. Standard base with options.
- Build it better so that it does not break down a month after we start using it.
- Lower the cost for smaller companies and help with grants
- They are doing what they can within the regulations.
- Reduce the cost of apparatus. While I understand that profits are essential to maintain operations, I have to question the degree of profit on the various components and final apparatus.
- How about a no frills model with reduced pricing.
- Help with grant applications.
- · Build quality apparatus that maintains a long service
- Find ways to reduce costs
- Help with finding grants
- Faster delivery
- More demo
- Web access to dimensional drawings
- Be more active with departments that only buy every 5 to 10 years

Q28. What industry trade shows do you attend at least once every three years?

<u>Other</u>

- None (87)
- NYS Chiefs conference (33)
- New England Chief Show (18)
- State association shows (12)
- Fire rescue east (13)
- N/A (10)
- State fire chiefs (9)
- NYSAFC (7)
- NJ fireman's convention (7)
- Regional fire schools (6)
- Have never attended (6)
- State fire school (6)
- Ohio fire chiefs (6)
- Alberta fire chiefs association (6)
- None due to budget constraints (6)
- Piedmont fire expo (NC) (5)
- Illinois fire chief's conference (5)
- Do not attend (5)
- State expo (4)
- South Atlantic conference (4)
- Local trade shows (4)
- New York state chief's show (4)
- TEEX fire school trade show (3)
- Local and state (5)
- Firehouse world (3)
- BC fire chiefs (3)
- Texas fire chiefs (3)

- FRI (3)
- Local show (3)
- Fire chiefs association of British Columbia (2)
- Fireschool (2)
- Local fire schools (2)
- Wisconsin EMS association conference
- ACSIQ
- ARFF working group
- Fire rescue east- Daytona
- Local state fire chief's association
- Southwest fire rescue
- NC piedmont fire expo
- Local training
- Tenn fire chiefs association
- State sponsored shows
- Area training expos
- Manitoba fire chiefs conference
- Haz-mat conference in Baltimore, MD
- Arizona fire chiefs assoc, Arizona fire district association
- AMTC
- Baltimore fire expo
- Ohio association evt symposium
- Local shows within 50 60 miles
- VA fire chiefs association
- State & regional conventions in Missouri & Kansas
- NW fire expo
- Mu fire expo
- None but wish I could be at FDIC, fire expo and firehouse expo
- Industrial fire world, Texas A&M annual fire schools
- FASNY
- SE show
- Daytona
- MN state fire chief
- North Carolina
- WI state chiefs
- Va. Fire chiefs convention
- Ne fire chiefs Springfield MA
- Maryland fire expo
- Ohio fire chief and Ohio firefighters
- Manitoba fire conference
- Ontario Firecon
- Monroeville fire show
- IAEM
- Southwest fire rescue, hotzone, & TEEX annual schools
- WEMSA (Wisconsin)
- I've not heard we have attended to any
- Va. Chief's conf. & VA. State firefighter convention
- Sc fire conference
- Fire rescue international
- Not sure
- FDSOA
- Do not have the money
- NYS chiefs association, Baltimore fire expo
- Winter fire school
- Fire-rescue international
- Working together conference
- Fire expo in Portland Oregon
- Springfield fire expo
- Northwest fire expo in Portland Oregon
- Illinois fire prot. Dist
- Texas A&M Municipal expo
- Pacific northwest fire expo
- Missouri university winter fire school

- Pittsburgh
- New jersey state first aid council, EMS today
- Illinois fire chiefs and instructors combined conference
- Washington state training chiefs conference
- State shows
- Springfield ma
- Local and Michigan shows
- Ems tradeshow
- Local fire chiefs expo
- Fire rescue something or other
- Ems expo
- Oregon fire expo
- Canadian association of fire chiefs
- New Brunswick volunteer fire chiefs association
- Local, state
- Ne chiefs show
- NC and SC firefighter conventions, local fire colleges
- Portland, or expo
- New England chiefs association show
- Only state expos
- State and regional shows
- State fire chief association conference
- MESC fire conference
- NAFCO
- Training weekends with many vendors
- NBAFC
- None to expensive
- Local regional shows.
- WFS Utah
- State and southeastern division conferences
- SCFA conference
- None. Can't afford to go
- Fire rescue east Florida
- New York and New England fire shows
- None due to budget
- State EMS conference
- I never have been to any
- NEFC
- NBAFC
- Local firefighters convention
- Local fire conference
- Local fire chief and fire fighter association conferences
- Washington state fire chiefs annual convention
- AZ fire chiefs, AZ fire district (need board members to see the trucks)
- South Carolina firefighters association conference
- TN fire chiefs association
- State shows
- FDIC but not every 3 years
- Pittsburgh fire expo
- SAF Conference and trade show
- New England fire chiefs show in MA
- In state trade shows
- VA chiefs show
- Northwestern fire & rescue expo
- Orlando fire conference
- International haz mat conference
- Manitoba emergency services conference
- Travel has not been authorized in the time I have been in this position.
- New England fire chiefs show, Springfield MA
- Local annual trade show
- South Carolina fire/rescue conference
- State MAFC
- Not sure

- Suma
- None in area
- ARFFWG
- NC fire conference in Raleigh NC
- None but you made me put something to get thru this survey...
- None- there is none close and travel by our city is not permitted.
- Long island fire show
- No funds for travel
- None the chief attends them
- ASFA
- Local or regional
- Local meetings
- Do not really know
- Only when needed
- None, yet
- Ne fire chiefs
- None due to budget constraints
- None, funding does not permit
- Wildwood
- Maritime fire chiefs annual meeting
- · Fire rescue east, fire rescue international
- Winston Salem fire expo
- WEMSA
- · I do not attend any, but chief and deputy attend Ontario fire chiefs show
- BC frie chiefs and the Canadian association of FC
- Manitoba. Fire chief's
- Mufrti winter fire school and expo
- FCABC
- Statewide fire orgs
- Fire-rescue east
- Firecon thunder bay
- Fire safety & security
- NC firemans assoc
- I am unable to attend any trade shows due to funding.
- MFCA
- State
- None: no funding
- Local fire school & state fire school
- FRI and others.
- Northeastern fire education conference
- B.C. fire chiefs & training officer
- Jems, EMS expo
- Northeast chiefs show
- Fire service association of Nova Scotia
- LSUFETI, la fire assoc.
- FDIC Atlantic
- Northeastern fire educational conference
- MAFC & CFAC
- Canadian trade shows
- Fire conventions
- B.C. Fire chief's show every year.
- FDSOA, apparatus seminar
- Alberta fire chiefs, Canadian fire chiefs
- Kawartha lakes equipment show
- "Works" trade show sponsored by Acklands grainger
- Provincial fire show- New Foundland and maritimes
- No funds for
- MESC conference
- Lid=ndsay trade show
- Arizona fire chief association
- NE state fire school
- Never attended
- Fire expo

- LAFF
- CA fire mechanics
- Nassau county expo
- Harrisburg, Nassau coliseum expo
- Northwest fire/rescue expo, when it was in Eugene.
- North eastern
- Wisconsin fire chiefs association expo
- Pittsburgh fire/EMS expo
- Fire-rescue east
- Local chiefs association show
- Ems expo
- Maine fire chiefs meeting
- Roscommon Mich.
- Firehouse world, IAFF, CFED west, AZ fire chiefs
- Texas EMS
- Local shows, long island, New York
- MN fire chiefs association
- Wisconsin fire fighters
- Local NAFECO
- Local and regional chiefs conferences
- Kentucky state fire school
- AFCA, BCFA
- Fire convention in myrtle beach
- FDIC online
- PPE symposium
- Try to
- Fire rescue east (fl fire chiefs)
- Missouri fire school
- South east Michigan chiefs show Novi, MI
- Fri-Atlanta
- NYS chiefs & mass. Fire
- NC state firefighters convention
- SFFMA
- State fire shows
- Jems conference
- NC state convention
- Local state convention
- Not every 3 years
- Novfa. Fire school
- Local
- Mega fire expo Long Island NY
- Sc state firefighters convention
- Massachusetts fire chiefs show
- NYS chiefs fire 2013
- NC fireshows
- State shows
- Canadian association of fire chiefs
- South east Michigan chiefs show
- South Carolina fire expo
- Northwest fire expo (Portland, OR)
- NC chiefs convention
- GA fire chief's assn.
- Loc fire school
- Fire Asia
- I do not attend any trade shows
- Trade show at TEEX municipal school
- NEFCA
- Local/regional
- None, can't afford to send anyone
- Firehouse world San Diego
- CA fire mechanics
- Oregon volunteer firefighter association
- Springfield fire chiefs

- Fire fighters association of Missouri
- Ma HAZMAT. Providence ss confr.
- New York fire chiefs
- On line FDIC as we are in Australia
- FCAM Massachusetts
- Local conferences
- National hurricane conference
- Quebec fire chiefs association
- Minnesota state fire school
- Ems and municipal chiefs conference
- We are a small rural company and do not travel.
- LSU equipment show
- VFCA conference
- Training courses
- In Aus
- BC fire chiefs and Canadian fire chiefs
- NFPA comity meetings
- None in last 3 yrs.
- None of these but need to.
- State of MN shows
- MFCA /FDIC Atlantic
- TN chiefs summer meeting
- State fire shows, which can afford to go the others listed by you.
- Northwest fire expo
- NEFCA
- SEAFC
- Colorado state fire chiefs leadership
- Wisconsin fire chiefs association
- Georgia fire chief's assoc.
- Southern Alberta firefighters conference
- State and local trade shows
- SD state fire school
- New England chiefs and New York chiefs
- SFFMA state convention
- Tennessee fire safety inspectors assn conference
- Nassau county buff show
- Canadian chiefs show
- Colorado fire academy
- New Mexico fire chiefs conference
- Not award that we have attended
- Northwest
- Not many in our rural area.
- Alaska fire chiefs
- State and regional
- State firefighter convention
- SC state firefighters' annual conference
- Can't afford
- Missouri fire school
- Northwest expo
- New York state assoc fire chiefs show

Q29. What is the organization type of your fire department?

<u>Other</u>

- Paid on call (8)
- Career and part time (3)
- Community college (2)
- Part time and paid on call
- Mixed
- A college program that trains career and volunteer departments
- Career and paid per call
- Parish EMS service
- Composite career/paid on call

- County
- Industrial
- Industrial
- Combination career/part-time paid
- Paid-on-call staff with full time chief
- Mine rescue team for a 450 employee surface coal mine
- Pay per call fire department/ full time ambulance department
- Government
- Career/paid combination
- 1 full time chief the rest is volunteer
- Military
- Industrial brigade serving single utility company
- Volunteer w/ connections to college
- Industrial
- Training institute
- Pd ambulance service out of hospital
- Manufacture representative
- Part time
- Privately owned with all volunteers

Q31. Please select your primary occupation/title

Other

None