





# 2012 FEMSA/FAMA 9th Annual State of the Fire Service Survey

## Results Overview





Date: 9/5/2012 6:03 AM PST  
Responses: Completes  
Filter: No filter applied



### 1. What type of trade show do you feel provides or would provide the best value to your department?

Local		307	20%
State/Province		614	41%
Regional		427	28%
National/International		157	10%
Total		1505	100%
843 Responses			








### 2. Has the availability of product videos or web-based training reduced your annual attendance at trade shows?

Yes		404	27%
No		1101	73%
Total		1505	100%








### 3. Do you expect the availability of product videos or web-based training to reduce your future attendance at trade shows?

Yes		354	24%
No		1151	76%
Total		1505	100%



### 4. In the last 12 months, how many trade shows have you attended?

None (go to Q7)		559	37%
1		488	32%
2		317	21%
3		102	7%
4		23	2%
5		8	1%
6+		8	1%
Total		1505	100%



**5.** Which trade shows did you attend in the last year?

FDIC (Fire Department Instructors' Conference)		509	41%
Fire-Rescue International		143	12%
Firehouse		368	30%
Firehouse World		63	5%
New England Association of Fire Chiefs		105	8%
New York State Association of Fire Chiefs		113	9%
PA Expo (Harrisburg)		313	25%

**6.** Did you attend any Other State/Provincial shows in the last year?

Yes		429	32%
No		905	68%
Total		1334	100%
428 Responses			

**7.** Did you attend any Local shows in the last year?

Yes		460	31%
No		1045	69%
Total		1505	100%
456 Responses			

**8.** Please rate how each trade show you attended in the last 12 months suits your individual fire service needs:

Top number is the count of respondents selecting the option. Bottom % is percent of the total respondents selecting the option.	Didn't Suit at All					Perfectly Suited to My Needs	N/A
	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>	<b>N/A</b>	
FDIC (Fire Department Instructors' Conference)	23 2%	10 1%	52 3%	146 10%	230 15%	1043 69%	
Fire-Rescue International	30 2%	10 1%	43 3%	45 3%	57 4%	1319 88%	
Firehouse	23 2%	13 1%	58 4%	103 7%	82 5%	1225 81%	

Firehouse World	31 2%	7 0%	32 2%	29 2%	32 2%	1373 91%
New England Association of Fire Chiefs	36 2%	12 1%	31 2%	41 3%	31 2%	1354 90%
New York State Association of Fire Chiefs	35 2%	14 1%	36 2%	44 3%	44 3%	1331 88%
PA Expo (Harrisburg)	31 2%	17 1%	58 4%	100 7%	125 8%	1173 78%
Other State/Provincial Shows	26 2%	23 2%	117 8%	171 11%	135 9%	1032 69%
Local Shows	23 2%	45 3%	124 8%	152 10%	149 10%	1012 67%





**9.** What specific information do you or would you seek from a trade show? (Check all that apply)

Hands on Training		1016	68%
New Products		1361	90%
Exhibits		1017	68%
Continuing education (e.g., for EMS or certifications)		707	47%
Product specifications (so you can structure your bids accordingly)		786	52%
Networking/social interaction		772	51%
Other, please specify		55	4%






**10.** If you had to select one trade show over another, what factors are most important to you in making your decision? (Choose up to 3)

Attractive Location		359	24%
Specific products will be on display		426	28%
Training program offered		592	39%
Continuing education		246	16%
Registration cost		591	39%
Travel costs		739	49%
Distance from your location		919	61%
Other, please specify		30	2%



**11.** How important is it to the selection process that the show has weekend hours?

Not at all important		240	16%
Only a little important		208	14%
Somewhat important		493	33%
Very important		564	37%
Total		1505	100%





**12.** If your department requires authorization to attend a conference, who authorizes it?

No Authorization required		337	22%
City or District Administration		135	9%
Fire Chief		769	51%
Other Chief Officer or Training Officer		171	11%
Other, please specify		93	6%
Total		1505	100%

**13.** What time of year is best for you to attend a show?





Winter		187	12%
Spring		306	20%
Summer		150	10%
Fall		180	12%
No time is better than any other		668	44%
Other, please specify		14	1%
Total		1505	100%

**14.** Do you have any travel restrictions when attending trade shows? (check all that apply)





No travel restrictions		753	50%
Yes, restricted to local travel		187	12%
Yes, restricted to in-state/provincial travel		329	22%
Yes, restricted to no overnight travel (hotel expenses not covered)		170	11%
Yes, spending			

restrictions (list dollar amount if known)		206	14%
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**15.** If you are traveling to a conference, how much do you typically spend for hotel accommodations, per night?

\$0-\$100		664	44%
\$101-\$150		670	45%
\$151 - \$200		144	10%
Over \$200		27	2%
Total		1505	100%



**16.** How many days are you typically able to spend at a show?

1		280	19%
2		658	44%
3		429	29%
4+		138	9%
Total		1505	100%

**17.** What amount does your department currently have budgeted for trade shows? Please include all costs (registration, travel, hotel, meals).



None		780	52%
Less than \$1,000		298	20%
\$1,001 - \$2,500		184	12%
\$2,501 - \$5,000		152	10%
More than \$5,000		91	6%
Total		1505	100%

**18.** Do you encourage your fire department members to attend trade shows at their own expense?







Yes		1098	73%
No		407	27%
Total		1505	100%

**19.** Are you familiar with the Personal Responsibility Code provided by FEMSA/FAMA?











Yes, my local fire training officer ensures we know about this.		180	12%
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Yes, through some other means.		282	19%
No, I'm not familiar with it.		1043	69%
Total		1505	100%

## 20. What is your organization type?







Career Fire Department		225	15%
Volunteer Fire Department		820	54%
Combination Fire Department		383	25%
Industrial Fire Brigade		5	0%
Municipal Agency		7	0%
Federal/State/Local Government		26	2%
Trade or Professional Organization		2	0%
Educational Institution/Library		4	0%
Rescue Squad		12	1%
Other, please specify		21	1%
Total		1505	100%

## 21. Please select your primary occupation/title





















Fire Chief/Commissioner		297	20%
Assistant Chief/Deputy Chief		175	12%
Battalion Chief/District Chief/Shift Commander		32	2%
Company Officer (Captain/Lt./Supervisor)		317	21%
EMT/Paramedic		50	3%
Training Officer/Training Chief/Instructor		104	7%
Firefighter/Driver Operator		371	25%
Fire Marshal/Inspector		21	1%
First Responder		10	1%
Military		1	0%
Student		10	1%

Other, please specify		117	8%
Total		1505	100%

## 22. Size of population served?

Less than 5,000		515	34%
5,001–50,000		722	48%
50,001–100,000		141	9%
100,001–500,000		82	5%
500,001–1,000,000		25	2%
More than 1,000,000		20	1%
Total		1505	100%

## 23. Are you from:

Alabama		25	2%
Alaska		8	1%
Arizona		8	1%
Arkansas		24	2%
California		54	4%
Colorado		18	1%
Connecticut		17	1%
Delaware		6	0%
Florida		31	2%
Georgia		31	2%
Hawaii		3	0%
Idaho		4	0%
Illinois		58	4%
Indiana		58	4%
Iowa		32	2%
Kansas		16	1%
Kentucky		28	2%
Louisiana		14	1%
Maine		18	1%
Maryland		40	3%
Massachusetts		23	2%
Michigan		46	3%
Minnesota		18	1%

Mississippi	<div><div></div></div>	14	1%
Missouri	<div><div></div></div>	45	3%
Montana	<div><div></div></div>	2	0%
Nebraska	<div><div></div></div>	9	1%
Nevada	<div><div></div></div>	5	0%
New Hampshire	<div><div></div></div>	13	1%
New Jersey	<div><div></div></div>	47	3%
New Mexico	<div><div></div></div>	12	1%
New York	<div><div></div></div>	106	7%
North Carolina	<div><div></div></div>	71	5%
North Dakota	<div><div></div></div>	1	0%
Ohio	<div><div></div></div>	78	5%
Oklahoma	<div><div></div></div>	15	1%
Oregon	<div><div></div></div>	16	1%
Pennsylvania	<div><div></div></div>	154	10%
Rhode Island	<div><div></div></div>	17	1%
South Carolina	<div><div></div></div>	35	2%
South Dakota	<div><div></div></div>	9	1%
Tennessee	<div><div></div></div>	40	3%
Texas	<div><div></div></div>	61	4%
Utah	<div><div></div></div>	4	0%
Vermont	<div><div></div></div>	10	1%
Virginia	<div><div></div></div>	46	3%
Washington	<div><div></div></div>	22	1%
West Virginia	<div><div></div></div>	23	2%
Wisconsin	<div><div></div></div>	38	3%
Wyoming	<div><div></div></div>	5	0%
CANADA	<div><div></div></div>	0	0%
Alberta	<div><div></div></div>	5	0%
British Columbia	<div><div></div></div>	1	0%
Manitoba	<div><div></div></div>	2	0%
New Brunswick	<div><div></div></div>	2	0%
Newfoundland and Labrador	<div><div></div></div>	1	0%
Northwest Territories	<div><div></div></div>	0	0%
Nova Scotia	<div><div></div></div>	3	0%
Nunavut	<div><div></div></div>	0	0%

Ontario		11	1%
Prince Edward Island		0	0%
Quebec		2	0%
Saskatchewan		1	0%
Yukon Territory		0	0%
Total		1506	100%