FAMA/FEMSA Annual Industry Report 2011

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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 2011–January 2012.

A total of 225 fire departments participated in the survey. The online survey consisted of 28 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
- 27%–career
- 25%–combination career and volunteer

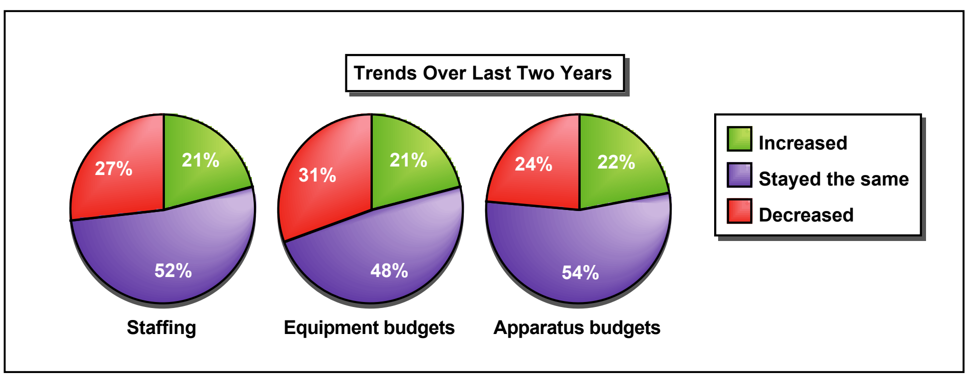
Fire departments from thirty-five states are represented in the data along with four responses from fire departments in Canada. (Note: n=225.)

Financial Overview

- 27% of respondents believe both equipment and apparatus budgets will increase.
- 54% of the respondents to the FAMA survey indicated that raising the overall awareness of funding sources would assist fire chiefs.
- 47% of departments have received a FEMA or SAFER grant.
- Just under half (46%), believe standard operating procedures will change as a result of economic conditions.

Anticipated Actions Due to Economic Conditions	
Standard operating procedures will change	46%
Refurbish existing apparatus.	54%
Reduce staff	19%
Fees for service levied	18%

Staffing levels, equipment budgets and apparatus budgets still decreased overall for 2011. However, when compared to previous years, the budgets did not decrease as much.



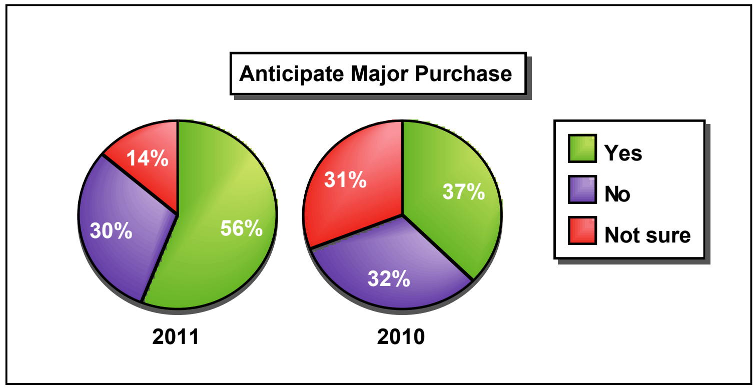
Summary of Findings

Apparatus Purchase

Fifty-six percent of respondents anticipate making a purchase during the next fiscal year. This is up from the previous year. Of those who anticipate making a purchase 81% will purchase an apparatus and 77% 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 20% anticipate purchasing an ambulance transport.

Pumper	56%
Ambulance transport	20%
Rescue	14%
Wildland	13%
Utility truck	13%
Tanker	10%
Heavy rescue	7%

Introduction

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 2011–January 2012.

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 225 fire departments participated in the survey.

Data Collection Forms

The online survey consisted of 28 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; 27% are career departments. Twenty-seven percent of fire departments are a combination of career and volunteer. (Note: n=225.)

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

b. Population Served

(What size population does your department serve?)

Almost half (46%) of the fire departments responding to the survey serve populations of 5,001–50,000. Fifteen percent serve populations of 50,001–100,000 and 8% serve populations of 100,001–500,000. Only 5% of the departments serve populations of more than 500,000. (Note: n=225.)

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

c. Type of Structures Protected

(What types of structures/areas does your department protect?)

Almost all of the departments protect single family (96%) and multi-family (87%) dwellings. The next most common type of structure protected is industrial parks– by 61% of the departments. (Note: n=225.)

As would be expected, the type of structures protected is correlated at a statistically significant level with the population served.

	2011 (n=225)	2010 (n=81)	2009 (n=1,072)
Single-family dwellings	96%	99%	98%
Multi-family dwellings	87%	84%	92%
Industrial Park	61%	64%	69%
Wildland	61%	74%	61%
Hazardous structures	45%	46%	54%
High-rise (6 to 38 floors)	38%	33%	40%
Skyscraper (39+ floors)	2%	1%	2%
Other	18%	---	---

- Large communities are more likely than smaller communities to protect high-rises, skyscrapers, industrial parks, and hazardous structures.

d. Geographic Location

Fire departments from thirty-five states are represented in the data along with four responses from fire departments in Canada. (Note: n=225.)

Financial Overview

1. Anticipated Actions Due to Economic Conditions

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

Just under one-half of the respondents indicate they will change their standard operating procedures as a result of the economic conditions and 35% will refurbish their existing apparatus. While data from the 2010 and 2009 surveys is presented, some questions were not asked in 2011 so comparisons are not made. (Note: n=225.)

	2011 (n=225)	2010 (n=81)	2009 (n=1,072)
Postpone planned purchases	Not asked	62%	66%
Reduce number of planned purchases	Not asked	54%	58%
Standard operating procedures will change	46%	21%	29%
Fees for service levied	18%	15%	26%
Cancel planned purchases	Not asked	31%	25%
Reduce staff	19%	26%	24%
Refurbish existing apparatus	35%	32%	21%
Forced to acquire non-NFPA compliant apparatus	7%	5%	3%
Other	31%	14%	10%

2. 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, equipment and apparatus budgets are expected to increase. (Note: n=225.)

	Equipment Budget	Apparatus Budget
Increase	27%	27%
Stay the same	53%	51%
Decrease	20%	22%

3. FEMA or SAFER Grant Recipient

(Have you received a FEMA or SAFER grant during the last two years?)

Just under one-half of respondents (47%) have received a FEMA or SAFER grant. This is down from the 70% of respondents who received one in 2009. (Note: n-225.)

	2011 (n=225)	2009 (n=1,072)
Yes	47%	70%
No	45%	30%
Not sure	8%	0%

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 a FEMA or SAFER grants.

4. Use of FEMA or SAFER Grant

(What was the FEMA/SAFER grant for?)

Of those receiving a FEMA or SAFER grant, 71% used the grant for equipment; 14% have used it for apparatus. Usage for equipment and apparatus is down from 2009 figures. (Note: n=225.)

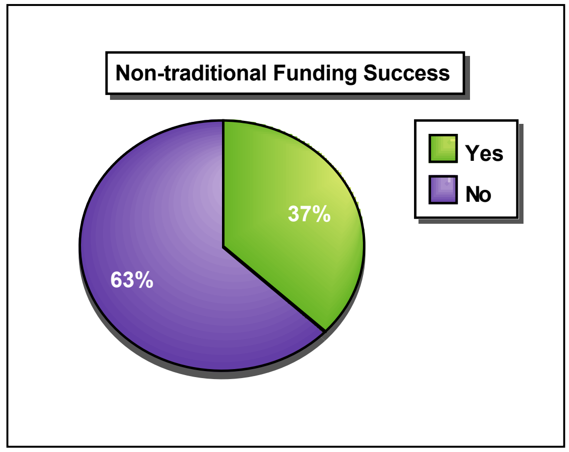
	2011 (n=225)	2009 (n=1,072)
Equipment	71%	94%
Apparatus	14%	23%
Staffing	15%	16%

Financial Overview

5. Success of Non-Traditional Funding Methods

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

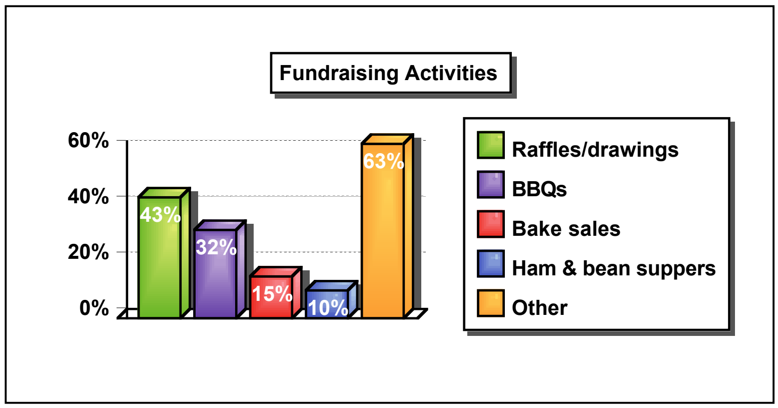
Just over one-third of departments have had some success with non-traditional funding sources. (Note: n=225.)



6. Fundraising Activities Used

(What were these fundraising activities?)

About half of those conducting non-traditional fundraising are holding raffles/drawings. Almost two-thirds are doing a variety of other fundraising activities including asking for donations, pancake breakfasts, and boot drives. See Appendix B for a complete list.



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. (Note: n=225.)

Raising overall awareness of funding sources (federal, state, private, etc.)	54%
Define criteria for selecting the best source (matching needs with source)	24%
Training for accessing potential sources of funds.	21%

8. Current Budget Funding

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

About two-thirds of equipment is funded by tax revenue and 54% of apparatus is funded by tax revenue.

	Equipment Budget	Apparatus Budget
Tax revenue	66%	54%
Fundraising	8%	6%
Municipal bonds	4%	9%
Grants	8%	8%
Other	3%	3%

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

Financial Overview

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 still decreased overall for 2011. However, when compared to previous years budgets did not decrease as much.

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

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

Apparatus Budgets	2011 (n=225)	2010 (n=81)	2009 (n=1,072)
Increased	22%	19%	19%
Stayed the same	54%	42%	45%
Decreased	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. (Note: n=225.)

Pumper	98%
Rescue	61%
Wildland	60%
Utility truck	58%
Aerial	56%
Tanker	53%
Ambulance transport	33%
Heavy rescue	31%
Command center	25%
ARFF (Airport Rescue Firefighting)	6%

2. Anticipate Major Purchase

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

Over half (56%) of fire departments anticipate making a major purchase during the next fiscal year; 30% indicated they would not be. Compared to last year's results, more fire departments anticipate making a purchase. (Note: n=225.)

	2011 (n=225)	2010 (n=81)
Yes	56%	37%
No	30%	32%
Not sure	14%	31%

3. Planned Purchases

(What do you anticipate purchasing?)

Of those anticipating a purchase, 81% anticipate purchasing an apparatus and 77% will purchase equipment. (Note: n=127.)

Apparatus	81%
Equipment	77%
Training	46%
Computer hardware/software	47%
Fire station furnishings	31%
Fire station	21%

4. Anticipate Purchasing Next Two 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 20% anticipate purchasing an ambulance transport. (Note: n=225.)

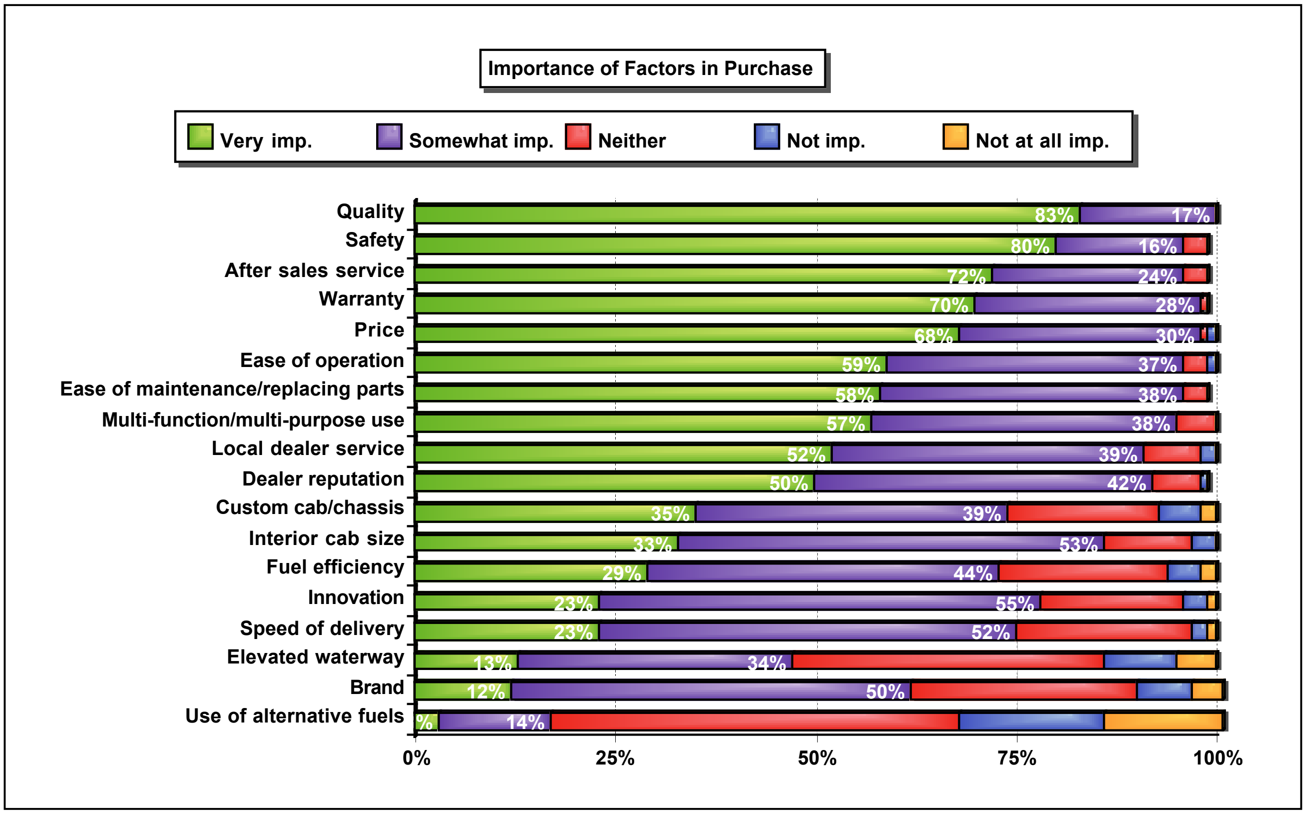
Pumper	56%
Ambulance transport	20%
Rescue	14%
Wildland	13%
Utility truck	13%
Tanker	10%
Heavy rescue	7%
Command center	4%
ARFF (Airport Rescue Firefighting)	3%
Aerial	5%
Other	28%

Current and Future Purchasing

5. Importance of Various Factors in Apparatus/Equipment Purchases

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

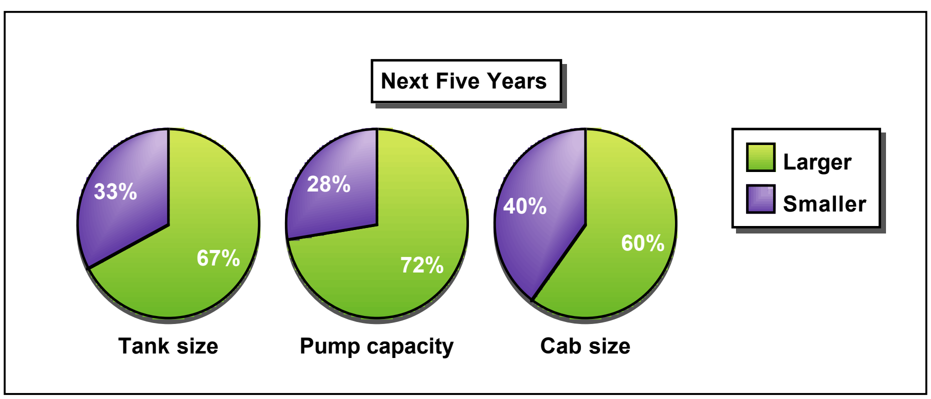
Quality and safety are the two most important factors in choosing an apparatus and equipment. Elevated walkway, brand and use of alternative fuels are the least important factors in an apparatus/equipment purchase. (Note: n=225.)



6. 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 tank size, pump capacity and cab size will be larger. (Note: n=225.)



Current and Future Purchasing

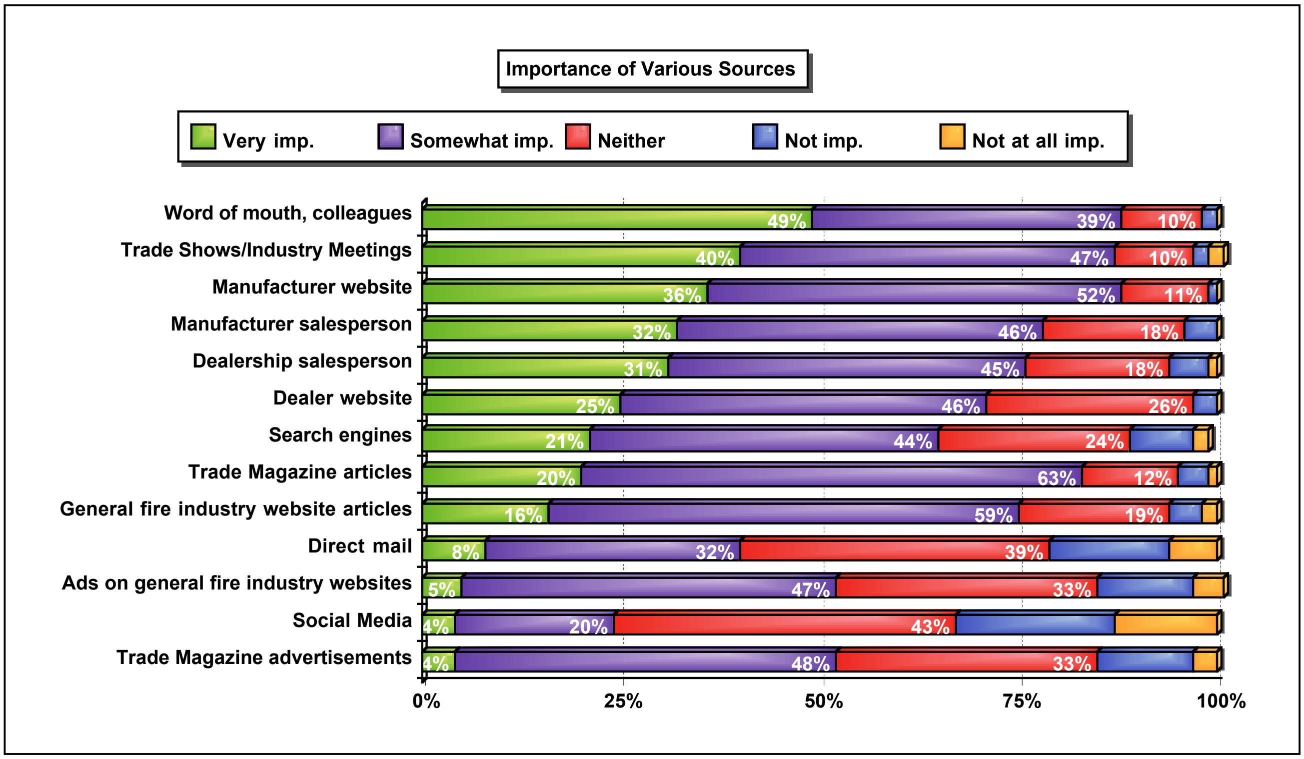
Most do not believe there will be patient transport capability, however; most believe there will be more compartments and the chassis will be custom.

Patient transport capability	24%–yes	76%–no
Compartments	88%–more	12%–less
Chassis	63%–custom	37%–commercial

7. 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 49% indicating it is very important and 39% stating it is somewhat important. Tradeshows and manufacturer's website are also important sources of information. Social media and trade magazine advertisements are least important sources of information. (Note: n=225.)

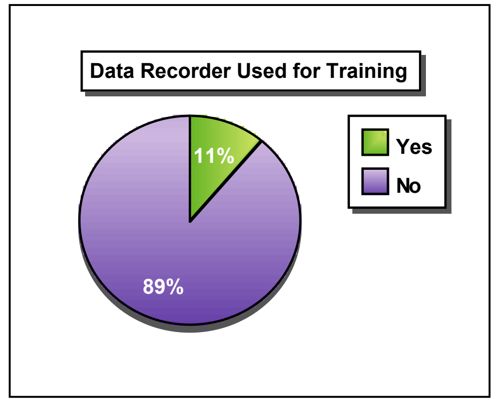


Other Information

1. Usage of Data Recorder for Training

(Has your department used data recorder for training?)

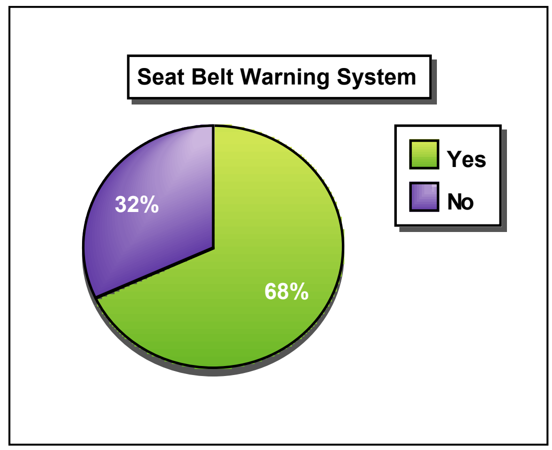
Eleven percent of departments have used a data recorder for training. (Note: n=225.)



2. Seat Belt Warning System Increased Seat Belt Usage

(Has the new seat belt warning system increased seat belt use?)

Two-thirds of departments believe the new seat belt warning system has increased seat belt usage. (Note: n=225.)



Appendix A–Survey

FAMA/FEMSA 2011 Industry Survey

1. 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:

2. What size population does your department serve?
   - ☐ 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

3. Where are you located?
   - A. USA [drop down box for state abbreviations]
   - B. Canada [drop down box for provinces]

4. What types of structures/areas does your department protect? (Check all that apply.)
   - ☐ Single-family dwellings
   - ☐ Multi-family dwellings''
   - ☐ Low-rise office/retail
   - ☐ High-rise (6 to 38 floors)
   - ☐ Skyscraper (39+ floors)
   - ☐ Industrial Park
   - ☐ Hazardous structures (petroleum, refineries)
   - ☐ Wildland
   - ☐ Other, Please specify:

5. Has your Department used Data Recorder for training?
   - ☐ Yes
   - ☐ No

6. Has the new seat belt warning system increased seat belt use?
   - ☐ Yes
   - ☐ No

7. 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
   - ☐ Other, Please specify: ______________________________

Appendix A–Survey

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

	Not at all important	Not important	Neither	Somewhat important	Very 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					

9. Please rate the importance of the factors below in purchasing apparatus and equipment. *(You can break this up into features of the apparatus/equipment and considerations in choosing the vendor, but I would keep them either one after the other, or put the features here and the considerations after Q10)*

	Not at all important	Not important	Neither	Somewhat important	Very Important
Price					
Multi-function/multi-purpose use					
Safety					
Local dealer service					
Custom cab/chassis					
Elevated waterway (??)					
Ease of operation					
Warranty					
Fuel efficiency					
Use of alternative fuels (hybrid, natural gas)					
Brand					
Dealer reputation					
Quality					
Speed of delivery					
Ease of maintenance/replacing parts					
Innovation					
After sales service					
Interior cab size					

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

A.	Tank size:	Larger	Smaller	
B.	Pump Capacity	Larger	Smaller	
C.	Patient Transport Capability	Yes	No	*(added to ??)*
D.	Cab size	Larger	Smaller	
E.	Compartments	More	Less	
F.	Chassis	Custom	Commercial	*(higher % of custom vs comm'l?)*

11. Do you anticipate making a purchase *(major purchase?)* during the next fiscal year?
    - ☐ Yes
    - ☐ No, Go to 12
    - ☐ Not sure, Go to 12

12. What do you anticipate purchasing? ***(Check all that apply.)***
    - ☐ Fire station (*would this be in a purchasing budget or capital budget?)*
    - ☐ Apparatus
    - ☐ Equipment
    - ☐ Training
    - ☐ *Fire station furnishings*
    - ☐ *Computer hardware/software*
    - ☐ Other, please specify:

13. Has your department been successful with non-traditional funding methods?
    - ☐ Yes
    - ☐ No, Go To 15.

14. If so, what were these fundraising activities?
    - ☐ Raffles/drawings
    - ☐ Bake sales
    - ☐ Ham & bean suppers
    - ☐ BBQs
    - ☐ Other

15. Have you received a FEMA or SAFER grant during the last two years?
    - ☐ Yes
    - ☐ No, Go to Q 17
    - ☐ Not sure, Go to Q17

16. What was the FEMA/SAFER grant for?
    - ☐ Apparatus
    - ☐ Equipment
    - ☐ Staffing

17. 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)
    - ☐ Training for accessing potential sources of funds

18. Over the last two years has your staffing level increased, stayed the same or decreased?
    - ☐ Increased
    - ☐ Stayed the same
    - ☐ Decreased

EQUIPMENT BUDGETS

19. How is your equipment budget funded? (Total should add up to 100%)
    Tax revenue _________
    Fund raising _________
    Municipal bonds ____________
    Grants ______________
    Other _______________

20. Over the last two years has your equipment budget increased, stayed the same or decreased?
- ☐ Increased
- ☐ Stayed the same
- ☐ Decreased

21. Over the next two years (2012 and 2013), how do you expect your equipment budget to change?
  - Increase
  - Stay the same
  - Decrease

APPARATUS BUDGET and PURCHASING

22. How is your apparatus budget funded? (Total should add up to 100%)
  - Tax revenue _________
  - Fund raising _________
  - Municipal bonds _____________
  - Grants ______________
  - Other _______________

23. Over the last two years has your apparatus budget increased, stayed the same or decreased?
- ☐ Increased
- ☐ Stayed the same
- ☐ Decreased

24. During the next two years (2012 & 2013) do you anticipate your apparatus budget will increase, stay the same or decrease?
- ☐ Increase
- ☐ Stay the same
- ☐ Decrease

25. How interested are you in leasing apparatus from manufacturers?
- ☐ Very interested
- ☐ Somewhat interested
- ☐ Not at all interested

26. 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)

Appendix A–Survey

27. Which of the following apparatus does your department anticipate purchasing in the next two years? ***(Check all that apply.)***

- ☐ Aerial
- ☐ Pumper
- ☐ Wildland
- ☐ Rescue
- ☐ Heavy rescue
- ☐ Command center
- ☐ Utility truck
- ☐ Ambulance transport
- ☐ ARFF (Airport Rescue Firefighting)
- ☐ Other, please specify: ____________________________

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

____

____

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)

Appendix B–Verbatim Comments

Verbatim Comments

4. What types of structures/areas does your department protect? (Other)

- Commercial buildings
- Dairy Farms, Ranches, Agricultural Business
- Beach and river front houses, including marinas
- Confined feed operations (Swine, Poultry ((Ducks, Chicken, Turkey)), Dairy, Beef)
- Lakes, Airport
- Critical manufacturing, rail storage, water treatment, national park land
- Farming Communities
- Schools, AFC homes
- Railway highways pipe lines
- All
- Agriculture
- Airport
- 100 % Commercial (Airport)
- Farms
- Airport, race track, & landfill
- Farm buildings
- Airport
- Water Rescue
- Large manufacturing
- Wilderness, Resorts, recreation and vacation properties, public and private forest lands,
- Commercial
- Airport, waterfront
- Commercial - Strip malls and large office buildings
- Commercial strip centers
- Big box retail-Walmart, Target, Lowe's, Home Depot
- General aviation airport / railroad / major roadways
- Commercial (grocery store, strip mall, auto repair, etc.
- Multiple strip mall, large enclosed mall, many box stores
- Interstate highway
- Mass Gathering venues
- Educational
- Major railroad
- Light Industry, hotel/motel, and retail/dining
- School, farms, marina, campgrounds
- Agricultural
- Airport international
- Retail
- LARGE MEDICAL CENTERS. COLLEGE DORMS. MARINE FIRE/ RESCUE
- 26 business
- National and State Park/structures/monuments

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

- Limit our purchases
- No changes planned
- We have delayed apparatus replacement.
- Purchase demo apparatus
- Keep running what we have
- Insurance billing, purchase pre-owned
- Continue to work with existing equipment
- Delay apparatus purchases
- Maintaining what we have and buying what we can afford
- Extended replacement time frame for older apparatus
- We may have to delay purchase of apparatus

- We can't afford to buy equipment
- Continue to seek grants and alternate funding
- Seek grant assistance.
- Building new
- Equipment that needs replaced will not be purchased
- Increase maintenance cost for longer is-service life of heavy apparatus
- Less purchasing.
- Closed stations
- Delay purchase of apparatus
- Nothing at the time
- Sale apparatus (Down size)
- We will wait longer until we replace an apparatus.
- Budget stayed flat this year no changes in plan
- No change
- None
- No New Apparatus
- Undetermined
- Spending cuts in warm weather uniforms, replacement PPE, health and fitness equipment, and other areas in order to keep apparatus on the road and compliant
- Look for demo trucks never put in fire service, or a few years old
- Also will be looking for good used vehicles when ready to replace
- Personnel overtime reduced
- We will keep apparatus longer before replacing
- Longer time between replacements of vehicles
- Reduced reserve fleet of older apparatus, cutting maintenance cost
- We are doing the same with the same
- Doing more with less
- No or little change, our funding has increased
- Tight budget control
- None at this time
- No changes planned at this time
- Training, travel cut. Empty staffing positions frozen.
- Limit the amount of hose, ladder and other items certification
- N/a
- We will cont. as normal and apply for grants etc. For equip
- None, we have little funding
- No changes
- Foresee no changes at this time
- Sell off older equipment
- MAINTENANCE SCHEDULES HAVE BEEN ALTERED. PURCHASES HAVE BEEN RE-PRIORITIZED
- Reducing tiered response/medical calls, eliminate subsurface water rescue team
- Modify apparatus replacement cycle
- Continue to use older apparatus beyond normal replacement schedule
- We recently purchased a new rescue and are refurbishing the tower ladder
- Don't anticipate any reductions-our governing bodies have planned for this and have taxed/budgeted accordingly. Doesn't mean we are flush with cash but we anticipate no reductions and plan normal replacement of large budget items.
- Currently things will stay the same.
- No changes expected
- Doing OK thankfully
- None At this point.
- N/A
- None at this time, we have to increase staffing due to a voluntary buy out.
- None of the above have happened or changed for us
- Spending cuts and benefits cut
- None of the above

- Thankfully, our funding levels have actually seen slight increases so no major changes due to economic reasons. However, we have had to long-term plan better for major purchases like bunker gear, apparatus, and new SCBA.
- Possible service reductions

14. If so, what were these fundraising activities? (Other)

- Pancake Breakfast, Car Show
- Boot drive
- Grants
- Fairs / speaker seminars
- Foundations
- Bingo
- Golf tourney and dinners
- Annual mailers
- What is successful??? $1,000 or $10,000 but it takes time to do, Better question is do you have non ff for this mission
- General community bailout
- Loan
- Car show and bingo
- Boot drive, mass mailing
- Annual fund drive
- Grant, property leases to CDMA
- Pancake breakfast and fish fry
- Ball tournament ATV rally.
- Concerts
- Spaghetti supper
- We send a letter out once a year telling. The community what we have done the last year and ask for there support
- Mailings
- Donations
- Concert parking
- Fish Fry
- Grants
- AFG Grant
- FEMA grant
- Pancake Breakfast, FEMA AFG
- Carnival, xmas trees, grants, fire prevention parties, fill the boot
- Biker Breakfast
- Optional sales tax.
- Golf tournament
- Grants, community groups
- Family portrait fundraisers
- Tax base
- Carnival food stands
- Poker Tournaments
- Bowling Tournament & Pancake Breakfast
- Truck pulls
- Grant writing
- Breakfast
- Chili cook-off
- Donations
- Grants
- Ems
- FUNDRAISING MAILER
- Cookbook sales
- Picnic
- Beefsteaks, car washes, paid kids birthday party attendance

- Boot drive at local store

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

- 100' ladder
- Chief Vehicles
- Command / chiefs SUV
- Command Vehicle
- Dozer/skidder
- Elevated stream
- Just purchased new engine
- Ladder
- Ladder
- Ladder
- Ladder Truck
- Ladder truck
- Ladder, Tower Ladder
- Need to replace a tanker (83) and a brush truck (86)
- No budget for new trucks. Only 17,500.00 annual budget
- Possible bucket
- Potential refurbished ARFF for wildland/Rural response
- Pumper/rescue
- Quick Attack/Rescue
- Quint
- Quint or Ladder
- Support vehicle
- Tower ladder

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

- Lower costs
- Alternate source of fuel other than diesel.
- Help with grants
- Keep the cost down and lobby EPA.
- Longer warranty
- No
- Become more economical so smaller departments are able to purchase newer vehicles.
- Our biggest issue like most is finding a funding source; any info in this area (grants, discounts, leasing etc.) would help.
- I would love to see demo units out in the regions more. Occasionally, you see one but it would be nice to tour one if a new design comes out.
- Make recommendations to municipal chiefs on their options
- Promote trade shows in which you will be in attendance. Consider department visits with apparatus for viewing.
- Create a truly customized chassis and body building system without the need for the buyer to conform to the manufacturer's pre-established lines. I.e., wheelbase, pump house dimensions, body styles.
- Not at this time
- No
- No, just keep doing the great job that they do.
- Provide electronic training and very detailed digital manuals for everything attached to the apparatus. The digital manuals should have the ability to easily print/copy any section from, no matter how small or large.
- Allow innovations across the industry. Come up with a great idea? Let everyone have access to it. Just because you have a pull out step on the back, or a cool ladder hoist, isn't going to make us buy from you. It's all about the lowest bidder in the end, not what nifty items you have.
- Safe, easy to learn and repair.
- Just to raise awareness of funds that are out there.

Appendix B–Verbatim Comments

- Nothing.
- Lobby so that fire apparatus are exempt to the emissions standard. The cost is limiting who can buy new an apparatus.
- Help the smaller low budget agencies find away to purchase or use newer equipment.
- Just advertising about their products and showing products at trade shows
- More hats.
- No
- Better after market service.
- No
- Be reliable
- Less expensive
- Write free grants for our departments to secure the funding to buy an apparatus from your company, would be well worth it in the end for both parties. You sell a truck with federal tax dollars to pay and we get a truck that we need that was paid for by our federal tax dollars.
- Not REALLY
- Lower prices
- Better Relationship with the Salesman
- No
- Faster delivery
- Furnish demos to dealers so depts. Can see the truck before buying. Make the truck easier to get in and out of the cab.
- Reduce the pricing of custom apparatus to make them more affordable as the "cookie cutter" apparatus may work for cities but not necessarily the suburbs.
- Corrosion protection in all aspects including wiring, body, etc.
- Get fire apparatus exempt from EPA emission standards. New generation engines are being too unreliable for use in emergency vehicles that are not run every day.
- Follow ups ... There is never any proactive phone calls emails ... It's always reactive...
- Service, Service, Service
- Help find funding

  Manufacturers should interact with incidents of smaller fire departments. These fire department make up most of the firefighting force of the US
- Not at this time
- Right sizing for function, purchase and operational costs.
- Reduce the prices. Small towns cannot afford the high price for apparatus.
- Provide a method for high quality apparatus maintenance training and educate the purchasers of the training.
- None
- No
- Doing an adequate job
- More accessible
- Show different ideas on equipment storage, layout designs
- No
- Donate a used cab and chassis to put a 3000 gal. Tank on, and one to put a skid unit on. Tanker newer than an 83 and brush truck newer than an 86. (We have no money for either)
- We have no budget to replace our aged trucks. Maybe donate a good used truck to us??
- No
- Cheaper
- Make less expensive apparatus...there's no reason that just because it's painted red it has to be so darn expensive...
- Design units so parts are replaceable without having to disassemble half of the vehicle; install parts and wiring that isn't made to fail due to size.
- Not that I can think of at the moment
- Simply follow-up. An annual phone call to check on the status/condition of the vehicle that was purchased could be a way to keep their foot in the door.
- Not really at this time...but I'm sure as we move forward there will be some things :)
- Participate in local policy specification development. Provide training to local service specialists to minimize distance apparatus must travel for regular maintenance and PM schedules.

Appendix B–Verbatim Comments

- Build quality and long-term warranty. Bumper to bumper for at least 5 years. Something to expect when spending half a million on a pumper.
- None
- Back to basics
- Keep finding ways for us to get the most bangs for the buck while keeping maintenance issues down.
- Be more flexible on NFPA items. Use more cost effective means to achieve the same results
- Help with justification of purchase when budgeting. Also, help with trending or replacement schedules along with anticipating increases such as NFPA or emission increases that would justify purchasing now instead of later.
- I believe we need more basic-function, cost-effective apparatus solutions. We cannot afford to be talked into custom apparatus purchases.
- Continue to improve the design and features that are available to make it easier to carry the equipment.
- NO