FIREHOUSE WORLD

Comparison Grade 2009 - 2013

SHOW YEA	ARS: 2009	2010	2011	2012	2013
ATTENDEES:					
	-	C+	С	С	С
Number of Attendees	B-	<u>В-</u>	B-	C+	B-
Quality of Attendees	C-	C	C	C-	C+
Consistency of Traffic	<u>C-</u>	B	В	В	B
Quality of Exhibitors		B-	C+	C+	C+
Costs to Attendees	— 				
SHOW:					
Appropriate Hours & Days	B	B	<u>B</u>	B-	<u>B</u>
Costs to Show	C	C	C	С	C
Program	В	C+	C+	C+	B-
Location	B+	B+	B+	B+	B
Dates of Show	B+	B+	В-	B+	В
Demos Allowed	C+	C+	C+	A	B-
STAGING					
Location				В	C+
Cleaning Facilities				В-	C+
Defueling Services				C+	C+
Availability Show/Decorator Staff				C+	C+
Checking In Process				B-	<u>C</u> +
SHOW MANAGEMENT:		_		_	
Show Management	В	В	В	B+	В
Expertise and Cooperation	B	В	В	В	В
Booth	B	В	В	В	C+
SERVICES:					
Set-Up and Breakdown	В	C+	В	В	В
Facilities and Services	B	B	B	В	В
Expertise+Cooperation/Decorator Staff				B	В
Costs of Decorator Services				С	С
Expertise+Cooperation/Utilities Staff				<u>B-</u>	B-
Costs of Utilities Services				C	С
Expertise+Cooperation/Registration				В	В
<u>Hotels</u>	B	<u>B</u>	B-	В	B-
Security	В	В	B-	B	В
TOTALS:					
Exhibitors Total Rating	C+	C+	C+	C	C
(GPA out of 4.0)	2.64	2.71	2.62	2.24	2.48
Overall Rating Averaging					
All Grades	B	B	В-	C+	B
(Overall GPA)	2.92	2.91	2.89	2.67	2.85
Ratio of responses to # of Exhibitors	39/86	24/92	39/86	29/83	24/70
	45%	26%	45%	35%	34%
Were attendees shopping to					
purchase fire apparatus?	Few: 16	10	12	11	9
	Some: 18	11	18	13	12
FMTSRCHistories 2013.xls	Many: 3	1	3	1	0

FDIC Comparison Grades 2009 - 2013

SHOWY	EARS:	2009	2010	2011	2012	2013
					 -	
ATTENDEES:			 _	 -	In. —	B+
Number of Attendees		<u> </u>	В	B+	B+	
Quality of Attendees		В	B .	<u>B</u>	B	B
Consistency of Traffic		C+	C+	В	В	
Quality of Exhibitors		В	B	В	B+	B+
Costs to Attendees		B	B+	B	B	<u>B</u>
			_			-
SHOW:						
Appropriate Hours & Days		B C	В	B C	В	<u>B</u>
Costs to Show		<u>C</u>	C		С	С
Program		B B	B	В	В	В
Location		В	B+	B+	A-	A
Dates of Show		B+	B+	C+	A-	A
Demos Allowed		В	В	В	В	B+
Jemos Anowea						В
STAGING:						
Location					В	B+
Cleaning Facilities					В	В
Defueling Services	╼═┪╟		 		C+	B
Ayailability Show/Decorator Staff					B-	В
					B	B
Checking In Process			+	-	+	_
SHOW MANAGEMENT:		_		-	1	1
Show Management		В	В	B+	B+	B+
Expertise and Cooperation		В	В	B+	B+	B+
Booth		B	В-	В	В	В
SERVICES:						
Set-Up and Breakdown		В	В	В	В	B+
Facilities and Services		В	В	В	B	B+
Expertise+Cooperation/Decorator Staff					В	B
Costs of Decorator Services][С	C+
Expertise+Cooperation/Utilities Staff					В	В
Costs of Utilities Services					C+	C+
Expertise+Cooperation/Registration					B+	B+
Hotels		C+	В	B	В	В
Security		В	В	B+	В	В
						1
TOTALS:						
Exhibitors Total Rating		В	В	В	В	B+
(GPA out of 4.0)		3.18	3.21	3.44	3.45	3.55
Overall Rating Averaging						
All Grades		В	В	В	В	B+
(Overall GPA)		3.1	3.14	3.28	3.27	3.56
				1		
Ratio of responses to # of Exhibitors		79/150	80/242	111/165	79/139	88/139
amile of the bounds to it of Manipulation	╗	53%	33%	67%	57%	64%
Were attendees shopping to			T	1	T	T
purchase fire apparatus ?	Few:	20	19	26	18	10
harenase in e ahharatas		45	44	56	47	41
 "		6	13	13	9	17

PA FIRE EXPO

Comparison Grades 2012 - 2013

SHOW YEARS:	2012	2013
	1st Yr.	
ATTENDEES:	\sqcap	
Number of Attendees	C+	A
Quality of Attendees	C+	В-
Consistency of Traffic	C	C
Quality of Exhibitors	В	В
Costs to Attendees	B+	A-
Costs to Attendees		
SHOW:		
Appropriate Hours & Days	B-	B-
Costs to Show	В	В
Program	В	В
Location	В	B+
Dates of Show	B+	B+
Demos Allowed	B	C
STAGING:		
Location	B+	A-
Cleaning Facilities	В-	В
Defueling Services	С	В-
Availability Show/Decorator Staff	B-	C+
Checking In Process	В	В
SHOW MANAGEMENT:		
Show Management	B+	В
Expertise and Cooperation	B+	В
Booth	B	В
	<u> </u>	
SERVICES:	Ц	
Set-Up and Breakdown	B+	B+
Facilities and Services	<u> </u>	В
Expertise+Cooperationg/Decorator Staff	В	B-
Costs of Decorator Services	B	В-
Expertise+Cooperation/Utilities Staff	В	В
Costs of Utilities Services	B	В
Expertise+Cooperation/Registration	B+	B+
<u>Hotels</u>	B	В
Security	B	В
	+	
TOTALS:	 	
Exhibitors Total Rating	B-	B
(GPA out of 4.0)	2.93	3.16
Overall Rating Averaging	++-	
All Grades	B	B
(Overall GPA)	3.07	3.12
DAL C	27/74	21 /70
Ratio of responses to # of Exhibitors	37/74	21/70
WW7	50%	30%
Were attendees shopping to	112	5
purchase fire apparatus? Few	o	5
Some		9
FMTSRCHistories 2013.xls	: 4	[3

NY STATE FIRE CHIEFS Comparison Grades 2009 - 2013

SHOW YEA	ps.
SHOW TEA	<u>.K.s.</u>
ATTENDEES:	
Number of Attendees	
Quality of Attendees	
Consistency of Traffic	
Quality of Exhibitors	
Costs to Attendees	
SHOW:	
Appropriate Hours & Days	
Costs to Show	_
Program	
Location	
Dates of Show	
Demos Allowed	
STEA CITY C	
STAGING:	
Location	
Cleaning Facilities	
Defueling Services Availability Show/Decorator Staff	
Checking In Process	
Checking in Trocess	
SHOW MANAGEMENT:	
Show Management	
Expertise and Cooperation	
Booth	
SERVICES:	
Set-Up and Breakdown	
Facilities and Services	
Expertise+Cooperationg/Decorator Staff	
Costs of Decorator Services	
Expertise+Cooperation/Utilities Staff	
Costs of Utilities Services	
Expertise+Cooperation/Registration	
Hotels	
Security	
TOTALS:	
Exhibitors Total Rating	
(GPA out of 4.0)	
Overall Rating Averaging	
All Grades	•
(Overall GPA)	
Ratio of responses to # of Exhibitors	
Warn attendage shanning to	
Were attendees shopping to purchase fire apparatus? Few:	
	ome:
M	any:
FMTSRCHistories 2013.xls	y -

2009	2010	2011	2012	2013
В	B-	B-	C+_	
В	В	C+	B	B
C+	B-	C+	C+	C
В	В	B+	В	В
В	В	В	В	В
В	B-	В	В	В
B C	C+	C+	C	C
B	B-	В-	В	В
B	В	В	В	В
В	B	В-	В-	В
B	B	В	В	В-
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<u></u> -	+	+	В	C+
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B	B+	B	<u>B</u>	В
B	B	B	B	
B	<u>B</u>	В	В	В
	+	 -		
	 	 	-	C
<u>B</u>	B-	B	<u>B</u>	C+
B+	<u>B</u>	<u>B</u>	B	B
<u> </u>			B	B
<u> </u>	 		C+	C+
ļ	 		B	B-
			C+	C+
<u> </u>		 _	B	B
C+	B-	B-	C	С
В	В	В-	В	В
В	В	C+	В	В-
3.12	3.02	2.78	3.04	2.94
В	В	B-	C+	B-
3.1	3.33	2.97	2.93	2.89
21/51	14/56	21/62	24/51	19/51
41%	25%	34%	47%	37%
7	6	6	7	6
	3	10	13	9
9 3	1	1	1	0
<u> </u>			1-	

FIREHOUSE EXPO Comparison Grades 2009 - 2013

SHOW YEARS	: 2009	2010	2011	2012	2013
	₩				
ATTENDEES:	C	C+	c	C-	C-
Number of Attendees	C+	B-	C	C	C+
Quality of Attendees	C		- c	D+	C-
Consistency of Traffic	<u>В</u>	B	B-	C+	C+
Quality of Exhibitors	B-	<u>B</u>	B-	C+	C+
Cost to Attendees	D-				
SHOW:					C+
Appropriate Hours & Days	B	B-	B-	C+ D+	C-
Costs to Show	C	C	C	C+	C+
Program	В-	<u> </u>	<u>C</u> +		 В
Location	B	В	B-	В	B
Dates of Show	В-	В	B-	B-	C
Demos Allowed	C+	B	<u>C</u> +	B-	
STAGING:					
Location				C+	В
Cleaning Facilities				C+	B
Defueling Services				C+	В
Availability Show/Decorator Staff				В	B+
Checking In Process				В	В
SHOW MANAGEMENT:	-				
Show Management	В	В	В	В-	В
Expertise and Cooperation	B	B	B+	В	В
Booth	B-	B	В	C+	C+
Dootii					
SERVICES:			В-		В
Set-Up and Breakdown	В	B-	C+	B-	B
Facilities and Services	В	В-	C+	<u>в-</u> В	В
Expertise+Cooperation/Decorator Staff				C-	C
Costs of Decorator Services			_	B-	В
Expertise+Coopreation/Utilities Staff				C-	C
Costs of Utilities Services				B	В
Expertise+Cooperation/Registration	B	В	C+	B-	B-
Hotels	В	— <mark>В</mark>	B-	B-	В
Security	<u> </u>	<u> </u>			
TOTALS:					
Exhibitors Total Rating	C	C	C	C-	C 222
(GPA out of 4.0)	2.39	2.69	2.36	1.93	2.22
Overall Rating Averaging		- -	- C:	C	<u> </u>
All Grades	B	B-	C+		C+
(Overall GPA)	3.03	2.88	2.72	2.49	2.64
Ratio of responses to # of Exhibitors	30/82	29/83	14/79	15/67	31/57
	37%	35%	17%	22%	54%
Were attendees shopping to		4.4		44	12
	v: 14	14	9	11	12
Som	e: 10 y: 1	12	1	0	9

FIRE-RESCUE INTERNATIONAL Comparison Grades 2009 - 2013

SHOW YEARS:	2009	2010	2011	2012	2013
					
ATTENDEES:					-
Number of Attendees	C+	D+	C+	C	C+
Quality of Attendees	B	C	B-	C+	D+
Onsistency of Traffic	С	D+	C+	<u>C</u>	
Quality of Exhibitors	В	В	B	B	B
Costs to Attendees	B	C+	B-	C+	
SHOW:				B	B-
Appropriate Hours & Days	<u>B</u>	B	В С	C	C-
Costs to Show	<u>C</u>	C-		C+	C
Program	<u>B-</u>	C+		C+	C
Location	В	B	В	B - B	
Dates of Show	<u>B</u>	B-	B-	C	C
Demos Allowed	<u>C+</u>	C+	B		-
					
STAGING:				C+	C+
Location	<u> </u>				B B
Cleaning Facilities				C+	B+
Defueling Services	<u> </u>	-		B-	B B
Availability Show/Decorator Staff				B-	B B
Checking In Process				_ B-	
				 -	
SHOW MANAGEMENT:	<u> </u>		_ _	B-	B
Show Management	<u>B</u>	B-	В	B	B
Expertise and Cooperation	<u>B</u>	B	B	B-	<u>В</u>
Booth	В	B	В		
anni a ang		_		- +	
SERVICES:	В	C+	В	В	В
Set-Up and Breakdown	В	В-	B	B	B
Facilities and Services	D		- B	В	C+
Expertise+Cooperation/Decorator Staff	<u> </u>			C+	C
Costs of Decorator Services				B-	В
Expertise+Cooperation/Utilities Staff Costs of Utilities Services	 	+		C+	C
	 			C	В
Expertise+Cooperation/Registration	B-	C+	В	B	C+
Hotels	В	B	B	B	В
Security	╀──	- -			
TOTALS:			_	_	-
Exhibitors Total Rating	C+	D+	C+	C	D+
(GPA out of 4.0)	2.73	1.67	2.63	2.38	1.95
Overall Rating Averaging	<u> </u>				
All Grades	В	C	В-	C+	C+
(Overall GPA)	3.00	2.48	2.89	2.67	2.62
(0.444,014)	T				
Ratio of responses to # of Exhibitors	47/118	23/112	45/114	24/104	42/95
TIMES AT LANDANDED IA II AT WHISPITALD	40%	21%	39%	23%	44%
Were attendees shopping to		1			
purchase fire apparatus? Few:	14	17	19	11	31
Some		4	18	3	14
Many	12	0	1	0	1