

**FIREHOUSE WORLD**  
**Comparison Grade 2009 - 2013**

<b>SHOW YEARS:</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>
<b>ATTENDEES:</b>					
Number of Attendees	C	C+	C	C	C
Quality of Attendees	B-	B-	B-	C+	B-
Consistency of Traffic	C-	C	C	C-	C+
Quality of Exhibitors	B	B	B	B	B
Costs to Attendees	B-	B-	C+	C+	C+
<b>SHOW:</b>					
Appropriate Hours & Days	B-	B	B	B-	B
Costs to Show	C	C	C	C	C
Program	B	C+	C+	C+	B-
Location	B+	B+	B+	B+	B
Dates of Show	B+	B+	B-	B+	B
Demos Allowed	C+	C+	C+	A-	B-
<b>STAGING</b>					
Location				B	C+
Cleaning Facilities				B-	C+
Defueling Services				C+	C+
Availability Show/Decorator Staff				C+	C+
Checking In Process				B-	C+
<b>SHOW MANAGEMENT:</b>					
Show Management	B	B	B	B+	B
Expertise and Cooperation	B	B	B	B	B
Booth	B	B	B	B	C+
<b>SERVICES:</b>					
Set-Up and Breakdown	B	C+	B	B	B
Facilities and Services	B	B	B	B	B
Expertise+Cooperation/Decorator Staff				B-	B
Costs of Decorator Services				C	C
Expertise+Cooperation/Utilities Staff				B-	B-
Costs of Utilities Services				C	C
Expertise+Cooperation/Registration				B	B
Hotels	B	B	B-	B	B-
Security	B	B	B-	B	B
<b>TOTALS:</b>					
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-	B-	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
Many:	3	1	3	1	0

**FDIC**  
**Comparison Grades 2009 - 2013**

<b>SHOW YEARS:</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>
<b>ATTENDEES:</b>					
Number of Attendees	B	B	B+	B+	B+
Quality of Attendees	B	B	B	B	B
Consistency of Traffic	C+	C+	B	B	B
Quality of Exhibitors	B	B	B	B+	B+
Costs to Attendees	B-	B+	B-	B-	B
<b>SHOW:</b>					
Appropriate Hours & Days	B	B	B	B	B
Costs to Show	C	C	C	C	C
Program	B	B	B	B	B
Location	B	B+	B+	A-	A-
Dates of Show	B+	B+	C+	A-	A-
Demos Allowed	B	B	B	B	B+
<b>STAGING:</b>					
Location				B	B+
Cleaning Facilities				B	B
Defueling Services				C+	B
Availability Show/Decorator Staff				B-	B
Checking In Process				B	B
<b>SHOW MANAGEMENT:</b>					
Show Management	B	B	B+	B+	B+
Expertise and Cooperation	B	B	B+	B+	B+
Booth	B	B-	B	B	B
<b>SERVICES:</b>					
Set-Up and Breakdown	B	B	B	B	B+
Facilities and Services	B	B	B	B	B+
Expertise+Cooperation/Decorator Staff				B	B
Costs of Decorator Services				C	C+
Expertise+Cooperation/Utilities Staff				B	B
Costs of Utilities Services				C+	C+
Expertise+Cooperation/Registration				B+	B+
Hotels	C+	B	B	B	B
Security	B	B	B+	B	B
<b>TOTALS:</b>					
Exhibitors Total Rating	B	B	B	B	B+
(GPA out of 4.0)	3.18	3.21	3.44	3.45	3.55
Overall Rating Averaging					
All Grades	B	B	B	B	B+
(Overall GPA)	3.1	3.14	3.28	3.27	3.56
Ratio of responses to # of Exhibitors	79/150	80/242	111/165	79/139	88/139
	53%	33%	67%	57%	64%
Were attendees shopping to purchase fire apparatus ?					
Few:	20	19	26	18	10
Some:	45	44	56	47	41
Many:	6	13	13	9	17

**PA FIRE EXPO**  
**Comparison Grades 2012 - 2013**

<b>SHOW YEARS:</b>	<b>2012</b>	<b>2013</b>
	<b>1st Yr.</b>	
<b>ATTENDEES:</b>		
<b>Number of Attendees</b>	<b>C+</b>	<b>A</b>
<b>Quality of Attendees</b>	<b>C+</b>	<b>B-</b>
<b>Consistency of Traffic</b>	<b>C</b>	<b>C</b>
<b>Quality of Exhibitors</b>	<b>B</b>	<b>B</b>
<b>Costs to Attendees</b>	<b>B+</b>	<b>A-</b>
<b>SHOW:</b>		
<b>Appropriate Hours &amp; Days</b>	<b>B-</b>	<b>B-</b>
<b>Costs to Show</b>	<b>B</b>	<b>B</b>
<b>Program</b>	<b>B</b>	<b>B</b>
<b>Location</b>	<b>B</b>	<b>B+</b>
<b>Dates of Show</b>	<b>B+</b>	<b>B+</b>
<b>Demos Allowed</b>	<b>B-</b>	<b>C</b>
<b>STAGING:</b>		
<b>Location</b>	<b>B+</b>	<b>A-</b>
<b>Cleaning Facilities</b>	<b>B-</b>	<b>B</b>
<b>Defueling Services</b>	<b>C</b>	<b>B-</b>
<b>Availability Show/Decorator Staff</b>	<b>B-</b>	<b>C+</b>
<b>Checking In Process</b>	<b>B</b>	<b>B</b>
<b>SHOW MANAGEMENT:</b>		
<b>Show Management</b>	<b>B+</b>	<b>B</b>
<b>Expertise and Cooperation</b>	<b>B+</b>	<b>B</b>
<b>Booth</b>	<b>B</b>	<b>B</b>
<b>SERVICES:</b>		
<b>Set-Up and Breakdown</b>	<b>B+</b>	<b>B+</b>
<b>Facilities and Services</b>	<b>B</b>	<b>B</b>
<b>Expertise+Cooperation/Decorator Staff</b>	<b>B</b>	<b>B-</b>
<b>Costs of Decorator Services</b>	<b>B</b>	<b>B-</b>
<b>Expertise+Cooperation/Utilities Staff</b>	<b>B</b>	<b>B</b>
<b>Costs of Utilities Services</b>	<b>B</b>	<b>B</b>
<b>Expertise+Cooperation/Registration</b>	<b>B+</b>	<b>B+</b>
<b>Hotels</b>	<b>B</b>	<b>B</b>
<b>Security</b>	<b>B</b>	<b>B</b>
<b>TOTALS:</b>		
<b>Exhibitors Total Rating</b>	<b>B-</b>	<b>B</b>
<b>(GPA out of 4.0)</b>	<b>2.93</b>	<b>3.16</b>
<b>Overall Rating Averaging</b>		
<b>All Grades</b>	<b>B</b>	<b>B</b>
<b>(Overall GPA)</b>	<b>3.07</b>	<b>3.12</b>
<b>Ratio of responses to # of Exhibitors</b>	<b>37/74</b>	<b>21/70</b>
	<b>50%</b>	<b>30%</b>
<b>Were attendees shopping to purchase fire apparatus?</b>		
<b>Few:</b>	<b>12</b>	<b>5</b>
<b>Some:</b>	<b>16</b>	<b>9</b>
<b>Many:</b>	<b>4</b>	<b>3</b>

**NY STATE FIRE CHIEFS**  
**Comparison Grades 2009 - 2013**

<b>SHOW YEARS:</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>
<b>ATTENDEES:</b>					
Number of Attendees	B	B-	B-	C+	C+
Quality of Attendees	B	B	C+	B-	B-
Consistency of Traffic	C+	B-	C+	C+	C
Quality of Exhibitors	B	B	B+	B	B
Costs to Attendees	B	B	B	B	B
<b>SHOW:</b>					
Appropriate Hours & Days	B	B-	B	B	B
Costs to Show	C	C+	C+	C	C
Program	B-	B-	B-	B	B
Location	B	B	B	B	B
Dates of Show	B	B	B-	B-	B
Demos Allowed	B	B	B	B	B-
<b>STAGING:</b>					
Location				B	C+
Cleaning Facilities				B	B
Defueling Services				B-	C
Availability Show/Decorator Staff				B	B
Checking In Process				B	B
<b>SHOW MANAGEMENT:</b>					
Show Management	B	B+	B	B	B+
Expertise and Cooperation	B	B	B	B	B
Booth	B	B	B	B	B
<b>SERVICES:</b>					
Set-Up and Breakdown	B	B-	B	B	C+
Facilities and Services	B+	B	B	B	B
Expertise+Cooperationg/Decorator Staff				B	B
Costs of Decorator Services				C+	C+
Expertise+Cooperation/Utilities Staff				B	B-
Costs of Utilities Services				C+	C+
Expertise+Cooperation/Registration				B	B
Hotels	C+	B-	B-	C	C
Security	B	B	B-	B	B
<b>TOTALS:</b>					
Exhibitors Total Rating	B	B	C+	B	B-
(GPA out of 4.0)	3.12	3.02	2.78	3.04	2.94
Overall Rating Averaging					
All Grades	B	B	B-	C+	B-
(Overall GPA)	3.1	3.33	2.97	2.93	2.89
Ratio of responses to # of Exhibitors	21/51	14/56	21/62	24/51	19/51
	41%	25%	34%	47%	37%
Were attendees shopping to					
purchase fire apparatus? Few:	7	6	6	7	6
Some:	9	3	10	13	9
Many:	3	1	1	1	0

**FIREHOUSE EXPO**  
**Comparison Grades 2009 - 2013**

<b>SHOW YEARS:</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>
<b>ATTENDEES:</b>					
Number of Attendees	C	C+	C	C-	C-
Quality of Attendees	C+	B-	C	C	C+
Consistency of Traffic	C	C	C	D+	C-
Quality of Exhibitors	B	B	B-	C+	C+
Cost to Attendees	B-	B-	B-	C+	C+
<b>SHOW:</b>					
Appropriate Hours & Days	B-	B-	B-	C+	C+
Costs to Show	C	C	C-	D+	C-
Program	B-	C	C+	C+	C+
Location	B-	B	B-	B	B
Dates of Show	B-	B	B-	B-	B
Demos Allowed	C+	B-	C+	B-	C
<b>STAGING:</b>					
Location				C+	B
Cleaning Facilities				C+	B
Defueling Services				C+	B
Availability Show/Decorator Staff				B	B+
Checking In Process				B	B
<b>SHOW MANAGEMENT:</b>					
Show Management	B	B	B	B-	B
Expertise and Cooperation	B	B	B+	B	B
Booth	B-	B	B	C+	C+
<b>SERVICES:</b>					
Set-Up and Breakdown	B	B	B-	B	B
Facilities and Services	B	B-	C+	B-	B
Expertise+Cooperation/Decorator Staff				B	B
Costs of Decorator Services				C-	C
Expertise+Cooperation/Utilities Staff				B-	B
Costs of Utilities Services				C-	C
Expertise+Cooperation/Registration				B	B
Hotels	B	B	C+	B-	B-
Security	B	B	B-	B	B
<b>TOTALS:</b>					
Exhibitors Total Rating	C	C	C	C-	C
(GPA out of 4.0)	2.39	2.69	2.36	1.93	2.22
Overall Rating Averaging					
All Grades	B	B-	C+	C	C+
(Overall GPA)	3.03	2.88	2.72	2.49	2.64
<b>Ratio of responses to # of Exhibitors</b>					
	30/82	29/83	14/79	15/67	31/57
	37%	35%	17%	22%	54%
<b>Were attendees shopping to purchase fire apparatus ?</b>					
Few:	14	14	9	11	12
Some:	10	12	3	3	9
Many:	1	1	1	0	1

**FIRE-RESCUE INTERNATIONAL**  
**Comparison Grades 2009 - 2013**

SHOW YEARS:		2009	2010	2011	2012	2013
<b>ATTENDEES:</b>						
Number of Attendees		C+	D+	C+	C	C
Quality of Attendees		B	C	B-	C+	C+
Consistency of Traffic		C	D+	C+	C	D+
Quality of Exhibitors		B	B	B-	B	B
Costs to Attendees		B-	C+	B-	C+	C+
<b>SHOW:</b>						
Appropriate Hours & Days		B	B-	B	B	B-
Costs to Show		C	C-	C	C	C-
Program		B-	C+	C+	C+	C
Location		B	B-	B	C+	C
Dates of Show		B	B-	B-	B	C+
Demos Allowed		C+	C+	B-	C	C
<b>STAGING:</b>						
Location					C+	C+
Cleaning Facilities					B	B
Defueling Services					C+	B+
Availability Show/Decorator Staff					B-	B
Checking In Process					B-	B
<b>SHOW MANAGEMENT:</b>						
Show Management		B	B-	B	B-	B
Expertise and Cooperation		B	B-	B	B	B
Booth		B	B-	B	B-	B
<b>SERVICES:</b>						
Set-Up and Breakdown		B	C+	B	B	B
Facilities and Services		B	B-	B	B	B
Expertise+Cooperation/Decorator Staff					B	C+
Costs of Decorator Services					C+	C
Expertise+Cooperation/Utilities Staff					B-	B
Costs of Utilities Services					C+	C
Expertise+Cooperation/Registration					C	B
Hotels		B-	C+	B	B	C+
Security		B	B	B	B	B
<b>TOTALS:</b>						
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						
All Grades		B	C	B-	C+	C+
(Overall GPA)		3.00	2.48	2.89	2.67	2.62
Ratio of responses to # of Exhibitors		47/118	23/112	45/114	24/104	42/95
		40%	21%	39%	23%	44%
Were attendees shopping to						
purchase fire apparatus ?	Few:	14	17	19	11	31
	Some:	24	4	18	3	14
	Many:	13	0	1	0	1