

BLAZE

The Newsletter for the Employees & Customers of Fire & Safety Services

Internal Combustion... Words From the President

I intentionally delayed this edition as I wanted to wait until the Pierce Sales Meeting occurred. We had a record year in sales and I know our service department and parts group also had excellent years and are very highly regarded in their areas within Pierce and score very highly in the internal metrics that Pierce maintains. But I also know that there are several excellently run organizations in the dealer network that were also having very good years, and had the ability to produce incredible sales numbers due to their geographic areas. The hard work and efforts of our employees and through the support of our customers we were recognized in several areas: On an individual basis, Bill King and David Russell were recognized for their 15 years of service and Sam Squire was recognized for his amazing 30 years representing Pierce. Bill King was also recognized for his extraordinary year and finished 3rd in the nation in individual sales. Fire & Safety Services was recognized for its sales finishing 4th in the nation in sales and 1st in sales per capita (per million population).

The ultimate honor came at the end of the evening when Pierce announced the 2014 Dealer of the Year award. I proudly accepted the award on behalf of our staff and families. I thank each and everyone of you for your sacrifice and dedication. I also want to thank and recognize our customer base, which without their support, none of this would be possible.

Thank you and hope you enjoy the newsletter

Dave

CFSI Conference April 15-16

David Russell traveled to Washington, DC to participate in the Congressional Fire Service Institute (CFSI) Conference and Hill Day on April 15 and 16.

Over the course of the two days, he participated in visiting several Senators and Representatives to request their continued support for the AFG and SAFER grants that help our nation's fire service be able to continue to protect our citizens during a period of decrease or flat funding on the municipal level. While municipality tax revenue has increased slightly, the unfunded mandates that they are responsible have also increased.

The culmination of the event was the CFSI dinner on the evening of April 16. Vice President Joe Biden gave a rousing non-partisan speech in support of the fire service. One of the honorees was the National Fire Academy Superintendent and former Jersey City Fire Chief, Dr. Denis Onieal, who receive the Mason Lankford Fire Service Leadership Award.

FDIC Convention, Indianapolis

The FDIC convention was held in Indianapolis from April 23-25. During this time Pierce made two new product announcements: the 107' Ascendant steel ladder on a single rear axle, and the new Command Zone 3.

The 107' Ascendant ladder:

Through a complete re-thinking of the ladder and torque box design, Pierce engineering was able to eliminate nearly 5000 pounds of weight which allowed the ladder to be placed on a single 33,500 rear axle. The apparatus also includes a 500 gallon water tank, a hose bed of up to 1000' of 5" hose, and a pump up to 2000gpm. The ladder has a 750 pound tip load dry and 500 wet. It has a flow rate of 1500gpm at the tip, and has a standard design of 30degrees upward nozzle direction for storefront blitz attacks. The entire ladder assembly is made of high strength steel, which results in virtually no downward deflection when extended to its maximum horizontal range of 100'. It has rung lighting as standard and also has the capability for an additional allowance for 100 pounds of equipment at the tip. The outrigger system is a single H-jack system with an 18' spread (13' short-jacked) and a single down stabilizer at the rear of the unit. The chassis it is available on are the Arrow XT, Velocity, Impel and Enforcer chassis. To give you an idea of it's reach, on a 50 ft setback, the device can still reach the 8th floor of a building.



Command Zone 3:

The other major product announcement from Pierce was the introduction of the newest version of Command Zone; the Command Zone 3, or CZ3. The new version is revolutionary in the industry as it is the first system to integrate diagnostics, prognostics and on scene performance along with options to help firefighters with

call preparation. It also allows for up to five wireless devices to be connected to the system as well.



This is done through a 7" color touch screen (with button redundancy) that gives firefighters and

technicians a wealth of information. For technicians this system will make diagnostics and service much easier. First they no longer have to constantly climb in and out of the cab for data, they can connect their tablet or computer through a wireless connection and be able to get full access of the system. No longer will fault codes be lost with the turning off of the apparatus, codes will be retained in an integral data logger; not only will faults be recorded, but the system will be able to check itself and advise technicians of things to

check. No longer will special trouble shooting programs and connections be necessary as it is all at your fingertips and new programs can be uploaded via a USB cable.

The system de-clutters the cab area as seat belt monitoring and tire pressure monitoring (if selected) will be integral to the screen. There are also optional front collision mitigation, GPS mapping available. Through a subscription service, the customer can even get hydrant mapping tied in with their GPS program.

Industry News:

E-One introduced a steel ladder at FDIC. This is the first steel aerial product offered by E-One, which had traditionally built aluminum devices in the past. This new offering is the HPS-105, a four-section aerial ladder using the same body and jack system as their other aerial devices.

Bill Peters, retired Jersey City Fire Department Battalion Chief, was honored with the 2015 Tom Brennan Lifetime Achievement Award at the FDIC in Indianapolis, Indiana. This honor was in part due to his years on writing and lecturing on how to design and develop specifications for fire apparatus; as well as his years sitting on the NFPA apparatus committee.

In another coup for former Jersey City Fire Department officers, Dr. Denis Onieal, retired Chief of the Jersey City Fire Department and current National Fire Academy Superintendent, received the Mason Lankford Fire Service Leadership Award at the Congressional Fire Service Institute Awards Dinner.

The Golden Axe Award...

This will be the final year of the Golden Axe award. When the project was initially begun, it was an effort to recognize an employee of Fire & Safety Services who embodies our goal of providing exceptional Service while respecting our communities, the environment and one another. However, we have listened to the voices of the employees who feel that this project has run its course. We will continue to recognize our employees in the future in a manner yet to be determined.

With approximately 3500 service calls a year, it takes quite a feat to keep all these moving pieces straight. For the longest time Vinnie, Sean and Ed did a great job managing this, but they were consumed with managing this process. Approximately, we decided we needed to add another person to this team to help manage the volume. We were hoping to find someone who could quickly adjust to the "short hand" method that Vinnie and Sean have to communicate with each other. Something developed over the years of working together... We couldn't believe our luck. Approximately 18 months ago we brought someone on board and he has quickly grown into the role of service advisor and has lessened the burden on the other three to allow them to focus on other things in the shop. This person has continuously sought increased responsibilities and does whatever he can to help. For this reason, the 1st Quarter's Golden Axe recipient is... Pete Esemplare.

Congratulations Pete!

New and Noteworthy

New Hires:

Robert Emery - Director of Sales Administration - Started March 9, 2015

Robert Zelehoski - Senior Parts Coordinator - Started April 13, 2015

Larry Longobardi - Shop Technician - Started April 13, 2015

Michael Hatrock - Shop Technician - Started April 20, 2015

Anniversaries of Hire:

January:

Gregg Cariddi - 14 years

Barry Applegate - 13 years

February:

John Mocharski - 10 years

Rosemary McLaughlin - 9 years

Don McNeany - 8 years

Cody Brown - 1 year

March:

William Russell- 33 years

Bob Zeller - 17 years

Craig Lietz- 14 years

Ed Reagan- 9 years

Andrew Drozdowski- 7 years

Rich Raimao- 2 years

Recent Orders:

<u>Customer</u>	<u>Apparatus</u>	<u>Job #</u>
Freehold Twp. Fire Dist. #1	Velocity Pumper	28803
Ocean City	Two (2) Saber Pumpers	28811-01, 28811-02
Middle Twp. Fire Dist #2/Rio Grande	Quantum Pumper/Tanker	28827
Union Township	Velocity Pumper	28832
Burlington Fire District #1	Velocity Combi-HDR	28869
City of Bridgeton	Arrow XT 100' Platform	28364
Barrington Borough	Arrow XT Aerialscope remount	28913
West Orange Township	Arrow XT 100' Aluminum Ladder	28946
City of South Amboy	Arrow XT 105' Ladder (demo)	27976
Andover Township	Saber PUC Pumper	29019
Marlboro Fire District #2/Robertsville	Two (2) Arrow XT Pumpers	29004, 29005
Wall Fire District #3/South Wall	Arrow XT Pumper	29019

Recent Deliveries:

<u>Customer</u>	<u>Apparatus</u>	<u>Job</u>	<u>Delivered</u>
City of Long Branch	Velocity 75' Aluminum Ladder Quint	27982	February 2015
City of Hackensack	Arrow XT100' Ladder	28004	March 2015
Clark Township	Velocity FR HD Rescue Pumper	27933-01	March 2015
Clark Township	Velocity FR HD Rescue Pumper	27933-02	March 2015
Palisades Park Borough	Arrow XT Heavy Duty Rescue	27787	March 2015