



UL  
DQS Inc.  
W.S. DARLEY & COMPANY  
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BBB  
ACCREDITED  
BUSINESS  
BBB RATING: A+

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## Darley Awarded Major Fire Contracts

### Fire & Emergency Services Equipment (F&ESE) Contract

Darley was recently awarded a significant contract by the Department of Defense (DoD). The contract is an indefinite-delivery/indefinite-quantity (IDIQ) agreement and is part of a larger award that is shared among multiple contractors. This new ten-year contract will provide equipment, training, and product support valued at \$2.6 billion over the next ten years.

This is a significant achievement for Darley, and a fifth iteration of the contract over the past twenty years.

**Sourcewell Contract** - We know that no two customers are alike. Some are guided by our Fire Equipment catalog while others prefer to research products and order online. For large purchases, many departments prefer face-to-face meetings. Today we are also seeing more and more requests for increased buying power through cooperative purchasing contracts.

Darley was also recently awarded a multi-year partnership agreement with one of the nation's largest service cooperatives, Sourcewell. This contract is available to all government entities with no cost, obligation or liability. Darley's offering has been pre-bid and vetted with significant discounts available for items like pumps, fire hose, water flow equipment, thermal imaging cameras, rescue equipment, hand tools, EV car safety solutions. Contact us to today to learn how your agency can take advantage of this program. For details, visit [shop.darley.com/sourcewell](http://shop.darley.com/sourcewell)



Jon Stodola, Tom Darley, James Long, Susy Lemar, and Ryan Darley at Sourcewell HQ.

Sourcewell

Awarded Contract

Contract #020124-WSD

## Darley Welcomes New Members to Fire Advisory Board



Reggie McKeithen, Assistant Division Chief, Fire Chief, Dubuque, IA  
Amy Scheller, Fire Chief, Dubuque, IA  
Kansas City, MO

Darley is thrilled to announce the addition of two distinguished professionals to our Fire Advisory Board (FAB) - Chief Amy Scheller and Assistant Chief Reggie McKeithen whose vast experience and expertise will undoubtedly enrich the board's collective knowledge and strategic direction.

Their addition to the FAB reinforces Darley's commitment to continually enhance our understanding of the industry's needs and challenges, and enable us to provide more effective and innovative solutions to our customers.

## CONTACT DARLEY

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## Darley Appoints Lee J. Wise as CFO

Darley has named Lee J. Wise as our new Chief Financial Officer. Wise, formerly Senior VP at Covetrus, brings extensive experience in finance and business development.

CEO Paul praised Wise's financial acumen and leadership, highlighting his fit for the company's growth plans. Wise's background includes roles at Brunswick Corp., Rockwell Collins, and more. He holds degrees from the University of Indiana and the University of Iowa.

Wise will oversee Darley's financial operations, including accounting and treasury. "I am very excited to join Team Darley. The company's customer-centric and values-based culture, along with its strategic market positioning, holds great potential for continued growth and value creation," said Lee.



Lee J. Wise, Darley CFO

From the Office of  
**PAUL DARLEY**



## Culture Eats Strategy for Breakfast

As a leader of an organization, whether it's your fire department, military unit, company, church, or even a family, one of your key concerns should be the health of your group. While strategy is critical, it can't be executed unless you have a strong team that knows the plan, is treated fairly and is empowered to engage.

Patrick Lencioni, in his best-selling book, *The Advantage*, writes, "The seminal difference between successful organizations and mediocre or unsuccessful ones has little, if anything, to do with what they know or how smart they are; it has everything to do with how healthy they are." A healthy organization should have a clear set of values that are adhered to by employees who are supported and respected.

Each year we conduct an employee engagement survey. In 2024, we received the second highest ratings in our company history, with better than a B+ grade point average. Moreover, roughly 95 percent responded that we were headed in the right direction.

Part of the reason for these strong results is that we empower our employees and involve them in the decision-making process, and then we keep them posted on our progress. We are constantly inculcating our culture into our team, not only in our company-wide quarterly meetings and message boards, but more importantly in our daily actions.

This year we decided to take a deeper dive with an organizational health study. Our organizational psychologist Dr. Mark Lowry conducted over 30 employee deep dive interviews to find out what our employees truly like about Darley, and where we can improve. He reported back that our employees truly value our mission of serving first responders and warfighters, and the fact that we are a family business with strong values, stability and transparent leadership that treat our employees, customers and partners respectfully and fairly.

It's been said an opportunity sustains an organization for a year; good management sustains for a decade; good corporate culture sustains an enterprise for a century. Protecting and strengthening our strong culture will allow us to continue to serve you for generations to come. You serve others. We serve you. 🚒

Paul C. Darley  
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Cell: 1-708-267-6288

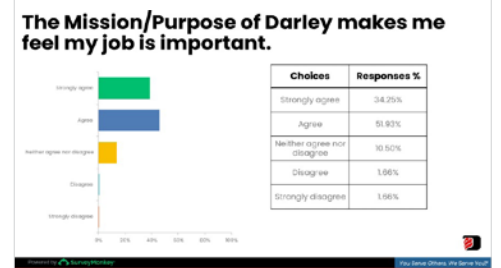
# Darley Employees Give Record Scores in Annual Employee Engagement Survey

Our employee survey conducted in May 2024 aimed to measure the satisfaction, engagement, and feedback of the Darley workforce. The survey received a response rate of 93.9%. The survey covered topics such as work environment, communication, recognition, benefits, and values.

Darley employees gave us the second highest scores in our 25+ years of conducting employee surveys.

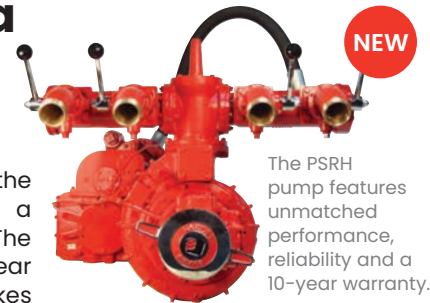
The overall results showed that the vast majority of employees are satisfied with their work at Darley and would recommend it to others. The average grade given to Darley's ability to create a positive work environment and make it a great place to work was B+, with 81.53% of respondents giving a score of B or higher. The most common reasons for choosing A or B were the overall culture, the company mission, the work they are doing, and their supervisor/manager.

Overwhelmingly, employees were motivated by our missions/purpose. 🚒



## Featured Product: Darley PSRH - Pump of Choice for Australia

Darley pumps have been running with great success in the majority of Australian cities for the past 40+ years, mainly in a midmount configuration. Darley was proud to enhance and re-engineer an existing pump to meet the Australian fire services' requests, ensuring a quieter and reliable rear-mounted pump. The unmatched performance, reliability and 10-year warranty of our PSRH with MegaTrans makes this the pump of choice for Australia's front-line pumpers in Queensland, Victoria, South Australia, Northern Territory and Tasmania.



Our PSRH Mega pump was selected for six main reasons:

1. Our high-pressure pump has more flow ability than any other competitor's product, which then allowed for the end user to drive two high pressure hose reels at the same time.
2. Our PSRH Mega pump allowed for gearing that enabled an 882 GPM @ 102 PSI (3340 LPM @ 700 kpa) main pump performance while simultaneously allowing for a 122 GPM @ 363 PSI (460 LPM @ 2500 kpa) performance from the high pressure pump. It was very important to the end user to have at least a 3:1 ratio between the high pressure and main pump pressures while operating simultaneously.



The rear mount PSRH with MegaTrans is capable of flows up to 2000 GPM.



Queensland FRS Type 3 pumper fitted with PSRH Mega.

3. Our high pressure pump could attain a 122 GPM @ 580 PSI (4601 LPM @ 4000 kpa) performance point.
4. Our PSRH Mega pump could attain a 2000 GPM @ 165 PSI (7600 LPM @ 1140 kpa) performance point as well as a 1000 GPM @ 250 psi (3800 LPM @ 1720 kpa) performance point from the main pump with proper drive train.

5. The high pressure pump could be engaged or disengaged. The high pressure pump could be left engaged and dead headed without issue.
6. The pump is light weight (586 lbs. or 266 kg) and has a very low driveline input connection which works well for the long pump rear driveline layout that had multiple Cardan joints.

To learn more and find the right pump to fit your needs, please contact [ryandarley@darley.com](mailto:ryandarley@darley.com) or visit [darley.com/pumps](http://darley.com/pumps). 🚒

# Darley Defense In Full Swing

## Darley Hosts 15th Annual NDIA Great Lakes Chapter Meeting

In July, Team Darley was proud to host the 15th Annual NDIA Great Lakes Chapter meeting, a remarkable event that brought together industry leaders, innovators, and defense stakeholders alike. The event kicked off with a warm welcome from Todd Streicher, event chairman, and Nick Cucci, NDIA Great Lakes Chapter Board President. The agenda was packed with various supply partners and discussion panels including insights from Darryl Thomas of Illinois APEX Accelerator and Aina Vilumsons of Wisconsin APEX Accelerator. A panel discussion, moderated by Scott Singer of CyberNINES, brought together industry leaders to discuss cybersecurity and CMMC. It was followed by a keynote address from Kelly Callahan, IST Chief - Fire & Emergency Services Equipment, DLA Troop Support. These opportunities are cornerstone to our involvement in the daily operations of warfighters and firefighters alike, as we display modern solutions from our trusted supply partners. 🚒



Approximately 100 attendees visited Darley HQ.



General Ray's visit included a tour of our warehouse.

## BENS Visits Darley: Strengthening Partnerships for National Security

Earlier this year, we were honored to host a visit from General Tim Ray, USAF (Ret.), the new President and CEO of Business Executives for National Security (BENS), a highly decorated retired United States Air Force four-star general officer. This visit, on April 9th, 2024, was a testament to the ongoing commitment of BENS to foster strong public-private partnerships essential for national security. Paul Darley, CEO of Darley and longtime BENS member, gave General Ray a personal tour of the facility and provided an exclusive opportunity for BENS members to gain insights into Darley's operations and our pivotal role in supporting first responders worldwide. This visit was a significant event, marking General Ray's commitment to leveraging commercial sector experience to support government partners. 🚒



General Ray and Paul Darley in front of the 1926 Ford Model T.

## Annual Defense Sales Conference Provides Training, Tech and Team Building

In June, over fifty of our Darley Defense sales team members gathered from around the world for an exciting week filled with training and insights on the latest tech and innovations, unmanned systems demos, and strategy sessions, dedicated to elevating our capabilities to better serve our military customers.



One of our team building activities included a fun day at the ballpark!



Demos included training on the latest UxS capabilities.



Our Darley defense team members gathered at Darley's HQ.

We were sure to include some serious team bonding attending a baseball game! Contact Darley at [630-735-3500](tel:630-735-3500) to connect with your defense specialist. 🚒

## Darley Defense Exhibits at Over 50 Trade Shows in 2024

With over 100 different trade shows and industry events company wide, we will exhibit at over 50 trade shows specifically focused on the defense community and our military customers. Our participation is a reflection of our commitment to our customer-centric approach.

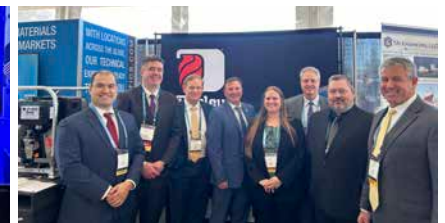


Proudly showcasing our purpose-built solutions for modern firefighting and defense, shows such as AUSA and Sea-Air-Space will allow our specialists the opportunity to build relationships.

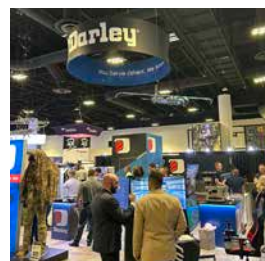
See page 8 for our current list of upcoming trade shows and be sure to follow us on social [@wsdarley](https://www.instagram.com/wsdarley) for the latest developments. Visit Darley at AUSA in Washington, DC October 14 - 16. We'll be at booth #4021 and hope to see you there! 🚒



Darley held an industry panel focused on manufacturing at Sea-Air-Space.



Team Darley at Sea-Air-Space 2024.



Team Darley at SOFWeek and AUSA trade shows.

# See What's Happening Across Darley

## Shop.darley.com Launches as Darley's New Online Shopping Experience

Officially launching in the Spring, shop.darley.com is the next generation online shopping experience of eDarley.com, which has served Darley customers' online shopping needs for the past 20 years.

Built directly from customer feedback and requirements over the last 15 months, shop.darley.com provides expanded features and services and enhanced customer-centric online experiences.

"We need to serve our customers wherever, however, and whenever they need us," said Jerry Bergquist, Director of Digital Performance Marketing, adding, "shop.darley.com is built to perform for our local, state, federal, and business partners now and into the future."

Equip your department today at [shop.darley.com](http://shop.darley.com).



Register on shop.darley.com and enjoy 3% back on every purchase.

## Darley Provides High-Quality Extrication Tools in USA and Canada

Darley is excited that we are offering a complete line of extrication tools. We have partnered with Edilgrappa based in Italy to represent them in the USA and Canada. We're looking for dealers who are interested in taking on a territory to sell these high quality tools.

Edilgrappa has manufactured private-label rescue tools for a well-known American brand, and has earned a reputation worldwide for their quality. It is a brand trusted by firefighters worldwide.

If you're interested in becoming a dealer, please reach out to your regional Darley sales representative or email [ryandarley@darley.com](mailto:ryandarley@darley.com).

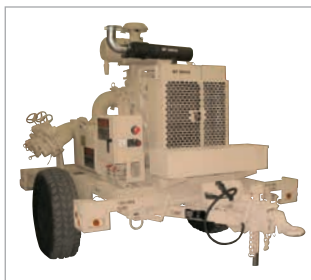


Darley now offers a complete line of extrication tools on [shop.darley.com](http://shop.darley.com).

## Ohler Pumps Support the DoD Since 1947

Ohler Pumps has manufactured fuel and water distribution systems for the Department of Defense since 1947. We continue supporting the Army, Air Force, Navy, and Marine Corps, which all field Ohler systems.

With many decades of experience and products that have been referred to as "Bullet Proof", we are a trusted source of the DoD.



The US DoD has relied on Ohler pumps for over 75 years.

## Darley Provides Low-Cost Internet to Rural Areas for Emergency Response

Partnering with Tekniam's Remote Universal Communication System (RUCS), Darley provides low-cost broadband internet to rural areas for emergency response providers and developing countries. Weighing at just 5 lbs., the RUCS is compact, lightweight, and has low power requirements. The unit and its small distribution module antenna can deliver a signal from an access point within a 1000 ft. radius for up to 250 internet users. The signal can be relayed between the portable communication link units placed three miles apart to cover a total distance of up to 35 mi. The RUCS requires a 5-to-8-watt power draw and can be powered with a small battery pack, car battery, solar, or wall plug. It can also propagate a DoD wideband waveform with minor adjustments.



The RUCS unit + distribution modules send signals 1000'.

## Darley Partners with Wingtra to Offer VTOL Drone Technology

Darley has partnered with Wingtra, a leader in VTOL drone technology, which offers advanced aerial surveying and data collection tools that transform industries like agriculture and construction. The WingtraOne Gen II drone merges the benefits of fixed-wing and multi-rotor designs, providing extensive coverage and versatile operation. With Wingtra, users obtain high-resolution imagery, precise 3D mapping, and comprehensive support – enhancing improved decision-making and operational efficiency.

Contact [nickfay@darley.com](mailto:nickfay@darley.com) to build a custom drone program to meet your needs with this exciting new technology.



NEW

Wingtra drones offer mapping for fast and accurate surveying data and are compatible with leading GIS and 3D mapping companies.

## Darley Tactical Evolves

As Jeff Darley likes to say, the one constant in business is change. Over the last two years Darley has realigned the Tactical Division to support global fire, EMS, & military customers with improved business performance leading to increased customer satisfaction. Today, we offer tactical pumpers including: the Max, standard, light, ultralight, fuel and water transfer pumps, pump modules, and bodies. We also offer services such as repair, body installation, and module installation. We've heard positive feedback from end-users and OEM customers including improved quality, ease of order process, and on-time delivery. Our customers continue to motivate our team to meet & exceed expectations. Please contact [kyledarley@darley.com](mailto:kyledarley@darley.com) for more details.



Darley's tactical team provides unique solutions.



Garret Yohnk  
Sr. Mfg. Engineer  
garretyohnk@darley.com

# Just Ask Engineering

## Question:

How is Darley using technology to improve safety in manufacturing operations?

Asked by: John Slawson  
VP of Sales & Business, Smyrna Truck & Cargo

## Answer:

Darley has been a trusted and high-quality supplier of fire equipment and apparatus for over a century and manufacturing fire pumps for the last 90 years. Throughout that time, the manufacturing process has changed significantly. Darley is continually adapting its manufacturing operations for improved performance, value, and safety. Most recently, we are working on our pump test operations.

As a manufacturer of life saving equipment, we test 100% of our product before it leaves our facility to ensure the highest quality standard. Each pump is connected to an electric motor and test technicians run those pumps to the NFPA standard for the pump rating. This requires a lot of manual valve adjustment to meet each of the prescribed performance points. With the wide variety of pumps offered in the product line, it leads to valves being in many different locations and most, due to the size of the pump, put the ball valves above the heads of the test technicians. This was an ergonomic and safety concern due to shoulder strain and repetitive motion through valve adjustments.



Mounted on movable carts, the new control screen allows test technicians to adjust the RPM, ball valve, and suction valves while working on other duties.

With the wide variety of pumps offered in the product line, it leads to valves being in many different locations and most, due to the size of the pump, put the ball valves above the heads of the test technicians. This was an ergonomic and safety concern due to shoulder strain and repetitive motion through valve adjustments.

To eliminate these potential safety concerns for employees while still ensuring the product quality we are known for, we have installed electronically actuated valves to replace the manually adjusted valves. These valves are now controlled through a PLC that displays every piece of information that the test technicians need in order to perform their tests. From the control screen, operators can adjust the motor RPM, ball valve, and suction valves to achieve the various test point requirements while also monitoring the status of each variable that they need to watch for quality. The new control screens are mounted on movable carts which allow the test technicians to move outside of the loud testing environment and monitor their test while they work on other duties like preparing the next pump for testing.



Darley's new electric valves provide enhanced efficiencies and reliability, and eliminate potential safety concerns.

This investment in technology has many benefits for Darley, but the main reason was to improve ergonomics and safety of the workers in the test area. Other gains from this include:

- Enhanced Throughput: Efficient testing processes lead to quicker validation and deployment of the fire pump.
- Reliability: Rigorous testing ensures that the pumps perform optimally during critical situations.

Darley's commitment to innovation and safety underscores the importance of electronic valves in their testing facility. These advancements not only enhance ergonomics but also contribute to overall operational excellence. 🚀

## Darley Awarded 2nd Contract from FEMA for Tank & Pump Systems

Darley's Ohler Pump division has been awarded a second long term contract from FEMA for tank and pump systems. Having delivered thousands of systems, Darley continues to support disaster survivors' needs for safe, fire protected modular housing.

Ohler's ability to provide customized solutions and implement continuous improvement initiatives has allowed us to traverse the ever changing needs FEMA is faced with. We are proud of our continued support of the disaster survivors FEMA serves. 🚀



Fire protection for Mobile Housing Units.

## DRS – Enhanced Capabilities & Competitiveness through OEM Partnership

Darley began manufacturing centrifugal pumps for the fire service in 1934. Since then, Darley has developed centrifugal pumps for myriad applications including firefighting, water transfer, fuel transfer, dewatering, mining, water purification, and agriculture. Darley's diverse capabilities have presented many opportunities for OEM partnership. Darley commonly partners with OEMs and contractors to enhance product capabilities and joint competitiveness.

Recently, Darley has been working on a fuel transfer program for the US Army's Early Entry Fuel Distribution System (E2FDS.) Darley is a subcontractor on the program to Leonardo DRS. Leonardo DRS encompasses a broad range of skills including, but not limited to: advanced manufacturing, cargo handling, SCADA system development, and tactical communications. While DRS has a wide array of capabilities, it made business sense for DRS to work jointly with Darley on the E2FDS Program. Darley has supported DRS's contract by supplementing their existing capabilities with in-depth centrifugal pump knowledge, understanding of hydraulic profile analytics, & DoD contract experience. In partnership, DRS and Darley have been able to field an economically competitive, state-of-the-art solution. Darley is extremely thankful for the trust DRS and the US Army have placed in Darley. We look forward to future opportunities to partner with OEMs and contractors to provide lifesaving equipment. If you are interested in discussing partnership opportunities, please reach out to us at [kyledarley@darley.com](mailto:kyledarley@darley.com). 🚀



At the heart of the E2FDS is a modified version of our LE600 pump.

From the Office of  
**JAMES LONG**



## Summer of Cairns

In June I was able to get away for eight days and hike the “Mighty 5” national parks in Utah – Arches, Bryce Canyon, Canyonlands, Capitol Reef and Zion. This wasn’t your prototypical vacation of kicking back and putting your feet up. Just the opposite, we covered over 13 miles/day with weather as hot as 104° and often strenuous hikes. I was physically still up for the task and felt good about my flexibility and endurance despite blowing out my old hiking boots on the first day.

My vacations are always “working,” but with spotty cell phone service even at the lodges, I was forced to “unplug” from emails and phone calls. This was something I hadn’t done in a very long time.

If I brought up “Cairns” to anybody in the fire service, the first word out of their mouth would be leather helmets, but during my trip, cairns had another meaning all together. For those walking the dusty trails with nothing but gravel and boulders, cairns are the stacked piles of rocks left by those that came before you. Without these trail markers, I would still be aimlessly walking around southern Utah.

My daily hikes made me slow down and soak in the incredible natural beauty of America, but also look with admiration to those settlers who built the roads and tunnels through mountain ranges over a century ago. These are enduring gifts from a prior generation, where millions today benefit from our ancestors’ sacrifices and vision for the future.

We should all strive to be trailblazers. This means appreciating the head start most of us received, making meaningful contributions today, but also leaving your mark for those that come after us. 🚀



James Long  
President, Defense/Executive VP, Fire  
[jameslong@darley.com](mailto:jameslong@darley.com)

# INSIDE DARLEY

## Team Darley Volunteers Support Local Community

Team Darley members from pump and tactical divisions gathered to support our local community by participating in an Adopt-A-Highway clean up. Our team of volunteers gathered at 8 am to clean up trash between County Highways J and S in Chippewa Falls, WI, and enjoyed a pizza lunch and laughs upon return.

Pictured at right: Back row: Ron Miller (Tactical), Andy Nicolai (Tactical), Jon Cote (WJD machine shop), Steve Kuehini (Tactical), Matt Wold (Boos assembly), Aaron Eystad (WJD machine shop), Sean Lein (customer support), Dean Holte (Tactical), Front row: Carmon Bonn (HR), Marilyn Hartung (operations assistant), Becky Pope (logistics coordinator), Josh Vaughn (test room). 🚀



Team Darley members volunteered their time to clean up a local highway in Chippewa Falls, WI.

## Dominican University Honors the Darley Family

In May of 2024, the Darley family and company were honored with the inaugural Pillars Award. This award recognized Darley for our practice of Dominican University’s four pillars: faith, study, community and service.

This isn’t the first time Darley received an inaugural award from Dominican. The Darley family has been associated with Dominican University for over 75 years. In 1985, Jeanne Morrissy Darley (Class of 1950,) wife of William J. Darley, was honored posthumously with the inaugural Caritas Veritas Symposium honoring her for living a virtuous life.

Bill Darley served on the Board for 16 years, and Paul Darley has served on the Board of Trustees for Dominican University for nine years. Peter, Stephen and Krina Darley all attended school there.

Established in 2011, The William J. Darley and Krina Darley scholarships provide perpetual scholarships that are offered to the sons and daughters of first responders and war fighters.

The Darley company and Darley Family Foundation support over 250 charities each year. To learn more about our CSR initiatives, please visit [www.darley.com/corporate-social-responsibility](http://www.darley.com/corporate-social-responsibility). 🚀



## Meet the Team: Sean Lein Customer Support

Sean Lein, a new member and key leader of our Customer Support Team, joined Darley in December of 2023. He has known the Darley name since grade school when he would ride his bike over after school to carry sheets of sheetrock inside the building to help finish what is our Chippewa Falls, WI office.

Sean graduated from Naval Avionics Academy, Naval Air Station in Pensacola, FL, in 2007. He served on Marine Corps Air Stations in Cherry Point, NC, and Yuma, AZ, from 2007-2012 as an avionics technician and detachment leader for VMAT-203’s emergency response team. Sean’s passion for the firefighting community is rooted deeply in his childhood. He has spent his life surrounded by these amazing people, from his father, Paul, who was a firefighter, to growing up across the street from Mike Hepfler, the retired Fire Chief of Chippewa Falls. This even led to his twin brother, Dan, pursuing a career as a city of Eau Claire, WI, firefighter and paramedic, honorably serving for the past 10 years. Serving the firefighting, first responders, and defense communities is engrained into who he is, and it is an honor to do so daily here at Darley. Former President Ronald Reagan stated that “Some people spend an entire lifetime wondering if they made a difference in the world. But, the Marines don’t have that problem.” This rings true for him as a Marine and the same rings true for everyone at Darley. They are fortunate to serve those who serve.

His wife, Jessica, and he are both from Chippewa Falls, WI, and they have two children: their son Kasen, who is 13, and their daughter Blake Audrey, who is 5. 🚀

## Darley Pump Academy

Our tuition-free Pump Academy provides comprehensive knowledge ranging from pump theory to hands-on maintenance and repair of Darley pumps and accessories. To keep up with ongoing advancements, we advise OEM service centers to participate at least once every five years. To register, email [pumptraining@darley.com](mailto:pumptraining@darley.com).

### Darley Pump Academy Dates

Oct 8 - 10, 2024 | May 6 - 8, 2025 | Oct 7 - 9, 2025



Recent Pump Academy graduates.

## 1937 Darley Pumper

The Citizen Fire Co. in Gordon, PA, purchased the 1937 Darley Champion Chevy pumper from in Ashland, PA. The pumper is equipped with a Darley 500 GPM type M pump, number 768, with a 150 gal. tank. The truck was sold in December, 2023, to the past chief's grandson, and is stored in the Schuylkill County fire museum. After 87 years, the pumper still runs and moves water with only a minor leak. 📌



The 1937 Darley Champion Chevy Pumper.

## Next Gen Darley Mary Long

Hi! My name is Mary Long. I am a school-based Speech-Language Pathologist serving the children of Western Springs, Illinois. I am the great-granddaughter of W.S. Darley and the granddaughter of Patricia Darley Long. Growing up, my parents, Michael and Tina, taught my siblings and me the importance of family and the significance Darley holds. To this day, I take great pride in being a member of this family and part of a company that serves our heroes and tactical communities. As an educator and fourth generation family member, I hope to help carry on these family values for generations to come. 📌



There are currently 31 fourth and 19 fifth-generation Darley family members who are descendants of William S. Darley.

# Darley Demander Spotlight

## Scottsdale, Arizona, Fire Department

The Scottsdale, AZ Fire Department (SFD) has a rich history of service to a growing Scottsdale and now offers comprehensive fire, hazardous incident response and emergency medical services in a diverse service area.



The Pierce PUC is used as both an engine and paramedic unit.

SFD response area encompasses 184 square miles.

The SFD has about 300 firefighters and paramedics who respond to more than 30,000 calls for service each year from 15 fire stations. Their entire fleet of engines are Pierce PUC trucks. Their brush trucks have Darley pumps as well.

According to Asst. Chief Eric Valliere who oversees the fleet, "Our Darley pumps have served us well over the years. The support from the Darley team is amazing. While we haven't had any pump problems, we know who to call if we ever do." 📌



The entire fleet of front line engines are Pierce PUCs.

## Boat Builders Worldwide Demand Darley

Zycraft USV Pte Ltd, a Singapore company, is now building a 12m Unmanned Fire Fighting Vessel that will be launched in Oct 2024. The company chose the Darley ZSD3000 fire pump driven by a Cummins QSB6.7 550 HP diesel engine and connected to twin Elkhart EXM2 Scorpion monitors each capable of delivering 2500 LPM. With this configuration, the USV FiFi is expected to achieve high water volume at over 80m range.



The Zycraft remote controlled unmanned fire fighting vessel.

James Soon, Zycraft General Manager expressed that Darley was extremely helpful in providing technical solutions during the pump selection process that defined the design needed to ensure a high performing fireboat. He commented, "Darley provided us with a total systems approach to achieve a compact and powerful fire fighting system and it was really a pleasure working with their design team."

Asis Boats, headquartered in Dubai and Maryland (Ocean Craft Marine,) offers a product line-up that includes search and rescue (SAR) boats. They build RHIBs with aluminum and fiberglass hulls and have recently installed a Darley LSDE 1000 GPM pump with a 4.3L V6 VVT DI (LV3) gasoline marine engine.

The Darley pump with foam proportioning system, essential for rapid and effective fire suppression, provides unparalleled efficiency in intense marine fire situations.

David Haines, Sales Manager America Region stated, "We value the support and partnership we received from Darley on these projects."



ASIS boats with the LSDE Darley pump provides quick and efficient response.



Two new firefighting vessels for New South Wales are equipped with two Darley PSP 2000 pumps, flowing over 5000 GPM.

The Port Authority of New South Wales recently took delivery of two new fire-fighting vessels built by Birdon. They are equipped with two Darley PSP 2000 GPM (7600 LPM) PTO driven pumps, flowing over 5000 GPM, sold by Darley's Australian Partner, Global Fire Solutions. Designed with speed, enhanced maneuverability and better accessibility to shallow regions in mind, these vessels are built for enhanced firefighting operations and incident responses. Watch the video at [www.darley.com/media/darley-pumps-protect-sydney-harbour](http://www.darley.com/media/darley-pumps-protect-sydney-harbour) 📌

# Darley Partners with Microsoft and Ford to Offer Smart Vehicles

Darley and Microsoft have partnered to create integrated public safety vehicles to keep first responders connected and operational during critical incidents. By combining Darley's system integration manufacturing expertise with Microsoft's cloud and software capabilities, we are delivering resilient, connected vehicles that meet the demands of modern public safety.

These vehicles provide unified command and control, ensuring reliable communications and operational capabilities even in challenging environments. With seamless LTE and satellite connectivity, first responders can maintain focus on their mission without worrying about technical disruptions. Enhanced situational awareness tools, including video analytics, AI, and drone integration, offer real-time data and insights, improving decision-making and operational efficiency.

The vehicles are adaptable for urban and rural operations, offering scalable solutions prioritizing mobility and rapid deployment. Their modular design allows easy customization, including communication systems, lighting, and additional features tailored to specific needs. This partnership brings advanced, mission-focused technology to public safety, ensuring first responders have the tools to stay connected, informed, and effective in any situation.



The connected vehicles ensure reliable communications and operational capabilities in challenging environments.



Paul Darley, Kevin Sofen, Lee Wise and Sai Narain, from Microsoft, at FRI.

## Trust Darley to Provide the Newest Member of Your Team



**Unmanned Systems (UxS) are critical assets on every team. Air, ground, or water — Darley is here to serve your needs.**

### The Darley Difference

- 🔥 1000s of aerial, aquatic & ground robots sold to multiple first responder agencies
- 🔥 Actively on DoD & Federal Agency contracts
- 🔥 Consultative – not transactional
- 🔥 U.S.-based training and technical support



To build your program, contact [uxs@darley.com](mailto:uxs@darley.com)

## Darley Sponsors the Leadership Podcast

According to Forbes, over 100 million Americans now listen to at least one podcast every week, accounting for 34% of Americans aged 12+. This is an increase from 31% in 2023 and 26% in 2022.



Jim Vaselopulos

Darley jumped on this trend early and became the exclusive sponsor of The Leadership Podcast in 2016. Hosted by Jan Rutherford, a US Army Special Forces soldier and Jim Vaselopulos, CEO and executive coach.

They have recorded over 400 of the weekly episodes featuring military and business leaders from around the world. Episode #101 featured Four-Star General Stanley McChrystal. General Martin Dempsey, 18th Chairman of the Joint Chiefs of Staff is interviewed in episode #202. Audrey Darley is interviewed in episode #349, while Paul Darley is #237.

Darley has been so impressed with Jim and Jan, that Jim now leads management training at Darley University, our formal management training program at Darley.

## Darley University

Darley University is relaunching as a comprehensive education program to develop future leaders, encourage learning, connect employees, and expand skill sets. It focuses on core values, commonly referred to as "The Darley Way," to align employees with the company's mission and values.

The program covers various topics, including generational differences, AI, cybersecurity, and handling difficult conversations, promoting teamwork and collaboration across the organization. By broadening perspectives and equipping employees with essential skills, Darley University aims to empower them to reach their full potential and contribute to the company's success.

## Connect With Darley Worldwide at Over 100 Trade Shows Annually

Sept 3 – 6	AFAC	Sydney, Australia
Sept 8 – 13	NTOA Law Enforcement Conference	Kansas City, MO
Sept 10 – 12	Ft. Moore Expo/Maneuver Warfighter	Fort Moore, GA
Sept 15 – 18	IL Fire Service Conference	Peoria, IL
Sept 22 – 25	Fire Rescue Canada	Montreal, Quebec
Sept 29 – Oct 4	Fire Truck Training Conference	Lansing, MI
Oct 1 – 3	GSOE European Symposium	Bratislava, Slovak Rep.
Oct 8 – 10	Darley Pump Academy	Chippewa Falls, WI
Oct 14 – 16	AUSA	Washington, DC
Oct 16 – 19	Minnesota Chiefs	Duluth, MN
Oct 21 – 22	ARC WEPTAC	Tucson, AZ
Oct 21 – 25	CO State FC – Fire Leadership Challenge	Keystone, CO
Nov 19 – 21	Modern Warfare Expo	Ft. Liberty, NC
Dec 3 – 7	Hawaii Fire Chiefs	Oahu, HI
Dec 4	Darley Day – Joint Force Entry Innov. Sym.	Ft. Campbell, KY
Dec 4 – 6	IAFC-TSI	Oklahoma City, OK
Dec 4 – 7	ACTE CareerTech Vision	San Antonio, TX
Jan 14 – 16, 2025	Intersec	Dubai, UAE
Apr 7 – 12	FDIC	Indianapolis, IN
Apr 7 – 9	Sea Air Space	National Harbor, MD
Apr 29 – May 1	Modern Day Marine	Washington, DC
May 5 – 9	SOF Week	Tampa, FL
May 13 – 15	LANPAC	Honolulu, HI

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**3% back on every purchase on**  
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