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W.S. DARLEY & COMPANY  
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CERT # 10000970



BBB RATING: A+

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## Wilson Jones Joins Darley Board of Directors

Wilson Jones, the former President and CEO of Oshkosh Corporation, has recently been appointed to the Board of Directors at Darley.

Jones brings with him a wealth of experience and expertise in both the defense and firefighting industries, working at Oshkosh Corporation since 2005 and serving as CEO from 2016 to 2021. Under his leadership, Oshkosh grew into a global leader in specialty vehicles and vehicle bodies, with a focus on serving customers in the defense, fire and emergency, and commercial markets.

In his new role on the Board of Directors at Darley, Jones will bring his strategic vision and operational expertise to our company, helping to guide its growth and success in the highly competitive firefighting, emergency response and defense industries. Wilson also serves on the Board of Directors for Thor Industries, Inc., one of the world's largest manufacturers of recreational vehicles, as well as on the Boards of the Green Bay Packers, Green Bay Packaging, and the Oshkosh Kid's Foundation.

"Wilson Jones is a highly respected leader and confidant. We are thrilled to have him join our Board of Directors," said Paul Darley, Chairman & CEO of Darley. "His insights and expertise will be invaluable as we continue to expand our offerings, build on our commitment to innovation and customer service, and implement our continuity plan."

Throughout his career, Wilson has cultivated a servant-led leadership model with a focus on valuing diverse opinions, fostering an environment of trust, developing others, and acting with humility. These efforts to build a culture around putting people first have contributed to the many recognitions Oshkosh Corporation has received. Most notably, Oshkosh Corporation has been listed as a World's Most Ethical Company by Ethisphere Institute for six consecutive years, highlighting the company's strong ethical culture.

"I am excited to join the Board of Directors at Darley," said Jones. "I have known Paul Darley and the Darley family for over 25 years as both a customer and a supplier. The company has a rich history of innovation and excellence in the firefighting, first response and defense industries, and I look forward to working with the team to help drive its continued success and growth."

Jones' appointment to the Board of Directors at Darley is just the latest example of the company's commitment to building a team of highly experienced and talented leaders, who can help guide Darley into the future. 🚀



Wilson Jones

## Darley Named Top 100 USA Defense Contractor



Darley Defense Advisory Board during our December 2022 meeting.

Defense & Security Monitor recently released their report on the top 100 Defense Contractors in 2022. The largest are household names like Lockheed Martin, Raytheon, and General Dynamics with sales in excess of \$20 Billion each.

Darley is honored to be listed at #68 with Department of Defense (DoD) sales of \$607 Million in 2022.

Darley's history of serving the US Military dates to World War II, when Darley provided thousands of pumps for the US Army and Navy, earning us the coveted E Award.

Today, Darley's defense division is guided by an amazing Defense Advisory Board with retired leaders from all branches of the DoD. Along with our dedicated staff, they are committed to our mission of passionately serving the world's first responder and tactical communities by providing high quality, safe and innovative products with unmatched commitment and service. 🚀

Darley Defense employees at our annual sales meeting in Itasca, IL.



Darley Defense employees at our annual sales meeting in Itasca, IL.

FROM THE OFFICE OF  
**PAUL DARLEY**



**You Serve Others.  
We Serve You.™**

Every once in a great while, a new technology emerges that I know will change the world. Well, it appears that may have just happened with the overnight adoption of generative artificial intelligence (AI).

Microsoft recently invested over \$10 billion into ChatGPT. This freemium website allows you to ask almost any question, and it will write about the subject succinctly. It can help write everything from college essays to company newsletters. I sit on the Board of Trustees for a university and, believe me, discussions are taking place in educational institutions and company board rooms around the world.

Make no mistake, this will be a disruptive technology. It's here now, and it could spell trouble for Google, but opportunity for most.

This technology will change the world, for the better, if you choose to embrace it. We plan to adopt it so that we can serve you better. The implications are far reaching, but the humanity in us will prevent us from ever being replaced by robots and computers.

Here at Darley, we congratulate our Team Darley members on their recent promotions. We have so many amazing leaders who will be the face of Darley for decades to come. As I reflect on them, I'm reminded of a story that author Marcus Buckingham tells about finding and grooming leaders.

At a visit to the circus, Marcus was amazed by the tricks the dogs could do. He asked the circus master, "How do you teach those dogs to stand on their hind legs and walk around?" The response: "It's simple, I go down to the pound and look for dogs on their hind legs begging to be picked."

The lessons are twofold. One, look for leaders who want to be leaders. Two, select those who have the ability or proclivity to achieve the task.

We are so excited to have Wilson Jones join our Board. I've always admired Wilson's servant-leader approach, and his guidance will be critical as our company moves on to the 4th and 5th generations of our 115-year-old family business.

We plan to exhibit at over 100 tradeshows this year. Please visit us to see the disruptive technologies we are introducing that will change the defense and fire markets. You serve others. We serve you. 🚒

Paul C. Darley  
President & Chief Executive Officer  
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## Featured Customer: Shreveport, Louisiana, Fire Department

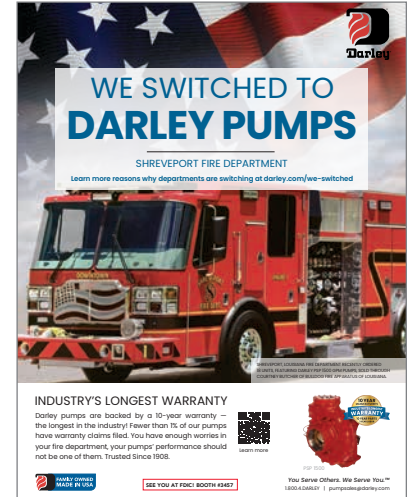
Darley's commitment to success is showcased every time a customer makes the decision to switch to Darley pumps in their apparatus. Their reasons may vary from low cost of ownership, compact design, customer support, commitment to excellence, lifetime warranty, family owned, or made in USA. When a customer like Shreveport, Louisiana, chooses Darley, we know we're doing something right.

This customer started conversations with Darley in 2020 at the Fire-Rescue International conference. They were beginning the process of replacing their fleet and working to ensure the decisions they made could serve their department and constituents long-term.

We talked with them about their needs and options: Midship, PTO and the Darley PSP. After conversations and analysis with our pump sales and engineers, the Shreveport FD demanded Darley PSP 1500 pumps in their new specifications.

Shreveport is the 3rd largest city in Louisiana sitting at the crossroads of Arkansas and Texas. Shreveport's response areas include residential and commercial structures, a major airport, rail traffic, and river traffic. And they're neighbors of the Barksdale Air Force Base.

This complex city needed a well-engineered solution, and we are honored they chose Darley. Learn more reasons departments are switching to Darley pumps at [www.darley.com/we-switched](http://www.darley.com/we-switched) 🚒

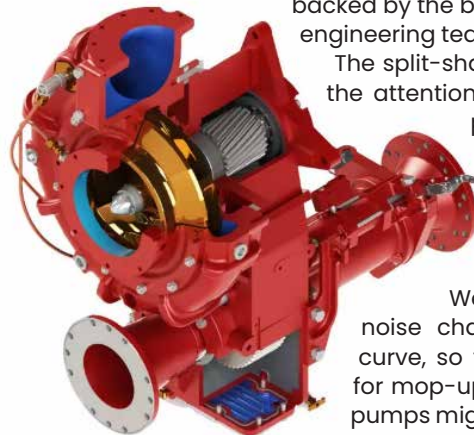


Shreveport, LA, FD ordered 18 units equipped with Darley PSP 1500 pumps.

## PS Pump Now Rated up to 2000 GPM

The Darley PSM 2000 GPM pump is the most compact, durable, and efficient 2000 GPM (7571 L/M) end-suction pump on the market. The pump has been designed by experts in fluid dynamics technology and utilizes our proprietary silicon carbide mechanical seal, which handles use and misuse better than any other mechanical seal available on the market.

The gearbox will handle 19,230 ft. lbs. (26,072 Nm) of torque, and the gears are helically cut to ensure quiet operation. Our impeller is vacuum-cast – eliminating porosity – and dynamically balanced to ensure smooth operation while spinning at over 5000 RPM. Pumps are modularly built for easy service and backed by the best service and engineering teams in the industry.



Darley PSM 1000 - 2000 split-shaft pump.



Darley PSP 1000 - 2000 PTO pump.

The attention of builders of mid-mount aerials, where pump house space is almost non-existent. Our new offering allows for an easy 2000 rating using a lower cost Allison 3000 EVS transmission off a Cummins L9 400 engine rather than having to step up to the 4000 EVS.

We also have patents pending on the low noise characteristics throughout the entire pump curve, so the pump won't scream while being used for mop-up @ 50 GPM @ 250 like other single suction pumps might. OEMs may opt to purchase our stripped-down pump assembly and capture further savings utilizing their own manifold design. 🚒





# FDIC 2023 Sneak Peek

## Built for Performance, Powered by Technology.

With more than 100 years of experience, Darley is bringing our manufacturing prowess and distribution ingenuity to FDIC 2023. Explore our booth as we take you through our end-to-end solutions.

**Darley Honda IGX 800 Pump** - Darley is excited to announce a new line of portable and skid mounted pumps powered by the Honda IGX 800 motor. Available in conjunction with the Darley 2BE, 1.5 AGE, and 2.5 AGE, these pumps provide a reliable and efficient solution for a wide range of applications. Dual control panels provide added flexibility and ease of use. We're accepting orders for the new line of pumps starting July 2023. For more information about Darley's new line of portable and skid mounted pumps powered by the EFI Honda IGX 800 motor reach out to [shanesullivan@darley.com](mailto:shanesullivan@darley.com).



Darley's new EFI Honda IGX 800 offers dual control panels for added flexibility and ease of use.



The FLAIM Extinguisher is the end-to-end solution for fire safety training.

**FLAIM Trainer** - "Under pressure, you don't rise to the occasion, you sink to the level of your training. That's why we train so hard." - Anonymous Navy SEAL. The need to perform realistic sets and reps is a critical aspect concerning first responder readiness. FLAIM Trainer enables first responders to physically and mentally rehearse low-frequency/high-risk emergencies. With classic and new content, first responders can access scenarios with varying complexity, situational awareness and approach/attack angles for everything including EV fires. Other exciting FLAIM Trainer updates include the use of a thermal imaging camera (TIC), ability to inject obstacles during the training events (victim screaming, collapse, flashover, door procedures, explosions, day/night, changes in wind direction/intensity, etc.), and multi-user, allowing multiple firefighters to train, as a team, simultaneously in a hazard anywhere in the world.



The FLAIM Trainer now includes the use of a thermal imaging camera, and offers multi-user mode.

**Darley Tactical** - Darley's tradition in fire apparatus manufacturing stems from our founder, William Stuart (W.S.) Darley. In the early 1900s, W.S. had a vision of producing firetrucks on commercial chassis to serve the demanding needs of the fire industry. Starting with Henry Ford's model T, W.S. brought his vision to life.

With a legacy of fire apparatus and pump manufacturing, Darley's tactical division is positioning itself as the best-in-class compact-pumper manufacturer. Darley's new Tactical Pumper™ features a 1500 GPM pump paired with a 400 gallon water tank. The Tactical Pumper's co-polymer body will not rust and provides an integral tank to optimize tank & compartment capacity.

If your department is looking for an agile initial attack truck with pump capabilities that rival your first out pumper, Darley's economic Tactical Pumper™ is the truck for you. Please reach out to [kyledarley@darley.com](mailto:kyledarley@darley.com) for more information and stop by our booth at FDIC.



VRpatients™ offers real-time lifelike scenarios to interview, access, diagnose and treat patients.



**VRpatients** - VRpatients™ immerses EMS students and professionals into lifelike, stress-inducing educational scenarios allowing them to interview, assess, diagnose and treat patients in real time. Customizable for your department's specific Standard Operating Procedure, it enhances the instruction and training experience using technology as a way to practice, fail and learn.

**Ghost Robotics** - Ghost Robotics is the pioneer in Quadrupedal Unmanned Ground Vehicles (Q-UGVs) and is working with Darley to ensure this high-powered tool is accessed and deployed to meet military and first responders' needs in our increasingly complex and rapid-response world. Agile and built to withstand harsh environments, users can attach fit-for-duty payloads for mission success.



High-powered and agile, the Ghost Robotics Q-UGV is built to withstand harsh environments.



The Darley Car Fire Blanket isolates and contains fire. The Emergency Plug®. The one-step universal 'plug' automatically tunes to the vehicle's settings and puts it in Park or Neutral to disable movement. Learn more about Darley's electric vehicle solutions on page 7. 🚒

**Car Fire Blanket** - Electric vehicle fires have become the HOTTEST topic in the fire industry. There is no way to properly "extinguish" these lithium-ion battery fires. You can isolate and contain with the Darley car fire blanket. It handles higher temperatures than any car fire blanket on the market and will isolate the event while eliminating the need for multiple firefighters to apply water to the EV. See page 7 for more information.

**Emergency Plug** - The first thing an emergency responder must do when arriving to an event is establish scene safety. With an electric vehicle, the most fail-safe way is by using the patented Emergency Plug®. The one-step universal 'plug' automatically tunes to the vehicle's settings and puts it in Park or Neutral to disable movement. Learn more about Darley's electric vehicle solutions on page 7. 🚒



The WS Tactical Pumper™ features a 1500 GPM pump paired with a 400 gallon water tank, rivaling your first out pumper.



The Emergency Plug® disables power to electric vehicles.

# See What's Happening Across Darley

## Equipment – The Old, The New, and the Future

While the fire service is steeped in tradition, issues over the last decade have required us to look forward and be more progressive in our equipment choices. Cancer awareness has been in the forefront and will continue to be for the foreseeable future. Fluorine-Free Class B foam is replacing AFFF. Most recently, electric vehicle fires and the challenges they pose have come to the forefront. While we will always need hose, tools, adapters, etc., you can count on Darley to not only provide the best products, but also world-class customer service. Whatever your equipment needs, one of Team Darley equipment specialists can help. Call us at [1.800.4.DARLEY](tel:18004DARLEY) or chat online at [www.edarley.com](http://www.edarley.com).



Shop [edarley.com](http://edarley.com) for cancer prevention and decon products such as particulate blocking hoods and extractors.

## Darley International at Dubai Intersec

In January, Darley exhibited at Intersec in Dubai. We had visitors from Asia, Africa, India, Europe, the Middle East and even a few customers from the Americas.

Darley is active in more than 100 countries and is blessed to be represented by great dealer and customer networks around the world. We continue to expand our network and are always looking for new partners. If there's anything we can be doing to improve your firefighting and emergency response capabilities, please reach out to [ryandarley@darley.com](mailto:ryandarley@darley.com). See you at Intersec 2024!



Dealers and customers from around the globe connected with Darley at Intersec.

## Odin Foam Releases New Fast Foam 150 Unit in 1.5 GPM Version

Darley has worked with the U.S. Forest Service to meet their needs for an advanced foam solution. Extensive design and testing performed with Dan McKenzie in San Dimas, CA, has resulted in the new Odin Fast Foam system in a 1.5 GPM version. This unit is designed to be able to flow up to 1% of foam at 150 GPM of water flow. It meets the demanding requirements of accurately flowing foam into water flows down to 7 GPM, as well as pressures up to 400 PSI. Darley has delivered 150+ units of Odin Foam to the USFS to date.



NEW

The new Fast Foam 150 is designed to meet the needs of the USFS with flows up to 1% of foam at 150 GPM of water flow.

## Defense – Global Relations & Procurement

Members from Darley's defense team, in partnership with Beyond Clothing, visited the Army Mountain Warfare School located at the Camp Ethan Allen Training Site in Jericho, Vermont, to attend the International Association of Mountain Military Schools. Nineteen delegations from different countries were in attendance with more than 20 of Darley's valued suppliers. Discussions included the latest in cold weather warfare technology along with tactics and procurement



19 delegations and over 20 of Darley's valued suppliers attended the Intl. Assoc. of Mountain Military Schools.

for foreign and domestic customers. Highlights included meetings with Poland, Slovenia, Romania, Chile, and the Netherlands.

## Unmanned Systems, Metaverse & Robotics (USMR) – Vision Statement

Our vision is to be a leading provider of cutting-edge Unmanned Systems and Mixed/Multi-Reality technologies that empower our customers to revolutionize the way they train and operate. We strive to deliver unparalleled value to our customers by providing innovative, reliable, and intuitive products and solutions that enhance their capabilities. We envision a future where our solutions will help our customers transform their operations, improve safety, drive innovation, and create new opportunities for customer success. Our goal is to be at the forefront of this transformation, constantly pushing the boundaries of what is possible and inspiring our customers to unlock their full potential.



Darley offers over 30 different unmanned systems.

## Darley Tactical Pumpers™

Vehicles with Advanced Technology & Engineering

Darley's Tactical Pumpers™ improve first responders' agility and effectiveness. Our tailored solutions provide a high-quality economic offering designed to exceed demands of rigorous emergency management applications. As effective as a full-sized truck. As agile as a pickup.



We provide tactical pumpers, ultra-light tactical vehicles, tactical pump systems, trailers and more.

At Darley, we know there is a need for medium-sized tactical vehicles that are developed with advanced technology and engineering. Our solutions are smaller than a standard fire truck yet bigger, more advanced than your standard pickup with a skid unit. Visit [www.darley.com/tactical-vehicles](http://www.darley.com/tactical-vehicles) to learn more.



Garret Yohnk  
Manufacturing Engineer  
garretyohnk@darley.com

# Just Ask Engineering

## Question:

How does Darley leverage its manufacturing operations to provide value to customer?

Asked by: Jesse Marroquin  
Executive Vice President, Skeeter Brush Trucks

## Answer.

Darley has long been a leader in quality in the fire pump market with an impressively low total cost of ownership. In fact, pump warranty claims represent a fraction of half a percent of all sales. Manufacturing operations are driven by quality at every turn – from the re-investment in manufacturing technology to the 100% testing of all products. This is the result of a strongly ingrained company core value to serve those who serve, while making an impact on our communities, country, and allied nations. Our manufacturing facilities provide an impressive mix of new technology and tried-and-true techniques to ensure that we never sacrifice our high quality.

Darley's manufacturing operations also support the customer through product flexibility, ensuring that we are providing solution-based products that are highly configurable and adaptable to the specific needs of the customer. Our engineering teams work directly with customers to understand their needs and turn them into a high-quality product. It is also a priority to provide robust, high-quality solutions that truly answer those needs. To support

custom solutions, Darley manufacturing operations focus on flexibility, adaptability, and responsiveness using a workforce comprised of highly skilled individuals.

In addition to the impressive skillsets in manufacturing of our production employees, many of our employees are also serving the community as first responders. This provides an innovation cycle that is a never-ending pursuit of improving performance, user interfaces, and a deep understanding of our product use. Through product design and manufacturing engineering, this constant feedback loop is used to prove and improve our product every day. For instance, every single product that Darley releases has been put through a rigorous testing process that attempts to predict all potential failure modes and engineer them out of the product. The level of customer communication is a cornerstone of our operations. We consistently encourage our customers to come and see the Darley difference.

Overall, a customer-focused culture supported by a manufacturing facility that prioritizes customer value is key to success. By consistently delivering high-quality products and solutions that meet customer needs, Darley has established a strong reputation and fosters long-term customer relationships. 🚒



## Team Darley Recent Promotions

Darley is excited to announce a number of promotions in recent months.

We are proud to recognize and congratulate all recently promoted Team Darley members, including those shown below, and on page 6. We thank them for their hard work and dedication. These all exemplify examples of Darley core values – integrity, passionate customer focus, relationships based on respect, and teamwork/empowerment/inclusion/development.

Companies go through business cycles, and it's exciting to recognize so many fine leaders as part of our continuity planning to ensure the success of our company for generations to come. 🚒



James Long  
President  
Defense Division



Audrey Darley-Welch  
Vice President  
Defense Division



George McCullough  
VP, Sales & Business  
Dev, Defense Division



Kimberly Brown  
Chief Marketing Officer  
Corporate



Kyle Darley  
Senior Director  
Tactical Division



Nick Winter  
Director, Supply Partner  
Defense Division



Will Darley  
Director of Sales Ops  
Defense Division



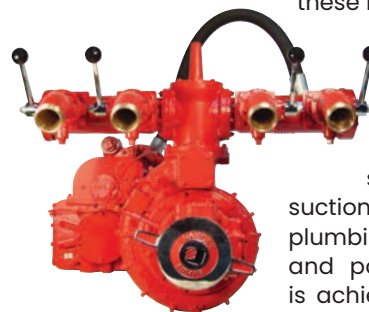
Scott Menaker  
Purchasing Manager  
Equipment Division

## PSPH: Big Water for Large Fires

Darley is excited for our expanded PSPH offering; we will be shipping our first unit in April! Wayne Hable, our chief engineer and master of pump design at Darley, has been busy designing our future state PSPH 2000 pump. This pump will be capable of delivering 2000 GPM @ 150 PSI while simultaneously delivering 100 GPM @ 600 PSI. This gives fire departments additional capability to handle most any pumping scenario. It provides the big water for large fires that need multiple handlines, a deck gun, a ground monitor, supplying standpipes or really any non-industrial pumping application. It also provides the high pressure for quick attack lines and the ability to pump into taller buildings or up a mountainside. Keep in mind that these ratings are from draft. In an application where a pressurized hydrant is supplying water this pump is capable of volumes over 3000 GPM and pressures that will make your relief valves squirt. By offering this in a single suction design, the customer saves on plumbing, there are fewer moving parts and potential wear issues, the prime is achieved quicker. By selecting Darley they get our industry-best 10 year warranty. 🚒



The new PSPH delivers 2000 GPM @ 150 PSI while simultaneously delivering 100 GPM @ 600 PSI.



The PSPH provides high pressure for quick attack and high rise fires.



## Darley Continues to Change

One thing is certain in life and in your business, and that is CHANGE. In my working lifetime at Darley, I have experienced continual changes and so has DARLEY to meet or exceed our Customer Expectations.

Back in the 1970s when I began meaningful employment with Darley, there was an entirely different DARLEY line up. From the Chairman of the BOD to the newest intern hired. We have entirely different factories, machinery, and equipment. An entirely new engineering Team. An entirely new team of Functional Area Managers. A new Team of Customer Service representatives. Additionally, 98% of the shop manufacturing employees have changed.

Recall a few of the changes we have seen in the Fire industry over the past 50 years. Changes in NFPA standards and vehicles, changes in FAMA/FEMSA membership, changes with technology and automation such as computers, cell phones and GPS. Fire Apparatus, Fire Pumps, and firefighting clothing and equipment. Huge changes and advancements in public security and fire suppression and prevention.

Change is defined as make (someone or something) different; alter or modify. Most people say that change is good. If there are things that you feel Darley should change, we would like to hear from you. Regardless, if it's a new product to consider, a customer complaint that was not handled well, an application or new market opportunity, please reach out to us.

One thing that will not change is Darley's commitment to you, our focus on building customer relationships, high quality and safe products and serving those fire, emergency and tactical professionals who serve others. Thank you for your business and if you are not a current Darley customer, we hope someday Darley earns your business and you make the change to Darley. 🚀

Jeff Darley  
Executive VP, Chief Operating Officer  
jeffdarley@darley.com

# INSIDE DARLEY

## Thought Leadership Essay Competition

The inaugural Darley Thought Leadership Essay Competition focused on "Leadership in the Fire Service from the Company Officer Perspective." We asked the fire industry to think outside the box and propose new disruptive thoughts around this topic. We received over 90 original submissions! The 2022 Winners were:

1. Kerry Henderson, Battalion Chief, James City County
2. Kyle Matousek, Lieutenant, Oak Brook Fire Department
3. Brandon Howard, Lieutenant, South Metro Fire Rescue

It is critical members of the fire service share unique thoughts and insight to drive the industry forward. Darley is excited to continue providing a platform for thought leadership with the launch of this year's competition focused on meeting the challenges of Recruitment, Retention, Diversity, Equity and Inclusion. If driving meaningful change is important to you, we encourage you to share your thoughts. For details, scan the QR code above or visit [www.darley.com/essay-contest](http://www.darley.com/essay-contest). 🚀



Scan to learn more and enter today!

## Garry Briese Inducted into the National Fire Heritage

Darley Board Member, Garry Briese, was selected for the NFHC's Hall of Legends, Legacies and Leaders which provides individual recognition for significant contributions and distinguished service to the mission of the fire and emergency services. It is one of the most important initiatives undertaken by the National Fire Heritage Center each year.

The NFHC Hall of Legends, Legacies & Leaders is reserved for individuals who have made significant contributions to the fire service and who have demonstrated exceptional leadership, professionalism, innovation and dedication throughout their careers. With fewer than 120 members, Garry has joined the ranks of Benjamin Franklin and Bill Darley.

Garry continues to contribute as the Executive Director of the Colorado State Fire Chiefs after serving for 23 years as the Executive Director of the International Association of Fire Chiefs, 14 years as the Executive Director of the Florida College of Emergency Physicians and as the FEMA Region 8 Administrator. Additionally, he served as a leader with both the Firefighter Cancer Support Network and the National Association of Search & Rescue.

Briese continues to be a tireless advocate and change agent for the fire service, working to promote best practices including developing the IAFC/IAFF Fire Service Labor Management Leadership Partnership to ensure that the fire service and emergency responders have the knowledge, resources and support they need to do their jobs safely and effectively. Since 2014, Garry served first on the Darley Defense Advisory Board and currently serves on the WS Darley corporate Board of Directors.

"I am deeply honored to be inducted into the National Fire Heritage Center Hall of Fame," said Briese. "This is a humbling honor and one that I am still trying to process. I am very proud to have had a small part in the fire & EMS community and I'm looking forward to continuing to advocate for the fire service and especially for the health and safety of our fire fighters." 🚀



Garry Briese



## Employee Profile: Bruce Ireland Director, OEM Sales, Pump Division

Bruce joined Darley in April 2018, as Dealer Development & Municipal Sales Manager, and has been recently promoted to Director, OEM Sales. Prior to joining Darley, Bruce worked for Spartan Chassis from 1997 to 2015, where he held several positions across production, customer service and regional sales manager. Then he joined Metro Fire in Texas from 2015 to 2018 as the director of service.

"I truly love working for a company that treats you like family. There is no better feeling than to be part of a team where everyone shares the same vision," said Bruce.

Bruce grew up in Lansing, MI, before moving to Texas in 2013, where he met his best friend, Brenda, who today he is lucky enough to call his wife. They have been married now for seven years. Together they have four grown children (two in MI and two in TX) and eight grandkids. Today they live in DeCordova Bend County Club, where they enjoy spending time outside and on the golf course. 🚀

## Pump School & CAFS Academy

**PUMP SCHOOL:** At our tuition-free school, you learn everything from pump theory to hands-on maintenance and repair of Darley pumps and accessories. With continuous improvement, we recommend OEM service centers attend at least every five years.

**CAFS ACADEMY:** Learn how to maintain, service and operate your CAFS. Cost is free to all pump school attendees.

**PRO POLY / POLYBILT:** Learn to weld and repair PolyBilt bodies and Pro Poly tanks following pump school at our facility in Augusta, WI. 📍

Darley Pump School May 8 - 9, 2023  
 Pro Poly & PolyBilt May 10, 2023  
 Darley CAFS Academy May 11 - 12, 2023  
 Darley Pump School Oct. 9 - 11, 2023

Email [pumptraining@darley.com](mailto:pumptraining@darley.com) to register.



Recent Pump School graduates.

## Classic Catalogs Since 1908

Let's time travel back to 1927 and see the similarities and differences across 95 years. Ford and Darley are both still in business and thriving today. Fire trucks are still being used to safeguard people and property. And that might be where the similarities end! What do you think will stay constant in the next 95 years? Tell us on Facebook. 📱



## Next Gen Darley

### Matt Long

Matt joined Darley in 2022 as an IT Systems and Data Manager. He is the first 4th generation member of the Long family to join Darley full-time. Matt graduated from Purdue University with a degree in Computer Engineering and gained valuable experience working with a variety of companies, including Whirlpool, MTI, Honda, Motorola, and most recently Grantek Systems Integration. Matt's responsibilities at Darley include staying current with the latest technology, managing data, and streamlining processes through automation. 📱



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

# Electric Vehicle Solutions

The number of electric vehicles on the road is rising exponentially, and our emergency response must adjust accordingly. Electric vehicles pose several unique issues and challenges for firefighters. They burn hotter, they burn faster, and they can start on fire without warning. They are extremely powerful and are capable of going from 0-60 MPH in 2-3 seconds. The torque and power they are capable of enables them to catapult off wheel chocks or severely damage anything or anyone in their path. Once in a thermal runaway condition, these EVs can start on fire hours or even weeks after they were damaged.

Every firefighter is going through classes on responding to EV incidents, but there are so many different vehicles and unique responses recommended for each. Vehicle manufacturers tell you not to apply water to the battery due to the toxic chemicals it will create. NFPA says apply water to the bottom of the vehicle to "cool" the battery, but the cooling isn't effective due to the battery enclosure and spacing between the battery and the enclosure. Some will tell you to submerge the vehicle in water to stop the fire, which works but then you have a tank of hazardous material to deal with plus the vehicle can start on fire weeks after being taken out of the water.



NEW

The car fire blanket is an efficient and safe solution for controlling fires in: electric, hybrid and combustion engines.



Quickly deploy the car fire blanket with two-people, isolating and containing the spread of fire and toxic smoke.

Many fire authorities say the best way to handle these EV fires is to let them burn and make sure they burn out completely so there's no possibility of reignition on the tow truck or at the salvage yard. Whoever comes up with the solution to put out these EV fires will be a billionaire. We, like everyone, are looking for the solution.

What Darley can offer are a few tools to control and isolate EV fires

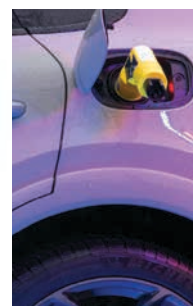
or disable the vehicle from moving when there's a crash.

The Darley car fire blanket is a great tool to contain the fire and smoke; it's the best blanket on the market handling the highest temperatures. While the fire will continue to burn under the blanket, this protects exposures and enables firefighters to allocate resources elsewhere.

The Emergency Plug® is the ONLY solution to disable the power to every electric vehicle and confirm that it is working. The plug does this by plugging into the vehicle's charging port and simulating that the vehicle is hooked up and charging. Depending on your vehicle, this will either put the car in neutral or in park while giving you a light signal to confirm this is working. You still want to follow your department's protocols to chock wheels, apply cribbing, take tires, but this plug will disable power to the vehicle. In a combustion (gas/diesel) vehicle, we can put the vehicle in park and remove the keys. With EVs the key is the person sitting in the seat, a phone or a watch that works 30-40 feet away. It should be on every first responding vehicle: police, fire, ambulances, security guards, border patrol, repair shops and more. To get your Emergency Plug or fire blanket please reach out to [ryandarley@darley.com](mailto:ryandarley@darley.com) or go online to [www.edarley.com](http://www.edarley.com). 📱



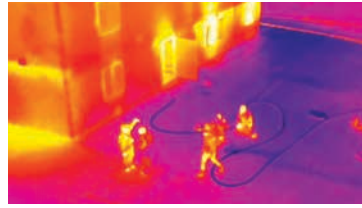
NEW



The Emergency Plug® is the only solution to safely disable the power to electric vehicles.

## Drone Camera Systems - Choose the Right Option for Your Department

Drones are quickly becoming a ubiquitous tool in a variety of industries, thanks to their versatility and flexibility. One of the key features that makes drones so valuable is their ability to carry a wide range of camera systems, which can capture high-quality images and video from a variety of angles and perspectives.



Drones are capable of carrying a wide range of camera systems, including thermal imaging cameras.

Here are a few of the most common camera systems used with drones and their applications:

- RGB (Red, Green, Blue) Cameras: Surveying, mapping, and aerial photography
- Thermal Cameras: Search and rescue missions to detect body heat and locate people who may be hidden from view
- LiDAR (Light Detection and Ranging) Cameras: Create detailed models of buildings, terrain, and other features for defense tactical mapping, countermeasures, & autonomous navigation
- Hyperspectral Cameras: able to distinguish the full color spectrum in each pixel with applications ranging from agriculture/biology to defense and military

Final tip: remember to consider the camera as it relates to the platform. Fixed-wing drones are commonly used for surveying and mapping, while quadcopters are more maneuverable and can be used in tight spaces. Hybrid drones, which combine the benefits of fixed-wing and quadcopter designs, are becoming more common in applications that require both long-range flight and precise maneuverability.

As drone technology continues to evolve, we can expect to see even more advanced camera systems and platforms that will further expand the capabilities of these powerful tools. 🚀

## Remembering Bobby Halton

We remember Chief (Ret.) Bobby Halton who passed away in December 2022. Bobby was the Editor in Chief of Fire Engineering and Educational Director for the FDIC.



Chief Bobby Halton

Bobby also served on Darley's Fire Advisory Board since its inception. Paul Darley reflected, "Bobby always told it like it was, and always with the best interest of the firefighters we serve. His insights helped us to formulate our strategic plan by understanding the latent needs of our customers, now and in the future."

Bobby was also a Darley Demander customer. He also served on the Limestone (OK) Fire Protection District, where the entire fleet operates Darley fire pumps and primarily Darley Fire Apparatus, with the most recent truck being delivered in 2022. 🚒

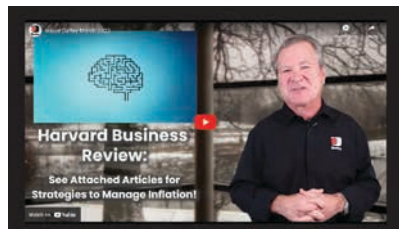


Darley's Fire Advisory Board at our September 2022 meeting in Itasca, IL.

## Sign Up for Inside Darley

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## Darley.com Redesigned to Serve You

We recently completed the redesign of Darley.com and launched with a fresh, modern direction that brought the Darley brand to life. We've listened to our customers' needs, and loaded our site with meaningful content and innovative products, backed by industry experts. We deliver the experience with an optimized search, and easy-to-navigate tabs allowing you to quickly find what you want. We encourage you to explore [www.darley.com](http://www.darley.com) and choose your journey. 🚀



Navigate who we serve, what we provide, how and why we do it on Darley.com.

## — Connect With Darley Worldwide —

DARLEY EXHIBITS AT OVER 100 TRADESHOWS ANNUALLY.

Apr 24 - 29	FDIC International	Indianapolis, IN
May 4 - 6	Ontario Chiefs	Mississauga, ON
May 8 - 11	SOF Week	Tampa, FL
May 8 - 11	AUVSI XPONENTIAL	Denver, CO
May 10 - 11	Border Security Expo	El Paso, TX
May 16 - 18	US Army LANPAC Expo	Honolulu, HI
June 1	Home Day	Glen Ellyn, IL
June 4 - 8	Metro Fire Chiefs Conference	Columbus, OH
June 14 - 17	IL Fire Service Conference	Peoria, IL
June 19 - 21	NFPA Conference & Expo	Las Vegas, NV
June 27 - 29	Modern Day Marine	Washington, DC
Aug 16 - 18	FRI-IAFC	Kansas City, MO
Aug 18 - 21	NGAUS	Reno, NV
Aug 22 - 25	AFAC	Brisbane, Australia
Sept 15 - 16	NJ State Firemens Convention	Wildwood, NJ
Sept 17 - 20	Fire Rescue Canada	Halifax, Nova Scotia
Oct 9 - 11	AUSA	Washington, DC
Oct 10 - 13	China Fire Expo	Beijing, China
Oct 16 - 20	ANG WEPTAC	Tucson, AZ
Oct 18 - 20	IAFC TSI	Irving, TX
Oct 24 - 26	GSOE European Symposium	Brno, Czech Republic

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