

Darley Times

A Newsletter For Our Customers, Employees & Friends

TRUSTED WORLDWIDE
SINCE 1908



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CONTACT US

Pump Sales

Phone: 1.800.4DARLEY • 630.735.3500
Fax: 708.345.8993

Ohler Pump Co. / ODIN® Foam

Phone: 319.987.2121
Fax: 319.987.2161

Parts & Engineering

Phone: 1.800.634.7812 • 715.726.2650
Fax: 715.726.2656

On the Web

www.darley.com • www.edarley.com
The Darley Times is published by Darley
U.S.A. Headquarters: 325 Spring Lake Drive
Itasca, IL 60143-2072

Respected Navy Veteran Joins Darley Board

Vice Admiral Joe Maguire, retired, has joined the Board of Directors of W.S. Darley & Co.

Admiral Maguire, a career Naval Special Warfare Officer (SEAL), retired from the United States Navy in 2010 after serving 36 years in uniform. Prior to leaving active duty, he was the Deputy Director for Strategic Operational Planning at National Counterterrorism Center in Washington, DC. Previously, Admiral Maguire was Commander of the Naval Special Warfare Command. He is highly revered as a leader in the U.S. Navy SEAL community.

He currently serves as President and CEO of the Special Operations Warrior Foundation (SOWF), a foundation which provides scholarship grants as well as educational counseling to the children of fallen Special Operations troops. The Darley Family Foundation has supported SOWF for many years. Darley family member Ted Fitzhenry served as a Navy SEAL and lost his life during service to our country in 2004. SOWF helped his family during this difficult time. Admiral Maguire personally attended Ted's funeral services.

"We are honored to have Admiral Maguire serve on our board," said Paul C. Darley, Chairman of the W.S. Darley & Co. Board of Directors. "His insights into the special operations community will help us immensely as we grow and continue to serve this important market."

"Darley has a proven track record and strong reputation built up over the last 100 years in the fire service," said Admiral Maguire. "They are taking their passion for quality, service and reliability to serve our Military and have established a trusted brand in the defense market. My personal core values and Darley's core values are aligned. I'm extremely proud and honored to serve on this board."

Joe presently resides with his wife, Kathy, in Tampa, Florida, where he serves on several boards. Joe has had a military dog for years, which ironically, is named "Darley." 🐕



Vice Admiral (retired) Joe Maguire has joined Darley's Board of Directors.

Ex-Im Bank Chairman Visits Darley

Over 50% of Darley's fire-related business is done overseas, and we've certainly received our share of press and attention as discussions take place in Congress relative to the future of the Export-Import (Ex-Im) Bank. Darley has a strong history of working with Ex-Im Bank, including a recent delivery of 32 firefighting vehicles and equipment for Lagos, Nigeria in a deal valued at over \$16 million.

Darley currently has orders in excess of \$20 million for other Ex-Im financed projects.

In August, Peter Darley served on a Chicago Council roundtable event and held a special press conference with U.S. Senator Mark Kirk (R-IL) and Ex-Im Bank Chairman Fred Hochberg. Mr. Hochberg then visited our manufacturing plants in Chippewa Falls, WI the next day. Afterwards, he observed, "Exporting is critical for American businesses because 95% of the world's customers live outside the U.S.

The 'Made in the USA' brand is key to increasing overseas sales and creating jobs here at home. People want to do business with American companies."

Darley also hosted visits recently from local Congressmen, including U.S. Reps Peter Roskam (R-IL Itasca), and Ron Kind (D-WI La Crosse) to discuss the future of Ex-Im. Rep. Kind understands Ex-Im Bank. "It's not costing the American people anything. The Ex-Im has been self-sufficient and it even paid \$1 billion into the Treasury last year." Over 90% of the deals Ex-Im finances are for small businesses. 🐕



Jeff Darley and Fred Hochberg stand in front of one of 32 vehicles recently shipped to Lagos, Nigeria under the Ex-Im Loan Program.



James Long and Paul Darley discuss the program with U.S. Congressman Peter Roskam.

From the Office of

PAUL DARLEY

It's a New Generation



According to the National Volunteer Fire Council, recruitment and retention is one of the biggest challenges facing volunteer fire departments today. New members are the lifeblood of any organization. Properly attracting, onboarding and training them is critical to long-term success. Our military customers know this better than anyone.

I'm a data-driven manager, and while I don't like to stereotype, you can't ignore the statistics about Millennials, those roughly 18-35 years old. To attract these fine young leaders, organizations need to explain the vision, be transparent, provide encouragement and feedback, and allow for upward mobility.

A 2010 Pew Research Center study found that Millennials place a higher priority on helping people in need (21%) than having a high-paying career (15%). If this is correct, then why are volunteer departments having recruitment challenges? I don't have the answer, but perhaps part of it has to do with leadership's inability to listen and then adapt to changing times. I find myself caught in this trap at times. Frankly, as a relatively small business, we don't have a lot of formal training in place, but we're getting better.

For the past 15 years, we've conducted annual employee surveys. In our most recent survey this summer, we received the highest marks ever from our employees. There is certainly room for improvement across all areas of our company, and we are in no way being complacent -- in fact, just the opposite. While we love hearing the positive comments, we always focus on areas where we can improve.

We received similar grades in our last customer survey. We received outstanding marks about how helpful, knowledgeable and courteous our team is when working with our customers. We are so proud of Team Darley! We're constantly listening -- and I mean really listening -- to your input on ways to improve our products and level of service.

Most of our breakthrough ideas come from you, our customers, and employees. Whether volunteers, employees or customers, all stakeholders need to have a voice and be heard. The quickest way to turn off any group of constituents is to not listen. Action needs to be taken based on input, and if you can't implement certain changes, your constituents need to know why.

We're going to continue to embrace and learn from the Millennials while slowly adapting our culture. If you ever think we're not listening, I hope you'll let me know.

Paul C. Darley
President & Chief Executive Officer
pauldarley@darley.com

DARLEY MARKETING NEWS

Check Out the New Darley.com

Darley recently launched a completely rebuilt and redesigned version of Darley.com. Two years in development, the site brings a host of improvements in technology and user experience, including an all new software platform, file sharing, and a mobile friendly design. "The site is designed as an online newsletter 'of all things Darley' with each division featured on the home page as well



as with its own tailored blog" states Web Department Manager, Joe Catania. "We listened to feedback both from our users as well

as internally and designed the site to their needs. Darley.com features what is known as a "responsive design" that adapts to the screen it is viewed on.



The new pump guide pages are vastly improved with great images, a cleaner layout and full supporting document downloads.

We welcome any and all suggestions as we continuously strive to enhance the online Darley experience, contact us at web@darley.com.

FEATURED PRODUCT

Decentralized Water Treatment System: Darley SunSpring®

Darley is proud to introduce the Darley SunSpring SS24H, the only decentralized solar water plant in the world that is WQA (Water Quality Association) Gold Seal Certified to the US EPA Standard for microbiological water purifiers. The system will provide 5,000 gallons of purified, safe drinking water per day, all while operating 100% off wind and solar power; eliminating the need for costly generators.

The Darley SunSpring utilizes best-in-class ultrafiltration membrane technology. The ultrafiltration membrane is a physical barrier against harmful impurities, while allowing clean water molecules to pass through. The Darley SunSpring will remove particulate, turbidity, bacteria, virus and cysts making the water bacteriologically safe to drink.

Currently, 90% of the world's water borne illness is due to microbiological contamination. To show Darley's commitment to improving the world's water crisis, Darley is in collaboration with the NGO Water is Life to implement a Darley SunSpring system into another suffering community in Haiti, where there are currently over 40 systems in service. You can donate any amount of money to make a real positive impact in the lives of people who need safe water today. You can visit the fundraising effort at www.WATERisLIFE.com/Darley or follow the campaign and installation through our website at www.darley.com.

Applications:

- ▶ Municipalities
- ▶ Emergency services
- ▶ NGOs
- ▶ Rural communities
- ▶ Developing countries
- ▶ Military outposts
- ▶ Post-disaster recovery efforts



The Darley SunSpring® provided emergency response after an earthquake in Haiti.



The Darley SunSpring operates 100% from wind and solar power and utilizes ultrafiltration membrane technology.



Darley Small Unit Water Purification (SUWP) Solutions for the USMC, Army and Navy

Delivering safe, clean and consistent drinking water continues to grow in importance for our troops. In the wake of sequestration, everything is being reevaluated; logistics and financial constraints are forcing the military to reconsider the major gaps between the 2 gallons per hour (GPH) Individual Water Purifier (IWP), the 600 GPH Lightweight Purification System (LWPS), and costly bottled water. The Darley Versa Sea Pak fits this gap and is on track to become the requirement for tactical water under the Small Unit Water Purifier (SUWP) program.

The IWP systems are designed for personal use and the LWPS is best suited for large regiments of soldiers stationed at a forward operating base. The Darley Versa Sea Pak fills the gap between these two water systems (currently in use by the US Military) and makes it possible for platoon sized groups (5-60 persons) of soldiers to make enough water in place to be self-sufficient. The Darley Versa Sea Pak qualifies as a Small Unit Water Purifier (SUWP) as defined in the latest Sources Sought documents and serves as a solution to provide the ideal system that is modular, portable and easy to use. The Marine Corps is currently testing two Darley Versa Sea Pak systems for the SUWP requirement. Darley is proud to be leading the charge to become an approved supplier for the SUWP program.

The biggest drivers of these new requirements are simplicity, reduced power consumption (including fuel) and behavioral change. To this end:



The Darley Versa Sea Pak 200 is a reverse osmosis, self-contained water purification system.

- ▶ The Darley Versa Sea Pak is simple; during training at Camp Lejeune, two Marines set up the system in 64 seconds and produced clean water from a salt water source in under 90 seconds.
- ▶ All hose connector fittings are color-coordinated and there is a water quality monitor to indicate the salinity of product water is acceptable.
- ▶ Uses 110 watts of power during normal operation while producing over 8 gallons of water per hour, slightly more power than that used by a 100-watt light bulb.

With the SUWP, logistics coordinators can reduce the dependence on water bottle convoys, thus reducing fuel consumption. More importantly, this also means less troop exposure to ambushes and IED's along resupply routes.

Any soldier equipped with a Darley Versa Sea Pak possesses a self-contained water purification system that can take water from nearly any water source in the world and make it safe enough to drink. The Darley Versa Sea Pak is simple, quick to set up, and is the most energy efficient SUWP in its class. This product will help save lives and money for our troops in the future. 🚒



Master Sgt. Kevin Morris (left), project officer for Marine Corps water systems at Marine Corps Systems Command, discusses the Darley water purification technology during a demo for Marines at Camp Lejeune, NC. (Photo courtesy of Marine Corps Systems Command Corporate Communication.)

Dealer Spotlight - Improfor: On Fire In Chile

In 1997, and after flying for 15 years as a commercial pilot, Roberto Ratinoff and his wife decided to form a company oriented mainly at providing forest companies with a full range of products used in firefighting. Over time, Improfor identified other market niches and its line of business shifted towards industrial and municipal fire safety. To satisfy its new clients' needs, Roberto started to locate manufacturers and distributors in the US and Canada.

Through a long process of trial and error, Improfor finally established business relationships with some of the most experienced and prestigious companies in the U.S. Darley is its #1 provider. Improfor also currently distributes: Streamlight, Leader, Duo Safety Ladders, Globe, CMC Rescue, and ESS among others.

Between 2013-2014 Improfor has signed six contracts with the Chilean National Firefighters Board for the provision of equipment such as 2,000 pike poles purchased from W.S. Darley. Our relationship with Improfor started in 2004. Improfor was awarded the W.S. Darley Champion Award in "Equipment Division International Sales" in 2010. Currently, Improfor is participating in a tender for 30 portable Darley pumps.

Improfor's success lies mainly in its ability to listen to its customers' needs and to respond clearly and promptly. A quotation response never takes more than 10 minutes and all questions are welcome and answered on time with accurate technical information. Over the years, experience has shown that this working philosophy ensures customer loyalty, allowing the company to stay as the #1 importer of firefighting equipment in Chile. 🚒



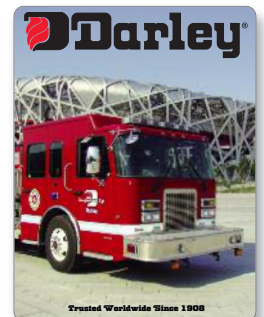
Improfor is a family business run by Roberto Ratinoff and his son, Alex.

International Dealer Catalog

If there is one word that best describes our company, it just may be "Global." After decades of working with firefighters, dealers and truck builders across distant lands, our name and products are respected like no other company in our industry.

There continues to be a strong partnership between Darley and the local agents. We rely on them for service, support, translation and an understanding of the local culture and business practices.

To support their efforts, Darley is proud to announce the release of our new 240 page, unpriced edition, with products selected for the global fire professional. Request a copy by visiting our website www.edarley.com/request-a-catalog/. 🚒



Darley's new unpriced catalog is great for our domestic and international dealers.

SEE WHAT'S NEW IN DARLEY'S OTHER DIVISIONS

ODIN® FOAM - Introduces New 2014 Ford F550 Demo Truck

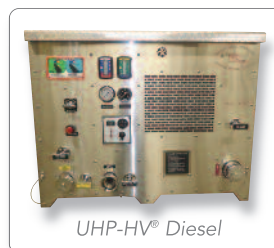
ODIN® Foam is introducing its new demo truck: a 2014 Ford F550 4x4 4-door crew cab. It has the capabilities to show the new diesel UHP-HV® (ultra-high pressure – high volume) module or the Derringer. The diesel UHP-HV® is built with a 2BE volume pump and a 7CP high pressure CAT pump. The UHP-HV® is capable of simultaneously flowing 100 GPM @ 100 PSI from the 2BE pump and 8 GPM @ 1200 PSI from the 7CP pump. The Derringer boasts a powerful Kubota engine with 1.5 AGE pump and Boss screw compressor. The Derringer is capable of simultaneous flows of 100 GPM & 50 CFM @ 125 PSI. Call ODIN® Foam or Darley today to schedule a live demo of the UHP-HV® or Derringer. 📞



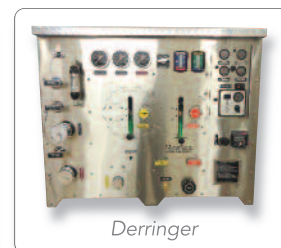
Odin Foam is a division of Darley® acquired in 1997.



The Odin Foam Tour Truck demonstrates our CAFS and UHP-HV® (Ultra High Pressure – High Volume) pumping systems.



UHP-HV® Diesel



Derringer

POLYBILT® - Tough Stuff

Lightweight, Durable and Long Lasting Truck Bodies - Built for Life

PolyBilt® Bodies can stand up to abuse which means longer life and lower life service cost. PolyBilt's Patented Integration of our Polymer Body and Tank provides for bigger payloads and more space. If maximized utilization of space and weight, strength and durability is important to you, then the choice is simple.

Contact us if you are interested in seeing one of our CAFS demo trucks that feature our PolyBilt® body. 📞



PolyBilt® is an LLC owned by Darley® & ProPoly of America.



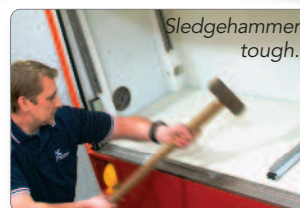
OHLER PUMPS - Custom Pump Solutions

Water pressure problems? Welcome to the world of Darley Custom Pump Solutions. Stationary or portable, our engineers can mix and match pump and panel configurations to best solve water pressure demand problems on any budget ranging from \$20,000-\$40,000. Our current product lines include our Hydrant Boosters, NFPA 13D, NFPA 13R, General Boosting Skids, Combined Engine & Electric and Chemical Dosing. We can configure electric or engine driven pumps with a variety of high-end panel control options to best tailor around your specific applications.

Darley has now sold eight Self Testing Hydrant Boosters around the country and hope to expand the reach of this product line. Recently Darley launched a new ad campaign around 'Hydro', the fire hydrant that endures the struggle of inadequate water pressure and lack of attention. With the help of the Darley Self Testing Hydrant Booster, Hydro becomes a work horse piece of equipment that gives confidence to the community. To learn more about Hydro and our full line of Custom Pump Solutions, please visit www.darley.com/custom_pumpsolutions or email our engineer at jeremytaylor@darley.com. 📞



Ohler Pumps is a division of Darley® acquired in 2007.



Sledgehammer tough.

2014 tour/demo truck. Contact Darley for details.



Ohler is leading the charge in customized pump solutions for a variety of applications.

DEFENSE - Continued Growth

This has been a great year. We continue to grow our defense business by increasing our interaction with customers. This year, the Defense Division added Mike Brown to help in the USAF Security Forces sales. As a former resource adviser in the Security Forces, Mike is well-equipped to assist his customers with their buying needs. Mike's email address, as well as the contact information for the Defense sales team is listed at www.darleydefense.com/territorymap.

It's tradeshow season at Darley Defense. Come see us at Modern Day Marine September 23 - 25 in Quantico, VA. We will focus on expeditionary technology like water purification and solar power. We'll also be at the Association of the United States Army Show October 13 - 15 with our Fuel/Water Transfer Pump, the LE 600.

This pumping system is already a program of record by the USMC.

Contact us for more information about these shows at customerservice@darley.com or [1-800-4-DARLEY](tel:1-800-4-DARLEY). 📞



Mike Brown

Visit the Darley Defense booth at Modern Day Marine and the Association of the United States Army Show.



Darley Defense is a division of Darley® started in 2008.





JUST ASK ENGINEERING

Question?

What new developments have occurred on your new ZS series of pumps?

Asked by: Brad Amen, Davis Pipe and Supply

Answer.

Michael C. Ruthy
VP Engineering
mikeruthy@darley.com

I'm excited to say that the various different configurations of the ZS are almost coming to a close. Our PTO driven ZSP has been on the market for years and is gaining some remarkable traction, especially overseas where full power take offs are more prevalent. We recently delivered our first engine driven ZSE, mounted to a 500 HP John Deere engine, which is the largest diesel power unit that has ever been in our plant. Our midship driven unit, the ZSM, has been sold to multiple customers around the world. All these models continue to amaze customers with their truly massive flow rates, but our latest configuration is noteworthy. This is our ZSF, a front of engine driven pump that has gained a lot of interest in the fire-boat market.



The ZSE is designed for large flow industrial fire applications.

It probably isn't fair to call these boats, as some of these vessels are quite massive. The largest marine application we've worked on exceeded 300 feet in length. In our testroom, we are limited to 500 HP electric motors and operation from draft. In marine applications, both these limitations can go away. From a flooded suction with sufficient HP, we are expecting flows in excess of



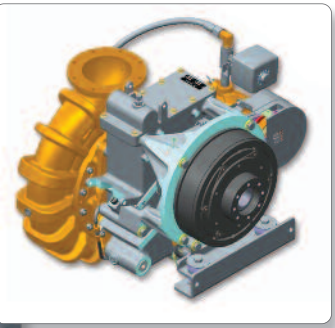
4000 GPM.

One concern in front mounted applications is the inherent vibration issues that come with such installations. Off the rear of an engine, these vibrations are smoothed out by the engine flywheel and torque converter, but off the front of the engine, these can be transmitted to the pump and can result in reduced life.

While our competition has exited this market, due in part to these complications, we have found solutions that eliminate these concerns. We can provide guidance to eliminate issues on both marine vessels and automotive applications, and provide worry-free performance for the life of your installation.

Our development on the ZSE also has led to the final leg of this endeavor. Our original ZSP PTO driven version was only available with the input shaft below the impeller shaft. Our latest design will offer the input in four positions, allowing for more flexibility in installation. We should have this in final release in the next two months.

That all said, our work is not over. We have several custom applications for diverse industries such as defense, petroleum and mining, besides our regular fire applications. If you have an application for big water, this is the pump for you, and customized System Solutions are our specialty. 🚒



The ZS pump is now available as a two gear PTO driven pump (ZSP). The ZS pump is ideal for non-fire applications (ZSE).

Electronically Controlled Pump Panels

R-Evolution Pump Controller™ -

Darley's R-Evolution Pump Controller™ truly has it all and has also been incorporated into our ZSE 3200 engine driven pump design. It is available with or without remote start capabilities and has numerous control and monitoring features for both the engine and pump including but not limited to:

- ▶ **Smart-Start™ Technology:** When in an armed state, the pump will start when water reaches the suction inlet
- ▶ **Smart-Prime™ System:** Automatically primes the system when the pump is started in draft mode and re-primers the system if suction is lost
- ▶ **Remote-Pump-Control™ (RPC):** Remotely control the pump's operation via internet
- ▶ **Smart-Cav™ System:** When cavitation is sensed, the unit will be idled down until the cavitation has diminished. If cavitation remains, the pump will shut down and notify operator (optional cavitation override selector available upon request)
- ▶ **Loss of Water Protection System:** Pump will shut down if suction is lost, enter an armed state and restart when water returns



The R-Evolution Pump Controller™ automatically starts the pump when water enters and stops when it runs out of water.

Smart Panel -

The Darley Smart Panel brings all the pump and engine controls and diagnostics into a simple-to-operate and easy-to-read panel. This panel is being used with the LE600 transfer pump systems for the USMC. The panel forces back to your preset (not back to idle like others) and shows alarm on main page if cavitation is detected. The Smart Panel has features such as:

- ▶ **Large Vernier Throttle Control:** Easily allows the pump to operate in either pump pressure or engine RPM mode
- ▶ **High-resolution Controls:** Can easily be read in sunlight with a WVGA waterproof 800 x 480 panel with 7" high contrast color LCD screen display
- ▶ **Engine Data:** Including battery voltage, oil pressure, temperature and RPM
- ▶ **Pump Data:** Including inlet pressure, pump discharge pressure, set point, water tank level, foam tank level (opt), and air compressor temperature and pressure (opt).



The Smart Panel is used by the USMC and was tested at Aberdeen Proving Ground.

Self-Testing Panel Technology -

The patented Darley Self-Testing Technology can be applied to pumping stations of any size. In the future, there will be networks of Self-Testing Hydrant Boosters that can be monitored through a system of telemetry. Central commanders can have complete knowledge and confidence that the micro-grid hydrant boosters are integral components within the community that will work when they are needed. Reach out to our engineers today at jeremytaylor@darley.com and let us help solve your water pressure problems. 🚒



The patented Self-Testing Controller is used on Fire Sprinkler pumps and hydrant boosters.

INSIDE DARLEY

From the Office of

Peter Darley

Serving Those Who Serve



Jason Darley and I serve on NFPA committees, recently attending meetings in Charlotte, NC. Our committee reviewed public comments for the revision of the NFPA 1901 Fire Apparatus and 1906 Wildland Fire Apparatus standards.

I have served on the committee for a long time, and our work is important. Over the years, we've made improvements in how we communicate and work together. But a revision to the standards still takes about two years, as we have to respond to public comments, consider changes in technology, and address a multitude of safety concerns.

The meeting opened with a presentation from the Charlotte Fire Department Honor Guard, followed by an address by Charlotte Fire Chief John Hannan. The Honor Guard's main mission is to serve the families of fallen firefighters. Its secondary purpose is to perform, support and honor other public service agencies and organizations.

Our committee is made up of experts from the Fire Service, other companies, and various other independent and specialist agencies. I felt honored that the Fire Department honored those of us on the committee, and I am proud to be able to serve on these important committees. I can tell you that the Darley Company is honored and proud to serve First Responders and all involved who protect citizens in the U.S. and abroad. We know our work is important, because lives depend on it. We will remain dedicated to serving all of the brave people who serve so many.



Image shown courtesy of Charlotte Fire Department.

Darley Recognized for Implementing Lean Initiatives

On April 28, Reggie Newson, the Wisconsin Secretary of the Department of Workforce Development, visited Darley's pump division in Chippewa Falls. Secretary Newson came to see how Darley is using an \$87,149 state grant to train its workforce in Lean principles. He was impressed with what he found.

Darley had teamed with UW Stout's Manufacturing Outreach Center to apply for the grant late last year. In early 2014, the state awarded Darley one of the Fast Forward grants designed to promote economic growth in Wisconsin.

Amanda Normand, a design engineer who is leading Darley's Lean efforts, showed Newson and media representatives how the training will positively impact the company, its employees and the community.

Training, which will take place over the next two years and involve every pump division employee, has as its goals:

- 1) Culture – Transform the atmosphere within Darley to one that embraces and implements Lean principles and practices.
- 2) Lead Time – To reduce pump lead time for customer orders to four weeks.
- 3) Cost Reduction – Managing people, processes and outcomes to make Darley products more competitive in the world pump market.

Newson said Darley's efforts to train its workforce so that it can compete in the world market is exactly why the Fast Forward program won bipartisan support within the Legislature and from Gov. Scott Walker. He said he was impressed with the complexity and quality of products made at the manufacturing company, and of the Darley family's commitment to helping workers sharpen their skills.



Reggie Newson, secretary of the Wisconsin Department of Workforce Development, (second from left) shown with Darley employees, Dave Fieber, Amanda Normand, Gene Normand and Mark Baker.

EMPLOYEE PROFILE

McCullough, George



NAME:
George McCullough

TITLE:
Defense Division Manager

George McCullough joined Darley in the fall of 2011 as Defense Division Manager. George is a 2000 graduate of the United States Military Academy at West Point, and holds a Masters of Business Administration from the University of Illinois at Chicago.

Following West Point, George served as an Infantry Officer for five years. He left the military in 2005 and joined the defense team at Navistar, and later, another government contractor, Chemring. In these roles, George learned how to interface with the government, where and how requirements are generated, and how to bid and win contracts.

Like many job changes, he wasn't really looking to move. But he had researched Darley, its background, and the recent growth in the defense industry. He knew he had done well when he was invited back to meet Darley's Executive Team and its Board of Directors. "Although I was a little nervous, it was a great experience and it showed me how much the senior leadership was involved," said George. "Today, almost three years later, the leadership is still involved, and I like seeing the communication from Paul Darley and the Executive Team," said George. "I know our company is in good hands. My decision for changing jobs was based on a favorable change in lifestyle, a job closer to home, and a job that required leadership of a sales team and support staff. Three years later, I can say with confidence that I love working for the Darleys, and enjoy the challenges and opportunities of the defense industry."

Darley's sales team consists of passionate professionals who served our country in many different capacities across the Army, Air Force, Marines and Navy. "I am honored to work with them all and learn from their lives and experiences," said George.

George has been married to his wife, Erin, for nearly 13 years. They have a 13-month-old daughter, Jules, who is their pride and joy. He and his family enjoy the outdoors and boating during the summer.

PUMP SCHOOL & CAFS ACADEMY

PUMP SCHOOL - Darley provides a comprehensive class that covers everything from pump theory to hands-on maintenance and repair of Darley pumps and accessories. Pump School is absolutely tuition-free. Students only pay for transportation, room and meals. All OEM and Service Centers are encouraged to attend at least every five years. Classes are held the first full week of May and October each year. Call Elesha Schimmel at [800-634-7812](tel:800-634-7812) for more details or to sign up.

CAFS ACADEMY - The annual Darley CAFS Academy is a great way to learn how to maintain, service and operate your CAFS. Cost is free to all pump school attendees or only \$75 for the 2-day school, \$50 for a 1-day pass. Contact Troy Crothers at cafs@darley.com for more details or to sign up. 🚒

Oct. 6 - 8, 2014 Darley Pump School
May 4 - 6, 2015 Darley Pump School
May 7 - 8, 2015 Darley CAFS Academy



May 2014 Pump School graduates.

A LOOK AT A NEXT GENERATION DARLEY

Hannah Janecek

Hi, my name is Hannah Janecek and I'm 11 years old. I am a great granddaughter of W. S. Darley and my parents are Patricia Long Janecek and Harold Janecek.



I'm in 7th grade and received First Honors during our Spring awards ceremony at school. I like to play sports, particularly swimming and volleyball. Swimming is my favorite sport. I qualified last summer to swim in the city Championship Swim Meet where I participated in the free and fly events. I swim all year round and swam a lot this past summer. I am also a cheerleader, which is a lot of fun, crossing guard and sing in the school choir. Our choir is planning a trip to Rome next year.

I am proud to be a 4th generation Darley and that we serve the fire industry, particularly making fire trucks. 🚒

There are currently 33 fourth-generation Darley family members who are descendants of William S. Darley.

DARLEY IN THE NEWS

Darley Recognized By Local College

Jeff Darley was recently honored by the Chippewa Valley Technical College (CVTC) by the Alumni Association. Jeff Darley was presented the CVTC's prestigious 2014 Proven Business Partner Award. CVTC President Bruce Barker noted the long and strong relationship between W.S. Darley and the technical college.

Jeff Darley has been an active and supportive member of the college's Fire Medic/Fire Service Advisory Committee for more than 15 years. The committee guides CVTC officials to ensure students are learning the skills needed to succeed in the fire services industry.

Over the years, W.S. Darley has donated a variety of training aides used in the school's fire services program. The CVTC even owns a Darley fire apparatus. Darley also has a track record dating back to the 1970s of offering CVTC students internships during the school year.

Recently, Darley collaborated with the CVTC to develop the first "Girls on Fire" career exploration camp. The camp provides fire and emergency medical services instruction to girls in grades 7 - 12, primarily through hands-on activities. The camp is designed to encourage women to enter into fields that are currently male-dominated. We sponsored again in 2014. 🚒



Jeff and Patti Darley, center, accept the 2014 Proven Business Partner Award from CVTC. Several Darley employees and their spouses were also on hand.

Darley Supports the IL Fire Service Institute (IFSI) at Home & Internationally

The IFSI has grown into one of the premier fire training, education and research institutions in the world – training and educating firefighters in Illinois and abroad. Darley recently helped to fund IFSI's Leadership Development and Decision-Making Conference (March 2014). The conference and the associated changes in how we train and educate leadership in the fire service is a major fire service initiative in Illinois that is also garnering national attention. It is designed to institutionalize leadership development and decision-making training and education in the fire service. Darley is a key partner and supporter of this important effort.

Darley and IFSI also formed a partnership to support fire service education and fire engineering information sharing as co-sponsors of the 28th annual inFIRE Conference (May 2014) at Sun Yat-Sen University in Guangzhou, China. IFSI has also hosted many Chinese training delegations at its state-of-the-art training facilities in Champaign, IL. Darley has committed to continue to work closely with IFSI on China training initiatives. According to Royal Mortenson, Director of IFSI, "Darley's commitment to the IFSI and the fire service, at home and abroad, is an example of a strong corporate partner committed to improving the safety of our firefighters and our communities." 🚒



Dennis Spice presents Jim Darley with an award recognizing the Darley-IFSI partnership.

Peter Darley Awarded FAMA Star Achiever Award

The Fire Apparatus Manufacturers' Association (FAMA) recently selected Peter Darley as the recipient of the Star Achiever award. Peter served as FAMA President in 2009 and currently serves on the NFPA 1901 Committee. "This award means a lot to me. I'm proud to serve our industry and help advance safety and innovation in the fire service," Peter commented at the award ceremony. Past recipients selected Peter for this coveted award. Karen Darley received the 2014 Goodwill Ambassador award. 🚒



Peter and Karen Darley both received awards at the annual meeting.

Darley Takes Center Stage at AFAC

This line up of firefighting vehicles was on display at the Australasian Fire & Emergency Service Authorities Council Conference (AFAC) in Wellington, New Zealand, all with Darley pumps.

From left to right - NZ Fire Service Fire/Ambulance vehicle with Darley 2.5AGP pump; NZFS Type 3 Fire Apparatus with Darley LSP and H100 pumps; Australian Capital Territory Pumper with Darley LDMH pump; NZFS Type 2 Fire Apparatus with Darley HM Pump and K gearbox; South Australian Country Fire Service vehicle with Darley 2.5AGE pump. 🚒



All trucks on display featured Darley pumps. The pumpers were built by Fraser Fire & Rescue Ltd. and the Fire/Ambulance by Action Motor Bodies Ltd.



Darley Delivers

Darley's newest addition to its vehicle fleet is this freight truck which makes deliveries to vendors and customers, mostly in the Midwest. The truck is also used for shipping our tradeshow booths and other special deliveries. 🚚



Darley Robotics Presented to NIPSTA

Robots in the fire service are no longer science fiction. Darley has launched a new division of robots to provide innovative solutions for the fire and defense markets. We have partnered with industry leaders to provide the world's best robotic technology available for that can be used for a wide array of applications such as large scale incident management, natural disaster assistance and scene investigation.

The basic concept for robotic use by first responders is simple: reduce the risk to human life in potentially dangerous situations and quickly gather crucial information. Robots are easy to use, immediately deployable, and can be equipped with cameras, sensors, thermal imagers and chemical or gas detectors to relay real-time information to mission commanders at the scene.

Darley recently presented iRobot corporation land platforms and Physical Science Inc. air robots to the Northern Illinois Public Safety Training Academy (NIPSTA) and area fire departments. Fire Chiefs, Marine Commanders, and local authorities were impressed with the quick setup, ease of use, and price point of the products.

Please visit www.darley.com to view videos, read customer testimonials, up to date robotics information and learn about what Darley Robotics can do for you. 🤖

Industry Calendar

PLEASE VISIT US AT THESE UPCOMING TRADESHOWS AND EVENTS

2014 Major Tradeshows

Oct. 12 - 15	IL Fire Chief's Association	Peoria, IL
Oct. 13 - 15	AUSA	Washington DC
Oct. 15 - 16	WI Emergency Managers Show	Madison, WI
Oct. 15 - 17	SICUR	Chile
Oct. 22 - 23	Fire Show Reno	Reno, NV

2015 Major Tradeshows

Jan. 18 - 20	Intersec	Dubai
Jan. 18 - 21	FDSOA	Orlando, FL
Jan. 20 - 23	SHOT Show	Las Vegas, NV
Jan. 25 - 29	Firehouse World	San Diego, CA
Mar. 18 - 22	CONEXPO	Las Vegas, NV
Apr. 23 - 25	FDIC	Indianapolis, IN
Apr. 28 - May 2	Metro Fire Chiefs 2015	Las Vegas, NV
May 15 - 17	PA Fire Expo	Harrisburg, PA
May 19 - 21	SOFIC	Tampa, FL
June 6 - 13	Interschutz	Hanover, Germany
June 17 - 20	NY Chiefs	Verona, NY
June 22 - 24	NFPA Conference & Expo	Chicago, IL
Aug. 28 - 29	IAFC FRI Show	Atlanta, GA
Sept. 1 - 3	AFAC	Adelaide, Australia
Oct. 12 - 14	AUSA	Washington DC

* This is a partial list of trade shows. Darley will exhibit at over 80 tradeshows this year.

VISIT THESE

DARLEY

WEBSITES

darley.com
edarley.com
darleydefense.com
polybilt.com
odinfoam.com
ohlerpumps.com
purifiresystems.com
firesprinklerpumps.com

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Contact Dawn Hjelmgren at
1.800.323.0244 x337
or dawnhjelmgren@darley.com

We welcome your comments, suggestions and questions for upcoming issues of the Darley Times.