



### --- ORGANIZATIONAL ANNOUNCEMENTS ----

FESCO Emergency Sales wishes to share organizational changes that have and will take place in the immediate future. FESCO has experienced tremendous growth over the past decade and continues to be the premier emergency vehicle dealer in the mid-Atlantic region and one of the finest in the nation. We are working hard to maintain this level of quality and care for our customers. As a family-owned and operated dealership, these changes are both positive and bittersweet as we acknowledge the passing of the torch from one generation to the next.

FESCO is pleased to announce the retirement of long-time President and 2<sup>nd</sup>-generation owner Peter W. Laake, Sr. Peter's retirement process begins this summer as he is expected to continue to contribute in a less than full-time capacity. Peter has overseen the growth of FESCO Emergency Sales as an offshoot of the original "FESCO," the Fire Equipment Supply Company started in 1953 by his father Ed Laake. FESCO was originally based in Landover, Maryland and represented Seagrave Fire Apparatus for four decades. FESCO moved to Elkridge, MD in 1993 and grew to represent multiple brands of fire apparatus, ambulances and specialty vehicles.

Steve Laake assumes the title of Vice President and will undertake much of the responsibilities during Peter Sr.'s transition, and Steve will continue to focus on various projects driving FESCO's growth and development.

#### **SALES EXPANSION**

FESCO continues to expand with additional product lines into new territories. FESCO is pleased to represent Hackney Emergency Vehicles throughout the mid-Atlantic, now including the entire state of South Carolina. Today, we represent 8 emergency vehicle manufacturers from Pennsylvania and extending south to include the state of Georgia. Our Sales Department has two recent staff additions to expand our coverage.

Mr. Stephen Sightler joined FESCO over the winter as a Regional Sales Representative in the state of South Carolina. Stephen has previously represented Ferrara Fire Apparatus and KME Fire Apparatus. Stephen began his firefighting career as a volunteer at Oak Grove Fire Station before being hired as full-time firefighter with the Lexington County Fire Service. He was promoted to Fire Engineer and became certified as an EMT. Stephen later achieved the rank of Captain and served as a Deputy Coroner for the Lexington County Coroner's Office. He also served as an Industrial Fire Instructor, HazMat Technician, and a Logistics Specialist for Urban Search & Rescue. Stephen is now retired from the fire service. FESCO anticipates tremendous growth in the Carolinas, and Stephen has landed several key contracts in his short time since joining FESCO.

This month, Mr. Brad Mummaw joins us from Spartan ER. Brad will serve as a Regional Sales Representative and aerial expert whose primary responsibilities will be the sales of Spartan ER and other specialty vehicles, and to assist our sales representatives with the Spartan sales process and software. A volunteer firefighter in Prince George's County and a Life Member at Bladensburg Volunteer Fire Department, Brad has received several Unit Citations and a Bronze Medal of Valor. Brad currently resides in Hanover, MD and enjoys fishing, boating and golf with his two sons.

## **SERVICE GROWTH**

Given the growth of our Service Department since moving to our current headquarters, we are restructuring to better serve our customers. As such, the following titles better reflect the responsibilities of this department's leadership:

Marty Schlichting, Service & Operations Manager

Joe Brown, Vehicle Quality Manager

Austin Foertschbeck, Assistant Service Manager

Mr. Dominic Adams is an experienced technician who joined FESCO early this year. Dominic has a lifetime of experience in the heavy-duty vehicle industry as a technician and in management. He has been a welcome addition to our team.

Mr. Stephen Hartley recently joined as a Tech Apprentice to Shop Foreman Russ Smith. This position is a first for FESCO, and our goal is to develop Stephen with the specific knowledge to become an accomplished vehicle technician.

Mr. Wayne Martell joins FESCO as our newest Service Technician at our Richmond Service Center in Ashland, VA. Wayne has a broad automotive history in the Richmond area as a vehicle repair technician, service manager and vehicle inspector. Wayne was previously a volunteer firefighter; and he also worked to extinguish fires in Iraq in 2009-2010.

These changes and additions prepare FESCO for the future. We will continue our growth, both in numbers and geography. We will improve the support for our customers to keep vehicles in service longer and with more reliability. We are confident that we have the products, the people and the resources to continue to lead the emergency vehicle market moving forward.