

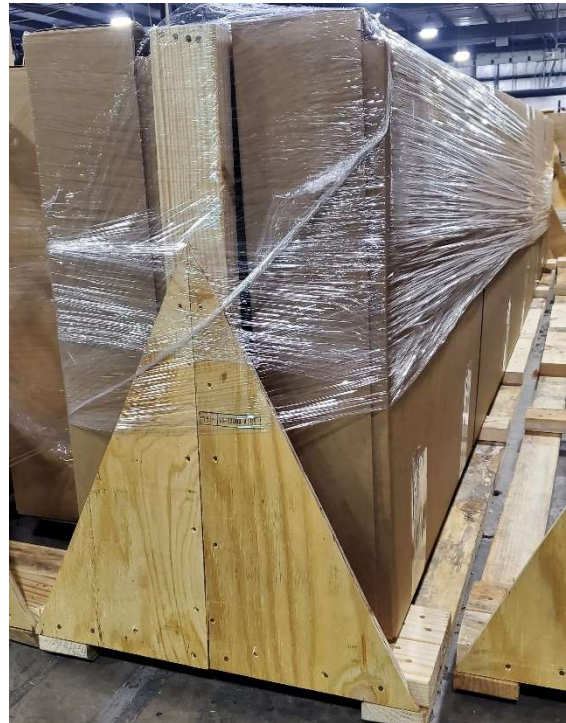
# Driving Demand for Innovation



## Our Latest Product Developments

### DA-TANK-STAND

Our first responder customers expect each tank to be ready to use the minute they get it. When tanks arrive damaged, it starts a frustrating process for the customer, distributor, carrier, and us. DA-TANK-STAND was our innovative answer and it dramatically reduced freight damage in our domestic shipments.



We still package each tank in a double wall cardboard box and then we put the box (or two boxes) on a Tank Stand. Our tanks can be awkward to move with a fork truck because of the size and shape. DA-TANK-STAND protects the boxed tank from misplaced forks and accidental drops. It also provides several hand holds to make moving the awkward shape by hand much easier.

Our team defines our innovation challenge as one of our three core strategies and simply stated it as, "we drive demand for innovation." In every interaction with our customers, we have trained ourselves to listen for unmet needs and wants.

We expect every tank arrives ready to use the minute the first responder gets it. DA-TANK-STAND is our solution. If you want to know more about our tank packaging, give us a call at (800)637-TANK!

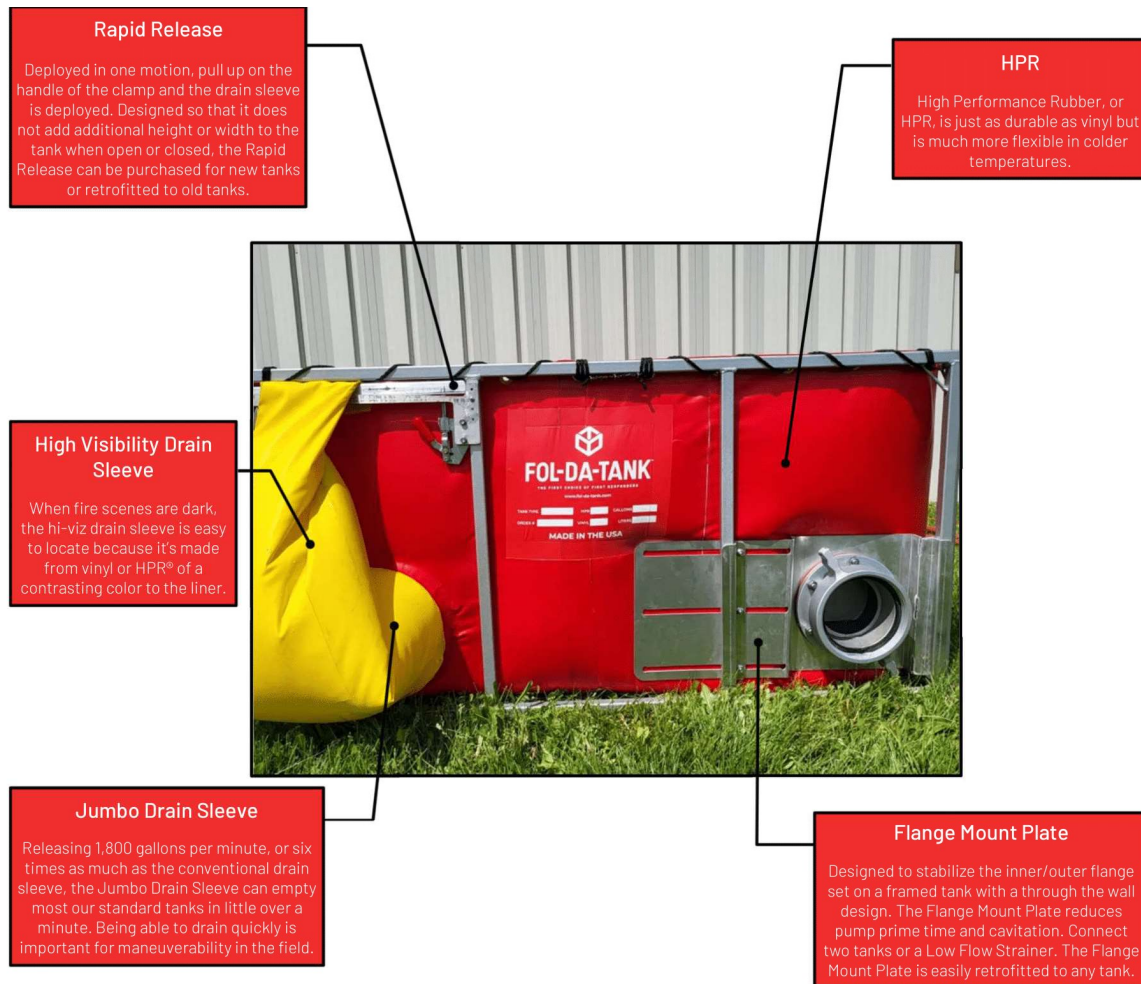
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## Our Latest Product Developments



### Frame Tank Innovations

FOL-DA-TANK is built on a 67-year legacy of innovation in the firefighting industry. The founder's first innovation, the folding frame drop tank was revolutionary. The innovation didn't stop there. We've introduced a series of new features to modernize the drop tank.



Every innovation has a good story. When a firefighter visited our shop and commented on the colorfulness all the vinyl rolls in the racks, he asked if we could make the drain sleeves a different color than the liner so he could see them easier during night calls. This was a simple change to incorporate, and we call it the High Visibility Drain Sleeve.

One innovation came about from a wildland firefighter discussed sudden wind shifts which triggered the immediate need to move people and equipment. From this firefighter's vivid story, we developed the Jumbo Drain Sleeve which empties our tanks 6 times faster than a regular drain sleeve.

As a lean organization, we understand that value is in the eye of the customer. When we had to choose where to spend our time, we found bringing innovation to life was easy to justify