

United States Senate

WASHINGTON, DC 20510

April 3, 2025

Mark Skonieczny
President and CEO
REV Group, Inc
245 South Executive Drive, Suite 100
Brookfield, WI 53005

John Pfeifer
President and CEO
Oshkosh Corporation
1917 Four Wheel Drive
Oshkosh, WI 54902

Rob Kreikemeier
Chairman and CEO
Rosenbauer America
100 Third Street, PO Box 57
Lyons, SD 57041

Dear Executives:

A recent article in the *New York Times* outlines massive consolidation in the United States' fire truck market.¹ According to the report, your companies—Rev Group, Oshkosh, and Rosenbauer—command an estimated 70-80% market share.² This consolidated market power appears to have resulted in anti-competitive practices that have thinned fire station fleets, increased overall costs for departments, and degraded fire response readiness.

The *Times* report reveals that fire stations across the country are experiencing soaring costs and significant delays because of your companies' practices. By one account, ladder truck prices have nearly doubled in a few short years to \$2.3 million.³ Fire truck deliveries have been delayed for years at a time with little to no transparency provided to local fire stations. These problems have created considerable disruption for fire stations, both large and small. Firefighters in Missouri have reported to Senator Hawley on the exorbitant prices for fire trucks in recent years, with no discernible improvements in technology. The fire chief of Camden, New Jersey said to *Times* reporters that these problems are “creating greater risk for the public and firefighters.”

In the case of Rev Group and Oshkosh, these delays appear to be partly due to the multi-billion-dollar backlogs held by your companies. Concerningly, they also appear to be intentionally left unattended. For example, Rev Group holds a \$4 billion backlog on purchase orders.⁴ Instead of expeditiously addressing this backlog, its Chief Executive Officer stated that the backlog provides his company a competitive advantage, citing a “rare level of demand certainty and production planning visibility” while also claiming

¹ <https://www.nytimes.com/2025/02/17/us/fire-engines-shortage-private-equity.html>

² *Ibid.*

³ *Ibid.*

⁴ *Ibid.*

a “seven-year high” in profit margins.⁵ Oshkosh similarly quadrupled its backlog from 2019 to 2023, reporting \$4 billion in orders that have been placed but never fulfilled.

Prioritizing financial gains over fulfilling purchase orders for emergency equipment is unacceptable. This is particularly true when rising costs and delays in delivery can reduce readiness for fire stations and put American lives at risk.

Please provide the following information by no later than April 16, 2025:

1. An itemization of all delayed deliveries of fire trucks and related equipment.
2. A comprehensive explanation outlining the reasons for these delayed deliveries.
3. A full accounting of prices charged for fire trucks and related equipment, including the change in prices over time.
4. A complete list of complaints your firms have received from fire departments seeking remediation.

We look forward to your response.

Sincerely,



Josh Hawley
Chairman
Subcommittee on Disaster Management
U.S. Senate Homeland Security
and Governmental Affairs Committee



Andy Kim
Ranking Member
Subcommittee on Disaster Management
U.S. Senate Homeland Security
and Governmental Affairs Committee

⁵ <https://seekingalpha.com/article/4743661-rev-group-inc-revg-q4-2024-earnings-call-transcript>