

DRIVING GENERATIONAL SUCCESS

Ryan Darley, International Sales, Darley speaks exclusively with IFSJ about the company's legacy within the fire service and emergency market

Entering the Darley stand at Intersec 2022, we are greeted by a wide smile, and a warm handshake. It's Ryan Darley. It was his great grandfather who founded the company 114 years ago. Darley is there to greet the International Fire and Safety Journal team. We sit at a table, and engage in conversation about the grey Dubai skies, an anomaly for the Gulf state. Just then he is visited by another gentleman. "They are one of our customers from Saudi Arabia," Ryan says to me after they leave. The Kingdom is one of the 100-odd countries Darley operates in.

For Ryan, Intersec 2022 is a great opportunity to meet and greet his international clientele. He has been heading the international sales unit for more than 11 years. Business is in his blood; Ryan has

been connected to Darley since he was a young boy playing baseball in the parks. "My father would pick me up from a ball game and we would drive to the office where he continued work late into the night. I would mow the lawn, sweep the floors, or do other odd jobs around the factory," he recalls.

Through his college years, Ryan spent his summer breaks assembling pumps and working in different parts of the business. "From assembly to crating, I spent a lot of time in the factory and understood what it took to make fire pumps."

As a company policy, a Darley family member usually spends some time outside of the company, to gain valuable work experience in different working environments before they begin working at Darley. For Ryan, it was a three-

year stint after finishing his education before he returned to the family business.

The roots

"My great grandfather was an inventor. He developed quite a few products which he sold to the fire and the oil and gas industry. He then went on to build fire trucks and fire pumps, 100 years later we are still owned and operated by the Darley family."

Now in its fourth generation, Ryan says the family has done a lot of due diligence and created a company culture that has kept them successful. The company is part of different family business groups, and works closely with a university in Chicago, Illinois that is dedicated to studying family-run businesses.

