

“Welcome From Oshkosh Airport Products!”

Welcome to the latest edition of the Oshkosh Airport Products NewsTracker newsletter. In this issue, be sure to read about our participation at the 48th Annual International Aviation Snow Symposium in Buffalo, New York. Attendance at the symposium was excellent, with close to 700 registered attendees, and it was truly a pleasure to see many of you there. We were proud to display the Oshkosh® XRS unit and XT broom, participate in the excellent programs, experience the inaugural “Snow Academy”, and host our traditional conference hospitality event.

Don't miss our story about the Snozzle® High Reach Extendable Turret (HRET) and its increasing popularity with municipal fire departments like Elizabeth Fire Department in New Jersey.

Be sure to get the details of the sales news coming from Japan, where 24 new generation Striker® ARFF vehicles

are now on duty around the country. And, in Argentina, 25 Oshkosh Strikers are in the process of being delivered or already serving at airports.

Please check out our list of upcoming events. We are looking forward to the ARFF Working Group meeting in late September, and we hope to see many of you there. In the meantime, enjoy the remaining days of summer!

Thank you for everything you do to keep airports open and to protect the flying public.



Jeff Resch
Vice President
Oshkosh Airport Products



48TH Annual International Aviation Snow Symposium



Oshkosh XRS and XT Broom Displayed at Well-Attended Conference



Attended by nearly 700 airport operations and snow removal professionals from airports worldwide, the 48th Annual International Aviation Snow Symposium was held, as always, in the fabulous and hospitable Buffalo-Niagara Convention Center in Buffalo, New York. Being an “equipment year”, this conference featured a full complement of diverse airport equipment that filled the Center’s 64,000 square feet of exhibit space.

Oshkosh Airport Products proudly displayed the Oshkosh XRS and XT broom. The Oshkosh XRS, with its front-mounted blower attachment – and fitted with a tow behind unit – plows, collects, and blows in a single pass. Oshkosh also featured an XF broom with the innovative SIB cassette brush system, and hosted a contest and demonstration of the SIB system showing how quickly a person can change the brush cassette system.

The annual Balchem-Post Award Luncheon for excellence in Airport Snow and Ice Control recognized several excellent airports for their dedicated efforts in maintaining their airports in safe and operational status during the harsh winter of 2013-2014. Following are this year’s award winners to whom we offer a hearty congratulations:

Chicago O’Hare International Airport (Large Commercial category), Indianapolis International Airport (Medium Commercial category), and Gerald R. Ford International Airport (Small Commercial category). Kudos also to Morristown Municipal Airport in Morristown, New Jersey (Large General Aviation category), Columbus Municipal Airport in Columbus, Indiana (Small General Aviation category) and the Joint Base Elmendorf-Richardson in Anchorage, Alaska (Military Airport category).

The Symposium’s general session programs and speakers continue to impress attendees. This year’s sessions included a detailed look, in an historical context, at the extraordinarily challenging snow removal conditions of this past winter, the function of airline operations centers as they relate to snow removal operations, and advancements in analyzing runway conditions and reporting aircraft braking action.

In addition, this year’s Snow Symposium broke new ground with the inaugural “Snow Academy” training program. The Snow Academy’s aim is to help provide airport operators with a comprehensive and consistent level of winter operations training for personnel employed to perform the actual snow and ice control operations, something that,

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24 STRIKERS ON DUTY IN

JAPAN

Vehicles On Duty at Military and Civilian Airports



The new generation Oshkosh Striker vehicle continues to attract a growing contingent of new customers around the globe. One case in point is Japan, where 24 Oshkosh Striker aircraft rescue and fire fighting (ARFF) vehicles are now on duty. The vehicles are serving at Japan Air Self-Defense Force bases, Japan Maritime Self-Defense Force bases, Japan Ground Self-Defense Force bases, as well as at Tottori and Yamagata civilian airports.

“This significant delivery of 24 new generation Oshkosh Striker ARFF apparatus speaks volumes about the vehicle’s growing popularity and acceptance in Japan and across the Asia Pacific region,” said Jeff Resch, Oshkosh Airport Products Group vice president and general manager. “The Striker sets a new benchmark for performance, innovation and reliability, and we’re very excited to have them in service.”

All 24 vehicles passed the stringent Japan Fire Equipment Inspection Institute testing protocols supervised by Oshkosh distributor Daiichi Jitsugyo Co., Ltd. (DJK). The new generation Striker ARFF vehicles each

feature a 6 x 6 axle configuration with Oshkosh TAK-4® all wheel independent suspension. The Tier 3 and Tier4i/Euro5 emissions-compliant engines (used to power the military and civilian trucks, respectively) achieve a top speed greater than 113 km/h (70 mph). The engine power pack components are readily accessed through walk-in doors on either side of the engine compartment for easier servicing.

All trucks have dual agent fire suppression capabilities, as well as a powerful roof turret, an Oshkosh low attack bumper turret, dry chemical capabilities, and pre-connected hoses with hand nozzles on both sides of the vehicles.

“We are honored,” added Desmond Soh, Oshkosh Corporation president, Asia operations, “that the Oshkosh Striker ARFF vehicles are playing an important role in protecting lives and property at these airports across Japan. These vehicles represent a total team effort led by DJK and with the backing of excellent customer service and support personnel in the region.”

Snow Symposium—continued

up until now, has been left to individual airports. This year, the Snow Academy presented the AAIE Certified Basic Airport Winter Operations

Specialist program. In 2015, the Snow Academy will add an advanced curriculum as part of an expanded program.

All in all, this year’s “SnoPo” was an excellent conference that demonstrated the high level of dedication and professionalism throughout the industry.





Snuzzle High Reach Extendable Turret Takes On Toughest Municipal Firefighting Challenges

Busy New Jersey Fire Department Chooses Snuzzle HRET for Wide Range of Responses

Engineered and developed by Oshkosh Airport Products for ARFF vehicles, the popular Snuzzle High Reach Extendable Turret (HRET) is finding a new audience with municipal fire departments looking for innovative and state-of-the-art aerial apparatus. For example, Elizabeth Fire Department of New Jersey recently placed a Snuzzle-equipped Pierce Arrow XT custom firefighting truck into service. The vehicle, expected to respond to over 1,000 calls per year, will also operate as a specialized foam pumper.

“The innovative Snuzzle HRET together with the tough and reliable Pierce Arrow XT make a powerful combination for a wide range of emergency responses,” said Jim Johnson, Oshkosh Corporation executive vice president and president, Fire & Emergency. “The fast setup time and penetrating nozzle technology allow firefighters to quickly discharge more extinguishing agent directly where it is needed – while the excellent stand-off distance keeps them farther out of harm’s way.”

The Snuzzle HRET has many benefits for industrial and

municipal emergencies. “The water and foam systems give it great structural capability,” said Tom Carle of Oshkosh Airport Products. “It also can be equipped with a nozzle to discharge Purple K potassium-based agent. With that, you add the ability to extinguish chemical, fuel, and even petrochemical fires.”

In addition to numerous industrial, commercial, and residential areas, the Elizabeth Fire Department’s protection district includes portions of Newark International Airport as well as a major section of the largest container seaport on the East Coast. The department selected the Snuzzle because of its ability to operate above or below grade, and because it can pierce a shipping container.

The Snuzzle HRET, with a hardened carbide steel tip and a perforated nozzle, enables firefighters to penetrate aircraft fuselage and cargo containers, as well as other structures. Its ability to discharge from 20 feet below grade to elevations as high as 65 feet gives the apparatus maximum versatility.

Click here (http://youtu.be/D7S_rTftziY) to view a walk-around video of the apparatus at this year’s FDIC.

DELIVERIES



Oshkosh Airport Products recently delivered this Striker 6 X 6 ARFF vehicle to Norman Manley International Airport in Kingston, Jamaica.

This Striker 8 X 8 ARFF vehicle, featuring a Snuzzle High Reach Extendable Turret (HRET) is now on duty at Chicago’s O’Hare International Airport.



"The Oshkosh XF broom retrofit kit is an innovative and proven system that will immediately upgrade an airport's ice and snow removal capabilities."

ATLANTA CHOOSES OSHKOSH BROOMS



Airport Adds Fleet of H-Series Chassis with Oshkosh XF Front-Mounted Brooms to Beat Back Increasing Snow Events

Oshkosh has been awarded a contract for six Oshkosh H-Series vehicles with Oshkosh XF front-mounted brooms, and to retrofit six existing H-Series vehicles with new XF brooms at Hartsfield-Jackson Atlanta International Airport – the world's busiest airport in terms of passenger traffic and the number of landings and takeoffs. Atlanta's snow removal equipment is most often used for runway debris and rubber removal. But the multiple snow events of the past winter have many airports – including Hartsfield-Jackson – reevaluating their fleet's snow removal capabilities. And Hartsfield-Jackson Atlanta International turned to Oshkosh for six new H-Series chassis with XF front-mounted brooms, and to retrofit six more XF front-mounted brooms onto their existing fleet of H-Series chassis.



negative impact," explained Jeff Resch Oshkosh Airport Products Group vice president and general manager.

"The Oshkosh XF broom retrofit kit is an innovative and proven system that will immediately upgrade an airport's ice and snow removal capabilities. Moreover, we have the engineering expertise and local resources to make the entire retrofit process seamless and efficient," Resch added.

Built with heavy-duty construction, the Oshkosh XF high-performance broom is built for high-speed snow removal, with a dedicated 11.9 Tier 4i compliant engine. The new vehicles and broom retrofits will be delivered to Atlanta beginning this November, just in time to take on the challenges of the upcoming winter.

"No doubt about it: in many regions of the country, this past winter was extraordinarily tough in terms of ice and snow. And when runways are forced to close, it has an immediate

For more information on retrofitting Oshkosh XF broom attachments, contact your Oshkosh Snow dealer or visit oshkoshairport.com.



TWENTY-FIVE OSHKOSH STRIKER AIRCRAFT



RESCUE AND FIRE FIGHTING VEHICLES

HEADED TO AIRPORTS ACROSS ARGENTINA

Newest generation Striker selected by Administracion Nacional de Aviacion Civil of Argentina.

In May, we announced that the Administracion Nacional de Aviacion Civil of Argentina (ANAC) purchased 25 newest generation Oshkosh® Striker® 6 x 6 Aircraft Rescue and Fire Fighting (ARFF) vehicles. At that time, seven Striker ARFF vehicles were already on duty at airports in Buenos Aires and across the country. The remaining 18 were delivered this summer.

ANAC was created in 2007 and is the civil aviation authority of

Argentina. It oversees all aspects of civil aviation within the Argentine territory. Its goal is to ensure the highest level of safety in air operations performed in Argentina.

“The Oshkosh Striker 6 x 6 delivers innovative fire suppression technology, unmatched chassis performance, and unsurpassed reliability,” said Jeff Resch, Oshkosh Airport Products Group vice president and general manager. “We are thrilled to have the newest generation Striker selected by ANAC to provide state-of-the-art emergency response at airports across Argentina.”

Oshkosh dealer Always Hidraulica SA of Buenos Aires, Argentina, provides local service and support. 



Oshkosh Sales and Support Team Update; Lowe Added to Marketing Department



TOM CARLE is responsible for Texas, New Mexico, Colorado, Utah, Wyoming and Idaho. Tom began his truck industry career in 1995 and joined Oshkosh Airport Products in 2004, most recently serving as sales support manager.

Tom enjoys the opportunity to work with airport customers. He earned an MBA from University of Wisconsin, Oshkosh in 2013. Tom is married and enjoys spending time with his wife, Amy. He also enjoys fishing, kayaking and sailing.



RICH VOAKES is sales manager for the Western states – from Arizona to Alaska – as well as the western Canadian provinces. Rich brings a wealth of experience to his new responsibilities. He has been with Oshkosh

Airport Products for more than 17 years. During that time, Rich has served in a wide range of positions; most recently, he was government products sales manager, and before that he was snow products order and production manager, international sales analyst, and new product development technician.



GREG PFAFF continues to handle the Midwestern states. Greg has worked for Oshkosh Corporation since 1979. During that time, he has served in a number of areas, including aftermarket service and contract

administration. Before joining Airport Products in 2009, Greg was a regional sales manager for Pierce Manufacturing. In his spare time, Greg enjoys traveling. He is also an avid fisherman, and a scuba diver.



GARY KOGUT remains Eastern states and provinces regional sales manager. With a 40-year career in the aviation field, he is well known and respected by airport operations teams across the eastern U.S. and Canada. Kogut is a former FAA

air traffic controller, and has held management positions at Port Columbus International and Buffalo Niagara International Airports. He is an active member of the AAAE and the International Aviation Snow Symposium.



BRIANNA PROPSON has joined Oshkosh Airport Products as sales associate in the company's stellar salesforce. Prior to joining the Airport Products team, Propson worked as a program manager with a contract manufacturer.

She graduated from the University of Wisconsin, Oshkosh, where she graduated with a double major in finance and Spanish. While attending college, Brianna interned with Oshkosh Corporation in the International Shared Service department.



SAM LOWE was named marketing representative for Oshkosh Airport Products in May of this year. Lowe is a 2013 magna cum laude graduate of the University of Wisconsin, Oshkosh with a double major in economics and

marketing. He is no stranger to the fire and emergency industry; while attending college, he served as a sales intern at Pierce Manufacturing and then as a marketing intern at Oshkosh Airport Products. Lowe comes to Oshkosh from a digital marketing agency, where he rose through the ranks and most recently served as a project manager.

UPCOMING EVENTS

ARFFWG Annual Conference
Moody Gardens Hotel - Galveston, TX
September 29th - October 2, 2014
<http://www.arffwg.org>

AAAE Northwest Chapter Annual Conference
The Riverside Hotel - Boise, ID
October 6-8, 2014.

Be sure to look for us at these and other upcoming events. For a complete list, visit our website and click on EVENTS.