



RESPOND FULL FORCE

# AIRPORT AND MUNICIPAL PRODUCTS e-NEWS TRACKER

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Fifteen Oshkosh Airport Products vehicles on display at Montreal- Pierre Elliot Trudeau Airport.

## Montreal-Trudeau Airport Upgrades its Ability to Deal with Snow and Fire

Each year, 40 air carriers transport more than 11 million passengers via Montreal-Pierre Elliot Trudeau Airport. The airport has direct flights to and from 120 regular and seasonal destinations in Canada, the United States and internationally. And due to its geographic location, Montreal is a major hub for air traffic between Canada and Europe.

Montreal-Trudeau has long been recognized for its expertise in clearing snow, and the airport greatly improved its snow removal and firefighting capabilities when 15 Oshkosh Airport Products vehicles were delivered in early December.

"When an airport as highly regarded as Montreal-Pierre Elliot Trudeau makes this type of commitment to Oshkosh, it's a tremendous honor," said Tim Raupp, Oshkosh Airport Products Group president. "We're very excited to know that both our Striker and H-Series platforms help protect and serve the millions of people who travel through this historic facility."

This major order included 13 Oshkosh® H-Series™ vehicles,

including six with plows and towing brooms; six blowers, including three high-speed models; and five Oshkosh H-Series multi-tasking units, including three with high-speed blowers and two with front plows.

The H-Series high-speed blower vehicle can throw snow up to 150 feet while operating at speeds of up to 35 mph.

Eight of the H-Series vehicles are equipped with a 24-foot wide front plow, and six have a 22-foot wide tow-behind broom. The plow brooms they replaced were 14-foot wide. Similarly, the new Oshkosh snow blowers are capable of blowing 5,000 tons of snow an hour – nearly 50 percent more than the older machines they replaced.

In addition, the airport purchased two Striker® Aircraft Rescue and Fire Fighting (ARFF) vehicles, one 3000 platform and one 4500 platform. Known for its fast-response acceleration, the Striker 3000 features unmatched visibility and outstanding triple-agent firefighting capability. The unit can accelerate from 0 to 50 mph (80 km/h) within 35 seconds.

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# Tim's Corner



## Tim Raupp is President of the Oshkosh Airport Products Group

This is our first electronic-only version of the News Tracker. We're taking this opportunity to save paper and reduce our environmental footprint. We also want to provide you with important news and information in the most cost-effective way during these challenging economic times. Be sure to forward this to your colleagues, friends and others who would like to keep up with the industry.

I'm extremely pleased two major North American airports – Montreal-Pierre Elliot Trudeau Airport and Denver International Airport – have selected Oshkosh snow removal and ARFF vehicles to enhance their safe operations and ability to deal quickly and effectively with winter storms and emergencies of all types.

Officials at these outstanding world-class airports recognize Oshkosh quality, as well as the value in operating state-of-the-art machines that get the job done under extremely challenging conditions. I'm proud to provide the details of these major purchases in this issue.

Meanwhile, there is growing industry awareness of the new Stinger Q4™ Rapid Intervention Vehicle's tremendous potential and it has been very well received. We're excited to offer this versatile vehicle as part of an expanded line of ARFF vehicles. Be sure to check out the Stinger profile and photos in this issue.

In addition, the Striker 4500 was recently featured with a full page of coverage in *Popular Mechanics'* Extreme Machines story. We're honored to be featured in this iconic magazine; be sure to ask for an electronic copy of the article from your Oshkosh representative.

Don't forget to check out our calendar of upcoming events and our expanded website. We've worked hard to make it an excellent source of information you need.

Tim Raupp

## MONTREAL-TRUDEAU AIRPORT UPGRADES...cont'd from page one

The larger Striker 4500 vehicle features a 4,500-gallon water tank, TAK-4® independent suspension, a more powerful 950-hp engine, electronic foam proportioning and a high volume low-attack bumper turret.

Each of the Striker vehicles also features a Snozzle™ High Reach Extendable Turret, a multi-function quick attack tool that allows firefighting operations to begin immediately while larger pumpers and aerial devices are still being positioned.

The versatile Oshkosh H-Series vehicles in their various configurations are bigger and more powerful than the equipment previously used at Montreal-Trudeau, and they will allow crews to work faster and more efficiently. This is particularly important because more than 12 feet of snow fell on Montreal during the winter of 2007-08 – almost 80 percent more than average.

Airport officials expect the new Oshkosh equipment to cut in half the time required to clear a primary runway and its taxiways, to an average of 25 minutes, compared to the 50 minutes it had previously taken. This significant reduction in plowing time will increase the airport's capacity and allow greater flexibility in moving aircraft during a snow event.

The Oshkosh H-Series vehicles also allow the airport to better meet airline needs as runways are out of commission for shorter periods of time during snow removal operations. This is especially critical at peak times during major snowstorms, and it helps airlines save fuel.

"We chose Oshkosh snow removal equipment because it's built and designed for airport operations, and the overall quality is great," said Sylvain Coron, Assistant Director of Operations for Aeroports de Montreal (ADM). "And excellent after-sale service and support by Eagle Airfield also influenced our decision."



Eagle Airfield is Canada's leading supplier of industry-best snow and ice control equipment, ARFF vehicles and GPS-based safety management systems to the airport market. Eagle Airfield has serviced and supported the airfield market for more than 30 years with leading technologies and innovative solutions.

ADM, the main airport authority in the Montreal area, and Eagle Airfield have forged a strong relationship that will support continued safe and efficient airfield operations. This partnership includes training, service and support for the airport's new fleet of snowblowers, plows and sweepers, as well as Oshkosh ARFF vehicles.

"We're extremely pleased to work with the great team at ADM. This is one of the most significant and deep-rooted partnerships we have, and we'll continue to work hard to ensure we live up to ADM's expectations," said Trevor Winn, Chief Financial Officer, Eagle Airfield. "It's relationships like this that make our work in the industry so rewarding and enjoyable."

ADM has received several awards for its snow clearing expertise, and in 2008 Montreal-Trudeau received its second Balchen/Post Award for Excellence in the Performance of Airport Snow and Ice Control. This prestigious award is presented by the American Association of Airport Executives. 🗨️

Check out our calendar of upcoming events and our expanded website. We hope you enjoy this edition of the *E-News Tracker* and be sure to let us know if you have a comment or story idea.

[www.oshkoshairport.com](http://www.oshkoshairport.com)

# World class HT-Series snow removal equipment, Striker® vehicles for Denver International Airport



**A**fter a blizzard closed Denver International Airport for nearly two days in December 2006, a consultant analyzed the airport's snow removal practices. The consultant recommended a move to multi-function equipment that can plow, sweep and air-blast snow in order to more quickly clear runways and high-speed taxiways during snowstorms.

Airport officials hoped that by using an array of multifunction vehicles, crews could halve the time needed to remove snow from runways and high-speed taxiways.

The 53-square-mile facility is the largest international airport in the United States and the third largest airport in the world. Denver International Airport also has Runway 16R/34L – the longest public use runway in the United States at 16,000 feet. In 2007, the airport was the 11th busiest airport in the world by passenger traffic and served more than 49.8 million passengers.

Airport officials subsequently purchased and placed into service 24 Oshkosh® HT-Series™ snow tractor vehicles. The HT-Series vehicles are identically equipped with Oshkosh 24-ft. front-mounted flared plows and 22-ft. towed, tracking, steerable brooms and ALL STEER® electronic all-wheel steering.

"In the past, crews typically spent 45 to 50 minutes cleaning snow from a runway and associated taxiways," said Jeff Bartleson, Assistant Director of Field Maintenance at Denver International Airport. "I've been doing snow removal for 24 years. I'm excited that with one pass we can clean and get off."

Following a review of their existing fleet of Aircraft Rescue and Fire Fighting vehicles, Denver International Airport officials also purchased five Oshkosh Striker® 4500 apparatus to enhance the airport's firefighting capabilities. The total value of all contracts, including local support and training, is more than \$22 million.

The HT-Series snow tractor is a unique, multi-tasking equipment chassis, capable of performing a



myriad of functions including plowing, sweeping, forced air blowing, de-icing and more. The HT-Series chassis also accepts a wide range of plows, underbody scrapers, material spreaders, tow-behind brooms or combinations of each, depending on customer requirements.

Using these highly efficient, multi-function vehicles, 13 Oshkosh machines – one plow and one broom – now do the work on the airport's west side runways that previously required 14 plow vehicles and 14 broom vehicles. Runway 16R/34L is 200 feet wide, and nine of the new machines traveling in formation are needed to clear this unusually wide runway.

"The HT-Series vehicles were engineered with the assistance of airport snow removal professionals who operate and manage fleets around the world," said Steve Karlin, Director of Sales and Marketing for Oshkosh Airport Products. "The HT-Series chassis is engineered to provide excellent visibility, built-in

## Oshkosh Support

A key element in making this significant sale of Oshkosh equipment to Denver International Airport is the training and service support provided by Oshkosh dealer OJ Watson Equipment. Since 1912, OJ Watson has built a strong legacy of offering quality equipment and outstanding service.

OJ Watson provides comprehensive, one-stop service and support for DIA. The company stocks key parts for Oshkosh vehicles, and has factory-trained service personnel on call 24 hours a day. For snow removal vehicles, this commitment to service is critical during the winter months when snowstorms and blizzard conditions threaten to disrupt safe operations at Denver International Airport.

"We're proud of the support and training we provide through outstanding dealers like OJ Watson," said Steve Karlin, Director of Sales and Marketing for Oshkosh Airport Products. "Unmatched support and service is another reason Oshkosh is the leader in purpose-built snow removal chassis, and why the Oshkosh H-Series is selected by most major airports in North America as the core of their snow removal fleets."

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**Popular Mechanics magazine:**  
**“If Porsche built a firetruck, it would have moves like this.”**

A recent *Popular Mechanics* article on “Extreme Machines” featured an Oshkosh Striker® 4500 ARFF apparatus. The article highlighted the unique firefighting capabilities, as well as the superb handling features of the 58-ton truck.

“Under acceleration, the Striker feels quick. But what’s most surprising is how it changes direction so effortlessly,” stated the article. “If Porsche built a firetruck, it would have moves like this.” We couldn’t say it better ourselves! To see the complete article, contact your Oshkosh representative. 📧

## Stimulus bill may fund ARFF and snow removal vehicles

As airports face increased demands of firefighting, emergency response and snow removal in this tight economic environment, funding new equipment is a major challenge. The federal economic stimulus package promises to support your growing needs. The stimulus package will provide expanded funding for the FAA’s “Airport Improvement Program.” This is especially good news for airports undertaking infrastructure projects. For more information and details on how ARFF and snow removal vehicles may qualify, contact your Oshkosh representative or call Cheryl Weaver at 920-235-9151 ext. 25651. 📧



## Welcome to Pete Evans

We’re excited to introduce Pete Evans as the newest member of our team. Pete recently joined Airport and Municipal Products as the Director of Sales, National Accounts. Pete comes to Airport Products from Medtec (also in our Fire and Emergency group) where he was General Manager for the past three years.

At Medtec, Pete led worldwide ambulance sales, engineering and manufacturing. Prior to joining Medtec, Pete served as the Director of Sales and Marketing Finance for Pierce Manufacturing. Pete has an MBA in Strategy, Marketing and Finance from Carnegie Mellon University, and a Bachelor of Science degree in Industrial Engineering from Milwaukee School of Engineering.

Part of Pete’s responsibilities in Airport Products will be working with our dealer network to improve overall distribution and product offering, and to help us grow our business. As you get to know more about Pete in the near future, you’ll see why we’re so excited to have him on our team. 📧

### World class HT-Series for Denver...cont’d from page three

safety systems, a roomy, comfortable cab and legendary Oshkosh reliability.”

The Striker 4500 features an 8 x 8 axle configuration and proprietary technologies such as TAK-4® independent suspension, triple agent firefighting capabilities and Command Zone™ advanced electronics for enhanced maneuverability, firefighting power and reliability.

Other features include 4,500 gallons of water capacity; 420 gallons of foam capacity; 500 pounds of dry chemical; roof turret with 1,200 GPM flow capacity; bumper turret with Low Attack design, Hydrochem nozzle with 1,200 GPM flow capacity; preconnected water and foam hoses; Oshkosh Rear Steer system; Caterpillar C18 diesel engine with 950-HP and 2,400 ft. lbs. of torque; and Twin Disc transmission. 📧

## Featured Deliveries



### Oakland County International Airport

The Oakland County International Airport in Waterford, Michigan, recently expanded its fleet of Oshkosh vehicles by taking delivery of this Oshkosh® HB2723 snow removal vehicle with an M-B model 4620-FMD-HP3 airport runway broom. This state-of-the-art equipment can clear 3-4 inches of snow while traveling up to 45 mph. The airport also purchased an Oshkosh® ARFF vehicle in 2006.



### Hawaii Airport Fire Authority

The Hawaiian Airport Fire Authority has purchased four Stinger Q4™ Rapid Intervention Vehicles (RIVs). The Stinger RIV was jointly developed by Oshkosh and sister company Pierce Manufacturing, and is the first platform to offer Pulse Delivery and QuadAgent technologies. The Pulse Delivery system provides for a more effective use of dry chemical agent, while the QuadAgent system has four distinct modes, and allows a firefighter to discharge any agent or combination of agents.



# DIE-CAST COLLECTIBLES

## Small Tributes to the Legacy of Oshkosh®

These die-cast collectible models honor the real machines with extreme accuracy and precise detail. Organizations and individuals affiliated with Oshkosh equipment are eligible to receive these models at discounted pricing.

Oshkosh Corporation has partnered with TWH Collectibles in developing an extensive line of Oshkosh Airport & Municipal 1:50 scale model replicas with extremely accurate design and detail. Available models include the Oshkosh P-Series 4x4 with plow (and 4x4 with tag axle); the Oshkosh H-Series with blower, plow and broom configurations; and 9 unique international airport designations of the Oshkosh Striker® 3000 ARFF Truck.

All Oshkosh models have been produced in limited quantities – thereby making them true collectibles as they capture the features and functions of today's Oshkosh products. Each model is packaged in a professional Oshkosh box and includes a reduced size real machine product guide. The entire line of models commonly includes, but is not limited to – detailed cab interiors; opening covers to expose detailed engines; realistic hydraulic and electrical lines; accurate decal packages; photoetch step platforms or decking; and steerable wheels and functioning suspension.

Oshkosh offers these models at discounted pricing of 40% off retail to employees, retirees, dealers and affiliates. If individuals are interested in taking home a small piece of the Oshkosh legacy, visit [www.oshkoshmodelshop.com](http://www.oshkoshmodelshop.com) and enter the coupon code "oshmodpromo". ➡



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