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RESPOND FULL FORCE

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A Texas-Sized Operation: Dallas/Fort Worth



DFW's ARFF fleet is comprised of eight Striker 4500 vehicles, two of which feature a high reach extendable turret.

The Dallas/Fort Worth airport doesn't just serve two of Texas's most dynamic cities. The second largest airport in the United States is a city, with its own post office and city services. Jessie Gentry, one of the four assistant chiefs of the airport's fire services, supervises 114 personnel, including six battalion level personnel and 21 company officers.

Dallas/Fort Worth has high standards, as well as high traffic. *Air Cargo News* recently named DFW the world's best cargo airport between one-half million and one million in annual tons shipped, ahead of such facilities as Atlanta and Newark.

Being the best means being serious about training. Gentry notes that, as an early adopter of propane fire training, Dallas/Fort Worth has trained not only its own fire fighters but also ARFF teams from throughout Latin America, Australia and Southeast Asia.

The installation of propane equipment was just the start of a serious commitment to training.

Other equipment includes a 5-story training tower that houses computer equipment, and a Specialized Aircraft Fire Fighting Trainer (SAFFT)—a mock-up of a DC10 that allows all kinds of simulated fires—engine, wheel, fuselage with flashover, cockpit, and lavatory.

Gentry reports, "We have a training pit that is a mock-up of a 737, and we have two real 727s that were donated from a couple different airlines. So we can train with our new Snozzle-equipped Striker vehicles for fuselage penetration and that sort of thing."

To further simulate fire conditions, the airport has one of the only two 60-inch tempest fans in the world. Mounted on a Peterbilt Class 8 truck chassis, the fan pushes 118,000 cubic feet of air a minute through a fuselage.

"When used in conjunction with our new emergency air stair, we are able to do an interior fire fighting attack on an aircraft rather quickly; much quicker than setting a ground ladder.

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Featured Deliveries



Lansing -- H-Series Snow Removal

The Lansing Capital City Airport in Lansing, Mich. recently took delivery of this Oshkosh® H-Series™ snow removal vehicle outfitted with a 20-foot powered broom. The H-Series vehicle features the new cab design with 40% more glass and no corner posts for outstanding visibility. The vehicle also features a CAT C11 335-HP drive engine, Oshkosh 27,000-lb front drive axle, Oshkosh 18,000-lb rear drive axle, Oshkosh model 55000 two-speed transfer case, and ALL STEER® electronic all wheel steering system. For more information, contact Tom Carle, Regional Sales Manager at tcarle@oshtruck.com.



St. Louis -- Striker ARFF

In September 2007, Lambert St. Louis International Airport took delivery of their newest Oshkosh Striker 3000. The vehicle features a 3000-gallon water capacity, 6x6 chassis configuration, TAK-4® independent suspension, 650 hp CAT C16 engine and an Allison EVS4800 Gen 4 automatic transmission. This Striker also features triple-agent fire fighting capability with 420 gallons of foam, a 500-pound dry chemical system and 460 pounds of Halotron. The firefighting systems are driven by a 1950-GPM Waterous pump, Oshkosh low attack bumper turret and the Snozzle high reach extendible turret. For more information, contact Tom Carle, Regional Sales Manager at tcarle@oshtruck.com.

Getting Traction In China: Oshkosh sells 26 vehicles to Beijing Capital International Airport



Oshkosh has made a serious commitment to serving the China market. When Mike Crowe opened the Oshkosh Beijing operation, we became the first U.S. manufacturer of snow removal vehicles to establish a dedicated business unit in this important market.

As a result of that commitment, we recently sold 26 H-Series™ snow removal vehicles to the Beijing Capital International Airport. The vehicles—valued at USD \$10.6M—included 24 front-mounted broom units and two high-speed blowers. The brooms will be on the pavement and the blowers will be engaged for the first snow of the 2008-2009 season.

Less than ten years old, and only 20 kilometers northeast of the city center, Beijing Capital is the radial center for Chinese aviation, serving eleven domestic airlines and 55 international carriers, with more than 5,000 flights per year.

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calendar of events

Snow Symposium

April 26 - 30, 2008
Buffalo, NY

Airport Fire-Rescue U.S.A.

May 5 - 8, 2008
Myrtle Beach, SC

AOA

June 1 - 3, 2008
Milwaukee, WI

AAAE Annual Conference

June 8 - 11, 2008
New Orleans, LA



KREMMLING, COLORADO

Grant Ellis admired Oshkosh plows as a kid in Wisconsin. When he was charged with taking on Colorado mountain snows, he called home for a solution.

I grew up in Wisconsin, just south of Oshkosh and got to see many Oshkosh snowplows over the years and have never forgotten how impressive they

were. I now live in rural Colorado in the mountains. A few years ago I saw a need for a large 4-wheel-drive snowplow to plow a few very rural subdivisions here near Kremmling. I started looking around and found a very well-kept township truck in Wisconsin. This 1971 P2427 had less than 25,000 miles on it and was in great shape! I purchased the truck with its full complement of plows. Next, Clarence Jungwirth of Oshkosh Truck gave me the name of a company in Wisconsin that could transport my 1971 P2427 to Colorado. I have been plowing a 12-mile subdivision with extremely demanding roads now for the last three years. I know of no other piece of equipment that could perform this task with the reliability and efficiency of my P2427.

— Grant Ellis

MANHATTAN, KANSAS

When Manhattan, Kansas was hit with this December's already legendary ice storm, Peter Van Kuren of the Manhattan Regional Airport was reminded of why he acquired his Oshkosh P-Series truck in the first place. The vehicle features an Oshkosh 20-foot length straight plow, DIN type hitch, Henderson dump body with underbody hoist, and a vee box material spreader.

"Manhattan (MHK) had an opportunity to put the new truck to a very good test on Saturday and the truck passed with flying colors. It is a most welcome addition to our inventory."

—Peter Van Kuren



Charlottesville-Albemarle: A Mid-Sized Airport that Tackles Big Challenges



Three generations of ARFF vehicles on display, and on duty: (from left to right) Striker, T-Series and P-19.



Bill Pahuta, director of operations, stands alongside Charlottesville - Albemarle's new Oshkosh H-Series blower.

They know a thing or two about plows in the Charlottesville area.

In 1788, Thomas Jefferson noted the deficiencies of European agricultural plows and set out to improve the mouldboard—the equivalent of the blade on a snowplow. He developed a blade that “answers in practice what it promises in theory.”

Jefferson moved earth. Bill Pahuta plows snow on a single, in-demand runway as he leads a team that keeps a busy regional airport up and running.

While one doesn't associate Virginia with winter storms, the Charlottesville-Albemarle Airport averages 24 inches of snow a year. Lows that hover right around freezing at night means the snow must be completely removed immediately after each snowfall to prevent thawing and refreezing. In these conditions, powerful and reliable snow removal is a must.

In some ways, smaller airports pose greater challenges than larger ones. “We only have one runway and in today's environment they are flying all the time,” Pahuta says. “We have a lot of pressure to keep the runway open and we have to rely on the equipment we have to do a good job.”

Pahuta relies on Oshkosh equipment to keep the airport's 35 daily commercial flights and numerous private flights a day on schedule. “On the snow side, we have three P-Series™ trucks with 22-foot plows,” Pahuta reports. “We also have a multi-purpose H-Series™ unit with a broom and a blower. And we're about to take delivery this fall of the new high speed H-Series with a broom and blower.”

While sometimes viewed as a solution for larger airports, the new H-Series truck is especially welcome in this regional airport. “The larger airports have the large staff and multiple runways where they can just run a broom and a blower independently. With smaller airports, we just don't have the staffing. With the multipurpose equipment we feel we get more bang for the buck. We basically get two pieces of equipment with one ‘carrier’ chassis.”

In his 31-year career at Charlottesville-Albemarle, Pahuta has learned the value of using resources in tandem. “The nice thing about this new high-speed blower is that you can go down the runway at 35 miles per

hour so you can put it in line with your snowplows.” And in this get-it-done environment, he's still willing to hop on a snowplow and drive it when that's what the situation demands.

Of course, Pahuta, who started his career as a public safety officer, is concerned with the well-being of the 200,000 people the airport boards every year. The airport has long relied on Oshkosh ARFF vehicles.

“My first Oshkosh piece was in 1984 and it was the Oshkosh P-19. It's a 1,000-gallon fire truck. We also have a T-1500 Series, T-96, and then we just recently purchased a Striker® ARFF vehicle that went into service in April. The P-19 truck has been replaced but it is in great condition and we still use it and the T-1500 vehicle.”

Pahuta appreciates the improvements Oshkosh has made in the Striker truck. “The visibility in the Striker vehicle is remarkably different and the ride is vastly superior. It's got a far lower center of gravity that the drivers appreciate.”

Since his department purchased the P-19, Pahuta has returned to Oshkosh several times – most recently, to inspect the Striker vehicle. He's been consistently impressed both with the facilities, the company, and the products.

“When we were out inspecting the Striker truck, there was one of the new H-Series cabs and we got to take a look at it. Oshkosh designed that cab by speaking with the industry to find out how they worked and what they wanted. I think they did a fine job, and we're looking forward to getting that new piece of equipment.”

Ultimately, it's about the quality of the products. “One thing about Oshkosh that sets them above anyone else is they will sell you the product, but they are not going away after the sale. They are there. Oshkosh vehicles are built with the operator and the maintenance people in mind.”

As Thomas Jefferson might say, it's about a product that “answers in practice what it promises in theory.” Or, as we might say, it's about walking the talk. ■



A Striker vehicle trains at DFW. The facility is used by ARFF fire fighters from around the world.

We are able to pull the air stair up to the L1 door and position the fan right behind, leaving enough room for the fire fighters to make entry. This allows us to quickly clear the smoke and do aggressive interior fire fighting attacks, utilizing the Striker vehicle's capabilities."

DFW trains in Striker vehicles because it relies on Striker vehicles. Gentry said, "Our two new Striker 4500s make a total of eight on duty. When making this important decision, we did some R & D on our own.

We went to Oshkosh and we drove both the 4500 and the 3000 and we didn't feel there was a whole lot of difference in the acceleration. We felt that the eight by eight was very stable. Plus, we wanted to maintain a standardized fleet. In addition, two of the eight

Striker vehicles have the Snozzle® high reach extendable turret (HRET) for enhanced fire fighting capabilities."

Inside, the DFW Striker vehicles are configured for single person operation—making full use of the 80 square feet of glass, function-grouped controls and joystick operation.

The reasons for selecting a Striker truck go beyond the vehicle. Gentry said that the airport was reassured by Oshkosh's solid history and commitment to service. "We've had another brand where we did



encounter some maintenance issues. And downtime is a major concern."

The Oshkosh difference started with the specs. "We work very closely with our entire team when spec'ing the trucks. One thing that we did differently than most is we specified an Oshkosh low attack bumper turret, in addition to a high-flow turret. We've included that on the front of all of our Striker apparatus. This gives us some back-up capability."

The difference that Gentry noted continues with Oshkosh service.

"I've always said that anyone can sell you an apparatus or a car, but it's a matter of how responsive they are once you purchase that apparatus. That's why we buy Oshkosh Striker vehicles and Oshkosh's sister company Pierce structural units. Both companies are very responsive to our needs."

"If we have a component go out, our fleet management team, led by Juan Castillo-Venzor, can make a call to Oshkosh or Pierce and they will overnight the part. For some parts with a faster replacement cycle, Oshkosh will provide us with in-stock parts to minimize that down time."

Sometimes the operation of a Texas-sized airport comes down to a single part. Oshkosh is committed to full-force response to keep Dallas/Fort Worth up and running. ■

GETTING TRACTION IN CHINA...continued from page three

While China posed new challenges, the keys to our success were the same principles that guide our business back in Oshkosh. The Beijing operation wasn't simply a sales office, but an integrated facility that, first and foremost, listened to the customer. In addition to selling vehicles, it will provide service, parts, and on-site training by factory representatives. Oshkosh veteran and Beijing resident Ed O'Malley will be coordinating the training and service support.

Oshkosh commitment to local Beijing requirements are reflected in

the cab and controls. At the request of the Airport Authority, Oshkosh's patented Command Zone system has been programmed to operate fully in Chinese, including operational and maintenance information and readouts.

The order was one of the largest orders ever for the popular H-Series chassis, which has been designed—based on airport input—with a roomy cab, excellent visibility, built-in safety systems, greater comfort, unmatched performance and legendary Oshkosh reliability. ■

