

Happy Holidays From Oshkosh Airport Products!

Welcome to the Holiday 2014 edition of the Oshkosh Airport Products NewsTracker newsletter. In this issue, be sure to read about one of the most interesting Oshkosh® Striker® ARFF vehicle deliveries in our team's history. It began in Wisconsin and was completed on the rugged mountains in Bolivia, at the highest international airport in the world!

An equally impressive story in this issue involves the massive lake effect snowstorm that just last month dumped close to eight feet of snow in parts of Western New York. An Oshkosh customer serving the Marilla Township near Buffalo relied, with great success, upon his Oshkosh vehicles to clear a path while assisting first responders rescuing stranded tour busses. Many thanks go to the dealer team at Boyles Motor Sales for its commitment to serve airport and municipal customers in Western New York.

We'd also like to direct your attention to our story on the Oshkosh snow products dealer meeting that recently took

place in the Twin Cities of Minneapolis and St. Paul. We're proud to have an excellent team of dealers to provide unwavering sales and support services for Oshkosh snow removal products and services. This conference gave us the opportunity to review programs, share best practices, and visit the outstanding facilities at MSP.

We wish you a joyous holiday season and a Happy New Year – may 2015 be successful and fulfilling for you and your loved ones. As always, thank you for everything you do to keep airports open and to protect the flying public.



Jeff Resch
Vice President
Oshkosh Airport Products



Among its many responsibilities, this 1997 Oshkosh P-Series "North Pole Express" escorts Santa into the Town of Marilla, New York each Christmas.

WESTERN NEW YORK POUNDED BY MASSIVE LAKE EFFECT SNOW; Marilla Township Relies On Its Oshkosh Vehicles

“Eighty inches of snow and the Oshkosh took whatever we threw at them.”

Unpredictable and potentially dangerous lake effect snows are caused by cold winds moving across long expanses of lake water where they pick up water vapor that quickly freezes and is deposited on leeward shores. In a high-profile, real world case study that will be remembered for years to come, mid November winds blowing across Lake Erie dropped *several feet* of snow over two days in parts of Western New York. Near the epicenter was the rural township of Marilla, located about twenty miles east of Buffalo.



“Over the two days, we got about 80-inches of snow – day one had four feet and day two about three and a half,” explained Ron Unverdorben, highway superintendent for the town of Marilla. He and his team are responsible for maintaining 100 miles of roadway. “I’ve lived here my whole life, and I would have to say this is the most snow I’ve ever seen at one time.”

With a snow removal crew of just five it was an all-hands-on-deck situation. “Our strategy is to

be out there through the entire storm - we never take the approach of waiting until the storm has passed,” said Unverdorben. “The one issue that we run into is visibility. Lake effect snows can be unbelievably intense; it’ll be so bad that you can’t see past the hood of your truck. In those situations you have to get off the roads and wait it out a bit until the visibility improves.”

The citizens in and around Marilla were fortunate to have a pair of Oshkosh vehicles serving on front line duty. “We have a 1997 Oshkosh 6 X 6 P-Series ten-wheeler that we recently purchased through John Fanara at Boyles Motor Sales,” said Unverdorben. “It was a surplus truck from Chicago O’Hare airport. We purchased it as a cab and chassis and Boyles outfitted it with a wing tower plow. Then we built a sander body for it and did a bunch of fabrication; it’s custom-made to meet the needs of our township.” *-continued next page*



The second Oshkosh vehicle is a 1949 model configured with a blower (a World War II Army surplus rig) that the town purchased more than half a century ago. "It's got gas motors and it runs like a champ," said Unverdorben. "The thing is a beast; people can hear it from two miles away. You can hear it all around town. We ran the blower for two solid days and it never missed a beat."

For the entirety of the storm, Unverdorben was in the midst of the action. "I drive the 6 X 6, and that's the truck I was in for 21 hours each day," recalled Unverdorben. "The Oshkosh trucks took whatever we threw at them. We had roads with five and a half feet of snow across the entire surface. We went right down the road with the 6 X 6 and never missed a beat!"

During the height of the mayhem, the Oshkosh 6 X 6 was called upon to rescue trapped motorists and, together with the Marilla team, helped save lives. "We used the 6 X 6 to escort the fire department to 911 calls, including to two tour busses that got stranded," said Unverdorben. "We had to assist in getting those people to an emergency shelter. We got kind of sidetracked with things like that, so that took away from some of our time to plow roads. We were pulling trucks out of the ditch left and right. It was a little bit crazy."

Sleep was not an option with snow piling up at the rate of five to six inches per hour. "We were doing 21 hours at a time in the trucks and then taking three hours off," said Ron. "Then we'd be back at it." The department's snow removal plan is

similar to an airport's with a plow followed by a blower. "When you get that much snow, there does come a point when you need to blow it," added Unverdorben. "After plowing residential streets the snow banks were eight to nine feet deep and residents' mailboxes and driveways were buried. So we went down both sides of the road with the '49 Oshkosh and blew all that snow out of there. This was how we gained another five to six feet of road width."

Surprisingly, the snow was gone and melted in matter of days, giving Marilla's highway team time to reflect on the massive storm. "Everyone felt really good about the job we did but, for me personally, the big melt is pretty depressing because I'm a snow guy," said Unverdorben. "I work here the whole year round so I can plow the big storms in the Oshkosh. We're hoping for the best and hoping there's more on the way."



Oshkosh H-Series blowers are called upon to clear vital Interstate highways after massive lake effect snows.



STRIKERS TAKE LONG JOURNEY TO ARRIVE AT NEW HOME



Overland trip reaches highest altitude international airport on earth.

El Alto International Airport is situated at 13,325 feet above sea level.

Oshkosh Airport Products was elated to be chosen by Bolivia's Servicios Aeroportuarios Bolivianos S.A. (SABSA) which recently took delivery of three new generation Oshkosh® Striker® 6 X 6 vehicles. SABSA is a nationalized company dedicated to the administration, modernization and expansion of the major airports in Bolivia. "The people of SABSA are committed to upgrading airport emergency response capabilities throughout Bolivia, and we're honored that Oshkosh Striker vehicles are playing an important role in this mission," said Marcelo Solis, vice president of Leits Inc. of Miami, Florida, Oshkosh Airport Products dealer and distributor.

The purchase contract was the culmination of a two-year process. The Striker vehicles were slated to be placed into service at three very important – but very remote and difficult to reach by road – airports within Bolivia, including Viru Viru International Airport in Santa Cruz, J. Wilstermann International Airport in Cochabamba, and El Alto International Airport in La Paz. At a breathtaking 13,325 feet above sea level, El Alto is the highest altitude international airport on earth!

How to get the new generation Striker vehicles to these airports became a major challenge and ultimately a

testament to teamwork. Leits Inc. supervised the logistics, transportation, and delivery. "We had representatives on hand to receive the Strikers when they first arrived by boat at the port of Iquique, Chile, to ensure all would go as planned," explained Solis. "Chile's national holiday was about to commence, so we needed to get the Strikers off the ship and immediately loaded onto flatbed trucks for their long overland journey."

The convoy of Striker vehicles set out on an arduous cross country journey winding up steep mountain roads. The first destination, more than 750 kilometers to the northeast,

This Oshkosh Striker is now on duty at its new home in Santa Cruz.





This Oshkosh Striker received a formal welcome as it was placed into service at J. Wilstermann International Airport in Cochabamba.

was El Alto International in La Paz. Local travel regulations required that the Striker convoy travel only at night, as daytime travel on these steep roads is reserved for lighter vehicles. “When the Striker finally arrived at El Alto it was incredibly dusty from its long trip up the mountain,” said Solis. “But everyone was very, very excited to see it arrive. Within 24-hours of offloading at the fire station the vehicle was showroom clean.”

After leaving La Paz, the remaining Strikers were delivered to J. Wilstermann International at an elevation of 8,360 feet

and to Viru Viru International Airport in Santa Cruz, the hub for Bolivia’s largest airline and the primary gateway for international flights.

All three Striker vehicles are now on frontline duty and have made a significant and positive impact on the emergency response capabilities at these three airports. “The new generation Striker is at home at airports around the globe,” said Jeff Resch. “We’re proud to say this now includes three vitally important airports in Bolivia, including the highest elevation international airport in the world.”

The trio of new generation Strikers are loaded onto flatbed trucks for their long overland journey.



DEALER SNAPSHOT: BOYLES MOTOR SALES

Boyles Motor Sales was established by Vincent Fanara in 1949 and continues today as a family run operation serving Western New York State with locations in both Batavia and Jamestown. Today, one of the principals is Vincent's youngest son John, who joined the company in 1980 and worked his way up to vice president, eventually running the company's Jamestown location. "I started out in the 70's with our family business and am going on 42 years here at Boyles Motor Sales," said John. "We've been a dealer since 1949, and we've proudly represented the Oshkosh brand since 1993. We cover Western New York and the very end of Pennsylvania around Erie."



Oshkosh snow removal sales in Western New York focuses more on airport customers. One example is Niagara Falls International, which backs up to a military airport and has the second longest runway in New York State. "Gary Kogut and I were just up in Niagara Falls for the delivery of a new H-Series high-speed broom; we saw at least ten Oshkosh snow removal trucks – including blowers, plows and brooms – that we've put in there over the years," said John, who added, "All of Niagara Falls sales go out to bid but airports will choose the machinery that will best meet the specification they establish. Some who know the Oshkosh brand just won't have anything else."

The municipal side of the snow removal business is still an important part of Boyles' business in rural Western New York where lake effect storms require heavy-duty response. "I've sold many, many, Oshkosh trucks to towns and townships across Western New York," said John. "I dabble in the used truck market today because many of these towns just don't have the funds to buy a new one. In fact, I found a used one for Marilla at one fourth of the investment. That was the machine that led the way out of disaster. They were right in the path of the worst."

Boyles Motor Sales Vice President John Fanara has sold many Oshkosh snow removal trucks to towns and townships across Western New York.

OSHKOSH SNOW DEALER MEETING AT MSP

The 2014 Oshkosh Snow Dealer meetings took place October 20 – 22 in Minneapolis. Events kicked off with an icebreaker meeting at the Skydeck at the Mall of America. After a series of business updates and presentations from engineering and parts and warranty, the group headed to Minneapolis – St. Paul International (MSP) for a comprehensive fire station and airport operations tour.

"Overall it was a great series of meetings with lots of good content and discussions," said Jeff Resch. "A big highlight was being given a complete tour of all of the MSP facilities, including the maintenance area. They gave us an overview of how they approach a snow event in addition to an inside look at one of their fire stations."

The reception and awards dinner was another highlight. Several dealerships were recognized for outstanding accomplishments in 2014. "Our dealer network across North America is a major advantage and point of difference between ourselves and



An MSP fire station tour was one of the meeting highlights.

others," said Resch. "We're proud to have them as a part of our team, and to recognize outstanding performers from 2014."

TOP SERVICE PROVIDER: Beyer Bros. Corp.
NEW PRODUCT LEADERSHIP: McQueen Equipment Inc.
TOP PARTS SALES: Team Eagle
TOP SALES (UNITS): Team Eagle
TOP SALES: Beyer Bros. Corp.