

## HAPPY HOLIDAYS FROM OSHKOSH AIRPORT PRODUCTS!

**W**elcome to the latest edition of the Oshkosh Airport Products NewsTracker newsletter. In this issue, be sure to read about the real-world performance of the Oshkosh Snuzzle HRET now on duty protecting oil storage facilities with the Malaga Volunteer Fire Department in Eddy County, New Mexico. It's an amazing story.

We also are spotlighting a link to an incredible Oshkosh Striker video that was shot and produced in Bolivia as three vehicles were placed into service. Many thanks to Oshkosh dealer, Leits Inc., and Marcelo Solis, who graciously produced the video and then translated its script into English.

Oshkosh ARFF vehicles have a well-earned reputation for reliability and durability. Be sure to read about how three generations of Oshkosh ARFF apparatus, including a P-19 dating to 1986, are serving at Tampa International Airport.

Also, we call your attention to our annual snow products dealer meetings held this fall. We're proud to have an excellent team of dealers who provide unwavering sales and support services for Oshkosh snow removal products and services. This conference gave everyone the opportunity to review programs and share best practices.

In late October, the new Striker Simulator was among the featured technologies at the Oshkosh booth at ChinaFire 2015 in Beijing. This new training apparatus draws a huge crowd wherever it goes. Visit our website to learn more.

We wish you a joyous holiday season and a Happy New Year – may 2016 be gratifying 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



*This Pierce® Arrow XT™ with a Snuzzle® HRET was recently placed into service with the Malaga Volunteer Fire Department in Eddy County, New Mexico. The new Snuzzle-equipped apparatus is being used to battle tank battery fires.*



# Oshkosh Snozzle HRET Attacks Oil-Related Fires In New Mexico



**T**his Pierce Arrow XT with a Snozzle HRET was recently placed into service with the Malaga Volunteer Fire Department in Eddy County, New Mexico. The new Snozzle-equipped apparatus is being used to battle tank battery fires. "When they pump crude oil out of the ground, they put it into storage facilities and we call them tank batteries in this part of the world," explained Pecos Davis, fire chief for the Malaga Volunteer Fire Department. With greater production, though, comes a greater number of fires. "We've seen an increase in our oil-related fires, and really needed something down here," said Robert Brader, director of fire services for Eddy County. "One requirement was to be able to get something up and over the top of these tanks."

The department looked at some Quints and other types of aerials and then, while considering ARFF-style trucks, discovered the Oshkosh Snozzle HRET. Malaga VFD consulted John Kovach at Pierce dealer, Siddons-Martin, to find out if it could put the Snozzle on a municipal custom firefighting chassis. Kovach told the department that Pierce could do it.

To say the least, the new apparatus is extremely popular in Eddy County. "Our firefighters are really happy with the truck and the Snozzle HRET. - continued next page



*The Oshkosh Snozzle has, in 20 minutes, taken out fires that otherwise would require two to three hours.*





*Oil-Related Fires—continued:*

It probably logs more miles than any other piece of equipment we have, and we have over 100 apparatus,” Brader said.

“On a single day, the apparatus traveled more than 300 miles and its crew put out four different tank battery fires,” explained Chief Davis. “On another occasion, we responded to a series of tank battery fires with a neighboring district. They were fighting it with hand lines trying to put it out.

We pulled up with the Snozzle, set the foam percentage at three percent, and put it out within 15 minutes.”

“This truck gives us everything we need; it gives us reach, a faster setup time, higher volume flow, and instant access to lots of foam. Most important, it is safer for our firefighters and keeps them further out of harm’s way. It has enabled us to take fires that would otherwise require two to three hours to put out and knock them down in 20 minutes or less,” Brader said.

# MAYBE THE COOLEST STRIKER VIDEO EVER!

Oshkosh ARFF dealer, Leits Inc., of Miami, Florida, covers much of South America with outstanding service and support. Last year, it placed three new-generation Oshkosh Striker 6 X 6 aircraft rescue and fire fighting (ARFF) vehicles into service at Viru Viru International Airport in Santa Cruz, J. Wilstermann International Airport in Cochabamba, and El Alto International Airport in La Paz. At 4,061 meters (13,325 feet), El Alto International Airport is the highest elevation international airport in the world. To mark the occasion, Leits created an amazing video showcasing a Striker vehicle unveiling. Dealer principal, Marcelo Solis, graciously produced and translated the video’s script into English. Watch it here!





# Three Generations of Oshkosh ARFF Vehicles Are Fixtures at TPA

From the P-19 to the Striker 6 X 6 with Snizzle, vehicles average 20 years of frontline duty



**T**he oldest Aircraft Rescue and Fire Fighting (ARFF) vehicle on duty at Tampa International Airport (TPA) is a 1986 model Oshkosh® P-19. Although it's thirty years old, the P-19 is still on the force as a backup unit. "The P-19 is the oldest vehicle we have, but it's been totally refurbished," said TPA Chief Danny Olegario. "If needed, we use it as our last reserve."

When Olegario arrived at Tampa International in 2000, the Oshkosh P-19 was still on frontline duty. "Today, it's more often used at parades and for other special events," he said. "This is one of those trucks that people like to be photographed alongside. It's a classic!"

The Tampa International ARFF fleet is, in fact, 100% Oshkosh. "We have a T-1500 from 1988 and a T-3000 from 1995," said Olegario. "Then there's a Striker 1500 from 2006, and a new generation Striker 6 X 6 from 2011. Our newest vehicle is a 2013 Striker 6 X 6 with the Snizzle HRET."

Tampa International is in the midst of a \$1 billion construction project as its facilities grow, in part, to accommodate an increasing number of international flights.

"Along with Miami International, we now offer the only direct flights to Cuba from Florida," said Olegario. "In addition, Edelweiss Air from Switzerland arrives three to five times a week; and we just picked up Lufthansa from Germany."

With all the growth at Tampa International, Oshkosh ARFF vehicles remain one of the constants. "We typically get 20 years of service out of an Oshkosh ARFF vehicle, and that's a testament to the apparatus and our maintenance program," said Olegario.

The longevity of the P-19, and its presence alongside the newest Strikers, serve as a reminder to all at TPA of just how far Oshkosh ARFF vehicles have advanced in the last 30 years. "Our firefighters appreciate the new Strikers for, among other things, their smoothness when operating the vehicles during all situations," said Olegario. Their capability for rapid acceleration and the excellent outward visibility they provide are just a few other examples. "Plus," Olegario offered, "our maintenance and ARFF personnel can do all of their fluid checks in one place. They like the direction we're going with the Striker."



The Tampa International ARFF fleet includes (from left to right) the Oshkosh P-19, T-1500, T-3000, and Striker 3000 with a Snizzle HRET.



# Oshkosh Snozzle and Striker Simulator on Display at CHINAFIRE 2015



Visitors to the Oshkosh booth line up to take a turn behind the wheel at the Striker Simulator display.

One of the largest fire expos in the world, ChinaFire, sanctioned by the Ministry of Science & Technology and the Ministry of Public Security of the People's Republic of China. The expo's sixteenth edition, ChinaFire 2015, was held on October 20-23 in Beijing.

Organized by the China Fire Protection Association, ChinaFire is the largest international fire protection exposition in the world's most populous country. ChinaFire draws visitors from 70 countries, and the four-day extravaganza includes informative seminars, expert speakers, and a wide range of special presentations. With well over 500 major exhibitors encompassing 68,000 square meters, this is an event that must be experienced to really be comprehended.

The Oshkosh display showcased a wide range of capabilities and new technologies. Headlining the display was a Pierce custom chassis outfitted with the renowned Snozzle HRET, exhibited in its extended position in order to demonstrate its reach and ability to pierce through a structure. Alongside it was the new Oshkosh XP fire apparatus (riding on a Scania chassis) that had been introduced earlier this year at Interschutz. Inside the two-story booth, the Striker Simulator drew rave reviews and long lines of visitors waiting to get a chance for a moment behind the wheel.

"My time at the show was split between customer interaction and dealer meetings, as this is an ideal opportunity to spend quality time with both groups," said Bob Schulz, Oshkosh Airport Products director of finance. "Based on traffic, there was a significant interest in the Striker Simulator. Additionally, the Snozzle HRET – displayed on a Pierce pumper structural truck – is a configuration that is gaining traction in China and other parts of Asia."



The Oshkosh display featured a Snozzle HRET extended over another vehicle and "piercing" an upper floor window in the two-story booth.



# ARFF Working Group Rocks Out

**T**he ARFF Working Group (ARFFWG) provides an excellent opportunity for ARFF professionals from around the country to participate in classroom sessions, hear amazing guest speakers and meet with a wide range of vendors, including manufacturers, training groups, and more. "It's also an opportunity for ARFF professionals to share best practices on strategies and techniques face-to-face with colleagues," said Jeff Resch.

As a way to help build and foster these relationships, and show its support for the industry, Oshkosh Airport Products sponsors an evening party. This year, the conference party was held at the Hard Rock Cafe,

*Guest performer takes charge of the stage.*



*Jeff Resch pumps up the crowd!*

where close to 400 guests enjoyed the hospitality. "We themed the party 'Rockin the Runway', and it was a huge success," said Sam Lowe, Oshkosh Airport Products marketing representative. "The turnout was amazing and everyone had a great time." One of the evening's more memorable moments came when an Oshkosh customer belted out a few tunes and played guitar with the band! "He just hopped up on stage and asked if he could sing a few songs with the band," said Lowe. "He was REALLY good!" Many thanks to Allison, Waterous, and Elkhart for sponsoring the party together with Oshkosh Airport Products.

## OSHKOSH SNOW DEALER MEETINGS



**T**he 2015 Oshkosh Snow Dealer meetings took place in Sarasota, Florida in late October. Events kicked off with an icebreaker meet-and-greet party. The dealer meetings featured a series of business updates and presentations from all parts of the organization, as well as a chance for fellow dealers to share ideas and best practices.

"The dealer meetings included lots of good content and discussions," recalled Jeff Resch, "as well as a chance to forge closer relationships." The reception and awards dinner was another high point. Several dealerships were recognized for outstanding accomplishments in 2015. "Our snow dealer network is the envy of the industry, and it continues to be a major point of difference between ourselves and the competition," said Jeff Resch. "We're honored to have each and every one of them on our team, as well as to recognize and spotlight outstanding performers from 2015."

Another notable presentation included a first-time "Good Guy Award" bestowed upon former regional manager, Gary Kogut. Known for his incredible work ethic and commitment to customer service, Gary is now working on territory development for Tracey Road Equipment. "Gary may have retired from Oshkosh Airport Products, but he'll always be part of the Oshkosh family," said Jeff Resch.

### 2015 SNOW DEALER AWARD RECIPIENTS

**ROOKIE OF THE YEAR:** SIDMONS-MARTIN  
**ONE OSHKOSH, ONE TEAM:** O.J. WATSON  
**TOP SERVICE PROVIDER:** YUKON EQUIPMENT  
**TOP SALES 3RD PLACE:** BEYER BROTHERS  
**TOP SALES 2ND PLACE:** MACQUEEN EQUIPMENT  
**TOP SALES 1ST PLACE:** TEMCO MACHINERY



*Temco Machinery's Mike Mikoola accepts the Top Sales 1st Place*