

Welcome to the Summer 2015 edition of the Oshkosh Airport Products NewsTracker newsletter. One of the biggest highlights of the summer was our participation at Interschutz 2015 in Hannover, Germany where a very diverse customer group – from Latin America, the Middle East, Asia, Europe, Australia and North America – visited us. Every continent except Antarctica was represented!

This, my first trip to Interschutz, was very exciting. Its overall magnitude, the number of outside demonstration events, and the multiple large indoor halls made it unlike anything I've ever experienced before. With more than 150,000 visitors and 1,400 exhibitors, it was – in a good way, of course – all a bit overwhelming.

In addition to highlighting the new products and technologies that were on display at Interschutz in this edition of the NewsTracker, we're profiling a pair of important sales achievements on the snow removal side of our airport

business. The first showcases the delivery of a fleet of 12 [Oshkosh®XF brooms](#) to Hartsfield-Jackson Atlanta International Airport. The second is the recently announced sale of 22 H-Series™ high-speed blower vehicles to O'Hare International in Chicago. Both represent significant purchases from two of the world's largest and busiest airports.

We're proud to have placed an Oshkosh Striker® Simulator into service, also at O'Hare International. The Striker Simulator drew huge crowds at Interschutz, and we have plans to set one up in our offices in Appleton. Stay tuned for details.

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



The Oshkosh Striker draws a crowd of firefighters wherever it is on display.



OSHKOSH AT INTERSCHUTZ 2015



Interschutz, held every five years in Hannover, Germany, is the leading international exposition for firefighting and disaster relief. It features an unparalleled showcase of the latest equipment and innovative approaches to emergency rescue. More than 150,000 visitors from around the world were present to witness

1,400 companies from 49 countries display their best. "This was my first trip to Interschutz and it was very exciting, and almost overwhelming in some ways," said Jeff Resch. "Compared to FDIC, Interschutz is probably four times larger. There were huge outdoor displays plus five large indoor halls, each one larger than Lucas Oil Stadium. There was also a lot more global diversity among exhibitors."

WIDE-RANGING DISPLAY

Oshkosh Airport Products displayed a range of new products and advanced technologies, including the new Oshkosh XP municipal fire apparatus, engineered and built for international markets. Another of the booth's big attractions was the Oshkosh Striker Simulator virtual reality training system,

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ABOVE: The team representing Oshkosh at Interschutz 2015.

BELOW LEFT: The Striker 6 X 6 from Manchester Airport.

BELOW RIGHT: Firefighters check out the new Oshkosh Striker Simulator.



-Interschutz 2015 continued

similar to one now in service at Chicago's O'Hare International Airport. Also on display were engineered drawings and key specifications for the much anticipated twin-engine [Oshkosh Striker 8 X 8](#) configuration. When built, the new Striker 8 X 8 will be our first-ever twin-engine apparatus. Finally, a stunning Oshkosh Striker 6 X 6 – with the [Snozzle® high reach extendable turret](#) – was on hand, courtesy of our friends at Manchester International Airport.

The Scania presence in the Oshkosh booth – a result of the recently announced agreement that provides Oshkosh access to Scania chassis and low emission engines – was very well received. “Our booth was just across the hall from Scania’s corporate display, and the Oshkosh XP municipal fire apparatus on display in our booth was built on a Scania chassis,” said Resch.

WELL-ATTENDED KICK-OFF EVENT

The team’s behind-the-scenes preparation for Interschutz began more than a full year before the event. A kick-off event for booth visitors drew a significant crowd, including

journalists from around the world. Salim Hawi, Oshkosh Corporation vice president international sales, welcomed the visitors and gave a brief overview of the vehicles and technologies on display.

Members of the press were provided with a portable flash drive loaded with news releases, product videos and specifications, and high-resolution photos. “We had close to seventy members of the press there for the presentation, and we actually ran out of the flash drives,” said Sam Lowe, Oshkosh Airport Products marketing representative. “We collected business cards and made sure everyone ultimately got a copy. We were really happy with the turnout.”

After the press event, editors broke off into groups and were given guided tours of the booth, including profiles of the Striker 6 X 6, Striker Simulator, the Striker 8 X 8 concept, and the Oshkosh XP municipal fire apparatus.



The new Oshkosh XP municipal fire apparatus, built on a Scania chassis, is engineered and built for international markets.



CHICAGO O'HARE ORDERS 22 H-SERIES HIGH-SPEED BLOWERS

Purchase tied to open contract at Denver International Airport

Oshkosh Airport Products received an order for 22 [Oshkosh H-Series](#) high-speed snow blower vehicles from O'Hare International Airport (ORD) and the Chicago Department of Aviation. The identically configured vehicles will be delivered beginning in September 2015. The contract was first announced as an 18-vehicle order, but has since risen to 22 units. "The total contract value is around \$12 million and is one of our largest orders ever," said Mike Mikoola, president of Oshkosh dealer, Temco Machinery, Inc. "With a big assist from fellow Oshkosh dealer, O.J. Watson, we were able to tie-in this purchase to an open, existing contract at DIA [Denver International Airport]. This allowed O'Hare to obtain the equipment they really needed. Mike Norwood, one of my salespeople, and I worked more than two years to develop this program for O'Hare."

Three years ago, Temco lost a sale for snow blowers at O'Hare to a competitor and it was a temporary setback for Mikoola's group. But their team kept looking forward. "We stayed the course and kept the focus on serving our customers."



Known for its longevity and reliability, the Oshkosh high-speed blower can throw up to 5,000 tons of snow per hour and with a cast distance of up to 200 feet. The two-stage blower head is powered by a dedicated 575 HP engine, and the system features a variable speed hydrostatic ribbon that optimizes ribbon RPM to the vehicle's ground speed.

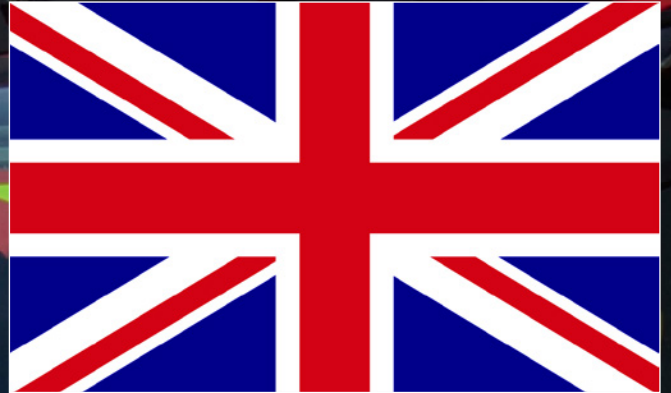
The renowned Oshkosh H-Series cab and chassis are purpose-built for snow removal and nothing else. The heavy-duty single piece frame, all-wheel drive, patented Oshkosh transfer cases and axles, and Oshkosh ALL-STEER all-wheel steering system add up to deliver excellent performance.

The H-Series cab offers unmatched outward visibility, with a panoramic windshield, large windows and a design that eliminates corner posts for a better view of the runway. Its 55,000 BTU heater and defroster include a digital climate control system. The cab also features excellent ergonomics, two full-size seats, power windows, and cup holders for added comfort and convenience.

The Oshkosh H-Series high-speed blower can throw as much as 5,000 tons of snow per hour.



Oshkosh Striker 6 X 6 Courtesy of Manchester International



Another highlight in Hannover at Interschutz was the Oshkosh Striker 6 X 6 with the Snozzle HRET. On display courtesy of Manchester International Airport – one of the busiest airports in the United Kingdom – the vehicle is one of six recently placed into service there. “The Striker was nicely positioned along the main walkway between the indoor and outdoor exhibit area, so there was plenty of traffic,” said Resch. “I don’t think we could have picked a better location.”

Simon Woodward, head of fire and emergency services for Manchester Airport Fire Service, and John Alldread, fire service operations manager, were available (and in uniform) each and every day to answer questions and provide tours. “The level of interest was very high from the passing fire service personnel: both Simon and I spent a lot of time going through the mechanicals and layout of the vehicle,” said Alldread. “They were all very impressed that it was part of an operational fleet of six Strikers at Manchester and that it had been operational for almost a year. I think they found it useful to have a chat with actual Operational Fire Officers who they could relate to and get actual operational feedback on the vehicle, how its layout -continued next page


-Striker 6 X 6 continued

and technology fits into the operating model at Manchester and how this was related back to their own operation.”

The vehicle’s Oshkosh-exclusive Snozzle high reach extendable turret (HRET) was fully deployed high above the booth and provided a waypoint for visitors to find their bearing or meet colleagues. The Oshkosh Snozzle HRET features a hardened carbide steel tip, a perforated nozzle, and a forward-looking infrared camera that enables firefighters to discharge from 1.5 meters (5 feet) below grade to elevations as high as 19.8 meters (65 feet).

“The European fire officers talked about the Snozzle boom technology on their vehicles and were very interested in the mechanics, reliability and operation of the new generation boom,” added Alldread.

“All the officers were very impressed with the locker layouts and the space provided for equipment. I think it was useful that we left the equipment on the vehicle in the locker so that they could see actual operational equipment layouts.”

“It was an honor and a pleasure to have Simon and John with us from Manchester Airport Fire Service to share their knowledge and experience with the Striker 6 X 6 and Snozzle HRET,” said Resch. “Their insight and perspective carry a tremendous amount of credibility.” 

Firefighters from Manchester are impressed with the locker layouts and space for equipment.

Striker®

NEW STRIKER 8 X 8 UPDATE

Oshkosh unveiled details of the much-anticipated Oshkosh Striker 8 X 8 featuring Scania low-emission engines. (A recently announced partnership between Oshkosh and Scania makes Scania’s renowned line of engines available for future Striker ARFF vehicles.) Once in production, the new Striker 8 X 8 vehicle will offer twin engine power – a matching pair of rear-mounted, US EPA Tier 4f/EU Stage IV, low-emission engines with up to 1,540 horsepower driving all eight wheels – for faster acceleration. When the vehicle shifts into pump-and-roll or firefighting mode, one engine will switch over and be dedicated to the water pump and firefighting systems. The Oshkosh Striker 8 X 8 configuration promises to set the new industry standard for performance, ergonomics, and reliability. “There were lots of inquiries about the new 8 X 8, especially from airports across Europe,” said Resch. “People are engaged and excited to learn more about it.”

Striker®

FOLLOW NO ONE.



STRIKER SIMULATOR

One of the Interschutz booth's most popular attractions was the all-new [Striker Simulator](#) virtual reality training system for ARFF teams. "The buzz surrounding the Striker Simulator was non-stop, with live demonstrations drawing crowds each and every day," said Resch. "The Striker Simulator, a cost-effective piece of training equipment, can be right-sized to meet just about any airport's requirements. It gives ARFF crews the opportunity to train on a regular schedule without the huge cost associated with live mock-up training."

The Striker Simulator is a proven technology that's now in service at O'Hare International Airport, where the system

is delivering a giant leap forward in realism. Advanced configurations (such as the one at O'Hare) include actual Striker vehicle cockpit components and controls, as well as a series of widescreen video monitors. The more basic configurations feature a laptop computer that is synchronized with a steering wheel, joystick control, and pedals.

The Striker Simulator can mimic a wide range of emergency training scenarios – including, for example, fuel spills and even passengers exiting an aircraft – that can't otherwise safely be recreated at a traditional training center. Contact your Oshkosh representative for more information.



Hartsfield-Jackson Atlanta International Airport Upgrades Broom Fleet:

NEW OSHKOSH H-SERIES XF BROOMS AND RETROFITS NOW IN SERVICE

Hartsfield-Jackson Atlanta International Airport made the decision to enhance and upgrade its broom fleet to improve the airport's runway clearing performance. Its cornerstone strategy included the purchase of 12 Oshkosh H-Series XF high-speed snow removal brooms, including six on new Oshkosh H-Series chassis and six retrofitted onto older Oshkosh H-Series chassis that previously were outfitted with a competitor's broom. The Oshkosh XF retrofit broom kits include new power units, forced air blower systems, and LCD controls.

All 12 Oshkosh XF high-speed brooms include a 46-inch diameter sweeper broom and dual forced air blowers (producing 450 mph velocity air simultaneously from both sides of the vehicle). Each one is powered by a dedicated 500 HP EPA emission certified Tier 4i low emission engine.

The broom head and air blower are hydrostatically driven, with infinitely variable speed hydraulic pumps and fixed displacement motors. The vehicles also include an innovative active weight transfer system that keeps weight on the front axle for improved chassis and broom performance. The unit is electronically configured to meet the specific requirements of Hartsfield-Jackson Atlanta International Airport.



Oshkosh Airport Products At The American Association of Airport Executives Annual Convention and Exposition

Oshkosh was proud to be on hand at the 87th Annual American Association of Airport Executives (AAAE) Conference and Exposition. Pictured at the Oshkosh booth are (left to right) Mr. Keith Brune, AAAE Deputy Director of Aviation, Operations and Facilities at Philadelphia International Airport; Ms. Melissa Sabatine, Senior Vice President, Regulatory Affairs for the AAAE; Janet Skelly, Director of Outreach & Communications, Regulatory Affairs for the American Association of Airport Executives; and Gary Kogut of Oshkosh Airport Products.



GARY KOGUT ANNOUNCES RETIREMENT; Will Remain Part of the Oshkosh Family

A consummate professional and an example of the people who set Oshkosh apart

After 11 years as Eastern Region sales manager, including the Eastern US, Canada and the Virgin Islands, (a territory that encompasses 48 of the top 150 primary US airports) Gary Kogut retired from Oshkosh Airport Products effective July 17. "Gary Kogut is a consummate professional and a shining example of the people who set Oshkosh apart – the people who counsel, support, and stand behind our products," said Jeff Resch. "His contributions to Oshkosh and the aviation industry, on the whole, are significant."

"It's time for me to do something that keeps me closer to home," said Kogut, who added that he'd still be involved with the company and the industry. "I'm going to help one of our dealers with territory development, so I'm still going to be a part of the Oshkosh family – it's all good." Kogut began his airport career with the Niagara Frontier

Transportation Authority in Buffalo, where he served in a number of positions of increasing responsibility – and ultimately as Airport Operations Supervisor - from 1972 to 2000. Prior to his time in Buffalo, Kogut served at the Columbus Airport Authority in Columbus, Ohio.

Kogut continues to volunteer with the Northeast Chapter of the AAAE and has been instrumental in the development and growth of its annual Snow Symposium. "With my background in aviation management, the most important aspect of my career has been that of maintaining and enhancing airport safety," said Kogut. "The highlight of my career at Oshkosh has been the pleasure of working with my customers in both ARFF and snow disciplines to advance these important goals."

See map below for contact information regarding your Oshkosh ARFF and Snow representatives.

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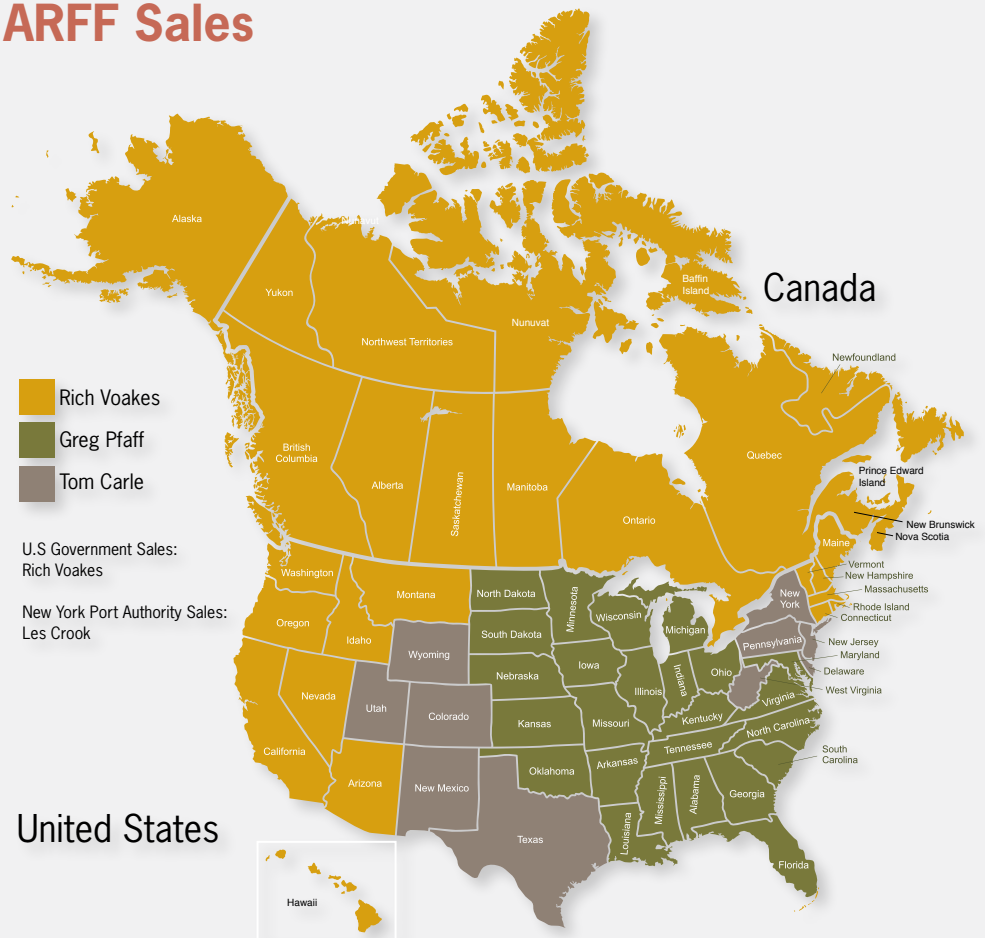
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ARFF Sales



Snow Sales

