



Some of that innovation has recently been introduced, in the form of the new snow multi-tasking equipment. While Kogut sees the obvious niche for multi-tasking equipment in large airports with their "very large demand on runway occupancy time," smaller airports such as Latrobe, Pennsylvania "can still realize the efficiency of one person doing three separate operations at once."

The HT-Series™ snow tractor provides a perfect example of that versatility. "For example, the truck and a towed broom combination is the perfect answer for situations where you have light or thin snow accumulation in areas where airports don't need a plow. You can also use that same piece of equipment to turn around on a 70 foot taxi way for snow clean up operations, 12 months out of the year runway and airfield FOD (foreign objects and debris) and rubber removal."

Add this to dedicated North American support and the Oshkosh team and you've got an almost unbeatable combination.

With his experience in different jobs and different states, Gary Kogut knows about the power of versatility. ■

Have a photo for News Tracker?

We'd love to hear from you! Send your photos and information to Kristin Michal at KMichal@oshtruck.com. If your photo or story is published in our next issue, we'll send you a **FREE** Oshkosh windbreaker.



Lakeland-Linder: Poised for Take-Off

The Lakeland Linder Airport, which recently acquired a Striker® 1500 vehicle, is a perfect example of the kind of growing facility which is relying on Oshkosh to help it meet its ARFF needs. Nestled halfway between Tampa Bay and Orlando, Lakeland-Linder is less than forty minutes away from Busch Gardens and Disney World.

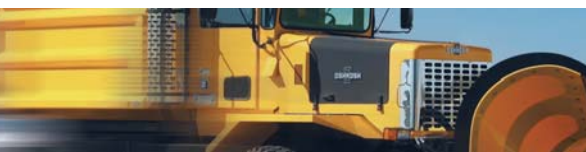
According to Assistant Fire Chief Gary Ballard, "We have an 8,500 foot runway that can accommodate larger aircraft, plus a smaller 5,000 foot runway. We handle mostly general aviation and corporate jets. There's a lot of corporate travel."

Traffic really picks up around special events such as the Sun and Fun Fly In, which attracts about 160,000 people. "During Sun and Fun we station an incident commander, engine crew, rescue unit, EMS unit and a tanker at the airport. The airport becomes a small city for that week. 2008 will be the first year we have a Striker ARFF vehicle on site, and it'll make a huge difference in our ability to provide emergency response."

In addition to handling special events, the Striker can respond quicker and with more firepower than the city's municipal fire trucks. The Striker is vital to Lakeland Linder's growth strategy. (The airport is rated Index A but can be upgraded to Index B without acquiring any new equipment.)

The bottom line is the feeling of assurance that comes with having an Oshkosh vehicle on duty. Lakeland Linder selected Oshkosh based on the recommendation of other departments as well as the company's reputation for producing quality equipment and service."

Having assured himself of Oshkosh quality, Ballard says, "The Striker provides pilots flying in and out of Lakeland Linder Regional Airport with a comfort level they didn't have before."



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East Meets Best: Gary Kogut Represents Oshkosh On The East Coast.



"I ran the snow crew at Buffalo on the day shift in the winter." And if you know Buffalo, you know snow. When snow plow drivers from Buffalo talk about the depth of their experience, they're being literal: while avoiding the worst of the lake effect snow, the airport is still walloped with about 100 inches of snow a year.

More recently he's been in an operations supervisory role at Buffalo in Niagara Falls International Airport as well as in Airport Management in Port Columbus International Airport.

In his time in the business, Kogut's seen "a lot of environmental compliance changes with the trucks" as well as "a wealth of evolution in the vehicles and their engineering."

He's also seen Oshkosh's customer focus from the perspective of both a customer and a sales representative. "Vehicle platforms were developed by bringing customers in and listening to their ideas and expectations. For both the ARFF and the Snow trucks, the customers were right next to the engineering folks during the development."

That commitment to the customer has led to some impressive sales. In his three years with the company, Kogut has sold more than 50 Striker® ARFF vehicles, including fifteen just in Florida.

What explains the Florida success story? "I believe the single most important reason can be summed up in one word: 'confidence.'" Kogut explains. "Not only with the Striker vehicle but in the way that Oshkosh stands behind the trucks. And that is why airports throughout the state of Florida are backing Oshkosh."

As successful as the last three years have been, Kogut is even more excited about the future. "I think we're going to see more advancements for both ARFF and snow removal vehicles that are still in their early stages of development. We'll see an integration of new technologies, possibly from different firefighting agents and different methods of deployment."

How well does Gary Kogut know the East Coast? From picking up snow in Buffalo to helping airports spec ARFF vehicles in Florida, he has the region pretty well covered.

Kogut is the face of Oshkosh Airport and Municipal products in twenty states and part of Canada.

But long before he was selling Oshkosh vehicles, he was driving Oshkosh vehicles. "I started my career in Buffalo in June of 1971 and that winter I was driving Oshkosh WT's and then worked my way up from Maintenance and drove blowers and the P-Series™ trucks."

That led to other positions. "As time went on I moved my way through maintenance and then entry-level operations and then operation supervision and management. So I was driving the trucks and then supervising the people that drove the trucks in my operations role."

Featured Deliveries



The Indianapolis International Airport recently placed this Oshkosh® Striker® 1500 4x4 ARFF vehicle into service. The apparatus features a 58,000 lb GVWR, Caterpillar C16 680HP engine, Allison 4800EVS Gen4 7-speed automatic transmission, Oshkosh Transfer Case and TAK-4® independent suspension. The vehicle's firefighting package includes a 1950-GPM Waterous pump, 1500 gallons water capacity, 210 gallons of foam capacity, 500-pound dry chemical system and an Oshkosh low attack bumper turret. For more information on this vehicle, contact Tom Carle at tcarle@oshtruck.com.



Field Service Technician Dean Meier symbolizes the Service Department's pivotal role in bridging the gap between the old and the new. On the left is the last pre-07 H-Series cab equipped chassis, ending a production run of 17 years. On the right is a new H-Series vehicle. (Note the improved visibility.)

Customer feedback and a rigorous testing regimen, including shaker and cold room testing, have allowed the new cab to surpass the pre-07 style cab in structural integrity, operator comfort, and operator efficiency.

As a result of this commitment, over 40 of the new H-Series cab chassis and snow blowers have already been delivered to the field.

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Our Team Is A Part Of Your Team

At Oshkosh Airport and Municipal Products, we never forget that if your airport's emergency and snow removal operations aren't at full strength, your airport isn't at full strength. If ARFF and snow removal vehicles aren't ready to go, we understand that you may be required to reduce the number and size of aircraft taking off and landing at your airport.



*Tim Kiefer, Vice President,
Oshkosh Airport and Municipal
Products Group*

Of course, this means you need reliable equipment that performs at the highest level. Fortunately, Oshkosh ARFF and snow removal products are designed for simplicity and built for durability—with conveniently located daily service check points and easy to access engines.

Reliability also means people you can count on. To that end, Oshkosh maintains an experienced team of sales and support people. You'll see Gary Kogut featured in this issue; Gary exemplifies what all our people are about. No matter where you're located, you can expect a service representative with deep experience in the industry and a customer-first attitude. Our support is 24/7 because your needs are 24/7.

Those standards also apply to the people behind your sales representative. From the engineers who draft the first drawings of your new vehicle, to the service center employee who answers a question about a twenty year old model, we are all committed to keeping your airport up and running. As you face the challenges of providing the best possible air service, our team is a part of your team.

Tim Kiefer

HT-Series Introduced At AOA— And Around The World.



On June 3, 2007, Oshkosh introduced the new HT-Series™ Snow Tractor simultaneously via the internet live to Chicago, New York, Beijing, Moscow, and other cities around the world where airport snow removal is a critical operational requirement.

Through a special live webcast from the AOA Expo, industry professionals across the globe were able to witness the realtime unveiling of the new Oshkosh® HT-Series™ snow tractor. Viewers who watched the entire event, and then entered the correct password, were even entered into a special online drawing. Todd Gressick from the Chicago Executive Airport received a special delivery of Oshkosh clothing and other promotional items. Congratulations, Todd!

It was a high-impact introduction for a powerful piece of snow-removal equipment. The new HT-Series is engineered and designed as a Multi-Tasking Equipment (MTE) vehicle and is built specifically for airport snow removal. The unit can perform many functions, including plowing, brooming, scraping and deicing to meet any airport's unique snow removal challenges.

The HT Series Snow Tractor with a 24-foot front plow has a turning diameter (wall to wall) of less than 75 feet, while straightening out learning curves by using common Oshkosh parts and proven Oshkosh systems. ■





A Great Solution for the Great Lakes

The powerful Lake Effect snows can take a toll on the Indiana Toll Road.

Lake Effect snows happen when powerful fronts called Alberta Clippers swoop down from Canada. In essence, the Clippers pick up large amounts of Lake Michigan, freeze it, and then drop it on Northern Indiana in the form of some of the heaviest snow in the country.

The Indiana Toll Road cuts right through this snow belt, stretching 157.6 miles from the Chicago metro area to the Ohio border—making it a vital link to some of the biggest cities between the Great Lakes and the eastern seaboard.

With this kind of challenge, snow removal equipment is mission critical. In addition to keeping the toll road itself clear, there are 25 interchanges to maintain.

Pat Condon has been working these roads for more than 35 years. He and his crew from the Indiana Toll Road Concession Company rely on Oshkosh. “We have about 50 larger, heavy-duty trucks, including six Oshkosh® MPT-Series™ vehicles.”

To take on the deluge of snow, the MPT-Series vehicles are equipped with “flared plows, underbody scrapers and wing plows. Half of the wing plows are left hand and half are right hand. They all have multipurpose dump bodies, pre-wetting systems and Force America hydraulics.”

They are also strategically positioned. “Of our six MPT-Series vehicles, one is on the far west end, one is on the east end and four are stationed in our snow belt off the southern tip of Lake Michigan.”

The Toll Road hasn’t always used Oshkosh. Condon explains that “at one point we had a standard commercial chassis, single axle wing trucks. They weren’t as heavily built and didn’t have the horsepower or all wheel drive. Those trucks just didn’t pan out. But then we had a new administration come in and they listened to our belief that the Oshkosh MPT-Series vehicles are workhorses and that we can expect an 18-20 year service life.

“So we spec’d these trucks with the help of our Oshkosh dealer. Everyone worked together to get this going and I think we have the best piece of equipment ever built.”

Condon’s recommendation was tested right away—and the vehicles stepped up on Day One. In fact, after they cleared the Toll Road, they were ready for more.

“The very first day the trucks were delivered a big storm hit, INDOT had four state highways in the north up here that were blown shut. They were looking to rent large front-end loaders or anything they could to open these roads.”

“Tom Konieczny who is their operations engineer called us and said ‘OK, you brag about these Oshkosh trucks, what do you think you can do?’ and I said ‘I think we can open those roads,’ and within an hour we had those roads open shoulder to shoulder. This was their first day of service.”

While the lake effect snows abate in the spring, there’s no off-season for these true off-road vehicles.



“We have a lot of ditch and fence-line area that encompass some pretty heavy banks. With their all-wheel drive, I can get out and pick up wood if storms go through and knocked down fences. I can haul dirt out into some of these remote areas where normally I would have to get a vehicle with a conveyor or dump it and have an excavator move it. I can get the MPT vehicles off road, wherever they’re needed.”

For Condon, the bottom line is “reliability.” He sums up thirty-five years of experience with Oshkosh vehicles like this: “I can count on the MPT-Series truck anytime. It’s going to be there and work harder than anything else we have.” ■