



RESPOND FULL FORCE

AIRPORT AND MUNICIPAL PRODUCTS e-NEWS TRACKER

JANUARY 2010

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Oshkosh Generates Great Interest at Inter Airport Europe



The Oshkosh display at Inter Airport Europe featured this Striker vehicle from Portugal. More than 12,000 trade visitors from 120 countries attended this premier European exhibition.

The Striker ARFF came from Portugal, where it was among the first group of Strikers delivered in Europe, and the H-Series snow blower is based at Frankfurt International Airport. The Stinger Q4 showcases the latest innovative firefighting technologies, including QuadAgent® and Pulse Delivery® technologies.

"Inter Airport Europe was an excellent venue to highlight the Stinger Q4's leading-edge capabilities and allow thousands of industry leaders from throughout Europe and beyond to see it first hand," said Tim Raupp, Oshkosh Corporation Airport Products Group president. "We have a growing list of ARFF customers in Europe and around the globe – Norway, Germany, Portugal, Pakistan, China and throughout the Middle East, and this was a tremendous opportunity to display our products."

The highly versatile Stinger Q4 combines fast response and tremendous knock-down power using the combination of two proprietary technologies – QuadAgent® and Pulse Delivery®. All of the Oshkosh vehicles generated lots of interest and very positive responses from show attendees. 📱

The 17th International Exhibition for Airport Equipment, Technology, Design & Services (Inter Airport Europe) was held in early October at the Munich Trade Fair Centre. More than 12,000 trade visitors from 120 countries attended this leading European exhibition for the airport industry where 543 exhibitors from 29 countries displayed their products and services.

Oshkosh Airport Products Group had a strong, highly visible display at this important trade show, exhibiting an Oshkosh® H-Series™ high-speed snow blower vehicle; a Striker® Aircraft Rescue and Fire Fighting (ARFF) vehicle; and a Stinger Q4™ Rapid Intervention Vehicle (RIV).



Tim's Corner



Tim Raupp is President of the Oshkosh Airport Products Group

I'm excited by the tremendous opportunities the global market holds for Oshkosh Airport Products. When I look at a map of the world, I see a growing list of loyal customers for our innovative snow removal and aircraft rescue and firefighting products.

We're well-positioned to serve customers with state-of-the-art products and technologies, thanks to our training, maintenance and after-the-sale support. Check out the article on the recent sale of Striker ARFF vehicles to Pakistan to see how we're expanding into new markets.

Heading into 2010, we have great momentum fueled by exciting new products such as our Pulse Delivery and QuadAgent systems. Much of our success – both past and future – is due to the outstanding contributions by our research, engineering, sales and support staff. I greatly appreciate the dedication and hard work I see from our people on a daily basis. We couldn't be a world-class organization without fulfilling our mission to help customers respond with world-class products and services.

The Inter Airport Europe show in October was outstanding, and industry leaders from throughout Europe flocked to see our latest technologies displayed. This event provided an excellent opportunity to showcase existing customer relationships in Europe while building awareness and familiarity of the Oshkosh brand. Be sure to read the Inter Airport Europe article to learn more.

Finally, as we continue to expand the sales organization for the Airport Products Group, I'm proud to announce the addition or promotion of six outstanding professionals. Each of them are longtime Oshkosh or Pierce Manufacturing employees, and they bring extensive knowledge and experience to their new positions. Please join me in welcoming and congratulating them.

As we look forward to our next edition of News Tracker, please let us know if you have a comment, suggestion or story idea. We're here to serve you.

Tim Raupp

Howard P. Fairfield – The Municipal Specialist

Founded in 1951, Howard P. Fairfield LLC has become New England's largest manufacturer and distributor of specialized municipal equipment. From city streets to country lanes, airport runways and military installations, H. P. Fairfield offers solutions that help government agencies get the job done by offering state-of-the-art Oshkosh vehicles.

"We've been an Oshkosh snow dealer since 2003, proudly representing Oshkosh in the New England states of Maine, New Hampshire, Vermont, Massachusetts and Rhode Island," said Stewart Sevey, Vice President of Sales, H. P. Fairfield. "Oshkosh is a great company to work with and they excel in terms of innovation and advanced technologies."

H. P. Fairfield sells and supports the Oshkosh® H-Series™, HT-Series™ and the legendary all-wheel-drive P-Series™ plow truck. Each of these vehicles is engineered and built to handle the most severe winter conditions.

In September, H. P. Fairfield sponsored an intensive, Command Zone™ training at its Scarborough, Maine office. Command Zone is Oshkosh's computer controlled, multiplexed electronics system that controls and diagnoses all major vehicle systems. (See sidebar below for details.)



H-Series Command Zone Training

Representatives from Pease Airport in New Hampshire and Burlington Airport in Vermont were joined by service technicians from H.P. Fairfield for an advanced, week-long H-Series Command Zone training class. Chad Stueland, Trainer, Oshkosh Corporation Airport Products Group, led the sessions. Chad did an excellent job of tailoring the class to meet the needs of the participants for the specific equipment they use.

Classroom instruction covered a wide range of topics in the H-Series truck and the new HT-Series tractor, including vehicle familiarization and cab controls; Command Zone electronics

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Pakistan Orders Oshkosh Striker ARFF Vehicles



The Oshkosh® Striker® 3000 features TAK-4 Independent Suspension and unmatched firefighting power. Pakistan joins a growing list of global ARFF customers.

Oshkosh Airport Products Group announces a landmark order from the International Civil Aviation Organization (ICAO) on behalf of the Civil Aviation Authority of Pakistan (PCAA).

The PCAA order includes 16 Striker 1500 ARFF vehicles and eight Striker 3000 ARFF vehicles, including four that will be equipped with a high reach extendable turret (HRET). The total contract value is more than \$16 million and all 24 vehicles will be manufactured and ready for shipment by September 2010.

"This is the first Oshkosh ARFF vehicle order for the Civil Aviation Authority of Pakistan (PCAA). We're proud to add them as a customer and we look forward to a long, healthy and successful relationship," said Tim Raupp, Oshkosh Corporation Airport Products Group president. "This order showcases the global acceptance of the Striker brand and it's a milestone order for the Striker product and our team at the Airport products Group."

The Oshkosh Striker features an all-wheel-drive axle configuration and proprietary technologies such as TAK-4® independent

suspension, triple agent firefighting capabilities and Command Zone™ advanced electronics for enhanced firefighting power and reliability.

All eight Striker 3000 models included in the order feature rear axle steering for excellent maneuverability. The contract also includes on-site operational and maintenance training, auxiliary equipment and spare parts.

"We look forward to providing a turnkey program for the PCAA that includes operational and maintenance training and a global support network," added Raupp. "It's really our people – the ones who engineer, manufacture and support the Striker – that give Oshkosh its major competitive edge."

The Strikers will be stationed at civil airports throughout Pakistan, the largest of which is Jinnah International Airport in Karachi that handles six million passengers annually.

The Striker is among the most popular ARFF vehicles in the world. Its platform capabilities have garnered the vehicle overwhelming respect among a growing list of customers, including Chicago O'Hare International, Dubai International, Montreal Pierre Elliot Trudeau International, Dallas/Fort Worth International, Hartsfield-Jackson Atlanta International and Beijing Capital International. 📞

Check out our calendar of upcoming events on our expanded website. We hope you enjoy this edition of the *E-News Tracker*, and be sure to let us know if you have a comment or story idea.

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HOWARD P. FAIRFIELD...cont'd from page two



diagnostics; chassis electrical system; hands-on problem solving; Caterpillar, Allison and Wabco electronics; and a friendly on-vehicle troubleshooting competition between airport and H.P. Fairfield staff.

The sessions were designed to be interesting and challenging. Participants were able to test the on-board diagnostics capabilities of the new H-Series advanced electronics system for faster troubleshooting, and the results were impressive.

"The airport staff wished all their vendors were so willing to share information and provide such extensive training," said Stewart Sevey, Vice President of Sales, H. P. Fairfield. "This class certainly challenged participants, all of whom learned a lot and were impressed by the Oshkosh technology." 📱

Personnel Changes Announced

To better serve our customers and strengthen the Airport Products Group's sales organization, the following personnel changes were recently announced. Please join us in congratulating these individuals on their new roles.



Jeff Resch, has joined the Airport Products Group as Vice President. Jeff was most recently Vice President of Sales, National Accounts for Pierce Manufacturing.

Greg Pfaff, District Manager, Pierce Manufacturing has joined the Airport Products Group as Regional Sales Manager, Central Region reporting to Jeff Resch.

Mike Peterson, District Manager, Pierce Manufacturing has joined the Airport Products Group as Regional Sales Manager, West reporting to Jeff Resch.

Harold Ness, has transferred to the role of Sales/Support Manager, West to enhance sales and service in that area. Harold will continue to report to Jeff Resch.

Steve Schwartz, Manager, Special Accounts has been promoted to Product Manager, ARFF Equipment, responsible for product development for ARFF vehicles and firefighting systems, reporting to Tim Raupp.

Tom Carle, Regional Manager, has assumed the role of Manager, Special Accounts assisting with the internal sales effort for the Airport Products Group. Tom will continue to report to Jeff Resch.

Pete Evans, Director of National Sales, Airport Products has assumed the position of Director, Global ARFF Program. In this role, Pete will be responsible for the overall market development activities of the ARFF vehicles. Pete will continue to report to Tim Raupp. 📱



Palm Beach International Airport

Palm Beach International Airport in West Palm Beach, Florida, recently took delivery of its first two Oshkosh® Striker® 3000 ARFF vehicles. Each vehicle carries 3,000 gallons of water, 420 gallons of ARFF foam and 500 pounds of purple K dry chemical agent.

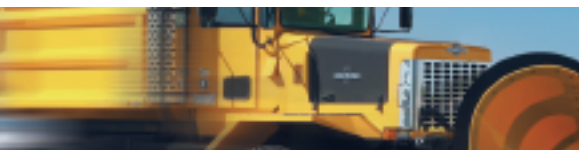


Stinger Q4 Rapid Intervention Vehicle Creates a Buzz

The Oshkosh Stinger Q4™ Rapid Intervention Vehicle (RIV) is creating a buzz in the industry as very large commercial and smaller regional airports – from Alaska to Florida – are placing orders for this powerful yet nimble RIV.

Recent sales of the Stinger Q4 include those to Anchorage International in Alaska; Rutland Vermont Regional Airport in North Clarendon; Wichita Mid-Continent Airport in Kansas; and the Monroe County Airport in Key West, Florida. And despite their diverse geographic locations, these airports all share the need for versatility in an RIV.

The Stinger Q4 offers QuadAgent® and Pulse Delivery® systems for unmatched power and performance. The QuadAgent system allows firefighters to quickly and easily select any combination of four agents: water/foam, CAFS, dry chemical and clean agent – to affect the best firefighting solution.



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