

Welcome to the Oshkosh Airport Products NewsTracker Newsletter.

We are very proud of our network of strategically located full service dealers working hard to support Oshkosh snow removal products. In this issue, we profile Legacy Equipment of Salt Lake City, Utah. With an unwavering commitment to its customers, the company has fully transitioned its operations to a new 35,000-square-foot building featuring 22 service bays.

Salt Lake City International Airport is a major Oshkosh snow removal and ARFF customer served by Legacy. We check in with Medardo Gomez, SLC's airport maintenance operations superintendent, who shares his experience and insight into snow removal operations and proper vehicle maintenance and storage.

I'm sure many of you know that 2017 is Oshkosh Corporation's 100th Anniversary. On July 15th, a community parade and open house was held to cap off the year's

festivities. The parade showcased six vehicles from Oshkosh Airport Products, including a vintage ARFF vehicle, an H-Series high-speed blower, and the all-new Striker 8 x 8. Be sure to check out the photos and accompanying story.

One of Wisconsin's largest annual events is the EAA AirVenture Oshkosh, where the world's best aerobatic pilots come together to showcase their talents for huge crowds. At this year's event, a team from Oshkosh Airport Products displayed a Striker 6 x 6 that was drawing a crowd of its own.

This is my last opportunity to welcome you to the NewsTracker. Effective September 30th, I am retiring from my current role as Vice President and General Manager. I am, however, remaining with the company into 2018 in a sales advisory capacity to assist with the transition to my successor,

Erik Lampe. Erik is currently the Vice President of Business Development for Oshkosh Corporation. Please join me in welcoming Erik – an excellent addition to the Airport Products team – as he assumes his new role.

I've wholeheartedly enjoyed my last eight years with the Airport Products Group. I've enjoyed the opportunity to work with airport customers, suppliers, and fellow team members, and to see our products utilized by airports – both big and small – around the world.

As always, thank you for everything you do to keep airports open and to protect the flying public.

Jeff Resch

Oshkosh Airport Products
Vice President and
General Manager



The Oshkosh Striker 6 x 6 puts on a show at EAA AirVenture.

LEGACY EQUIPMENT:

A LEGACY OF CUSTOMER SERVICE AND SUPPORT



Legacy Equipment is a leading supplier of street sweepers, sewer cleaning equipment, refuse and mechanic trucks, and snow removal equipment in the Intermountain West.

Legacy Equipment is the Oshkosh snow dealer representing Utah and southern Idaho. Founded in 1946 in Salt Lake City, John LeRoy purchased the company in 2011 and has transformed the organization into an industry powerhouse. "I started cleaning the building when I was a 13-year-old boy, and I've grown up in the business," LeRoy recalled. "I bought out the other partners and we've been rolling ever since." Legacy Equipment became an Oshkosh dealer in 1998. "What sets us apart are our great product lines, like Oshkosh. We've got a commitment to the area – and to our customers."



To better serve the growing needs of its customer base, like Salt Lake City International Airport, the company has been in expansion mode. "We enlarged our facility in 2013, and now have a 35,000-square-foot building with 22 service bays, a paint facility, and overhead cranes," LeRoy explained. "Fabrication, machining, welding, chassis and pump repair, preventative and general maintenance, refurbishment, painting, and detail work – we do it all and we do it well." The factory-trained technicians of Legacy Equipment work hard to ensure that equipment is properly repaired or built in a timely fashion. And its highly trained field service mechanics provide responsive, reliable service at its customers' job sites. "We've got a big investment in facilities, parts and support services, because that's what you need in order to be successful."



Providing excellent value is at the core of Legacy's success. "We're not the least expensive option, but the customer is going to get a great value," said LeRoy. "That's our philosophy in a nutshell: in the long run, it's a lot less expensive to acquire an excellent piece of equipment and have it serviced by a capable dealer."

As owner of a full-service dealership representing a wide range of products, LeRoy has high regard for the vehicles and advanced technologies that

Oshkosh brings to the table. “Oshkosh Airport Products and their engineering resources are second to none,” said LeRoy. “When you get a piece of equipment from Oshkosh, it’s been thoroughly tested. They design, prototype, document, test, and validate new products *before they go to market*. I understand the importance of these protocols and procedures.”

The full-size paint booth, and paint personnel, are both spotless!



Legacy’s state-of-the-art facility enables its top-notch staff to service a wide range of trucks, it features a 35,000-square-foot building with 22 service bays, a paint facility, and overhead cranes.

LeRoy, noting the benefit of Oshkosh Corporation sharing best practices and technologies across its many companies, added, “The synergies and cross pollination between the products and systems that they engineer – such as TAK-4® all-wheel independent suspension on their Striker® ARFF trucks – is significant. They share innovative technologies from one area and bring it into another division.”

Tom Carle, Oshkosh Airport Products regional sales manager, has spent much of his career working with the airport industry and appreciates the vital role played by these specialized dealer organizations. “John has built an amazing business with a brand-new, state-of-the-art facility. It’s a very customer friendly organization with excellent capabilities to service and support our products,” Carle commented. “They understand the unique needs and requirements of their airport customers, and are experts when it comes to Oshkosh snow removal products.” 

RECENT DELIVERY: RIVERTON REGIONAL AIRPORT

Riverton – known as the “rendezvous city” and a place where people come together – is located in the beautiful Wind River Valley in Fremont County, Wyoming. Riverton Regional, primarily a general aviation airport that also serves two commercial passenger airlines, recently took delivery of this Oshkosh Striker 4 x 4 ARFF vehicle; the apparatus can reach 50 mph in 25 seconds and carries 1,500 gallons of water and 210 gallons of foam. 



SALT LAKE CITY INTERNATIONAL AIRPORT



Salt Lake City International (SLC) Airport is in the midst of a \$3.1 billion airport redevelopment program. It's a huge and involved undertaking, but the end result will be well worth the effort. Planned with adaptability to the constantly changing aviation industry in mind, the new facilities are designed to meet SLC's needs for decades to come. A light rail system (similar to that of Detroit and Denver) as well as a central terminal and a second concourse connected by a people mover are important features.

On the operations side, SLC has won several national awards from the AAAE for its excellent snow removal operations. Medardo Gomez, who has been at SLC in various roles for more than a quarter of a century, plays a key role as the airport maintenance operations superintendent. "I started my career as a superintendent of facilities and then moved to the airfield," said Gomez. "I'm responsible for the overall fleet operations and airfield maintenance crews. I am also a liaison from the maintenance department to our development team for the new terminal."

Gomez oversees fleet maintenance for airport firefighting vehicles, snow removal equipment, and heavy-duty equipment (such as backhoes), as well as the airport's light duty fleet including police vehicles and 21 busses. "In the industry, some airports contract out much of their vehicle maintenance needs, but we do it in house," Gomez explained.

Oshkosh is proud to play an important part at the airport, with a dozen of its H-Series snow blowers in service at SLC. "For years we went with rear-mounted blowers and now, after switching over to a front-mounted design, we are really enjoying the enhanced level of operator comfort," said Gomez. "Plus, the cab and windshield design offer excellent visibility." Dependability and reliability are other important requirements for Gomez and his team. "Standardization of parts and ease of maintenance are key for our snow removal vehicles."

Oshkosh ARFF vehicles are also critically important pieces of equipment at SLC. "We have several older Oshkosh ARFF apparatus as well as the newest Striker ARFF vehicles in our fleet," said Gomez.



Tom Carle introduces an Oshkosh H-Series High-Speed Blower vehicle to a team from Legacy Equipment.

PROTECTED STORAGE AND REGULAR MAINTENANCE

SLC believes that keeping heavy-duty equipment stored out of the elements, although expensive, is a very cost-effective strategy. “Summers here in Salt Lake City are extremely hot and, at a high elevation, the climate can wreak havoc on anything that sits outdoors,” said Gomez. “Our practice is to keep all of our heavy equipment indoors when it’s not in use. While the square footage is expensive, we extend the life of that equipment. It was a big capital investment, and I’m grateful to the administration that has supported us.”

“After a snow event, we bring the equipment into the ‘barn’ as we call it,” Gomez explained. “We have pressure washers built into each vehicle storage bay, and we go through every piece of snow removal equipment and get rid of any chemicals and ice or snow that has built up.” During the summer months, the snow removal equipment is regularly checked to be sure that the fleet is operational on a moment’s notice. “A couple of times each season we lubricate every piece of equipment and use Armor All and other conditioners. This helps protect all of the hoses and other rubber parts, such as the tires.”

There are many vintages of Oshkosh snow removal vehicle models at SLC, but they all look about the same in terms of their condition. “We have pieces of snow removal equipment over 20 years old that still look pretty darn good,” said Gomez. “We found that when we kept pieces outdoors, after two years, we had hoses blowing out and tires going bad. The sun and UV rays at our high altitude just bake that equipment.”

“We basically baby our vehicles. But it pays off big time,” added Gomez. “Plus, when the operators are in a nice piece of apparatus, they’re not as likely to punish them. It’s just a mental attitude.”

FACTORY TRAINING AND LOCAL SUPPORT

Comprehensive operator and maintenance training are vital, and SLC is grateful to have local resources at the ready. “This is not the type of equipment where you go to an auto dealership and learn how to operate and maintain it,” said Gomez. “They are very specialized pieces of equipment. They are simple on the one hand, but complex on the other if you’re not properly trained.”

In addition, damaging a piece of equipment can mean thousands of dollars in repairs. Training and prevention are key. “It’s very convenient and more efficient to get a factory representative here to train 20 technicians at one time – for example on hydraulics, electrical, and mechanical systems – instead of us sending people to the factory,” said Gomez. “Plus it’s all done on our own equipment.”

“We really appreciate having Legacy here, and enjoy a very healthy working relationship with them,” said Gomez. “For many, many years they have been fantastic.” Over his 25-plus-year career, Gomez has grown to realize the importance of a strong dealer no matter the product. “Whenever service is not available to the customer – I don’t care how good your product is – you are not going to be successful in this field.” 

STRIKER 6 X 6 VEHICLES PREPARED FOR LONG VOYAGE TO GHANA



One of three Striker 6 x 6 vehicles headed to Kotoka International Airport in the West African country of Ghana.

Kotoka International Airport (ACC) is located in Accra (the capital of Greater Accra) in the West African country of Ghana, which is known as one of the continent's most progressive countries. The airport – Ghana's largest – is operated by Ghana Airports Company Limited, and serves 27 international airlines, including Air France, British Airways, Brussels Airlines, Delta, Emirates, Egypt Air and KLM. ACC is about to take delivery of three identical Striker 6 X 6 ARFF vehicles. "We are waiting for the customers to arrive for the final inspection process before shipping the vehicles," said Tim Raupp, Oshkosh vice president of international sales. "The customer will be accepting their new Striker ARFF vehicles in late September for a rollout ceremony at the airport in October."

Once on duty, the Striker ARFF vehicles will significantly upgrade the airport's emergency response capabilities. "The airport's general manager, Charles Hanson, is recognized as a leader in airport operations," said Raupp. "Mr. Hanson spent

time in the U.K., and learned about the Strikers by visiting Manchester and Birmingham Airports. So the vehicles are very similar to those on duty in that country."

Each features Oshkosh TAK-4® all-wheel independent suspension for a smooth ride and exceptional off-road capabilities. The firefighting system includes an 11,356-liter (3,000-gallon) water tank, a 1,500-liter (420-gallon) foam cell, and a 249-kilogram (550-pound) dry chemical system for multiple agent fire suppression capabilities. Also on board is the Oshkosh-exclusive Snozzle HRET equipped with a hardened carbide steel tip, a perforated nozzle, and a forward-looking infrared camera. 

EDITOR'S NOTE: Stay tuned for an update in our next edition of the NewsTracker, where we will report on the rollout ceremony from Kotoka International Airport in Accra!

Oshkosh on Parade!



Oshkosh was founded in 1917 by William Besserlich and B.A. Mosling, and has grown into a Fortune 500 Company that employs more than 13,000 team members around the world. On July 15th, Oshkosh Corporation capped its 100th Anniversary celebration with a community parade and open house. The parade featured historical and modern vehicles from the company's history.

"One hundred years ago, our founders introduced two innovations that changed the world," Oshkosh Corp. President and CEO Wilson Jones said. "Their patents gave people the confidence to drive places they didn't think possible; and today we're still innovating to make a difference in people's lives. 2017 marks 100 years strong for us, and we couldn't be more excited about the future."

The parade route wound through the streets of Oshkosh, past the

airport, and alongside the corporate offices. In total, there were close to 70 vehicles in the parade, and Oshkosh Airport Products was proud to have six vintage and present-day vehicles take part, including an Oshkosh H-Series blower, a P-Series vehicle, and an assortment of T-Series and Striker ARFF vehicles.

The parade featured Old Betsy, the world's first four-wheel-drive truck, which the company built in its first year. "It was awesome to see such a wide variety of interesting and noteworthy vehicles, beginning with Old Betsy and highlighted by the new Striker 8 x 8," said Sam Lowe. "The amazing success of the parade was reflected on the faces of the thousands from the community who lined the streets. It was a perfect way to showcase the 100-year relationship between the company and the community." 

Top left: This vintage Oshkosh T-Series 4 x 4 ARFF vehicle from Wittman Regional Airport in Oshkosh drew lots of attention.

Bottom left: This Striker 6 x 6 is headed to Kotoka International Airport (ACC), located in Accra, in the West African country of Ghana.

Top right: This Oshkosh H-Series high-speed blower on parade was a hit with parade watchers.

Bottom right: The all-new Oshkosh Striker 8 X 8 features a pair of rear-mounted engines that generate up to 1,540 hp. It is the most powerful and capable ARFF vehicle in the company's history.

Striker Provides Emergency Safety Services at EAA AIRVENTURE

EAA AirVenture runs for seven days straight, from sunrise to well past sunset. It's earned the reputation for being "The World's Greatest Aviation Celebration!"

The world's best aerobatic pilots made their annual pilgrimage to Oshkosh in late July for the annual EAA AirVenture Oshkosh. Flyers from around the world had the opportunity to strut their stuff in front of their peers in the aerobatic community, as well as the most aviation-savvy audience on the planet. Scores of faithful fans numbering in the thousands lined the flight line, securing desirable vantage points of their favorite performers.

It takes a large number of people, and resources behind the scenes, to make everything run like clockwork. For several

years in a row, Oshkosh Airport Products has displayed and showcased an ARFF vehicle at EAA. This year, the crowd that gathered to get an up close look at a stunning Striker 6 X 6 was huge.

"The crowds at EAA seem to get larger each and every year," said Sam Lowe, Oshkosh Airport Products marketing representative. "It's an incredible event, and we're proud to have had the Striker 6 X 6 on hand for all to see. A customer truck about to be delivered to Asia, it attracted quite a following." 



SECOND TRIO OF STRIKERS TO BOLIVIA

Shown here are firefighters from Viru Viru International Airport in Santa Cruz alongside their matching pair of Striker ARFF vehicles. (Photo courtesy of Silvia CH.)

Oshkosh Airport Products has delivered three more Oshkosh® Striker® 6 X 6 aircraft rescue and fire fighting (ARFF) vehicles to airports administered and operated by Servicios Aeroportuarios Bolivianos S.A. (SABSA) for the country of Bolivia. The new trio of Striker 6 X 6 apparatus will join three others already on duty, one each at the following airports: Viru Viru International Airport in Santa Cruz, Jorge Wilstermann International Airport in Cochabamba, and El Alto International Airport in La Paz.

"The three Oshkosh Striker 6 x 6 apparatus in this second round of deliveries, together with the three vehicles placed into service in late 2014, will provide unmatched emergency response capabilities at these prominent international Bolivian airports," said Jeff Resch, Oshkosh Airport Products vice president and general manager. "The follow-up purchase is a strong vote of confidence in the Striker vehicle and in our ability to service and support airports around the globe, no matter the location." 