

“Greetings From Oshkosh Airport Products!”

Welcome to the March 2015 edition of the Oshkosh Airport Products NewsTracker newsletter. In this issue, check out the amazing story that comes from the far northern reaches of Michigan’s Upper Peninsula. In Keweenaw County, where they received 340 inches of snow during the 2013-14 winter season, the road commissioner relies on a fleet of Oshkosh P-Series vehicles to keep the roads open.

We’re extremely proud of the fine service and support provided by Oshkosh snow products dealers across the country. In this issue, we are profiling Industrial Marketing & Consulting (IMC). Wayne Phillips and his team serve Michigan’s Upper Peninsula and the northern half of the state’s lower “mitten”.

For a look at the ARFF side of our business, you won’t want to miss the story about the new Striker Simulator, an innovative and state-of-the-art virtual training

environment now in service at Chicago’s O’Hare International Airport. The Striker Simulator is getting rave reviews and a wave of inquiries from airports around the globe.

Speaking of international news, sales of Oshkosh Airport Products vehicles is surging forward. One example is a pair of Oshkosh® Striker® 8 x 8 vehicles that are on duty at Incheon International Airport in South Korea. One of the busiest airports in the world, IIA is also one of the highest rated, with amenities that include a golf course, spa, and a casino.

We’d also like to remind those of you planning to attend the 49th Annual NEC / AAEA International Aviation Snow Symposium in Buffalo, April 18-22, to be sure and stop by the Oshkosh Airport Products booth. Don’t forget to attend our annual kickoff party on Monday evening, April 20.



Jeff Resch
Vice President
Oshkosh Airport Products



One of two Oshkosh Striker 8 x 8 vehicles now on duty at Incheon International Airport in South Korea.

Keweenaw County Snow Removal Team Leans On Oshkosh P-Series When Big Storms Hit



“Last year, we had big storm after big storm and ended up with 340 inches!”

The northern reaches of Michigan’s Upper Peninsula first became famous in the 1840s when “copper fever” took hold, creating what some say was one of the first mineral mining booms in the New World. Since then, it has produced more than ten percent of the world’s copper. This part of Michigan also produces a lot of snow. According to Gregg Patrick PE, Engineer and Manager of the Keweenaw County Road Commission, it produces an average of around 250 inches per year. “Right now, the snow cover here is about 32 inches on the ground and we’ve had 161 inches, to date, as of the end of January,” said Patrick. “This year, there have been lots of snowfalls, but not too many big storms. Last year, we had big storm after big storm and ended up with 340 inches!”

“When the drivers take out the Oshkosh P-Series trucks they say, ‘We get to drive the REAL trucks today!’”

Keweenaw County is located at the northernmost point of Michigan’s Upper Peninsula, and is home to the northern terminus of U.S. Highway 41 which extends southeastward all the way to Miami Beach. The region serves as a jumping off point for access to Lake Superior’s Isle Royale National Park, and attracts hikers and tourists from around the globe. A notable town is Copper Harbor, nestled on the beautiful north shore of the Keweenaw Peninsula.

The snow removal responsibility for Keweenaw County entails 176 miles of county roads and 65 miles of state highways. Five Oshkosh® P-Series® among the county’s fleet include a pair used as backups that date to 1970 and 1974. The frontline trucks are P-Series from 1992, 2000 and 2003. “We send out the P-Series, with their large one-way plow and

wing plows, anytime there are three inches or more,” explained Patrick. “If it’s less than three, we send out our tandem super trucks.”

When the big snows hit, the strategy is to run full force and on a regular schedule. On a snow day, the crew starts their routes no later than 5:00 am. “If it’s snowing extra hard, they’ll go home for supper – and then get called back out again at the foreman’s discretion,” explained Patrick. “That happened a lot last year.”

Keweenaw’s crews typically don’t sand and salt while plowing. “We get so much snow; knowing we’re going to get more after plowing, we don’t want to waste the sand or salt,” said Patrick. Saving the county’s limited budget and making the most of

finite resources is always a major consideration. “We’re at an all-time low in terms of funding – about the same level in real dollars as in 1997 even though costs are way up since then. We’ve had to downsize and use our equipment and supplies as effectively as possible.”

Like saving your best curveballs for the toughest outs in a ballgame, the P-Series are kept at the ready until the snow is forecast to pile up. “Our two newest Oshkosh run down the spine of the main roads and highways to make sure they’re open at all times,” said Patrick. “When heavier snow requires a night shift, we take one or both of them to open up heavily drifted areas.”

Confidence is a word that aptly describes the feeling that the Keweenaw snow removal team has for its frontline trucks. “The



Gregg Patrick (left) alongside two of his crew and one of the county's five Oshkosh P-Series vehicles.

Oshkosh® P-Series® are built for durability and reliability, and they do exactly what they need to do to get the job done in tough conditions,” said Patrick. “Large drifts or winging back snow banks – our crews know and trust them. When the drivers take out the Oshkosh P-Series trucks they say, ‘We get to drive the REAL trucks today!’”

Service and support after the sale are very important to keep the snow removal team in Keweenaw County ready to roll throughout the snow season. For their P-Series, this means Oshkosh dealer, Industrial Marketing & Consulting (IMC). “When we do need something, Wayne at IMC is there for us; they’ve been very good to work with,” said Patrick. “The biggest issue we’ve had in my 12 years is one transmission that went out. But the shop foreman told me it had nothing to do with Oshkosh.”

SNOW DEALER PROFILE: Industrial Marketing & Consulting

The mission at Industrial Marketing & Consulting (IMC) is simple and direct: provide quality equipment and services. To meet the growing demands of its customers, IMC offers the finest municipal and commercial equipment on Michigan's Upper Peninsula and the northern half of the state's lower "mitten."

IMC is a factory-authorized dealer for all of its products. With over forty years in the business, and the accumulated experience that brings, the company's knowledgeable staff is on hand to meet any challenge. “I started selling Oshkosh in 1977 and, after a few changes in dealer ownership, launched IMC with my business partner, Wendy Erkkila, in 1993,” said IMC President Wayne Phillips. “We are headquartered about fifteen miles south of Marquette, Michigan on a former Air Force base.”

Oshkosh snow removal products, and the Holder and Tymco lines of street sweeping products, are the dealerships key areas of expertise. IMC also supports leading lines of regenerative air sweepers, mowers, spreaders, and related equipment. The company supplies aftermarket parts and used equipment.

Oshkosh remains a cornerstone of IMC's operations. “The quality of Oshkosh snow removal equipment is what I like best about being an Oshkosh dealer,” said Phillips. “Plus, the camaraderie with the other dealers and the team at Oshkosh is a big bonus. I always look forward to the opportunity to see my fellow dealers.”

“I've been selling Oshkosh snow removal products for close to forty years. It's been a great line with very few problems and excellent quality,” said Phillips. “I go up to see Keweenaw County every once in a while, just to check in and to give Glenn and his team new hats!”



Virtual Reality ARFF Training Lands at Chicago O'Hare

NEW STRIKER SIMULATOR SETS THE BENCHMARK FOR REALISM AND PERFORMANCE.

Virtual reality training is becoming more common across a wide range of applications and industries. From laparoscopic surgeons to aircraft fighter pilots, trainees everywhere are benefiting from this state-of-the-art technology. The trend is now advancing to a new level of realism in the realm of aircraft rescue and fire fighting with the introduction of the Striker Simulator virtual reality ARFF training system by Oshkosh Airport Products.

The Striker Simulator began as a stand-alone project for Chicago's O'Hare International airport (ORD). The team at ORD recently purchased a pair of Striker 8 x 8 ARFF vehicles and included a training simulator as part of the specification requirements. "The O'Hare ARFF team requested that we build a simulator to enhance their driver



and incident command training," said Richard Voakes, Oshkosh Airport Products western regional and government sales manager. "We're also building a demo version that's going to be displayed at Interschutz. That's going to be an exciting event!"

A "green solution" with zero environmental impact, the Striker Simulator is engineered to depict a nearly endless array of situations and scenarios. The system was under

development for over a full year and incorporates video footage and illustrated environments of Striker trucks in action (with views from both inside and outside of the cab and with a full audio track) for a giant leap forward in realism. Hundreds of hours of footage was created to capture the endless array of emergency response



View features 70-inch HD monitors.

scenarios the Striker Simulator can recreate. The system depicts different environmental and weather conditions such as rain, snow, fog, night, and bright daylight. It can accurately depict the delivery of dry chemical, foam, water, and even Halon. In addition, the Striker Simulator can mimic scenarios that can't be safely accomplished at a traditional training center, such as a fuel spill, or people exiting an airplane.

For the incident commanders, the Striker Simulator offers unmatched control of each training scenario. The system includes a Scenario Toolbox that enables incident commanders to develop highly realistic and varied emergency situations from an easy-to-use drop-down menu. "The incident commander has total flexibility to custom design scenarios," added Voakes. "For example, these can feature a large number of airplanes, multiple fires and fuel spills, and even people on the ground – it's basically unlimited." While a traditional ARFF firefighter may typically participate in real-world training once every year or every other year, the Striker Simulator training can be ongoing and on a regular schedule. The typical 24-hour firefighter shift schedule presents an ideal opportunity for blocks of time that could be used for training, and the Striker Simulator enables realistic, more varied, and more intensive training.

At its most basic configuration, the Striker Simulator includes a laptop computer that is synchronized with the steering wheel, joystick control, and pedals. This advanced configuration includes actual Striker cockpit components and a complete 180-degree view ahead – featuring up to three 70-inch widescreen HD monitors – and a fourth overhead monitor showing the Snozzle® HRET in action. "It's one thing to see photos or video of the Striker Simulator, but quite another thing entirely to operate it from the simulator's driver's seat," said Voakes. "You are buckled into an actual driver's seat; it's unlike anything else available."

The benefits are significant and far-reaching. In order to train using a real ARFF vehicle, the apparatus must be taken out of frontline duty 'rescue readiness'. Plus, there are incremental expenses involved when training with a real truck - such as additional fuel costs, vehicle maintenance, and tire wear, for example – that can be avoided with the simulator.

The trend to customizable training simulators is gathering momentum. "It's never going to completely replace driving the actual truck," notes Voakes. "However, the younger generation of drivers all grew up on video games. My gut feel is that one day, in the not too distant future, everyone is going to have this type of advanced simulator in their firehouse."

[CHECK OUT THE INFORMATION-PACKED STRIKER SIMULATOR WEBSITE PAGE](#) we've created to learn more!



SNOW SYMPOSIUM APPROACHES

49th Annual Conference and
Exhibition Set for Buffalo, NY

Oshkosh Airport Products is proud to be part of the 49th Annual NEC/AAAE International Aviation Snow Symposium coming, once again, to Buffalo, New York. Operated by the Northeast Chapter of the American Association of Airport Executives (AAAE) and the Buffalo Niagara International Airport, this year's event is being held April 18-22. The Snow Symposium is focused exclusively on airfield snow removal and winter operations, and provides educational programs, exhibition space, and plenty of opportunities to share industry best practices among airport employees, vendors, engineers and maintenance contractors.

The Snow Symposium is also the single best time of the year to meet with industry friends, vendors, and colleagues. Up and down the east coast, and especially in the northeast, this past winter was one of the most challenging in history. We're looking forward to listening and learning how airport snow removal professionals were able to keep airports open and protect the flying public.

One of this year's highlights is sure to be the subject of the keynote address on Tuesday by John Goglia, a renowned advocate for aviation safety. John has dedicated his career to making air travel safer. Among his many accomplishments is the creation of a world-class program for preventing and preparing for disasters, from forest fires to aircraft accidents. He is recognized around the world as an expert in aviation safety and, at one time, he served as a board member of the National Transportation Safety Board.

In addition, the Snow Symposium Snow Academy will be held on Saturday and Sunday (from 8:00 am to 4:30 pm) with a curriculum designed to provide current, relevant and focused training. Those interested can get more information and register to participate. (www.snowsposium.org)

The general sessions are sure to be packed with an enormous amount of excellent information. For example,



Wednesday's session features: "Human Factors, Snow Plow Operation Safety, and Health Issues" with a presentation by Paul Brean, manager of airside/landside fleet maintenance, Logan International Airport, Massachusetts Port Authority; and Kyla Zimmermann of the Transportation Safety Board of Canada.

As part of the Snow Symposium tradition, Oshkosh Airport Products is proud to host its annual hospitality party at the iconic Century Grill on Monday evening, April 20. "Oshkosh Airports Products representatives will be on hand – including the industry's best snow equipment dealers from across North America – and are looking forward to seeing you there," said Jeff Resch, Oshkosh Airport Products Group vice president and general manager. "We're all set for a great party and an excellent Snow Symposium."

**WEAR YOUR
OSHKOSH
GEAR AND
GET A FREE
GIFT AT
SNOW PO!**



Head to the Oshkosh booth first – we've got a limited edition prize waiting for you at the Snow Symposium! Just wear your favorite Oshkosh cap, shirt, jacket, – or any other wearable – to the Oshkosh Airport Products booth. Quantities are limited so visit our booth first.

WORLD'S TOP-RATED AIRPORT AGAIN SELECTS WORLD-CLASS OSHKOSH STRIKER ARFF VEHICLES



Pair of Oshkosh Striker 8 x 8 apparatus joins Incheon International fleet.



A REMARKABLE AIRPORT

Incheon International Airport (IIA), opened in 2001, is one of the world's largest airports. It is also one of the most active. In 2013, IIA was the world's fourth busiest airport for cargo traffic and the ninth busiest for international passengers. Located 70 km from Seoul, the capital and largest city in South Korea, IIA serves as a hub for international civilian air transportation and cargo traffic in East Asia. It is a main hub for Korea Air, Asiana Airlines, Jju Air, and Polar Air Cargo. The airport features three parallel runways, two of which are 3,750 meters long (12,300 feet) and one that is 4,000 meters long (13,000 feet).

It is no wonder that for nine years in a row (since 2005) the Airports Council International has rated IIA as the "best airport worldwide." IIA is a gem that stands apart from other airports. IIA boasts state-of-the-art amenities – appreciated down to the last detail for their excellence

– that include a golf course, a spa, an ice-skating rink, a casino and even private sleeping rooms. It houses the Korean Cultural Museum, Traditional Culture Experience Zone, Traditional Craft Gallery, and Arrival Hall Culture Street, making Korean arts and culture easy to access and experience by visitors.

The same level of commitment to excellence and attention to detail with respect to the IIA's emergency response

Striker 8 x 8 vehicles at their fire station.



capabilities is evident. In 2010, the airport purchased and placed a pair of Oshkosh® Striker® 6 x 6 vehicles into service. In 2014, when the airport's growing traffic and footprint required the addition of two larger ARFF vehicles, IIA again turned to Oshkosh Airport Products and its largest Striker 8 x 8 configuration. "We are honored to be chosen, once again, by Incheon International Airport to provide Oshkosh Striker 8 x 8 vehicles for this remarkable complex," said Jeff Resch, Oshkosh Airport Products Group vice president and general manager. "Sales of the Oshkosh Striker continue to accelerate in countries throughout the Asia Pacific region, and that's a testament to Oshkosh performance, reliability "and support after the sale."

NEW ADDITONS TO ARFF FLEET

Each in the matching pair of Oshkosh Striker 8 x 8 vehicles for Incheon International features a 950 horsepower engine with electronic fuel management, Oshkosh TAK-4® all-wheel independent suspension for superior ride quality, a rear steering system (to articulate the rear wheels for enhanced maneuverability), and a 30-degree angle of approach and departure. The wheelbase is 6,782 mm (267-inches) and the overall length is 13,589 mm (535 inches).

Inside the cab is seating for five firefighters, a tilt-telescoping steering wheel column, center console mounted turret controls, heated and power adjustable outside mirrors, air conditioning, and 7.2 square meters of glass area with overhead mounted windows for unmatched outward visibility.

The firefighting system includes a 10,000 lpm (2,642 gpm) single stage pump, a 17,033-liter (4,500-gallon) water tank capacity, a 2,385-liter (630-gallon) Aqueous Film Forming Foam (AFFF) concentrate tank, and a 250-kilogram (550-pound) dry chemical system delivered through a dry chemical hose reel mounted in an upper right side compartment. The vehicle offers a structural firefighting control panel and two 64 mm (2.5-inch) discharge lines, one on each side of the truck. The vehicle's primary turret is a roof mounted, electronic joystick controlled unit that can rotate 135 degrees on either side of center and elevate 45 degrees above horizontal. A secondary turret is mounted on the front bumper, and five undertruck nozzles protect the underside of the vehicle.



The Oshkosh Striker 8 x 8 ARFF vehicle during testing.