

## Greetings and Welcome to the NewsTracker Holiday Edition

**M**y name is Erik Lampe, and it's an honor to introduce myself as the new vice president and general manager of Oshkosh Airport Products, where my responsibilities commenced earlier this fall upon the retirement of Jeff Resch. After his years of dedication to our business, we wish Jeff the best in his retirement and appreciate his willingness to continue supporting the business and our customers for a transition period in the coming months.

I join the Oshkosh Airport Products team from a role as Vice President of Business Development for Oshkosh Corporation, where my focus was on company-wide initiatives to enhance strategic growth and business performance across the corporation. Prior to that, I worked for the consulting firm McKinsey and Company, concentrating on strategic and operational challenges for industrial, defense, and heavy equipment clients. My time in consulting also included six months traveling to Iraq, working with business and government leaders to boost economic activity and increase security in the country.

I'm no stranger to the aviation industry and airport environment. My father served as a

Marine on C-130 cargo planes for 30 years, so I grew up around aviation and have been flying in the right seat in smaller planes with him since I was very young. That took root in me, and I obtained my pilot's license while I was in college. Having spent considerable time on the field at airports, I have long been truly grateful for the dedicated professionals who keep our runways clean and safe.

I am originally from the Milwaukee, Wisconsin area and have spent time working around the world but, for the past four years, have been privileged to be able to call Appleton and the Fox Valley of Wisconsin my home. There's a great mix here, with most of the activities you want out of a big city, but coupled with the friendliness, tight-knit feel, and ease typical of a smaller community that is apparent when spending time with the people in our company.

Here at Airport Products, I am focused on shaping our business to deliver the best possible outcomes for you, and to ensure that we are delivering the quality products and support you need to perform your important missions. I won't claim to know all the ins and outs of this special industry, but I have heard loud and clear the nature of the

demands on our customers in operating and maintaining specialized equipment to meet their missions. At Oshkosh, we recognize the important role we play in supporting you in delivering on those missions.

At Oshkosh, we take pride in the fact that our products offer differentiated and reliable performance to meet your requirements. We strive to deliver long-term value and cost efficiency that is measured over the total cost of operating a fleet; we do this by ensuring an unmatched level of support when a vehicle needs attention and will continue to make that support better. Serving both snow and ARFF product segments enables us to invest in the infrastructure of an industry-leading support network for a higher level of customer service than would be possible if we were serving only one or the other.

Our objective is to continually anticipate where the industry is going – and how your needs are changing – to ensure that we have in place a plan that addresses those needs. I bring that mission with me to work every day, and that is how we will prioritize our resources.

Gathering feedback from our customers and our dealers has already been a focus during my time here. In a short period, I've enjoyed the opportunity to meet many of you. It's an important part of my new role, and it will be critical in shaping our priorities as we continue to evolve and learn. Please consider this an open invitation to email, call, or find me at an industry event to share your thoughts and ideas.

Again, I am thrilled to be a part of this unique industry. I wish each of you, and your loved ones, a happy holiday season.



**Erik Lampe**  
Oshkosh Airport Products  
Vice President and  
General Manager



# THE ULTIMATE HOLIDAY PRESENT: The Gift of Life



Elizabeth has worked on a variety of Oshkosh H-Series projects, including the Oshkosh XF Broom, Single Engine Blower, and the Dual Engine Blower.

Elizabeth and Mary pose for a picture shortly before the surgery.

Elizabeth Meyer has been with Oshkosh Airport Products for the past six years as a snow electrical designer. "I was in school to get a degree in interior space planning, but found myself getting a degree in design," she said. "It was a natural fit for me, and so here I am!" Among her notable recent assignments, Elizabeth has worked on the Oshkosh® H-Series™ Single Engine Blower and now is in the midst of a project for the dual engine blower.

From the time she was eight years old, Elizabeth has kept a little notebook in which she lists her life goals; she considers it her private bucket list. Elizabeth used to tag along when her mother donated blood to the community blood center. Whether she was inspired by those experiences or whether it's just in her DNA – or both – helping others figures prominently into Elizabeth's life goals. "I wrote 'donate something more important than blood' in my notebook," recalled Elizabeth. "At some point, when I was a teenager, I learned about organ donation, and I guess it has always been somewhere in the back of my mind."

A few years ago, and Elizabeth was listening to a podcast while working from her computer. "There's a series called *Strangers* that I was listening to, where a woman had donated a kidney of hers and it piqued my interest," recalled Elizabeth. "The host mentioned [matchingdonors.com](http://matchingdonors.com) as a place to learn about people who need organ transplants. It's like [match.com](http://match.com) for dating, except for people searching for organs."



**"Everyone has their level and type of volunteerism that fits them. Some people go into the Peace Corps, while others donate time and money to worthy causes. For me, it's about helping people and encouraging others to pay it forward. The needs out there are off the charts."**

With her curiosity kicking in, Elizabeth uploaded some personal information at the donor website, and that allowed her to view the profiles of people in need. Those individuals in need then had the opportunity to reach out to her. "For the next three days, there was a barrage of emails, voicemails, and phone calls from people from all over the country who needed a kidney," said Elizabeth. "It was really tugging at my heartstrings."

At one point, she listened to what turned out to be a fateful voicemail message from Texas. "Her name was Mary, and she was expecting to be on dialysis for the rest of her life due to kidney cancer," said Elizabeth. "After quite a bit of soul searching and deliberation, the next thing I knew I was on my way to Houston to see

if I was a good match." After three days (and 38 vials of drawn blood) she returned home; a few days later, she found out that the two of them were a perfect match. "In fact, the doctors said we'd have to be sisters to be any closer," said Elizabeth. "Now, I'm not that religious, but I figured it was the universe telling me I needed to do this. – *continued next page*

"To make a long story short, I called Mary and told her she could still have my kidney but she'd have to come to Wisconsin to get it. A few days later, Mary and her husband were coming to Froedtert Hospital in Milwaukee."

The entire procedure was a success, with no complications or signs of organ rejection. Even better, Mary hasn't needed a single dialysis treatment since. "What a challenging life, but such a great attitude she's had throughout. I was very fortunate to have found and selected a really awesome lady to whom I could donate one of my kidneys."

Earlier this fall, Elizabeth went onto the blog at [matchingdonors.com](http://matchingdonors.com) and wrote about the two-year anniversary

of the transplant and how well both she and Mary were doing. "I log in and write something every once in a while, and feel it's something I can do to give hope and encouragement to people waiting for a kidney," Elizabeth explained. "There are 100,000 people in our country waiting. It's a staggering number, and I can only imagine how desperate that must feel."

Elizabeth has no regrets about her decision to donate. Interestingly, and bringing things somewhat full circle, her entire story was retold on a series of *Strangers* podcasts. "I've learned that three other people have decided to donate a kidney after hearing my podcast story," she said. That's checking an extraordinary item off of a bucket list...and then some. 



*Luby Equipment Services has grown to include three segments that sell and service the construction, oilfield, and power generation markets.*

# Luby Equipment's Personalized Customer Service Approach

*Luby Equipment's Larry Valco (left) and Tom Schaedler receive special recognition at the Oshkosh Dealer Meeting.*

Luby Equipment Services is the Oshkosh Airport Products snow equipment sales and service dealer for the states of Missouri, Arkansas, Oklahoma, Kansas, Tennessee, and the southern half of Illinois. In some instances the company also provides service and warranty work for Oshkosh® Striker® vehicles. Bob Luby, who began his career in heavy equipment sales, founded the organization in 1977, bringing to it his experience in everything from cranes to excavators. The company, initially focused on maintaining and repairing heavy industrial equipment, has grown to include three segments that sell and service the construction, oilfield, and power generation markets.

Tom Schaedler is a territory manager who has been with Luby Equipment for more than fourteen years. "We're what you'd call a family-oriented company, and our primary focus is to deliver outstanding customer service," Tom explained. "In addition to Oshkosh snow products, our key brands are Case, Doosan,

and Takeuchi construction equipment." Rental sales are a very important part of Luby's business model. "It's often more lucrative for contractors to rent than it is to buy," said Tom. "The smaller equipment is more often purchased, but the larger pieces get rented the majority of the time."

Schaedler has been working with Oshkosh Airport Products for fourteen years, and has visited the campus more than 20 times. "I've been on tours of the manufacturing campus on several occasions," he said. "Talk about impressive facilities! Oshkosh quality control is second to none, and that's a big deal for airports."

Oshkosh snow equipment is featured in most every major and mid-size airport in Luby's market area. "We have Oshkosh units on duty at St. Louis' Lambert International, Kansas City International, Wichita National, Oklahoma City's Will Rogers World Airport, Tulsa International, – *continued next page*

Liberal Mid-American in Kansas, and a ton more,” said Tom. Recently, in time for the snow season, Memphis International took delivery of two new H-Series Dual Engine Blowers. “I’d been calling on them as soon as we became aware the airport was interested in acquiring a pair of blowers,” explained Tom.

Once ordered, it took about seven months to have the vehicles built and delivered. Luby sent a technician from its St. Louis operation to conduct a pre-delivery inspection. Having a highly qualified and well-trained service team is a key to Luby’s success. “We send a technician to Oshkosh every year for training and updates on the snow vehicles and systems,” said Tom.

As part of the process, Luby’s technician takes each operator into the vehicle and reviews the entire scope of its operation and addresses any questions. Afterwards, they’ll take it out onto a section of taxiway or runway for behind-the-wheel training. The individualized instruction afforded to each equipment operator takes place over a two- to three-day period during which the entire airport service team also receives eight hours of maintenance training. To provide more detailed information, Schaedler often augments the training with in-house created PowerPoint presentations. “When we leave, everyone at the airport is really comfortable with the new Oshkosh snow vehicle,” explained Tom. Personalized customer service is a hallmark

of Luby Equipment’s approach. “One of the biggest things I’ve always done – and I’ve been in sales since 1995 – is to foster really good customer relationships,” said Schaedler. “The people I work with become friends rather than customers. That’s near and dear to me, and it’s a core value.”

Like all Oshkosh snow dealers, Luby understands that airport emergency equipment service calls have to take top priority. “All year long, we are on call with the airports 24/7 for any ARFF vehicle that goes down for any reason, and the same holds true during the snow season for any snow vehicle,” said Tom. “We’ve got a network of service locations, and I’ve got really good techs in the field and can get someone dispatched quickly.”

The team at Luby is all about heavy-duty equipment every single day, but Oshkosh holds a special position in their portfolio of brands. “Oshkosh’s defense vehicle expertise and advanced technologies carry over to their snow and ARFF products; they know how to build trucks and they build them to last,” said Tom. “The airports that purchase them know that they’re buying a vehicles with a 20-year lifespan and, once they leave that airport, they’ll probably go to a smaller airport and get another 15 or 20 years of service out of them.” Tom sums it up this way: “Quite honestly, we don’t do a lot of service work on Oshkosh equipment. Frankly, there’s not a lot to do in terms of repairs or breakdowns.” 

*One of two Oshkosh H-Series Dual Engine Blowers recently sold by Luby Equipment Services to Memphis International Airport.*



# H-Series

## Dual Engine Blower Scale Model Comes to Life

“Easily, the toughest challenge was building the blower head.”



Earlier this fall, master model builder, Pete Dickinson, completed construction of a 1/14-scale model of an Oshkosh H-Series Dual Engine Blower. Because of the difficulty in accurately creating blower head parts to scale, I almost abandoned the project but in the end I decided to press ahead,” said Pete. We’re certainly glad he did, as the finished product is nothing short of amazing.

Pete typically builds his models using a modified Tamiya chassis but, for the first time, he constructed – from scratch – the entire model from the frame rails up. “I’m most proud of the fact that I stayed with it, and invested some 430 hours and over 18 months to complete the project,” added Pete.

As with his earlier Striker 6 x 6 model, many of the chassis’ features are fully functional. The steering system operates similarly to the full-size vehicle, with separate crabbing, tight turning, and normal road (front wheel only steering) modes. This

impressive feat is achieved by using a programmable 9-channel, computer controlled radio transmitter. “In my endeavor to create as nearly as possible a working model, I researched the

H-Series and relied on Sam Lowe with Oshkosh Airport Products to answer my many questions,” said Pete. “Both axles steer and are driven through full differentials, and the differentials have the ability to lock if needed,” explained Pete.

The blower head discharge chute can move from side to side using the same radio controlled transmitter. The blower impeller is driven with a powerful brushless motor (located in the chassis) via a universal drive shaft. The blower head is detachable, and the mechanism that locks it in place has three positions - unattached, attached for blowing, and raised so the head is off the ground. (In the raised and unattached positions, the blower motor and snow catching motor are disabled.) Of course, the lights all work and are controlled by the radio transmitter.

When displaying the new Oshkosh H-Series at modeling shows, Pete has had to place it on a mirror with an LED strip light to enable fellow enthusiasts to view the underside of the chassis. “I have found that my recent Oshkosh models have attracted a great deal of interest at the model engineering shows our group attends,” said Pete. “I think the fact that they are different from other ‘run-of-the-mill models’ has created this interest.”

Pete has decided to hit the “pause” button for the time being while looking forward to the next challenge. “At the moment I’m having a rest, but soon enough I’ll be looking around for something interesting to build.”



# Oshkosh Snow Products Dealer Meeting



Oshkosh Airport Products utilizes its snow products dealer meeting as a time to bring the team up to speed on new plans, provide product development updates, gather feedback from the field, recognize achievements, and share best practices. “We use this gathering as a time to discuss industry advancements, trends, priorities to grow our business, and strategies to better serve our customers,” Erik Lampe explained. “It represents a major investment, but it’s time well spent as this network of professionals helps to differentiate us in the marketplace.”

This year’s meeting was held in conference accommodations in Oshkosh, Wisconsin that was large enough to display the company’s newest vehicle, the nimble Oshkosh® H-Series™ Single Engine Blower, alongside Old Betsy, the first Oshkosh truck produced back in 1917. It was an excellent venue to celebrate Oshkosh’s 100th Anniversary.

The dealer reception and awards dinner was an event highlight. Several dealerships were recognized for outstanding accomplishments across a wide range of sales and leadership categories. “Our dealer network adds a tremendous amount of value for our customers,” said Lampe. “We’re honored to take the opportunity to recognize outstanding performances.”

The 2017 dealer meeting recognized two years of dealer accomplishments. A unique Oshkosh Pride award was

*An Oshkosh H-Series Single Engine Blower and Old Betsy attend the Oshkosh Airport Products snow dealer meetings.*

presented to Beyer Brothers Corp. for nominating Oshkosh for the American Trucking Historical Society’s 100 Year Company Award (see [article on last page](#)). 

## 2016 DEALER AWARD WINNERS

Top Sales 1st Place:	TEMCO Machinery
Top Sales 2nd Place:	Tracey Road Equipment
Landmark Order Award:	Siddons-Martin Emergency Group
Innovation Leader:	MacQueen Equipment Group
Aftermarket Sales:	Beyer Brothers Corp.

## 2017 DEALER AWARD WINNERS

Top Sales 1st Place:	Luby Equipment Services
Top Sales 2nd Place:	O.J. Watson Equipment
Outstanding Salesmanship:	Luby Equipment Services
Outstanding Salesmanship:	Industrial Marketing and Consulting
Oshkosh Pride:	Beyer Brothers Corp.
Aftermarket Sales:	Team Eagle Ltd.



# STRIKER 8 X 8 UPDATE:

## Passing Validation Testing with Flying Colors

**E**arlier this year at the 2017 Fire Department Instructors Conference (FDIC), with the introduction of the new Striker 8 x 8, Oshkosh Airport Products was the talk of the industry. Feedback from attendees at Lucas Oil Stadium was beyond expectations with airport firefighting professionals from around the globe marveling at the new Striker 8 x 8's many innovations – including its matching pair of Scania rear-mounted, Tier 4F low-emission engines that deliver up to 1,540 horsepower. Among other noteworthy highlights of the new Striker is its innovative Power Unit system that enables the vehicle to seamlessly shift into pump-and-roll mode at any speed as one engine switches over and is dedicated to the water pump and firefighting systems.

The Airport Products engineering team has been methodically working on an extensive battery of tests on the new Striker 8 x 8. Seth Newlin has overseen the engineering group's testing involvement. "Up until the vehicle's introduction we had an idea of baseline capabilities but we were excited to really push the truck and see what it could do," said Newlin. Among the required procedures currently underway is NFPA validation testing – including a spectrum of maneuverability, acceleration, firefighting systems, and pump testing for measurements such as cast distances and flow rates. Other testing has focused on the vehicle's twin Scania engines and their cooling packages. Every major component and system is fully tested in real world conditions.



"All of the vehicle validation testing has met or even exceeded our expectations, both on the performance side and on the system level side," explained Newlin. One major milestone achievement for the engineers involved the tilt table testing. "It's a very difficult performance requirement, especially when it's a 120,000 pound vehicle equipped with the Snozzle HRET," said Newlin. "There was a lot of cheering when we crossed the NFPA recommended 30-degree mark... and kept going past 31-degrees. We didn't lift a wheel and it was still stable," he said. "That one degree sounds small but, from an engineering standpoint, that's a healthy margin."

The engineers were cautious when estimating the acceleration times. "Our estimates were on the conservative side, so being able to load up the vehicle and do the acceleration runs faster than expected was thrilling," said Newlin. "In fact, we've had several customers here for demo events and we've blown them away with the Striker's acceleration." The steadiness and dynamic stability of the vehicle maneuvering at speed also created lots of positive feedback. "We've been conducting lane change testing at 45-50 kilometers per hour and are amazed at its stability and handling."

Without a doubt, the performance of the Power Unit system that manages the torque generated – *continued next page*

by both engines – along with the twin transmissions and clutches – was one of the team’s proudest accomplishments.

With the Power Unit, the driver is able to engage pump-and-roll mode at any speed – even while traveling at 70 miles per hour. “The timing of all those events, and what they need to do simultaneously to seamlessly shift from driving mode into pump-and-roll mode, and back again, is significant,” explained Newlin. “We anticipated having to massage the software to get it dialed in, but no modifications were required. The electrical and software team nailed it.”

“One of our customers, here for a demo event, was doing about 60 miles per hour and we told him to turn the water pump on,” recalled Newlin. “He reached over, flipped a switch, engaged the bumper turret and, in a few seconds, discharged water while running at 60 miles per hour.” Newlin added, “He was amazed that there was no difference in the vehicle while switching back and forth. The driver never feels a drop or lag in vehicle performance: the truck doesn’t slow down and it doesn’t lurch when re-engaging both engines in drive mode.”

Oshkosh Airport Products will be announcing future Striker 8 x 8 demonstration events in the coming months. For more information, visit the Striker 8 x 8 web page. 



## 100-YEAR COMPANY HISTORICAL AWARD from the American Truck Historical Society Goes to Oshkosh

Earlier this year, The American Truck Historical Society (ATHS) presented Oshkosh Corporation with its “100 Year Company” award. The ATHS was founded in 1972, and is dedicated to preserving the dynamic history of trucks, the trucking industry, and its pioneers. The organization has members in all 50 states and 23 foreign countries and, as part of its mission, the ATHS recognizes industry leaders at its annual national convention.

This prestigious “100 Year Company” award is bestowed upon an organization that has been in continuous operation for 100 years or more, and has maintained the same name over the entire span of

that century. Michael Beyer of Beyer Bros. Corp. nominated Oshkosh for the award. “With Oshkosh celebrating its 100-year milestone in 2017, it was an easy decision for me to submit their name for consideration, and I’m thrilled that they were recognized,” said Beyer.

The ATHS national convention, held in Kansas City, Missouri, featured an antique truck show with more than 1,000

trucks, fire apparatus, buses and RVs, military, and special interest vehicles. Congratulations to Oshkosh Corporation on this award; it is an excellent way to wrap up 100 years of history!



Erik Lampe reads from the ATHS “100 Year Company Award” at the Oshkosh Airport Products dealer meeting awards presentation. Others present include (left to right) Bob Sims, chief human resources officer, Jim Johnson, executive vice president and president of the Fire & Emergency segment, Sam Lowe, senior marketing representative, and Bryan Brandt, vice president of global branding and communications.