

Welcome to the Fall 2016 edition of the Oshkosh Airport Products NewsTracker newsletter.

We kick off this issue with a recap from the ARFF Working Group Annual Conference & Education Symposium held in September in Frisco, Texas. In addition to connecting with friends and colleagues, a highlight for me was the unveiling of a Striker 6 X 6 decked out in full vinyl wrap graphics and featuring our 65-foot Snozzle. It was a great conference and we thank all those who helped organize the event.

Also in this issue, we are pleased to introduce you to Jack Bermingham, our new eastern region sales manager. Jack began his career at Oshkosh in 2012, and initially worked on the international side as a sales manager for the Oceana region. Jack has an excellent perspective on different cultures, loves to travel, and is a great fit with our team!

Another story I'd like to direct your attention to profiles Milwaukee's General Mitchell International Airport (MKE)

and Christopher Lukas, who has been MKE's maintenance manager for more than a quarter of a century. Mike is a true professional, and we're proud to say that Oshkosh plays a key role in the airport's nationally renowned snow removal operations.

We also check in, once again, with Pete Dickinson, a master modeler who recently completed an amazing 1/14-scale model of a Striker® 6 X 6. His latest project, an Oshkosh H-Series high-speed blower, is currently in production and includes details such as wheel hubs produced on a 3D printer! Be sure to read the story.

I hope this summer has been a good one for each of you, and that the fall season brings new opportunities to grow and prosper. As always, thank you for everything you do to keep airports open and to protect the flying public.



Jeff Resch
Vice President
Oshkosh Airport Products



The Striker 6 X 6 in final preparations for showtime at the ARFF Working Group Conference in Frisco, Texas.

ARFFWG Annual Conference Attendees Get Up Close with the Striker 6 X 6; Home Run Contest a “Hit”



Striker 8 X 8 flexes its muscles during Live Fire Training Day at DFW.

The ARFF Working Group 2016 Annual Conference & Education Symposium, held in Frisco, Texas on September 18-21, was one of the most interesting and memorable in years. Highlights included a Live Fire Training Day at the DFW Airport Fire Training Research facility, where those who signed up received a day filled with sharing best practices among other ARFF professionals!

Snozzle Advancements on Display

The Snozzle continues to evolve with advancements that meet the ever-expanding challenges faced by ARFF teams. Recent upgrades to the Snozzle include an automatically resetting piercing tip, redesigned head, a new control system for more precise boom operation, faster servicing and troubleshooting, smoother operation, and enhanced reliability. The piercing tip now features an improved hydraulic rotary actuator that delivers an increased range of motion (280°) and skin penetration strength, as well as a decreased overall size for enhanced operator visibility.

The piercing tip can penetrate up to 48 inches to provide access deep into cargo areas for effective application of agent. “Bottom line, the Snozzle is a game-changing aerial

device, and we continue to expand its capabilities,” said Resch.

Show-Stopping Striker 6 X 6

At the conference, the big news from Oshkosh Airport Products was a display that included an amazing Striker 6 X 6 decked out in stunning graphics (see front cover photo). The vehicle – loaded with advanced technologies – featured a 65-foot Snozzle HRET and a new Snozzle logo to promote its enhanced capabilities. The Snozzle features a high flow nozzle, a piercing and perforated carbide steel tip, and an optional forward-looking infrared camera. The device enables firefighters to discharge from 6 feet (1.8 meters) below grade to elevations as high as 65 feet (19.8 meters).

“The ARFFWG Annual Conference is always a special event but, with the unveiling of our 65-foot Snozzle on the Striker 6 X 6, this year’s exhibition was even more memorable,” said Jeff Resch, Oshkosh Airport Products Group vice president and general manager. “We were very pleased with the incredible feedback we received on our Striker, and to having the longer 65-foot Snozzle available on our popular 6 X 6 configuration.” –continued next page



The Oshkosh Airport Products lineup.



Presentations were well attended.



Jeff Resch emcees the ballpark festivities.

New Vinyl Wrapped Graphics

Employing a clever new process, the Striker was completely wrapped in an innovative vinyl material over the vehicle's red paint hidden underneath. This was, quite possibly, the very first application on an ARFF vehicle. Think of the classic Pontiac Firebird hood decal on steroids!

"It's an incredible graphic package that is durable and totally customizable," said Sam Lowe, Oshkosh Airport Products marketing representative. "Our team had a field day creating the final design graphics, and worked with the vendor to produce and install the final product."

European Tour on the Horizon

After making several stops at US airports in the coming months, the ARFFWG Striker is headed to Europe for an extensive tour of the continent beginning in late 2016. Stay tuned to see where it will be going – perhaps to an airport near you!




Baseball and ARFF

Another highlight was the ARFFWG taking over the neighboring AA baseball field for an evening of baseball, and a chance to meet and network with colleagues. "Each year we brainstorm ideas for a unique event that is something out of the ordinary, and one that brings the industry together to build relationships and make important connections between airport professionals," said Lowe. "This time around, we decided to take advantage of the nearby professional ballpark and to build a fun event around this venue."

A special shout-out goes to Waterous, Allison Transmission, and Safe Fleet for supporting this year's annual tradition.

While not a single person was able to launch a home run, more than 375 conference attendees enjoyed the event, with many taking advantage of the opportunity to discuss the day's conference highlights in a more casual atmosphere. An awesome BBQ picnic dinner was complemented by a spread of desserts and beverages. There was also live music and a camera crew capturing every swing on the Jumbotron! "The fences were a major league distance from home plate, so it was a bit humbling to try to belt one out of the park," Sam enthused.

All in all, the party provided an excellent chance to mingle and network with friends and colleagues. 



FIRE APPARATUS Editor Pays Visit to Oshkosh Airport Products

Chris McLoone (left), senior editor for *Fire Apparatus* magazine, spent the better part of a full day at Oshkosh Airport Products' IPP facility in Appleton. While at the complex, Chris toured the factory floor (guided by Bill Proft), tried his hand on the Striker Simulator, and enjoyed a comprehensive test ride in a Striker 6 X 6 that included unloading its entire 3,000 gallon water tank!

A CASE STUDY IN SNOW REMOVAL PERFORMANCE: MILWAUKEE'S MITCHELL INTERNATIONAL AIRPORT



General Mitchell International (MKE) is a mid-sized airport located about five miles south of downtown Milwaukee. Although it is the largest airport in Wisconsin, Mitchell International is known for its compact size and convenient location. “We’ve got a great customer base, and it’s a very convenient airport to use,” said Christopher Lukas, airport maintenance manager. “We’ve got an excellent record for quality of service and reliability, and this has helped us draw customers from throughout Wisconsin and northern Illinois.”

Lukas has been up close and personal with airport snow removal operations for more than a quarter century. “I started working here in 1990, and back then it was a different type of equipment,” he recalled. “I was on the crews and drove all kinds of equipment – including snow blowers, plow trucks, and even loaders on the ramps. It gives you good experience and a base of knowledge.”

Today, in his role as maintenance manager, Lukas is responsible for more than 120 pieces of light and heavy equipment. “My role is to make sure they are all up and running and in top condition,” he said. “We’ve got a small maintenance division – with ten employees – that functions as a service facility for all of our equipment.”

Oshkosh Airport Products has played an important role at the airport since the early 1990s. “The first Oshkosh pieces we bought were eight front-mounted broom units on the Oshkosh HB-Series chassis,” said Lukas.

Six years ago, Mitchell International made a bold move revamping and upgrading its snow removal fleet. “We bought 12 multi-tasking combination units that each include a 24-foot

blade and a tow behind broom,” Lukas recalled. “We also bought eight Oshkosh 5,000 ton-per-hour, high-speed snow blowers. We purchased it all in a very short timeframe, and it’s by far the most we’ve ever invested in snow equipment at one time.”

NATIONAL RECOGNITION

The airport’s snow removal program regularly receives national recognition for excellence. It’s a seamless and highly choreographed operation that relies on scripted plan sheets and comprehensive training. “We have the old “X” configuration with two large runways, so we need to temporarily suspend operations, so it’s really important to get it cleaned, tested, and ready to go fast,” Lukas explained. “We plow it, broom it, jet blast it, and put down sand and liquid deicer as needed,” said Lukas. “Then we friction test it, clear the associated taxiways, and open back up in less than 20 minutes.”

The plans feature predetermined routes for all 20 pieces of snow removal equipment in the runway group, and map out every turn for every driver. “The runway group goes down in a single group and plows the runway in a single pass,” said Lukas. “Then it splits into two teams, each with independent duties for the next couple of minutes. It’s tightly controlled for safety, efficiency, and results, and it works really well for us.”

“In addition to receiving nine consecutive annual FAA inspections with no discrepancies, the FAA has told us many times how well we’re doing with our snow operations,” Lukas continued. “In fact, they’ve had other airports come here to see how and what we do. We’re not the biggest airport operation, but the way we conduct our snow removal operations is what I would consider a model.” *—continued next page*

OPERATOR TRAINING

In addition to top-notch equipment, other important keys to the airport's snow removal success are excellent operator training programs and highly professional team members. "Our operators spend a lot of hours behind the wheel to learn our system," said Lukas. "They are trained to know precisely what to do in their position in the line. It's a bit of follow the leader. They need to drive with precision and have each piece in the exact correct position at all times to achieve optimal results."

Dry run practices on the airfield start in late October. "Our operators go through every single motion on the plan sheets on dry pavement," said Lukas. "It's not quite the same as when it snows, but it's a good way to get some practice in. I am not involved in these events, but I just come out to watch and observe. It is kind of fun to see everything running!"

RELIABILITY, SERVICE, AND SUPPORT

When evaluating snow removal equipment partners, Mitchell International focuses on several key criteria, including performance, reliability, factory support, parts availability, safety, ease of operation, and comfort. "Since operators may be required to sit in the vehicles for up to 12-hour shifts, the cab needs to be quiet, warm, comfortable, and without excessive vibration," said Lukas. "There are a lot of factors that come into play."


"The factory support is very important, and part of that, too, is what we experienced with our earlier front-mounted brooms. We've received excellent support all throughout their time in service with those units," Lukas explained. "When you have a good working relationship with a company, it's great when the opportunity arises to build on that successful partnership."

GETTING THE EQUIPMENT THEY NEED

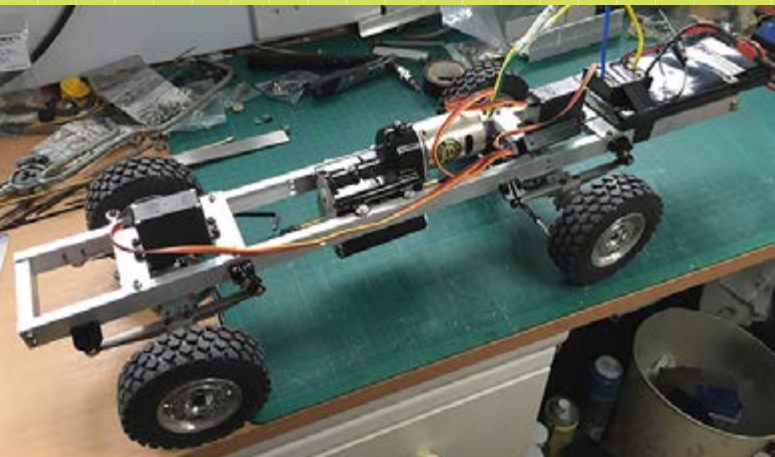
During its most recent purchases, Oshkosh and others were evaluated. "We were drawn to Oshkosh; they're up the road from us and we know their vehicles," said Lukas. "We compared them against other products on the market, and there was no question Oshkosh was the best choice for us."

Making major equipment purchases smoother and more streamlined was another advantage in working with Oshkosh. "We know Bruce Municipal Equipment, the Oshkosh snow dealer; they are easy to work with and provide valuable parts support and service work," said Lukas. "Plus, the Oshkosh snow equipment was available through a Minnesota Department of Transportation (MnDOT) fleet equipment contract. This streamlined the purchasing process while respecting our procurement department's guidelines and requirements."

Before moving forward with the MnDOT program, Mitchell International's procurement department became deeply involved. "Our procurement department said it was absolutely proper for us to buy in this fashion, so that's what we did," said Lukas. "I felt very strongly we needed certain equipment at the airport and we got what we needed. We've really never looked back, either. There was no question – once we put them in service and developed our program – that we made the right decision. The results we've achieved have met and even surpassed our expectations."

As another winter season approaches, Lukas, like many others in the Upper Midwest, has to be prepared for whatever the winter season brings. "The snow plan and equipment we have in place here at Mitchell International give my team the confidence to tackle winter every year while reducing the operational impact on the airlines that serve Milwaukee. 

MASTER MODEL BUILDER PETE DICKINSON TAKES ON NEW CHALLENGE



After building a scale model Striker 6 X 6, he's now tackling an H-Series high-speed blower.

In this past summer's edition of the NewsTracker, we told you about Pete Dickinson, a retired engineer and expert modeler who had recently completed an amazing 1/14-scale model of a Striker 6 X 6. After constructing the model Striker – a job that required 376 work hours – Dickinson decided his next project would be an H-Series High-Speed blower.

What you see here are photos of the project in process. Even for an expert modeler, the H-Series blower is proving to be quite a challenge. "The main issue has been sourcing

and modifying the various transmission parts that are required to make the model as close to the original as possible,” said Pete. “For example, the leaf springs also required the side members to be drilled and tapped so that the axles could be fitted in the correct position.”

One of the main differences between the two models involves the chassis. “Although much modified, the Striker chassis was taken from a Tamiya kit and just needed to be altered before being assembled,” said Pete. “On the other hand, the H-Series had to be made up from stock aluminum bar, and screwed together with 2 and 3mm cap-head screws that required the chassis parts to be drilled and tapped.”

The amount of detail and accuracy is breathtaking. “The 3D printed wheel hubs took nearly a week on their own, most of the time taken in designing them on the computer and printing them on my 3D printer,” he said.

We can't wait to see the finished product. Rumor has it that Dickinson hopes his H-Series model will be able to pick up and blow snow. We can't wait to see that! Stay tuned!



A scale model of this H-Series blower is what Dickinson is recreating in his workshop.



New Regional Manager Brings Global Perspective

Spare time activities include shooting hoops and international travel.

After graduating from college in 2011, Jack Bermingham headed overseas to see the world and get exposed to different cultures. “I graduated from college in 2011, and I spent a gap year living in China, teaching English. That was a really interesting experience for me. For the short term, it was really enlightening and a fun thing to do.”

Bermingham began his Oshkosh career in 2012, and was assigned to the international group out of their Singapore office as a regional sales manager for the Oceania region, which includes Australia and the Pacific Islands. While working in Singapore, his primary focus was developing the Oshkosh Fire & Emergency segment in South Asia – including Australia, New Zealand, Micronesia, Polynesia, and Papua New Guinea. “I was representing many Oshkosh products during my time overseas, including the Striker,” said Bermingham. “So there’s a lot of carryover between what I was doing then and what I’m doing now as a regional manager in the US.”

Bermingham’s experiences lend him a more global perspective than others his age. “I found it very interesting to live and work overseas,” he recalled. “The language is always a challenge. But I was exposed to a lot, I learned a lot, and worked with many interesting people. Plus, the food was really amazing!” By opening his mind to new possibilities, Bermingham’s time overseas also gave him a unique perspective on how to solve problems and challenges. “People in different countries approach problems in different ways. I’ve learned that different isn’t necessarily bad – it’s just different,” he explained. “It has broadened my outlook. It was a challenge, but very enlightening, to see how different cultures handle various situations.”

While overseas, one of Bermingham’s favorite and most rewarding experiences was working with Striker 4 X 4 customers: Papua New Guinea’s National Airports Corporation and PNG LNG’s Komo Airfield. “Papua New Guinea has been operating Oshkosh ARFF trucks for nearly 25 years,” he said. “Being born in Oshkosh, Wisconsin, it has been a joy to see airports in a smaller developing country in the Pacific Ocean take such pride in the Oshkosh name and in their Oshkosh ARFF vehicles.”

Bermingham has settled into a more geographically confined travel schedule, but one that is every bit as rewarding. “The Airport Products team is a very tight-knit group, and everyone is super motivated to help our customers solve challenges,” said Bermingham. “Being a part of that is very fulfilling. We have a great brand and great products with an unmatched support system. In our industry, it’s the best product line in the world.”

Jack enjoys the outdoors, and his hobbies and leisure time activities include water sports, and court games. “I love to play basketball, and especially like to shoot hoops with guys like Sam Lowe and Jeff Resch,” said Bermingham. “I’m able to teach both of them a thing or two on the court!”

The travel bug seems to be another part of Jack’s DNA. At the age of 28, he has already visited 28 different countries, and his goal is to reach 30 by age 30. “It’s becoming a bit more challenging now, but I’m going to do a Euro trip and knock it out before I turn 30.”



AIRPORT PRODUCTS