

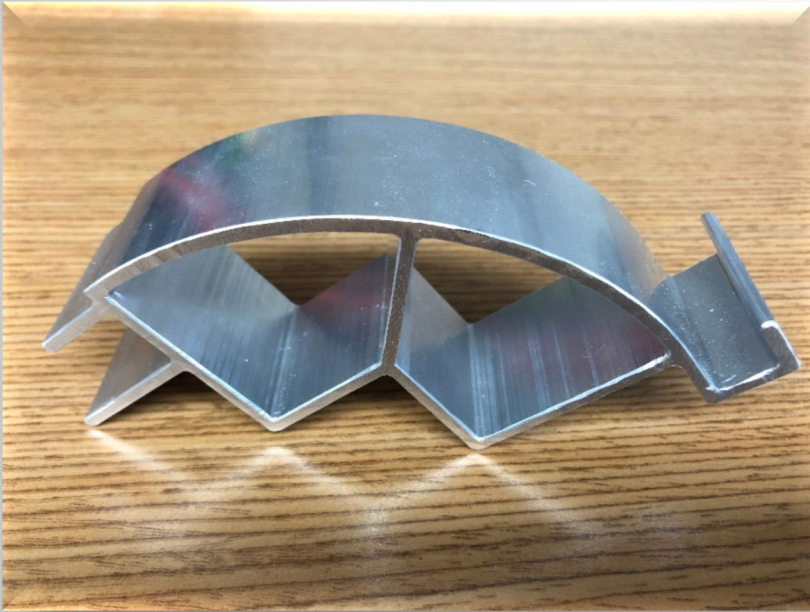


Family Owned and Operated Since 1890

DEALER SALES TOOL KIT

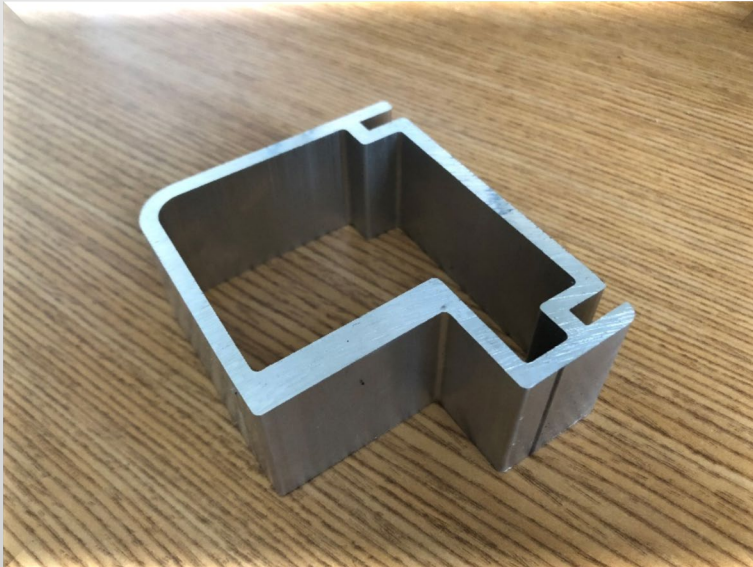
ALUMINUM CAB ROOF EXTRUSION

- 3/16" 6061-T6 aluminum extrusions
- Contoured cab front and roof for greater strength and rigidity
- Integrated drip rails



EXTRUDED ALUMINUM PUMPER BODIES

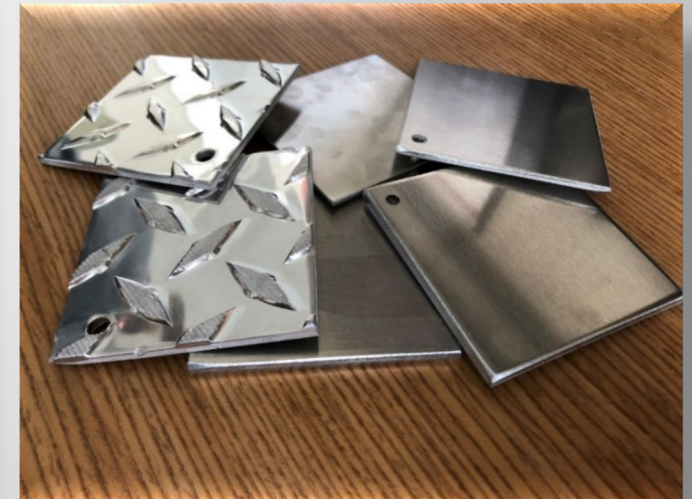
- Framework constructed from 6061-T6 custom aluminum extrusions up to 3/8"
- 3/16" 5052-H32 aluminum compartment walls, floors, and ceilings
- Over 15 standard bodies to choose from, or fully customized to the customers specific needs



STAINLESS AND TREAD PLATE SAMPLES

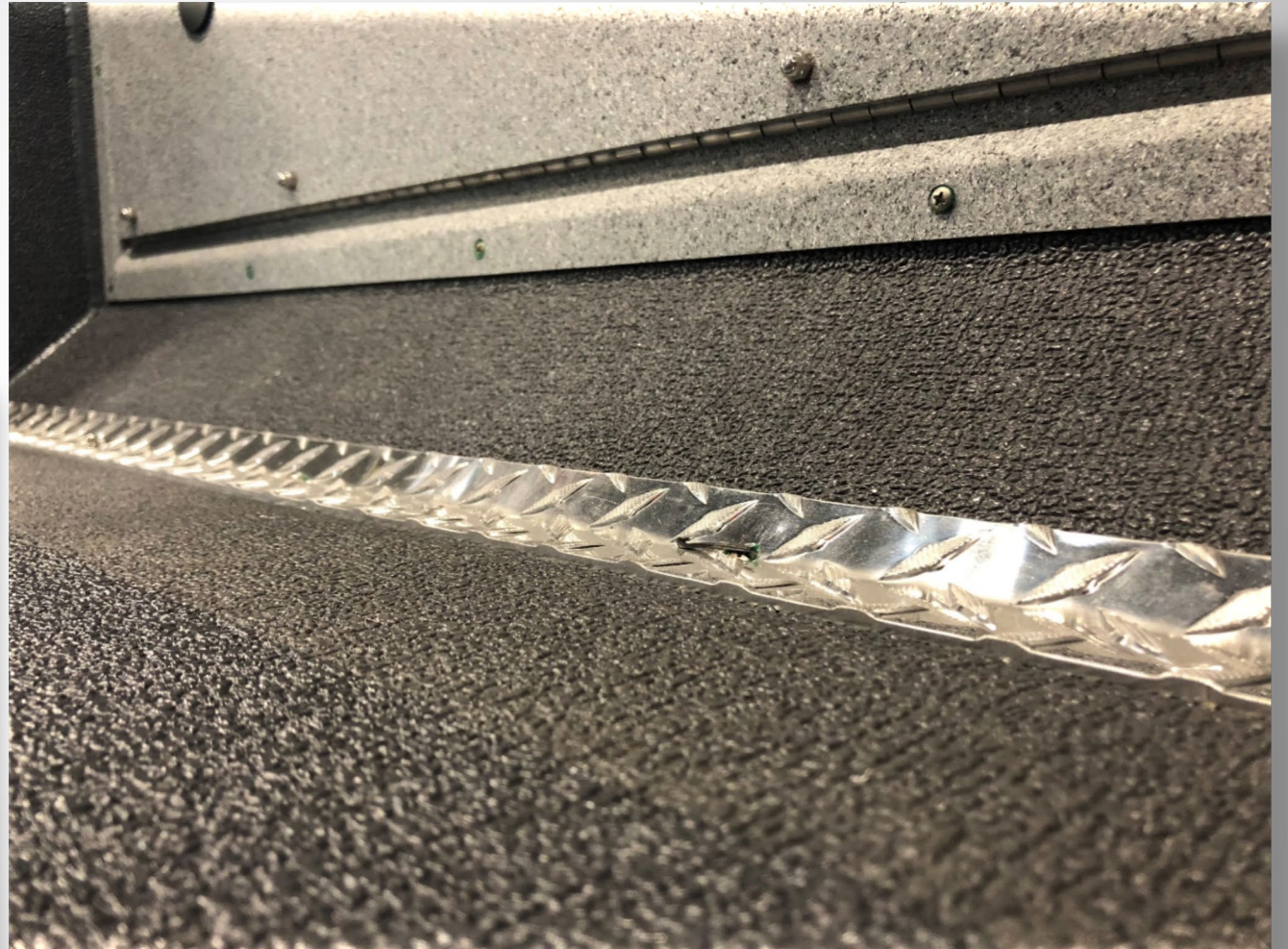
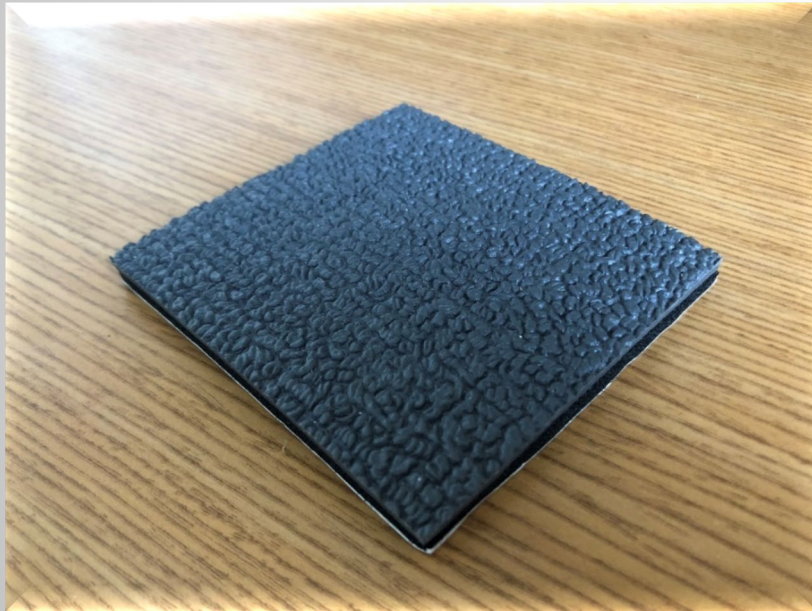
- 3/16" Aluminum – Main cab skin
- 1/8" Aluminum – Some cab skin areas
- 3/16" Tread Plate - Structural
- 1/8" Tread Plate - Cosmetic
- 14g Brushed Stainless – Aerial bodies and stainless pumper bodies

*Some competition use 1/8" fabricated bodies with NO extrusions



CAB FLOORING

- Black and Gray options
- Insulated
- Sound deafening



CATHACOAT® 302HB

- High performance reinforced inorganic zinc-rich primer
- Provides exceptional corrosion resistance & cathodic protection in severe industrial environments
- Used to coat chassis components, aerial turntables, and other steel parts prior to priming and a final top coat for unmatched corrosion protection



Process:

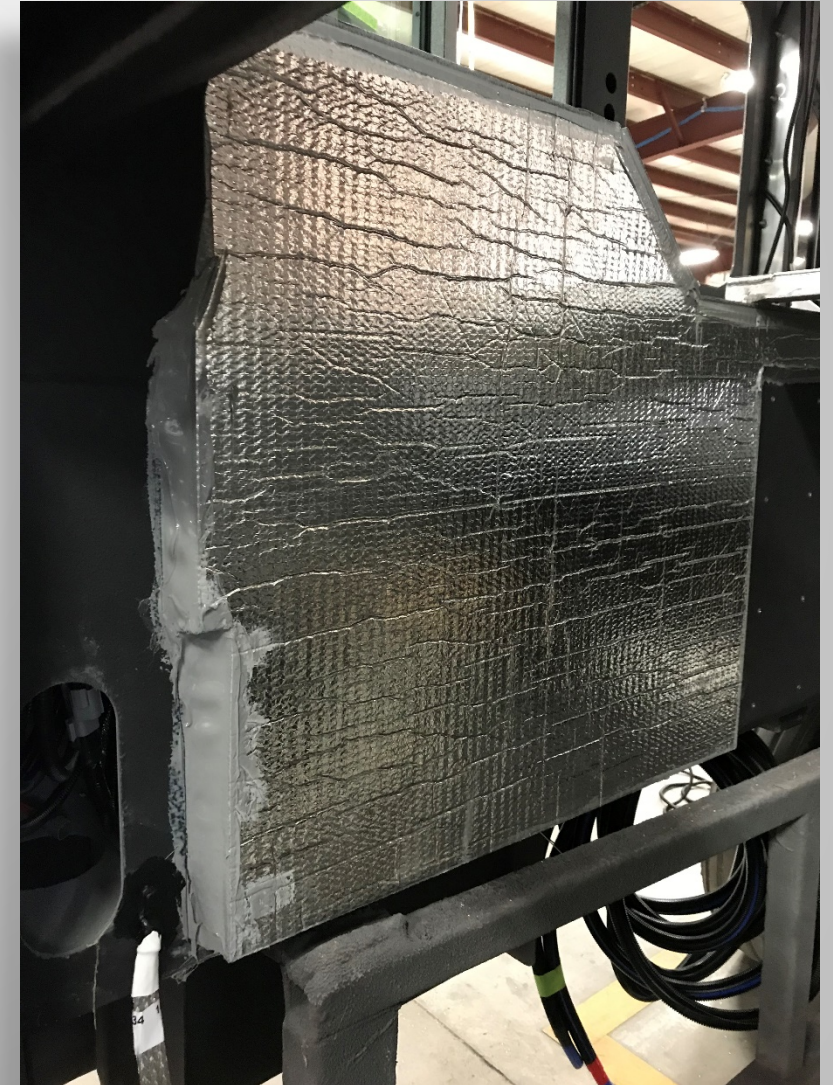
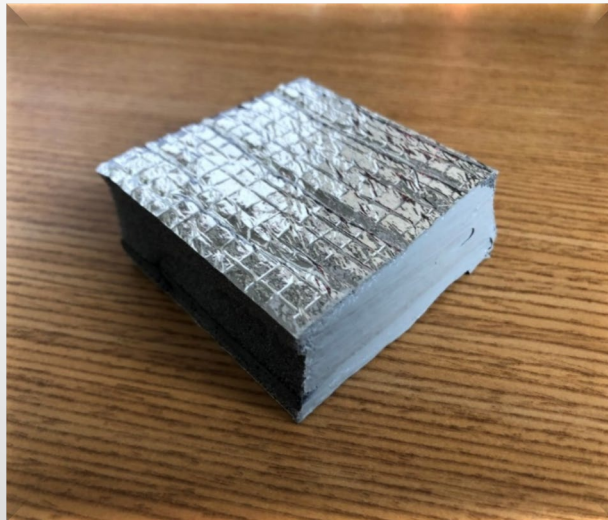
1. Bead Blasted
2. Cathacoat
3. Primer
4. Paint



CAB ENGINE ENCLOSURE INSULATION

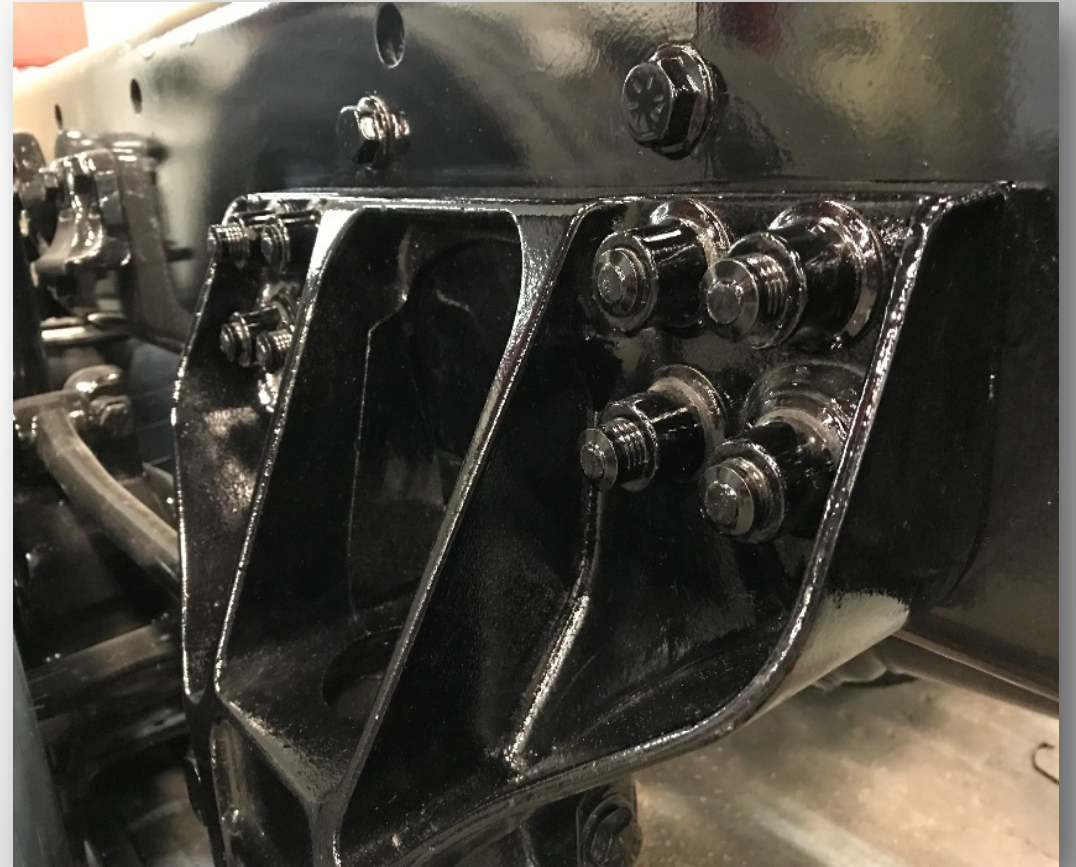
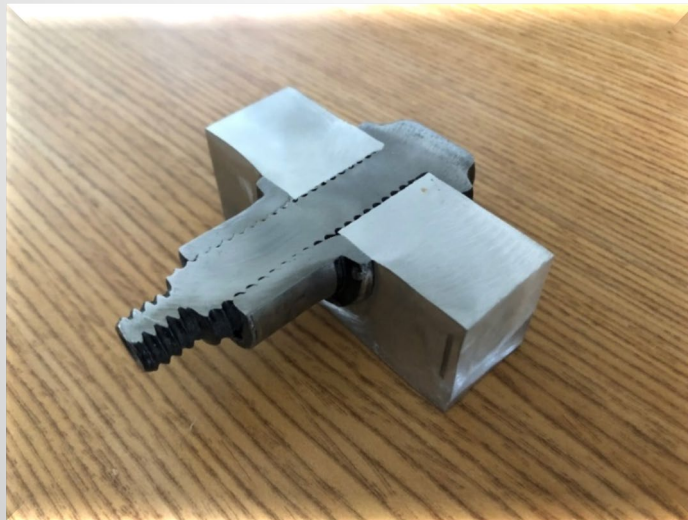
- 1" thick insulation, with 1/8" sound deadening material in the middle
- Waterproof sealant
- Heat protection

*Some competitors do not use sealant at the ends of their insulation, leading to insulation to fall off over time



HUCK LOCKBOLT FASTENERS (CHASSIS)

- Frame rails, cross members, and suspension hangers are Huck bolted
- Never need to be retorqued
- Same Huck fasteners used on bridges, airplanes, and class 8 trucks



HUCK® LOCKBOLT FASTENERS (AERIAL)

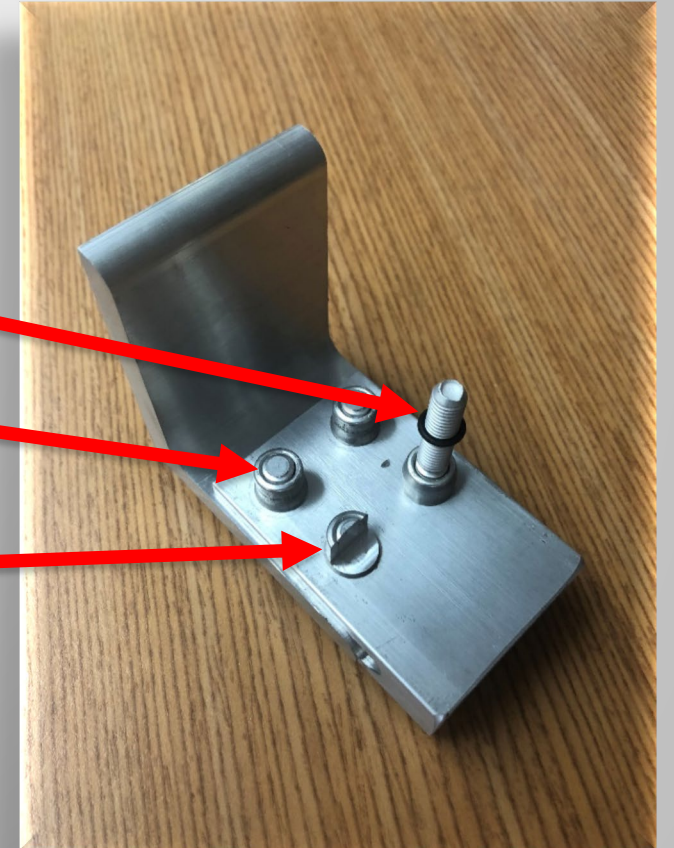
- Used to assemble aerial device instead of welding
- Can be field replaced for shorter out-of-service time
- Huck fasteners do not require torqueing and will not work loose (maintenance free)
- Overall lighter weight



Pre-Drilled Huck

Finished Huck

**Visual Center of
Finished Huck**



AERIAL TWISTY

Four Sided Box Twisty



Three Sided Twisty



AERIAL TWISTY COMPARASION

Sutphen Four Sided Box Design

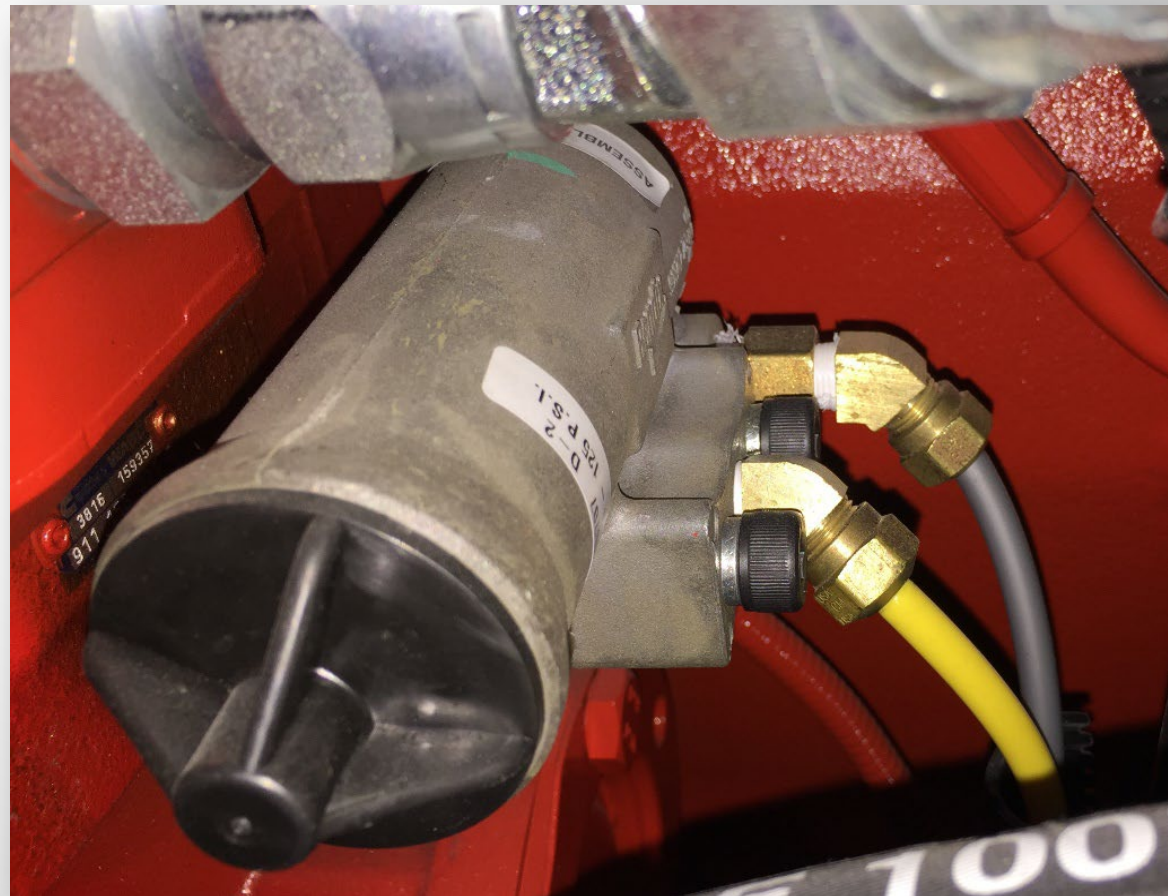
- 3:1 Structural safety factor
- Structural aluminum Huck bolted as opposed to welded
- Huck bolt assembly is flawless every time, unlike welded assembly
- Field replaceable lacings
- Huck Bolted aluminum ladder means no paint required and overall lower weight

Competition Three Sided Design

- Steel three sided design will flex
- Steel will rust over time
- Welded aerials will crack over time
- Welded aerials take extra material causing them to be substantially heavier
- Servicing cracked welds could cause for the aerial to be out of service for a lengthy period of time

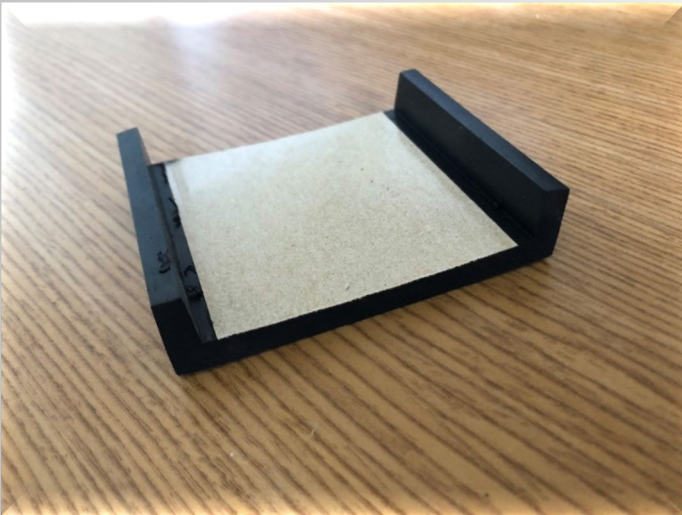
COMPRESSION STYLE AIR FITTINGS

- Compression fittings are standard for all air line connections
- Compression fittings are superior in that they are less likely to leak



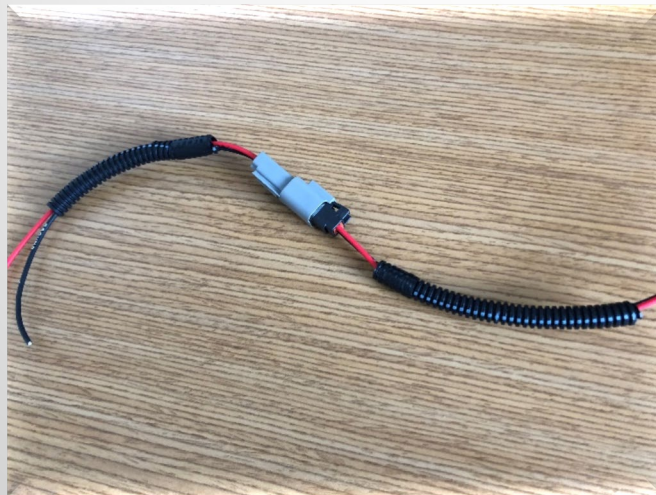
TANK RUBBER

- 1/4" Rubber extrusion
- Adhesive or bolted to cross member and sub-frame areas
- Water tank rests on it ensure no movement and friction with the water tank



DEUTSCH CONNECTORS

- Deutsch connectors are used wherever possible
- More reliable connection
- All wiring is loomed for protection
- Color coded wiring labeled every 3"
- All connections are highly weather resistant



CORROSION PREVENTION (HARDWARE)

- Stainless steel fasteners are pre-coated with Thread locker and nylon under the heads to minimize corrosion
- This nylon coating acts as a barrier between the fastener head and the metal or painted surfaces, and also seals compartments so there is no leakage at the fasteners

