



®

# SUTPHEN

*Family Owned and Operated since 1890!*



Date 10/24/22  
Kevin Kuszmaul  
Hilliard Operations

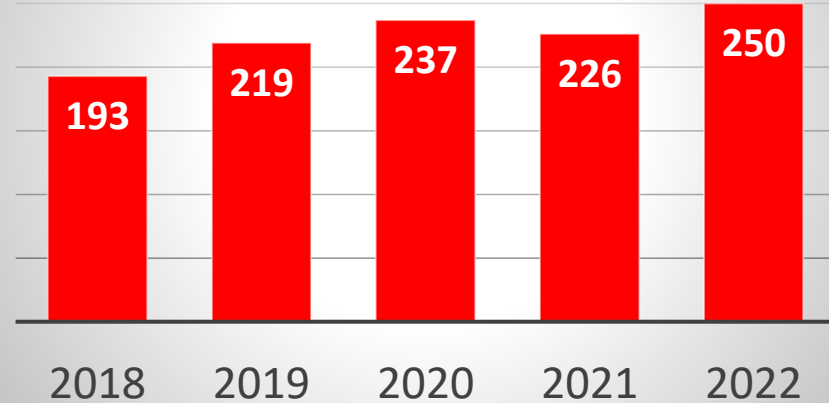
# Sutphen Hilliard Update - 2022

## CAB DEPARTMENT

### Improvements and Solutions

- 250 Cabs expected Built & Shipped in 2022
  - 50% - 73" w/ 10" RR
  - 28% - 62" w/ 10" RR
  - 22% - All other cabs
- 98% on-time to schedule
- 6 new employees (lost 4). Still hiring 2 more
- Darryl Inscho Retired after 35 years
- Purchased two new Cab Fixtures for a total of 8 Fixtures
- New Overhead Crane System for Cab Doors: Safer and Faster

### Cabs Built Per Year



# Sutphen Hilliard Update - 2022

## CAB DEPARTMENT

### CHALLENGES

- Keep Flow of Raw Materials and Parts Steady
- Employees Turnover
- Hiring & Training Employees

### IMPROVEMENTS TO PRODUCTS AND PROCESS

- New Handles for Cabs and Bodies
- New Overhead Crane to move doors safely
- Built and Tested the New Tillerman's Cab
- Building 73" with 20" RR and walk out rear door
- Building 36" 2 door cab w/transverse compartment
- Door frames coming in w/ threaded inserts installed



# Sutphen Hilliard Update - 2022

## TRUCK DEPARTMENT

### IMPROVEMENTS AND SOLUTIONS

- New Sutphen Tiller:
  - 1. Built
  - 2. Final Inspection
  - 3. Redesigned Cradle
  - 4. Built HD New Cradle
  - 5. 2<sup>nd</sup> Final Inspection
  - 6. Eng. Body Raise & Steering
  - 7. Raised 4"/ Fix Steering
  - 8. 3<sup>rd</sup> Final Inspection
  - 9. Delivered to Happy Customer
- 6<sup>th</sup> Production Bay increasing production
  - May add 7<sup>th</sup> when more hired and trained
- Process Improvement Meetings with employees
  - Saving time and improving quality
- Alignment Meetings with GMs
  - Building our trucks at each facility “more the same” than ever before!



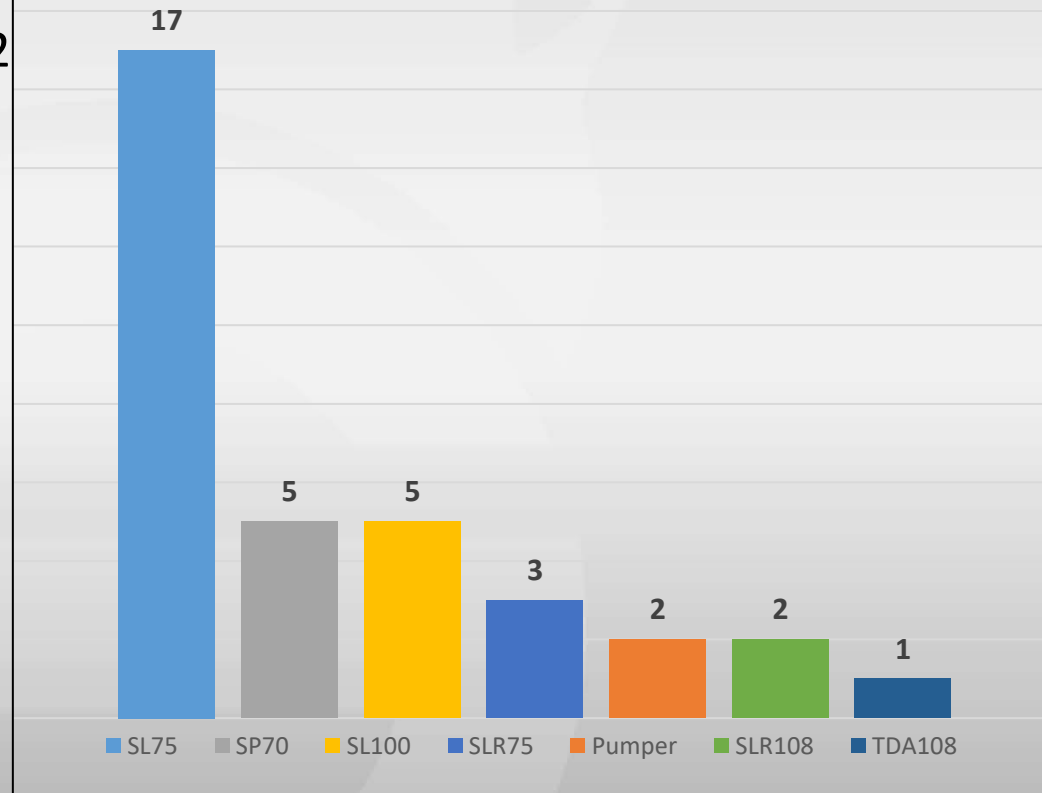
# Sutphen Hilliard Update - 2022

## TRUCK DEPARTMENT Continued...

### PRODUCTION OUTPUT

- 35 Trucks will be built at Towers 2022
  - 5 - SP70
  - 17 - SL75
  - 0 - SA75
  - 3 - SLR75
  - 5 - SL100
  - 2 - Pumpers
  - 2 - SLR108
  - 1 - TDA108
- 7 Demos
  - 2 - SL75
  - 2 - SL100
  - 0 - SLR75
  - 2 - SP70
  - 1 - SLR108
- 27 Trucks were sold YTD
- 54 Truck on our schedule
- Delivery lead time: SL75, SP70, SLR75, SA75 -18–20 m. SL100, SLR108 -21-23 m

TRUCKS BUILT IN 2022 BY MODEL



# Sutphen Hilliard Update - 2022

## **PERSONNEL CHANGES**

- We hired 16 employees in 2022 – high quality!
- We lost 9 employees due to Retire/Termination/Resign. ☹️
- One Promotion – Spencer Garver from Shipping to Engineering!
- We are still looking to hire 9 more.

## **Future Capacity**

- We have added and are hiring more to handle future increased demand.
- We are only running 5.9% overtime in 2022
- We can add a 2<sup>nd</sup> and 3<sup>rd</sup> shift if required.

## **COVID 19 and Safety**

- We manage the changing Covid rules everyday.
- Safety is Top Priority – One Lost Time Accident





# Sutphen Hilliard Update - 2022

## FACILITY IMPROVEMENTS

- Rack, Rack and More Rack!





# Sutphen Hilliard Update - 2022

## HILLIARD TRUCKS

