



SUTPHEN

Family Owned and Operated since 1890!



Date 12/08/21
Kevin Kuszmaul
Hilliard Operations

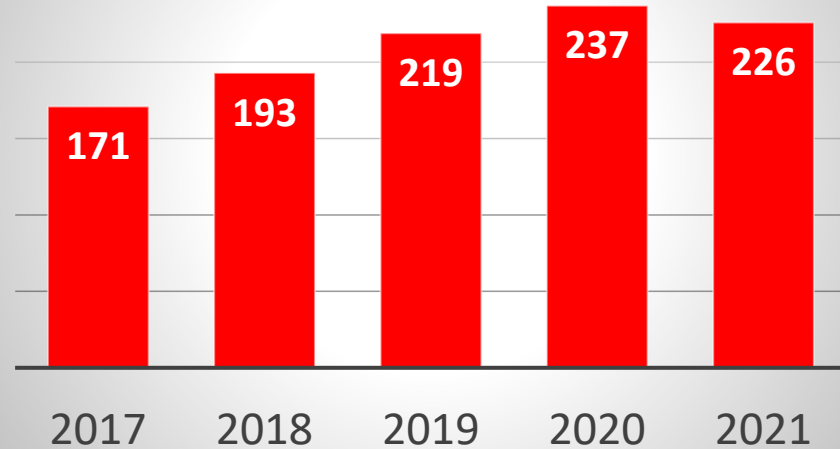
Sutphen Hilliard Update - 2021

CAB DEPARTMENT

Improvements and Solutions

- 245 Cabs will be Built & Shipped in 2021
 - 34% - 73" w/ 10" RR
 - 29% - 62"w/10" RR
 - 37% - All other cabs
- 98% on-time to schedule
- 5 new employees (lost 4). Still hiring 2 more
- Purchase two new Cab Fixtures
- Installed New Overhead Crane System for Cab Doors
- Built and Crash test 1st Tiller Cab

Cabs Built Per Year



Sutphen Hilliard Update - 2021

CAB DEPARTMENT

CHALLENGES

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



IMPROVEMENTS TO PRODUCTS AND PROCESS

- New Overhead Crane to move doors safely
- Built and Tested the New Tillerman's Cab



Sutphen Hilliard Update - 2021

TRUCK DEPARTMENT

IMPROVEMENTS AND SOLUTIONS

- Designing and Building the New Sutphen Tiller
- Added 6th Production Bay

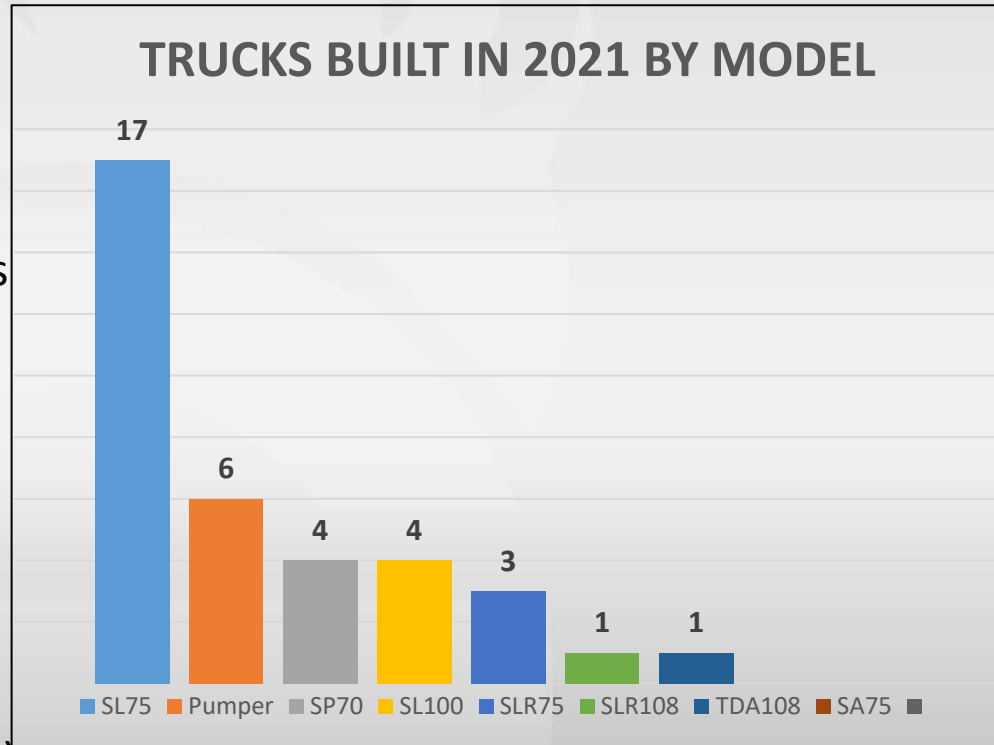


Sutphen Hilliard Update - 2021

TRUCK DEPARTMENT Continued...

PRODUCTION OUTPUT

- 36 Trucks built at Towers in 2021
 - 4 - SP70
 - 17 - SL75
 - 0 - SA75
 - 3 - SLR75
 - 4 - SL100
 - 6 - Pumpers
 - 1 - SLR108
 - 1 - TDA108
- 7 Demos
 - 2 - SL75
 - 2 - SL100
 - 1 - SLR75
 - 2 - SP70
 - 1 - SLR108
- 47 Trucks were sold YTD (most ever)
- Delivery lead time is 14 – 16 months.



Sutphen Hilliard Update - 2021

FACILITY IMPROVEMENTS

- New LED Lights
- New Concrete Pump Pad
- New Rack in Building 4,6, 8 and outside.
- New 3 Ton Hoist in Building 4



Sutphen Hilliard Update - 2021

FACILITY IMPROVEMENTS

- New 10 Ton Gantry
- New 6K Forklift
- New Microsoft D365 software.
- New PCs for Engineering
- New Solidworks & PDM software
- New Waterjet!!!
- New Overhead Doors w/ Windows



Sutphen Hilliard Update - 2021

PERSONNEL CHANGES

- We hired 18 employees in 2021 – high quality!
- We lost 16 employees. ☹️
- We are still looking to hire 7 more.

Future Capacity

- We have added and are hiring more to handle future increased demand.
- We are only running 5.5% overtime in 2021
- We can add a 2nd and 3rd shift if required.

COVID 19 and Safety

- We manage the changing rules everyday
- Safety is Top Priority – Zero Lost Time Accidents!

