



# SUTPHEN

*Family Owned and Operated since 1890!*



# Pumper Business Unit

## *2024 Dealer Meeting Agenda*

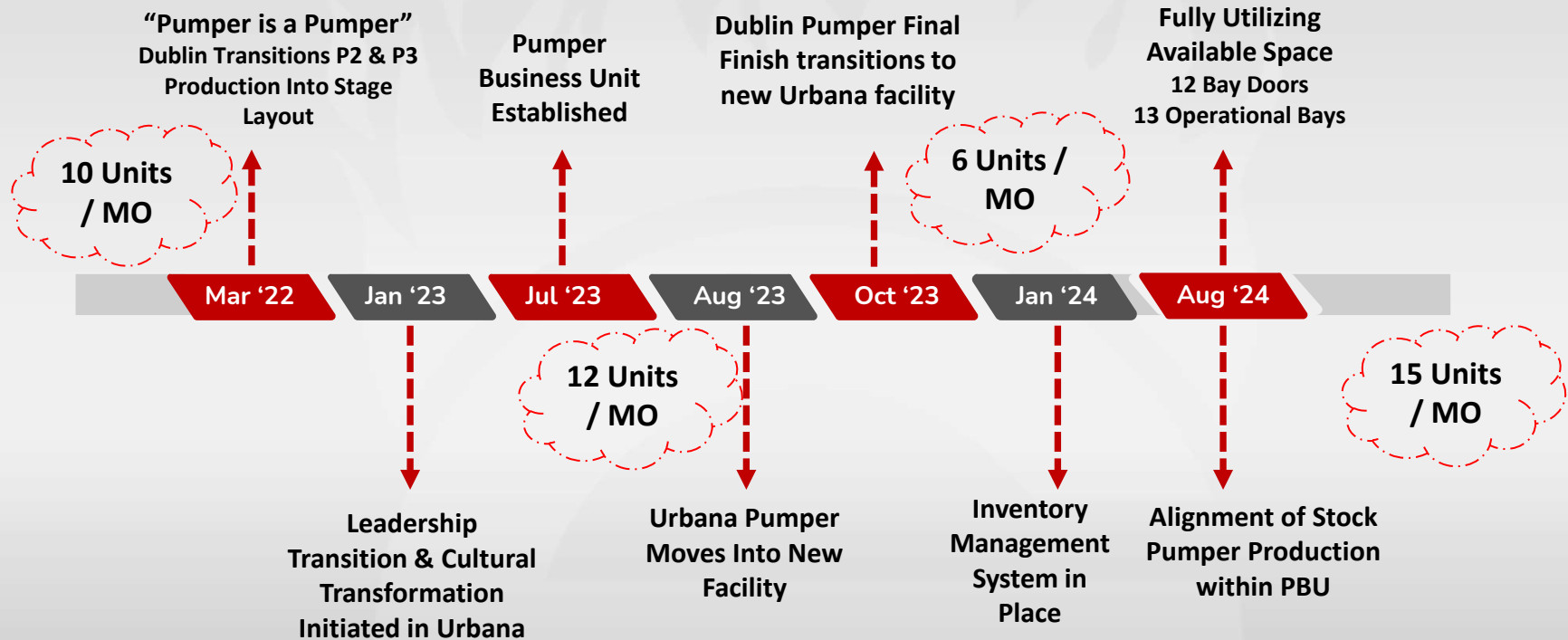
- Dublin & Urbana Pumper Team Profile
- Growth of the Team
- Production Layout
- Review of Program Pumpers
- What's Ahead...
- Questions & Answers



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# Pumper Business Unit

## Team Profile



Urbana Pumper Team more than doubled from **20** team members to **45** in less than a year;  
Surpassing performance from two years ago  
45 pumper units remaining with 12/21 pricing (complete by FYE)



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# Pumper Business Unit

## Team Profile

**1.25  
Years**

Pumper Business  
Unit Formed in  
July 2023



**99**

**Team  
Members**

Dublin Team – 23  
Urbana Team - 76



**3.5 - 4.5**

**Years of  
Experience**

20% < 6 Months  
40% < 1 Year



**75**

**Pumpers  
Built**

Averaging 10+ /  
Month FYTD



**433**

**Pumpers  
in the  
Backlog**



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# Pumper Business Unit

## Growth of the Team

- Increased to 3 x Experience Technicians
- Increased Ownership with Team Leader Role and Reporting Structure
- Adding 1 x Quality Technician

**Sutphen  
Experience Team  
/ Quality**



- 125% Growth to 45 x Shop Floor Team Members in Urbana
- Rebuilt Custom Body Build Team in Dublin
- Improved Span of Control with Additional Group and Team Leaders

**Dublin & Urbana  
Production**



- Increased Project Management Capacity
- Growth and Development of Engineering Team
- Additional Buyer/Planner Capacity
- Alignment of Stock Pumper Production with PBU

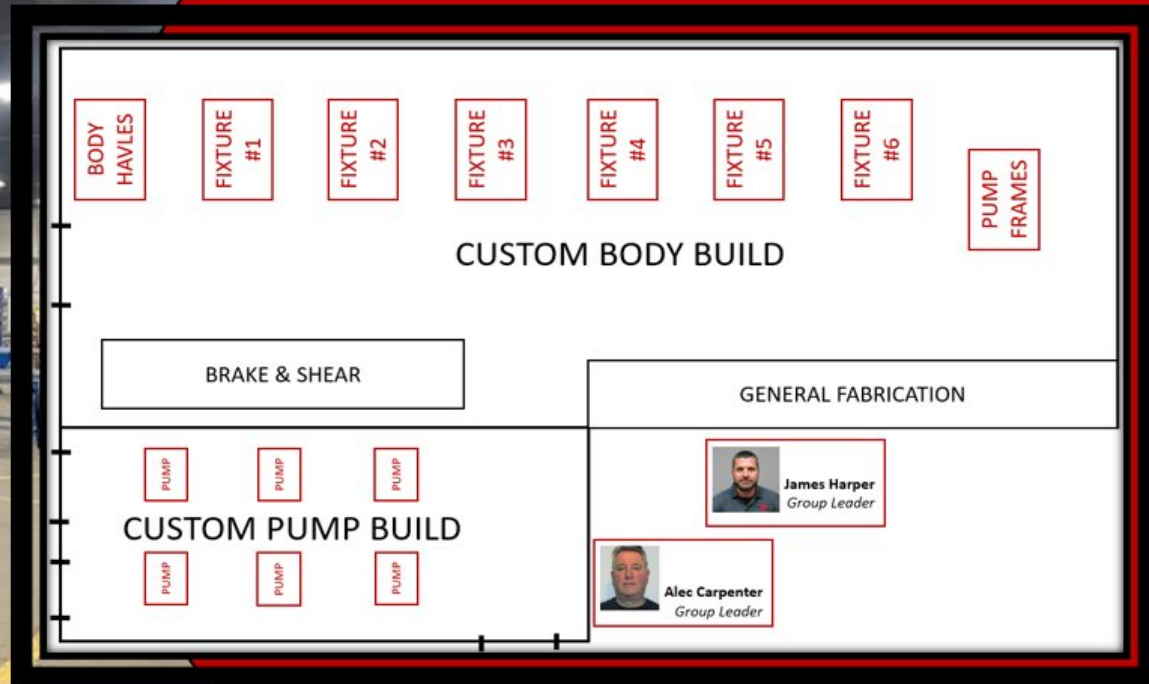
**Business Unit  
Support**



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# Pumper Business Unit

*Dublin Team – Custom Pump and Body Build*

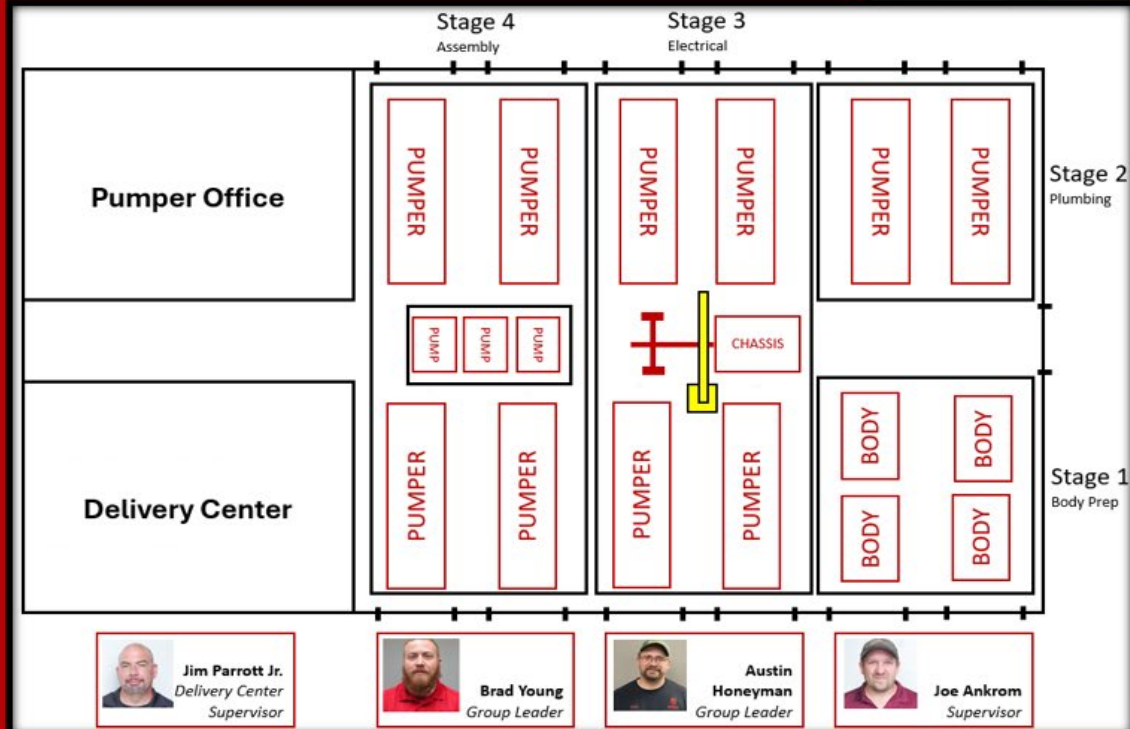


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# Pumper Business Unit

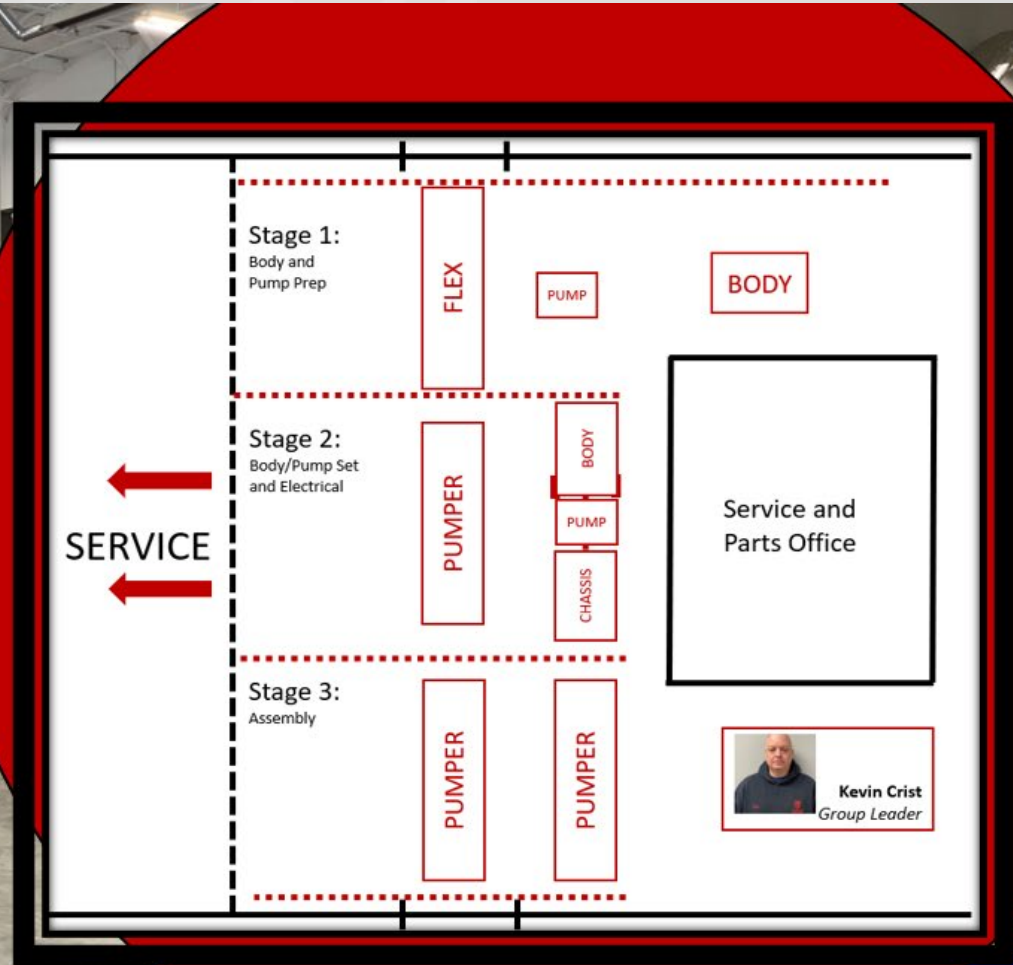
*Urbana Team – Final Finish and Delivery Center*



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# Pumper Business Unit

*Urbana Team – Stock Pumper Final Finish*



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# Pumper Business Unit

## *Review of Program Pumpers*

### Sales and Marketing - Pumper Transformation

Rather than “reset” the historic Guardian/Shield or Program 1 & 2 pumper lines, research developing a new limited option content, low variability, lower cost concept helps dissociate between past history and future decision making, while meeting future profitability targets

Sutphen new Program line offers pricing incentives to customers who can accept limited option content pumpers

Still offer ability to “configure” the pumper:

- No special items
- Restricted ability to add clarification/ engineering notes within SQS2
- Highly limited, for example:
  - 2 cab configurations
  - 3 Hale pump modules
  - 3 body configurations

Other items to consider:

- Based on dealer & customer feedback
- No promise of expedited delivery (near term)
- Requires the use of Standard Sutphen Contract
- Ordered without a pre-construction meeting
- Shop order managed within SQS2 system
- Final inspection at Sutphen

Maintain the Sutphen Experience



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# Pumper Business Unit

*What's Ahead...*

- Focus on Sustained Production
- Continued Stock Pumper Production
  - 24 x Program Stock Pumps for FY26; Reflective of New Program Pumps
- Generation 2 (Gen2) Multiplex Project
  - 10 x Stock Pumps Beginning of FY26
- Cummins Engine Change Evaluation for Product Line
- Review of Lead Times for Program Pumper
- Completion of Pump Testing Site



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# Pumper Business Unit

## *Questions and Answers*



**Questions?**

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