

DID YOU KNOW???

Sutphen Dealer Meeting 2013



Purpose:

- To provide an overview of various areas of general knowledge to help aid in the selling of Sutphen apparatus.

What is the minimum required documentation to be submitted to obtain an HS #???

- **Signed Contract or Purchase Order (PO) made out to Sutphen Corporation**
 - **SQS (complete with #'s matching the contract or PO)**

What documents are NOT acceptable??

- **Leasing Agreement**
- **Notice of Award (even if it has a PO # on it)**
- **PO # (must have the complete Purchase Order)**

What is required to be submitted with an order to obtain the Perfect Score Award??

- Signed Contract or PO (made out to Sutphen)
- SQS (complete with #'s matching the contract or PO – must also have all of the validation report questions answered)
 - Completed Concession Form (if applicable)
- Down Payment Discount Calculations (if applicable)
 - Sutphen Proposal w/cover page
 - Customer's Specification
 - Paint Codes
- **CONSISTENCY!!**

What is required to be completed/submitted when selling a Stock or Demo unit?

- **Inform your SAE ASAP**
 - **Signed Contract or PO**
- **Completed Demonstrator Apparatus Sale Follow-Up Form**
- **Change Order covering any additions or changes to the Stock/Demo unit**

*Is a mechanical pump seal required on the
SPH100 aerial platform?*

NO.

**Originally this was thought to be the case, but Engineering
has confirmed it is not required.**

**Until the configurator is released, you must manually
change this for a credit in SQS if you prefer the packing seal
in place of the mechanical seal.**

Why is it so difficult to put more than 300 gallons of water on the SPH100 aerial platform??

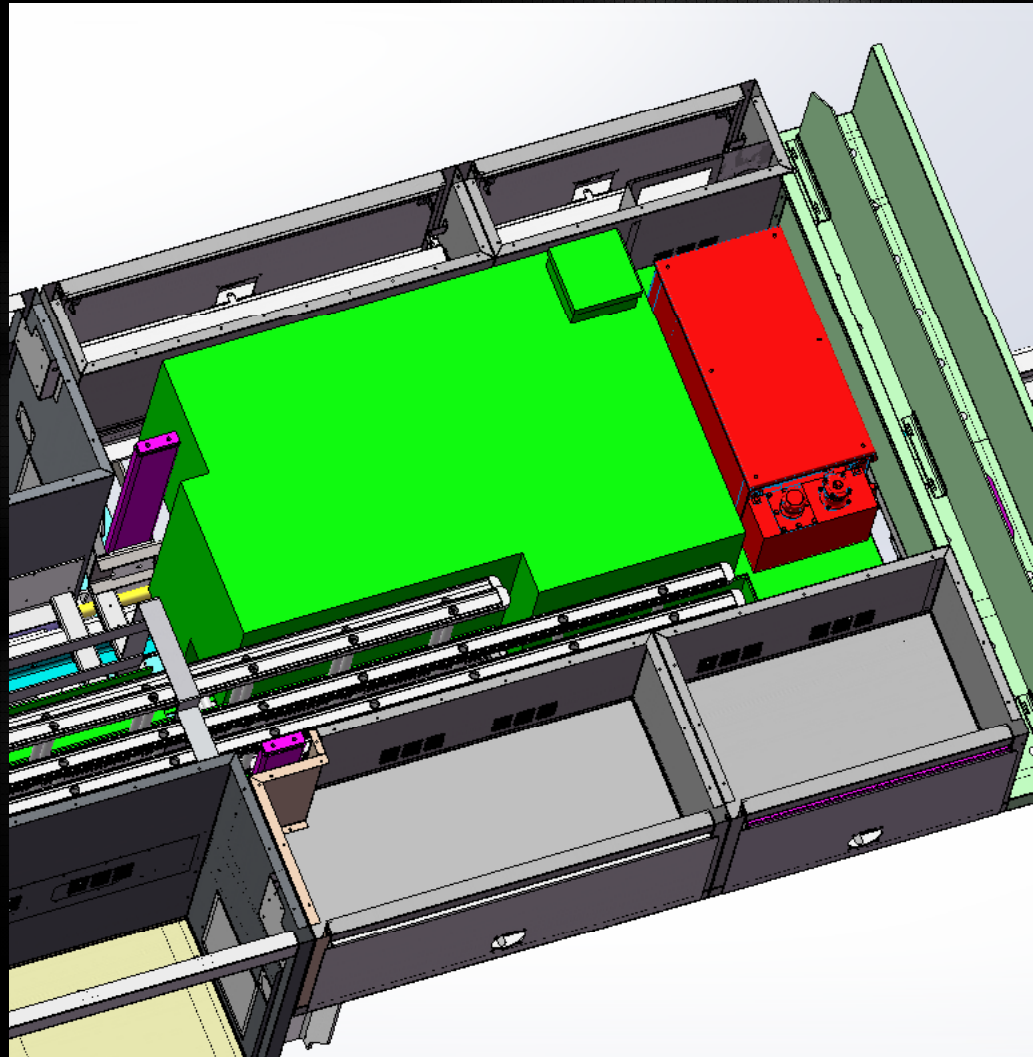
The SPH100 was designed to be as short and compact as possible.

The SPH100 also is a 2-piece body with a flex joint between L3/R3 & L4/R4 compartments.

SPH100 Water Tank Sizes

Standard Configuration:

- 300 Gallons of Water
- Space for generator at front of body
- Standard ladder compliment
 - (1) 35' 2-section ladder
 - (1) 24' 2-section ladder
 - (2) 16' roof ladders
 - (1) 14' combo ladder
- Full-length hose bed (130"L)



How can I get more water to fit in this compact configuration?

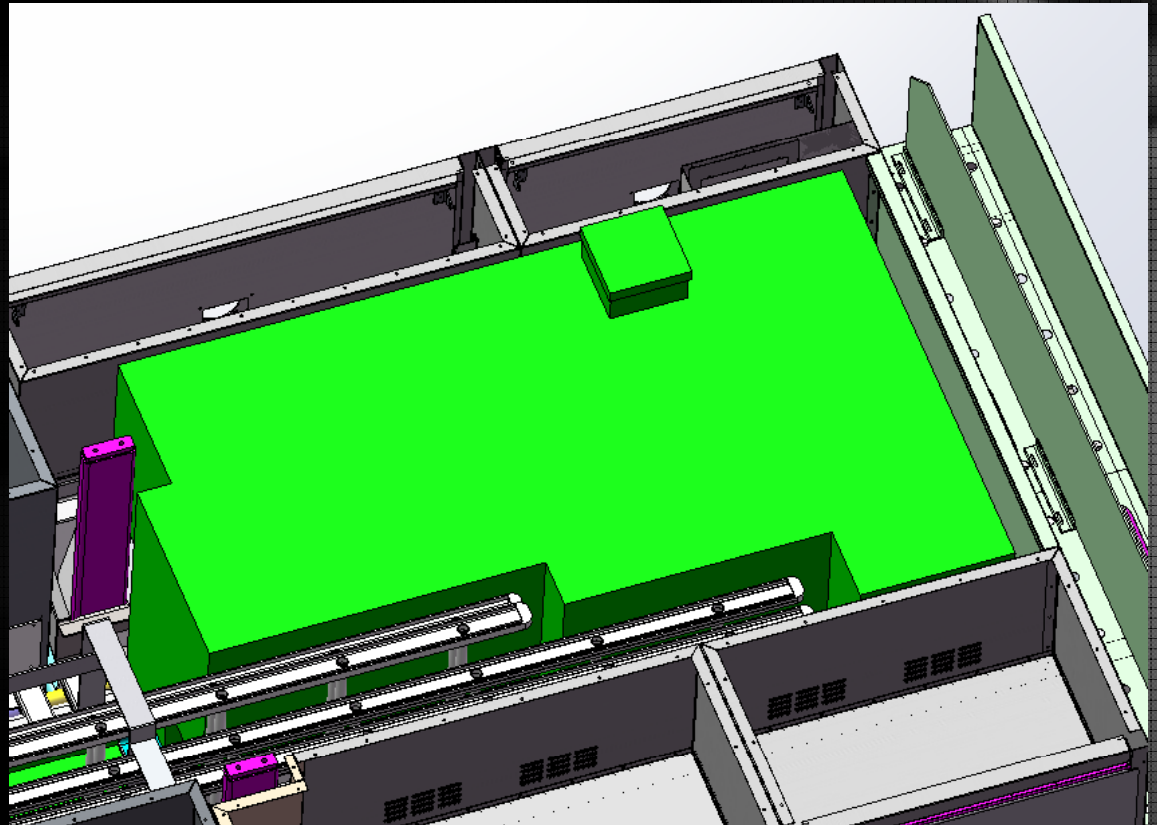
Option #1

Relocate the generator into a compartment.

SPH100 Water Tank Sizes

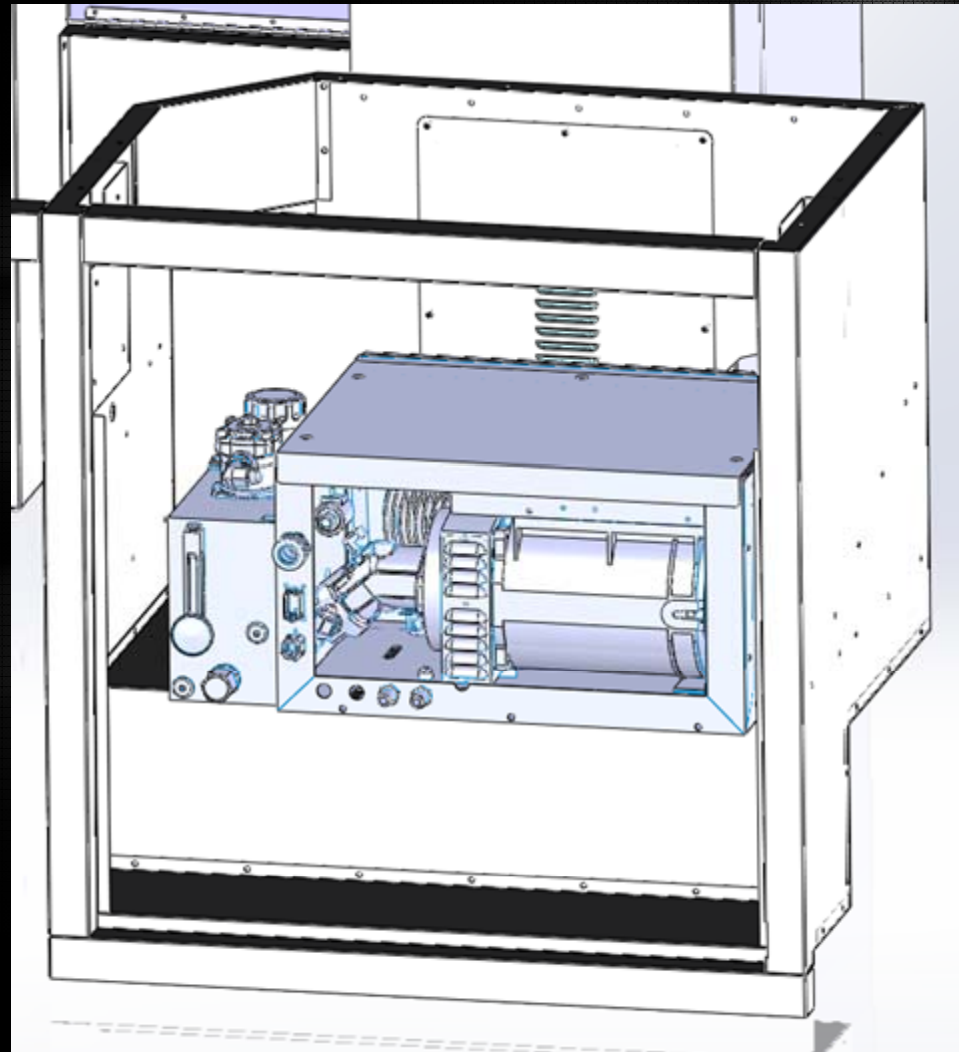
Option #1 (relocate generator):

- Adds 55 gallons of water (365 total)
- Standard ladder compliment
 - (1) 35' 2-section ladder
 - (1) 24' 2-section ladder
 - (2) 16' roof ladders
 - (1) 14' combo ladder
- Full-length hose bed (130"L)



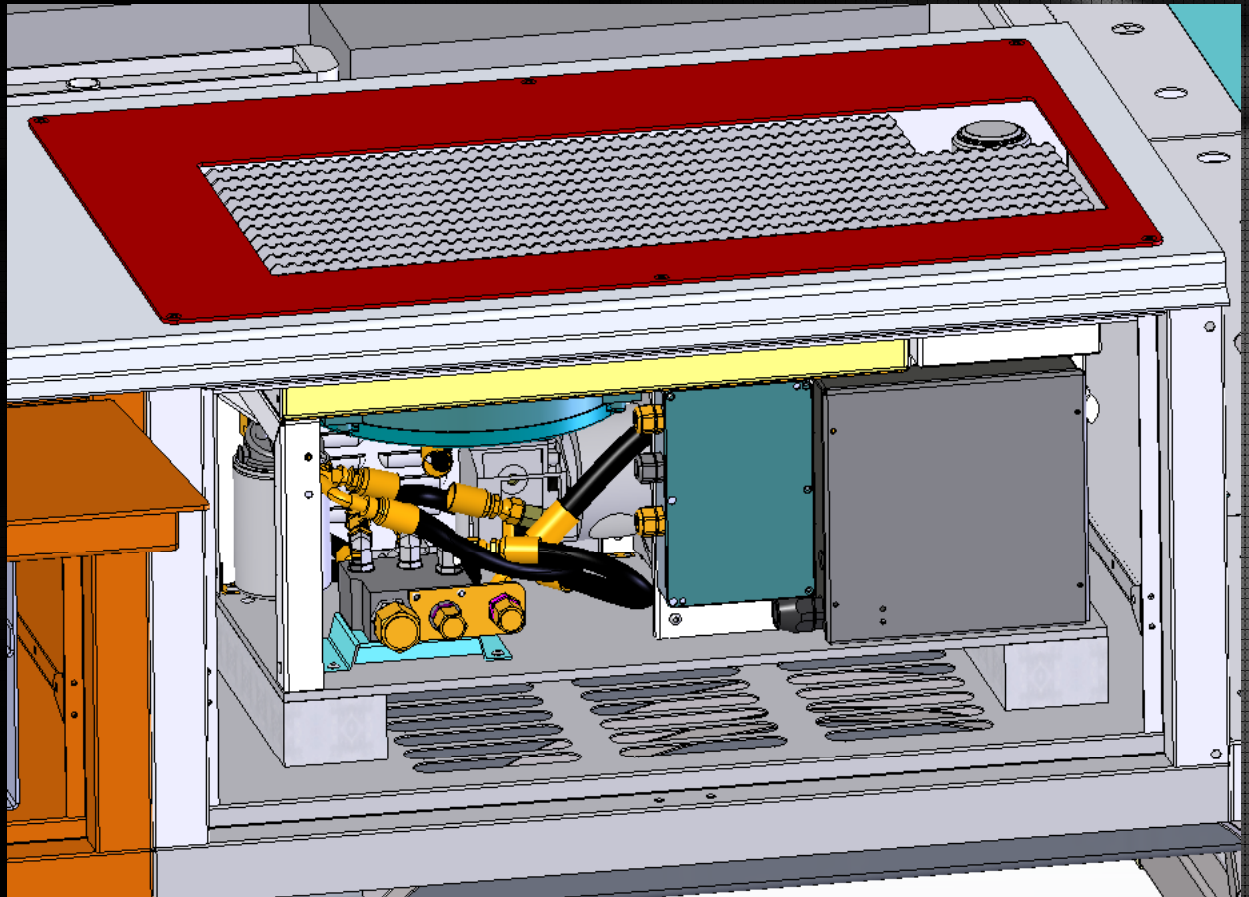
SPH100 Water Tank Sizes – Relocated Generator Options

In R1 compartment above
exhaust notch (using Harrison
MAS 6-10kw):



SPH100 Water Tank Sizes – Relocated Generator Options

In R2 compartment (using Smart Power HR
Series 6-10kw):



NOTE: R2 door not shown
for clarity

How can I get even MORE water to fit in this compact configuration?

Additional Options:

1. Loose some hose bed capacity

- can add a 24" long x 12" wide overhang on the rear of the water tank)
- gains 25 gallons of water
- looses 20" of hose bed length (approx. 130' of 5" hose)
- Cannot overhang the water tank more than 24" past the body flex joint (unsupported wing)

2. Loose hose bed capacity and ladders (or relocate)

- Various examples:
 - 440 gallons w/relocated generator, 600' of 5" hose bed, and reduced/relocate ladders ((1) 35' 2-sec, (1) 28' 2-sec, (1) 14' roof ladder in body)
 - 500 gallons w/relocated generator, 800' of 5"/500' of 2.5" hose bed, and reduced/relocated ladders ((1) 28' 2-sec, (1) 18' roof in body)

Rear Axle Rating – SP95/SP100 Aerial Platforms

A 40k lb. rear axle may not be sufficient depending on your configuration and options.

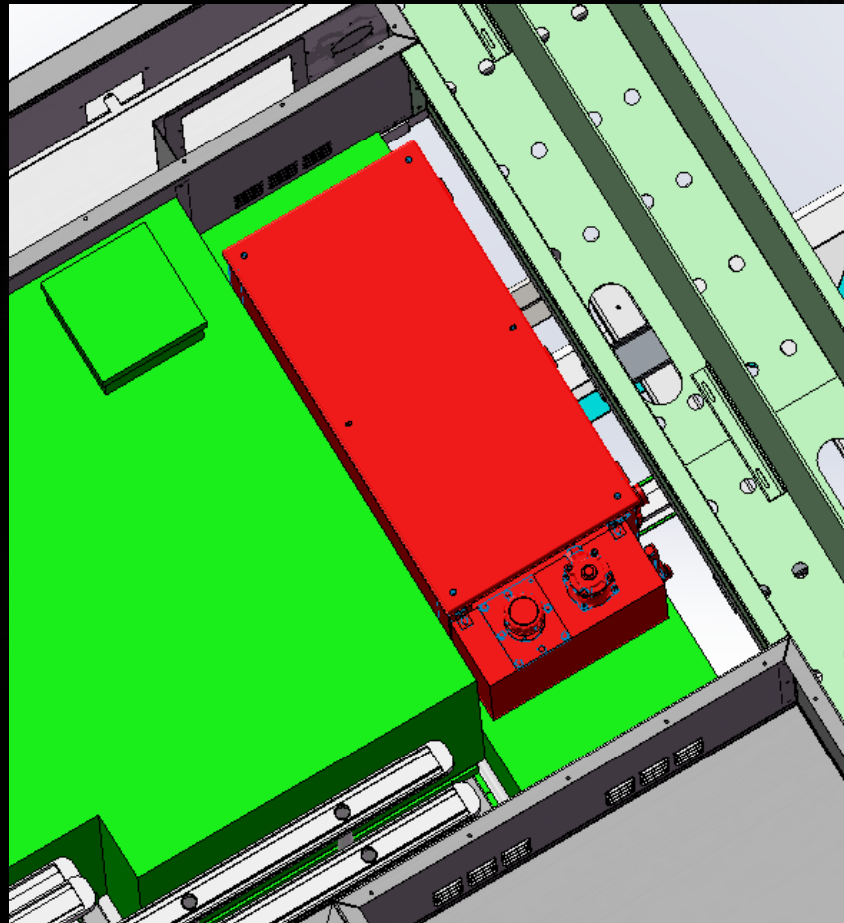
- Just added a new option for 44k rating (will be releasing a Sales Technical Bulletin in the near future with additional info/pricing)

SP95					
HS #	Customer	Water Tank	Climbing Rail	Rear Axle Rating (lbs.)	Calculated In-Service Weight (lbs.)
5037	Columbia, MO	400	Low	40,000	38,932
4853	Jeanette, PA	500	Low	40,000	38,605
4797	Syracuse, NY	300	Low	40,000	38,572
4755	Scotia, NY	300	Low	40,000	38,309
4751	Durham, NC	300	Low	40,000	38,039

SP100					
HS #	Customer	Water Tank	Climbing Rail	Rear Axle Rating (lbs.)	Calculated In-Service Weight (lbs.)
4431	Brentwood, TN	300	High	40,000	39,099
4372	Southside, GA	300	NO	40,000	36,999
4288	Northrup Grumman, MS	300	High	40,000	38,879
4285	Bristol, VA	500	High	48,000	42,545
4275	Garfield Heights, OH	300	High	40,000	38,759

*Did you know we have engineered solutions to put
Harrison generators in most applications?*

SPH100 - in the front of the body (6-10kw LPG Series):



Harrison Generators

Program Truck (Shield/Guardian) Pump Modules (6-12kw MCR Series):



Harrison Generators



Single Axle Aerials (6-10kw MAS Series):



R1 door does NOT have to be open when running the generator!

What is the shortest wheelbase available on any of the Sutphen custom chassis pumpers?

169"

This is ONLY available in the WUI configuration.

Requirements:

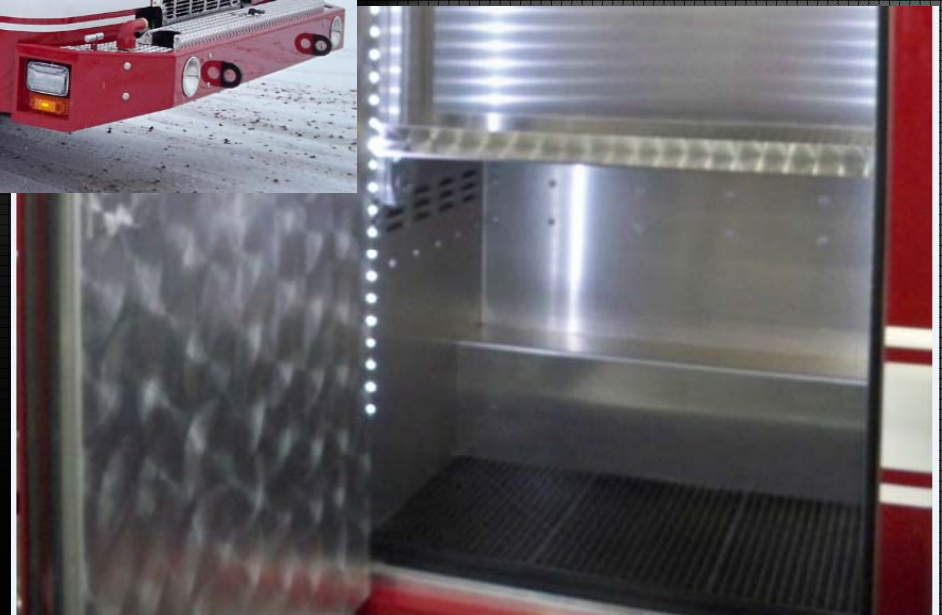
- 56" cab
- ISL engine
- 44" side mount pump module
- WUI body (33.5" front compt. – notched for exhaust)

169" WUI Wheelbase – ISL Engine



HS-5059 Stock 337 WUI

R₁ Compt. Notch:



What is the "standard" shortest wheelbase available on a custom pumper with ISX motor?

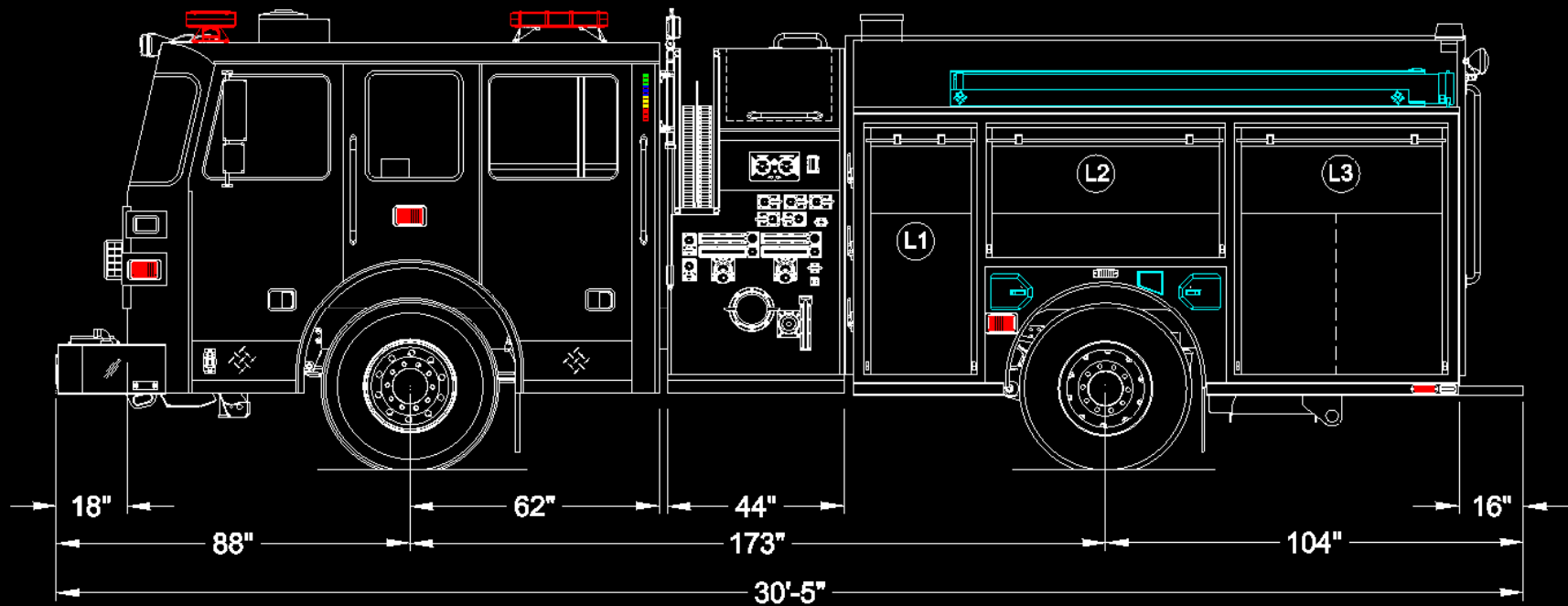
190"

Is it possible to go shorter???

YES

Each application shorter than 190" must be reviewed by your SAE.

Short Wheelbase Example – ISX Engine

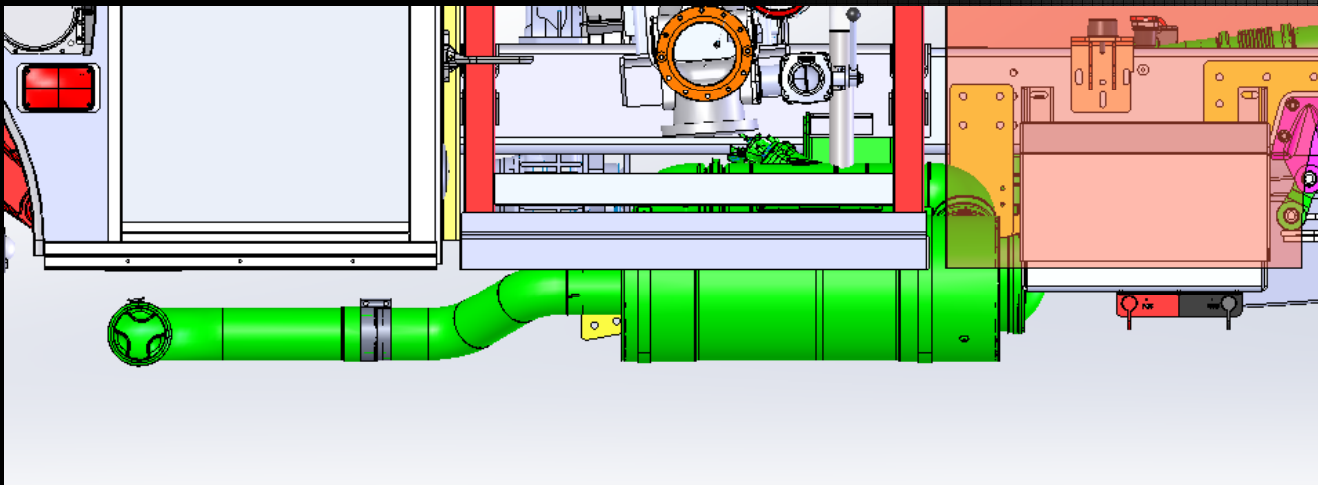
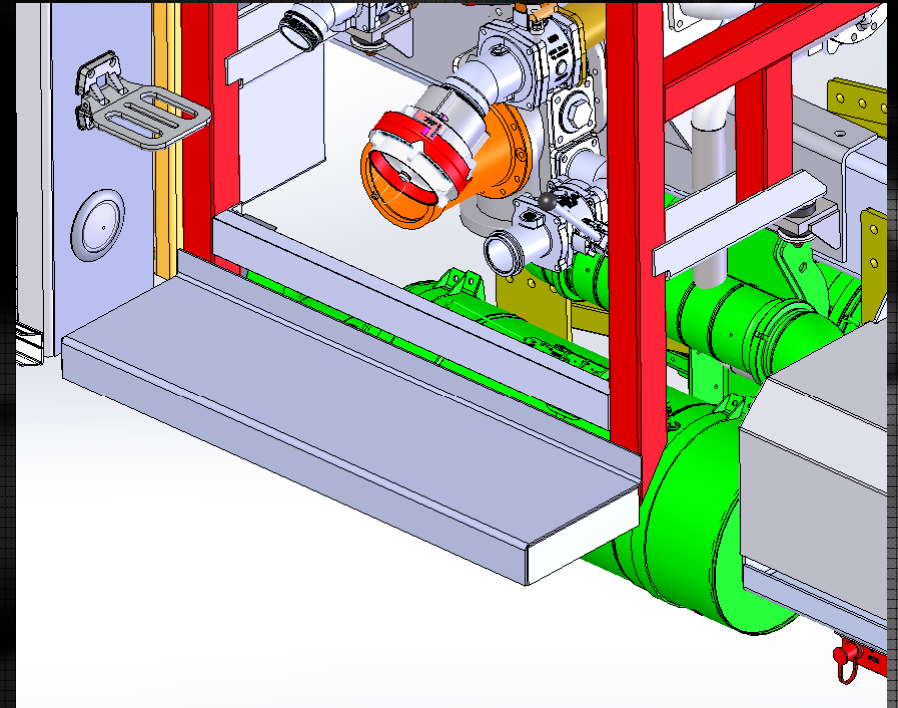
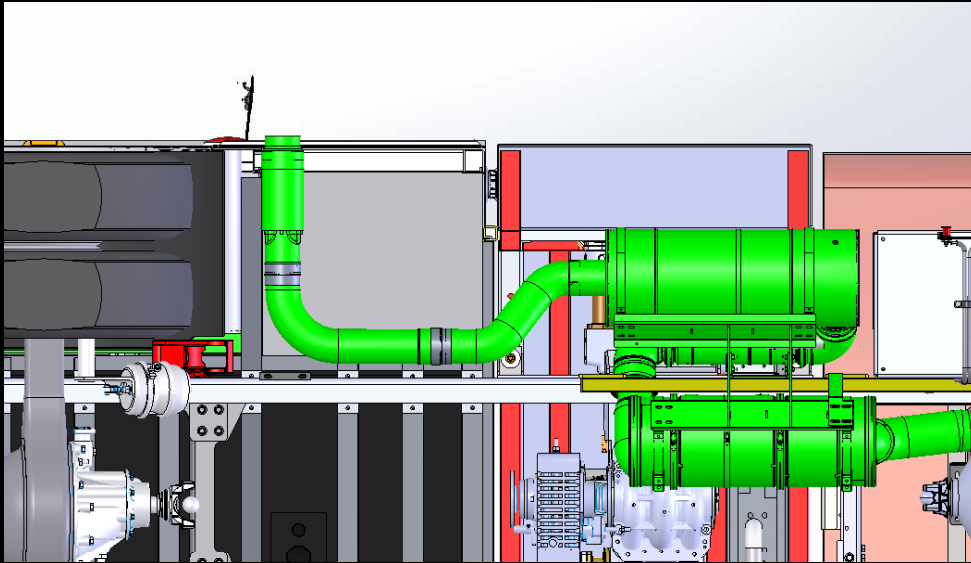


HS-5336 Belle, WV – Custom Aluminum Pumper (being built at Dublin)

- Cummins ISX 500HP
- 62" cab
- 44" wide custom pump module
- 31.5" front compartment
- 173" wheelbase
- Uses switch back style exhaust used on the aerials

Short Wheelbase Example – ISX Engine

HS-5336 Belle, WV – Custom Aluminum Pumper (being built at Dublin)



- No front suction
- No running board hose trough
- Each application must be reviewed

Did you know we now have an option for tip controls on the SL aerials?

Fly-section Controls:



Tip Controls – SL Aerials

Pump Panel Controls



Operation Platform

Did you know we also have an option for a wireless (or tethered) controller on the SL aerials?



Wireless Controller



Did you know we have a new standard interior overhead console and dash layout for our custom chassis?



Overhead Console

Did you know we have a new standard interior overhead console and dash layout for our custom chassis?



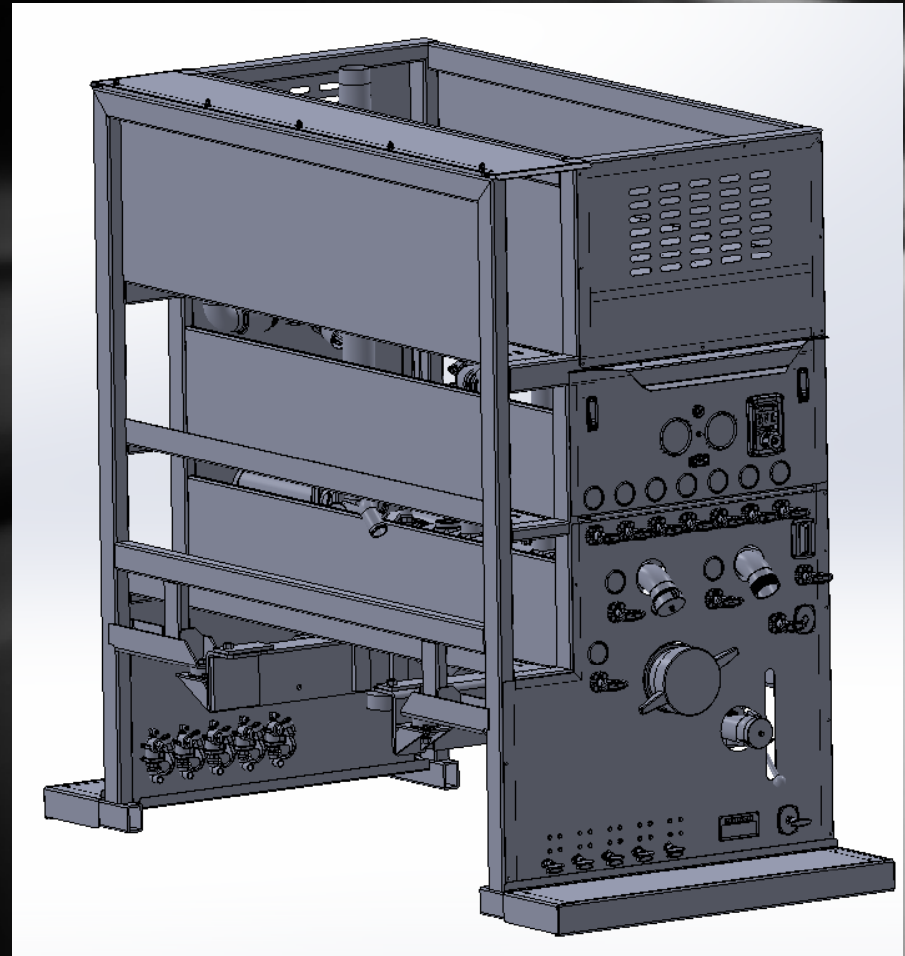
Both the overhead console and lower dash will be available to experience tomorrow. A detailed Sales Technical Bulletin will be released in the near future.

Did you know we have speedlay module configurations from both Hale & Waterous?

HALE:



WATEROUS:



Modules available on both Program series pumps.

Did you know your customer has a few rear body chevron striping options to choose from?

Standard Red/Yellow Scotchlite:



**Diamond Grade
Red/Yellow:**



**Diamond Grade
Red/Fluorescent
Yellow Green:**

