



An Oshkosh Corporation Company

FOR IMMEDIATE RELEASE

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## JERR-DAN LAUNCHES NEW SURE METHOD™, TOW PERFORMANCE CALCULATOR

*Latest innovations to benefit the towing industry*

**Hagerstown, MD** (January 12, 2017) – Jerr-Dan Corporation, an Oshkosh Corporation Company (NYSE:OSK) and a leader in the towing and recovery business, recently launched its SURE Method™ and Tow Performance Calculator to assist customers in selecting the most appropriate product to address some of the challenges towing operators face on the job. The SURE Method, an acronym for Suburban, Urban, Rural, Equipment, helps customers remove the guesswork out of the vehicle build. The Tow Performance Calculator is a tool that supports the SURE Method by giving the customer an estimate of what their truck could tow. Both resources are designed to educate tow owners and operators to better evaluate their business needs.

The SURE Method is designed to help customers select the right equipment for the job. This systematic way for building towing equipment is based on the specific performance demands of the customer's region, intended use and application. This approach guides potential buyers through a series of key considerations to secure the optimum specifications for the configuration of their tow truck. This includes size, weight, capacity and application-specific features to effectively manage a customer's broad range of towing operation needs.

We are changing the traditional way the towing industry buys towing equipment by providing a method that will ensure the vehicle a customer orders is optimized for the unique demands of their operation," said Jeff Irr, Senior Director of Sales and Marketing for Jerr-Dan. "We are continuously looking at innovative ways for our customers to maximize their investments and meet their business needs."

In addition to the SURE Method, Jerr-Dan launched the first-ever web-based Tow Performance Calculator on its website. The online tool allows for any tow professional to estimate the towing performance of a truck by simply going to the calculator online at [www.jerrdan.com/calculator](http://www.jerrdan.com/calculator) and answering a few questions. The online Tow

Performance Calculator is accessible 24/7 from anywhere and helps operators determine if their vehicle is optimized for the unique demands of their towing operation.

The Tow Performance Calculator walks the customer through a series of key considerations that guide them towards optimal towing results. Here are a few considerations included in the Calculator:

- What is your Front Axle Weight? (FAW)
- What is your Wheelbase?
- What is your Retracted Length of Overhang?
- What is your Extended Length of Overhang?

“We are leading the industry with this first-of-its-kind SURE Method and Tow Performance Calculator,” said Shane Coleman, Heavy Duty Product Manager for Jerr-Dan. “This is our competitive advantage as we are the first to offer these methods and technologies. Safety and performance is our top concern for customers and the industry.

For more information or to find your local dealer, visit the Jerr-Dan website at [www.jerrdan.com](http://www.jerrdan.com).

#### **About Jerr-Dan Corporation**

Jerr-Dan Corporation, an Oshkosh Corporation [NYSE: OSK] company, is a leading manufacturer of towing and recovery equipment. Its full line includes light-, medium- and heavy-duty carriers and wreckers, industrial transporters and four-car carriers. The company is headquartered in Hagerstown, MD., and its products are backed by industry leading warranties and a strong service network dedicated to the towing professional. To learn more about Jerr-Dan, visit [www.jerrdan.com](http://www.jerrdan.com).

#### **About Oshkosh Corporation**

Founded in 1917, Oshkosh Corporation is celebrating 100 years of business and making a difference in people’s lives in 2017. Oshkosh is a global leader in designing and manufacturing a broad range of access equipment, commercial, fire & emergency, military and specialty vehicles and vehicle bodies. Oshkosh Corporation manufactures, distributes and services products under the brands of Oshkosh®, JLG®, Pierce®, McNeilus®, Jerr-Dan®, Frontline™, CON-E-CO®, London® and IMT®. Since the Company’s humble beginnings, Oshkosh has grown in size and global footprint. Today, Oshkosh products can be found in more than 150 countries and are recognized around the world for quality, durability and innovation. Oshkosh Corporation is a different integrated global industrial committed to making a difference for customers, shareholders, our communities and the environment. For more information, please visit [www.oshkoshcorporation.com](http://www.oshkoshcorporation.com).

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**Forward-Looking Statements**

This press release contains statements that the Company believes to be “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. All statements other than statements of historical fact, including, without limitation, statements regarding the Company’s future financial position, business strategy, targets, projected sales, costs, earnings, capital expenditures, debt levels and cash flows, and plans and objectives of management for future operations, are forward-looking statements. When used in this press release, words such as “may,” “will,” “expect,” “intend,” “estimate,” “anticipate,” “believe,” “should,” “project” or “plan” or the negative thereof or variations thereon or similar terminology are generally intended to identify forward-looking statements. These forward-looking statements are not guarantees of future performance and are subject to risks, uncertainties, assumptions and other factors, some of which are beyond the Company’s control, which could cause actual results to differ materially from those expressed or implied by such forward-looking statements.

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