

inter airport | NEWS



04 »SHERPA«

Power. Persistence.
Endurance.



06 »PHOENIX«

Performance. Flexibility.
Safety.



07 F396C

Now available: Tier 4f



08 SERVICE

Always on call





Welcome to inter airport Europe 2017 in Munich!

As the world's leading airport exhibition, the inter airport Europe has long since established itself as one of the most important biennial trade fairs in Germany. At this year's 21st event, we are proud to present a real highlight. It's a totally new range of baggage and cargo tow tractors, called »SHERPA« for their extreme endurance.

Based on a unique compact and modular vehicle concept, our innovative »SHERPA« family enables you to combine the perfect tow tractor for your individual requirements – depending on drive train, engine power, ballasting, cabin form and exhaust class. Additionally, there are many options for operators' comfort. The narrow body is extremely stable and offers an easily accessible cabin with a good view. In our "basecamp" at booth D60 (outdoor area), we are not only presenting the »SHERPA« in three different diesel engine versions, but we are also breaking new ground with the »SHERPA« E: With its maintenance-free lithium battery, this ultra-modern, fully electric vehicle is perhaps the most prominent eye-catcher of our exhibition.

Another highlight of the trade fair is our AST-2X »PHOENIX«. Literally living up to its name after its phenomenal debut in 2015, the »PHOENIX« has now returned to the inter airport Europe – this time with an exciting new feature: Read all about easyCONNECT, the innovative remote monitoring and analysis system for this powerful towbarless aircraft tractor, on page 06!

But that's not all, not by a long shot: With our F396C, we are showing our largest conventional aircraft tow tractor – the perfect choice for pushbacks, now available with an improved Tier 4 exhaust class engine.

We wish you interesting and exciting days at the inter airport Europe 2017. Enjoy your stay in Munich!

Best regards,

Lothar Holder
Member of the Board
Head of Airport Technology



GOLDHOFER AND SCHOPF GROWING TOGETHER

All good things come in threes: For the third time in a row, the companies Goldhofer and Schopf are presenting themselves as strong partners at the inter airport Europe. The integration process that started in 2013 is reflected in the new baggage and cargo tow tractor range »SHERPA«, which is jointly designed and built and now the first line of cargo tow tractors which is sold as a Goldhofer brand. With its modular system, our »SHERPA« is a true highlight of the trade fair.

Within the Goldhofer Group, Goldhofer and Schopf have joined forces in the Ground Support Equipment (GSE) business area to continue to grow and expand their leading position in key international markets. Our mission is to create substantial customer benefits by developing smart, sustainable and groundbreaking solutions – and by offering state-of-the-art products that truly convince customers through their high quality, reliability and efficiency as well as through innovative design and lifelong performance.

- 03 Sales Team:**
Restructured
- 04 »SHERPA«**
Baggage and cargo tow tractors
- 06 Aircraft tow tractors:**
»PHOENIX«, F396C
- 08 Service Team:**
Experience you can count on

UNDER NEW MANAGEMENT SALES TEAM RESTRUCTURED

Since the last inter airport Europe in 2015, there have been some significant changes in our management structure: The Goldhofer Group will be operating on the market in two business fields, namely Airport Technology and Transport Technology. In January 2017, Mr. Lothar Holder assumed responsibility as the new Head of Airport Technology.

We believe that these changes will better enable us to meet specific market demands in this business segment and that our clear customer focus will maintain both customer service and market presence.



Lothar Holder
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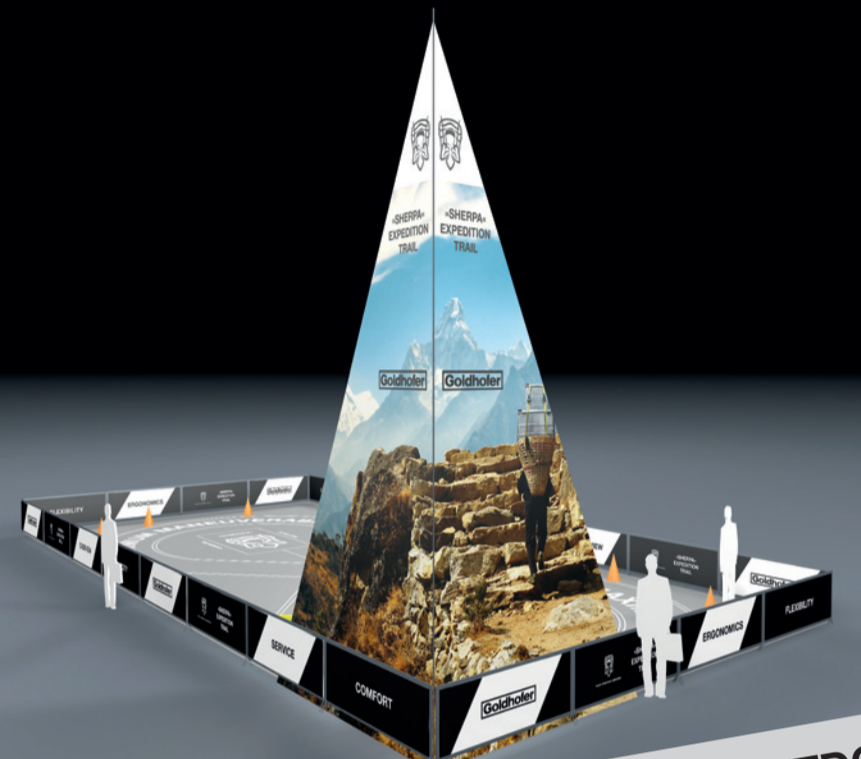
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Effective 1 September 2017, Lukas Filser, while retaining his position as a Goldhofer Area Sales Manager for Europe and Eastern Europe, has taken on additional responsibility as the Global Sales Manager for our Aircraft Recovery and Transportation System (ARTS). He will be pleased to assist you with any questions concerning aircraft towing as well as aircraft recovery and transportation.

TAKE OUR »SHERPA« FOR A SPIN RIGHT HERE AT THE INTER AIRPORT EUROPE

Flexibility, driver comfort, compact dimensions and maximum traction are some of the advantages our »SHERPA« offers. Still not convinced? Perhaps driving the »SHERPA« and feeling its comfort and maneuverability is just what you need. Take one of our new baggage and cargo tow tractors for a quick spin, here at the inter airport Europe 2017: Visit our »SHERPA« EXPEDITION TRAIL (F10, outdoor area), which is located within walking distance of our "basecamp".

You can test-drive the »SHERPA« any time during the inter airport Europe. Just ask our experts, they will be happy to help you.



Highly recommended: Test-driving the »SHERPA«

F10, OUTDOOR AREA

POWER. PERSISTENCE. ENDURANCE. THE »SHERPA« EXPERIENCE

When we were still thinking about a name for our new line of baggage and cargo tow tractors, the inspiration finally came from the legendary persistence and enormous endurance of the Sherpa, the Himalayan porters who ensure that the heaviest of loads arrive safely and in time – even under the harshest weather conditions.

And what better name could we have chosen? Just like their namesakes in real life, our »SHERPA« are not only very powerful and persistent, but also extremely versatile. You could even say that they represent a "can-do attitude" which is quite similar to the attitude of their human counterparts – because no matter what baggage or cargo handling task has to be performed, there is always a »SHERPA« that can get it done quickly and reliably.

This is due to the well-thought-out modular design of our new tow tractor family: Depending on your individual requirements, your »SHERPA« model can be equipped with one of three different diesel engines (36 kW, 55.4 kW or 74.4 kW), one of two different electric motors (250 Nm or 320 Nm) and individual ballast weights from 4 to 8 t. Thanks to three different available cabin versions (full cabin, canopy and open top) the »SHERPA« not only provides maximum comfort for its driver, but is always ready to pull its weight in any kind of weather. Moreover, using one vehicle platform for all powertrains ensures continuously high-quality components and efficient manufacturing for timely delivery.

Yet another advantage is the better overview: Placing the engine in front ensures a good view and enables the drivers to remote-control the coupling. Our »SHERPA« have been tried and tested under the toughest real-life conditions. The feedback from their respective users has helped us improve the »SHERPA« family even further and thus adjust it to the specific requirements at the respective points of use. At the inter airport Europe 2017, you now have the opportunity to see this innovative vehicle make its international debut.

For the first time ever, we are showing three different diesel-powered »SHERPA« D models and, as a special spotlight of our show, the all-new »SHERPA« E. This is the first electrically powered baggage and cargo tow tractor with a weight of over 6 t and 400 V technology. With its maintenance-free lithium battery, it represents the future of baggage and cargo towing at the airport.

Lithium batteries have significant advantages over lead-acid batteries:

- ✓ »SHERPA« E offers a longer running time compared to other electrically powered tow tractors.
- ✓ No CO₂ emissions: »SHERPA« E can be operated both inside and outside of buildings.
- ✓ Significantly higher battery charging efficiency: Less time needed for battery charging.
- ✓ Less vehicles needed for the same job due to faster charging process without battery handling.
- ✓ Higher durability: Up to eight times longer battery service life (based on charging cycles).
- ✓ No hazardous fumes thanks to lithium battery technology without oxyhydrogen or H₂S formation.
- ✓ Active temperature management: The »SHERPA« E pulls its weight under all temperature conditions
- ✓ One vehicle platform for all powertrains: Ensures efficient manufacturing for timely delivery.
- ✓ Lowest TCO compared to other electrically powered baggage and cargo tow tractors.

So come and experience the power, persistence and endurance of our new baggage and cargo tow tractors. Our Airport Technology experts are looking forward to answer your questions.





- ✓ »SHERPA« E: Maintenance-free lithium battery
- ✓ »SHERPA« D: Tier 3a or Tier 4f compliant engines in three different power rates
- ✓ Powerful headlights and taillights, recessed for their protection
- ✓ Up to 30 km/h
- ✓ Up to 45 kN installed drawbar pull
- ✓ Diesel engine/electric motor placed in front for better overview

- ✓ Ergonomic seating position
- ✓ 360° view for the driver
- ✓ Three cabin variants

- ✓ Remote-operated, e-type rear tow hitch
- ✓ Up to 80 t towed load



- ✓ Proven front-axle design for maximum maneuverability
- ✓ Optimum axle suspension
- ✓ Dual-circuit brake system
- ✓ Independent parking brake circuit

- ✓ Reliable power shift transmission – no hydrostatic drive
- ✓ Proven rear-axle design for maximum traction

- ✓ Robust side panel for cargo operation
- ✓ Low and wide cabin access
- ✓ »SHERPA« D: Large tank for two-shift operation without refueling
- ✓ »SHERPA« E: Significantly faster battery charging process possible

PERFORMANCE. FLEXIBILITY. SAFETY. THE »PHOENIX« IS BACK

Our AST-2X »PHOENIX« is yet another very good reason for visiting our booth. This year, much like the mythical bird that this vehicle owes its name to, the »PHOENIX« is making a comeback appearance at the inter airport Europe, where it premiered in 2015. Now it's back, as powerful and impressive as ever. Plus, it's packing a new, state-of-the-art accessory that significantly improves maintenance work:

»PHOENIX« easyCONNECT, our innovative remote monitoring and analysis feature for the »PHOENIX«, is based on highly reliable hardware and software components. This forward-looking concept will also be used in other vehicles and will be continuously developed further:

- ✓ Log-in from anywhere on the globe via Internet connection/W-LAN or via mobile phone card
- ✓ In case of maintenance or repairs, the customer can give Goldhofer Service direct remote access to the vehicle

- ✓ Goldhofer service technicians can upload software updates
- ✓ Troubleshooting and error analysis via remote access
- ✓ On-board analysis: No need for an additional laptop at the repair shop, the analysis can be started directly via the display (supported, if needed, by remote access)

With two different diesel engines to choose from and with or without optional ground power unit (GPU), the »PHOENIX« gives you utmost flexibility when selecting the right model for your specific aircraft towing tasks and the individual requirements at your airport.

Apart from the new remote monitoring and analysis feature, this towbarless aircraft tractor has now also been equipped with an optimized cabin suspension for even more driver comfort. With its unique nose wheel pick-up system, the »PHOENIX« is proving its value at airports all over the globe.



F396C

COME AND "C" FOR YOURSELF

As a true heavyweight champion, our conventional tow tractor F396C has a lot to offer in terms of engine power, performance and safety, and is essential to apron operations handling all types of wide-body aircraft.

With its powerful 300 kW engine, its fully automatic transmission and a combination of four-wheel drive and four-wheel steer, the F396C provides maximum

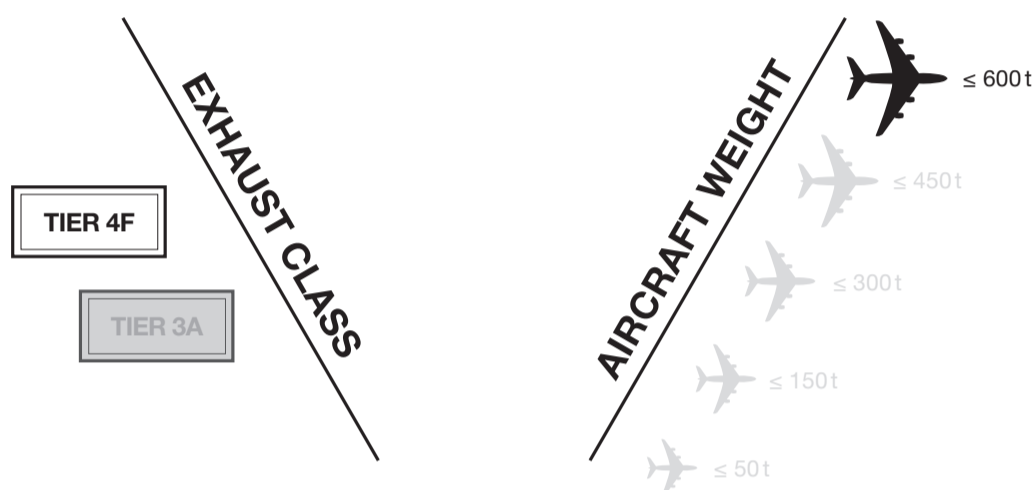
traction and smooth, but extremely powerful maneuverability – making it the perfect choice for pushbacks.

Specially tailored to meet a wide range of customer requirements, the F396C offers maximum efficiency, reliability, driver comfort and safety as well as low operating costs and an extremely long lifetime.

This vehicle is now being built and sold with an eco-friendly engine in compliance with an exhaust class of up to Tier 4 final, which makes our exhibit even more attractive. So come and see for yourself: The F396C should most definitely not be missed!



BALLAST WEIGHT



The F396C is available in two exhaust classes and flexibly applicable for many types of aircraft. At the inter airport Europe, we are showing the Tier 4f version for aircraft of up to 600t.



SUPPORTING YOU ALL THE WAY

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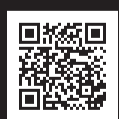
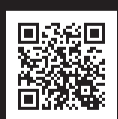
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- ✓ Worldwide service organization
- ✓ Worldwide spare part supply
- ✓ In-house repair workshop
- ✓ Technical support and consulting
- ✓ Training in the training center or on site

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