

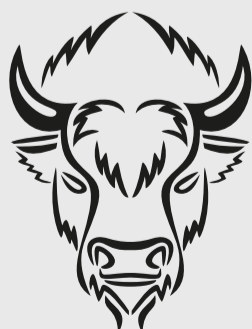
# NEWS



**01 SCHOPF BECOMES  
GOLDHOFER**



**04 BISON FAMILY**



**06 SHERPA FAMILY**



**08 IONMASTER  
TECHNOLOGY**





## WELCOME TO INTERNATIONAL GSE EXPO 2018 IN LAS VEGAS!

As the only show dedicated to ground support equipment, the International GSE Expo in Las Vegas has rapidly established itself as one of the most important biennial trade fairs in this business field. At this year's event, we are proud to present some real highlights.

Not only a totally electric baggage and cargo tow tractor out of our »SHERPA« range – that does its debut in the US with this show. But also we present our world new »BISON« family of conventional aircraft tow tractors.

Based on a unique compact and modular vehicle platform, our innovative »BISON« family enables you to combine the perfect tow tractor for your individual requirements – concerning not only on their power, but even drive train and a multitude of options for operators' comfort.

We are able to exhibit even 3 different »BISON« types at our booth 713, that we are attending with our longterm partner FliteLine.

We are not only presenting the »BISON« in three different sizes, but even in diesel engine versions and also breaking new ground with the »BISON« E: With its maintenance-free lithium battery, this ultramodern, fully electric vehicle is perhaps the most prominent eye-catcher of our exhibition, using the exclusive Goldhofer »IonMaster« technology.

We wish you interesting and exciting days at the International GSE Expo 2018! Enjoy your stay in Las Vegas!

Best Regards,  
Lothar Holder  
Member of the Board  
Head of Airport Technology

## WHAT HAS LONG BELONGED TOGETHER IS GROWING TOGETHER – IN OCTOBER SCHOPF MASCHINENBAU GMBH BECOMES GOLDHOFER AIRPORT TECHNOLOGY GMBH

Since the merger of Schopf Maschinenbau GmbH with the Goldhofer Group at the beginning of 2013, the integration of the airport logistics specialist from Ostfildern has been implemented step by step in a transitional phase based on long-term planning. From October 2018 the successful completion of this process will take the form of a joint umbrella by the name of Goldhofer Airport Technology GmbH.

As the first fruits of their combined R&D activities, "Goldhofer & Schopf" announced the market launch of the »PHOENIX« towbarless aircraft tractor in 2015 already, convincing their collective customer base across the board with the concentrated know-how of two technology leaders in the field of airport logistics. As part of a unified branding process, the »SHERPA« baggage and cargo tractor was presented at Munich's Inter Airport Europe 2017 under the Goldhofer label. Lothar Holder, Member of the Board at Goldhofer AG with responsibility for Airport Technology: "We have deliberately taken our time in adapting the brands and have supported our customers with Goldhofer service engineers in addition to their usual Schopf contacts. This has given the customers of both companies the opportunity to see for themselves all the advantages of the merger."

After five years spent working together, the Schopf location in Ostfildern with its 160 employees has long since become an integral part of the Goldhofer Group. At the same time, a strong sense of identity has developed throughout the organization. In the course of the strategic realignment within the Goldhofer Group, activities in the fields of Goldhofer Transport Technology and Goldhofer Airport Technology were organized as independent business units. "This gives our customers access to the two companies' decades of experience in the aviation sector at Goldhofer Airport Technology as a cross-location business unit," says Lothar Holder and he continues, "We are proud to have been able to pool the know-how of these two long-established companies under a common brand and thus develop further operative and strategic synergies for the benefit of our customers."

By October, all internal processes relating to global after-sales service and product and corporate brand harmonization are also to be fully implemented. Goldhofer Airport Technology will be making its first appearance under the new umbrella brand at the upcoming International GSE Expo in Las Vegas, where several vehicles including the new »BISON« family will be on show. Among other things, trade visitors will be able to convince themselves of the outstanding qualities of the first aircraft tow tractors produced under the new Goldhofer brand and learn all about one of the keys to the future in the form of e-mobility, which will be represented at the trade show by Goldhofer's IonMaster technology.





## MEET OUR COLLEAGUES FROM FLITELINE!

Since 1971, FliteLine offers the finest products for the airline industry. "Committed to providing superior products and services at a fair price, we continue to exceed our customers' expectations and provide excellence in customer service and product representation.", says John Biagi, CEO of FliteLine. "Our attention to the individual needs of each client and the desire to maintain our high level of customer satisfaction are two key elements of our continued success."

FliteLine Equipment Corp.  
12090 Miramar Pkwy Suite 105  
Miramar, Florida 33025, United States  
www.flitelineusa.com

### CEO



John Biagi

Phone: 1-954-433-5617  
jbiagi@flitelineusa.com

### CFO



Michael Collazo

Phone: 1-954-433-5617-113  
michael@flitelineusa.com

### SALES



Roxanne Collazo

Sales & Marketing  
Phone: 1-954-433-5617 118  
rcollazo@flitelineusa.com



Orlando Gaete

Sales Manager  
Phone: 1-954-433-5617 116  
ogaete@flitelineusa.com

### SERVICE



Nick Pyat

Service Engineer  
Phone: 1-954-433-5617 119  
nickp@flitelineusa.com



Thiago Dos Reis

Service Engineer  
Phone: 1-954-433-5617  
treis@flitelineusa.com



Craig Austin

Service Engineer  
Phone: 1-954-433-5617  
caustin@flitelineusa.com



Jason Pearce

Service Manager  
Phone: 1-954-433-5617 117  
jpearce@flitelineusa.com

### PARTS



Shirley Villadiego

GSE Parts  
Phone: 954-433-5617 124  
svilladiego@flitelineusa.com



Brian Rockel

GSE Parts  
Phone: 954-433-5617 111  
brockel@flitelineusa.com



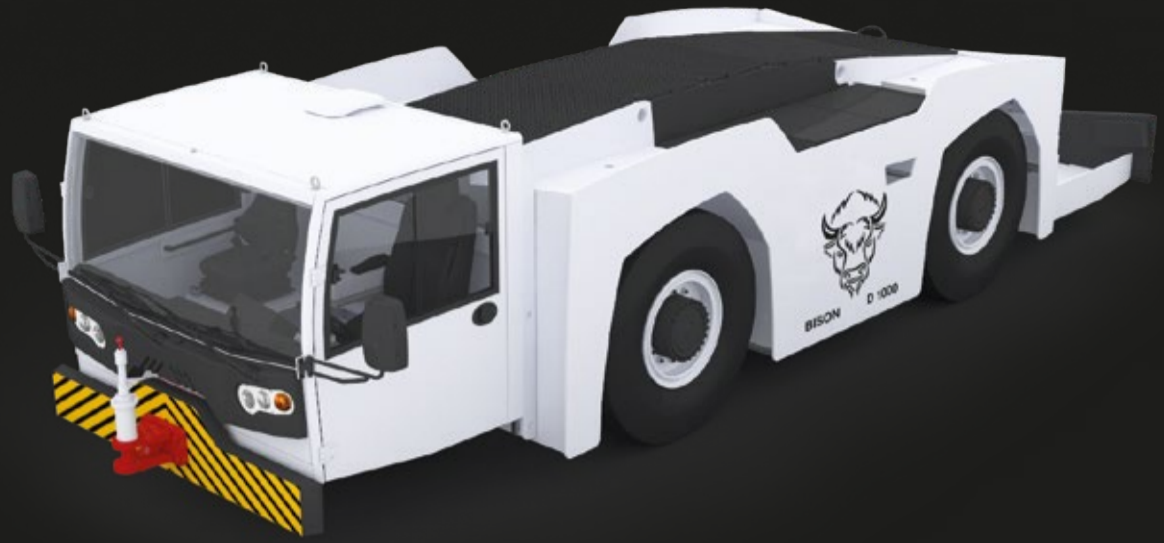
Douglas Gonzales

Warehouse Manager  
Phone: 954-433-5617  
dgonzalez@flitelineusa.com



Miguel Divantoque

Inside Technical Support &  
Technical Parts Support  
Phone: 1-954-433-5617 121  
mdivantoque@flitelineusa.com



## BISON D 1000

The largest »BISON« so far has a deadweight of up to 101.500 lbs! It is able to handle aircraft with up to 881.849 lbs of weight, like the B747-400 or the A340-600.



## BISON D 620

The diesel driven middle-size »BISON« with a deadweight of up to 62.000 lbs is able to handle aircraft up to B767 or A300.



## BISON D 370 & BISON E 370

The hit-hero smallest »BISON« with a deadweight of up to 37.000 lbs is able to push aircraft up to A321 or A319. It offers all the advantages of the two larger classes and the diesel version can easily be converted to an »BISON« E.



# THE NEW BISON FAMILY

---

It's large. Powerful. Compact. The mighty »BISON« is the image of pure strength. Combining a sturdy body with surprising agility, this impressive heavyweight can take on even the toughest competitors. But looks can be deceiving: while, due to its size, the »BISON« might seem rather slow and ponderous at first sight, it can instantly turn into an unstoppable powerhouse.

All it takes is a challenging task. It never takes the easy way out, even when things get rough. No matter if the weather is hot and dusty, rainy and cold, or windy and freezing: the »BISON« prevails because it flexibly adapts to the conditions.

Also in terms of toughness, the »BISON« truly stands out from the pack. With an awesome set of qualities such as durability, resourcefulness and a long lifetime, it is best equipped to make no compromises.

Innovative, well-thought-out, all-purpose: »BISON« is a completely new family of conventional aircraft tow tractors. Thanks to their modular design, the vehicles can be easily adapted to market-specific requirements, making »BISON« the perfect pushback solution for almost any aircraft type and weight class up to 880.000 lbs for example B747. With the future expansion of our model range by additional sizes, the complete aircraft range on the market can be covered.

The future-proof platform uses many identical parts throughout the »BISON« family to ensure an optimum spare part availability. The flexible ballasting concept allows for individual configuration. And once you've known one »BISON« you know them all, as a unique operating concept is used all over the different variants. Last but not least the »BISON« family impresses in terms of convenience, not only for the operator, but also in matters of maintenance: All variants are characterized by long maintenance intervals and short maintenance times, which result in low TCO.

The minimalistic design reduces the number of parts to be maintained and ensures easy access to all important parts for maintenance, service and repair. Optimized hydraulic oil capacities lead to further cost savings and better environmental compatibility.



Check out the »BISON«  
[www.groundsupportequipment.de/video](http://www.groundsupportequipment.de/video)



8,000 lbs

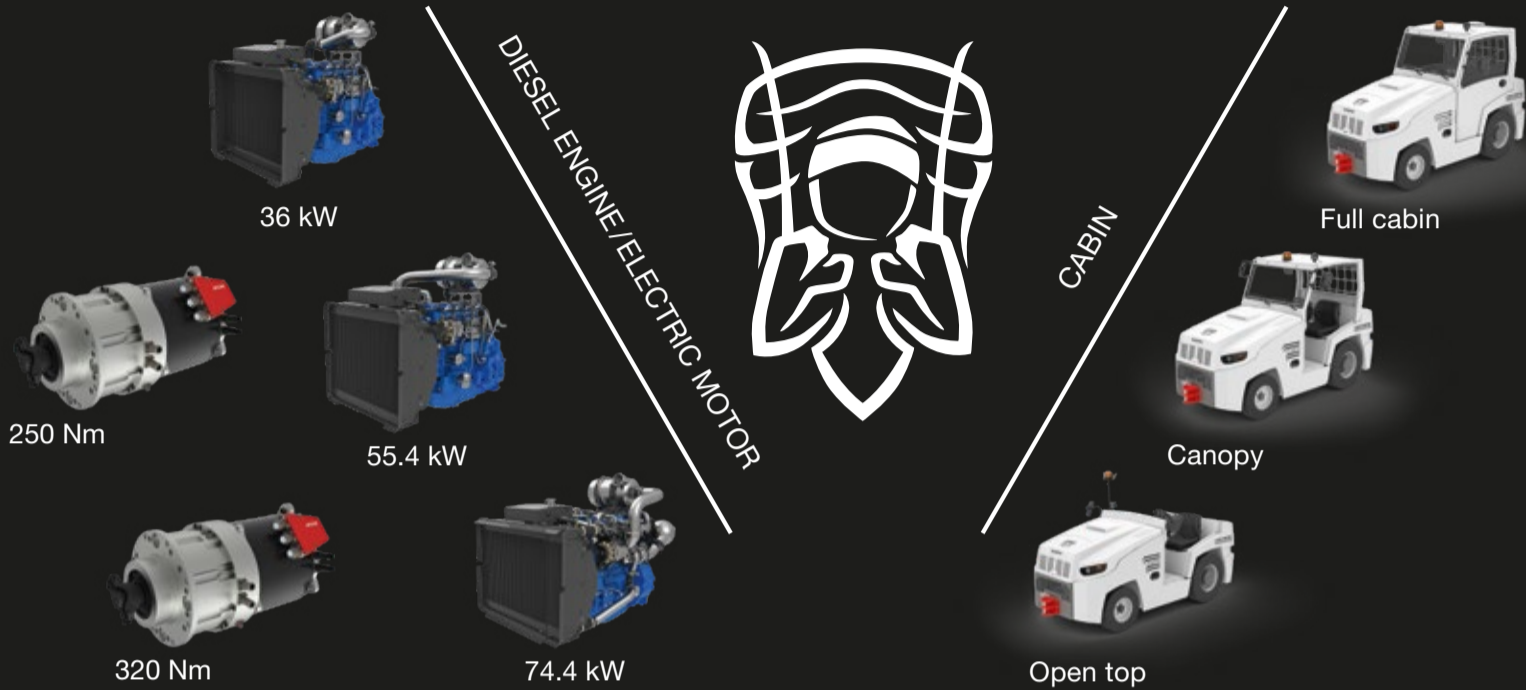
11,000 lbs

13,000 lbs

15,500 lbs

18,000 lbs

### BALLAST WEIGHT



36 kW

250 Nm

55.4 kW

320 Nm

74.4 kW

Full cabin

Canopy

Open top

## MODULAR PLATFORM

»SHERPA« D offers powerful and reliable support for a broad range of tasks on the apron. With the same high levels of comfort, safety, and flexibility as the »SHERPA« D models, the eco-friendly »SHERPA« E (Page 8) can be operated both inside and outside of buildings. Customize your »SHERPA« vehicles to fit your individual needs!

- Compact design (full cabin, canopy and open top)
- Diesel engines from 48 hp to 100 hp
- Electric motors from 250 Nm to 320 Nm
- Deadweight up to 18.000 lbs for optimum drawbar pull

## ERGONOMICS & SAFETY

»SHERPA«'s compact design and wellarranged cockpit, with its ergonomic seating position, offers uncomparable driver's comfort – available in full cabin, canopy, or open top versions. Lower and wider cabin access facilitates easy operation. The 360° view allows for safe tractor handling and an optimized workflow. The dual-circuit brake system, with an independent parking brake circuit, provides maximum protection whenever you need it.

## MANEUVERABILITY

»SHERPA« is easy to operate and offers excellent flexibility. The proven front-axle design allows maximum maneuverability with optimized axle suspension. Even with 180,000 lbs towed load, »SHERPA«'s small turning radius of 13 ft makes for effortless cargo and baggage handling.

## RELIABILITY

The endurance and robustness that come from »SHERPA«'s high quality components, make it the perfect vehicle for an airport environment. The large tank is adequate for a two-shift operation and the low maintenance effort allows high availability. Whether the diesel or the electric version, you can count on »SHERPA« during every shift for the long haul.



# SHERPA ONLY!

---

**COMPACT AND MODULAR DESIGN AT 18,000 LBS VEHICLE WEIGHT?  
GO THE EXTRA MILE. TOW THE EXTRA WEIGHT.  
DRIVE ANOTHER SHIFT.**

With »SHERPA«, Goldhofer presents a newly-engineered modular tow tractor that offers high performance, low downtimes and maximum availability. All these benefits mean more value for your money over the vehicle's life cycle.

The »SHERPA« line of cargo and baggage tow tractors is the first to be marketed exclusively under the Goldhofer brand name. As a customer, you get extensive know-how, long-term experience and benefit from a broad product range and outstanding service availability worldwide.

One is immediately impressed by the »SHERPA«'s new compact and robust design and its rugged chassis for cargo operation. The vehicle offers low and wide cabin access and individual comfort options for the operator, such as air conditioning or remote control.

## **VALUE FOR MONEY**

Low maintenance and low costs due to the use of high-grade components and a large number of identical components, are some of the amazing benefits of the »SHERPA«. The robust frame and chassis design, as well as the metal dashboard, reduce downtime due to damages.

No wonder that the »SHERPA« can be serviced in a minimum of time. Goldhofer offers excellent service support with a 24/7 hotline and maximum spare parts availability. With »SHERPA«, you receive more value for your money due to high availability and maintainability, low Total Cost of Ownership and strong investment security.

## **MAXIMUM PERFORMANCE**

»SHERPA« offers the best overall performance in cargo and baggage transport. The new tow tractors score especially high in four categories: Towed load, Maneuverability, Ergonomics, and Reliability.

- Vehicle weight from 8,000 to 18,000 lbs and up to 180,000 lbs towed load
- Speeds up to 18 mph, small turning radius of 13 ft
- Leaf springs and ergonomic dashboard
- High quality components from well-known manufacturers





## SHERPA E

»SHERPA« E is a sustainable and future-oriented fully electric driven cargo tow tractor from Goldhofer – based on state-of-the-art technology proven in the automotive industry. The innovative »IonMaster« Technology allows 80% of battery attainability within one hour charging time – without a special charging station.

»SHERPA« E offers up to 33% more efficiency in operation, compared to a electric driven tractor with lead-acid batteries, a longer running time, and a multi-shift operation resulting in a reduced number of electric tow tractors in the fleet!

### FURTHER ADVANTAGES OF »SHERPA« E

- Functions under all temperature conditions from -13 °F to +122 °F
- Provides the same towing performance, flexibility, safety and comfort as the »SHERPA« D models
- Offers a 360° view for the operators, since the complete electric system is placed in front, and the coupling in the back is remote-controlled
- Allows for conversion from »SHERPA« D to »SHERPA« E due to one common vehicle platform for all powertrains



## BISON E

The electric driven aircraft tow tractor uses Goldhofer's »IonMaster« Technology with Lithium Ion batteries that are easy to maintain and made for intermediate charging. The future-proof platform allows you to even buy a diesel driven version and convert it to electric.

The smallest of the »BISON« family, with a deadweight up to 37,000 lbs is able to handle aircraft like B 737 and A 320 and marks the beginning of Goldhofer's e-fleet!

### FURTHER ADVANTAGES OF »BISON« E

- The »BISON« is environmentally friendly and excels with maximum performance as well as minimum TCO
- Provides the same towing performance, flexibility, safety and endurance as the »BISON« D models
- Allows for conversion from »BISON« D to »BISON« E due to one vehicle platform for all powertrains





# IonMaster

**E** ENVIRONMENTALLY FRIENDLY  
MAXIMUM PERFORMANCE  
MINIMUM TCO

Goldhofer's exclusive »IonMaster« Technology brings state-of-the-art e-vehicle technology from automotive to ground support equipment. Using the latest lithium ion batteries Goldhofer ensures maximum capacities and minimum energy loss, for optimum running time. Intermediate charging, without need for a special infrastructure ensures multiple shift operation and with that reduces your vehicle fleet.

With its active temperature management the system warms or cools the battery constantly, to keep the capacity at a high level and with that ensures a long-year usability with maximum endurance. The first vehicles equipped with »IonMaster« Technology are the electric versions of »SHERPA« baggage and cargo tow tractors and »BISON« conventional aircraft tow tractors.

#### MAINTENANCE-FREE LITHIUM BATTERY

Lowest TCO compared to other electrically powered baggage and cargo tow tractors.

#### NO EMISSIONS

Vehicles using »IonMaster« Technology can be operated both inside and outside of buildings. No hazardous fumes thanks to lithium battery technology without oxyhydrogen or hydrogen sulfide formation.

#### LESS TIME NEEDED FOR BATTERY CHARGING

Interruptions of only one hour are sufficient

#### LESS VEHICLES NEEDED FOR THE SAME JOB

The faster charging process without battery handling allows you to reduce the number of vehicles in your fleet. Reduced losses thanks to better energy conversion efficiency.

#### APPROXIMATELY 33 % MORE ECONOMICAL

Vehicles using »IonMaster« Technology offer a longer running time compared to conventional electrically powered tow tractors, using lead-acid-batteries or lithium-ion batteries without temperature management system. Multiple-shift operation with a single tow tractor thanks to much faster charging, no time-consuming battery changes and longer running time.

#### PERFECT SUBSTITUTE FOR DIESEL-POWERED TOW TRACTORS

The vehicles using »IonMaster« Technology provide the same towing performance, flexibility, safety and comfort as diesel driven models.

#### ONE VEHICLE PLATFORM FOR ALL POWERTRAINS

Ensures efficient manufacturing for timely delivery. Large number of common parts over total product range to reduce spares stock costs. High in-service rate due to the use of components from renowned brand manufacturers.

#### ACTIVE TEMPERATURE MANAGEMENT

Hot climate? Cold climate? Somewhere in between? Goldhofer's e-fleet is always ready to pull its weight – anywhere on the globe. A heat pump, which regulates the temperature of the battery and the cabin, allows global and energy-efficient application in all temperature conditions from -25 °C to +50 °C.





ARTS 1 supports day-to-day airport logistics and is the key to reliable recovery operations.

## SELF-PROPELLED FOR MAXIMUM VERSATILITY: GOLDHOFER'S ARTS 1 AIRCRAFT RECOVERY SYSTEM FOR GUANGZHOU AIRPORT

A disabled aircraft is always a critical event in terms of airport safety and the resumption of regular operations. A fast and effective response to such exceptional situations calls for tried-and-tested aircraft recovery systems that combine maximum versatility with safe working in an emergency. With its ARTS 1 aircraft recovery system, Goldhofer – the Memmingen-based world market leader for heavy haul and specialized transport vehicles – has developed a solution with the flexibility to adapt to the various situations and infrastructures of airports worldwide. This year the Goldhofer aircraft recovery system is being introduced at the Guangzhou Baiyun International Airport in the Chinese province of Guangdong.

The airport is the main hub for China Southern Airlines, the biggest airline in Asia. Since 2010 the airport has been investing in a major expansion project, and the number of passengers handled increased from 30 million in 2010 to over 80 million in 2018. That makes Guangzhou the 13th-busiest airport for passenger traffic worldwide and the 19th-busiest for cargo.

In order to cope with so much traffic, take-offs and landings have to be timed at short intervals. That imposes considerable demands on flight plan management, since even the slightest deviation and delay has a knock-on effect on the entire flight plan.

Unforeseen incidents involving technical defects and emergency situations with disabled aircraft in particular call for a fast response and the availability of highly reliable recovery equipment. Passengers on board must be evacuated as quickly as possible and the defective aircraft towed from its position to the hangar for repairs without causing any further damage. This is where Goldhofer's aircraft recovery system comes in. It offers speedy recovery of the aircraft without any secondary damage and protection for the airport against major financial losses.

In the interest of a routine response to such critical situations or emergencies, the operating company at Guangzhou Airport has opted for Goldhofer's ARTS 1 aircraft recovery system in a special version.

The ARTS 1 (Aircraft Recovery Transport System) developed by Goldhofer in collaboration with international recovery specialists is one of the world's leading aircraft recovery systems and has been in service at Frankfurt Airport for some time now. The version ordered for Guangzhou Airport is a particularly powerful autonomous self-propelled module capable of towing everything from a "little" A320 to a B747 or A380. For optimum maneuverability, the module is equipped with computer-controlled multiway steering offering a choice of normal, diagonal, transverse or carousel travel. The airport operators were particularly impressed by the wide range of applications available with the Goldhofer system. The vehicle employs tried-and-tested Goldhofer axle lines, which have been in daily use for heavy road haulage worldwide for many years. This means that Guangzhou Airport has acquired a vehicle system that can be employed not only in emergency situations but also in daily airport logistics.



## LATEST GENERATION OF TOWBARLESS AIRCRAFT TOW TRACTORS: 20 AST-2X PHOENIX ORDERED BY CHINA EASTERN AIRLINES

Founded in 1988, the airline China Eastern Airlines (CEA) – with its main hub at Shanghai Pudong Airport – serves all domestic destinations in China as well as numerous Asian destinations and airports in North America, Australia and Europe.

With a fleet of 572 aircraft and more than 80 million passengers carried each year (December 31, 2016), the predominantly state-owned company (61.64% People's Republic of China, 38.36% other shareholders) currently ranks seventh worldwide in terms of fleet size and passenger numbers. In the past two years in particular, the airline has greatly expanded and modernized its fleet with the addition of more than 150 aircraft.

In order to be able to cope with the resulting increase in air traffic and speed up handling in the future, especially at the Shanghai hub, a total of 20 AST-2X Phoenix tow tractors from the house of Goldhofer were ordered for the city's two airports at the beginning of 2018: 12 for Shanghai-Pudong and 8 for Shanghai-Hongqiao. Goldhofer's

towbarless tractors guarantee high availability and, thanks to the use of low-wear components, minimum maintenance requirements. With a towing speed of up to 32 km/h under full load and a differential lock for optimum traction in a wide range of conditions, the new Phoenix can handle pick-up in under a minute.

In addition to greater efficiency, the latest investment by CEA, which has set itself the ambitious goal of reducing its emissions on a sustainable basis, also has a focus on protecting the environment. The decisive factor in choosing Phoenix was therefore its drive system, which features the most modern and cleanest Tier 4 final engine currently available.

Lothar Holder, Head of Goldhofer Airport Technology, says: "We are delighted that, on the basis of their consistently positive experiences with our products, the CEA management is now also opting for the AST-2X Phoenix as the next generation of Goldhofer aircraft tow tractors."



## BORN AGAIN FOR THE ONE HUNDREDTH TIME – GOLDHOFER'S »PHOENIX« AST 2X FOR ISTANBUL AIRPORT

In less than three years, the »PHOENIX« AST 2X has become a worldwide industry benchmark for towbarless aircraft tractors. At its premiere at Interairport 2015 in Munich, there were strong signs that – with the »PHOENIX« – Goldhofer had developed a universal solution for modern airport logistics, with double digit orders placed for the innovative tow tractor in the course of the trade show.

The »PHOENIX« of the fable is a bird that never dies and continually rises from the ashes, and the Goldhofer tow tractor is aptly named, as the world market leader from Memmingen demonstrated in June 2018 with the one hundredth "rebirth" of its »PHOENIX«: In a ceremony held to mark the occasion in Istanbul, a brand new »PHOENIX« AST 2X was handed over to the airport services provider TGS Ground Services, which was founded in 2008 as a subsidiary of Turkish Airlines, the country's largest national carrier. Lothar Holder, Head of Goldhofer Airport Technology, says: "We have set a milestone with the »PHOENIX«. With its compact modular design, the AST 2X series is compatible with over 80 percent of all types of aircraft in service worldwide."

The fact that the »PHOENIX« can now be found at almost all hubs worldwide is due to its many and varied attractive characteristics: Thanks to the hydrostatically powered steering drive axle for maximum traction, the AST 2X

quickly reaches top speeds of up to 32 kph and completes pick-up in less than a minute. Safety was also a key aspect in the development of the »PHOENIX«: The innovative braking system and advanced differential lock ensure optimum control even in bad weather. And in emergencies, the tow tractor can be separated from the aircraft in less than a minute using the emergency release button. In addition to its impressive performance, the TGS management also opted for the AST 2X for another reason: Air pollution control is not simply a matter of prestige for international airports; increasing regulatory requirements have made it a key criterion in the choice of all airport vehicles. Here too, the »PHOENIX« excels as a future-oriented tow tractor solution: Despite its excellent acceleration and high travel speeds, even under full load, relatively low emissions are guaranteed by what is currently the most modern and cleanest tier 4 final engine.

Lothar Holder: "I am convinced that with the delivery of the one hundredth AST 2X we have written another chapter in a long-running success story. The »PHOENIX« not only accommodates the particularly tight slots operated at international hubs but also meets today's requirements for sustainable reductions of emissions in internal airport logistics."



# HIGH GLOBAL STANDARDS IN SALES AND SERVICE - PREMIERE FOR THE GOLDHOFER REGIONAL SALES AND SERVICE CONFERENCE IN SINGAPORE



At the first Regional Sales and Service Conference Asia Pacific, which was held in Singapore on 1 - 2 July 2018, Goldhofer agents from all over Asia met with Goldhofer Sales and Service and members of the Goldhofer management. A fitting setting had been chosen for the event in the form of the Wings Over Asia Club in Aviation Hangar 66 at Singapore's Seletar Airport. In the context of its strategic realignment, the Goldhofer Group decided at Inter Airport Europe 2017 to hold annual conferences with its agents working within a sales region for a more intensive exchange of news and information and closer networking within the region. The conferences are also designed to communicate harmonized standards so as to strengthen Goldhofer Airport Technology as a global brand.

"These regular conferences enable us to bring together our agents in a region. They include workshops and product training courses where we can keep them up to date with a harmonized level of knowledge," says Lothar Holder, Head of Goldhofer Airport Technology. "In addition, we give them the opportunity in personal discussions with representatives of the management to develop individual solutions in response to the specific needs of their various locations. Another objective is to strengthen the sense of belonging in the increasingly global environment of Goldhofer Airport Technology and to communicate cross-company topics and strategies face to face."

Following words of welcome by Lothar Holder, the conference began with a program that included workshops in the fields of Sales, Service and Marketing alternating with practical hands-on sessions, at which attendees were able to build up their knowledge of Goldhofer vehicles under the guidance of an experienced service engineer.

A »SHERPA« cargo and baggage tractor was provided for that purpose. Participants were familiarized with the features and precise functions of the vehicle and given an opportunity for a test drive. The management was represented by Lothar Holder, Thomas Kramer and Christian Reichert. They took advantage of the conference to hold individual discussions with the representatives of the various sales offices about their specific problems and needs.

Holder's conclusion: "Our first agents' meeting marks the successful launch of a global corporate culture. We are now looking forward to presenting our latest product developments and services at the next agents' meeting to be held during the International Airport GSE Expo 2018 in Las Vegas."



## PORTRAIT

**Melanie Schneider,**  
Sales Network Development  
Goldhofer Airport Technology

In order to expand the Goldhofer sales network in the long term, to network more closely and to communicate sales and service topics on a consistent basis, Melanie Schneider was appointed to the newly created position of Sales Network Development Officer at the beginning of 2018.

Mrs. Schneider's duties include the establishment of uniform standards and processes and their optimization as well as centralized coordination among national partners and the development of company strategies for long-term customer loyalty and sales growth with our partners. She is responsible for communication within the dealer networks and their contact for central cooperation and contract issues. She is also the organizer of Goldhofer Airport Technology's Regional Sales and Service Conferences.

We wish Mrs. Schneider every success in her new role!

## FOLLOW US!

Goldhofer is active on various social media. Visit us on Facebook, Instagram and Twitter, see some exciting videos on YouTube, and find the latest company news on LinkedIn. Follow us!



### JOIN US AT THE FOLLOWING TRADE FAIRS

 <b>02.-04.10.2018</b>	 <b>26.-29.11.2018</b>
--	--

 <b>27.02.-01.03.2019</b>
---



Find our updated trade fair calendar here!

## Imprint

#### Publisher:

**GOLDHOFER AIRPORT TECHNOLOGY**  
Donaustraße 95, 87700 Memmingen/Germany  
Telefon: + 49 8331 15-0, Fax: +49 8331 15-239  
www.goldhofer.com  
info@goldhofer.com

#### Editorial team:

Madeleine Staible, Erich Traub

#### Production:

Löhr & Partner GmbH  
Schatzbogen 43b, 81829 München  
www.loehr-partner.de