

Questions	Answer 1	Answers 2	Answers 3	Answers 4
Operational / functionality aspects				
What is, in your opinion, the most effective way to remove and combat snow on the apron of EANV (what kind of equipment do you recommend)? Taking the conditions in consideration as noted in annex B.	With all the experience we have in airport machines we think a combination of a snow plough which clears most of the freshly fallen snow (powder) and the typical Dutch "natte sneeuw" or slush). For the harder to clean areas a brush will be most effective. The brush will break down the harder compacted patches of snow. After this two treatments of the snow covered apron a final pass with a blower will dry the surface. This helps to prevent the molten snow to ice up. A combination of these three techniques will give the best results needed for Eindhoven Airport. The most efficient way to clear the in annex B describe area of 50 meters by 62 meters is with a machine that combines all three techniques. Our machine is the best option to get the job done! It will clear the area of two flight stands in approximately 15 minutes. In this case we would need 0,22 min to clean the area of 92 m length in 1 pass. For the 62 m width of the area the machine would need 13 passes, which is approx. 0,88 min (without considering the turns). With the added time of 12 turns on this surface the total clearing time is 15 minutes! In the case there are aircrafts parked it takes a bit longer to clean, depending on how many and what size of aircrafts are parked. When using the machine we have the snow plough, the brush and the blower coming with the machine.	It is important to draw up a total plan for clearing the aircraft stands. It is important here where the snow can be pushed. In addition, it is important whether the snow may remain, or whether it must be blown away by a blower, or possibly removed. Our advice will be to use a tractor as a basic vehicle for all work. There are various options for clearing snow at the aircraft stands. Given the limited Dutch winters, our advice is to go mechanical clearing. You can go mechanical clearing with a normal snow plow, or with a variable plough, which can also collect and move snow. In addition, the choice can be made for a plow broom combination, and/or a plow spray installation. All of this solutions can you use with a Tractor. Mechanical snow clearing is the most effective and economical way to remove snow. First step is a snow plough that is removing the snow as good as possible from the surface. (a good plowclears approximately 80/90% of the snow)The second step is: A snow power sweeper that brushes the surface to remove the remaining snow. If the snow walls are getting to high and need to be removed, snow -blowers are needed to blowthe snow from the apron or the snow needs to be loaded into trucks for transport.B: Don't use a power sweeper, and go spraying, with a special sprayunit, in the back system from the tractor.We are also able to supply compact airport runway sweepers (compact truck, with plow, broom and blower). However, this is absolutely not wise for your application. The reason is as follows: Machines are very expensive in total too. Difficult to operate. People do not gain experience in the Netherlands. Very high maintenance costs. For example, annually removing perhaps 800 liters of diesel from the tank, in connection with, long stoppage.	Mechanical snow clearing is the most effective and economical way to remove snow. First step is a snow plough that is removing the snow as good as possible from the surface. The second step is a snow power sweeper that brushes the surface to remove the remaining snow. The better the clearing results from the snow plough, the better the results from the sweeper will be. Therefore, the snow plough needs to do 90% of the job and the snow power sweeper does the left over 10%.If the snow walls are getting to high and need to be removed, snow cutter blowers are needed to shoot the snow from the apron or the snow needs to be loaded it into containers for transport.	Our machine would be the best and most powerful machine to work on the apron of EANV. We recommend our machine because it is a very maneuverable and compact vehicle. Where this machine is too big we recommend an electric machine to do the rest of the job.
What kind of equipment and/or method is best suitable for this purpose. And why?	As mentioned at question 1.1 a combination of three snow clearing techniques is the best option. Our machine is the best option to get the job done! For an efficient and fast snow clearing on aprons, taxi- and runways, our machine is the most optimized solution. Its compact design allows for a very short turning circle and its robust design guarantees a clean snow clearing on all areas. First the specified snow plough clears the surface from the major amount of snow, secondly the broom brushes the remaining ice, snow or water to the side and thirdly the high performance blowing unit blows the last traces of snow and water away and even takes care that the surface is dried. The best method would be a machine that includes snow plough, brush and blower and if the airport requires a de-icing unit that can also be included to increase the efficiency. In case of using a de-icing unit there is a sprayer or spreader coming with the machine as well. In one pass the machine uses three technique at once. This results in maximum efficiency because Airport Eindhoven saves the costs of investing in extra trucks, maintenance and personnel. Eindhoven Airport gets a consistent snow clearing result because the driver would use the same machine all the time. At the end our machine is fast enough to clean the area in the required time as well as be maneuverable to go around aircrafts parked and can be used on the runway to support if needed.	We recommend equipment as attachments to a carrier vehicle(tractor). That is minimizing the cost of ownership and is optimizing the utilisation of the vehicle fleet. Since the attachments don't have any own power supplies (engines) the equipment keeps durable and reliable, with a minimum of maintenance. As a carrier vehicle we would recommend a tractor, because it is a standard vehicle that can handle different operations during the whole year and it keeps being used e.g. for mowing in the summer. Maintenance and operation are common and simple. (Many airports rent tractors locally for the winter period)Snow plough as an attachment in the front of the tractor with mounting plate or 3-point hitch. Towed behind snow power sweeper (trailer-type) that is specially designed for winter service and is driven by the back pto of the tractor. Another option when using only for 2 flight stands: a broom direct in the backside of tractor. Also an attachment snow cutter blower can be used. We think, you have to spray (de)icing also the apron.	We recommend equipment as attachments to a carrier vehicle. That is minimizing the cost of ownership and is optimizing the utilisation of the vehicle fleet. Since the attachments don't have any own power supplies (engines) the equipment keeps durable and reliable, with a minimum of maintenance. As a carrier vehicle we would recommend a tractor, because it is a standard vehicle that can handle different operations during the whole year and it keeps being used e.g. for mowing in the summer. Maintenance and operation are common and simple. Snow plough as an attachment in the front of the tractor with mounting plate or 3-point hitch. A towed behind snow power sweeper (trailer-type) that is specially designed for winter service and is driven by the back pto of the tractor. Also an attachment snow cutter blower can be used.	Snow plow with broom and blower to clean all the snow and water. 95% gets removed by the plow, then the broom and the blower will clean the rest. Like that the work gets done in 1 pass. With the very small turning radius (best in class) with all wheel steering the machine can get in small places to clean snow and ice.
What should be the minimum and maximum working width of the equipment?	The minimum working width should be 3,56 m for the brush and 4,75 m for the snow plough. This keeps the machine very flexible but gives it a working width to clean the area within 30min. There is a possibility to use a 4,90m width brush (Working width 4,16 m) and a snow plough of (5,43 m) => this results in a 13,5 % less time than the minimum working width. Besides the time to meet the winter maintenance requirements it is important to look at machines, that might be helpful for the airport in other applications. The larger the machine, the faster it is, but the less versatile and moveable. The shorter the machine the easier to move around the aircrafts parked. For more information about measurements see the the attachment named " Drawings and pictures"	Snow plough working width: approx. 5600 mm at 30°Snow power sweeper working width: approx. 4800 mm at 25° Variabel snow plow : Max 7300 mm. and minimum:500 mmThe snow plough needs a wider working width, that the snow power sweeper can follow and has enough space for cornering.	Snow plough working width: approx. 5600 mm at 30°Snow power sweeper working width: approx. 4800 mm at 25°The snow plough needs a wider working width, that the snow power sweeper can follow and has enough space for cornering.	To work well and efficiently on the apron, We recommend using a snow plow with a width of 5,4 m and a 4,2 m wide brush. With this set up, small radiuses can get cleaned. Around the airplanes the electric machine with a snow plow width of 1,3 m is very useful. The electric machine is only 2 m high.
Which (extra) options should you recommend for optimal use of the equipment?	- A Steerable rear axle to be as maneuverable as possible will benefit the end results, - Automatic brush speed control and wear dependent brush speed control for a consistent clearing result - A driver assistance system to reduce training time & increase operational efficiency - De-icing system. - When the truck is parked outside instead of a garage a cold package is recommended. This will pre-heat the oils and lubricants and charges the batteries. - Central lubrication is appreciated by many airports. This prevents moving parts will wear down and will increase reliability - Lights to illuminate the working area of the brush as well as contour markings to make sure that the machine is visible in the dark. - Preservation from corrosion (e. g. Elaskon) is recommended to increase the lifespan of the machine). - Ejection barriers on the show plough. This will help the driver clearing the snow and maneuvering around various obstacles. Furthermore, the use of renewable energy sources will help Eindhoven Airport to reduce the Co2-footprint. Our machines are prepared for the use of HVO (hydrated vegetable oil as an alternative fuel to be used) If a very compact machine is used it can go between the aircrafts and turn around on very small areas. Machines with steerable rear-axes will help by giving the machines a shorter turningcircle. Using the optional snow barriers on the plough will help the maneuverability and therefor snow clearing in tight spaces. If there is budget for an additional machine a small multipurpose vehicle with brush and sprayer might be a good solution. This machine can be used to clear pathways besides building and with its extreme agility will fit through narrow alleyways. The extra benefit of using this smaller multipurpose vehicles is that they can be helpful in all sorts of different tasks in the summer period.	On airports the snow ploughs are equipped PU-rails and castor wheels. An additional second clearing rail from PU is very common to achieve the best clearing result possible. (Also called Eco-clearing rail, because the better the mechanical clearing the less spraying is needed.)For the snow power sweeper we recommend the forced steering axle for smaller turning circles and more manoeuvrability, especially for the needs of EANV. Concerning the conditions, we would recommend PP polypropylene brushes. Corrosion and FOD are no issue with PP. The 3 point mounting sprayers have maximum2500 liters liquid, and can spray from 3 until max 15 meters in different steps.	On airports the snow ploughs are equipped PU-rails and castor wheels. An additional second clearing rail from PU is very common to achieve the best clearing result possible. (Also called Eco-clearing rail, because the better the mechanical clearing the less spraying is needed.)For the snow power sweeper we recommend the forced steering axle for smaller turning circles and more manoeuvrability, especially for the needs of EANV. Concerning the conditions, we would recommend PP polypropylene brushes. Corrosion and FOD are no issue with PP.	To push snow, side shields left and right at the snow plow are recommended. We always recommend wheels on the snow plow for easier operation and for longer life time of the plow edges.
How can we deal with the relatively limited space on the apron? The space between the aircrafts is very limited and the area behind the aircrafts is relatively small.		Forced steering axle with a small turning radius. Manoeuvrability around airplanes is given and it is ensured that the snow power sweeper is in line with the snow plough and the carrier vehicle. With some plows what we have you can collect the snow, and push it to another place.	Forced steering axle with a small turning radius. Manoeuvrability around airplanes is given and it is ensured that the snow power sweeper is in line with the snow plough and the carrier vehicle. Please see drawing attached.	The machine has a turning radius below 7 m (best in class). For smaller areas, we recommend an smaller machine that is 100% electric that could easy work between the airplanes and obstacles. This emission free, multi purpose vehicle has 4 wheel drive and could work with a snow plow, snow broom and a liquid deicing unit plus summer attachments are also available.
What is the maximum show depth the equipment is capable of removing in 1 pass?	The plough fitted on our machine can be used in snow heights up to 1,10 meters. This is proven in use cases on airports in China.	The question leaves a lot of space for interpretations. Depending on snow conditions and also snow clearing strategy this figure is influenced by a lot of factors and we cannot give any objective figures. The limit will be the snow plough, but equipment on airports around the world showed, that it can handle all kind of snow conditions. PU slush rails and PP brush material can be used on both surfaces.	The question leaves a lot of space for interpretations. Depending on snow conditions and also snow clearing strategy this figure is influenced by a lot of factors and we cannot give any objective figures. The limit will be the snow plough, but equipment on airports around the world showed, that it can handle all kind of snow conditions. PU slush rails and PP brush material can be used on both surfaces.	The machine can push up to 30 - 40 cm in fresh, wet and heavy snow in one pass. In dry snow conditions 40 to 50 cm is possible. In light snow conditions the Jetbroom can work with a speed up to 40 km/h. The electric machine can push up to 15 - 20 cm in fresh, wet snow.
How can we optimize the use on both concrete and asphalt?	The winter maintenance material is designed in a way that it can be used on concrete and asphalt without any changes on the machine. So snow clearing on both asphalt and concrete in one workflow is not an issue.			There is no extra adjustment needed on concrete or asphalt surface. To work in snow conditions there is always a little gap between snow plow and ground. If snow remains on the ground the broom will clean it and fine snow flakes get blown away from the air turbine. The machine can work with one tank of diesel easily for 10 - 12 h non stop. The battery driven machine can work with one charge of battery up to 8-10 hours in the winter time.
What should be the minimum actionradius of the equipment (or minimum amount of working hours on one fuel tank)?	The minimum working hours is at least 8 hours or one shift, depending on the length of the shifts at the airport.	The minimum action radius of the carrier/tractorvehicle should be about 8 hours, which is one working day. For a tractor e.g. this is a standard specification in the agriculture business and is in winter service the same requirement. Multi usable equipment and all-year usage is very important for an economical operation of the equipment. Adding a sprayer to the snow clearing vehicle can have certain advantages, but according to the conditions in Annex B in our opinion it shouldn't be combined, because of the following reasons: - increasing the investing volume -sprayer is tied to the snow clearing equipment, limited operation-unnecessary weight if either snow clearing or spraying is not needed-What could be considered is a trailer-type sweeper that the carrier vehicle can be used for all seasons and lower the costs. In a veryshort time, you can mount a 2500 ltr. sprayer, in the place of the broom. (They sprayer can you useall the wintertime.)	The minimum action radius of the carrier vehicle should be about 8 hours, which is one working day. For a tractor e.g. this is a standard specification in the agriculture business and is in winter service the same requirement. Multi usable equipment and all-year usage is very important for an economical operation of the equipment. Adding a sprayer or spreader to the snow clearing vehicle can have certain advantages, but according to the conditions in Annex B in our opinion it shouldn't be combined, because of the following reasons: -increasing the investing volume -sprayer is tied to the snow clearing equipment, limited operation-unnecessary weight if either snow clearing or spraying is not needed- usually a spraying vehicle is needed anyway for the runway/What could be considered is a trailer-type sweeper that the carrier vehicle can be used for all seasons and lower the costs.	The spreading of deicing liquid could be an advantage, preventive corrosion protection on the vehicle must be done after every treatment. This option (3000 liter liquid) is possible in 2023. It is a benefit when snowremoval and spraying of liquid can get done in one pass. This helps to save costs and no extra spraying vehicle is needed. The electric machine can already be equipped with a liquid deicing system. This option would have a 1200 liter tank with spray nozzles in the back plus a hand gun to spray on walk ways.
Should the equipment be multi usable e.g. by adding the option of spreading salt or spraying potassium? And why?	As stated earlier, our machine can be optionally fitted with a spreader or sprayer. This will help Eindhoven Airport to be more flexible in making the roads on and around the airport much safer. And by using the de-icing option it will spare the investment in an extra truck. You will get a multi deployable machine. This makes it possible to get an even better return on investment. There is no extra build-up time needed. The drivers are familiar with the controls and don't need extra training. Our control panels are easy to use because we combine PLC-controls and CAN-Bus data transfer with an easy to use user-interface. However, using salt on an airport is not that common due to the aggressive nature of salt on the materials used on aircrafts. Therefor alternative de-icing agents are used like spraying potassium. Our de-icing equipment is perfectly capable of handling these agents.			
Durability / safety / reliability / maintenance aspects				
What are expected delivery times for the new equipment?	We have unique possibilities for assembling chassis for trucks. We assemble the trucks at our own production facility with preservation of the factory warranty. This reduces delivery leadtimes drastically. At this moment a complete machine including the truck can be delivered in 9 months. The current geo-political situations cause shortages in different parts for manufacturers. Therefor truckdealers faces delivery times exceeding 18 months.	At the moment 12 / 18 months should be considered for the attachments. Approx. 18 months for a tractor, if needed (a lot of airports in Europe rent a tractor only for winter time)	At the moment 12 months should be considered for the attachments. Approx. 18 months for a tractor, if needed.	We can guarantee the delivery of the equipment in fall 2022. The airportcould already work in the coming winter with a new powerful machine.
Can the equipment be serviced by a local truck repair service station?	Yes	Yes, local work shop for trucks or tractors, can do the job. and we can give trainingfor this people.	Yes, local work shopsfor trucks or tractorscan service the equipment.	Yes, the basic chassis is a truck and could get service by the local dealer.
What parts do you recommend for ordering spareparts?	See the list attached "Recommended spareparts list"	Only common spare parts that are needed sooner or later. Slush rail for the snow plough and brushes for the sweeper. (all other partners have normallyall the parts on stock, so we can deliver in 24 hours)	Only common spare parts that are needed sooner or later. Slush rail for the snow plough and brushes for the sweeper.	We recommend to carry only emergency parts in stock. Emergency parts are parts which will help to have the machine running again as fast as possible. This would be a control unit, joystick or other electronic components.

How many parts of each do you recommend for ordering spareparts?	See the list attached "Recommended spareparts list"	Maximum two sets of wearstrips per unit. If needed it can be re-ordered.	Maximum one set per unit. If needed it can be re-ordered.	An estimate of one part for each type would be good to have in stock. We always carry a big stock of regular and wear parts, so the customer does not need a lot or only emergency parts in stock. From the chassis the local dealer carries the most important parts in stock.
What are the possibilities for sustainable energy sources? (Biodiesel, electric engines, etc)	HVO (and other liquid fuel like Shell GTL), biodiesel would be an alternative. For Airports safety has first priority and deployability is most important, followed by sustainability. Therefore proven technology is key. The technology for zero-emission trucks is still in development and not advised at the moment since the impact of snowclearing machines on the environment is relatively small, also because of the rare use. A two days intensive driver training to get familiar with daily checks, the way the machine concept is set up, as well as driving the machine and getting used driving the machine. In case the machine is equipped with the driver assistance system the training can be reduced a lot due to the system telling the driver what to do at which point. We also advise a short walk thru at the start of every winter season to check the knowledge of the drivers and to check that the machine still works properly.	Snow plough and snow power sweeper are attachments and don't have an own energy source. The power supply is not relevant and can be changed in the future. The snow power sweeper only needs a PTO to drive a cardan shaft. The sprayers have only a small hydraulic oil system. (replacing oil every 5 years) Drivers who are able to operate a tractor don't really need a training, since the controls are via the control panel of the tractor. Others need a minimum training of max. 2 hours. Of course we give that after the order.	Snow plough and snow power sweeper are attachments and don't have an own energy source. The power supply is not relevant and can be changed in the future. The snow power sweeper only needs a PTO to drive a cardan shaft. Drivers with a tractor licence or who are able to operate a tractor don't really need a training, since the controls are via the control panel of the tractor. Others need a minimum training of max. 2 hours for the tractor. Nevertheless our Dutch dealer can take care of the training for drivers.	For small vehicles we recommend electric drives, for big snow removal vehicles the diesel engine is still the best and most efficient solution.
What should you recommend with regard to training the driver? How long per driver?				The driver training needs two hours of training for the first time if the driver has driven a regular truck before. One joystick for the driver is installed to lift up the snow-plow, broom and blower housing and to change all the equipment from left to the right working side. There is also the possibility to have special training for the control display.
How do you optimize controls and operability for the driver and how do you cope with long time use (ergonomics)?	With over 60 years experience in developing, producing and maintaining airport machines we know what our customers need. We managed to optimize the controls so the driver can focus on the tarmac ahead and all necessary functions are within arms reach.	Carrier vehicles like a tractor are ergonomically designed and optimised for agriculture business, to be used for complete working days and working weeks.	Carrier vehicles like a tractor are ergonomically designed and optimised for agriculture business, to be used for complete working days and working weeks.	The machine has a very ergonomic, user friendly cab with well organized controls. To control the snow plow and snow broom is all done with one joystick. A big touch screen display shows all necessary parameters from the machine. As standard installation the driver has an air suspended driver seat.
How do you optimize maintenance for the equipment? (reduce of maintenance by design)	We use regular maintenance times. By implementing Auto speed adjustment of the brush / auto height adjust and minimal use of components by design we optimized the maintenance. Optionally we advise an additional corrosion treatment with Euselon.	Since the snow plough and the snow power sweeper are attachments. The concept is a robust and simple machine, without any power supply, to reduce the maintenance to a minimum.	Since the snow plough and the snow power sweeper are attachments. The concept is a robust and simple machine, without any power supply, to reduce the maintenance to a minimum.	Standard truck chassis with long life performance. Easy broom cassette exchange system. Automatic central lubrication for all grease points on the vehicle. By the electric machine, service is only needed every 2000 h or 2 years whichever comes first.
Should the equipment be registered for driving on the public road (for maintenance purpose)?	No, the machine is a dedicated airport machine and therefore it will not be necessary to go on the public road. However, if it's a wish to do so then it is possible. The machine will then be road legal when the brush and plough are demounted.	Snow plough and snow power sweeper in not meant to be driven on the public road. Carrier vehicles like a tractor are road legal.	Snow plough and snow power sweeper in not meant to be driven on the public road. Carrier vehicles like a tractor are road legal.	To save cost we recommend not to register these vehicles. To drive on the public roads, the snow plow and the broom would need to be removed. Maintenance can be easily done by mobile truck service on site.
What are the requirements for maintenance after use in snow removal operation?	Clean the machine and do the appropriate parking of the machine. Well described in manual and instructed in the training	Visual check of the equipment and after 50 hours grease.	Visual check of the equipment and after 50 hours grease.	If the machine was in contact with deicing products the chassis needs to be washed off to prevent corrosion. Wear parts need to be checked for wear and tear. No other other maintenance is needed.
what should be considered concerning FOD (Foreign Object Debris) risks?	The machine is designed in a way that FOD risk is very limited due to connecting all parts to the vehicle.	We recommend snow ploughs with rubber springs instead of steel springs. Furthermore we recommend PP brushes for the sweeper concerning FOD.	We recommend snow ploughs with rubber springs instead of steel springs. Furthermore we recommend PP brushes for the sweeper concerning FOD.	There are no risks with FOD. The plow will push FOD off to the side. In summer the jet broom could get used only with a broom and a magnetic bar instead of the snow plow to clean FOD from the airport. The broom would sweep FOD's away.
Financial Aspects				
Can you provide an estimation on the budget we need for the purchase of the equipment?	business confidential	business confidential	business confidential	business confidential
Can you provide an estimation on the budget we need per year for the maintenance of the equipment?	business confidential	business confidential	business confidential	business confidential
How can we minimize the total cost of ownership?	Giving your drivers a thorough training and yearly refresh courses will help minimizing miss-use and damage and operating costs.	We recommend attachments for the various seasons and a Standard carrier vehicle (tractor) for all-year usage.	We recommend attachments for the various seasons and a Standard carrier vehicle (tractor) for all-year usage.	Our machine is a low cost and low maintenance snow removal machine. The electric machine can be used for summer and winter services and because of the electric drive the running cost are extremely low compared to other machines.
What will be the expected lifespan and costs of the brush and other wear parts?	This all depends on the usage of the machine. By implementing our wear independent brush speed and pressure system we are able to have the best longevity in the market. For the cutting edge we use a flex-press system. This system will help the driver in having the same ground pressure at any time for a consistent clearing result. The additional benefit is that the drive can't put too much pressure on the plough which to always All depends of a proper maintenance, storage and the amount of working hours. As leading manufacturer of airport machines we can speak with the experience that the average financial depreciation is between 20-25 years. From a technical point of view there are customers that use the machine more than 30 year. Average depreciation of the jet sweepers on airports is between 15 and 25 years. Depending on storage, climate and environmental conditions, maintenance, proper use by well trained personnel.	The lifespan of the wear parts can vary very much due to the settings and the usage of the equipment. Our airport customers calculate with various financial lifespans from 15 to 20 years. On different airports in Europe we have machines from ca. 20 years old. Technically 25 years are not a big deal, especially for attachments without an separate engine.	The lifespan of the wear parts can vary very much due to the settings and the usage of the equipment. Our airport customers calculate with various financial lifespans from 10 to 20 years. Technically 25 years are not a big deal, especially for attachments without an separate engine.	The brush lasts for a minimum of 100 working hours. We estimate that in Eindhoven one set of brushes would work all winter, like that no extra maintenance needed in the snow season. Our machine has an expected lifespan of at least 20 years. The electric machine has a life expectation of 10'000 hours.
What will be the expected depreciation of the equipment (what is the expected financial lifespan)?				
Are there any other matters, ideas or points of attention you would like to share with us?				
	business confidential	We would like to make an appointment with you to view the total situation. In addition, we would like to know what kind of machines are available now, so that we can help you with a total plan. Your question is now only aimed at cleaning 3 aircraft stands within 30 minutes. That is quite easy to do, only we would like to look further, where should the snow go, should snow be removed, should it be sprayed? We think we should look at the total platform (700 x 142 Meters). If you look at other airports in Europe, you will see that tractors or wheel loaders (shovel loaders) are often used at the aircraft stands, in combination with a good snow plow, and often a snow plow that can also carry snow. In addition, sometimes a broom at the back, of in the front, and often spraying is done afterwards.	We would look forward to present and explain this solution together with our dealer in a meeting with Eindhoven Airport.	For fast and efficient snow removal we recommend our equipment. This high performance snow removal machine is very fast and efficient to remove snow on big surfaces and with the excellent maneuverability can operate also perfectly in small areas on the apron. The driver has the comfort to work with just one joystick to control and change the setting on the snow plow, broom or the air turbine all simultaneously. The concept of our equipment has been proven on the market for 40 years and it is very popular with many customers all over the world because of its robustness, simple operation and the best quality. The long maintenance intervals with low maintenance costs please the customers and guarantee a long life of the vehicle. In all narrow areas we recommend the 100% electric and emission-free machine. With this machine even small areas can be cleared without any problems. We could deliver both this fall (2022). For you to see the advantages that our machines offer, we would be happy to demo our machines for you at the Eindhoven airport anytime soon.