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SNOW SPECIALISTS

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# SNOW WORLD



 **DEMACLENKO®**

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Andreas Dorfmann (CEO)

## EDITORIAL

Our consistent drive to improve and grow has continued to push us forward decisively in 2018 and strengthen our position as the leader at the cutting edge of technology in the snowmaking industry.

Our growth and success are to be seen in our increasingly strong international presence. We provide complete turnkey solutions around the globe and famous ski resorts rely upon our knowhow.

Next year's move to our new headquarters right next to the production sites of LEITNER ropeways and PRINOTH in Vipiteno will be a further important milestone in our path. In addition to our offices in Italy, Austria, Switzerland, France, the U.S.A. and China, we have just opened a new branch in Poland. This new branch office will allow us to provide full service on the spot to the East European countries of Poland, the Czech Republic, Slovakia, Ukraine, Belarus and the Baltic states – Estonia, Latvia and Lithuania.

The new edition of our company magazine, "Snow World", that it is my honour to present to you today, shall offer insights into our projects and partnerships and tell the stories that make the DEMACLENKO brand the ambassador for the highest quality and reliability.

*Bearing this in mind, I wish you an enjoyable read and a successful winter season for 2018/19!*

Andreas Dorfmann – CEO DEMACLENKO

**Breaking ground for the new DEMACLENKO headquarters in Vipiteno:**

**from left to right:** Anton Seeber (Chairman of the Managing Board of the LEITNER group), Philipp Oberhuber (COO DEMACLENKO), Roland Demetz (CTO DEMACLENKO), Martin Leitner (President of DEMACLENKO), Andreas Dorfmann (CEO DEMACLENKO) and part of the DEMACLENKO team.

# KICK OFF FOR THE CONSTRUCTION OF **DEMACLENKO'S MAIN OFFICES**

In mid-October, the cornerstone was solemnly laid for DEMACLENKO's new production site with adjacent offices in the immediate vicinity of LEITNER's and PRINOTH's operations in Vipiteno. The act was far more than symbolic, because from spring 2019 onwards, alongside ropeways and snowgroomers, snowmaking systems will also be projected and produced in Vipiteno. To achieve this, 10 million euros are being invested in the site. With the investments that were planned as early as last year and have been planned for the coming years, the LEITNER group's overall financial commitment to the industrial zone in Campi di Sotto has reached 25 million euros.



Following the first stage of extension works on the site in Unterackern, with the creation of an access road to the industrial zone and a roundabout, the second stage of the extension project kicked off – the construction of the new DEMACLENKO production site with office space. Many politicians and group employees attended the solemn laying of the cornerstone of the company's new building.

Anton Seeber, the Chairman of the Managing Board at LEITNER, thanked the South Tirol and the municipality of Vipiteno for their constructive cooperation, while emphasizing the group's commitment to the site in South Tirol, as visible in both previous and planned

investments. He pointed to the group's most recent international investments in Austria and France and the planned investment in Slovakia. The LEITNER group has invested a total of roughly 25 million euros in the Vipiteno site. Alongside the construction of DEMACLENKO's new production site, extensive modernization and automation measures in the manufacturing processes have been carried out in LEITNER's and PRINOTH's plants in Vipiteno, and others have also been planned.

### The project in figures

With the relocation of the street, the LEITNER group has extended its premises in the industrial zone in Campi di Sotto from 970000 – 11200000 square feet. Beginning in the spring of 2019, this additional area will house the new DEMACLENKO production site with offices and a roofed outdoor area. The snowmaking specialists from South Tirol will no longer need its main office in Chiusa and will be able in part to dispense with its offices in Selva, concentrating its activities at the new head office right next to LEITNER's and PRINOTH's production offices. New, modern working areas for DEMACLENKO's employees are being built, and following that, the total number of employees in South Tirol will rise to 120 over the coming years.



Anton Seeber, Chairman of the Managing Board at LEITNER

# skadii

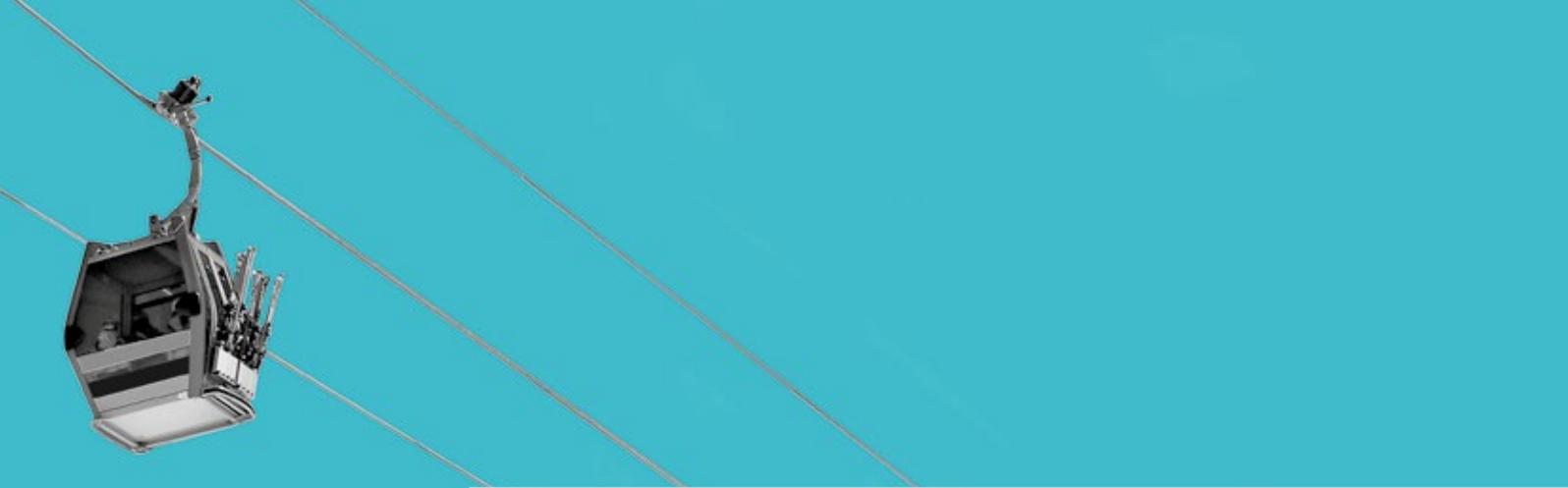
# MOUNTAIN MANAGEMENT TECHNOLOGY



## DIGITALIZING SKI RESORTS: DEMACLENKO'S SNOWVISUAL TO BECOME PART OF "SKADII"

Welcome to "skadii", the new digital ski resort management platform from HTI Digital. Designed as a digital cockpit, "skadii" makes it possible to integrate various software solutions in a central user interface. The result is a perfect all-round view of ropeways, snow systems, snow groomers or general ski resort management. DEMACLENKO's visualization software Snowvisual is also part of the platform.

Ski resort management increasingly involves digital technologies. A tool that can bundle data and analyses, making them available together, thus offers a clear competitive advantage. The latest project from HTI Digital, which is part of the group High Technology Industries (HTI), an umbrella for the united brands of DEMACLENKO, LEITNER ropeways, PRINOTH, LEITWIND and POMA, aims at just that: by linking up the various software solutions for



**WEATHER FORECAST**  
Precise spot weather forecast for snowmaking and general use.

**ALARM MESSAGES**  
Integrated alarm function to alert the operator.

DEMACLENKO's Snowvisual - control software for fully automatic snow making systems and also part of „skadii“ - offers detailed data analysis and the efficient management of resources

ropeways, snowmaking systems, snow groomers etc. in the new digital platform, "skadii", management now possesses a unique pool of information for managing entire ski resorts. DEMACLENKO's Snowvisual, the fully automated visualisation software for snow-making systems, is also part of the new tool.

The user decides whether and which applications should be added to his "cockpit". For instance, it is possible to integrate software from DEMACLENKO's affiliates LEITNER ropeways and PRINOTH in "skadii", just as it is possible to integrate solutions from other suppliers. "skadii"'s strength lies in a clear common user interface for switching between programs without a problem. The individual software programs remain independent and can be used separately.

"skadii" – Skadi was the Nordic goddess of winter – is our answer to the progressive digitalization of ski resort management and guarantees the possibility of individual applications with maximum data security and the greatest flexibility. Managers have an overview of everything independent of place and time, and can get an overall view of all working areas with a single click, not just by using their desktop computers and notebooks, but even using mobile devices such as smartphones or tablet computers. Right now, the first trial runs of "skadii" in ski resorts are being prepared for the coming winter season. In May 2019, the new management software will definitively take off.

For more information: [skadii.global](http://skadii.global)



**SNOW4EVER**

# SNOWMAKING ABOVE FREEZING TEMPERATURE: FIRST PROJECTS COMPLETED

**Despite last summer's heat wave, fresh snow was produced day in, day out at 10413 ft meters in altitude with daily highs of 65°F in the glacier ski resort of Stelvio Pass. This was all made possible by Snow4Ever, the snowmaking solution for snowmaking above freezing temperature. The machine was also used in New Zealand, where it was a real eye catcher.**

The ski resort at the Stelvio Pass, managed by the company SIFAS (Societa Impianti Funiviari Allo Stelvio), is one of the Alps' last summer ski areas. Prominent athletes and national ski teams from all over the world regularly train there over the summer months to prepare themselves for the coming season. In the summer of 2018, visitors were able to delight in fresh snow every day: Snow4Ever is the innovative snowmaking solution that produces snow at temperatures higher than freezing. From July to October, the machine was in operation around the clock and has even travelled halfway around the world, it has also been successfully introduced in Cardrona ski resort in New Zealand.

Operators and visitors alike were particularly enthusiastic about the quality of the snow, made not of ice but of genuine snowflakes.

Making snow crystals was possible through a scientific innovation within the system – independent of outside temperatures and with no chemical additives. Thanks to the central remote control, the fully automated technology can also be integrated into existing snowmaking systems. A simple app allows for the decentralized operation of the system from anywhere – for instance using a smartphone.

Since the system has proved its worth at Stelvio Pass and in New Zealand, interest in this forward-looking product has been growing. Further commissions have been carried out in Austria, France and Spain.



CARDRONA, NEW ZEALAND



STELVIO PASS, ITALY



**1000th**  
SNOWMAKER 2018  
DEMACLENKO'S PRODUCTION

**I.t.r.:** Diego Rossi (Head of project and site management DEMACLENKO), Andreas Dorfmann (CEO DEMACLENKO), Mario Vascellari (President Tofana Freccia nel Cielo), Martin Leitner (President DEMACLENKO), Andrea Vascellari (Technical director Tofana Freccia nel Cielo) and Claudio Dalla Corte (DEMACLENKO Area Manager North-East Italy)

# SNOWMAKING TECHNOLOGY FOR WORLD CHAMPIONS

## THE THOUSANDTH SNOW GUN OF 2018 TURNED OVER TO CORTINA

Mid-october, the thousandth snow gun in DEMACLENKO's 2018 production was solemnly turned over to Tofana Freccia nel Cielo in Cortina d'Ampezzo. The new Ventus 4.0, designed by the design firm Pininfarina, is part of a major project which is being implemented on site by DEMACLENKO, to guarantee white slopes between the famous peaks in the Dolomites in the future.

DEMACLENKO had already passed the thousand mark in its production year of 2018 during the summer. So it was high time to turn over the thousandth snow gun to its designated user and to celebrate the event in a befitting manner – both as an important milestone for the entire DEMACLENKO team and as a mark of the partnership and

appreciation of ski resorts which rely on DEMACLENKO's top notch products at the cutting edge of technology.

This year, the event took place in the ski resort of Tofana Freccia nel Cielo in world-renowned Cortina d'Ampezzo. In front of a large group of journalists, Andreas Dorfmann (CEO of DEMACLENKO) and Martin Leitner (President of DEMACLENKO) handed over the thousandth snow gun to Mario Vascellari, the president of the ski resort. The thousandth snow gun was a Ventus 4.0 fan gun, adorned with a striking brand image. The delivery of the snow gun is part of a major two-year project which is being implemented by Tofana Freccia nel Cielo and DEMACLENKO. At the same time, a



**Mario Vascellari, President Tofana Freccia nel Cielo:**

*"The major investments, totalling more than 20 million euros, concern the new snowmaking system, new lifts, the racetracks and the modernization of the structures of our facility, including the refuge. With DEMACLENKO's new snowmaking system, we have an absolute guarantee of snow, especially for the 2021 World Ski Championships, which will be held at Col Drusciè, among other places".*

**Martin Leitner, President DEMACLENKO:**

*"The entire LEITNER Group is very proud of its long-standing cooperation with Tofana Freccia nel Cielo, which has been in existence for 20 years and is now further strengthened by the constructions of new snowmaking system. By handing over this Ventus 4.0, we want to send a special signal to this important partnership, especially in view of the 2021 World Championships".*



new ropeway is being set up on the same site by DEMACLENKO's affiliate, LEITNER ropeways.

**Project figures:  
Snowmaking technology for world champions**

In 2021, Cortina will host the 46th Alpine Ski World Championships, and in this context, Tofana Freccia nel Cielo has decided to extend and reinforce its snowmaking system. The snowmaking specialist

DEMACLENKO was awarded the honor to implement this striking overall concept.

The project includes reinforcing the "Pista A del Col Drusciè", which is to host the slaloms and the team event during the 2021 World Championships, as well as the "Pista B del Col Drusciè", which is to serve as a training slope during the championships. Forty new Ventus 4.0, Titan 3.0 and Evo 3.0 snow guns and 91 concrete pits including infrastructure.

A substantial part of the work concerns the pump stations. Alongside the extension of the "Cristallo" pump station, the construction of three new pump stations – Piè Tofana, Booster and Ra Valles – is planned. After completing the construction, the new system will transport water from 3940 ft to 8205 ft. The turnkey solution will be complete with DEMACLENKO's Snowvisual 4.0 control system, which will ensure the smooth operation of the system and its components. Detailed data analysis and the efficient management of resources are the basis for optimizing the snowmaking processes.



# GITSCHBERG JOCHTAL CHOOSES DEMACLENKO QUALITY

**This winter season has novelties galore in store for visitors at the Gitschberg-Jochtal ski resort at the entrance to the Pustertal Valley in the South Tyrol in Italy. Not only was a new gondola being built; the entire snowmaking system was completely revamped and extended. The custom-made concept for this major commission was designed and implemented by DEMACLENKO.**

From the 8241-foot-high Gitschberg mountain, you can take in a 360-degree sweeping panorama view extending from the Dolomites over the Zillertal, Stubai and the Ötztal Alps. That in itself, together with the varied offers, suffices to make the ski and holiday area Gitschberg-Jochtal a popular place for vacations and leisure in winter and in summer. To guarantee the attractiveness of this



**Karl Leitner, President Gitschberg-Jochtal:**

*“DEMACLENKO presented us with an absolutely convincing, technologically mature offer. It fits in perfectly with the strategy for the future of our ski resort that we intended to implement systematically on the Gitschberg over the coming years.”*

holiday destination for the future, major investments have been made in developing the whole area in 2018. The snowmaking specialist DEMACLENKO’s know-how and quality was tapped into to offer absolutely guaranteed high-quality snow from the first to the last day of the season.

From the valley station to the Breiteben mountain station, the snowmaking system was completely renovated and extended. 87 new snow guns were set up at strategic points to ensure that the entire surface of all the slopes is covered in snow. 63 new EOS snow lances are to be used, which are particularly well adapted for downhill runs through the woodlands and the quality of the terrain. In addition, 24 Ventus 4.0 and Evo 3.0 fan guns shall reinforce the powerful snowmaking network.

The project also included the installation of 95 steel-reinforced concrete pits and laying roughly 6.2 mi of infrastructure. Two new pumping stations, one next to the new reservoir and the other next to the Breiteben mountain station, had been constructed from scratch with a total capacity of roughly 92.5 US gpm. The finishing touch for a fully automated snowmaking solution is DEMACLENKO’s Snowvisual 4.0, including resource management to reduce costs. The user-friendly visualisation software guarantees frictionless control and operation of the entire snowmaking system and offers valuable analyses of the snowmaking.

Another ropeway that was constructed on the site is the new ten seat-er gondola, “Ski Express”, built by DEMACLENKO’s affiliate LEITNER Ropeways, intended to replace the ski lifts Breiteben and Sergerwiese.



# MARIA ALM: SUCCESS THROUGH THE EFFICIENT USE OF ENERGY

**The ski resort Maria Alm in Salzburg, which is part of the Hochkönig skiing region, promises “vacation at the peak of feelings”. To continue to keep this promise and guarantee certain snow on the slopes for the winter guests in particular, DEMACLENKO has been commissioned with implementing a tailor-made snow solution worth millions of euros.**

Since the 1960s, both summer and mainly winter tourism have brought a tremendous boom to the previously rural life of the community around Maria Alm. Today, Maria Alm and neighbouring localities have an extensive network of ropeways for Alpine skiing and sports and are part of the popular Hochkönig skiing area.

In 2018, further major investments have been planned to modernize and extend the existing snow-making facility. A total of 128 new DEMACLENKO snow guns were installed strategically on the site as well as 61 new concrete pits. By strategically using the EOS, it was no longer necessary to build a new compressor station, as already planned. In addition to 89 new snow lances, 39 Titan 3.0 fan guns are now reinforcing the snow-making network at Maria Alm.

Alongside the extension of the already existing station Aberg Tal and Ursiau, (raising the conveying capacity from 16 to 32 US gps), the new main pump station “Natrun” was built directly next to the new reservoir with a maximum conveying capacity of 95 US gps. The system is being fit out with a cooling system with three triple cooling towers, which can provide 71 US gps of cool water at the ideal temperature for making snow. In addition, three high pressure valve shafts have been preassembled and prepared for transfer by DEMACLENKO. DEMACLENKO’s visualisation software Snowvisual 4.0 allows for the optimal operation and control of the new components and gives customers a user-friendly efficiency package which includes cost-saving resource management. The construction of a pedestrian pipeline bridge is also included in the package.

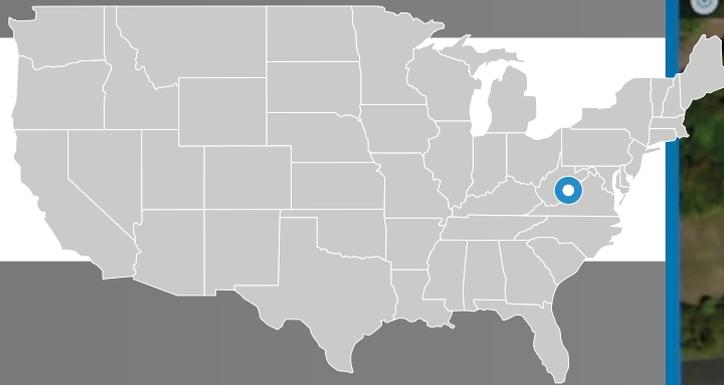




**Hartwig Mosshammer, President of Aberg-Hinterthal Bergbahnen PLC:**

*"Not just DEMACLENKO's impressive list of references, but also its mature technology, its innovative design and the best value for money convinced us. Their tailor-made snowmaking package includes snow lances, fan guns, pumping stations, software and even a pedestrian bridge. What's more, the efficient snow lances made it possible to save on an entire compressor station."*





# SNOWSHOE MOUNTAIN: A MAJOR PROJECT IN WEST VIRGINIA

**75 DEMACLENKO Titan fan guns have been ensuring white slopes of the highest class in the ski resort of Snowshoe Mountain in West Virginia in the U.S. The project is a confirmation of the excellent work the company has been doing in the United States.**

In 2018, the management at Snowshoe Mountain Resort, a member of Alterra Mountain Company, reinforced its snowmaking network with 75 DEMACLENKO fan guns. Their choice was Titan, the highest performing snow gun on the market, which also offers maximum performance even at marginal temperatures. Thus, snow windows when the weather is appropriate can be used optimally.

A total of roughly four million dollars was invested in the modernization and extension of the snowmaking system and snow cats. The new equipment made it possible to open the slopes as early as the beginning of December, and thanks to the system, guests can count on absolutely guaranteed snow. The revamped snowmaking system also made it possible to reduce energy costs and consumption substantially, saving more than five million kWh. That is enough to run five hundred American homes over a full year.

This is all thanks to DEMACLENKO's efficient fan guns, which guarantee maximum output with reduced consumption. The automation of the snowmaking system using the visualisation software Snowvisual 4.0 makes it possible to operate the machines better and make more sustainable use of available resources. The digital efficiency package was particularly impressive because it was so easy to operate, even by smartphones and tablet computer. As soon as the operating conditions for making snow exist, Snowvisual triggers the snowmaking system automatically at the drop of a hat. The system evaluates the data that have been collected, delivers detailed diagrams and statistics.





Beautiful pictures of the first days of snowmaking on the slopes of Snowshoe



# A LONGER AND GUARANTEED WINTER SEASON IN **SKI CENTER MAVROVO**

**When asked to implement a turnkey total solution in Ski Resort Mavrovo, DEMACLENKO received its first major contract in Macedonia. The new snowmaking system guarantees snow on the slopes and thus ensures the ski resort's future success. The project includes the delivery of high performance snow guns as well as the construction of a pump station with cooling system.**

Ski Resort Mavrovo is situated in the national park of the same name in western Macedonia, and is a popular leisure area for tourists and locals alike in summer and in winter. In past winter seasons, it has been increasingly difficult to guarantee snow on the slopes in lower altitudes. A solution has been found: as of this winter, a new snowmaking system produced by DEMACLENKO will be offering winter

guests an absolute guarantee in snow and quality right from the beginning of the season. Local hotels and businesses, for which tourism is an important pillar, also stand to benefit. The far-reaching investments will allow the ski resort to play a pioneering role, because it is the first snowmaking project of this scale in the region.

The custom-made total solution includes the construction of a new pump station and a cooling system for reaching the ideal water temperature for making snow. For perfect snow and white slopes all the way down to the valley, 19 pits, including infrastructure and 9 new Titan 3.0, Evo 3.0 and EOS snow guns are to be set up. The new snowmaking system is to be operated using the DEMACLENKO control software Snowvisual 4.0.



Construction completed in fall: EOS and Titan with a view on Lake Mavrovo



## SUCCESS IN SPAIN AND ANDORRA

**Absolute guaranteed snow on the slopes and satisfied visitors is the goal behind substantial investments in the ski resort of Manzaneda in the northwest of Spain. The resort worked together with DEMACLENKO to set up a complete new, high performing snowmaking system within a time frame of two years. And DEMACLENKO was also able to implement its first projects in Andorra last season.**

Expectations on ski resorts are rising everywhere, and no less in Spain, where guests want guaranteed snow on the slopes throughout the winter season. That is why the operators of the ski resort Manzaneda in Galicia in northwest Spain decided to build a new snowmaking system. The project, planned over a two-year period, involves the delivery of 29 fan guns and the building of a new pump station including a cooling system with a conveying capacity of 38 US gps and a total output of 1100 hp. The plan also includes laying more than 4.3 mi of infrastructure. DEMACLENKO's visualisation software Snowvisual 4.0, which includes resource management

and reports on the snowmaking processes, is the guarantee that the system will be run without friction. The goal of this major project is to start the season on time, and extend it to 120 days, thus guaranteeing the future of the ski resort.

DEMACLENKO was also able to leave its mark on Andorra. The tiny country is particularly popular because of its flourishing winter tourism. After all, there is nowhere on the Iberian Peninsula with better conditions for winter tourism than the Pyrenees. That is why there has been so much intense investment in extending and modernizing ski areas there. Two major centres – Grandvalira in the east and Vallnord in the northwest – offer their visitors the highest class of sport activities. And since last year, this has included snow from DEMACLENKO snowmaking systems: various types of machines have been tested both in Grandvalira (Soldeu and Grau Roig) and Vallnord, leading to further orders of new snow guns for the current year.





**MATTERHORN**  
ZERMATT BERGBAHNEN



# AT THE FOOT OF THE MATTERHORN

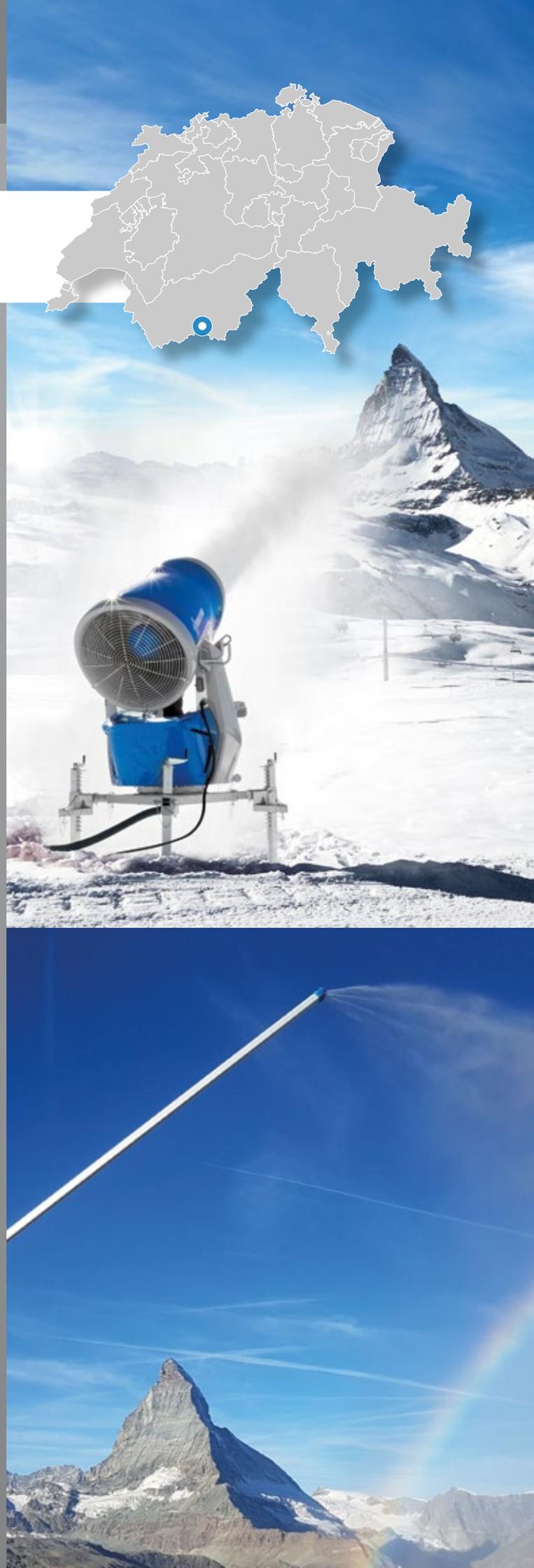
The Matterhorn is one of the world's most famous mountains. And since this season, DEMACLENKO's Ventus 4.0, pictured on the title page of this edition of Snow World, has a direct view of the remarkable rock formation. Together with Titan, Evo and Co, it provides Zermatt Bergbahnen with white slopes just under the highest peaks of the Alps. We asked Daniel Imboden, who oversees snowmaking in Zermatt, why he found DEMACLENKO's snowmaking system so convincing.

Skiing, snowboarding and hiking through the snow 365 days a year is possible in the unique winter sports region of Zermatt Bergbahnen on the border between Switzerland and Italy. You have a constant view of the Matterhorn, the mountain of all mountains. But even in Zermatt, technical snowmaking is being used during the winter season. Snow guns from DEMACLENKO provide perfect snow quality and slope conditions. Since last season, a Ventus 4.0 with its striking Pininfarina design is being used alongside the snow lances and fan guns, Titan and Evo.

Daniel Imboden, head of the snow system Rothorn/Gornergrat in Zermatt, appreciates the reliability and high quality of DEMACLENKO products. Most machines are being used on a mobile basis and can thus be positioned throughout the area irrespective of the place. "Our experience has shown us precisely where and when we have to position the snow guns to get the best out of them. For strategically important segments of the slope, we rely on Titan in particular."

Imboden is notably convinced of the ease and efficiency with which you can operate DEMACLENKO products. "Running and managing the snow guns is very simple and uncomplicated. To start the snow gun, all you have to do is push a button. What's more, the machines can be operated conveniently using a smartphone, a tablet computer or a PC." From as early as mid-October, the entire team is ready and preparing for the new season to guarantee guests an unforgettable winter experience at the foot of the Matterhorn.

[matterhornparadise.ch](http://matterhornparadise.ch)





Team DEMACLENKO China:  
Yue Li, Erika Brunello and Chao Yan

Fulong-Chongli China

# NEWS DEMACLENKO IN CHINA

Every year, DEMACLENKO has been extending its position in the Chinese market, which is now the company's third leading market. More and more famous ski resorts are relying on the know-how and quality of the products.

In the 2017/18 season, a project was implemented at the Beijing National Stadium, better known as the "birds' nest". DEMACLENKO snow guns were used to create a snowy winter landscape inside the stadium. DEMACLENKO's expertise was also called in in the region of Chongli, where most of the competitions during the 2022 Olympic Winter Games are to take place. The Wanlong Ski Area, one of China's biggest ski areas, and Fulong, which was built in 2016, also rely on DEMACLENKO quality.

## A NEW BRANCH IN POLAND TO BETTER SERVE EAST EUROPE

**Ever closer to the customers — recently, DEMACLENKO opened a new branch office in Bielsko-Biała in southern Poland. The company is thus consolidating its international position and creating a new basis for growth.**

Bielsko-Biała is in southern Poland near the Czech and Slovak border and is in the immediate vicinity of many of the most important winter sport resorts of the northern Carpathians. So as better to respond to demands on the local markets, DEMACLENKO has recently set up a new branch office there. By bundling expertise and proximity to the customer, we are better able to anticipate our customers' needs.

Bielsko-Biała is the ideal base for designing and implementing turnkey snow-making solutions in several countries: Poland, the Czech Republic, Slovakia, Ukraine, Belarus, and the Baltic countries of Lithuania, Latvia and Estonia.



Team DEMACLENKO East Europe

# DEMACLENKO WORLDWIDE

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