

# SNOW EXPERTS MAGAZINE



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**TECHNOALPIN®**  
snow experts



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Walter Rieder

Erich Gummerer

## DEAR READERS,

Last year TechnoAlpin set a new production record when, for the first time in the company's history, 7,000 snow guns, including 3,000 fan guns, were manufactured in a single year. In addition to efficient snow guns, snow management is also a key issue in keeping snowmaking costs to a minimum in ski resorts. TechnoAlpin enables accurate and simple control of snowmaking with the ATASSplus and Liberty control systems.

TechnoAlpin is constantly demonstrating its leadership in innovation in the snowmaking market where the continuous development of our control software packages guarantees reliability, both in automatic

snowmaking and in the planning and management of ski resorts. The slope management function on mobile devices has been completely redesigned in the new ATASSplus update and enables unlimited control of snow guns. In the snow lance department, we are also continuously refining our products, and the lances in the V3 series now come with a hard-wearing ruby insert as standard, offering numerous advantages for our customers. Find out more about these new technologies in this issue.

The 2018 Winter Olympics in PyeongChang were a resounding success for TechnoAlpin this year. 80% of the races were held on TechnoAlpin snow. The work does not stop with the Olympic Games, however, and the company is also responsible for generating the snow for other world events which are also featured in this issue, such as the Universiade in Sopka Krasnoyarsk (Russia), the Valle di Casies Run (Italy) and the Nordic World Ski Championships in Seefeld (Austria). We have completed many interesting projects on the world market in the past year, some of which we will cover in more detail in the following pages. These include the extension projects in Jahorina (Bosnia and Herzegovina), Les Arcs and Châtel (France), Hunter Mountain (Japan) and Orsa Grönklitt (Sweden).

We are pleased to present this issue of the snow experts magazine with a new layout! The new design makes it even more enjoyable to read about interesting TechnoAlpin projects and exciting articles.

**Happy reading!**

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ITALY

# ROCCARASO

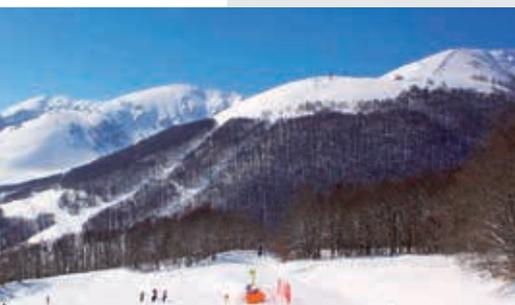


The resort of Roccaraso includes the Aremogna, Pizzalto and Monte Pratello complexes. The family ski resort also offers many activities in the area around the slopes and has an impressive range of modern and efficient technology. The cooperation with TechnoAlpin brings optimum snow quality and increased snow security to the ski resort.

In the last two and a half years, € 28 million has been invested in the snowmaking system and ski lifts. In 2017 TechnoAlpin carried out a substantial expansion of Roccaraso's snowmaking systems. Four reservoirs with a total volume of 205,000 m<sup>3</sup> supply the seven

machine rooms in the three areas. The system boasts a pumping capacity of 639 l/sec for the production of high-quality snow. In total, Roccaraso has almost 800 pits equipped with a considerable number of the latest generation of TechnoAlpin snow guns. More than 600 snow lances and 20 fan guns ensure optimum snow quality on the slopes. The plant is controlled by the Liberty control system. The installation includes 165 meteo stations which provide the software with weather information and so enable flexible and automatic adaptation to changing weather conditions. 

[www.roccaraso.net](http://www.roccaraso.net)





# GSIESERTAL-RUN GUARANTEEING 42 KILOMETERS OF SNOW

One of the largest cross-country skiing events in northern Italy was held for the 35th time in 2018 when the Gsieser Tal Lauf welcomed over 2,200 athletes from a total of 37 countries. The event has never once had to be canceled since it was first staged in 1984. This is primarily due to the perfect snow conditions produced by TechnoAlpin snow guns.

TechnoAlpin is proud to have been guaranteeing snow coverage and optimum conditions for the Gsieser Tal Lauf ski marathon for many years. 4 of the most powerful TF10 fan guns have been providing snow on the 42 kilometers of cross-country ski trails until now. Two further TF10s were purchased in 2017 and are increasing snow production for the major event. The snow is usually produced in November, stored in depots and then prepared for the slopes in December and January. 3 mobile pumping stations ensure an optimum water supply. Each of these mobile stations is heated and has an automatic discharge and a back flushing filter. The latest unit was delivered in 2017 and also contains two fully automatic Hydromat W3 pressure regulated valves and a control unit for fully automatic operation. The mobile pumping stations each supply 2 fan guns and are very environmen-

tally-friendly due to the closed oil circuit. Since the system was extended in 2017, it is now possible to produce snow in even less time and to make optimum use of the weather conditions. ✓



## GSIESERTAL THE PROJECT AT A GLANCE

- › 2x TF10
- › 1x mobile pumping station with back flushing filter, 2x Hydromat W3 and automatic control system

[www.valcasies.com](http://www.valcasies.com)

# SNOW EXPERT MARCO ZANLUCCHI



Every year TechnoAlpin invests around €6 million in research into new snowmaking technology and the further development of existing products. Marco Zanlucchi from Trento has been heading up the Standard Engineering team for fan guns in Bolzano since the fall of 2017. As an avid winter sportsman, he is happy to work for a company which has a passion for snow.

The Standard Engineering team is part of the R&D department at TechnoAlpin and supports the research team in the optimization of products. As team leader, Marco is responsible for evaluating inquiries and assigning jobs according to the time and human resources available. The work primarily involves attempting to modify components in machines or improve the ones in prototypes. The main focal points are potential production problems, product optimization and cost reduction. There is sometimes also

a need to liaise with the purchasing department to search for quality alternatives. The Standard Engineering also assesses the feasibility of modifications requested by the customer. Alternatives to standard components are tested with reference to the specifications in any given case with a view to verifying their suitability. This is often a challenge. "It is important for me to please our customers but, at the same time, to make sure that our production and purchasing departments are not being slowed down by our work," said Marco, who has also tested machines in the field and has thereby gained another angle on the further development of components. An understanding of the operating principles of the snow guns provides an optimum starting point for alternative approaches and new solutions. ✈



# VALLE NEVADO



With a surface area of 900 hectares, Valle Nevado is one of the largest ski resorts in the southern hemisphere. The ski resort sits at an altitude of up to 3,000 meters and has many winter sports facilities. The fully automated snowmaking system built there by TechnoAlpin in 2016 is the first one in Chile. Another expansion phase is scheduled to begin in 2018.

Some of the water from a reservoir in Valle Nevado is used both for the snowmaking operations and for the drinking water supply. TechnoAlpin is constructing a water line between this reservoir and the drinking water treatment plant. This 600-meter section of pipe is located at the end of the pipeline and will be added using ALPINAL ductile cast iron pipes. This water line is to be further expanded in future when it will connect

two reservoirs with each other. It will eventually have a total length of about 2 kilometers. The new water line will join the existing water supply system for the ski resort. TechnoAlpin is installing several hydrants along this section, allowing it to be used not only for the drinking water supply but also for the snowmaking system. This connection will enable the main ski slope from the valley station to the top station to be supplied with water for snow production through the same line in future. Another slope in the ski resort will also have electrical lines and water supply lines at 800 m installed by TechnoAlpin. This slope, which has been inaccessible for snow production until now, will soon have 6 new hydrants which will allow the connection of snow guns. ✓

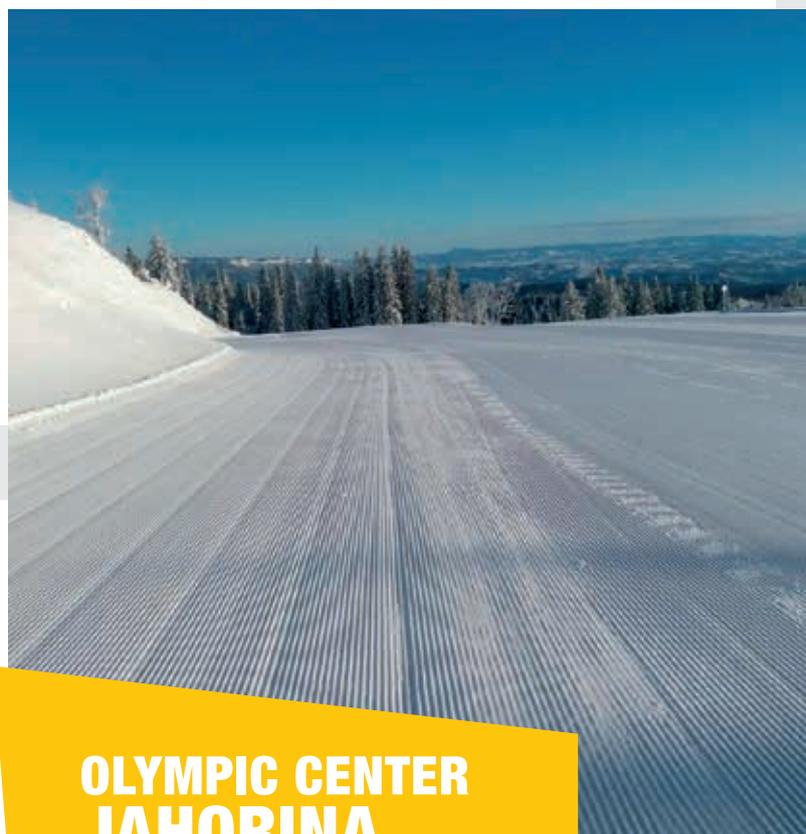
[www.vallenevado.com](http://www.vallenevado.com)



# OLYMPIC CENTER JAHORINA

# AN EXPANSION PROJECT WITH ADDED POWER AND PERFORMANCE

The Jahorina Olympic Center is located in Bosnia and Herzegovina in the Dinaric mountain range south of Sarajevo. In 1984 it hosted the women's downhill events at the Winter Olympics and today has 25 kilometers of slopes and 11 ski lifts. TechnoAlpin won the public tender for the project and will be providing the slopes with snow using the most modern snow guns from the 2018/2019 winter season onwards.



The ski resort has extensive plans for the development of its snowmaking system in time for the winter season which include a reservoir with a bubbling system and capacity to hold 75,000 m<sup>3</sup> of water. In the course of the expansion, 25 new fan guns and 40 snow lances of different types will be installed: The ultra-modern TR8 model will sit alongside T40 fan guns and powerful TF10 machines. These snowmaking systems will produce snow on the 6.5 kilometers of ski slopes served by the Ogorjelica I and Poljice six-seater chairlifts. 2 powerful compressors and 2 high-pressure pumps with a total output of 100 l/s will be used in the new machine room. A mobile pumping station will provide additional support for the water supply system. The ATASSplus software will be installed to control the snowmaking systems. TechnoAlpin will also be responsible for the slope preparation and signaling as part of the project. ✓

## OLYMPIC CENTER JAHORINA

### THE PROJECT AT A GLANCE

- › 1x TR8 mobile
- › 5x TF10 mobile
- › 19x T40 on 1.6 m tower
- › 7x V3 with central air supply
- › 33x V3ee
- › 6.5 km of lines
- › 68x pits

[www.oc-jahorina.com](http://www.oc-jahorina.com)

# INDOOR SNOW SNOW SAUNA FOR HOTEL GUESTS



**Martin Raifer**, Division Manager Indoor Snow

A gentle way of cooling down after a sauna session in the snow – with maximum feel-good factor. This is only available in selected hotels: powder snow after a visit to the sauna, 365 days a year. Guests on health retreats can cool off in a calm winter atmosphere in the Snowroom, without experiencing any cold shock at all. Martin Raifer, Indoor Snow Division Manager, explains what the Snowroom is and what benefits it offers.



### **What's the Snowroom all about?**

It is an innovative facility for the spa and wellness sector. People traditionally cool themselves off after a sauna with a plunge pool or a cold shower, or they do not do either because they don't want to experience a cold shock. With the Snowroom, we offer a new and very pleasant way of alternating between hot and cold, something that Father Kneipp felt was good for the human body back in his day. The room is kept at a constant temperature of 5 - 10 degrees below zero and the snow can also be applied to the body and rubbed in.

### **What are the advantages of the Snowroom for the hotel?**

The Snowroom is a great attraction in the spa area. It looks amazing and is a real experience for guests, especially those who rarely come into contact with snow. Our customers report that they take more bookings due to the Snowroom and that satisfaction levels among users are very high. We offer different designs of Snowrooms, such as a snow cave or a snow-covered forest, and even customized designs tailored to specific requirements.

### **Is the installation of a Snowroom a complicated process?**

No. We deliver the complete package. We start with the joint planning of the Snowroom, depending on the available space in the spa area or outdoor complex. This ranges between 5 m<sup>2</sup> and 20 m<sup>2</sup> as standard. We supply the entire room and technical systems as a turnkey installation. One advantage of the Snowroom is that the technical equipment does not have to be installed directly next to the Snowroom. It can be accommodated up to 50 meters away in another room, on another floor or outdoors, depending on the space available.

### **How is the snow produced?**

The room is fitted with a snow nozzle. A central control unit ensures continuous cooling and controls the snowmaking process. The snow is usually produced at night so that fresh snow is always available the next day. The snow is very soft and dry which makes it very pleasant for the skin. ✂

# RUBY INSERTS

# SNOW PRODUC

# WITH GEMSTONE

The improvement of existing products and the development of new solutions are essential focal points at the core of TechnoAlpin. Only in this way can snowmaking systems be continuously optimized. The latest innovation from TechnoAlpin is hidden inside the V3 and V3ee snow lances where a machine-generated ruby insert in the nucleators ensures that they are supplied with the correct amount of water for the air and water mixture and therefore guarantees best snow quality over many years.



# TION QUALITY

The nucleators are used to produce a mixture of water and compressed air in snow guns which produces so-called ice nucleus by way of expansion cooling into the atmosphere and is therefore an essential component of the snowmaking process. Each nucleator has a hole which allows the correct amount of water into the compressed air. This opening has now been reinforced with a ruby insert on the lances in the V3 series. The

ruby guarantees maximum wear resistance even in aggressive water, e.g. with glacier shale and high operating pressures.

This revolutionary nucleator guarantees the optimum air and water mixture and enables the lances in the V3 range to produce snow of consistently top quality over many years as the hard-wearing ruby inserts significantly reduce the need to replace the nucleators.

The snow lances in the V3 series boast impressive energy efficiency and feature a round head with an optimized ratio of interior to exterior surface. There is a special rib system inside the head, allowing the energy of the water to be used and the heat generated by friction to be transferred from the inner surface of the head to the outer surface. The sunken nozzles in the head also play a part in keeping the head free of ice, even in extreme weather conditions. The outstanding feature of the V3ee lance over and above this is its extremely low air consumption at maximum output.

The new nucleators with ruby insert will be installed already in all V3 and V3ee lances as standard in 2018. It is also possible to order the new nucleators from the spare parts store and insert them into the lance models in the V range. 🛠️



# SNOWFACTORY IN CHÂTEL

The Châtel ski resort, located in Haute Savoie, near the border with Switzerland, is the first French ski resort to be equipped with the all-weather snow production technology proposed by TechnoAlpin. In fact, in September 2017, the teams of Châtel and TechnoAlpin installed a Snowfactory SF100 on resort's slopes. The inauguration of this new equipment took place on October 16th in the presence of many professionals of the ski industry, including operators from neighboring ski areas in Switzerland, very curious to discover this new machine.

Already a user of TechnoAlpin's conventional snow-making solutions, with a significant installed base of lances and fan guns, covering nearly 60% of its slopes, the ski resort of Châtel wanted to reinforce its snow production capacity with the Snowfactory technology, a solution that has proven very successful and popular since its launch in 2014. Of course, the objective of the ski resort operator is not to substitute its conventional snow guns by the Snowfactory, but to complement his existing production fleet, while offering new possibilities: Make sure to be able to

produce from the beginning of the season even when the temperatures are not favorable for conventional snow guns. Doing so, it's possible to prepare a stock of snow that can be used on certain key areas of the ski area, and this strengthens the snow guarantee for the resort's guests. But, the operator of Châtel also imagines that the machine can be moved to directly ensure the production of snow on other sectors of the tracks or for other applications in the ski resort, for the greatest pleasure of snow and winter lovers. ✂



# LES ARCS REINFORCES ITS SNOW GUARANTEE!



## LES ARCS

### THE PROJECT AT A GLANCE

- › 6x TF10 on lift 3,5 m
- › 1x TF10 on tower 1,6 m
- › 3x TF10 mobile
- › 25x TL6
- › 10x V3
- › 35x Rubis Evo
- › 6,5 km pipes for snowmaking
- › 2,6 km pipes for water supply
- › 2 new pumps

[www.lesarcs.com](http://www.lesarcs.com)

ADS, the operator of Les Arcs - Peisey-Vallandry - Villaroger ski resort has entrusted TechnoAlpin with a major snowmaking project in 2017, with the goal of reinforcing the snow production on its slopes. The operator wanted to offer optimal conditions for its customers throughout the winter season.

Part of the work is part of the redevelopment of the Vallée de l'Arc area, with the replacement of the Pré-Saint-Esprit chairlift. The objective aims to bring more comfort to the skiers and to make the transfers between Arc 1950 and Arc 2000 smoother. In this area, a new snowmaking system was created

with the installation of 36 Rubis Evo 10 m and the construction of a new machine room. In Villaroger and Peisey-Vallandry, the snowmaking systems have been expanded, with the installation of both fans and lances, in order to make the most of the cold hours available. In total, 10 TF10, 25 TL6 and 10 V3 have been set up. To support the increase in production capacity, ADS has chosen also to strengthen the water resources of the Adret des Tuffes pump station, which is supplied by a reservoir with a capacity of 406,000 m<sup>3</sup>. Two pumps have been added, increasing the existing flow by 111 l/s. ✓

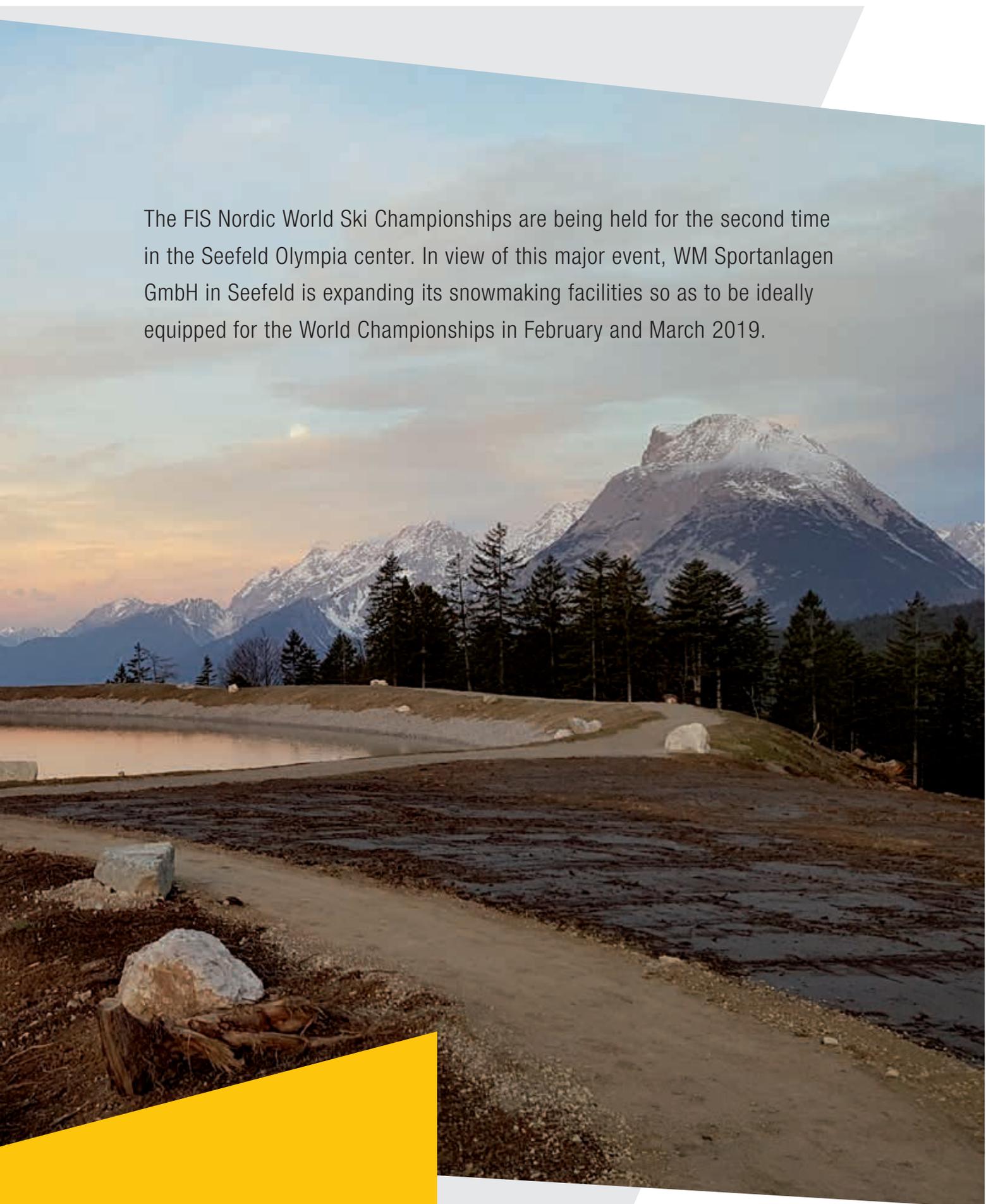
AUSTRIA



# SEEFELD READY FOR THE WORLD CHAMPIONSHIP



The FIS Nordic World Ski Championships are being held for the second time in the Seefeld Olympia center. In view of this major event, WM Sportanlagen GmbH in Seefeld is expanding its snowmaking facilities so as to be ideally equipped for the World Championships in February and March 2019.





WM Sportanlagen GmbH in Seefeld continues to rely on the market leader TechnoAlpin and is looking to upgrade to the latest technology and to install efficient machines. The ski resort has purchased 16 new fan guns in total. The water supply has also been expand-

ed. For this purpose, a new reservoir has been built near the top of the Gschwandtkopf lift with a capacity of 110,000 m<sup>3</sup>. A new cooling system enables a cooling rate of 180 l/s and guarantees optimum water temperature even at limit temperatures. The rest of



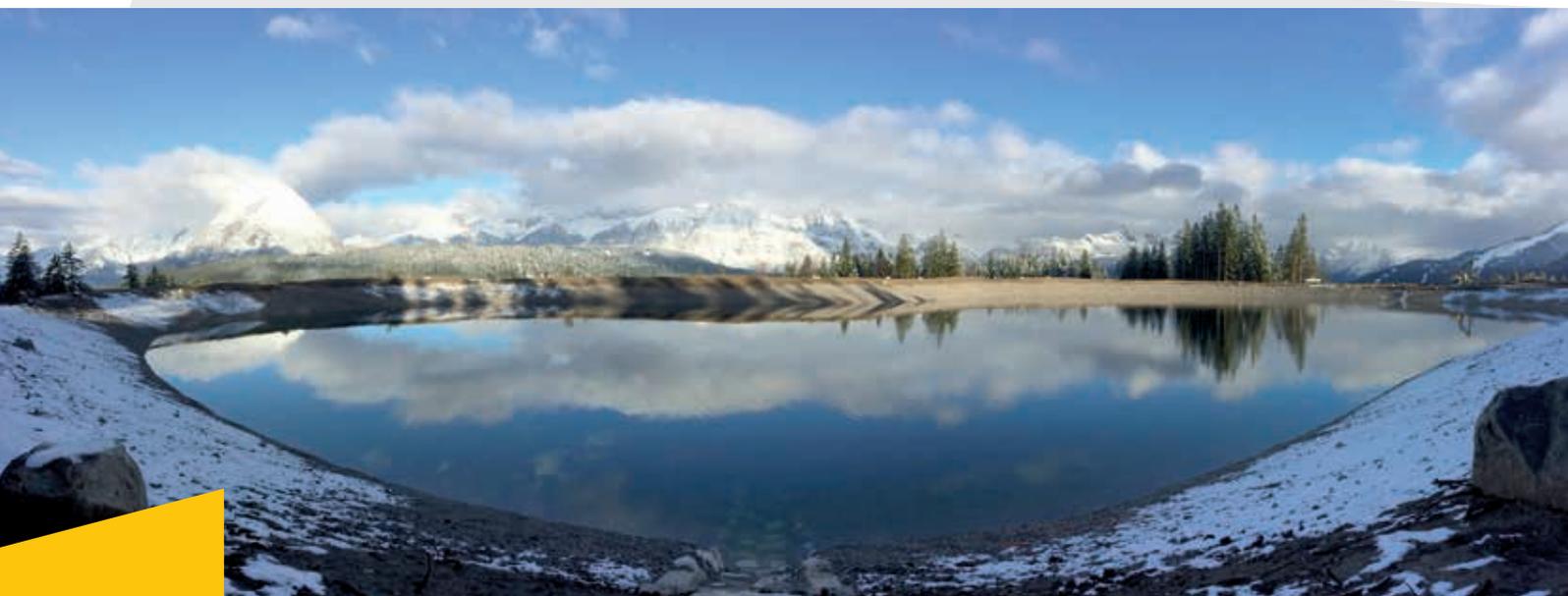


the water supply comes from the reservoir by inherent pressure and feeds the entire the Seefeld world championship ski resort and parts of the Gschwandtkopf resort where 5 new TF10 fan guns have been installed among others. The existing pumping station has also been expanded and now has 2 new replenishing pumps to help fill the reservoir. The hydraulic and electrotechnical equipment in the pumping station has been upgraded by TechnoAlpin and ensures the best possible availability of resources at all times.

WM Sportanlagen GmbH relies on fully automatic control of the snowmaking system with the ATASSplus software for efficient exploitation of the windows of opportunity for snow generation which are often very short.

Thanks to the combination of new snow guns, improved water output and the use of intelligent control software, the slopes in the Seefeld/Leutasch area can be provided with snow efficiently, even in difficult conditions. ✓

[www.seefeld.com/seefeld2019](http://www.seefeld.com/seefeld2019)





# DISENTIS

## ON THE WAY TO THE OPTIMUM SNOW- MAKING SYSTEM

Until recently Disentis 3000 was one of the few Swiss ski resorts without a permanently installed snowmaking system. So far, the slopes have been supplied with snow by a mobile pump and a spring. There are plans for wholesale change in the future.

The ski resort of Disentis 3000 is located in Grisons in the mountains of Disentis and boasts 60 kilometers of slopes reaching an altitude of almost 3,000 meters above sea level. There are also plans to link the ski resort in future to the SkiArena Andermatt-Sedrun. In addition to the snowmaking system, a new railway is already being built to this end. After testing snow guns made by different manufacturers, the ski resort decided to work with TechnoAlpin for the expansion of the system.

Several meetings have been held over the last few years to discuss the various expansion options and stages in the overall plan which will use existing resources and cover the extension requirements. Close and constructive cooperation between the client, the sales department and the design engineers of TechnoAlpin resulted in a master plan which allows for various stages of expansion, including the construction of a new reservoir and various pumping stations. Consideration was also given to the possibility of extending the ski resort. It was important for the client to have a concept and plan with a long-term view, therefore all future expansions were taken into account by TechnoAlpin in the base planning so that they can easily follow on from project phases already



completed. All this is necessary in order to dimension the snowmaking system correctly and to be prepared for the future.

The first major stage of the project will be completed in 2018 when 9 powerful TF10 fan guns and 19 V3 and V3ee snow lances will be installed in total. All the line material for present and future requirements will be transported cost-effectively in April on the gondola lift and by snowmobile on the slopes along the planned trenches. 3 new pumping stations were planned for the water supply which will use the overflow from reservoirs until a separate reservoir is built in the near future. ✈

## DISENTIS

### THE PROJECT AT A GLANCE

- › 5x TF10 on 1.6 m tower
- › 2x TF10 on 3.5 m lift
- › 2x TF10 mobile
- › 19x V3 and V3ee lances
- › 50x concrete pit

[www.disentis-sedrun.graubuenden.ch](http://www.disentis-sedrun.graubuenden.ch)





# UNIVERSIADE IN SOPKA KRASNOJARSK

The Winter Universiade will be held in Krasnoyarsk in 2019. This sports event sees student athletes from all over the world competing against each other in various winter sports. TechnoAlpin has upgraded the snowmaking system for the Universiade site in Krasnoyarsk.

The entire complex and the slopes have been extended for the event. The downhill skiing, freestyle and biathlon competitions are held on seven slopes. The total length of the slopes is 3.3 km. TechnoAlpin supplied all the cast iron piping for the extension. 3 valve pits and 1 pumping station were also built. The new pumping station is fitted with 2 powerful pumps, each with a water throughput of 55 l/s. In addition, 18 new mobile and fully automatic T40 fan guns were installed. Now nothing else can stand in the way of a successful Universiade 2019 on the best TechnoAlpin snow. 

## SOPKA KRASNOJARSK THE PROJECT AT A GLANCE

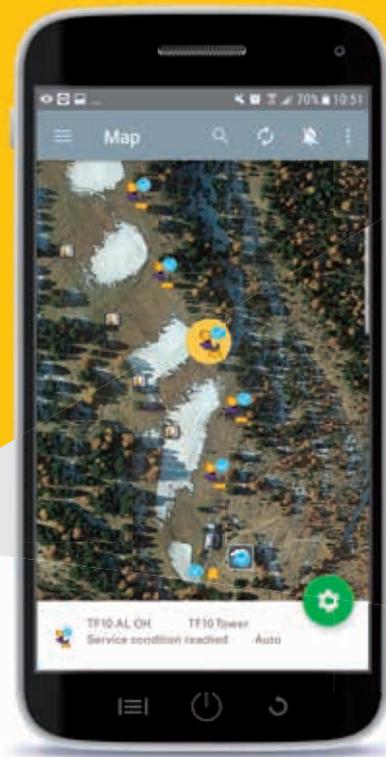
- › 18 x T40 mobile
- › 3.3 km of cast-iron piping
- › 2 pumps, each with an output of 55 l/s, 215 kW and 37 bar
- › 3 x valve pit

[www.krsk2019.ru/en](http://www.krsk2019.ru/en)



# UNLIMITED CONTROL OF SNOWMAKING SYSTEMS

Each year, ski resorts go all out to exploit the snow window in fall. ATASSplus is the best control software for efficient snow production. Besides offering additional functions, the 2018 update has brought impressive ease of use through a complete redesign of the mobile app.



## Improved Map Display and Custom Maps

The extended zoom function and unrestricted view rotation facility allow optimum navigation. It is now also possible to use the ATASSplus map view instead of the Google Maps view. This not only helps recognize the individual slopes, it has an offline view which is a real help in areas with bad mobile coverage. Meteo stations and pumping stations now have an improved and detailed view.

## Full Snow Gun Details Screen

The details of individual machines can therefore be looked up quickly and intuitively without having to close the map view. The snow gun window displays the most important data, while all the other values can be seen in the expanded view, as and when necessary, with just one click.

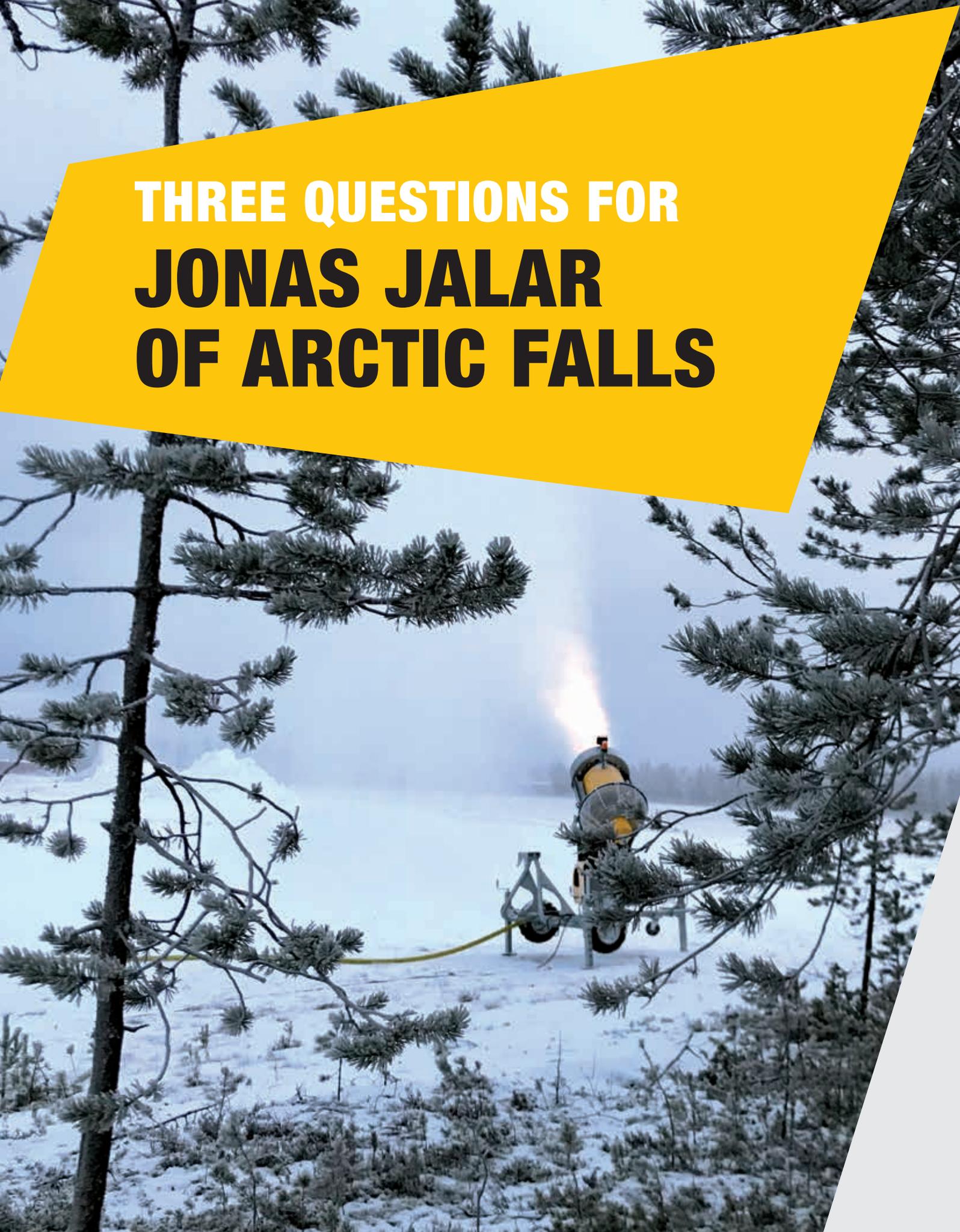
## Notification Center

The new Notification Center keeps a record of all the faults, alerts and messages. In addition to machine malfunctions and warnings, the display now also features errors detected by the system. A customization function allows an individual notification setting for each mobile device.

## Mobile SlopeManager

The SlopeManager provides a general display of information for the whole system and a breakdown for individual slopes. The quick view allows you to display the current flow and the current average temperature, an expanded view provides further information. 

# THREE QUESTIONS FOR JONAS JALAR OF ARCTIC FALLS





**Jonas Jalar**, CEO of Arctic Falls



The Arctic Falls proving grounds are situated high in the north of Sweden, near the Arctic Circle. The conditions on the site are perfect for testing vehicles, components and tires. The facility counts tire manufacturers such as Pirelli and Bridgestone among its customers. As the first permanent winter test site to open in Sweden, Arctic Falls has 30 years of experience to draw on.

Arctic Falls has 6 permanent proving grounds, 5 of which are outdoors and one indoors. It can therefore offer extensive winter tests to high technological standards and can guarantee high levels of safety and environmental friendliness. The facility relies on several TechnoAlpin snow guns for the tests as well as a fully automatic mobile pumping station – the first in the whole of northern Sweden. Jonas Jalar, CEO of Arctic Falls, talks in this interview about the partnership with TechnoAlpin and the optimum snow quality for testing.

### **Why is TechnoAlpin the right business partner for Arctic Falls?**

In front of one of our investments, we were given the opportunity to borrow a cannon to evaluate against other brands. We found that TechnoAlpin cannons were best performing. While working on the project with TechnoAlpin, we were also best pleased that the sales team is very service-minded!





### **What requirements does the snowmaking system in Arctic Falls need to meet?**

To be cost-effective, we need to have snow cannons that have high production and are reliable. In particular, filters and nozzles must not clog by ice crystals and small particles. It is also appreciated by the staff that it is dry around the cannons. We use the snow as base layer in early season for our tyre test tracks. In our experience, we can produce snow of the quality we need with TechnoAlpin snow guns. The tracks with a foundation layer of machine-generated snow will hold their condition longer than others.

### **What are the biggest challenges you have to face as a winter testing ground?**

When the cold weather arrives we want to start up our tracks as soon as possible. Therefore it is critical that we have a well operating snowmaking system. We are now planning to install snow cannons in our indoor testing facility, then we will have a very unique offer to our customers. 🚧

[www.arcticfalls.se](http://www.arcticfalls.se)



# ORSA GRÖNKLITT

## START OF LARGE-SCALE PROJECT IN THE BEAR PARK

The year-round destination of Orsa Grönklitt is located in central Sweden. The area is best known for its animal parks which are home to numerous bears from all over the world, including a polar bear.

Orsa Grönklitt is also known as a ski resort. In 2017, the resort converted the manual system to fully automatic operation. In the course of this conversion, TechnoAlpin installed the ATASSplus control system inclusive of mobile app and integrated snow depth measurement facility. The expansion work in Orsa Grönklitt will be carried out over several years and will be completed by 2020. In the current phase of



### THE PROJECT AT A GLANCE

- › 3x TR8, tower-mounted
- › 4x TR8, mobile
- › 7x V3 lance
- › 2.5 km of line material
- › 32 connection points
- › 1x pumping and discharge station and a compressor station
- › Automation of a pumping station
- › New ATASSplus installation

[www.orsagronklitt.se](http://www.orsagronklitt.se)

the project, the existing pumping station has been refurbished and integrated into the control system. The electrical renovation of the pumping station was carried out entirely by TechnoAlpin service personnel. Another pumping station was newly built and is already preparing for output of up to 201 l/s for the 2 further stages of expansion. A new compressor station for the central air supply and a new discharge station were also built. The ski resort now has the option of starting and running different operating modes at the same time, such as making snow or filling the reservoir. TechnoAlpin is also responsible for all the field installations in Orsa Grönklitt. In the course of the expansion works, 2.5 km of lines will be laid. In addition, 7 new mobile and fixed TR8 fan guns and 7 V3 snow lances were installed. ✂



© Art Ferrari

# WELLS FARGO CUP AN UNIQUE SKI RACE



From Feb. 23-25, more than 180 skiers, snowboarders and adaptive athletes from across the United States joined thousands of their biggest supporters at Winter Park Resort in Colorado for the 43<sup>rd</sup> annual Wells Fargo Cup. It is one of the oldest ski race series in the United States, and from day one in 1975, it has featured adaptive athletes competing side by side with teams from corporate sponsors. This winter, that included TechnoAlpin.



© Art Ferrari



© Art Ferrari



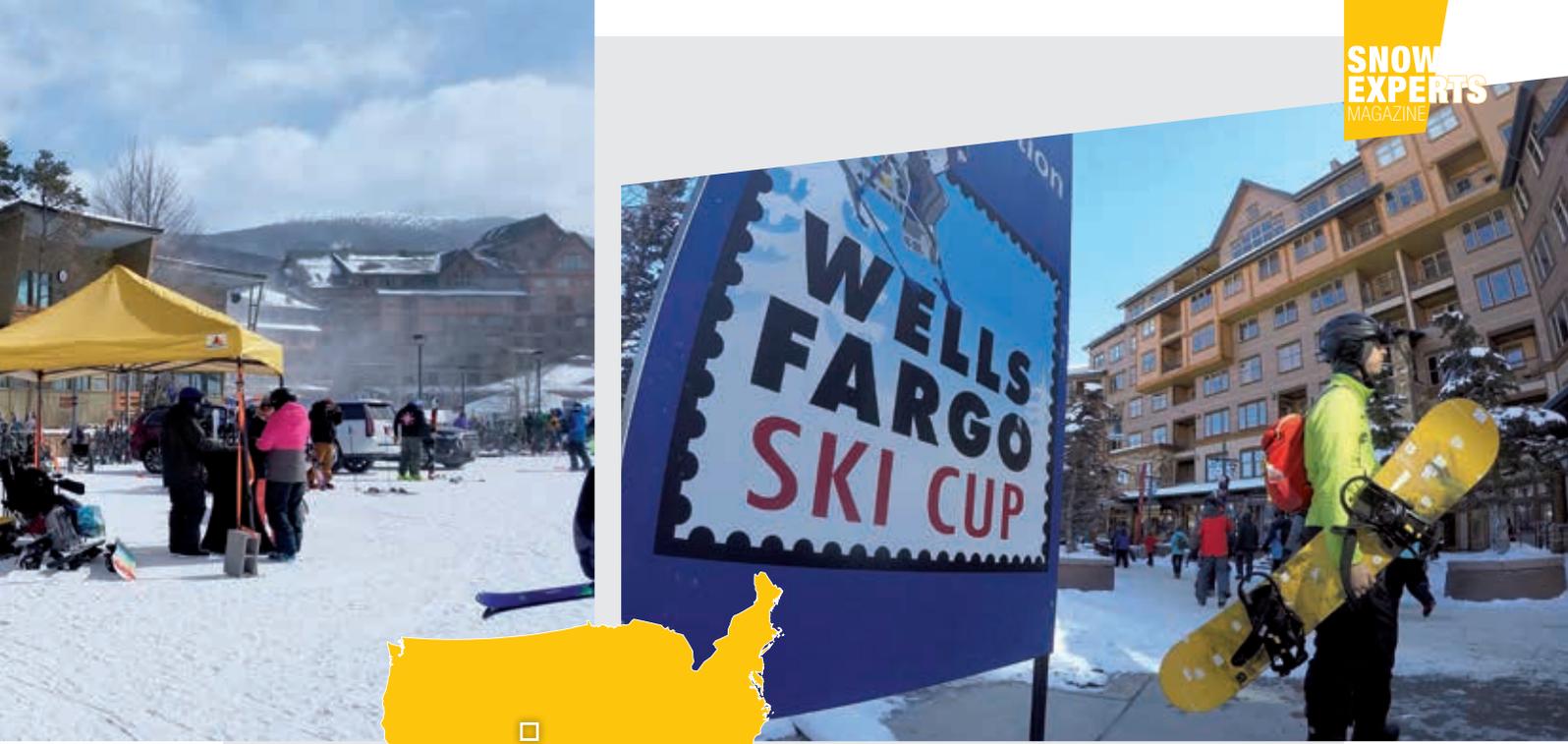
“It’s so incredibly fun,” said Diane Eustache, operations and communications director for the Cup organizer, National Sports Center for the Disabled. “It’s a unique event in that we are pairing Paralympic-level athletes with corporate folks. They get the once-in-a-lifetime experience of racing on a course similar to Paralympic athletes on their way to the Paralympics.”

This season’s event attracted 30 teams and corporate sponsors of all sizes. Like every other team, the TechnoAlpin team featured five racers from the company and one adaptive athlete from NSCD. Eustache says this format is unique to the Wells Fargo Cup: “I think it’s inspirational to the corporate

folks to see people chasing their dreams who have additional challenges beyond the financial and training challenges that any athlete has.”

### 3 races for \$10K

The Wells Fargo Cup is more than a weekend of fun races. Much more. It’s the single-largest fundraiser of the year for NSCD, bringing in \$250,000 in 3 days last year. It helps the non-profit support 27,000 individual lessons every year for competitive and recreational athletes in 10 disciplines, like rock climbing, canoeing, archery and winter sports. “The thing that’s so great about it is the overwhelming support for that program,” said Bob Holme, director of mountain maintenance at Winter Park. “It



**It makes a big difference when you have the right equipment during those marginal temperatures.**

does so much amazing work with that community, and seeing everyone rally around it – showing up to enjoy the weekend and donate and have fun – it’s an amazing thing that has created great opportunities for so many.”

Holme is in charge of all mountain operations, including snowmaking through December, and racecourse grooming from opening day in November to closing in mid-April. In the weeks leading up to Christmas, when Winter Park and every other ski area in Colorado was struggling with warm temperatures and low snow, Holme’s crew of snowmakers used two TF10 fan guns to create the base area snow surface. That snow doubled as the foundation of the slalom course, and he says the TF10s were the difference between a long-lasting surface and icy, pockmarked snow.

“It starts at the beginning of the year when we lay down the snow, and that’s where TechnoAlpin comes

in,” said Holme, who’s been with the resort for 22 years. “We had some challenging snowmaking early on, and the fact we were able to have those two TF10s fired up – basically get the big guns going, literally and figuratively – it got our race surface going from top to bottom.”

Holme believes early-season snowmaking is key to a perfect racing surface, especially when Paralympians and elite collegiate athletes race at Winter Park more than once every season. “For a racing surface, you want something that’s solid and holds up for our volume of racers,” Holme said, noting that temperatures for most of November and early December were above freezing. “It makes a big difference when you have the right equipment during those marginal temperatures.” ✍️



# DID YOU KNOW...

## ...who benefited in 2017 from TechnoAlpin's budget for Christmas gifts for customers?

For some years now, TechnoAlpin has been taking the budget funds earmarked for Christmas presents and donating them to people who have been dealt a severe blow by fate. In 2017 the money went to two girls from the Passeier Valley in South Tyrol (ITA) who lost both their parents within a few years. Where there has been so much suffering, TechnoAlpin wants at least to reduce the financial burden.

## ...that TechnoAlpin set a production record in 2017?

TechnoAlpin achieved a new production record just before the end of 2017 when the 3,000<sup>th</sup> fan gun was made at the company's base in Bolzano. Less than two months had passed since the production of the 2,000<sup>th</sup> fan gun of the year when the 3,000<sup>th</sup> machine, a TR8, was delivered to the Italian ski resort of Impianti Colfosco at the end of December.

## ...that TechnoAlpin is constructing a new production building in Bolzano?

As the demand from the operators of winter sports facilities increases all over the world, TechnoAlpin will be constructing a new production building in Bolzano in 2018 which will be ready for occupation in January 2019. The new production building will measure just under 110,000 m<sup>3</sup>. With four stories in all (one of which is underground), the new structure will in the future house the company's entire production facilities, including also offices, meeting rooms, and a warehouse for snow guns. ✈



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