

SNOW EXPERTS MAGAZINE

TECHNOALPIN®



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TECHNOALPIN
snow experts





Walter Rieder

Erich Gummerer

DEAR READERS,

TechnoAlpin is celebrating a milestone this year as the ATASSplus control system has been in use for the fully automatic control of snowmaking systems for more than 10 years now. The intelligent and simple operation has been continuously developed over the past 10 years, not least through the continuous feedback of our customers.

In this issue of the SnowExperts Magazine we show you how the ATASSplus system has been developed over the years. The annual improvements make the software the best control solution for snowmaking systems. To mark this anniversary, we

report on some projects in this issue which have been relying on fully automatic control in 2018.

TechnoAlpin has also had a new member in its group of companies for a few months now: welcome ENGO, the innovation leader in the field of ice preparation machines and board systems which has been part of the TechnoAlpin Group since July 2018. The move will enable the companies to pool their technological knowledge and to operate in a broader winter sports sector. This will allow even better customer service in future and enhanced ability to meet various requirements of the market.

We are currently involved in many interesting projects on the world market which are featured in this issue. They include the extension projects in Cervinia and Drei Zinnen Dolomites (Italy), Valberg (France), Owl's Head (Canada) and several large-scale projects in Russia. The indoor sector is also experiencing constant growth. We are currently engaged in several projects for indoor ski centers in Asia which are covered in this issue.

There are more reports on current projects and other exciting news to digest in this issue of the SnowExperts Magazine.

Happy reading! 📖

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TURNKEY DELIVERY FROM VALLEY TO SUMMIT: PEAK SNOW PRODUCTION WITH FIVEFOLD PERFORMANCE

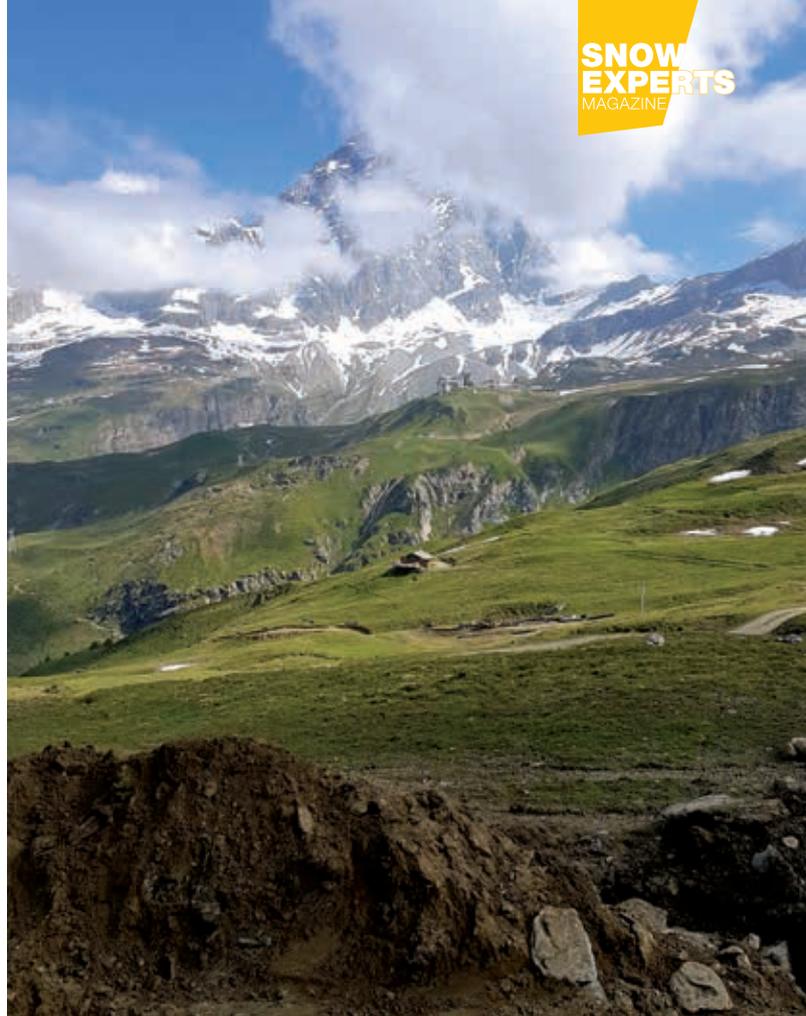


For four years now, the ski resort of Cervinia has been investing heavily in the modernization of its snowmaking system. TechnoAlpin has been working closely with Cervinia since 2015 and has supplied a turnkey state-of-the-art system. The decisive factor in winning the contract was the best technical design for the ambitious project. The entire snowmaking system was engineered and supplied by TechnoAlpin, from the delivery of pipes and the installation of snow guns right through to the construction of the pumping stations and compressor plants. The total amount invested to date is over 11.5 million euro.

TION ORMANCE

In just three years of construction, TechnoAlpin and its partner company IVIES were able to significantly boost the output of the snowmaking system. In 2015, snow production capacity was still 1500 m³ per hour. Following the latest expansion in 2018, Cervinia is now able to produce 7250 m³ of snow per hour. Snow production has therefore increased fivefold, enabling the slopes to be covered with snow much faster. The windows of opportunity for snowmaking can also be exploited even more efficiently with the support of the ATASSplus control system.

Following the extension, it is possible to supply 80 % of the ski resort with man-made snow. The water supply is guaranteed by three reservoirs in the ski resort. After extensive research into the required amount of water, TechnoAlpin developed a water management system in collaboration with



Cervinia. This enables the intelligent distribution of resources over the entire ski resort and guarantees their optimum utilization. The fully automatic ATASSplus control system will ensure sustainability in terms of optimizing resource efficiency.

The expansion phase in 2018 will comprise two separate sections. Firstly, the entire slope connecting to Zermatt in Switzerland will be completely moder-

www.cervinia.it



nized and improved. State-of-the-art TechnoAlpin snow guns are now providing snow of optimum quality there. Secondly, the Cielo Alto slope section will be equipped with snowmaking machines for the first time.

One of the highest snow guns in Europe

Only the world market leader is capable of coping with the most difficult installation conditions: one of the highest snow guns in Europe is installed at an elevation of 3320 m in Cervinia. TechnoAlpin therefore guarantees snow all the way to Zermatt in Switzerland, connecting Italy with Switzerland. The laying of the pipes, the difficult conditions and the elevation all present special challenges for the installation of equipment at over 3300 meters. At such heights, the revolutionary TR8 fan gun will ensure optimum snow quality in the future – irrespective of grid-related voltage fluctuations or voltage drops caused by the length of the power line.

Snow coverage all the way to the ski resort

The snowmaking system for the third downhill slope in the Cielo Alto area has been completely redesigned. The slope running down to the base area in Breuil used to be dependent on natural snow. The first downhill slope in the ski resort was completed by TechnoAlpin in 2015. TechnoAlpin developed a plan for full snow supply for the second downhill slope in 2017. Now is time for the snow coverage on the third downhill slope. This will allow a connection to the ski resort of Cervinia from three different points with guaranteed snow coverage from the 2018/2019 winter season onwards thanks to TechnoAlpin. 🚧

www.cervinia.it



DREI ZINNEN

PIONEERING WORK IN THE HOCHPUSTERTAL VALLEY

The ski resort of Drei Zinnen Dolomites in the upper Pustertal valley in South Tyrol (ITA) links five mountains with over 110 kilometers of ski slopes in total. The ski resort includes the three areas of Helm, Rotwand and Haunold in which the snowmaking facilities are currently undergoing substantial expansion.

There has been a strong partnership between TechnoAlpin and the ski resort for more than 25 years, and this is now being further consolidated by the current major project. The turnkey solution for the ski resort includes plans for the construction of a new reservoir with a capacity of 95,000 m³. A new pumping station with a total of nine pumps is being built to serve the entire area of Rotwand and will reduce the initial surface coverage time to a record-breaking 40 hours. Three more pumps are planned in for the future to supply the prospective connection to Sillian. One special feature of the project is the material which is being used to construct the water pipes for the pumping station because it is the first time that stainless steel pipes are being used in Italy. The pumping station is considered the beating heart of a snowmaking system, which is why the material used for the pipes is of particular importance. The stainless-steel pipes are corrosion-free and particularly durable. The two main slopes of Bad Moos and Spinau will most notably be equipped with a total of 54 T40



**A NEW PUMPING STATION
ENABLES SNOW COVERAGE
IN ROTWAND IN 40 HOURS.**

DREI ZINNEN THE PROJECT AT A GLANCE

- ▶ 46x T40
- ▶ 41x TF10
- ▶ 12x TL6
- ▶ 1 pumping station with 9 pumps

www.dreizinnen.com



and TF10 fan guns and three TL6 snow lances. On the other side of the ski resort, in the Helm area, the new snowmaking system is mainly destined for the downhill runs to Sexten and Vierschach. A total of 26 fan guns and nine snow lances will be installed here. Expansion work is also going ahead in the smaller area of Haunold where a total of seven TF10 snow guns will be added. 🚧



SNOW EXPERT

PIRMIN PUTZER

Pirmin Putzer has been working at TechnoAlpin for more than six years now. The special thing is that he wears two different hats, combining the roles of project engineer and leader of the project and construction site manager teams in Italy.

If a system or pumping station construction project is lined up in Italy, Pirmin is always the first point of contact for the respective project and site managers. He has been holding the position of team leader since 2016, and he has been responsible for the Italian market in his additional duties as project engineer since the beginning of this year. He therefore does a very wide and diverse range of jobs with a focus on the coordination, allocation

and oversight of projects as well as on the development of designs for snowmaking systems. Pirmin also checks the feasibility of each new project and provides technical support for the sales department in dealings with the customer in any given case. He has a team of seven specialists in total, four of whom are project managers and three of whom are site managers. As he himself says, the customization of solutions is the greatest challenge in his work, not least because there are not always standard one-size-fits-all solutions in this industry. It is also challenging to coordinate and constantly motivate a team of seven, mainly because a good and healthy working atmosphere is one of the most important criteria in his work.

“If orders are completed on time and delivered as planned for the customers, TechnoAlpin will stay at the leading edge of technology in the field of snowmaking in the coming years,” says Pirmin. He adds that eventually customer satisfaction is the most important factor in his work. 🚧

MORE POWER FOR THE HISTORIC SKI REGION OF DAVOS KLOSTERS

PARSENN



The ski region of Davos Klosters in the canton of Grisons has been a major holiday destination for a hundred years and comprises a total of five ski resorts. Together they offer 300 kilometers of slopes and 57 lifts. Parsenn is the largest ski resort in this region and boasts one of the longest downhill runs in Europe.

Parsenn has been a TechnoAlpin customer for more than 15 years and has more than 200 snow guns. Snow of optimum quality is provided by various pieces of machinery, including the efficient V3ee snow lances and TF10 fan guns alongside the ATASSplus control system. Parsenn is expanding the snowmaking facilities in the area of Untersäss in 2018, with the installation of 21 new pits, five new tower-mounted fan guns, and nine snow lances of

PARSENN

THE PROJECT AT A GLANCE

- 21x pits
- 5x TF10 mounted on 1.6 m tower
- 9x V3ee
- 1 pump with an output of 22 l/s, 75 kW and 18 bars

www.davos.ch

the latest generation. The water for snowmaking for the entire ski resort is pumped from Lake Davos and stored in the Totalp reservoir. This reservoir is also fed by various streams. In 2018, the drinking water pipeline was also integrated into the ATASS-plus control system, making it possible to manage the water supply to the entire ski area in one single display and control system. Joint synergies can also be exploited in this way. 🚧

ÅRE 2019

NO QUALITY COMPROMISES ON SNOWMAKING



Only the best snow is good enough for all the athletes at the Alpine World Ski Championships if they are to be provided with consistent conditions of optimum standard. In the run-up to the FIS Alpine World Ski Championships in Åre 2019, this historic winter destination is improving its snowmaking facilities.

Åre is the first ski resort in Sweden to have already hosted two Alpine World Ski Championships and numerous FIS ski races. The FIS Alpine World Ski Championships will be held there again from February 5 to 17, 2019 on TechnoAlpin snow.

The ski resort belongs to the SkiStar Group, one of the largest ski resort networks in the world, which today comprises seven ski resorts in Sweden, Norway and Austria. SkiStar has set itself the goal of offering its customers an all-in snow package. The Group therefore also runs accommodation facilities, rental services and ski schools in its ski resorts and has been working with TechnoAlpin since the mid-1990s.

Relations between Åre and TechnoAlpin also go back a long way. A section of the ski resort was automated back in 2001 and, within the last 15 years, the ski resort has repeatedly upgraded its facilities

with further automation systems. The whole system is controlled using the Liberty software.

A large part of the ski resort in Åre has a permanently installed lance plant. In recent years, the ski resort has added to its facilities in various ways, including with TF10 and TR8 fan guns. The two flagship fan guns each boast their own unique advantages.

Part of the men's downhill run has been renewed and modernized in preparation for the major event. The capacity of the pumping station has been significantly increased because two of the three existing pumps have been replaced. The two new and efficient pumps each have an output of approximately 85 l/s. The pumping station therefore boasts a total capacity of over 330 l/s, guaranteeing an optimum water supply. 

www.are2019.com

engo
ice arena equipment



USE OF SYNERGIES

The world market leader in snowmaking technology, TechnoAlpin, and the global innovation leader in ice preparation machines and board systems, ENGO, are drawing on their existing synergies and are pooling their know-how.

Part of the TechnoAlpin group since July 2018, ENGO will be developing new capacity for innovation in the field of refrigeration technology. The move will enable the companies to benefit from strategic advantages in order to meet future challenges with a broad range of services.

Founded in Terento in the Pustertal valley (ITA) in 1979, ENGO GmbH developed the first ice preparation machine manufactured in Italy in 1980. The company was already exporting to Germany, Austria and Scandinavia by the late 1980s. Today ENGO has 40 employees at its base in Vahrn and is represented worldwide. Both companies are

characterized above all by their constant drive for progress. TechnoAlpin has been setting the pace in snowmaking standards for years, both in outdoor and indoor technology. ENGO has an impressive portfolio of equipment for ice rinks, dominating the market with its ice preparation machines and board systems complete with accessories, and is at the leading edge of innovation in the industry worldwide.

TechnoAlpin and ENGO are looking forward to a successful collaboration with a promising future. All the customers and partners of both companies will benefit from their combined and extended expertise. 🚧



THE MOVE WILL ENABLE THE COMPANIES TO BENEFIT FROM STRATEGIC ADVANTAGES IN ORDER TO MEET FUTURE CHALLENGES WITH A BROAD RANGE OF SERVICES.

SWEDEN



HEMAVAN

OPENS A NEW CHAPTER

Hemavan is situated in central northern Sweden and has excellent climatic conditions for snowmaking. Until now, the ski resort has relied on manual snow lances but now Hemavan is getting one of the largest fully automatic systems in northern Sweden thanks to the cooperation with TechnoAlpin.

Until recently, the ski slopes of Hemavan were covered with snow solely using manual snowmaking and 2018 marks the very first collaboration between the ski resort and TechnoAlpin. Hemavan is taking the next step into the future with TechnoAlpin at its side and is automating part of the system. The decision to cooperate with the world market leader in automatic snowmaking systems was made quickly and without any hesitation, knowing that a successful ski resort relies on partnership with the innovation leader.

One slope in Hemavan will be fed by a fully automatic pumping station from the 2018/2019 winter season onwards. The ATASSplus control system



AUTOMATING THE SNOWMAKING PROCESS WILL SAVE THE SNOWMAKING OPERATIONS TEAM A GREAT DEAL OF TIME AT THE START OF THE SEASON, CUTTING THE INITIAL SNOWMAKING TIME BY SEVERAL WEEKS.

has been installed for this purpose. Automating the snowmaking process will save the snowmaking operations team a great deal of time at the start of the season, cutting the initial snowmaking time by several weeks. This is an important point in that it helps to reduce costs. Another point is that more snow can be produced with less water thanks to the precision of the snowmaking system. This significantly increases the energy efficiency of the

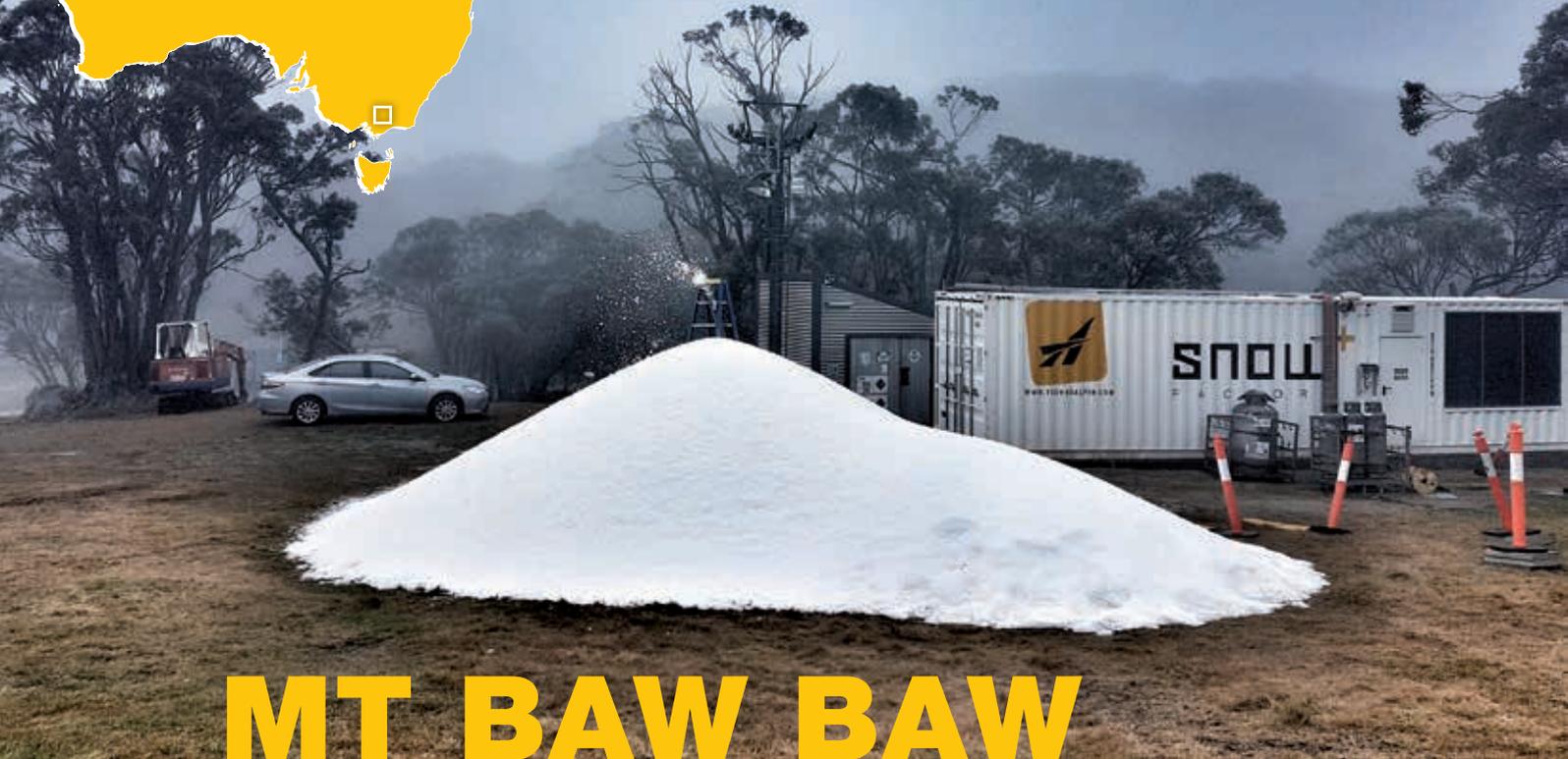
entire system. This modernization is only the first step which is being taken by the ski resort. Several parts of the system are scheduled for automation in the coming years.

Hemavan is clearly delighted to be working with TechnoAlpin. In the planning phase in particular, TechnoAlpin takes time to examine the project requirements in depth and is therefore able to tailor the system perfectly to the needs of the customer. 🚧



www.hemavantarnaby.com

AUSTRALIA



MT BAW BAW UNLIMITED SNOW NEAR MELBOURNE

Mt Baw Baw used a Snowfactory SF100 to produce snow for some of the slopes for the first time in the 2018 winter season. John Fascio, General Manager of Mt Baw Baw, explains what was special about the extension in an interview, pointing out the advantages of the Snowfactory and talking about the work with TechnoAlpin.

Why did you decide to use a Snowfactory SF100?

We chose the TechnoAlpin Snowfactory SF100 because of TechnoAlpin's proven implementation capability demonstrated at Mt Buller in 2017. We followed TechnoAlpin's approach during commissioning of the Mt Buller Snowfactory, this was key

in our decision making. Our snow season is short so product reliability was a critical factor to back up our snow guarantee we planned to offer to our guests.

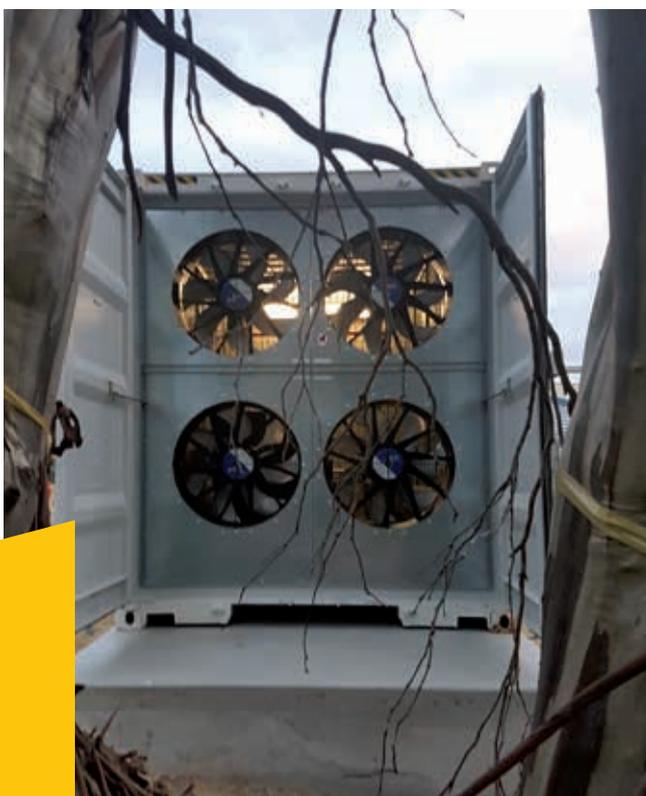
TechnoAlpin also understood and shared our need for driving efficiency. With the cost of mountain

operations increasing, it was good to know that we were investing in a relationship that would be working with us to improve the costs of plant technology over the long term.

The Snowfactory SF100 is providing the returns as per our business case, that's measurable, but it's provided boost in confidence to offer a quality beginner ski experience.

How was it to work with TechnoAlpin, how was the assistance from the beginning to the realization?

Excellent. In early discussions in planning the Snowfactory delivery we stressed the need for product support and TechnoAlpin delivered. From the beginning, TechnoAlpin's snow coverage masterplan (incl. Snowmaking Calculation) enabled Mount Baw Baw to plan a beginner ski product offering as part of its business case. The snow coverage masterplan was well set out and also widened the possibilities in planning snow area management by knowing exactly how much production and snow product we had to work with. Planning for



ski areas could be now be done well in advance. All the Snowfactory delivery dates we jointly set were realistic and delivery was ahead of schedule, TechnoAlpin covered all the details.

Which benefit can you see already after the first year of using this kind of solution?

We are really impressed with the positive change to our operations, here are a few of the benefits:

- 1.** A large reduction in manual handling of snow to maintain surface lift lines. This has resulted in better labour productivity, less occupational health and safety issues and improved lift staff morale.
- 2.** Predictability in snow production, we can now plan weeks ahead in our operation rather than respond to infrequent snow making temperature windows.
- 3.** Durability of the Snowfactory snow product to wet weather events. The Snowfactory snow resists moisture well and produces a very effective base.
- 4.** Maintaining high traffic areas is now far simpler operation, we now redirect piping to areas as needed.
- 5.** Consistent grooming product, the snow factory snow enables a far simpler snow farming operation.

Are you planning to make a white Christmas in Australia this year?

Snow is a key product offering for us and I'm sure Australians would love to have a true white Christmas in their own backyard! 🌨️

www.mountbawbaw.com.au



MT HUTT UNRIVALED SNOW SEASON

A cooperation between the ski resort of Mt Hutt and TechnoAlpin recently took an unusual turn.

Initially, for safety reasons, the ski resort only wanted to replace two high-voltage motors in two existing vertical pumps. After an in-depth analysis, several costings and joint planning talks, the ski resort finally decided to convert the entire pumping

station. An additional horizontal pump was installed in the course of the project so the ski resort now has three horizontal pumps. These will now enable more efficient and more sustainable snow-making processes at the ski resort. TechnoAlpin

spoke to Blair James, Snowmaking Manager at Mt Hutt about the successful track record following the first season with the new pumping station.

The new pumping station has been in operation since May 2018. Are changes already noticeable after the first season?

We are extremely happy with our pump station upgrade. The new max flow of 120 l/s mean that we can really maximize our snowmaking opportunities and run almost all of our guns at once where before we were constantly making tough decisions about which trails or guns were priority.

For the first time ever, we had all lifts open on day one of the season with below average snowfall. This was one of our goals with having the new pump station and we achieved it! The system ran trouble free and I was really proud how hard the snowmaking crew worked to make the most of that extra water and keep our mostly manual system at max flow where possible.

It has been a below average snow year for us but I have been surprised at how much less time the Grooming crew have spent patching thin spots on the main trails, I attribute this to being able to get more technical snow down in the early season cold temps where as in the past we would try to open these trails at the same time with just natural snow on them and spend hours trying to keep them open.

We have had a great season with high visitor numbers and our upgraded pump station has played a big part in that. We got off to such a strong start with many trails open and in great condition that people came up for an early season ski, saw how great it was and kept coming back!

Why did you choose for a horizontal solution?

Initially we wanted to purchase new motors for our vertical pumps but TechnoAlpin suggested to



**FOR THE FIRST TIME EVER,
WE HAD ALL LIFTS OPEN
ON DAY ONE OF THE
SEASON WITH BELOW
AVERAGE SNOWFALL.**

change everything for a similar cost to horizontal. I'm so happy we went with this option and also surprised how much more each individual pump flows than the vertical ones we had! Also having everything new and the same is such a treat!

Mt Hutt works with ATASSplus. What experience have you made with the software?

We have been running with ATASSplus since 2006 with a mostly automatic pump station. I am impressed with how much easier it keeps getting to operate, we mainly use the Map View and the pump station pages when online, I like how easily I can pull up the graphs when I arrive in the morning to get a sense of what has been going on through the night. Signing on remotely to keep up to date on water supplies constantly is super important to our business. 🚧

www.mthutt.co.nz

VALBERG

OPTS FOR TECHNOALPIN FAN GUNS



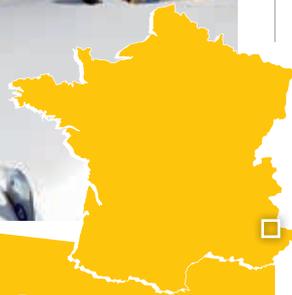
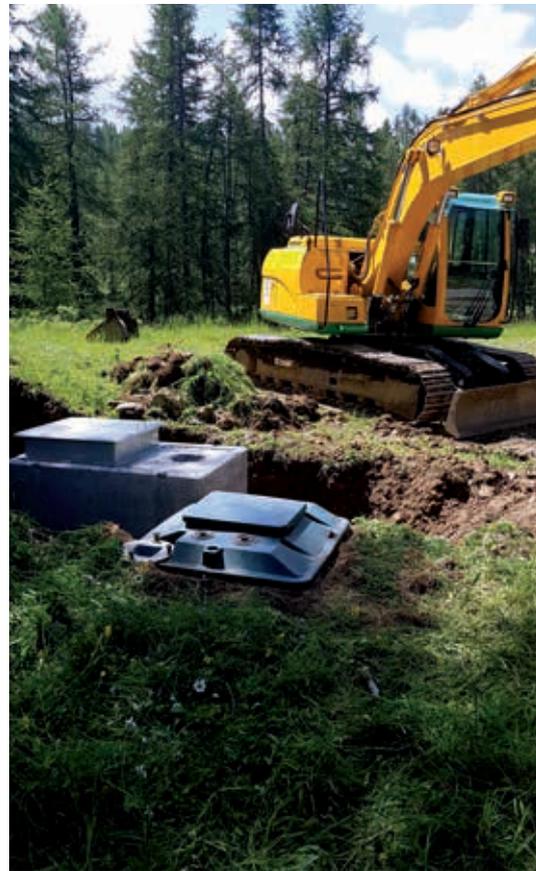
A long-time customer of the Liberty technology, with a first installation dating back to 1993, Valberg resort in the Southern French Alps has renewed its trust in TechnoAlpin for the realization of a major snowmaking project for the 2018/19 season.

Indeed, Valberg wanted to reinforce its snow production capacities, particularly in marginal temperatures, in order to secure the guarantee of opening of the ski area for the Christmas period and thus to

offer optimal conditions to its guests, while ensuring the activity for all the other businesses of the ski resort. To achieve this goal, the operator opted for TechnoAlpin's fan technology. This represents

a significant change for a snowmaking system composed so far of nearly 400 lances, mainly Rubis snow guns.

The choice of the fan guns was quite natural following the conclusive tests of 2 TF10 on lift during the 2017/2018 winter season. On this occasion, the operator was seduced by the performance of the



VALBERG

THE PROJECT AT A GLANCE

- 2x TF10 mobile
- 20x TF10 on tower, with central air
- 4x TF10 on lift, with central air
- 7x T40 mobile
- 34x T40 on tower, with central air

www.valberg.com

machines in terms of quality of the snow produced and of the volume also. Another important element for the operator is the low wind sensitivity offered by this technology. In total, no less than 67 fans, TF10 & T40, mainly models with centralized air, come in addition to the snow production equipment already in place on the 20 km of slopes equipped with snowmaking that the ski resort has. Interestingly, all these new snow guns replace lances installed on existing shelters, on areas identified as priority sectors. On these slopes, the key objective is to enhance the performances in marginal temperatures, in particular by allowing increasing the volumes of production. To go further in this process of overall optimization of the production of the installation, the recovered lances are reused to densify the snow production capacities on other sectors also equipped with snow guns. With this project, Valberg will therefore have 69 fan guns and 400 lances to ensure its snow production, always with a pumping capacity of nearly 2000 m³/h of water. 🚧



THREE QUESTIONS FOR BOHUŠ HLAVATÝ OF TATRY MOUNTAIN RESORT

Tatry Mountain Resorts (TMR) operates six ski resorts in Eastern and Central Europe and is also constantly developing other tourism facilities. The partnership and close relations between TMR and TechnoAlpin go back a long way, with Jasná Nízke Tatry in Slovakia, Špindlerův Mlýn in the Czech Republic and Szczyrk Mountain Resort in Poland placing their trust in the global innovation leader.

70 % of the almost 50 km of slopes in Jasná Nízke Tatry are served by snowmaking systems. The main types of snow lances in use there are Rubis Evo and Borax. Szczyrk Mountain Resort has 13 ski lifts. 225 snow guns guarantee optimum conditions on 25 kilometers of ski slopes. 166 TechnoAlpin snow guns provide snow of the best quality in Špindlerův Mlýn.

Bohuš Hlavatý has been CEO of TMR since 2009. He talks in this interview about energy efficiency, the leading technological edge, and the advantages of working with TechnoAlpin.

system of TechnoAlpin has already been working and only needs to be “fine-tuned”. We know that our staff is well acquainted with the TechnoAlpin system in these resorts and prepared for technological solutions of suggested changes. The second level is introducing the system in a resort which does not have any previous experience yet. In such case, your support is invaluable, mainly in terms of training the staff and non-stop contact once the system starts to run.



WITH THE HIGH-QUALITY SNOWMAKING SYSTEM OF THE TECHNOALPIN COMPANY, WE HAVE GAINED A CERTAIN COMPETITIVE ADVANTAGE IN THE REGION WHERE WE DO BUSINESS.

What were the key drivers and motivations for choosing the solutions from TechnoAlpin?

In our oldest resorts, we have been working with snow-making systems for about 20 years and started to cooperate with Technoalpin actually when the company was formed and entered the market in Eastern Europe. When choosing a supplier for a new resort and planning to invest in snowmaking, it is this previous experience that we draw up on. The key drivers for cooperation include innovative solutions, focus on automation and system efficiency.

What is important for you in the relationship with TechnoAlpin as your snow-making supplier?

Let me divide my answer in 2 levels. The first is cooperation in resorts where the snow-making

Do you consider that working with the leading company of the snowmaking market is an advantage for the operation of TMR ski resorts?

Our resorts are located in a region with lower altitudes, which means less favourable conditions for making snow when compared to Alpine resorts. The only option that we have is a very effective snow-making system. As for the efficiency of snow making, it can be only a company that has experience with similar snow making conditions in other mountain resorts around the world and is able to take this experience into account when designing their technological solutions. With the high-quality snowmaking system of the TechnoAlpin company, we have gained a certain competitive advantage in the region where we do business. 🚧

10 YEARS OF ATASSplus

THE CONTROL SYSTEM THAT IS DICTATING THE FUTURE

TechnoAlpin has been continuously developing the ATASSplus software for 10 years and enabling simple control and monitoring of snowmaking systems. Intensive research work and regular customer feedback have gone into creating a control system which will lead ski resorts into the future.

Annual updates enable a process of ongoing optimization of ATASSplus, making the control system the industry standard in snowmaking software. Every update over the past few years has extended the software to include new and unique benefits for ski resorts. 🚧

2008

MARKET LAUNCH OF ATASSplus

Years of experience in the field of automatization lead to ATASSplus, a standard software package with great potential for all ski resorts.



2009

CLIENT-SERVER SYSTEM

The structure enables simultaneous operation by several users.

2010

RESOURCE MANAGEMENT

Improved energy footprint through optimum exploitation of resources.

2011

MACHINE DETAILS

A new interface with integrated hardware screen enables easy control.

atassplus

2015

MOBILITY

Systems can be controlled from any place at any time with the mobile app.



2016

OVERSIGHT

The SnowManager enables professional snow management through optimum planning and oversight of the entire area.

2014

PLANNING

The integration of the snow depth measurement feature allows optimum resource efficiency when planning snow production.

2017

SLOPE MANAGEMENT

The SlopeManager allows a comprehensive overview of resources and zones.

2018

EASE OF USE

Increased user-friendliness through the introduction of the temperature simulation feature and the new mobile app.

2013

OVERVIEW

The detailed map view significantly enhances the user experience and improves the overview of the system.

2019

FUTURE POTENTIAL

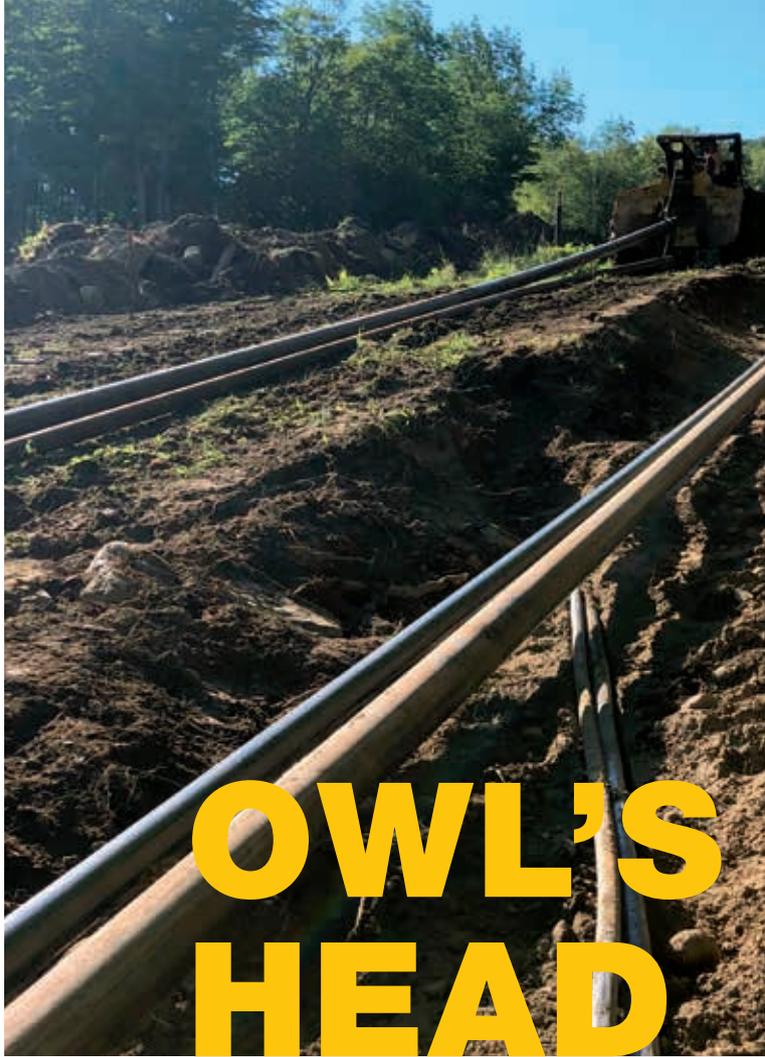
ATASSplus distinguishes itself every year with new developments geared toward the future and allowing a successful winter business.

2012

ANALYSIS

The improved capacities for evaluating the season provide the optimum basis for decisions-making aid relating to future seasons.





OWL'S HEAD

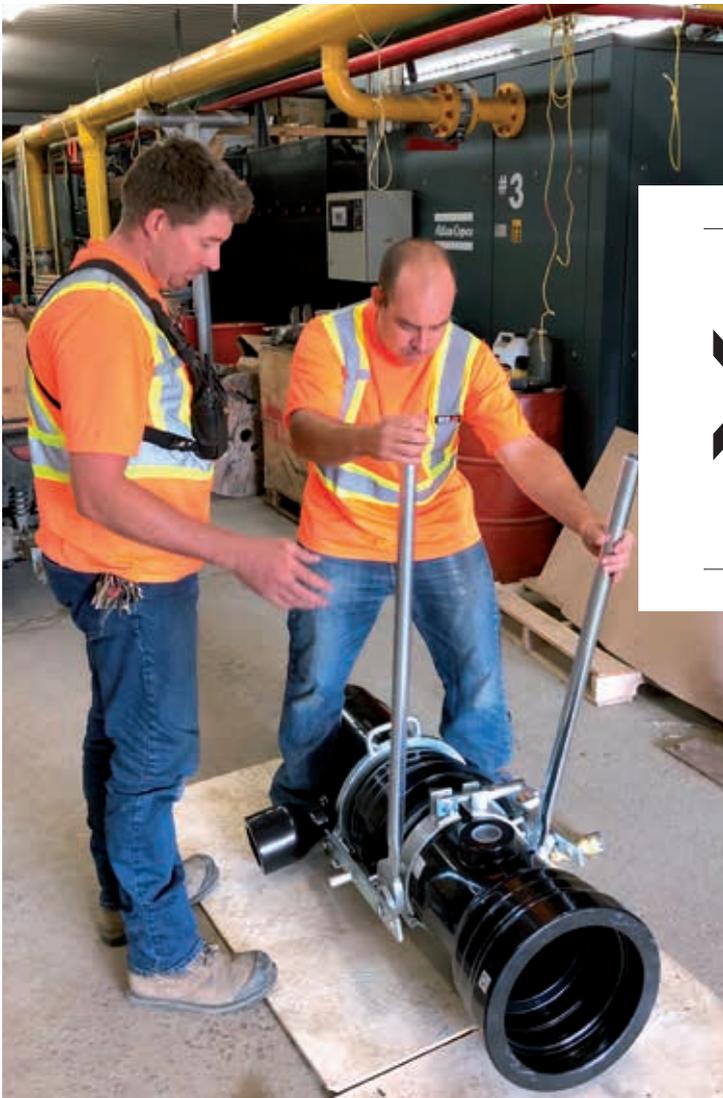


NEW BEGINNINGS IN QUÉBEC, CANADA

Owl's Head is a ski resort at the heart of the province of Québec in eastern Canada. The pipes and snow guns are old and worn and so the time has come to start a project to modernize the entire snowmaking system. The system will be put into operation in November.

In order to guarantee reliable and optimum snow-making operations and to see the resort flourish, the managers looked to a partnership with TechnoAlpin. The ski resort and the TechnoAlpin staff in charge of the project met over several

months in order to plan the design and to adapt an advanced snowmaking system to the conditions of the location. Plans for a state-of-the-art ski resort were drawn up as a result of the intensive talks between the customer and TechnoAlpin. TechnoAlpin



PLANS FOR A STATE-OF-THE-ART SKI RESORT WERE DRAWN UP AS A RESULT OF THE INTENSIVE TALKS BETWEEN THE CUSTOMER AND TECHNOALPIN.

will deliver the entire facility as a turnkey system and will take care of the coordination arrangements with local subcontractors.

The work will mainly involve replacing the 16 kilometers of water and air pipes alongside the full reconstruction of the existing pumping station. A total of 318 Rubis Evo snow lances will be installed along the slopes, 69 of which will be the automatic version. There will also be eight mobile TR8 fan guns of the latest generation. In addition, 69 shafts and 188 hydrants will be installed, and at the same time the TechnoAlpin experts will lay 2.8 km of data cables. The entire snowmaking system will then ultimately be controlled with the ATASSplus control system. Laying the pipes will be one of the biggest challenges in this project. It will be necessary to lay some of the lines above ground because of the ground conditions. These will always have to be drained in winter to prevent frost damage. ❏



OWL'S HEAD

THE PROJECT AT A GLANCE

- 249x Rubis Evo manual
- 69x Rubis Evo automatic
- 8x TR8 mobile
- 3x meteo stations
- 69x pits
- 188x hydrants

www.owlshead.com



RECORD-BREAKING EXPANSION OF THE SNOWMAKING SYSTEM AT SNOW SPACE

Mountain railway company Bergbahnen AG Wagrain belongs to the Snow Space Salzburg complex along with Flachau and St. Johann-Alpendorf. This year Grafenberg was in line for the expansion and modernization of the snowmaking system. The supplier for the extensive project is once again TechnoAlpin.



THE SKI RESORT HAS BEEN DOING BUSINESS WITH TECHNOALPIN SINCE 2016 AND THIS JOB WILL ACT AS A FURTHER SHOWCASE PROJECT.

The family-friendly ski resort comprises a total of 45 lifts and 36 slopes with an overall length of 120 kilometers. Not only does Wagrain belong to the Snow Space Salzburg complex but it also forms part of Austria's largest ski network Ski Amadé. The ski resort will be relying on the innovative technology of TechnoAlpin when it comes to expanding the existing snowmaking system. The ski resort has been doing business with TechnoAlpin since 2016 and this job will act as a further showcase project. What is particularly interesting and challenging about this project is the short construction time considering the relative scope of the project. The order was not placed until the beginning of August but the system will be put into operation in November of the same year.

The extensive undertaking will mainly involve expansion work on the existing snowmaking system. Four pumping stations will be built or extended, involving the use of 28 new pump assemblies and two cooling tower units in total. A large number of fan guns will be supplied and installed in parallel with the pumping stations. The ski resort will be relying on the ATASSplus control system in future to control the entire snowmaking system so as to guarantee precision and efficiency when it comes to planning snowmaking operations. 🚧



WAGRAIN

THE PROJECT AT A GLANCE

- 83x fan gun
(TR8, TF10, T40)
- Approx. 150 underground pits
- Approx. 30 km of aluminum cable for the power supply
- Approx. 17 km of grounding cable
- 4 pumping stations with a total of 28 pump assemblies
- Cooling tower system
- Various valve pits and distribution stations
- ATASSplus control system

JANSKE LAZNE

ON THE WAY TO THE MOST ADVANCED SKI RESORT IN THE CZECH REPUBLIC

Right next to the highest mountain in the Czech Republic, Snežka, lies the ski resort of Černá Hora-Pec, the largest ski area in the country, where 44 single slopes link all five ski resorts of Janske Lazne, Černý Dul, Pec Pod Snežkou, Velká Úpa and Soboda Nad Úpou.

Snow lances were first installed in the main ski resort of Janske Lazne back in 2006. Business with TechnoAlpin continued over the years, extending not only to fan guns but in recent years also to several large-scale modernizations, such as the installation of a fully automated pumping station. It is now 10 years since they first worked together and the quality of the cooperation has reached a new level, with the managers of the ski resort looking ahead to the future and opting for a new energy-efficient snowmaking system. In the last two years alone, 1.5 km of pipelines have been renewed, and two new pumps, 27 fan guns and the same number of snow lances have been installed. All the snow guns are of the latest generation and boast impressive and unparalleled levels of resource efficiency.

2018 will see Janske Lazne take another step into the future when full automatic control of the ski resort will be assumed with the latest version of the ATASSplus control system. The weather forecast update module and the mobile app for the software enable maximum convenience for snowmaking at the top level of efficiency.

The ski resort of Černá Hora-Pec is also planning further slope connections for the next few years as well as an expansion of the pumping stations and of the entire snowmaking fleet. TechnoAlpin has the pleasure of working with Černá Hora-Pec on the wholesale perfection of the snow quality. 🚧

JANSKE LAZNE

THE PROJECT AT A GLANCE

- › 14x TR8 mobile
- › 11x TF10 mobile
- › 2x TF10 on 4.5 m lift
- › 5x TF10 on 1.6 m lift
- › 31x V3
- › 9x V3ee
- › 8x TL6
- › 1 pump with an output of 22 l/s, 75 kW and 18 bar

www.skiresort.cz





NOVAKO

FULL AUTOMATION FOR FAMILIES

The family ski resort of Novako is one of the most beautiful jewels in the Czech Republic's crown and is located in the western part of Bohemia in the Ore Mountains. Work began in 2016 on the complete renovation of the ski resort and will continue into the 2018/2019 season.

Until 2016, Novako had a manual lance system which was used to generate snow on the ski slope. The first phase of the conversion work saw the replacement of all the pipelines or the addition of new lines over a length of 600 m. Alpinal pipes were used instead of the galvanized pipes and now ensure a reliable water supply for the snow guns. One year later, in the second phase of the project, the small pumping station was also rebuilt and com-

pletely automated. Three fully automatic fan guns were also installed in the course of the automation. The snowmaking installation of Novako will be controlled by the ATASSplus control system for the first time in the 2018/2019 season. This completes the upgrade of the system which now offers snow of the best quality and optimum use of resources for the many children and families who visit the resort. 

www.novako-ski.cz





 **MENNEKES**
MY POWER CONNECTION

WORK SIMPLIFIED BY TECHNOLOGICAL ADVANCE

Innovation and technology are central aspects in the work of TechnoAlpin, and when it comes to sourcing special components from other manufacturers, the focus is therefore also on the latest technology and uncompromising quality standards. This is why the company has been working closely with MENNEKES for many years. The global company supplies components which are installed by TechnoAlpin on supply points and machines.

MENNEKES has now developed a new contact sleeve solution for its industrial plugs and sockets which are already fitted by TechnoAlpin as standard. It is called X-CONTACT and offers numerous advantages. The contact sleeves of plugs and sockets are relevant to the quality of the closure of the contacts. They need to guarantee both secure closing action and easy handling. The innovative X-CONTACT boasts special design features and impressive material properties which make it considerably safer and easier to work with TechnoAlpin products. The force required to plug and unplug connectors

is very high due to the strength of the currents used in snow guns. It may occasionally be necessary for two people to carry out the disconnection process. The outstanding feature of the X-Contact technology in the industrial plugs and sockets used by TechnoAlpin is its great ease of movement which reduces the force required for plugging and unplugging by half. This makes it much easier for the snowmaking staff to handle the snow guns – even with the high current levels. 

www.x-contact.info



THE CONSTRUCTION OF A FULLY AUTOMATIC PUMPING STATION NOW ENABLES AUTOMATIC AND CENTRAL CONTROL BY THE ATASSPLUS SOFTWARE.

NOWA OSADA

PERFECT EXPLOITATION OF WINDOWS OF OPPORTUNITY FOR SNOWMAKING

The ski resort of Nowa Osada in the south of Poland bought its first automatic snow gun from TechnoAlpin in 2012. A lot has happened since then. The ATASSplus control system was installed in 2016, bringing the facility of fully automatic control to the ski resort.

Nowa Osada has a small fleet of 16 fan guns. Most of them are TF10 models – still the most powerful fan gun on the market. Until 2016, the lines on all the downhill runs were each served by individual pumps. With the construction of a fully automatic pumping station, the water lines were also merged, enabling automatic and central control by the ATASSplus software.

In 2018, Nowa Osada upgraded the control system to include the weather forecast update module, making it possible to carry out cost-effective and energy-efficient snowmaking in the ski resort. The add-on weather module for ATASSplus enables the use of precise weather data and therefore better planning and exploitation of windows of opportunity

for snowmaking. It is possible, by taking account of local performance data, forecasts from large-scale weather models and the data history, to map hyperlocal conditions, such as shade, local wind systems, cold spots, north-facing or south-facing slopes.

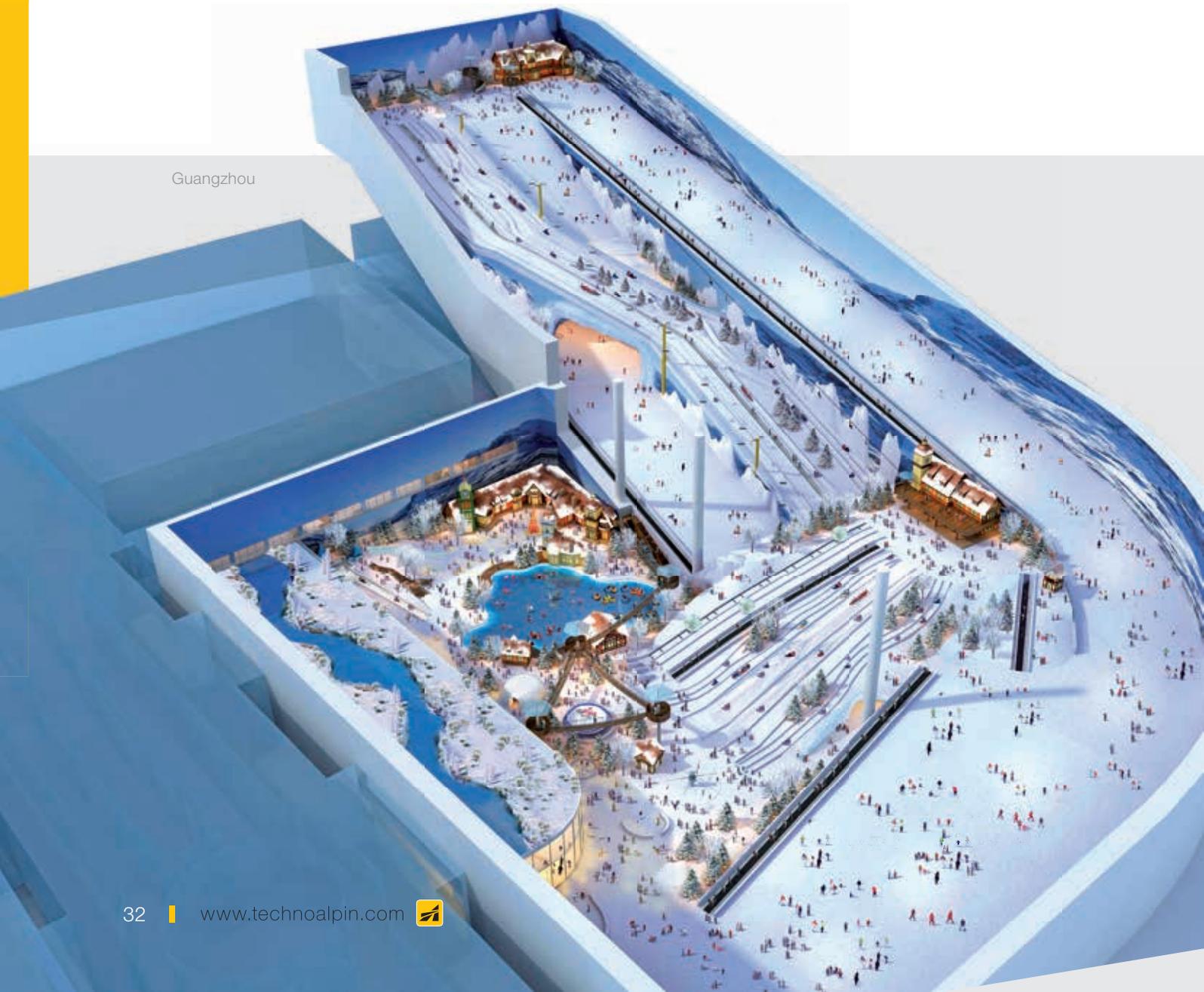
The ski resort also signed an update contract for ATASSplus at the same time as installing the weather module. This will allow the ski resort to use the latest version of the software at all times. Nowa Osada will be able to boast even greater resource efficiency in its snowmaking processes in future and guarantee its customers optimum snow quality. 🚧

www.nowaosada.pl

INDOOR SNOW SEVERAL GREAT PROJECTS FOR S

The Chinese market is currently experiencing a boom in the indoor snowmaking market. This development has primarily been triggered by various projects in the south of the country which aim to open the door to adventures in the snow to all sections of the population.

Guangzhou





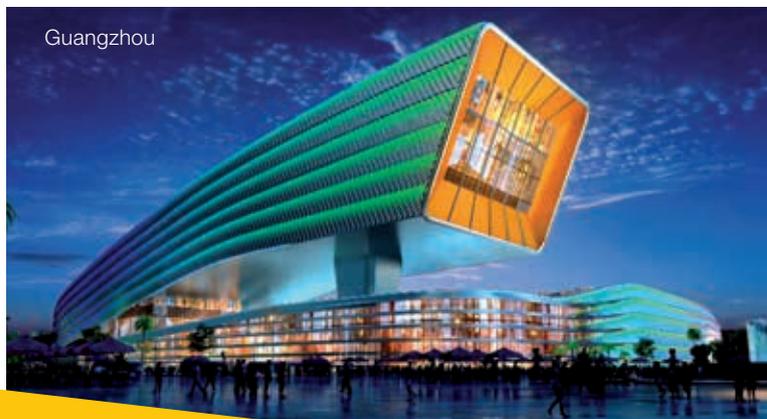
INDOOR OUTDOOR CHINA

The large-scale project of the main investor Wanda Group essentially extends to five cities. The fundamental mission statement can be summed up in the words of the Chinese President Xi Jinping: "let us encourage 300 million people to do winter sports and see that they enjoy them." What is more, a wave of passion for winter sports has spread from the north of the country to the south and west of the People's Republic. The aim then is to make skiing more of a part of the everyday life of any citizen. In addition, indoor snow is becoming more and more popular, especially because there is a lack of natural snow in the south of the country. Once again, the supplier of the snowmaking equipment for this project is TechnoAlpin. The S6 snow gun is designed for indoor snowmaking and works perfectly from temperatures of -2°C , regardless of the humidity in indoor ski centers which can rise rapidly inside, therefore it is an advantage if the snow gun supports a stable temperature and reduced humidity. This reduces the strain on the cooling system in the building. The Wanda project involves snowmaking on a huge scale, covering a total area of $158,000\text{ m}^2$ across five cities. All the snow guns have already been delivered to the city of Guangzhou. The other cities are to be supplied in the near future. All five indoor ski centers are scheduled to open within the next one to two years. 🚧



„LET US ENCOURAGE 300 MILLION PEOPLE TO DO WINTER SPORTS AND SEE THAT THEY ENJOY THEM.“

XI JINPING



PROJECTS AT A GLANCE

- › Cities: Guangzhou, Wuxi, Chengdu, Kunming, Chongqing
- › Snow coverage: $25\text{ m}^3/\text{h}$
- › Area: $158,000\text{ m}^2$

www.wanda-group.com



BEST SNOW FOR LARGE- SCALE RUSSIAN PROJECTS

TechnoAlpin loves a challenge. So large projects are no problem for the world market leader. TechnoAlpin has won contracts for three snowmaking systems in Russia in 2018, representing a total investment volume of 12 million euro.

Power upgrade for Arkhyz

The ski resort of Arkhyz is located in the North Caucasus and is set for the third phase of its snowmaking project in 2018. In future, 31 new TF10 fan guns and 103 new Rubis Evo snow lances will supply snow of the optimum quality. The construc-



tion of three new pumping stations will guarantee the necessary water supply for the powerful fleet of snow guns.



More snow in Alpika Service

The region of Sochi, on the Black Sea, is home to the Alpika Service ski resort. It belongs to the Krasnaya Polyana complex which has been developed into an exclusive winter sports resort in recent years. Alpika Service has 25 km of slopes and 10 ski lifts for access. 80 new fan guns will be installed there in the 2018 construction phase. 55 of them will be TF10 fan guns – the most powerful snow gun on the market.

New equipment for Dombai

The ski resort of Dombai is being equipped with TechnoAlpin snow guns for the first time. It is located in the North Caucasus and has 20 km of ski slopes at altitudes of up to 3200 meters. In addition to two pumping stations, 24 T40 fan guns will be installed in Dombai. Five kilometers of ductile iron pipes will also be laid. 🚧



AZERBAIJAN

SHAHDAG

EXPANSION IN AZERBAIJAN

The Shahdag Mountain Resort is located at the heart of the Caucasus Mountains and has been a customer of TechnoAlpin since it was opened in 2011.

The ski resort has grown steadily over the years, which is why a major expansion of the snowmaking system was necessary this year.

Shahdag, which when translated means “King Mountain”, was the first ski resort to be established in Azerbaijan. It is located in the north-east of the country and visitor numbers are increasing year on year, both in winter and in summer. This increase in visitors prompted the decision to fit further existing slopes with snowmaking equipment and, at the same time, to develop new slopes with snowmaking systems. A new lift will also be built to take skiers to an altitude of 2350 m. Downhill runs with height differences of up to 900 meters will be possible with the new lift and the new slopes. What is more, a slope with a difficulty rating of “black” will also be introduced for the first time. As in 2011, TechnoAlpin

will deliver and install the equipment as a turnkey system. The local general contractor ArchiCo LLC will coordinate the work on site for the customer. A total of 51 fan guns will be installed this year. What is particularly impressive is the high level of interest shown in the project by the Azerbaijani government. This is particularly evident in the involvement of Deputy Prime Minister Yaqub Eyyubov who currently inspects the construction site at least once a week. 📧

SHAHDAG

THE PROJECT AT A GLANCE

- 20x T40
- 16x T60
- 12x TF10
- 3x TF10 Piano
- 30 km of high-tension cable
- 7.5 km of cast-iron piping
- 6.5 km of PE piping

www.shahdag.az



DID YOU KNOW...



...that the 1,000th fan gun produced this year once again rolled off the production line earlier than in the previous year?

Like last year, the 1,000th fan gun was again delivered to a ski resort based in South Tyrol. This year it went to the Drei Zinnen Dolomites ski resort in the upper Pustertal valley. The TF10 fan gun was handed over to the flagship ski resort at the end of June. There has been a close partnership between TechnoAlpin and the ski resort for years.

...that TechnoAlpin has managed to install a Snowfactory at the highest point anywhere in the world?

It is indeed true that a Snowfactory SF100 has been installed at an altitude of 3020 m on the Titlis Glacier in Engelberg in Switzerland. The most notable aspect of this project was the way in which the equipment was transported to the top of the glacier. The Snowfactory was divided into two containers and fastened underneath the gondola and then taken up, having reduced the weight and size in this way.

...that TechnoAlpin has changed its logo to reflect the continuous development of the company?

It is not a completely new logo but just a revamp of the existing logo. The most important modification is based on the use of a new typeface to adapt the logo to the changing business environment. 📄



Aaron Felder, Aaron Parseller, Alain De Cian, Alberto Zappalà, Alessandra Pingi, Alessandro Sabbi, Alex Pircher, Alex Trentorossi, Alexander Borjia, A. Ganthaler, Alexander Klapfer, Alexander Leitner, Alexander Trettau, A. Andergassen, Andrea Cavatton, Andrea Margoni, Andrea Marino, Andrea Menini, Andrea Stenico, Andrea Trepin, Andrea Valmorbidia, Andreas Brugger, Andreas Guttsell, Andreas Pircher, Andreas Paenner, A. Schwinghacker, Anja Kompatscher, Anton Puff, Antonel Cobzaru, Armin Lochmann, Armin Reichhalter, Arno Halter, Astrid Inner, Benjamin Pötz, Birgit Schweigkofler, Christian De Bida, Christian Jocher, Ch. Niedermayr, Cristian Pedrosi, Christian Tschimben, Christoph Fischer, Ch. Hopfgartner, Claudia Oberasch, Claudia Pomaro, Claudio Oliveto, Daniel Clementi, Daniel Eger, Daniel Faust, Daniel Grosso, Daniel Heiss, Daniel Kahler, Daniel Köfler, Daniel Neukhöchl, Daniel Raffl, Daniel Widmann, D.G. Bayer-Campregh, Daniela Hardler, Daniele Caser, Daniele Fachini, Daniele Neri, Dario Corrias, David Klotz, David Tschager, Davide Donazzolo, Denis Agreiter, Denis Suveica, Dietmar Windgeger, Dominik Pöder, Eduard Lahner, Ela Strapparava, Elias Faes, Elias Trocker, Elisa Franceschini, Elnar Kanestrin, Enrico Pfeifer, Erich Gummener, Erik Vashetti, Erika Marchio, Fabian Ganpir, Fabian Gruber, Fabio Galasso, Fabrice Dequeker, Fabrizio Bonomi, Fabrizio Martinet, Federico Tricotti, Federico Zanardini, Felix Moser, Florian Gleiss, Florian Klotz, Florian Mittelmayr, Florian Pichler, Florian Schwall, Florian Thöni, Florian Vilgratner, Francesco Boari, Francesco Zambà, Fredrik Danielsson, Gabriele Marchesan, Gabriele Stegler, Georg Morandell, Georg Rautscher, Gerald Reichegger, Gernot Nischler, Gianni D'Albano, Giorgia Cassolari, Gorgo Galerani, Gisela Schötzer, Gloria Trevidi, Hannes Alton, Hannes Frei, Hannes Pichler, Hannes Schrott, Hannes Simonini, Hans Baumgartner, Hans Kaufmann, Heidi Vornetz, Inna Bekina, Ivan Gross, Jacques Fournier, Janez Zgaga, Jessica Marcialis, Jochen Waldner, Johann Kaufmann, J. 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Strumpflohner, Thomas Tapeiner, Thomas Thule, Thomas Walcher, Umberto Marchesan, Valentin Hillbrand, Valentino Rosani, Verena Lutz, Verena Pattis, Verena Staffler, Walter Pfeifer, Walter Rieder, Wilhelm Prantstaller, William Mona, Wolfgang Gurschler, Wolfgang Harini, Wolfgang Psenner, Adrian Overdevest, Albert Gornig, Alexander Aichhorn, Alexander Sailer, Andreas Kleisner, Anna Guber, Bianca Zanona, Daniel Koch, David Rohmosec, Dominic Waldner, Herbert Huber, Manuel Schöpf, Markus Greiderer, Martin Dobler, Martin Ganzer, Martin Plank, Martin Wechner, Martin Zeiser, Matthias Illner, Michael Widauer, Murat Camyurd, Oliver Schwenbacher, Oliver Stieg, Patrick Gebauer, Rainer Lodi, Robert Kramerberger, Robert Skokow, Robert Rainer, Stefan Jais, Stefanie Feichtner, Thomas Brettau, Thomas Schmid, Valentina Braconi, Wolfgang Paul, Brice Lacore, Cyril Gladick, Dominik Wandfluh, Franziska Fallegger, Kilian Gilloz, Marc Blesner, Marc Faas, Marc Flecker, Marco Abiez, Martin Amstalden, Massimo Stofler, Melanie Zurbiggen, Michael Müller, Patrizio Laudonia, Philippe Delaeye, Ralf Gailer, Samuel Zweifel, Silvan Käch, Stefan Mumenthaler, Valeria Purrazzolo



TECHNOALPIN®

YEAR-ROUND PASSION FOR SNOW OF ALL VARIETIES!

TechnoAlpin finds itself in a perpetual state of growth and is constantly looking for additions of the qualified and dynamic variety. There are many opportunities for personal and professional development for committed individuals with a gift for technology. The company is in a cycle of constant growth, particularly in the fields of software development, programming, design and engineering. Many TechnoAlpin employees work both locally and internationally. Whether at ski resorts worldwide or in the branch offices, the company offers a wide variety of scope for development.

We would like to take this opportunity to extend a special thank you to our partners. The commitment and professionalism they demonstrate is what makes TechnoAlpin a leading Company.

