

[N*ICE Aircraft Services & Support GmbH, Cargo City Süd, Geb.640, 60549 Frankfurt](#)

Ihre Zeichen
Your Reference

Unsere Zeichen
Our Reference
GF, mst

Datum
Date
15.07.2018

All Aircraft Operators and
Handling Agents at
Frankfurt Airport

Ansprechpartner
Your contact

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Preseason Information on Aircraft Deicing/Anti-icing Winter 2018/2019

Ladies and Gentlemen,

The new winter season is operationally starting on **October 15th, 2018** and we want to inform you about recent developments, news and facts around the de-icing and anti-icing of aircrafts on the ground in Frankfurt.

As usual you will separately receive from Fraport the completely new **Frankfurt Aircraft De-icing Plan**, supplying detailed information about winter operating procedures at Frankfurt Airport. The Frankfurt Aircraft De-icing Plan as well informs about **remote aircraft de-icing stands**.

The following stands will be available during the forthcoming season:

DP1, DP2, DP3 (TW "N7"), DP4 (V159-161), DP5 (G15/16). All these remote facilities will be operated with consideration of current conditions and resulting runway configurations.

1. Conditions and Prices

As already introduced in the last winter seasons you have the opportunity to choose between two pricing alternatives:

- Alternative 1: List of Charges Alternative 1: "Non-Cold Pool"
- Alternative 2: List of Charges Alternative 2 "Cold Pool FRA"

We have enclosed once more the information about the two alternatives with this letter. **Alternative 1 applies automatically with the start of the winter season. Therefore if you decide to choose Alternative 1 (List of Charges "Non-Cold Pool"), you do not have to take any further action.** If you decide to join the "Cold Pool FRA" (Alternative 2) for this season you have to send two signed copies of the attached 1- Season SGHA contract to N*ICE. After countersigning you will receive a copy for your records. The deadline to join the Cold Pool FRA is the 30th of September 2018.

Based on the feedback from the airline community, we also offer the possibility to sign multiple year contracts for the Alternative 2 Contract Model "Cold Pool FRA" starting with this season. Please note that this is done solely to reduce the administrative time of the yearly signature procedure. The prices for multiple year contracts will be exactly the same as the yearly contracts and will change accordingly if there are seasonal price changes. If you wish to sign a multiple year contract please contact fakturierung@nice-services.aero to get a contract sent to you. If you want to sign the Alternative 2 contract for this season only, then please use the attached SGHA agreement as explained above. The deadline of September 30th 2018 applies to both single and multiple year contracts.

Please note that we will be able to keep the Fluid Charges for both alternatives, Alternative 1 and 2 stable until the End of 2018. Starting in the last winter season the market for aircraft Deicing/Anti-Icing fluid has seen dramatic changes. Raw material prices have reached a historic height with an increase of around 25%. We have been able to counterbalance this to some extent through appropriate measures and will therefore be able to keep fluid prices stable until the end of 2018. **However, we anticipate a price increase for the fluid charges starting at 1st of January 2019.** We will be able to provide further information after the completion of the current ongoing tender, expected in October 2018.

The fleet of deicing vehicles will increase from 70 in winter season 2017/18 up to 78 Vestergaard units (plus 2 Safeaero units for tests) this coming season. Nevertheless all other prices will remain the same, since we were able to compensate the higher number of vehicles and increases in personnel costs by introducing one-man operated gate deicing starting last season.

The "**Conditions of Contract**" (copy enclosed) remain unchanged compared to the preceding season. Still, they basically reflect nothing else but the stipulations as contained in the well-known IATA Standard Ground Handling Agreement (SGHA) as published in their Airport Handling Manual, AHM 810, and generally followed by the industry for contracting handling services.

2. E-Billing and De-Icing Data

We would like to direct your attention to the eco-friendly way to get invoices electronically. By participating in E-billing you will receive the invoices in pdf-format. This saves a considerable amount of paper. Please consider this comfortable solution and complete the "Written Consent for Participation" (copy enclosed) and sent it back to us. Otherwise you will receive the invoices further on by post. If you have questions concerning your invoices please do not hesitate to contact: fakturierung@nice-services.aero.

It is possible to receive information about the amount of fluid used right after each event. Our deicing system is able to automatically generate and dispatch an E-Mail with the appropriate information. If you wish to join this service please fill out and return the enclosed form "Request to participate in the automated dispatch of De-icing Data" (copy enclosed).

3. Fleet of Vehicles and Fluid Storage

Our fleet of De-icing/Anti-icing vehicles consists of 80 units in total:

6	Vestergaard Elephant "MY" with open baskets
4	Vestergaard Elephant "GAMMA" with open baskets
34	Vestergaard Elephant "BETA" with enclosed cabins
34	Vestergaard Elephant "BETA 15" with enclosed cabins and extended reach
2	Safeaero 220 (Test vehicles)

All the above mentioned vehicles are equipped with the N*ICE Advanced De-icing System (NAD) allowing for a glycol mixture reduced to the operationally necessary minimum.

The **fluid** station TA1 next to gate 92(A), the tank station TA2 at the western perimeter road and the TA3 next to apron position area "G" remain unchanged.

Our storage capacity covers 870.000 liters of Type I and Type IV. Together with the capacity holding in the vehicles we will be able to cover up to three days heavy duty operations without being supplied. Work has started to extend the storage capacity by 200.000 liters at fluid station TA1 during the coming season.

4. Aircraft De-icing and Anti-icing Fluid

The following Fluids have an actual approval for the usage at Frankfurt Airport and may be used at any time:

SAE AMS 1424 Type I:	DF Plus / Kilfrost Ltd.
SAE AMS 1428 Type IV:	ABC – S Plus / Kilfrost Ltd.
SAE AMS 1424 Type I:	Safewing MP1 1938 Eco (80) / Clariant SE
SAE AMS 1428 Type IV:	Safewing MP IV Launch Plus / Clariant SE
SAE AMS 1424 Type I:	IceFree 1.80 / Addcon Europe GmbH

We currently use the following fluids:

SAE AMS 1424 Type I:	DF Plus / Kilfrost Ltd.
SAE AMS 1428 Type IV:	ABC – S Plus / Kilfrost Ltd.
SAE AMS 1424 Type I:	Safewing MP1 1938 Eco (80) / Clariant SE

This might be subject to change depending on the outcome of the currently ongoing tender. We will inform you about any changes after the completion of the tender, expected in October 2018.

All fluids will be applied in brand name quality in their operationally applicable mixture with water (possible exceptions to be announced). These fluids fully conform to relevant SAE Aerospace Material Specifications and are accepted by aviation authorities, airframe manufacturers and environmental agencies alike. The Brandname Hold-over timetable can be used.

5. Operational Procedures

The frequency to **request de-icing / anti-icing services** and, (in case the flight crew is not present or else) the telephone number (Fraport-net, extension 73891) shall remain unchanged. For more details please refer to the Frankfurt Aircraft De-icing Plan.

6. Station Inspections and Audits

Station inspections and audits performed by your local and/or headquarter representatives are welcome. Please arrange for a date with our Standards & Procedures department (Fraport-net, extension -73193, E-Mail: stephan.roehrig@nice-services.aero) well in time and arrange for necessary ramp permits for your (headquarter) representatives not holding one already with Fraport.

Please call or send us an e-mail in case any required information should be missing.

Looking forward to serve your aircraft in the upcoming winter season, we remain,

Yours faithfully,

NICE Aircraft Services & Support GmbH



Marcus Steinmetz
Managing Director



ppa. Eva Engel-Wolf
Director Logistics

Encl.:

Att. 1: Information regarding Invoicing Model

Att. 2: Conditions of Contract

Att. 3: Alternative 1: "Non-Cold Pool" – List of Charges

Att. 4: Alternative 2 "Cold Pool FRA" - SGHA

Att. 5: Form: Request to Participate in the Automated Dispatch of De-icing Data

Att. 6: Form: Written Consent for Participation in E-Billing Process