

CREATING AND MAINTAINING TECHNICAL EXCELLENCE



SHAPING TOMORROW TODAY

Our quality comes from insight, innovation and sincere interest.

Today, there is a constant increasing pressure on airports, airlines and ground handlers with regard to efficiency, budgets and environmental considerations. So every day, we at Vestergaard Company make an effort to think ahead and develop even more efficient and greener solutions that can help our customers meet all of these requirements and ensure optimal safety.

Craftsmanship, pride and sustainable thinking

At the same time, we build on proud traditions of craftsmanship and take pride in supplying the highest, most innovative, lasting and sustainable quality in the world—designed with inherent safety. Consequently, our starting point begins with customer requirements and how we can ensure that our solutions continue to have quality that lasts for decades. As a family-owned company, we naturally think about the next generation. This is why it is important for us to be receptive and humble when working with our customers and providing them with services and products that have lasting quality. This means that we listen a lot and focus on collaborating closely with our customers, so that we can become better at addressing their challenges.

We are with our customers all the way

Relevant advice, lasting quality, focused efficiency and eco-friendly solutions are our key concepts. In other words, we stay with our customers all the way. We test the quality first, analyze the customer requirements and subsequently provide services and equipment on an ongoing basis, saving the customer time and resources—and ultimately helping the environment, too. Should our customers experience problems, we are ready to help them right away. Looking ahead, we will be part of the growing digitized and automated world. We look forward to being able to provide our customers with even better solutions.



“WE MUST ALWAYS THINK
AHEAD AND DEVELOP, SO
THAT OUR CUSTOMERS CAN
IMPROVE AND BECOME
MORE EFFICIENT.”

Stefan Vestergaard, Chief Executive Officer

TECHNICAL EXCELLENCE SINCE 1962

Ever since Godtfred Vestergaard founded the company in 1962, its aim has been to deliver innovation, high quality and technical excellence that can improve the business of its customers.

ENGINEERING

1962: "Ingeniørfirmaet G. Vestergaard" is founded by Godtfred Vestergaard. He constructs lifts as well as various attractions in the Tivoli Gardens.

1966: Vestergaard repairs existing deicers for SAS Copenhagen and as a result lands the order for new deicers, which are delivered in 1969.

1976: The firm moves into the aircraft toilet service with the introduction of the Vacuum System on VTS, making this service easier and more efficient.

EXCELLENCE

1981: The Elephant® ALPHA is born and becomes the basis of the Elephant® BETA the year after, where the first Elephant® MY is also introduced.

1988: From new production facilities, Vestergaard can launch Freeze Point+®/Proportional Mix, One-man operation and the first Elephant® BETA-15.

1996: Godtfred retires making his son Stefan CEO. The firm had been converted into a public limited company in 1982, with Godtfred's four children as shareholders.



EXPANSION

1997: Vestergaard Company Inc. opens in the US. In 2002, the entire firm changes its name to Vestergaard Company A/S to celebrate its 40th anniversary.

2009: We introduce the small Elephant® SIGMA as supplementary deicers at large airports, or as an aircraft deicing workhorse at smaller regional airports.

2012: Vestergaard Company Asia opens, and the Elephant® BETA NG and the new VTS, featuring continuous vacuum and improved drainage, is introduced.

EFFICIENCY

2013: Our new landmark, Precise Positioning System (PPS), improves safety and reduces workloads by ensuring automatic distance between nozzle and aircraft.

2016: Introducing In Truck Manufacturing System (ITM) as result of our constant effort to improve green technologies and optimize efficiency and resources.

2017: Over 250 employees support customers worldwide, we have produced over 1,500 deicers and 400 VTS/WS and our first trucks are still going strong.

A man in a dark suit, light blue shirt, and striped tie stands in front of a fleet of Volvo trucks. The trucks are equipped with deicing systems, including a yellow crane-like structure with a blue and yellow striped arm. The man is smiling slightly and looking towards the camera. The background shows more trucks and industrial equipment under a clear sky.

“HIGH EFFICIENCY
ENSURES LOWER COSTS
FOR OUR CUSTOMERS.”

Anders Larsen, Chief Sales Officer

THE QUALITY IS THE CORE

As our customer, you can rely on our fleet for years to come in terms of operational stability and durability.

Due to the high quality of our equipment, acquisition often requires a major preliminary investment, but we can document that our solutions have been optimizing our customers' efficiency for decades. They save a huge amount of deicing fluid and man-hours, utilize time better and reduce downtime, and the equipment works better compared to the equipment our customers used before.

In other words, our equipment gives you a lower total cost of ownership (TCO) because quality is always key to us. Consequently, we satisfy customer requirements by developing relevant high-quality equipment and providing maintenance services.

Maintaining technical excellence

“Many of our current development projects are underway because of our customers' wishes. For example, we are constantly developing the BETA deicer, to make deicing even more automated than it is today. We are doing this through distance measuring, camera solutions and other measures, so customers can operate safely and more efficiently and even closer to nearby personnel and equipment,” explains Anders Larsen, Chief Sales Officer.

Determined to continue setting the standard

Our long-term relationships with customers verify that we improve our customers' budgets and operational reliability. This results in close collaboration and synergy, because the better we understand our customers' requirements, the better we are able to make a positive contribution to their operations—both now and in the future.

WE BUILD ON VALUES

The right insight and solid values are essential for improving the business of our customers and setting new standards for technical excellence.

RESPONSIBILITY

We take your business seriously, and therefore you should only expect a high standard of technical quality as well as business conduct. We are always open, honest and genuinely interested in your needs. Our solutions are often created to meet the exact challenges of our customers because we always start out by listening.

EXCELLENCE

Our technical excellence comes from combining our focus on customer needs and market demands with our deep insight into the latest technical developments. New features, findings and technologies are tested in every possible way because only by providing excellence can we improve our customer's business.

SUSTAINABILITY

As a family business we were born to think about the next generation and this applies to our customers, our solutions and the environment. Our response to these challenges has always been to deliver lasting quality and excellent innovative technologies and strive to minimize operational impact by saving both fluid and fuel.

CLOSENESS

We regard our customers as partners, because only then can we provide the best solutions. With relations founded on closeness, we can share, discuss, develop and improve, both with our insight into all the challenges and our long-term perspective – and we are proud to say that most of our customers are long-term partners.



EXCELLENCE THROUGH INNOVATION

We want to set new standards of technical excellence and safety.

At Vestergaard, we create value for our customers. Our enduring aim is to deliver technical solutions that not only work today and in the future, but also set new standards and represent the highest quality. *"We ensure our technical excellence by listening to our customers, their requirements and challenges and by being on the lookout for new technologies to optimize our products,"* explains Elo Svanebjerg, Technical Director.

Close collaboration with customers creates value for everyone

Several well-known Vestergaard solutions are the result of detailed dialog with customers, such as our ITM system and the proportional mixing system. We developed One-man operation because a customer wanted to save on labor costs, and the batch heating system was created at a potential customer's request. Our other customers were also able to benefit from these solutions in the long-term, which exemplifies how our new industry standards drive a high level of innovative quality.

Tested engineering for a long durable future

Today, Vestergaard Company supplies solutions all over the world and for different climatic conditions. *"Our engineering department does testing to provide the same high technical quality in every environment. This is important both for developing new products and ensuring the long durability of our trucks,"* Elo Svanebjerg emphasizes.

Looking ahead, customers want ever leaner operations, and our Data Transmission System (DTS) is great at optimizing and reducing costs *"Automation is increasingly important for minimizing the use of deicing fluid and manual labor and improving safety. The design of the Vestergaard deicers and new automated technology, such as PPS, reduces workloads and improves safety, as the operators can get the nozzle close to the surface that needs to be deiced while staying far enough away from the aircraft to avoid collisions."*



"WE ARE ALWAYS ON
THE LOOKOUT FOR **NEW**
TECHNOLOGIES TO
OPTIMIZE THE PROCESS
FOR OUR CUSTOMERS."

Elo Svanebjerg, Technical Director

AIRCRAFT DEICERS



FLEXIBLE REACH AND OPERATION IN AIRCRAFT DEICERS

The range of our Vestergaard Elephant[®] aircraft deicers offers you exceptional flexibility aimed at meeting any operational needs in any modern airport environment.

All deicers from Vestergaard Company represent excellent engineering. We change the industry with unique features like the ITM (in-truck manufacturing), which gives operators complete control of sourcing and producing Type I fluid on the deicing truck itself. Our PPS system constantly ensures the correct distance between nozzle and aircraft, improving safety and reducing the operator's workload. Other important features are great maneuverability, simultaneous movement of the main boom and telescopic boom, and One-man operation.

The Elephant[®] BETA Aircraft Deicer

The core concept of the Elephant[®] BETA is to provide the operator with the shortest spraying distance while providing the widest possible operating range at the same time. The long-reach telescopic spray boom enables fast and effective operation while minimizing fluid consumption.

The Elephant[®] MY Aircraft Deicer

The design of the Elephant[®] MY aircraft deicer is based on Vestergaard Company experience and technology, which has proven its reliability over the years. The Elephant[®] MY, built on a standard truck

chassis, offers a vast array of functional options to make it easy and simple to operate, for any size or type of airport operation.

The Elephant[®] SIGMA Aircraft Deicer

Based on the well-established technical base of the Elephant[®] family of aircraft deicers, the Vestergaard Elephant[®] SIGMA was introduced especially for servicing small to medium-sized aircraft. It may serve as a supplement to add flexibility to existing deicing operations or as the backbone deicer for airport operations, frequented by aircraft types of up to—and including—Boeing 757/767.

Proven technology at every step

Our Elephant[®] deicers provide our customers with highly efficient, reliable and safe deicing, and they fully comply with all expectations of Vestergaard Company equipment:

- Unsurpassed quality
- Customization
- Low fluid consumption
- Outstanding documentation and support
- Technical hotline/customer service
- Low maintenance costs



Credit: Stephen Mills, Canberra Airport



Credit: Mikko Gustafsson

TOILET & WATER SERVICE TRUCKS



EFFECTIVE TRUCKS FOR TOILET AND WATER SERVICE

Our trucks make aircraft servicing much more efficient and our customers can reduce costs and improve hygiene with excellent technology.

The benefits of using the Vestergaard Toilet Service Units (VTS) are reduced costs and reduced aircraft maintenance, resulting in a shorter turn-around-time. The unique vacuum evacuation system provides fast and clean emptying of the aircraft toilet system. By effectively keeping aircraft toilet and pipe system clean, we ensure the best possible preventive maintenance. The system effectively handles blockages from cans, diapers, soap, bottles, etc., thereby reducing downtime.

Cost effective Toilet Service

High quality, unsurpassed efficiency and a long unit lifetime have proven extremely cost effective over the years. At the same time, we minimize operational expenses by means of high functionality and fast operation to serve more aircraft. Using vacuum evacuation, only one flush is needed, avoiding undesired leakages and the formation of blue ice at aircraft panels. This reduces bad odors and improves hygienic working conditions compared to gravity evacuation systems.

The reflux function – a return suction of excess water

in the flush line – prevents spillage onto the ground and the formation of ice at aircraft connections and in unit hoses. This very fast and easy operation reduces the use of manual labor and enhances the operator's hygienic environment.

Well-proven Water Service

Our Water Service Units (WS) provide the customer with highly efficient and hygienic handling and refilling of water for aircraft. The performance features are the result of more than 30 years of product development and thereby based on well-proven technology to meet any customer demand.

Creating and maintaining excellence everywhere

As with all Vestergaard GSE equipment, each WS is manufactured at the highest level of workmanship, using operationally proven components and materials.

We have toilet and water service equipment running in all major airports worldwide and can provide our customers with a wide selection of products and service options to match any local need or scenario.



WHEN WE SAY SERVICE, WE MEAN...

To us service involves ensuring that our customers have the optimal equipment they need both today and 10 years from now. We are there for them from support to innovation.

Credit: Joe Lammerman

PARTNERSHIP

We take partnerships seriously, because as a service partner we can nourish our customers. We can advise, help optimize and develop new features to make sure the equipment is geared to both specific and future needs. We also offer training of our partner's staff on site or at our premises as a service.

RELIABILITY

Our customers can trust in us and our products. We are known worldwide for our lasting product quality and excellent technical service; as a result, our service reports often serve as a seal of approval at audits. Our operational and personal reliability is founded on our close cooperation with our customers over many years.

INNOVATION

We think ahead for our customers as a service by considering how we can make their business and everyday work even better, more efficient and greener. Through our continuous innovation and tests we want to keep improving and move businesses forward e.g. by benefitting from the innovations we make for other customers.

SUPPORT

If help is needed, one call is all it takes. In the deicing season we have a hotline for questions and ordering spare parts, and we are ready to be on-site within 24 hours to fix any problem. On our yearly service tour, our experts make sure that the equipment is up to speed. Local technicians are welcome to take part for mutual benefit.



“GOOD SERVICE IS WHEN
SATISFIED CUSTOMERS
ARE READY FOR THE
WINTER.”

Carsten Daugaard Laursen, Service Manager

SERVICE IS SAFETY

On-site service is just one of the ways we safeguard your business.

At Vestergaard Company our equipment is developed to maximize efficiency and safety when it is being handled and, at the same time, our equipment minimizes handling and maintenance costs. Using high quality means we can ensure the best basis for many years of operations, but with so much daily wear, often in harsh weather conditions, maintenance and qualified service are a must. *“Service has become crucial. Our customers need to know that their trucks work, and we make it convenient for them to deliver our service reports when they are audited,”* explains Service Manager Carsten Daugaard Laursen.

Get help ahead of time

Our equipment’s operational reliability is exceptional, but to ensure optimal results, it is best that we still check all the details before winter. With efficient service and maintenance, we at Vestergaard can prevent expensive downtime and extend the service lifetime of the equipment. It is also about safety. It is important that the mixing, spraying and counting systems work when winter takes hold, just as heating systems are also essential.

“We know our trucks inside out and we can fully service them, right down to the smallest technical detail. Because we know how they must work, we can align them with all the equipment we have previously delivered,” Carsten Daugaard Laursen says.

We never leave the customer’s side

Our customers feel secure because Vestergaard Company provides service agreements and after-sales services. They are certain that the trucks can be serviced and they can get the right spare parts, for many years to come. We are there if something goes wrong, and that guarantee is something customers value dearly.

BEING GREENER

With a service life of over 20 years, our products save resources. Now we want to use automation and digitization to make them even more efficient and greener.



GREEN THINKING

In our mission statement we aim to work to mitigate any environmental impact. We will maximize the use of every resource and we strive to use recyclable materials. This includes in our production process, the products themselves, the use of the product and eventual scrapping of the product – and we always look ahead.

GREEN LIVING

In our production facilities, we take great pains to reduce the costs of and emissions from lighting, heating, ventilation, provision of compressed air, etc. Furthermore, we have an ongoing partnership with our energy company to minimize our environmental footprint by purchasing and redeeming GO certificates corresponding to our consumption of MWh.

GREEN PRODUCTS

We build products of innovative and lasting quality. It is always a part of our focus to reduce waste and the use of oil, gas and deicing fluid. For instance, our BETAs have a minimum glycol consumption and a mixing system to automatically optimize the sprayed glycol mixture according to the outdoor air temperature.

GREEN GROWTH

Our green products significantly benefit the total cost of ownership. A truck you can use and trust for more than 20 years is obviously beneficial, as is the reduced amount of glycol and fuel. These technical advantages raise the general level of efficiency, reduce downtime and improve your business for many years to come.

ENVIRONMENTAL ENGINEERING FOR THE FUTURE

High efficiency reduces
the environmental impact.

At Vestergaard we care about the next generation – also when it comes to the environment. It was Vestergaard technology that brought the solution, where deicing fluid is provided as a concentrate that could be blended individually with water at the airport. This meant savings on fluid, cost, transportation and carbon emissions. Now we're focusing on taking it to the next level, with ITM (in-truck manufacturing). Here, the fluid vendor only ships an additive package, which is 2% of the total, while the user purchases the glycol from a local supplier.

"It's not only the right thing to do for environmental reasons, it's also more cost effective and increases quality. There always seems to be a link between taking care of the environment and great technology," explains Peter Haug, Sales Manager, North American Operations.

Designed for less waste

Vestergaard always aims to minimize the environmental impact and strives to improve with new technologies. Take the BETA deicing unit, which has a special burner that uses 50% less fuel compared to competitors. On top of that all fluid tanks are also insulated. They lose only a few degrees overnight, so basically no reheating is needed.

Thinking green is part of our philosophy

Seeing that Vestergaard trucks can work for 20 years or more, they are excellent financial and environmental investments. Therefore, people view Vestergaard as a world leader. They look to us to lead the way in terms of technology, safety and environmental impact. With our European mindset, protecting the environment is essential to everything we do, from using solar and thermal power to recycling and manufacturing components.



“GREEN SOLUTIONS
CAN INCREASE
QUALITY AND
COST EFFECTIVENESS.”

Peter Haug, Sales Manager, North American Operations

MORE THAN 250 EMPLOYEES ARE READY WORLDWIDE

**Denmark - Headquarters**

Skullebjerg 31, Gevninge
DK-4000 Roskilde, Denmark
Tel: +45 4642 2222
Email: sales@vestergaardcompany.com

Northern America

Vestergaard Company Inc.
1721 N. Oak Drive, McHenry,
IL 60050, USA
Tel: +1 815 759-9102
Toll free: +1 888 759-9118
Email: usa@vestergaardcompany.com

Asia

Vestergaard Company Ltd.
Pinthong Industrial Estate,
789/50 Moo 1, Nongkham
Chonburi 20230, Thailand
Tel: +66 (0) 38 348 630
Email: asia@vestergaardcompany.com

France

Vestergaard Company SASU
17 L route de Creil
95340 Bernes sur Oise, France
Tel.: +33 1 30 34 55 87
Email: france@vestergaardcompany.com

Japan – Representative

Daiichi Jitsugyo Co., Ltd.
4-6 Kandasurugadai, Chiyoda-ku, Tokyo,
101-8222, Japan
Tel.: +81 (0)3 6370 8778

Vestergaard Company A/S

vestergaardcompany.com