Ground Support Specialist
GS Series Deicers

DeIcer Life Cycle Cost Comparison

Ground Support Specialist

Life Cycle Cost for GSS De-Icers

Total Cost =

- Initial Purchase Price
- Safety Cost
- Maintenance Expenses
- Operations Expenses

GSS Deicer Advantages:

- Purpose Built Unit utilizing Single Engine Design
- Safe Operation with Designs that Exceed Industry Standards
- Proven Simplistic Design
- Maintenance Efficient
- Fuel Efficient
- Reliability

Purpose Built Unit:

- Custom Chassis built from the ground up to be a Deicer
- Single Engine Design greatly reduces Maintenance Requirements
- Hydra-Static Drive System

Safe Operation:

- Aerial Device Safety Factor in excess of 5:1
- Excellent Visibility of 360 Degrees
- Drive system allows for optimal handling and maneuverability
- Proportional Boom controls provide excellent inching capabilities

Fuel Efficient:

GS-Series De-Icers

- Consume 35% less fuel than conventional deicers on average.

Maintenance Efficiency:

– **GS Deicers require 35% Less Maintenance than Conventional Deicers on average.**

Reliability:

– Industry Standard Fluid Pumping Systems
– Simplistic 12VDC Heater Control Systems
– Established Industry Standard Drive System
– Parts are available on a Local Level

Assumptions:

- The related analysis is based on a 120 day Deicing Season
- The Daily Duty Cycles are assumed to be 8 Hours.
- Each 8 Hour Cycle Dispensed two Truckloads of Deicing Agent
- Flow Rate utilized 27GPM

Summary:

- The GS-Series prevailed in Fuel and Maintenance cost savings.
- The Total Life Cycle Cost for these machines is greatly reduced
- Initial Purchase Price & Cost of Ownership equate to the best choice.

Ground Support Specialists, llc.
2205 Cole Rd.
Horn Lake, Mississippi 38637

GSS Deicers: Competitive Advantages Summary

- ***Total Cost of Ownership:***
  - ***GSS DeIcers*** offer a variety of advantages when compared to conventional Deicers. The initial purchase price is not only cost competitive, the total cost of ownership of GSS DeIcer's is significantly lower over the course of a 15-20 year life cycle**.** (See attached Cost Comparisons)

- ***Purpose Built Chassis:***
  - In lieu of a commercially produced truck chassis, GSS DeIcer's incorporate a custom purpose built chassis, designed from the ground up, to withstand the harsh Airport / Airline operating environment. It is designed for a 20+ year service life, with emphasis on rugged steel construction.

- ***Single Diesel Engine Drive Design*:**
  - GSS DeIcer's are designed from conception with economy and simplicity in mind. The use of a single "swing out" diesel engine for all drive and system functions provides for greatly increased ease of maintenance. This translates directly into increased reliability and substantial dollar savings in both operating and maintenance cost. GSS's largest DeIcer's generate a fuel cost savings of 44% and a maintenance / operational cost savings of 37% over conventional deicers.

- ***Hydrostatic Drive Functions:***
  - GSS DeIcer's use a single diesel engine utilizing a hydrostatic drive. This system not only provides a fuel cost savings, but also provides a substantial ***"Green"*** reduction in carbon emissions due to the constant speed nature of its design. With this drive there is no need for the constant winding up and down of the engine in order to shift gears as in an ordinary automatic transmission. This as compared with other conventional deicers results in a much more efficient and cleaner operating machine.

- ***GS Aerial Device:***
  - GSS DeIcer's aerial device is custom designed and built, it far exceeds many competitors commercial "off the shelf" units. The aerial device meets all regulatory requirements by utilizing a 5 to1 safety factor for static loading and a 3 to1 safety factor for dynamic loading.

We appreciate your interest in our aircraft deicers, and feel strongly that our GSS Deicers are the best fit for your long term aircraft deicing requirements. If we can provide any additional information please feel free to contact us.

Rudy Yates
Chief Manager, Ground Support specialist LLC