



A NEW PERSPECTIVE

COBUS Industries has extended their range of services for customers wanting to convert their diesel fleet to electric configurations.

An airport is like a jigsaw puzzle – all pieces must interlock perfectly, so that operations run smoothly, and flight schedules are kept. One important piece is the efficient servicing of passengers on the apron. To meet the continuously increasing demands regarding sustainable solutions, COBUS Industries, the worldwide leading manufacturer of low-floor airport buses, is offering new technical and financial concepts.

e.START – from diesel to electric drive

With the conversion of an existing diesel fleet into a fully electric driven one, COBUS Industries provides a unique offer for airports, ground handlers and airlines operating apron buses. The concept creates a balance between emissions, performances, and costs suitable for each customer's requirements. It supports customers to meet environmental regulations without making any compromises on quality and technology.

Just one detail: LTO (Lithium Titanate Oxide) battery packs, enabling quick

charges and top-ups at any time, are installed on the bus roof to preserve crucial space inside the passenger compartment. Customers can choose between three e.START packages each including electrification: full interior renovation, exterior facelift or customer-specific overhaul. Geneva and Salzburg airports have already started to benefit from the e.START concept: More than 50% of the components of the existing COBUS fleet are re-used and operation as well as maintenance costs are reduced considerably.

Smart business solutions

Challenging times demand for inventive ideas, hence COBUS Industries offers different types of financing options for its complete product range: Hire purchase, financial lease, operating lease, and short- or long-term rental. Each solution will be tailor-made according to each customer's business model.

For example, if a customer uses hire purchase of a state-of-the-art e.COBUS 3000, he turns CAPEX into OPEX, pays a monthly fixed rate and owns the electric apron bus with the last rate. The customer is provided access to advanced technology without relying on his own capital or he can upgrade to new equipment anytime during or at the end of the contract term.

Alexander Weiss, from Purchasing Infrastructure at Salzburg Airport, stated: "Salzburg Airport has been focusing on sustainability for many years. The current laws and the driving profile on the apron suggest using electrically powered apron buses. The e.COBUS buses are ideally suited for the short distances on the airport apron." **ghi**

