

POMA news

SPRING 2001 N°5

P O M A G A L S K I N E W S P A P E R

EDITORIAL

First, I would like to pay tribute to Jean-Pierre CATHIARD for all that he achieved during his twenty years as head of POMA.

Having joined the company in 1976, I was appointed as Managing Director in October 1980 just as Jean-Pierre CATHIARD became President. As Jean-Pierre CATHIARD explains later, the main reason he chose to sell POMA was to ensure its continuity. The transition went smoothly and we have decided henceforth to operate under a corporate status managed by a Directoire appointed by a Conseil de Surveillance; the latter will be led by Jean-Pierre CATHIARD and will include Michael SEEGER, new majority shareholder, Werner Amort and Jürgen WAGENSONNER.



A NEW ORGANISATION FOR POMA

With respect to my responsibilities, I am the Président du Directoire composed of Christian BOUVIER, Philippe CLÉMENT, Jean-Paul HUARD and Jean SOUCHAL. These gentlemen represent the main activities of our company, where people are the driving force. The company will remain independent, even as we build new working relationships with our partner. These new connections will mainly involve parts procurement and purchasing, while aiming for synergy at the production level as several subsidiaries of POMA - such as SIGMA Composite, SEMER and SACMI - begin production for Leitner. New interrelations will also be important in the development of new products, with the technical staff of both companies working together. These transformations can only serve to strengthen our partnerships with operators everywhere. More than ever, we will stay tuned to your concerns, and we thank you for your vote of confidence.

Jean GAUTHIER
President and chief executive officer

SUMMARY

2

The 21 Series

A new generation of Terminals for Detachable-Grip Equipment

3

The 21 Series

An Overwhelming Export Success

4

Detachable-Grip Equipment

Thoughts on Renovation

4

Human resources

New Colleagues



The Merger

A Change of Shareholders for POMA

Last spring,
Jean-Pierre CATHIARD
turned over control
of the company
to Michael SEEGER,
Italian industrialist
and owner of Leitner.
Explanations.

O n the 31st May last year a new page in the history of POMA was opened with the announcement by Jean-Pierre CATHIARD that he was passing control of his family business to Michael SEEGER, Italian industrialist, who heads the organisation that bears his name. This group includes, in particular, Leitner, one of the four top manufacturers of aerial lifts in the world.

"I am approaching sixty and my primary aim is to ensure the continuity of the company. It is for this reason that I took this decision", explains Jean-Pierre CATHIARD. "This is a business choice taking into account both the future evolution of our sector - aerial lifts - with a largely mature market base, and major constraints in the development of new products. This being the case, the two companies will progress by sharing research and development costs so we can better respond to the expectations and requirements of our clients."

Michael SEEGER speaks of "a strategic investment for the future. The two companies will reduce costs by developing new products and by pooling purchasing of raw materials and supplies. We do not intend to reduce

the number of employees. On the contrary, this merger should favour employment in France, since the unemployment rate is close to zero at our location in Southern Tyrol and we are faced with a shortage of skilled labour, particularly technical staff and engineers. Leitner will, therefore, manufacture several of its parts in France." This activity will benefit several subsidiaries of POMA (see the editorial by Jean GAUTHIER).

Michael SEEGER also notes a strong similarity between the two companies, which in addition to the aerial lifts market, involve urban shuttles, or "people movers". "We have a good future in this sector and I am convinced that it represents our greatest opportunity for development. It is clear that it is better for us to develop as a unit rather than individually in such markets where our partnership gives us a better position with respect to the competition."

"It is clear that it is better for us to develop as a unit rather than individually in such markets where our partnership gives us a better position with respect to the competition."

The eight months since the merger have therefore been turned to good use, working out a process by which personnel in both companies can get to know each other better. Future products will be developed from their co-operation according to the decisions of last May. "Each company, however, will remain completely independent as regards customer proposals, product configuration and commercial issues", reiterates Jean GAUTHIER.



France equipment

The 21 Series

A new generation of Terminals for Detachable-Grip Equipment

Based on research conducted in collaboration with operators, the 21 Series is adapted to all types of detachable-grip equipment. Initiated by POMA's Development Division, this serie involves industrialised and standard components.

Let's take a moment to look back. At the end of 1998, POMA's Development Division, at the initiative of Jean-Paul HUARD, began researching a new generation of terminals adapted to all types of commercial equipment, from the 4-seater detachable-grip chairlift to the 16-seater gondola lift and beyond. This was an ambitious move. The decision required operator input in the design process in order to fully understand their needs. By mid-May 1999, a representative group of customers visited the headquarters of SACMI in Montmélian to view the first prototypes. They were thus able to provide feedback based on their field experience and their comments were taken into account. This gave rise to the 21 Series. "With respect to the design, our first reaction was to break down the different functions of the machine through a functional analysis. Our objective was to industrialise the component parts in order to smooth out the workload", explains Christian Bouvier, Commercial Director. "We also wanted to reduce as much as possible the number of components in each unit." POMA chose a modular approach that relies on standard

components, the objective being to allow pre-assembly of the modules, thereby reducing construction time on site, which is typically very short. This strategy also allows the manufacturer to anticipate demand and to better share the production workload.

This proved a wise choice, as, from a basic framework, it now only requires the addition of a specific module to fit the specification of each unit. "The design of the 21 Series also takes into account the needs of operating and maintenance personnel and their viewpoint on work safety. It goes

without saying that we are proud of the results and that all our future design processes will be conducted in a similar way as the 21 Series. It is a different mindset", asserts Christian Bouvier. "We wanted to find a way to get closer to operators' needs because their profession has undergone so many changes." And that is how the new SATELLIT terminals were born.

This was a successful venture as can be seen from the large number of models from the 21 Series installed in France in 2000: the Les

Marmottes 6-seater gondola lift in Alpe d'Huez, the La Ruelle 16-seater gondola lift in Hauteluce, the Altiport 8-seater detachable-grip lift and La Dent de Burgin 6-seater model in Méribel, and l'Aulian Express 6-seater detachable-grip lifts at Luz-Ardiden, le Tourmalet in Barèges, l'Espade in La Mongie and Le Solert in Val Cenis.

"It goes without saying that we are proud of the results and that all our future design processes will be conducted in a similar way as the 21 Series."



Hauteluce

La Ruelle, Ariana Club gondole lift : the link to les Contamines

Financed by SECMH (Société d'Équipement des Contamines-Montjoie Hauteluce) the new 16-seater ARIANA gondola lift La Ruelle in Hauteluce functions mainly as an elevator as it provides the return trip to Contamines-Montjoie while giving access to the beginner slopes in the Beaufortain area. The line includes 10 towers, is 1,165 metres long, and climbs 380 metres, reaching the arrival terminal at an altitude of 1,614 metres. In the current configuration, the line provides a capacity of 800 passengers/hour (up to 1,200 in the final stage) with fourteen 16-seater ESPACE gondolas that travel at a speed of 4.3 m/s. For the first time ever the gondolas stop within the contour to allow access for those with reduced mobility. Gondolas are stored on the SATELLIT terminal tracks. Power is 440 kW. The cable diameter is 51.5 mm for a tension of 56 tonnes.



Val Thorens

A New Funitel

POMA's first Funitel, after the DMC and the second Funitel at Les 3 Vallées ski resort, which is called Fond 2, will be operational by Christmas 2001. When it comes into service, it will improve the connection to Orelle. With a length of 1,950 metres for a vertical rise of 542 metres, it will be installed at an altitude of 3,003 metres and will provide a capacity of 3,000 passengers per hour. The facility will be equipped with 7 intermediate towers and 20 gondolas mounted on an Omega 4-grip carriage. Each one of the gondolas, designed by SIGMA Composite, has a capacity of 33 passengers up. They will travel at a speed of 7 metres per second and will be stored partly on the main tracks and partly on parking tracks located in the middle of the main tracks. The power generated by the uphill drive terminal will be 1,600 kW, with maximum tension at 135 tonnes (for two 50.5-mm cable loops). The client is SETAM, the client's representative SAS (Société d'Aménagement de la Savoie) and the main contractor DCSA (Denis Creissels S.A.).

Alpe d'Huez

Marmottes 2 - ARIANA 6

Running in conjunction with the DMC, the ARIANA 6 gondola lift replaces the old 2-seater fixed-grip chairlift called Clocher de Mâcle built in the beginning of the 70's. The system rises from the departure terminal at 2,339 metres to the arrival terminal at 2,767 metres. It is 1,463 metres long, reaching across 15 towers. With sixty ESPACE 6 gondolas, it carries 1,650 passengers per hour at a speed of 4.5 m/s. The downhill drive terminal is a SATELLIT model. The gondolas are stored automatically in an existing building. Power is 435 kW. Cable diameter is 40.5 mm and tension 34 tonnes. Line gauge is 5.70 m. The customer is SATA (Société d'Aménagement Touristique de l'Alpe d'Huez).

Luz-Ardiden

A PHCENIX 6 for the connection with Cauterets

Luz-Ardiden has big plans for its future with Cauterets. La Régie des Sports of the Pyrenees resort has, in fact, just acquired a 6-seater detachable-grip lift called Aulian Express. The SATELLIT drive terminal lies uphill and the SATELLIT tension terminal downhill. This PHCENIX 6 runs towards Lisey Pass and in the initial design provides a capacity of 2,000 passengers/hour on its 47 seats. The line track includes 12 towers to cover a length of 1,185 metres, over a vertical rise of 414 metres, with arrival located at 2,127 metres. Speed is 5 m/s and future capacity could reach 3,000 passengers/hour.

Méribel

The First French 8-Seater, Phoenix 8

POMA set the first French 8-seater detachable-grip lift into operation in Méribel at the end of 2000. Its name : the Altiport chairlift. In the current configuration, the lift is equipped with 74 "DOU-DOUK 8" seats, providing a capacity of 3,400 passengers/hour, and up to 3,600 in the future. It gives access to the beginners' slopes at the Altiport near the golf course starting point and to La Dent de Burgin 6-seater detachable-grip lift that was rebuilt this year.

The PHCENIX 8 lift has 16 towers, measures 1,414 metres in length, and rises 275 metres to an altitude of 1,993 metres. The terminals are SATELLIT models with an underground drive terminal uphill and a tension terminal downhill. The cable is 45 mm in diameter, line gauge is 7.20 m, and power 500 kW. Speed is 5 m/s and tension 45.5 tonnes.





The 21 Series

An Overwhelming Export Success

The 21 Series has been

crowned with success,

not just in France,

but also abroad with

the following

four installations :

Two PHOENIX 4

systems : one in Valle

Nevado, (Chile) and

one in Clavières, (Italy).

Two PHOENIX 6

systems : one in

Trysilfjellet, (Norway) and

one in Gerlos, (Austria).

A PHCENIX 4 for Andes Express

The 21 Series enjoys a good market share in France, and also in the export business, as confirmed by Philippe ADRIEN who is in charge of this sector at POMA.

The most far-away installation is on the coast of Chile, more precisely at Valle Nevado, a resort located in the Andes, and founded by Roger GODINO, previously in charge of Les Arcs. A 4-seater detachable-grip lift system will start up during the summer of 2001, i.e. winter in the southern hemisphere. Named the Andes Express, the initial system will operate at a capacity of 1,800 passengers/hour, rising potentially to 2,100 in the future. The installation is 1,700 metres long, with the departure point at an altitude of 3,050 metres, climbing to 3,500 metres at the arrival point ! The machine will be equipped with 91 "DOUDOUK 4" seats running on a 40.5 mm diameter cable. The line includes 15 towers. The SATELLIT drive/tension terminal will be located downhill, and the uphill SATELLIT terminal will be stationary. This PHCENIX 4 will replace and extend the track covered by the Pena del Aguila (the Eagle Feather) skilift.

Valle Nevado is the most modern and the most European ski resort in Chile. Modelled on the Arcs 2000 resort and less than an hour from Santiago, it is at the heart of the Chilean "3 Valleys", a basin that also includes La Parva and Colorado ski resorts.

A PHCENIX 4 to Travel from Clavières to Montgenèvre

POMA Italia has installed a PHCENIX 4 detachable-grip lift - the first of the 21 Series - at the Italian Milky Way resort. Selected as a site for the 2006 Winter Olympic Games, this ski resort is situated at

Clavières near Turin. The system, which provides access to new slopes, will allow skiing from Clavières to Montgenèvre, a Briançonnais French resort, of which Aigle chairlift is situated in the same area. Operation of this detachable-grip chairlift was launched on the 20th December last year.

The uphill SATELLIT terminal lies right on the border. The other SATELLIT terminal (drive and tension) is located downhill. The line operates at a speed of 5 m/s. It is 1,442 metres long, with a vertical rise of 344 metres, departure at an altitude of 2,062 metres and arrival at 2,405 metres. The system operates with 107 "DOUDOUK 4" seats at a capacity of 2,400 passengers/hour, for a rated power of 542 kW.

The Largest Norwegian Resort Opt's for a PHCENIX 6

Crossing Europe, we move on to Norway where Trysilfjellet, situated to the north-east of Lillehammer, close to the Swedish border, chose a model from the 21 Series : a six-seater detachable-grip lift. This chairlift, named Liekspressen, has a length of 2,003 metres for a vertical rise of 368 metres. With its 94 "DOUDOUK 6" chairs, the system currently carries 2,400 passengers per hour, a figure that will increase by 400 with the addition of 15 chairs.

Just two and a half hours by car from Oslo, Trysilfjellet is the largest ski resort in Norway. To improve the connection with the Liekspressen PHCENIX 6, the management of Trysilfjellet is already planning the construction of a PHCENIX 4 to join the Liekspressen line which presently is reachable by a skilift...

Loyal Gerlos

With regard to Austria there is Gerlos, a faithful customer of POMA. They have acquired a 21 Series 6-seater detachable-grip lift. The Krummbach X-Press replaces an old 2-seater fixed chairlift used to connect slopes of the Schi Arena, which also includes the Zell am Ziller and Koenigsleiten resorts.

Situated in the Zillertal Valley, this PHCENIX 6 rises from the SATELLIT departure terminal at 1,365 metres to the arrival terminal at 1,978 metres, covering a distance of 1,838 metres, for a vertical rise of 608 m, at a speed of 5 m/s. In the current configuration, there are 73 "DOUDOUK 6" seats, 18 towers, a line gauge of 6.2 m, for a capacity of 2,000 passengers/hour, which will increase to 2,400 in the future.

This PHCENIX 6 was ordered on the 29th August 2000 and delivered on the 6th December 2000 - a record delivery time. Another technical challenge consisted in inclining the first tower at an angle of 45° to anchor it to the downhill terminal. Without this solution, it would have been installed in the bed of a stream...

Slovenia

Facelift for the Vogel Aerial Cable Car System...

Vogel is a Slovenian resort that presents the unusual characteristic of being accessible only by cable car. At the beginning of 2000 it became inaccessible, since its operating licence was revoked. It must be said that the equipment in question was roughly 50 years old and so it was urgent for the operator to find a solution, with the financial assistance of public authorities.

A call was made to POMA in August last year to discuss complete renovation. The updated system will now provide a capacity of 950 passengers per hour. The line is 1,671 metres long for a ver-

tical rise of 950 metres and is equipped with two gondolas, each one with a capacity of 80 people.



And rebuilding of a gondola lift in Bovec

After modernising the third section of the gondola lift at Kanin, POMA pursued renovation of this equipment built in 1974. This second phase, launched in 2000, involved the second section, while the first section is due to be renovated this year. Last year, we replaced the sheave trains of the first and second sections (line V3), replaced gondolas and grips in the second section, modified the main tracks (tyre beam, contour chain...) and the transfer mechanics at G4/G5.

These replacements and modifications were completed by overhauling the gearbox and the electric motor of the first section.

Turkey

Two COLIBRI Chairlifts at Palandöken

Although best known as a summer holiday and cultural destination, Turkey can also be considered as a serious player in winter sports with several designated sites such as Palandöken, Uludag, Erciyes, Sarikamis, Ilgaz and Davraz. The Turkish government and several hotel groups are eager to develop these sites.

Until now, this market has been equipped with Austrian equipment, POMA installed only a small cable car system in Istanbul in 1992. The situation, however, is changing. Palandöken ski resort, a dozen kilometres from Erzurum, a large eastern Anatolian town, has ordered two COLIBRI 2-seater chairlifts. The customer is the hotel group Polat, which constructed several up-market hotels at Palandöken. These chairlifts, which went into service in January 2001, connect the hotels to the rest of the resort. The first, 647 metres long, will carry 400 passengers per hour. The second, 300 metres long, provides a capacity of 900 passengers per hour.

Australia

POMA at the Olympic Games in Sydney

The prospect of the Olympic Games compelled the elected Sydney officials to replace the cable car that crosses over Taronga Zoo, an obsolete system built by a British company in 1984.

The new-look Taronga Zoo system was delivered in May 2000. It consists of a 6-seater gondola lift that provides the best access to the zoo from the centre of town, which is linked to the site by ferry. The cable car line is 465 metres long with a vertical rise of 65 metres. It performs at a rate of 1,200 passengers/hour and speed of 4 metres/second. According to the climate, POMA installed 'tropicalised' «ESPACE 6» gondolas similar to those in the 'Tropical Forest Skyrail' at Cairns, constructed in 1995 by POMA of America.

Russia

POMA at the Heart of Moscow

POMA was awarded a fine contract at the beginning of 2000 when the Mayor of Moscow ordered a COLIBRI 2-seater chairlift and two F 10 skilifts. The chairlift is installed at Vorobiev Gory, previously Mount Lenin, next to the Olympic stadium. Equipped with an intermediate terminal, it provides access to a ski jump and is used by skiers in winter and hikers in summer. The chairlift is designed to carry 1,000 passengers/hour. It has 6 towers, covers a length of 333 metres and has a vertical rise of 70 metres.

The two skilifts will be installed on artificial ski slopes created by municipal authorities from construction works rubble. They will provide a capacity of 600 passengers per hour. In the future, other contracts may be awarded, since Moscow wishes to develop several areas of this sort. Elsewhere, numerous projects are under consideration in the Oral, Siberia, Kamchatka, Saint Petersburg and in the Caucasus, notably Sochi. Other plans are also in the works in partnership with Gorimpex, our local representative who also works for Rossignol.

Peru

POMA Launches a Roca 800 for a Large Mining Company

Last summer POMA installed a Roca 800 at a mine in La Oroya some four hours to the east of Lima. This industrial ropeway, built to remove waste products from a factory that processes ore from a mining site, has just been put into service. The mine is worked by the American company Doe Run, global leader of lead and silver production.

The horizontal line is located at an altitude of 3,800 metres. It passes above the factory at a height of 250 metres and crosses both a river and the Lima-Huancayo highway diagonally at 420 metres. The fixed-grip, monocable aerial line system features 9 towers and 91 buckets. The system functions 22 hours a day and the buckets are loaded automatically. Capacity is 80 tonnes/hour.



Detachable - Grip Equipment

Thoughts on Renovation

On the 7th November last year, Christian Laval, Head of Commercial Services, organised a one-day presentation at Courchevel 1850 in partnership with the Société des 3 Vallées on the various possibilities of renovating detachable-grip equipment.

As Christian Laval explains, "The objective was to talk about our specific activities and to present a document about the renovation of detachable-grip equipment." The document presented arguments to support reasons for considering a renovation project. Machinery is usually modernised to increase reliability and rationalise management of spare parts across the current range of equipment. Increase in comfort and improvement in maintenance must also be considered. This information, available on our web site, presents various examples of renovation including projects involving the drive wheel, main engine, emergency engine, tensioning system and the kinematic chain. The presentation was followed by a field trip to see the Biollay detachable-grip chairlift and the Jardin Alpin gondola lift. About 40 people participated in this meeting, the first of its kind. Such a success proved mutually beneficial to both to our customers and ourselves, so we have decided to continue with this type of encounter and have already planned a meeting for this year.



Human Resources

New Colleagues

Glieci DERMONT is the new President and Director of Baco SA, the subsidiary of POMA in Switzerland. He succeeds Roland BACHMANN who retired last summer. Born in Grisons, he began working in the tourism industry in 1981 before taking up the post of Hotel Manager, Office of Tourism Director and, from 1988, Director of the Aerial Lifts at Brigels-Waltensburg-Andiast, a post he took over at the same time as he managed the local bank. Mr DERMONT has also completed

courses in bank management, marketing, and business administration. He speaks German, French, Italian and Romansh, his mother tongue.



Engineer of Arts and Sciences, **Philippe ADRIEN** is the new Export Sales Director of POMA. Born in 1956 in the Haute-Marne, he has returned from the United States where he was Head of the Technical Support Department at Sidel Inc., a manufacturer of bottling equipment based in Atlanta. Before that, he worked for several companies in the Far East. He has been in his new post since last September.

Born in September 1964 at Albi, **Dominique LASALLE** is the new Director of Human Resources at POMA. He also arrived in September and previously did a similar job for a car parts manufacturer in the Loiret. Mr LASALLE has a Masters Degree in Law, a post-graduate diploma in Human Resources and Management, and a diploma in Logistics.



Pierre RACT has just joined our Technical Sales team. Born in Albertville in 1973, he has a diploma in Mechanical Engineering and a diploma in Marketing Techniques. He also holds a post-graduate diploma in Technical Sales. Before joining POMA, he held the same post at EM Technologies, a company specialising in die trimming and stamping.



AT YOUR SERVICE

JAMAICA

Remodelling to the Strains of Reggae

Best known for reggae, Jamaica is also a leading producer of bauxite. One of the principal mines, worked by Alcan, a world leader in the production of aluminium, is situated at Ewarton.

This site is served by a detachable-grip twin cable aerial line system that is 7.2 kilometres long, divided into five sections. Constructed by an English company in 1959, the operator decided to renovate it and called on POMA to quickly replace the company who had initially been contracted to do the job. The contract was signed in November 2000, involving a preliminary renovation phase that included modifying the control system and automating the equipment. The project, conducted in collaboration with SEMER, should be completed by the end of the first quarter of this year.

POMA On-Call Service

Guaranteed until the End of April

Like every year, POMA launched its on-call service on the 2nd December 2000. This service was available until the end of April on Saturdays, Sundays and public holidays from 8 am until 5 pm. The team, organised by the management of the Services within all the departments of the company, brings together the principal skills required to deal with any problems operators are likely to encounter. The team leader directly relies on an assistant and an electrician from SEMER or POMA, but is also supported by the other members of on-call staff: a skilift assistant, a site technician, an electrician from SEMER, a storekeeper, a gearbox technician and a member of the Information Systems Department. For the Pyrenees, the business manager and the commercial engineer rotated responsibility on a weekly basis. POMA's international subsidiaries will implement the same support schemes accordingly.

Tel: (00 33) (0)4 76 28 71 00. Fax: (00 33) (0)4 76 28 70 02.

SKILIFTS

New Drive Terminal for the VECTRIS Series

In keeping with a well-established tradition at POMA, after several meetings held with a large number of operators at Megève and Arêches-Beaufort, the main concepts were defined for the new Genius drive terminal, a product designed to support the VECTRIS series of skilifts. Smaller than the previous version, this terminal includes many innovative maintenance and safety features, including gangways and protective guardrails to protect personnel from work hazards. The Genius series complies with new regulations on skilift maintenance and personnel safety. These new standards, applicable from the winter of 2001-2002, were developed by representatives of operators, the regional health insurance board, the STRMTG (Technical Service for lifts and Guided Transport) and equipment manufacturers. In 1999, La Bresse chose the Genius 60 as the skilift for its 'Snow Park' while Les Diablerets resort (Switzerland) opted for the Genius 155. In 2000, further orders were placed for the Genius 60 at Combloux (France), Les Avettes (Switzerland), Mikkeli (Finland) and Nuuk (Greenland). Les Diablerets resort placed another order for the Genius 100 and La Joue-du-Loup (Hautes-Alpes) chose the Genius 155. This series is doing well and operators clearly appreciate the efforts made to assist them in running and maintaining their facilities.



Managing Editor : Jean Gauthier • Photos all rights reserved

For all informations . . .

For all information about POMA NEWS, please contact : **Françoise Ougier**
POMAGALSKI S.A. 109, rue Aristide BERGES • CENTR'ALP • BP 47 / F • 38341 VOREPPE Cedex
Tel. : 0033/04 76 28 70 14 • Fax : 0033/04 76 28 71 67 • E-mail : poma.info@poma.net • http://www.poma.net
Design - Texts - Publishing : Résonance MédiaTique • 5A, rue Claude-Baudrand • 69300 Lyon Caluire • Tél. : 33(0)4 72 00 04 04.