

# POMA news

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

## EDITORIAL

At POMA, we are accustomed to the use of superlatives when we or one of our subsidiaries produce exceptional installations. This was recently the case with the British Airways London Eye, the Vanoise Express between La Plagne and Les Arcs, and even more recently with the urban gondola lift in Medellin, which carried 15 million passengers in one year. Our expertise is acknowledged worldwide and we have installed systems in over 70 countries, the latest of which are Belorussia and Turkmenistan.



### WORLDWIDE PRESENCE

This expertise constitutes our specificity. So in the name of all our collaborators, please allow me just this once to express a legitimate pride. Pride in building the new urban gondola lifts in Quito (arrival terminal at nearly 4000 meters), Taipei and Funchal. Pride in the recent inauguration (last September) of the gondola lift in Tianmenshan (China), with a length of 7.2 kilometers, 600-meter spans between towers and heights of up to 300 meters. Pride in participating in the creation of the world's largest indoor ski center in Dubai. Pride in offering one of the world's highest six-seater gondolas in Gulmarg (Kashmir, India). Pride in the opening of a customer service department in our new Japanese subsidiary. And pride in seeing our traditional customers, ski resort operators, maintain their faith in us and invest in new projects. Our motto could well be "Think globally, Act locally". Customers that have been with us for a long time know through experience that they can rely on us under all circumstances. Our teams are always available to assist with problems and propose the most appropriate solutions. We wish you a great winter season.

Jean GAUTHIER  
Chairman of the Executive Board

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## International

### Equator, China, Dubai...

POMA has recently produced some exceptional installations : a gondola lift at an altitude of nearly 4000 meters, another with a length of over 7 kilometers, and a chairlift with angle station in the world's largest indoor ski center.

In POMA's history, 2005 will be remembered as the year of the construction of the Quito gondola, whose arrival terminal at an altitude of 3996 meters (see article on South America, page 3) makes it one of the highest aerial lifts in the world. This year has also been marked by the inauguration of the world's largest indoor ski center in Dubai, one of the hottest countries in the world. "This center, financed by Majid al Futtaim, has two 300-meter slopes and an ice cavern built beneath the slopes", explains Philippe Adrien, POMA Export Commercial Director. Luc Marnas, Head of the Operating Division who designed the system and supervises its construction, points out that "the center's slopes are served by a UNIFIX 4 chairlift with a unique technology including an angle station located halfway and used as an interme-



QUITO GONDOLA LIFT.

mediate station to disembark skiers". This angle station consists of two bullwheels 4 and 5.7 meters in diameter. These bullwheels are synchronized with the line and one of them is provided with notches to enable the passage of grips in the angle of the cable on the downhill side. This angle was imposed by the L shape of the dome, leading POMA to develop this unique system.

The indoor ski center in Dubai also has a VECTRIS detachable grip ski-lift. The center is operated by the Transmontagne group and has just been opened to the public.

A few thousand kilometers away, in the Chinese province Hunan, the eight-seater gondola in Tianmenshan (near Zhangjiajie) received its first passengers in early September. "It is exceptional by virtue of its setting", says

Roland Bertholet, Operations Manager in charge of the contract. "Its departure terminal is near the city airport and it leads towards summits located in a national park containing several temples and pagodas. Its first section, which passes over part of the city and some rice fields, is 5 kilometers long, and the second is 2.2 kilometers long. The lift has a vertical rise of 1200 meters and starts its climb at the intermediate station. The site is very steep, with 600-meter spans between certain towers, and passages 300 meters above the ground. One of the towers is anchored to a 100-meter crag into which we had to pour 1500 m³ of concrete. Cable-driven vehicles with onboard winches allow for rescue operations on the longest spans".

### Chinese gigantism



TIANMENSCHAN GONDOLA LIFT.

## POMA days

### Success of the 2005 edition

The events were held at the Vanoise Express and Carmaux and drew the participation of over 150 operators.



DEEPLY INVOLVED PARTICIPANTS.



FRUITFUL DISCUSSIONS.

organized in two sites : the Vanoise Express between La Plagne and Les Arcs (Savoie), on June 16, and Cap Découverte in Carmaux (Tarn), on June 24.

"The purpose of this event was to meet with our customers to dis-

cuss their activities, the difficulties encountered, and the solutions that we can provide", explains Christian Bouvier, POMA Commercial Director for France and Andorra. Over 150 operators participated during the two days.

They were divided into small groups and 90-minute round tables were organized". Several themes were covered : system operation (and new regulations in particular), the market (its evolution and the new needs expressed by consumers), and future products. Christian Bouvier also notes the "excellent involvement of participants and their great interest in our new sectors of activity, such as urban transport, and all aspects concerning the renovation of old systems".

A survey performed at the end of this event showed that 84% of the operators present appreciated the subjects covered. Let's hope that they will be even more to come in 2007 for the next POMA Days event.



# In France and in



Serre-Chevalier

## The Luc Alphand station shoots for the top

The arrival of the Compagnie des Alpes leads to a renewal of investments. Three six-seat detachable grip chairlifts are being built this year.

Things are moving at the Hautes-Alpes ski resort. The Compagnie des Alpes' entrance in the capital of the two operators of the Guisane valley (Serre-Chevalier Ski Développement, operating in Monêtier-les-Bains, Villeneuve and Briançon, and Serre-Chevalier 1350, operating in Saint-Chaffrey) has produced a leap in investments. This season, those visiting Serre-Chevalier will discover three new PHCENIX 6 detachable grip chairlifts: Le Grand-Serre, La Forêt and Clot-Gauthier. Once completed, each of them will carry 3000 passengers per hour. Their construction falls within the scope of significant restructuring engaged by the Compagnie des Alpes. These three chairlifts replace several systems with less capacity and will enable a better distribution of skiers at the top of the resort. "Let us stress the common desire of Pierre Gonthier, manager of the two operators, and POMA to create a synergy in the organization of these three sites, grouped together to enable perfect execution of the works", explains Jean-Paul Huard, Operations Manager. "We have taken steps to anticipate problems and make the most of days with good weather in order to complete the works before the season opens". To make this possible, Serre-Chevalier placed its orders in early May and built a 14-kilometer slope allowing access to the sites. Jean-Paul Huard places emphasis on the twofold approach deve-



loped by POMA. "It consists of achieving optimal project organization, with the support of our customers, so as to fully benefit from the modularity of our systems and thereby anticipate manufacturing require-

ments". This approach has allowed Denis Baud-Lavigne (Operations Manager in charge of these contracts) and Dominique Rama (Technical Assistance and Inspection) to ensure the proper adjustment of the systems and

### Customer Story

#### "Promises kept"

**Pierre Gonthier, President of the Serre-Chevalier ski resort, General Manager of Serre-Chevalier Ski Développement**

"At the end of the summer of 2004, the Compagnie des Alpes entered the capital of Serre-Chevalier 1350 and Serre-Chevalier Ski Développement. With accommodations for 50 000 visitors and ski slopes ranked among the top ten in France, this resort has a genuine authenticity and the best development criteria in the Alpes du Sud region. We could therefore only respond favorably when the local elected officials called for our services. The Compagnie des Alpes entrusted me with the management of Serre-Chevalier. I am also Vice-President of SELALP, the holding company that manages Les Arcs and La Plagne. As soon as we arrived, we set up various indicators as to the expectations of customers and personnel, and also the expected number of visitors. We worked on several aspects, such as training, communication, marketing and sales. All of this allowed us to determine the aspects we needed to develop and the priority investments. The latter are based on professional opinions and customer needs. We have also established a development plan for the period from 2005 to 2012, representing a global budget of 50 million euros. It encompasses aerial lifts, works on slopes, grooming machines, artificial snow and various additional works. Its first phase was completed this year with three new TSD 6 systems installed in the upper part of the resort: the Grand-Serre, Clot Gauthier and La Forêt chairlifts. They replace seven aerial lifts, with invest-

their delivery before November. "When works are completed under such conditions, we have the time to immediately make adjustments and finishings before the season opens, and the operator appreciates this!"



Indoor skiing

## Amnéville shows the way



The inhabitants of the Moselle region are lucky. Amnéville, north of Metz, has just offered them the first indoor ski center in France, operational as of this fall. This former iron and steel industry site has successfully chosen to reconvert towards leisure activities by developing a specialized center including showrooms, a casino, golf courses, a thermal center, an Imax movie theater, a skating rink, an olympic swimming pool, hotels and restaurants, and now this indoor ski center. Its construction was decided by Jean Kiffer, mayor of the commune, and entrusted to Groupe 1000. Things moved very quickly, since the construction permit was filed in May 2004 and the dome was installed by the end of the year, with final acceptance by inspection authorities scheduled for September 2005. The Amnéville indoor ski center is 450 meters long and 34 meters wide. The slope is 25 meters wide and 388 meters long, with an

average inclination of 17.3%. It is served by a SOLIS skilift with spring boxes, a length of 388 meters, a vertical rise of 66 meters, and a carrying capacity of 800 skiers per hour. "This indoor ski center is built on top of an old slag heap", explains Christian Bouvier, POMA Commercial Director for France and Andorra. "The skilift was received by the client in late July. We must also stress the significant work carried out by the French Authorities, the consultant and the client in order to define the regulatory framework for the construction and operation of this system, that could have been classified as a carousel even though it falls under the European directive on aerial lifts. The result is therefore a 100% standard skilift whose construction was remarkably conducted by André Revenant, Services Division Systems Engineer, and Philippe Verthuy, Services Divisions Operations Manager".



### LA FÉCLAZ-REVAR

Two UNIFIX systems to replace the existing skilifts

The local authority of Grand Revard and its president Jean-Claude Trolat intend to breathe new life into La Féclaz and Le Revard, two sites near Aix-les-Bains and Chambéry (Savoie). They have therefore decided to replace the existing skilifts with two UNIFIX 4 chairlifts, from Orionde to La Féclaz, and from Ébats to Le Revard.

These chairlifts have a length of approximately 1000 meters, vertical rises of 200 to 300 meters, and carry 2000 to 2400 passengers per hour. "The operator chose the UNIFIX system due to its compactness and perfect integration with the environment", explains Jean-Yves Tenand, Technical Sales Engineer in charge of the sector.



### CHAMONIX

Investments over three years

Compagnie du Mont-Blanc (Chairman of the Board: François Bidaut, Chairman of the Supervisory Council: Jean-Marc Simon) has engaged in a vast development program. For this purpose, it has concluded a three-year contract with POMA for the construction of several aerial lifts. This concerns the PHCENIX 6 chairlift from l'Index to La Flégère, to replace a three-seat detachable grip chairlift with bubble, the 8-seater gondola in Plan Praz, to replace the existing gondola lift in Brévent in late 2007, and the PHCENIX 6 chairlift in Cornu, to replace

a three-seat fixed grip chairlift in 2006. The company Télécabine Les Houches Prarion, whose President is Paul Balmat, will offer its customers a new eight-seater gondola between Les Houches and Prarion, replacing the current four-seater gondola in 2006. It must be remembered that these two companies have capital relations, with Compagnie du Mont-Blanc holding 49% of Télécabine Les Houches Prarion, and the latter holding 5% of the former. By developing such a program, they intend to have their aerial lift installations more homogenous.



### ALPE D'HUEZ

A high-capacity chairlift

In mid-November, the Alpe d'Huez ski resort will put into service the Romains six-seat detachable grip chairlift, characterized by its high capacity (3600 passengers per hour). Installed at the bottom of the slope, next to the Marmottes gondola, it benefits from an original downstream contour configuration

developed by POMA's Operating Division. "This contour combines radii of different diameters and a positioning carpet", explains Jean-Paul Huard, Operations Manager. "This configuration ensures greater comfort and ease of embarkment, thus allowing a high passenger capacity".



Alpes-Maritim

## Things are at Auron, Isola

Supported by the General Council,

these three resorts

are equipping themselves

with high-capacity systems.

The General Council of the Alpes-Maritimes, chaired by Christian Estrosi, Delegate Minister of Territorial Development, supports the development of ski resorts in the region by participating in the financing of new installations through various local authorities.

"This year, two new PHCENIX 6 detachable grip skilifts, Les Butières and Le Dôme, will be installed in Auron", explains Thierry Gayte, Sales Engineer in charge of the sector. "They fall within the scope of the investment program initiated in 2002 with the construction of the Abris four-seat fixed grip chairlift. This was followed by the construction of the Blainon PHCENIX 4 in 2003 and that of the Nabines UNIFIX 6 in 2004". The Butières chairlift replaces the Bercia two-seat fixed grip chairlift, with a capacity of 3000 passengers per hour. The Dôme chairlift replaces two two-seat fixed grip chairlifts, with the same capacity.

"At Isola, the up grading program was launched in 2004 with the inauguration of the Combe Grosse PHCENIX 6. In 2005, it was supplemented with the Marmottes UNIFIX 4 and the ARIANA 10 gondola. This gondola will have a capacity of 3000 passengers per hour, with 61 cabins each allowing for 8 seated passengers or 10 standing passengers (with folding seats)". These two sites have





ry



## Portugal

# Funchal seen from a gondola

The numerous tourists who visit the capital of Madeira now have a new attraction : the gondola leading to the Monte.



INAUGURATED ON SEPTEMBER 17TH.

Located in the heart of the Atlantic Ocean, 600 kilometers west of Agadir, Madeira is one of the favorite destinations for tourists seeking a moderate climate, with temperatures ranging from 18 to 28°. Last spring, POMA installed a gondola lift in Funchal, Madeira's capital, connecting the botanical garden to the Monte, a summit overlooking the city. "This gondola was inaugurated on September 17", explains Bernard Choukroun, Deputy Export Sales Director. It has a length of 1603 meters, a vertical rise of 219 meters, and 12 cabins carrying 700 passengers per hour. The line includes seven towers, with a 577-meter span between the third and fourth towers. Emphasis

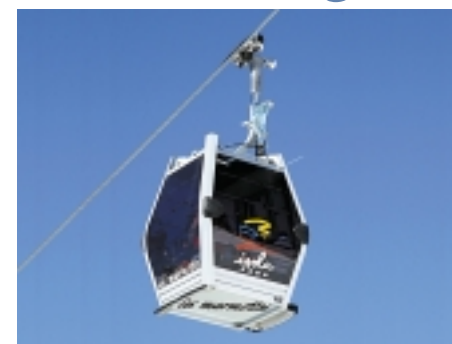
must be placed on the environmental concerns of the local authorities and our client, the MTA group, who decided to dig a 30-meter deep tunnel in the mountain to conceal the upper terminal, similarly to what POMA did for the gondola lift on the Great Wall of China". POMA delegated Fabien Faivre (Technical Assistance and Inspection) to perform the on-site assistance of installation works. "I arrived in Funchal on March 30 and remained thirteen weeks. This site was complicated because of access difficulties and particularly dense vegeta-

tion. COMAG collaborated with us to hoist the system. The presence of a high-voltage line nearby made it difficult to perform helicopter carriage operations. To install the cross arms and towers, we used a Super Puma that flew to Madeira making stops in Andorra, Madrid and Faro. It had just enough autonomy to reach Madeira, and at 70 kilometers from the island the pilot was forced to descend to 150 meters to save fuel because of the headwind... Nevertheless, it was great to have the opportunity to work in a setting so different from our mountains".

## COMAG participation

es

## moving and Valberg



been completed with the removal of the Grand Vallon detachable grip chairlift, sold to another resort, and three other aerial lifts. The client for both resorts is the local authorities of the Mercantour ski resorts (President: Pierre Brun, Mayor of Saint-Étienne-de-Tinée, Vice-President: Pierre Rami, Mayor of Isola and President of the Mercantour ski resort commune, Manager: Mathilde Lemoalle). The operator is Cimes du Mercantour (Manager: Bruno Malochet). In Valberg, the client is the local authorities of Valberg (President: Charles-Ange Ginésy, Mayor of the commune, Line Manager: Bernard Ducati). The Operations Managers in charge of these projects are Roland Bertholet (Auron and Valberg) and Thomas Villecourt (Isola). This winter, Valberg will inaugurate its first detachable grip chairlift, the new Éguilles PHCENIX 6 chairlift (3000 passengers per hour). It replaces a two-seat fixed grip chairlift and also falls within the scope of the modernization program initiated in 2002 with the Garibeuil COLIBRI 4 and pursued in 2004 with the Croix du Sapet UNIFIX 4.

## South America

# New contracts for POMA

POMA has made a significant breakthrough in the Latin American market with several new contracts signed these past months. For example, the La Hoya winter sports resort (Patagonia, Argentina) has ordered a UNIFIX 4 and a TELECORDE which will be operational in late 2005. Managed by the province of Chubut, La Hoya is the second South-American resort to select a UNIFIX system (the first was Portillo, Chile, in 2004). The inauguration of the first urban gondola lift in Medellín (Colombia), which carried 15 million passengers in one year, has inspired other South American cities. This is the case with Quito, which ordered an ARIANA 6 gondola lift with a length of 2400 meters, a vertical rise of 800 meters and a capacity of 400 passengers per hour. "This gondola lift has been built on the flanks of the Pichaincha volcano, explains Dominic Bosio, Export Area Manager in charge of the sector. Its departure



UNIFIX IN PORTILLO.



QUITO GONDOLA LIFT.

and arrival terminals are located at an altitude of 3200 and 3996 meters, respectively. It was ordered by Esteban Celi de la Torre and operates 12 hours a day. It serves tourism purposes, providing access to a leisure park mainly devoted to ecotourism. In addition, it offers superb views of Ecuador's capital".

## KOREA

Three chairlifts for Oak Valley

Located 100 kilometers northeast of Seoul, Oak Valley is intended as both a summer and winter resort. It is already equipped with two 18-hole golf courses and a third one is planned. Its owner, the Hansol group, also wants it to become a winter sports resort. To achieve this ambition, the Hansol group has ordered three detachable grip chairlifts from POMA (PHCENIX 4, 6 and 8). They will be operational as of December 20. "The PHCENIX 8 is a little over 1000 meters long, explains Gilles Genoux, Export Area Manager. The two others are between 300 and 700 meters long, and their inauguration will make it possible to open the third golf course. With these three chairlifts, POMA will have built over 60 installations in Korea".

## TAIWAN

An ARIANA 8 gondola lift in Taipei

Are gondolas becoming a must-have in urban transport systems? This is a legitimate question since, after Medellín, now Taipei has selected an ARIANA 8 gondola with tropicalized DIAMOND cabins to link the Zoo subway stop in the Maokong district with the zoo and the residential areas around it. POMA is building this exceptional installation in collaboration with Chun Yuan, a major local construction company. This gondola lift will comprise five sections, four intermediate terminals, 145 cabins and two cable loops. It will be 4 kilometers long, transporting 2400 passengers per hour at 6 meters per second.

## SPAIN

Ambitious ski resorts

For those who still didn't know, Spain hosted the alpine ski world championships in Sierra Nevada and has beautiful ski resorts, particularly in the Pyrenees, where the year 2005 is marked by large investments in three new four-seater chairlifts (two ALPHA and one UNIFIX). "This is the case in Candanchu (Lerida), where the Reina Sofia ALPHA 4 chairlift with loading carpet (1220 meters long, vertical rise of 466 meters, 1800 passengers per hour) will carry its first skiers this Christmas", explains Bernard Choukroun, Deputy Export Sales Director. This is also the case in Boitau (Catalonia), where another ALPHA 4 chairlift ("Vaques") is being built (848 meters long, vertical rise of 258 meters, 2400 passengers per hour), and in La Molina (Catalonian resort near the Eastern Pyrenees), where the client preferred a UNIFIX 4 chairlift with loading carpet ("Font Canalet"), the second of this type installed there (875 meters long, vertical rise of 198 meters, 2000 passengers per hour)".

## EASTERN EUROPE

The new Europe has large ambitions

Things are moving in the world of winter sports in Central and Eastern Europe. Local resorts are starting to emulate their Western counterparts, making every possible effort to offer modern installations. This is the case in Russia, where the company Krasnaya Polyana has entrusted POMA with the construction of an ARIANA 8 gondola near Sochi, on the banks of the Black Sea, within the scope of the Karusel project. In Slovakia, the Donovaly resort has chosen a TELEMIX 6/8 system to modernize its ski slopes, and in Kubinska Hola the customer has selected a UNIFIX 4 with loading carpet. Sinaia (Romania), home of the former royal residence, is opting for a PHCENIX 4 detachable grip chairlift, and Ashgabat (Turkmenistan) is aiming even higher with an ARIANA 8 gondola. Mozir (Belorussia) has chosen to invest in a COM-PACT F skiift. This is a very nice series of contracts for POMA. "We are consolidating our position in the region and confirming our previous successes", explains Marc Velu, Export Area Manager. For example, the owner of the Donovaly resort (who also owns Strbske Pleso, another Slovakian resort) has already purchased three systems from us in three years. The owner of the Sinaia resort has also purchased a PHOENIX 4 detachable grip chairlift for Predeal, another of its resorts. It must also be noted that POMA is now operating in two new countries: Belarus and Turkmenistan".





Kashmir, India

## An exceptional gondola lift for Gulmarg

The lift comprises two sections and rises to an altitude of 3990 meters.

Mufti Mohd Sayeed, Chief Minister of Jammu and Kashmir State, inaugurated it in early May.

Located 40 kilometers from Srinagar, summer capital of Jammu and Kashmir, Gulmarg is a holiday resort much appreciated by Indians seeking the fresh air of the Himalaya.

It is in this magnificent location, near the famous Nanga Parbat, a world 8000-meter summits, that Mufti Mohd Sayeed, Chief Minister of Jammu and Kashmir, inaugurated one of the world's highest six-seater gondolas, built by POMA, in early May. The first section of the lift, leading to the Seven Springs (altitude of 3200 meters) was put into service in 1989.

"At the time, the local context impeded the completion of the second section. In 2001, JKSCC (operator of the Gulmarg resort)



BEAUTIFUL LANDSCAPE COVERED WITH SNOW.

entrusted POMA with the reconstruction of this section, which carried tourists or experienced skiers to an altitude of nearly 3990 meters", explain Rahul Jain, POMA agent in India, and Gaël Blondel, Export Customer

Manager, Services in charge of the contract. Know-how, local workforce, patience, improvised solutions... all possible means were employed to complete this exceptional project. The system was hoisted

using only cable cranes and hoisting poles.

POMA, the Group's subsidiaries (SEMER, COMAG, SIGMA) and local Indian companies all worked extremely hard to install this gondola lift. Not to forget the Kashmiri mules. They also actively participated in the construction works.

The satisfaction of Raphaël Perrier (Operations Manager in charge of the project), Tim Gould and Philippe Letourneur (Technical Assistance and Inspection) and Patrick Naville (SEMER, in charge of electrical assistance and implementation) is only matched by the beauty of the view from 4000 meters.

"A site full of technological, cultural and sports challenges, with eternal overhanging clouds", as Christian Laval (Services Commercial Director) puts it.

AT YOUR SERVICE

### ANDORRA Arinsal continues to invest

For Sébastien Martin, POMA Head of Customer Managers for France and Andorra, the redevelopment of the Arinsal ski resort clearly illustrates the current trend: replacing difficult surface lifts with aerial lifts to provide better access for ski beginners.

"Working in close collaboration with Jean-Louis Forgue (POMA Customer Manager for the Pyrenees), Miguel Medina (President of EMAP, managing the Arinsal and Pal resorts in Andorra) and Josep Maria Gelabert (resort manager) decided to replace the Tossa surface lift with a four-seater fixed grip chairlift previously installed in Arinsal. The relocation of this ALPHA 4 fixed grip chairlift has been carried out with renovation works to comply with year 2005 regulations, leading to the implementation of a new lift with a length of 1060 meters, a vertical rise of 260 meters and a capacity of 2000 passengers per hour. For Arinsal, this relocation operation confirms a strong economic interest and eases the reorganization of its ski slopes".

### MASSIF CENTRAL Creating new systems out of old ones

Superbesse, one of the main ski resorts in the Massif Central, wished to maintain a 30-year old two-seater fixed grip chairlift while giving it a deep overhaul.

"Vincent Gatignol, Director of SAEM, the company that manages the Superbesse resort, submitted this request to us, asking us to keep in mind that the chairlift is used for both downhill and nordic skiing", explains Lucien Ambier, POMA Customer Manager. This involved significant maintenance work on existing equipment, so we therefore proposed a more cost effective solution that consisted of replacing the drive terminal with a new COLBRI terminal. The seats were also replaced. The chairlift is thus fully compliant with regulations and this particularly economic solution guarantees trouble free operation for the next 15 years".

### EXPERTISE Visit of a Korean delegation



From May 23 to May 26, a South-Korean delegation led by Kim Jong-Wook (Director of the Ground Transport Division of the Ministry of Transport and Construction) came to France to collect information on aerial lift certification and supervision regulations.

This visit, organized by François Gruffaz (Head of the aerial lifts and ropeways engineering department), was also intended to show the implementation of European Directives.

Various meetings were therefore programmed in Paris and Grenoble. The delegation was received at POMA's headquarters by Jean-Paul Huard (Operations Manager and Member of the Executive Board), who qualified the exchanges as "positive and fruitful regarding safety", and it also visited a few alpine resorts.

Japan

## POMA has a special weakness for Japan

After creating its Japanese subsidiary last year, POMA has recently strengthened its on-site presence by providing a grip overhaul workshop.

Our expertise has been acknowledged in Japan for decades, and POMA systems have been installed in most Japanese ski resorts. For this reason, the POMA group, previously represented by a licensee, decided last year to strengthen its on-site presence by creating a subsidiary in Tokyo with Tomino Masamichi as its manager. It has just been provided with a genuine customer service department in the form of a workshop located near Nagano and specialized in grip revision, which complements the sales structure for turnkey aerial lift solutions.

"We inaugurated it on June 30 with our Japanese customers, explains Christian Laval, Services Commercial Director. This workshop will have an important activity, allowing us to service POMA systems and also the POMA components equipping a large number of systems currently operating in Japan, be it chairlifts or gondola lifts".

Thanks to this investment, it will be possible to revise S, TA and TB grips.

Christian Laval points out that it is "the first structure of this type in Japan, fully operational, allowing the fulfillment of orders already



TOP LEFT, CHRISTIAN LAVAL AND TOMINO MASAMICHI. TOP RIGHT, GAËL BLONDEL WITH JAPANESE CUSTOMERS. BELOW, JOSEPH GEYMOND AND SÉBASTIEN PELLET.

obtained by the new subsidiary". At the inauguration, Christian Laval was accompanied by Joseph

Geymond (Head of the grip revision workshop in Fontaine), Gaël Blondel (Customer Manager in

charge of Japan) and Sébastien Pellet (French engineer posted in Japan by POMA).