

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 always trying to do better. So, after months of hard work by our different departments, the AFAQ (the French Quality Assurance Association) has awarded ISO 9001 certification (2000 version) to our quality assurance system in December 2002. This new version of the standard emphasises customer satisfaction by means of "transverse processes" that help to ensure better collaboration between the various people involved in the company. In addition, we have improved our web site, "poma.net" by including requests made by customers at the "Journées POMA",



ONE RULE : QUALITY

whether for information on new products, or the renovation of existing equipment, training courses, on-call service provided throughout the winter, and the company's organisation and operation. For POMA, this year is also focussing on Europe. We are fully committed to the process of introducing the new standards and the European directive on aerial lifts. In this respect, I should like to recall that our new UNIFIX range, to which much of this newsletter is devoted, complies entirely with the criteria set by this directive. After the splendid season that we have just enjoyed in all our mountains, I should once again like to thank you for your confidence and faith in the POMA group.

Jean GAUTHIER
Chairman of the Board of Management

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for greater efficiency



UNIFIX

POMA's new fixed-grip chair lift range

Developed in 2002
with a first installation
tested at our
Voreppe site since
February 2003,
it takes into account
all the demands
expressed by
our customers.
It also complies with
the European directive
that will be in force
as of 2004.

Franckie Tamisier, Director of POMA's Development Division, speaks proudly of the new UNIFIX range of fixed-grip chair lifts, the first of which has been working since the start of the year at Voreppe. In finalising this range, POMA proceeded in the same way as for the 21 range or the latest ski tows.

"After first considering the idea at the end of 2000, we organised several meetings with customers in order to define specifications that would take into account their desires and the new European standards", he explains. "Then we developed the product in 3D."

For his part, Christian Bouvier, Commercial Director for France and Andorra, recalls that "This new range corresponds to changes in the market and demand", while Philippe Adrien, Export Director, is delighted that "Right from the start, we took export requirements into consideration by developing a system that could be configured in accordance with local regulations and customer's demands without having to rethink its basic design." This range of terminals has four major features: compactness, configurability, simplicity and greater availability.

- **Compactness**, as the terminals are single-pod, with a very small ground occupation.

- **Configurability**, as there are several options for the terminal: fixed drive

with tension return terminal or tension drive with fixed return terminal, from 2 to 6-seater versions, it can be fitted with a loading carpet if required, and it meets the current market trend towards medium-capacity installations.

Compact terminals

- **Simplicity**, as there is only one vertical shaft line, which means that there is no conical gears while the electric motor is placed vertically under the bullwheel and can be reached directly from the ground. The braking system and voltage controls can also be reached from the ground.

- **Greater availability**, as in standby operation the bullwheel is driven directly by an electric geared motor that actuates a ring gear. The motor can be started in a few seconds. It should also be noted that the standby energy can be provided by a dedicated or shared generator.



Subsidiaries

SEMER is growing

Last year,
SEMER spent
a million euros
to enlarge its premises
at Passy in order to
keep pace with its
rapid growth.

At the end of the 1990s, SEMER's growth had slowed somewhat, with turnover sticking at around the equivalent of 10 million euros. Since then, the company has begun to grow steadily once again and is now turning over 15 million euros. To cope with this, SEMER last year invested a million euros to double the size of its workshop and build 1200 m² of additional office space. "The aim was to improve the quality of our end products by testing them directly in the factory", explains Gérard Roger, founder and chairman of the company. "SEMER now systematically tests equipment at Passy, enabling it to shorten construction and commissioning times."

This rejuvenation of SEMER is due to its know-how and its capacity to innovate. Specialising in the installation of automatic control systems for the aerial lift industry and tertiary sector, 60% of its activity is for aerial lifts and 40% for industry. "In the aerial lift industry, we are considered to be POMA's electricians", says Gérard Roger. "We have a thorough knowledge of the field and we also work for LEITNER". SEMER, which also provides on-call service during the week and at weekends in conjunction with POMA, supplies new equipment and renovates existing installations. "The company is involved in design, construction, commissioning and follow-up", adds Jean Gauthier, Chairman of POMA's board.

And this know-how, which has been applied for example to the new gon-

dola lifts at Megève ("La Princesse"), Shiga Kogen in Japan, Turu Ba Ra in Costa Rica and Gangchon in Korea, is drawing admiration from big companies. As an example, the managers of Pechiney's Dunkirk plant travelled to Mont d'Arbois to draw inspiration from what SEMER had done with regard to automatic control systems. "The four terminals are managed with a single PLC, whereas 15 would have been necessary 12 years ago," recalls Gérard Roger proudly, before adding: "All that makes operation easier, and we are the only ones on the market to offer such automatic safety systems. Our system is the only one that can handle standby problems via a fibre-optic communication network. Our competitors need four standby units where we have just one!"

An unrivalled automatic safety system

This system applies equally well to new and overhauled systems. SEMER is also involved in sectors of industry as varied as the environment, with sewage and water treatment plants, incineration plants, quarry operations, pharmaceuticals, metallurgy and energy production. Its services range from providing electrotechnical components to automatic control systems, via site management and the supply of turnkey plants. And SEMER is also known for its ability to produce special machines, such as those intended for cutting 30 tonne aluminium ingots delivered in particular to one of Pechiney's sites in South Africa!

This know-how developed in industrial applications thus helps to enrich aerial lift technology.

France equipment



Vanoise Express

A link from La Plagne to les Arcs

The 2003-2004 season in the Tarentaise valley will be marked by the commissioning of the Vanoise Express, a cable car that will link two of France's major ski resorts. A solution involving a two-way link with two independent cars has been chosen.

There has been talk for years of a link between La Plagne and Les Arcs via the Peisey-Nancroix valley. And by Christmas POMA will have done it. SELALP, with Pierre Bidou as Chairman and Pierre Gonthier as Vice-Chairman, is behind the project, while Jean-Yves Salle, member of the board and Chairman of the SMA, is also deeply involved in the project. The original idea was to have a link between Peisey and Les Coches, with each party involved being free to put forward their own solution. "As far as we were concerned, we formed a working group and we very quickly focussed on a cable car solution, as we had to carry 2000 people per hour each way", recalls Christian Bouvier, Commercial Director for France and Andorra. "We felt that a single-car solution was impossible on account of the distance and absence of pylons over a distance of 1800 m. On this basis, we proposed a two-way system, which would be extremely flexible, and we opted for so-called 'integrated rescue' technical solutions as the rescue aspect was extremely important."

"We also stressed the architectural aspect as part of this competitive bid, and called on Bernard Taillefer, the architect from Les Arcs, and AEI, a design office

in Montmélian. They came up with the brilliant new idea of the concrete 'needles' that are a reminder of the surrounding mountains and will soon be used to attach the cables, just like a suspension bridge spanning the valley".

This rescue aspect was vitally important as the layout, which reaches a maximum height of 380 m above the valley, makes it essential to have a carrying cable and traction cable so that the cabins can be brought back to the terminal without passengers disembarking on the way, as is possible with a chair lift or gondola. This concept is in fact the same as that used on the Brévent-Flegère link at Chamonix, adds Ludovic Bibolet-Ruche, Head of Division and System Engineer for the installation. And rescue operations must take no more than 3 hours.

As the client opted for cable car technology and after numerous meetings with the operator, who wanted a system with a high availability rate, POMA had the idea of proposing a two-way, double car system rather than the conventional back-and-forth system, as it would be better able to cope with a sudden increase in passenger numbers on one side of the valley or the other depending on the time of day. "We must be able to



**Installation
of the cables
at the end of April**

ensure a permanent link and be certain to bring back skiers to the point of departure as, in the event of a problem, we would need about a hundred coaches each carrying 40 people to transport them," remarks Christian Bouvier.

This is therefore a fine challenge that POMA is facing. The two terminals have now been completed and the metal platform structures installed. The machinery was also pre-erected in the factory in January. The machi-

nery and electrical cables are ready for service, too. "In fact, we have to be ready to wind out the cables by the end of April, declares Project Engineer Roland Berthollet. The work should last about 14 weeks and the lines will therefore be adjusted in August, while the cars, each with a capacity of 200 plus the operator, will be installed in October." Holiday-makers coming to Les Arcs or La Plagne will be able to discover their huge new ski area, named Paradiski. And the Vanoise Express will make 10 trips an hour, each one lasting 3-4 minutes.

Andorra The fine example of Soldeu

"We made a strategic choice at Soldeu, by laying emphasis on quality", explains Conrad Blanch, managing director of Soldeu el Tarter, a winter sports resort in the Principality of Andorra.



With a ski area covering 850 hectares, 92 km of downhill ski runs and 32 ski lifts providing a capacity of 45 000 skiers/hour, Soldeu el Tarter (1710 m - 2560 m) is one of the three main resorts in the Pyrenees. Situated in the Principality of Andorra, it offers 14 000 beds and boasts an average of 750 000 skier-days each season. "Most of our customers are Spanish, British, French, Russian, Portuguese and Dutch, explains managing director Conrad Blanch. The Spanish and Portuguese markets are growing constantly and we are now coming to the end of a very good year after a 2001-2002 season that was already excellent." Since 1993, the year in which he took over responsibility for the resort, Soldeu el Tarter has embarked on a new period of growth, thanks to the support of its two principal shareholders, the municipality of Canillo - majority shareholder - and Crèdit Andorrà. "We are now making a turnover of 20 million euros and our cash flow situation means we can be self-financing," adds Conrad Blanch. "This excellent state of health can be explained by the strategy we have adopted, which is to lay emphasis on quality. We have had ISO 9002 certification for a few years now for all our services, including the ski lifts, and ISO 14001 for two years. We are keen to offer good transport capacity to skiers by equipping our ski area with powerful lifts, thus reducing queues. Since 1993, we have installed 12 high-capacity lifts, many in collaboration with POMA. This was particularly the case with the latest, the DCL6 'La Llossada', which was commissioned this winter to serve the highest point in the resort. It is a strategic installation at the junction between the three main sectors of the resort: Soldeu, Tarter and Canillo. We are thus one of POMA's faithful customers, and we have other projects for the future."



Some of the PO



ORION 4 "BELLE HUTTE" IN LA BRESSE.

COLIBRI 4 "GARIBEUIL" IN VALBERG.

ARIANA 8 "SAINT-MARTIN 1" IN SAINT-MARTIN-DE BELLEVILLE.

ARIANA 8 "LA PRINCESSE" IN MEGÈVE.

PHENIX 6 "GRAINS D'OR"

ARIANA 16 "AX/BONASCHE" IN AX-LES-THERMES.

PHENIX 6 "LA POUSTERLE" IN LES ORRES.



Spain

A new chair lift takes to the slopes at Manzaneda

Manzaneda is unquestionably the westernmost winter sports resort in Europe. It must be pointed out that it is located in the Sierra de Queixa in Galicia, not far from the towns of Vigo, Santiago de Compostela and Oporto, being very close to the Portuguese frontier.

Manzaneda is a family-style resort, and aims to attract visitors in both winter and summer. Hence its decision to approach POMA, in association with Teleskis Buj, with a view to building a fixed-grip 4-seater chair lift in 2002 and a new detachable 6-seater chair lift for the 2003-2004 season.

The aim of the province of Galicia and the various private investors involved in the scheme is for this new installation to provide access to the highest part of the ski area, regardless of weather conditions, and to enable skiers to return to the bottom of the slopes when there is insufficient snow. The lift will carry 2400 people/hour at a speed of 5 m/s. It runs on a 40.5 mm cable over a distance of 1560 m, climbing a total of 260 m. It can be taken in both directions and will be a boon to Spanish and Portuguese skiers, who are frequent users of Manzaneda. Another detail: Manzaneda is proud to have been chosen by Real Madrid for its pre-season training!

last winter and is capable of carrying 700 people/h. From the technical point of view, the extreme weather conditions in the region made it necessary to excavate to a depth of 2.8 m to anchor the pylons and terminals. Marc Velu, Commercial Area Manager at the Direction for Export, stresses that *"the equipment used is capable of withstanding Siberian temperatures."*

Great Britain

Ski tows for Castleford indoor ski centre

Indoor skiing is enjoying spectacular development in Great Britain, as in many countries far from the major mountain ranges. The latest specialised centre being built there is at Castleford near Leeds. And the managers of X-Scape, the company that already runs the site at Milton Keynes opened two years ago, showed their confidence in POMA by getting us to install two Compact F range ski tows.

Each one is 145 m long and carries up to 900 people an hour up a 21.5% slope. Castleford indoor ski centre is due to be opened this summer.

Switzerland

A UNIFIX chair lift at Les Pléiades

It is at Les Pléiades, a ski area situated above Vevey in the Swiss canton of Vaud, that the first UNIFIX chair lift will be operating at the beginning of the 2003-2004 winter season. It will be the first chair lift commissioned at this site that is reached by a funicular railway from the centre of Vevey.

The installation, named Les Motalles, is a fixed-grip four-seater and covers a distance of 539 m between the downhill terminal at 1209 m and uphill terminal at 1394 m. It is fitted with 33 seats and will carry 1000 people/hour. This chair lift will replace a ski tow that climbed a fairly steep slope, making it difficult to use for beginners.

From the technical standpoint, the lift is provided with a single-pod uphill drive and tension terminal and a fixed downhill return terminal. The project was finalised by Glieci Dermont, Chairman of Baco-POMA, the group's Swiss subsidiary.

United States

A gondola lift to reach the Fairy Caves

Spring 2003 will see the opening of the Glenwood Tramway, a pulsed gondola lift providing access to the Fairy Caves on Iron Mountain in Glenwood Caverns Adventure Park, Colorado. This site is close to the town of Glenwood Springs, which is itself near the famous resort of Aspen. The 1371 m long lift was built by LEITNER-POMA of America, whose head office is situated at Grand Junction, Colorado.

The route takes in the Roaring Fork Valley, while the view over Glenwood Springs and the Colorado River from the uphill terminal at 2500 metres is quite exceptional. With the commissioning of this lift, the caves can now be reached all year round, whereas they were previously accessible only during the summer, when tourists had to be transported by bus.

Initially, the lift will have a capacity of 250 people/hour at a speed of 1000 feet/minute, i.e.

5 m/s. It will operate with four series of two 6-seater gondolas.

Later, additional gondolas may be added to bring the capacity up to 525 people/hour with 12 series of three tropicalised 6-seater vehicles, designed to withstand the high summer temperatures in the region.

The Fairy Caves were discovered in 1890 and open to the public until 1917. Explored once again in 1952, they reopened in 1998, when they became the property of Steve and Jeanie

Beckley. So far, access has been via a 40 m long tunnel that is closed by two airtight doors that maintain constant temperature and humidity. At the top of the lift, visitors will find a restaurant and bar supplied with water and natural gas

by pipes fixed to the pylon brackets. Waste water will also be discharged in this way. The entire complex was designed by Chuck Peterson, an engineer and co-owner of the park. Another first for LEITNER-POMA of America is the use of fibre optics to control the installation.

Four trains of two 6-seater gondolas

MA's 2002 installations

COLIBRI 4 "COUPE DU MONDE" IN LES HOUCHES.

PHENIX 6 "LA FESTOURE" IN SUPERDEVOLUY.

"IN LES GETS.

ARIANA 8 IN OJIRO (JAPAN).

ALPHA 4 CLASS "DEL BOSQUE" IN USHUAIA (ARGENTINA).

PHENIX 6 "NEW LIFT" IN MUJU (KOREA).

PHENIX 4 "ANDES EXPRESS" IN LA VALLE NEVADO (CHILE).

COLIBRI 4 IN GANGCHON (KOREA).

DOWNHILL TERMINALS OF PHENIX 4 "LIFT A", PHENIX 4 "LIFT B" AND COLIBRI 4 "LIFT A1" IN GANGCHON (KOREA).

LEFT TO RIGHT, PHENIX 4 "LIFT E", PHENIX 6 "LIFT C" AND PHENIX 4 "LIFT B" IN GANGCHON (KOREA).



From the Alps to the Himalayas

POMA in the four corners of the world

From the renovation of working installations to the relocation of chair lifts via the construction of new lifts in faraway countries, POMA is to be found on all fronts.

The Roche de Mio gondola lift at La Plagne, built in 1974-75, is ready for a serious face-lift. The first two sections are to be renovated this year. They will be equipped with new 6-seat gondolas from the SIGMA DIAMOND Line. The Syndicat Intercommunal de la Grande Plagne and Société d'Aménagement de La Plagne, which own

the installation, have also decided to renovate the electrical control equipment and modernise the coupling and uncoupling mechanisms in order to make the installation more reliable and prolong its operation.

"This modernisation follows discussions with the Société d'Aménagement de La Plagne," explains Grégory Lucas, Product Expert, and Bruno Le Vasseur, Customer Manager. "The renovation principle involves replacing the existing mechanisms with modules based on the 21 range and adapted to the installation's S-model grips. We therefore drew on standard components of the Satellit terminal range, making a 21 S range!"

The gondolas themselves are more comfortable than the old ones. They also have the advantage of being panoramic. And to make it easier to operate the lift in all weather conditions, it was decided to opt for DC motors, which have the advantage and flexibility of variable speed.

"In fact, this is a genuine modular concept, a great first, continue the two POMA project managers. In the future, we will be able to carry out renovation work in this way, affecting only certain functions of the terminal. This means the work - and therefore the investments - can be implemented in phases."

The ski area at La Faucille is now operated under the name of Monts Jura. The 4-seater S-grip gondola lift built there in 1972 underwent a major overhaul during the summer of 2002. Following discussions with the operator in 2001-2002, it was decided to replace the gon-

dolas, make the installation more reliable and prolong its operation. The operator, Communauté de Communes du Pays de Gex, therefore commissioned POMA to carry out this project. Christian Lohner, Customer Manager, and Jean-Claude Gignoux, Product Expert, were appointed project managers. In addition to replacing the gondolas, POMA renovated the terminal haulage motors and will be modernising the transmission machinery in the terminals at a later date, with the aim of changing to a variable-speed system.

Since last winter, ski fans at Erzurum, a large city in eastern Turkey, have been able to take advantage of a chair lift from La Plagne! This

requires some explanation. The chair lift in question, a 2-seater Tripode that was once used in the Tarentaise Valley ski resort, was taken down and shipped off to Anatolia for further service. 844 m long and with a vertical rise of 206 m, it is the second lift to be built by POMA at this site, the first being a COLIBRI. The

project was managed by Rémy Badin and Alain Schenten, Product Experts, with Bernard Fournier acting as Project Engineer.

At the end of the 1980s, POMA build the first section of a 6-seater gondola lift at Gulmarg, in Indian Kashmir. At the time, the local authorities had taken the decision to build a second section, 2630 m long and with a vertical rise of 900 m. The downhill terminal, if you please, was situated at 3100 m and the uphill terminal at 4000 m!

This "Himalayan" project was begun last year and is to be completed in 2003. Gaël Blondel, Customer Manager, and Raphaël Perrier, Project Engineer, who are in charge of the project, speak of an exceptional site. "Last year," they explain "we installed cableways to transport the equipment and lift the line. And the way in which the work is progressing proves that even at the far side of the world, partnership between POMA and its customers always works!" For his part, Christian Laval, Commercial Director in the Services Department, stresses the "exemplary nature of these operations and the responsiveness of our staff, who are always ready to listen to customers' requirements."

Face-lift at La Faucille

Operational divisions

New organisation for greater efficiency

Under the authority of Jean-Paul Huard, Operations Director, POMA has just overhauled the organisation of its Operational Divisions.

The Operational Divisions are responsible for designing and constructing new installations. The four former divisions have been reorganised into two larger ones. Each keeps its range of activities but one is more specifically oriented to the French market and the other to exports and special installations (cable cars and transport of materials).

Each one comprises around 30 engineers and technicians and works alongside the Commercial Departments whenever they are invited to tender for a project. Depending on the market, each division then manages the contract up to the time the installation is commissioned and the final points of detail concerning its operation are settled.

Once this work is completed, the Services Department takes over. These divisions are under the responsibility of Gilles Vibert (Division 12) and Luc Marnas (Division 34). They are backed up respectively by Jacques Neuville and Ludovic Bibollet-Ruche. The internal organisation of these divisions is based on several essential functions:

- project managers, who supervise contracts and ensure the smooth implementation of the project,
- project engineers who are responsible for project implementation, customer relations and work carried out by subcontractors on site,
- system engineers, who are responsible for ensuring the technical unity of the installation,



- site technicians, responsible for assistance and technical inspection work, conformity of erection and fine-tuning of the installation.

A team is set up for each installation, comprising a project manager, project engineer, system engineer and site technician.

By developing these multidisciplinary teams and drawing on the skills of each person involved, this organisation is helping to improve our efficiency and give greater satisfaction to customers.



AT YOUR SERVICE

DRÔME

A giant ski tow for Font d'Urle

On 16 December 2002, in the presence of Jacques Mouton, Chairman of the Drôme Regional Council, a group of local officials headed for Font d'Urle, a ski resort in the Vercors mountains near the Col du Rousset managed by the Council. Jacques Clot, Vice-Chairman of the Council responsible for tourism and development projects in the mountains, is also Chairman of the company that operates Font d'Urle, which is managed by Marc Oboussier. It must be said that it was the opening day for the Cairn ski tow, that people had been talking about for a good quarter century. The main feature of this ski tow is that it is the longest of the new VECTRIS range, as it runs for 1180 m, climbing a distance of 210 m. It can carry up to 900 people an hour and serves two runs. Another notable feature is that the terminal has a storage capacity of 210 poles.

In addition, maintenance catwalks and a protective cover over the mechanical parts ensure greater safety for operating staff. As Gaëtan Deheul, POMA's Ski Tows Product Expert, points out, these features are all further achievements of the VECTRIS detachable-grip ski tow range, which of course complies fully with new French labour and safety regulations.

S GRIP

Creation of a working group

As part of the modernisation of certain aerial lifts equipped with S grips, POMA has begun thinking about ways to facilitate operation, by gathering existing documents such as maintenance manuals. This is why a working group has been set up in partnership with the SNTF (Syndicat National des Téléphériques de France), and certain representatives from the profession.

"We have a considerable heritage that we share with operators, as there are more than 70 installations in France that are still working with this type of grip," explains Jean Souchal, Director of the Services Department at POMA. This working group was set up with the backing of the SNTF Technical Commission, and includes in particular Hervé Lenoire, its Technical Manager. Our desire is to draw on the experience of field practitioners - i.e. operators - concerning all aspects of maintenance. This is all part and parcel of being attentive to our customers, which is a requirement of the ISO 9000 standard, version 2000." By acting in this way, POMA is hoping to provide its customers with "updated documents in a more consistent and coherent format that will make it easier for operators to use these installations. And this is one of the main roles of the Services Department, with the aim of achieving greater safety and reliability," adds Jean Souchal.

The results of this joint work will then be forwarded to the STRMTG (Service Technique des Remontées Mécaniques et des Transport Guidés) for analysis, and they will then be made public so that they can be put into operation before the 2003-2004 winter season.

MARCEL JAY

Farwell to a friend



We were sorry to learn of the death of Marcel Jay on 12 January 2003, following a severe illness. He joined POMA on 22 August 1961 as a draughtsman in the design office, became a designer and was then promoted to Group Leader in the design office in 1968. In 1970 he was appointed assistant to René Brian, then Area Manager for the Alps region, with responsibility for all technical and commercial matters. During the reorganisation in 1979, Marcel Jay was appointed Commercial Area Manager for the Alps and then in 1987 he became Product Manager for Fixed-Grip Chair Lifts. He occupied this post until the spring of 1990, when Jean-Pierre Cathiard and Jean Gauthier offered him the post of Assistant Sales Manager. In the spring of 1994, when the Operational Divisions were created, Marcel Jay was quite naturally appointed head of Division 2. In the spring of 1997 he became Marketing Manager, a position he kept until his death. For nearly 42 years, Marcel Jay lived and breathed POMA, and throughout all these years POMA staff and customers alike came to appreciate his professionalism, his commitment to work well done, his discretion and his thorough knowledge of all the ins and outs of our trade. Jean Gauthier said in tribute: "He was an exemplary POMA, and a good friend. We all miss him."