SPRING 2005 N°13

EDITORIAL

For POMA, the 2004 financial year has been extremely busy and we owe that success to each and every one of you. In France and throughout the world, you have demonstrated your confidence in our teams when modernizing your resorts and, on behalf of all our staff, I would like to thank you for your loyalty to our company.

Last year was marked by the regeneration of the market for gondola lifts, the success of the six-seater fixed and detachable grip chairlifts and the emergence of a new market for the renovation of existing lifts such as those at Les Contamines-Montioie.



STRONG DEMAND FOR GONDOLA LIFTS AND SIX-SEATER **CHAIRLIFTS**

2004 was also the year when the European Directive on aerial lifts came into force. This has resulted in a heavy workload for all our partners in the business. By working closely together, all our aerial lifts installed in Europe have achieved CE marking and careful planning has ensured that all the lifts were returned to service in good condition within the planned timescales. At the time of writing, there remains a small amount of work to be done on ski lifts.

Our export markets also remained strong during 2004. In North America, we have installed seven fixed and seven detachable grip chairlifts, and new contracts have been signed in Australia and New Zealand !

I must also mention the MetroCable in Medellin, inaugurated on July 30 by the President of Colombia (see POMA News No. 12). Since entering service, this urban transport gondola lift has proved that this mode of transport can be integrated perfectly into the cityscape with two million passengers being carried in the first two months of operation !

Finally, I would like to wish all of you a successful end to the season.

> Jean GAUTHIER Chairman of the Board

LS ΚI Ν Ε W Ρ Ο Μ AGA SPAP

Gondola lifts

2004 - A year of successful installations

Highly modular design

news

Last year, POMA built four gondola lifts in France and Andorra.

A brief review of these new lifts. or POMA, the 2004 financial year was marked by a strong demand for gondola lifts. Four lifts were delivered to Vallorcine (Vallorcine ARIANA 8), Carroz (Kedeuze ARIANA 8), Gourette (Bezou ARIANA 10) and Soldeu (Granvalira ARIANA 8/10). "These lifts are set to become the mainstay of their resort. In our jargon, they are all 'high ca-

pacity lifts'", points out Christian Bouvier, POMA Commercial Director for France and

These gondola lifts provide access at ground level and POMA offers a 'made to measure' service, adapting the gondola design to meet the requirements of each customer. In Vallorcine, the ARIANA 8 lift links the village to the Chamonix valley and the Le Tour ski area. It is fitted with eight-seater gondolas with skiracks on the doors. "The passengers can leave their skis outside, or take them inside the gondola", explains Christian Bouvier. The Vallorcine aerial lift has the added advantage of being located next to the railway station, with combined ski and train tickets available from Chamonix and from Martigny in Switzerland.

> At Les Carroz, the operator has also opted for eightseater gondolas, but this time without ski-racks. This gondola lift replaces an older six-seater lift with the aim of improving capacity between the resort and the ski slopes of the Grand Massif. In Gourette (see POMA News No.12), the objective was also to

increase capacity, replacing several old lifts with one new one. The customer decided to use eight-seater gondolas with the seats removed giving an effective capacity of ten standing passengers. The gondolas used on the Soldeu lift are an excellent example of the ease of configuration of our components. The eight-seater gondolas have removable seats that can be taken out before the lift opens in the morning. On busy days, the capacity of each gondola can be increased from eight seated passengers to ten standing passengers. In both these resorts, the passengers carry their skis with them as no ski-racks are fitted. At Soldeu, the Granvalira ARIANA 8/10 provides a link to the Pas de la Case ski slopes. It is also worth mentioning that the gondolas at Gourette and Soldeu are parked on the tracks, while those at Vallorcine and Les Carroz are fitted with an automatic siding with a separate lift to bring the gondolas up from the lower parking level. The ground level access makes it easier for those with reduced mobility to use the lifts and enables mountain bikes to be carried during the summer season. All these examples demonstrate the flexibility of the ARIANA family of lifts enabling them to meet the requirements of each operator perfectly. As Christian Bouvier notes, "These gondolas have large windows and excellent boarding ergonomics. They are also easy to use as, in Les Carroz for example, the boarding area in the contour extends over a radius of 7.2 meters. High reliability was also an important factor at Les Carroz. This lift is fitted with a dual electric drive with an electric motor and control system. The gondola lifts at Soldeu and Les Carroz can both carry up to 3000 passengers per hour!"

Andorra.

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Keorganization of our Sales Offices

GONDOLA LIFT IN VALLORCINE

In Spain and Japan, important markets where

we were previously

represented by franchi-

sed agents, we have now decided to establish a direct sales force. In

Switzerland, the existing

subsidiary has been strengthened.

ur new subsidiary in Spain is TELEFERICOS Y NIEVE, based in Berango. There is a staff of eight led by Alberto Bui

"We had to take this decision as a result of the maturity of the Spanish market', explains Bernard Choukroun, POMA Deputy Export Commercial Director. "Our aim is to develop our market share in Spain. Of course, this includes new lifts, but we also want to build up our Services business. The new structure also includes a technical and sales office in Barcelona." There are currently over two hundred POMA systems, including around sixty aerial lifts, installed in Spain. "With the establishment of a



subsidiary company in Japan, POMA will make available its

already have over two hundred detachable grip lifts in service. The subsidiary company is led by Mr. Tomino with the assistance of a young French engineer, Sébastien Pellet", comments Philippe Adrien, Export Commercial Director.

"In Switzerland, the POMA subsidiary BACO is led by Glieci Dermont. We have decided to strengthen our presence in order to develop our Services business", explains Christian Laval, Services Commercial Director. "We have seconded Philippe Mouquet, who was previously Export Customer Manager at Head Office. We will now be in a better position to support existing POMA lifts in Switzerland".

expertise in both new lifts and Services. In this market, we

0 equipment

Combloux-Megève-La Giettaz

A new "skis on" link in the Haute-Savoie

The new Le Christomet link was inaugurated on January 15. The Le Jaillet intercommunal syndicate and the customer, the Megève SEM, ordered two chairlifts and two ski lifts

from POMA.

n service since December 15, 2004, this new 'skis on' link in the Mont Blanc region was officially inaugurated on January 15 this year in the presence of a number of local politicians from the Haute-Savoie département. These included the mayors of the member communes of the Le Jaillet intercommunal syndicate; Raymond Turri (Combloux), Gérard Morand (Megève), Didier Poret (La Giettaz), Serge Paget (Cordon), Georges Morand (Sallanches), and Bernard Grosset (Demi-Quartier).

"The customer is the Megève SEM directed by the President, Guy Muffat and General Manager, Jean-

SKILIFT SOLIS "LES CHARMOTS", LA GIETTAZ. FRANCE

> SKILIFT SOLIS "BONJOURNAL", MEGÈVE., FRANCE

Luc Delobel", explains Christian Bouvier, POMA Commercial Director for France and Andorra. "For Megève, the completion of this project is an important achievement. It enables this prestigious resort to expand by providing access to the La Giettaz and Le Jaillet ski slopes, together with the Tête de Christomet at an altitude of 1853 meters. At the same time, the entire Domaine Évasion ski area, federating the resorts of Megève, Saint-Gervais, Saint-Nicolas-de-Véroce, Combloux, La Giettaz, Les Contamines-Montjoie and Praz-sur-Arly is extended since the link with La Giettaz now includes seventeen new ski runs!"

This is the second link between the two Savoie départements, the first being that between Les Contamines-Montjoie and Hauteluce. The Megève SEM placed orders with POMA for two new SOLIS ski lifts on the La

Giettaz side and two chairlifts in Le Christomet and Les Prés on the Megève side.

"The Charmots and Bonjournal ski lifts on the La Giettaz side are spring box types with under bullwheel release as the improved comfort these provide is much appreciated",

explains Didier Balavoine, Technical Sales Engineer responsible for the Haute-Savoie. The construction of these lifts has also enabled two new ski runs to be opened. The Controverse run is graded blue and extends from the arrival of the Charmots ski lift down to Le Christomet, while the Couvée run is graded red and follows the course of the Bonjournal ski lift.



However, the major portion of the link is provided by the six-seater PHCENIX 6 detachable grip chairlift named the Christomet after the peak that it serves. It

Improved comfort

and capacity

replaces an old two-seater chairlift, increasing the capacity from 900 to 2400 passengers per hour. The time taken to complete the 1600 meter transit has been reduced from 12 minutes to six. The construction of this chairlift has also made it

possible to dismantle the old Covagnet ski lift. This will now be rebuilt in a Polish ski resort.

The Les Prés ski lift has also benefited from a similar operation to replace an old low-capacity chairlift. This was also previously served by a two-seater chairlift. This was dismantled and replaced by a POMA fourseater ORION 4 fixed grip chairlift and the line exten-

> PHCENIX 6 "LES TOVETS",



ILL TERMINAL PHOENIX 6 CHRISTOMET", MEGÈVE, FRANCE

UPPER TERMINAL ORION 4 "LES PRÉS", MEGÈVE, FRANCE

ded by a further 400 meters. The arrival terminal is now higher up the slope at the summit of Les Salles on the edge of the Combloux ski area. Skiers now have the choice of using the ski runs to Combloux or those to Megève. As with Le Christomet, the carrying capacity has been dramatically increased from 900 to 2400 passengers per hour. The Crève Cœur ski lift arrival terminal has also been moved slightly in order to make the link with Combloux easier

"With these major new developments, the resorts in the Domaine Évasion are able to offer their visitors a greater choice of ski runs, including the excellent skiing at La Giettaz", concludes Christian Bouvier. "Skiers will also be able to enjoy a wider variety of ski runs through true unspoilt alpine scenery. These new investments build on earlier developments such as the Princesse gondola lift constructed in 2002 to link Demi-Quartier and Mont d'Arbois".

Some POMA 2004 intallations







COURCHEVEL





Business file



<u>Testimonial</u> « Our collaboration with POMA will continue »

Roman Weck. Chairman of the Board, SCR Velka Raca as, Slovakia.

"Snowparadise Velka Raca Oscadnica is one of the fastest growing tourist resorts in Slovakia today. In three years, this small

resort in north-west Slovakia has become the leading resort in the country according to a study recently carried out by Sitour. The success of our ambitious modernization program has been largely due to our collaboration with the supplier of our aerial lifts, POMAGALSKI SA. Three aerial lifts have been constructed in the heart of Velka Raca. In order of construction, these are: a fourseater ALPHA 4 fixed grip chairlift opened in 2002, a UNIFIX 4 four-seater fixed grip chairlift opened in 2003, and a TELEMIX® 6/8 that has been in operation since the end of 2004. In 2007,our investment plan includes a major project for the construction of an eight-seater gondola lift. POMA will be a prime candidate to supply this lift. I believe that the close working relationship that we have developed with POMA over the past three years while developing a modern tourist resort will continue into the future and that Velka Raca will become the main showcase for POMA products in eastern Europe", concludes Roman Weck.

Export

Looking Eastwards

POMA has signed a large number of significant contracts in Bulgaria, Russia, Slovakia and Romania. All markets with potential.

> he reawakening of central and eastern Europe has now been taking place for several years. One notable aspect of this process has been the efforts made by the countries

in the region to revitalize their economic activity. Tourism is one aspect that figures largely in their plans. Many countries have decided to relaunch their winter sports resorts with the aim of attracting both local and western European visitors. "This is especially the case in Bulgaria, Russia, Slovakia and Romania", explains Marc Velu, Export Area Manager in the Export Department. "In Bulgaria, we have built



TELEMIX[®] 6/8 "LALIKY", VELKA RACA, SLOVAKIA.

two PHCENIX 4 detachable grip chairlifts at Borovetz. The Sitnjakovo lift is 1 786 meters long and rises 440 meters, while the Jastrebets 1 lift is 2 031 meters long and rises 610 meters. Each lift is capable of carrying 2400 passengers per hour. Together with Bansko, Borovetz is one of the main resorts in the country attracting most of its visitors from Great Britain, the Netherlands and Russia. It is owned by the Balkan Tourist Company whose President, Nelly Sandalska, is determined to continue the process of modernization already well underway in the Bulgarian resorts". These two chairlifts, the first PHCENIX 4 lifts to be installed in Bulgaria, have been in service since mid December 2004. "Prior to this, we have installed ski lifts,

fixed grip chairlifts and a gondola lift in 1980", continues Marc Velu. "Other projects, including the redevelopment of

the site, are currently at the design stage, and Borovetz is considering both new lifts and the refurbishment of existing installations". Still on the Black Sea coast, POMA

Over a period of just three years, Velka Raca has ordered three aerial lifts from POMA, including the first UNIFIX 4 to be installed in central Europe.

ded to boost its development

Velka Raca is one of the leading

resorts and its development has

been rapid thanks to the efforts of

the operating company, SCR Velka

Raca, and its President, Roman Weck.

The resort, situated in the Mala Tatra

mountains, has just installed a new

TELEMIX®. "It replaces an old two-

seater chairlift", explains Marc Velu.

"It entered service in December

2004 and was built by the operator

with help from TECHMONT, our

Slovakian agent. This is the first

TELEMIX[®] to be built in the export

market. The Laliky Express carries

2610 passengers per hour with 8

eight-seater gondolas and 80 six-

seater chairlift seats. The operator

chose to add this type of lift to the

Target Mount Elbruz

installations alrea-

dy in the resort as

the lift was requi-

red to operate in

both the winter

and summer sea-

through winter sports

To finish, we'll take a quick look at

sons".

COLOMBIA

More than a million passengers every month !

Benjamin Dunesme, Project Manager for the MetroCable urban gondola lift that entered service last summer speaks with enthusiasm about the installation. "The MetroCable operates for almost 20 hours a day and carries an average daily total of 40 000 passengers. It has fulfilled



all our hopes and those of our customer, and we are pleased to see that its success has aroused the interest of many other towns in Latin America. The MetroCable is a system unlike any other and it fulfils an important social role. We have even noticed that the residents of the most exclusive districts of the town come to try it on Sundays!" The MetroCable is a gondola lift with a length of two kilometers and a rise of 400 meters connecting a densely populated district with 150 000 inhabitants to the town's Metro system. The lift consists of 93 DIAMOND 8-10 gondolas, each capable of carrying up to ten passengers.

SOUTH KOREA

From Yong Pyong to Daemyung

Although our company is the market leader in Korea with aerial lifts installed in twelve of the sixteen resorts in the country, we have until now had no presence in Yong Pyong, the oldest resort located on the east coast looking out towards Japan.

This surprising omission has now been remedied as Yong Pyong placed orders last year with POMA for two six-seater detachable grip chairlifts. The Gold Line, which replaces a four-seater detachable grip chairlift, and the New Green Line, which extends an existing lift enlarging the ski area, entered service in mid November 2004. "We have paid particular attention to the architecture of the terminals and each lift can carry up to 3200 passengers per hour", explains Gilles Genoux, Export Area Manager for Asia. "Each terminal includes a loading carpet and a siding for storing the seats".

Also in Korea, POMA remains a faithful partner of the Daemyung Group, operator of the Vivaldi Park resort. All twelve lifts in the resort were supplied by POMA. The latest, completed in 2003-2004, was the first eight-seater detachable grip chairlift to be installed in Asia. "At the week-end, it runs for 22 hours every day and it carried 3.5 million passengers in the first five months of operation", relates Gilles Genoux with pride. He adds, "The customer is extremely satisfied and, as the resort grows, they are already considering ordering another DCL 8 !"

<u>SPAIN</u>

La Molina invests in a UNIFIX chairlift

The first UNIFIX lift to be installed in Spain entered service in December last year in La Molina, one of the leading resorts in the Cerdana region of Catalonia alongside Masella and Val de Nuria. "This resort is operated by the company Ferocarils de Catalunya", explains Bernard Choukroun, Deputy Export Sales Director. "This four-seater fixed grip chairlift is fitted with a loading carpet. The installation of this lift has improved access to the Canaleta ski area and has enabled the reopening of a ski run previously served by a ski lift."

La Molina is the closest resort to Barcelona on the road to Andorra. In making this investment and implementing a policy of modernizing the existing aerial lifts, the resort is hoping to become even more attractive to the Barcelonans. The resort's ski runs are now linked to those in Masella, forming an extensive ski area. The Trampoli UNIFIX, as it is now known, is 548 meters long with a rise of 100 meters. The upper terminal is at an altitude of 1760 meters and the lift is capable of carrying up to 2200 passengers per hour at a speed of 1.7 meters per second.

AUSTRALIA/NEW ZEALAND

A strong POMA presence

POMA has been active in the southern





ARIANA 8/10 "EL TARTER", SOLDEU, ANDORRA

PHCENIX 6 "GOLD LINE",

PHCENIX 6

"GREEN LINE",

YONG PYONG, KOREA

UNIFIX 4 "TRAMPOLI", LA MOLINA, SPAIN



has gained a foothold in Predeal, a resort in the Prahova valley north of Bucharest. "This season, we have commissioned a new PHŒNIX 4 detachable grip chairlift, the first chairlift to be built by POMA in Romania", comments Marc Velu. "This lift is 1657 meters long and rises 610 meters with a carrying capacity of 2 400 passengers per hour. During the first weekend of operation, it carried 20 000 passengers ! It replaces an old two-seater fixed grip chairlift. We have supplied all the equipment, with the towers, cross arms and walkways manufactured on-site. The operating company, SC Teleferic Prahova, which also owns the Sinaia resort, aims to renovate Predeal completely and we will be installing an additional PHŒNIX 4 there this year".

Further west, Slovakia has also deci-

Russia, where POMA is also winning an increasing number of contracts. At the beginning of December, Mr. Abregov, Minister of Public Works in the Kabardino-Balkaran Republic, visited our plant at Voreppe and confirmed the intention of the government of the Republic to construct a new gondola lift at the foot of Mount Elbruz. "Two sections are planned between 2 200 meters and 3 900 meters, with the possibility of extending the line up to 4 200 meters", states Marc Velu. "In the same region, we also completed a UNIFIX 4 lift at Krasnaya Polyana in February 2004. We have also delivered a COMPACT F12 ski lift to the Yakhoma Park winter sports stadium in Moscow where another POMA ski lift has been in operation since 2002".

hemisphere through our American subsidiary since 1994, the year when the Skyrail Rain Forest Gondola was installed in Cairns, Australia. Our growth in the region has not slowed since. In June 2004, a four-seater fixed grip



chairlift and a four-seater detachable grip chairlift were installed in Falls Creek (Australia) and Cardrona (New Zealand) respectively. The Cardrona lift was the first detachable grip lift type to be installed in New Zealand for over a decade. The importance of the event was recognized by the presence of Mrs. Helen Clark, Prime Minister of New Zealand, at the opening ceremony. The Prime Minister was also one of the first to travel on the aerial lift.

In 2005, two six-seater detachable grip chairlifts will enter service in the New Zealand resorts of Mount Hutt and Coronet Peak. The installation teams from North America are already on site for the major civil engineering work and initial testing is planned to take place during May. These two chairlifts are being supplied under a contract with NZ Ski Inc.. This company owns three resorts in New Zealand; Mount Hutt, Coronet Peak and The Remarkables. The order consists in the supply of three detachable grip chairlifts, one being installed in 2006.

While the year 2005 started with projects in the Southern hemisphere, those in the Northern hemisphere are in preparation as POMA has signed contracts for detachable grip chairlifts in Aspen/Snowmass, Winter Park and Breckenridge in Colorado, Stowe in Vermont, and Silver Park in British Columbia, Canada.





service

Contamines-Montjoie

A fixed grip chairlift converted to detachable grip

The expertise of the POMA teams is demonstrated in different ways throughout the world. One example is the Montjoie fixed grip chairlift, constructed in 1991, which became the Montjoie detachable grip chairlift in 2004. This is how the change came about.

ver the past few years the expectations of skiers in relation to aerial lifts has changed noticeably. Users are now more demanding in terms of comfort, perceived safety and, especially, reduced transit time. The SECMH wishes to respond to these customer expectations. Sébastien Martin, POMA Head

of Customer Managers for France and Andorra in the POMA Services Commercial Department, proposed an original solution to Bernard Mollard, President of the SECMH (Société d'Equipement des Contamines-Montioie Hauteluce). This was to convert the Montjoie fixed grip chairlift to a detachable grip lift and use the components dismantled from the original Montjoie lift to build a fixed grip chairlift to replace the Aiguille Croche fixed grip ski lift. This original solution was financially very advantageous as the overall cost was some 30% lower than that of building totally new lifts. The scheme was also approved by the regulatory bodies. The SECMH found the arguments convincing.

François Fenerol, Manager of the Services Design Department, and System Engineer for this project, and Julien Bellet, Project Manager, took responsibility for managing the operation. "The ALPHA

PK350 terminal, like all those built after 1987, had a line with a 450 main sheave train and a gauge of 4 600 mm. The sheave train only required minor modifications to accept OMEGA T grips and the gauge could be enlarged from 4 600 to 5 000 mm on entry to the terminals. The teams dismantled the ALPHA terminals and erected SATELLIT terminals, and modified the line slightly on entry to the terminals. The seats were replaced with new DOU-DOUK 4 seats fitted with OMEGA T



IIL TERMINAL DCL 4 "MONTJOIE"

grips. The sheave trains to be reused were given a major overhaul and modified for use with detachable grips. In this way, the Montjoie fixed grip chairlift was transformed into the Montjoie detachable grip chairlift. The Aiguille Croche chairlift was rebuilt with ALPHA terminals, and with the carriers, remaining sheave trains and sheaves removed from the Montjoie fixed grip chairlift. All the reused components were given a major overhaul and new towers, cross arms and additional sheave trains were installed. SEMER installed the latest SIEMENS programmable control systems on both lifts".

The SECMH now has two new aerial lifts which are greatly appreciated by their customers for the improved comfort and performance. From an operating point of view, the staff now benefit from an increased level of safety and it is easier to maintain the lift in conformity with the new regulations applying to new aerial lifts. In future, the reconditioning of the detachable lift components and the fixed grip terminals has ensured that the next planned major overhaul for them and the lines is not needed for another fifteen years. The renovated carriers and the grips recovered from the old fixed grip aerial lift will continue to follow their original maintenance schedule.

"It is not surprising that a large number of operators are following the developments at Les Contamines-Montjoie with interest. The teams from the Services Department are already starting work on a number of similar projects", concludes Christian Laval, Commercial Director for Services Department.

AT YOUR SERVICE

GREAT BRITAIN

A new indoor ski center in Scotland

Hundreds of thousands of British skiers who visit ski resorts in the winter have access to a growing number of indoor ski centers in order to keep up their skills throughout the year. The newest of these centers in due to open in the autumn of 2005.

Located in a suburb of Glasgow, the Braehead indoor ski center will be run by the Xscape company who already operate similar centers in Castleford and Milton Keynes. Both these centers are supplied with POMA lifts and both are managed by a Frenchman, Arnaud Pallud. "The new Glasgow indoor ski center will include two COMPACT F ski lifts serving a ski run that is 130 meters long with a fall of 28 meters. While part of the run will be suitable for beginners, the entire run will be suitable for more experience skiers as the average slope will be 22 %", explains André Revenant, POMA Business Manager for Ski lifts.

POMA DAYS The next POMA Days will be held in June

Organized for the first time in the early summer of 2001, when more than 200 operators attended, the POMA Days event will be held again this year. The event will take place during June.

"In organizing this event, we are aiming to improve customer feedback even fur-

ther", explain Christian Laval, Commercial Director for the Services Department, and Christian Bouvier, POMA Commercial Director for France and Andorra. "Our aim is to share our skills and experience in a warm and friendly atmosphere"



UPPER TERMINAL DCL 4 "MONTJOIF"

Some POMA 2004 renovations



CHÂTE HAUTE-SAVOIE

BLAFJÕLL

(ICELAND).





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