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**MAG. CHRISTIAN AMTMANN**

Executive Editor

## EDITORIAL

### DEAR READERS.

The decision to produce a dedicated number of ISR for the five countries Bulgaria, Poland, Romania, Slovakia and the Czech Republic was mainly taken a few years ago on the basis of the considerable potential for development in winter tourism there. The fact that this year's 5-country edition is the third in the series is proof enough that it is in fact a major market for the winter and mountain tourism industry. Unlike the top ski destinations like Austria, Switzerland, France and Italy, which have already achieved a very high standard of winter infrastructure, investments in these five countries could shake up the international ski tourism market. Tatry Mountain Resorts, investor and operator of the biggest winter resorts in Slovakia, is giving an impressive demonstration of how it is done with its ultra-modern ski areas there.

Interesting insights into the challenges facing foreign investors in Romania are given in an interview conducted by our correspondent Petre Popa with former Snowboard World Champion Martin Freinademetz, who has successfully developed a ski area in that country (page 30).

For this edition of ISR, our walking ropeway encyclopedia Roman Gric has again researched a number of informative ropeway reports, from the Czech Republic and Slovakia to Poland (pages 6, 12 and 14).

A modern infrastructure, from snowmaking facilities and trail safety systems to snow grooming and summer amenities, is the prerequisite for the commercial success of a ski area. An overview of the various items involved and the latest technologies is provided in this edition of ISR.

Wishing you a good read,

Christian Amtmann  
amtman.zv@bohmann.at

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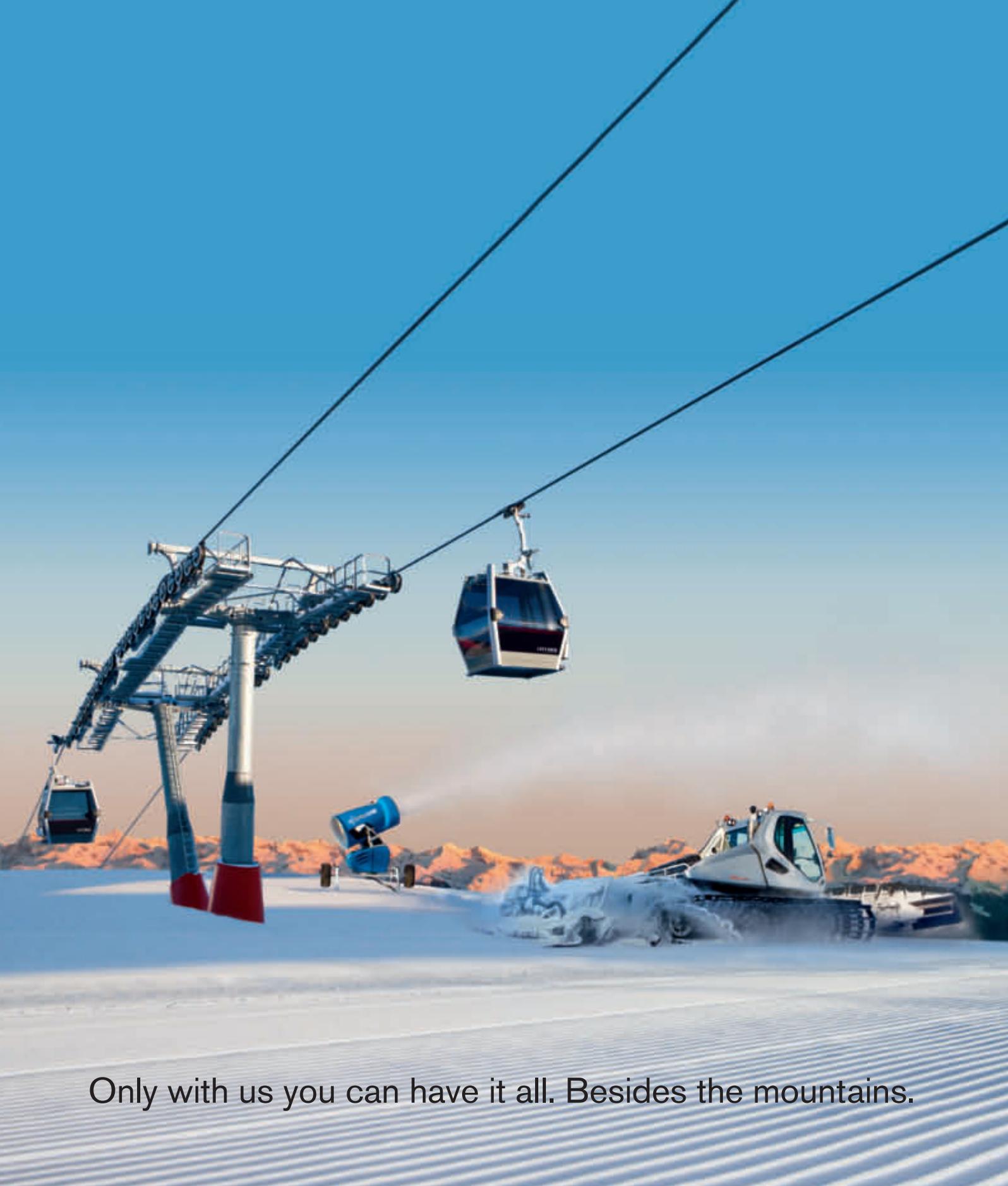
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ropeways

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# Success in the Czech Republic, Slovakia and Poland

**LEITNER** Leitner Ropeways has built seventeen modern ropeways in these countries since 2006.



The first modern ropeway built by Leitner in the Czech Republic was the Červená Voda – Buková Hora quad chairlift, with canopies fitted to the chairs in the final stage of development.

Ropeways from the House of Leitner have long been noted for quality and long service life in the Czech Republic, Slovakia and Poland, where thirteen ropeways built as pre-owned installations in the 1980s and 90s are still doing reliable service, ten of them in the Czech Republic alone. In the course of the years, however, more and more ski areas in these countries have recognized the need to offer the skiing and snow-

boarding public new and more comfortable facilities.

## POLAND

The first new lift built by Leitner Ropeways in Poland, in 2006, was the Harenda fixed-grip quad chairlift in Zakopane in the High Tatras. With a line length of 553 m, this all-year installation serves a family ski area in winter, and in summer is used by mountain bikers as well as tourists.

In the fast-developing Białka Tatrzańska Ski Area in the north-eastern foothills of the High Tatras, a 6-seater chairlift with blue canopies, heated seats and the Leitner Direct Drive was built in time for the 2011/2012 winter season (see ISR 5-country 2013, p. 20-21). This ropeway serves a wide and enjoyable family trail and is very popular with visitors. With thirteen hours of operation per day (including night skiing), it carries as many as

PHOTO: R. POLČEK



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30,000 passengers on really busy days. The Białka Tatrzańska Ski Area is one of the biggest in Poland and caters mainly for domestic visitors.

In the Silesian Beskids, a double chairlift built by a local company in 1993 in the Szczyrk Ski Area was replaced by a modern detachable quad chairlift with yellow canopies and CPS rope position monitoring in 2013 (see ISR 6/2013, p. 24 – 25). The ropeways built by Leitner Ropeways in Poland to date also include three fixed-grip quad chairlifts, namely Kaniówka in Białka Tatrzańska, Klepki in Wisła and Skolnity, also in Wisła.

**CZECH REPUBLIC**

In the Czech Republic, the first modern ropeway supplied by Leitner Ropeways was built in 2010 for the development of the Červená Voda Ski Park on the slopes of Buková Hora (see ISR 2/2011, p. 24). The chairs have comfortable padded and heated seats with Kid Stop for the safe transportation of children. In the final project phase in 2011, they were also fitted with canopies.

That was followed in 2012 by a 907 m long fixed-grip quad chairlift with conveyor loading and Unifix drive in Malá Morávka, where it serves the Kopřivná family trail in the Jeseníky Mountains.

A showcase project handled by Leitner Ropeways in the Czech Republic is a tourist gondola lift serving the country's highest mountain, the 1603 meter high Sněžka, which was built in 2012 – 2013 and opened on 20 December 2013 (first stage) and 22 February 2014 (second stage). The gondola, which leads from the car park on the edge of Pec pod Sněžkou to the top station just below the summit, with a mid-station at Růžová Hora, had to comply with strict environmental protection orders for Krkonoše National Park (Giant Mountains). A report appeared in ISR 6/2014 (p. 10 – 13).

In 2012 – 2013, a new ski area was built on Plešivec Mountain in Abertamy in the Ore Mountains on



The Kopřivná fixed-grip quad chairlift – in the photo the lower terminal with Unifix drive – serves the Kopřivná family trail in Malá Morávka.



The quad gondola ropeway that carries tourists up Sněžka, the highest mountain in the Czech Republic, opened in 2014.



Leitner Ropeways supplied no fewer than three new quad chairlifts to the new Plešivec Ski Area in the Ore Mountains (CZ). The photo shows the upper terminal of the two detachable installations, with the longest – the Pstruží – Plešivec chairlift – in the background and the Modesgrund – Plešivec chairlift in the foreground.

PHOTOS: R. POLČEK (2), R. GRIC (1)



The 6-seater Pasięka Express chairlift operates up to thirteen hours a day, carrying skiers to one of Poland's biggest ski areas, namely Białka Tatrzańska.



An evacuation exercise on the Jaworzyna – Skrzyczne quad chairlift with its yellow canopies in Szczyrk in Poland



The Tatranská Lomnica – Buková Hora 8-seater chairlift with padded seats, the Kidstop seat guard for children and blue canopies, on the Slovak side of the High Tatras

PHOTOS: R. GRIC (2), LEITNER ROPEWAYS/J. MACÍČAK (1)

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The Lúčky – Vyhládka (Priečno) 6-seater chairlift with padded seats and blue canopies is the new northern access system for Jasná in the Lower Tatras.

the Czech-German border. At the beginning of 2014, three quad chairlifts opened there, two of them identical detachable installations, and a fixed-grip chairlift with conveyor loading and Unifix drive. The snowmaking system for the area was supplied by Demac-Lenko and the groomers by Prinoth. That project illustrates the fact that the Leitner group is the only address

for one-step shopping for all the technologies required for ski area development.

For the 2015/2016 winter season, a new 6-seater chairlift by the name of Hofmanky, with blue canopies, heated seats and the Leitner Direct Drive, is to be delivered to the Černá Hora Ski Resort in the Giant Mountains to serve a new ski trail and a free-ride trail to the left of

the existing gondola lift. This will be the first six-pack with canopies in the Czech Republic.

#### SLOVAKIA

In Slovakia the first modern Leitner installation was the Tatranská Lomnica – Buková Hora chairlift in the High Tatras. (The observant reader will have noted that the name Buková Hora, meaning Beech

### ROPEWAYS SUPPLIED BY LEITNER ROPEWAYS IN CZ, SK & PL (NOT INCL. PRE-OWNED INSTALLATIONS)

#### Czech Republic

Installation	Type <sup>1)</sup>	Year	Line length (m)	Vertical height (m)	Rated capacity (P/h)	Features
Červená Voda – Buková hora	CD4C	2010	1672	400	2400	Seat canopies, heated seats, Kidstop
Malá Morávka: Kopřivná	CF4	2012	907	186	2000	
Pec pod Sněžkou - Růžová hora	GD4	2013	1747	510	250	CPS
Růžová hora - Sněžka	GD4	2013	2012	249	250	CPS
Plešivec: Plešivecká louka	CF4	2013	358	74	2400	
Plešivec: Modes Grund	CD4	2013	806	232	2400	
Plešivec: Pstruží	CD4	2013	1392	307	2400	
Janské Lázně: Hofmanky	CD6C	2015	1146	306	2400	Blue seat canopies, heated seats, Direct Drive

#### Poland

Zakopane: Harenda	CF4	2006	549	197	2400	
Białka Tatrzańska: Pasięka	CD6C	2011	1064	175	3010	Blue seat canopies, heated seats, DirectDrive
Białka Tatrzańska: Kaniówka	CF4	2012	444	93	2200	
Wisła: Klepki	CF4	2013	532	91	2200	
Szczyrk: Jaworzyna - Skrzyczne	CD4C	2013	1150	296	2400	Yellow seat canopies, CPS
Wisła: Skolnity	CF4	2014	738	201	2000	

#### Slovakia

Tatranská Lomnica - Buková hora	CD8C	2011	683	132	2400	Blue seat canopies, Kidstop
Jasná: Lúčky - Priečno	CD6C	2013	1878	344	2440	Blue seat canopies, heated seats, DirectDrive
Zverovka: Roháčce express	CD6C	2014	1958	461	1800/2400 <sup>2)</sup>	Blue seat canopies, heated seats, CPS, DirectDrive

1) C = chair; G = gondola; D = detachable; F = fixed grip; 4, 6, 8 = carrier capacity; C at the end = canopies  
2) Final stage of development



The latest Leitner ropeway to be built in Slovakia was ready in time for Christmas 2014: the 6-seater Roháče Express chairlift set against the picturesque backdrop of the 2,047 meter high Salatín in the Western Tatras.

Mountain, is a common name in both the Czech Republic and Slovakia.) With what is still a unique 8-seater chairlift with blue canopies and the Kidstop seat guard for children, Tatra Mountain Resorts (TMR) – the country’s biggest ski area investor and operator – provides access to an easy trail for children and beginners in the lower part of the ski area (see also ISR 5-country 2013, p. 20-21).

Following the success of the 8-seat-

er chairlift in the High Tatras, at the end of 2013 the same investor opened the 6-seater Lúčky – Vyhliadka (Priečno) chairlift with blue canopies and the Leitner Direct Drive in another of its ski areas, namely Jasná in the Low Tatras, as a repeat-ride and additional feeder installation from the car parks in Lúčky (see ISR 5-country 2014, p. 14-15).

Chairlifts with blue canopies must be very popular in Slovakia, because they are also to be found on

the third modern chairlift built by Leitner Ropeways, namely the 6-pack operated by Tatrawest in Roháče - Spálená in the Western Tatras (Roháče). The lower terminal houses the Leitner Direct Drive and automatic parking for all 92 chairs in the final stage of development (with 69 chairs currently in use in the first stage). The chairlift also has heated seats and the CPS rope monitoring system.

Roman Gric

PHOTO: LEITNER ROPEWAYS/J. MACIČAK (1)

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# Macocha Cable Car – twenty years of service to the tourist industry

**DOPPELMAYR** Since 1995 the Macocha Cable Car, which serves the Moravian Karst in the Czech Republic, has transported over 3.5 million passengers.

## FASCINATING WORLD OF CAVES

The Moravian Karst covers an area of 92 km<sup>2</sup> to the northeast of Brno and is one of the Czech Republic's finest natural assets. Out of a total of more than a thousand caves, four have been made accessible to the general public. The most popular of them is the Punkevní Cave with the 138.7 m deep Macocha Gorge. Visitors are admitted to the dry section of this dripstone cave as far as the bottom of the gorge, where they emerge briefly into daylight before completing the tour on an electric boat on the subterranean Punkva River. The boat ride has been available since 1933. Currently the old house built at the entrance to the cave in 1947 is being replaced with a new and modern building.

## LOW ENVIRONMENTAL FOOTPRINT

Until the 1990s, Punkevní Cave could only be reached via the deep Pustý žleb gorge in the nature protection area. With up to 300,000 visitors arriving every year, the narrow gorge was inundated with thousands of cars and coaches before a solution was found in the form of two big car parks on the perimeter of the area and two attractive rides to the cave, namely a road train and a ropeway. That made it possible to close the roads to private motor traffic in the Pustý žleb and Suchý žleb gorges.

The Macocha Cable Car is a mono-cable reversible built between the



From the bottom station near the old car park, the line rises at a gradient of up to 100 percent.



View from the tower of the steep line up the sheer face of the gorge

top of the gorge and the entrance to the cave, which was officially opened on May 6, 1995 and operates with two Omega 15-passenger cabins from CWA. From the bottom station, the line negotiates a

sheer rock face at a 100 percent gradient to a double tower before continuing at a moderate gradient to the upper station on the plateau near Macocha Gorge.

The lower terminal building hous-



Double tower no. 1a/1b near the top station



At the beginning of 2015, the old open wooden platform used for the upper station was replaced by a wooden building.



The bottom station houses the angled 4-meter bullwheel plus 45 kW d.c. motor and the hydraulic tensioning system.

es the hydraulic tensioning system and drive, with the bullwheel angled in the direction of the line, while the top terminal was built as an open return station.

**TWENTY RELIABLE YEARS OF SERVICE**

In spite of the permit for the project in the nature protection area granted twenty years ago by the

environmental authority, a group of activists protested the construction of the ropeway and initiated a media campaign against it. The fact is, however, that the ropeway fits in perfectly and blends in with the natural setting. Above all, the last twenty years have clearly demonstrated the positive environmental impacts of a system that permits car traffic to be banned from a natural beauty spot.

Apart from the upper terminal, the ropeway still has all the original parts and is doing reliable service, with the first haul rope still in place. That is due in no small part to the great job done by Radek Hejč, the ropeway’s one and only operations manager to date, who was also involved in the construction of the installation. At the beginning of 2015, the old open wooden platform that constituted the upper station was replaced by a building, again made of wood, housing the platform and operations rooms.

It only remains to wish this short and steep and very attractive tourist ropeway many more years of safe public service.

**Roman Gric**

**TECHNICAL DATA**

**Macocha monicable reversible ropeway**

Elevation of lower terminal	362 m
Elevation of upper terminal	493 m
Line length	249 m
Vertical height	131 m
Average gradient	63.4 %
Number of towers	2
Haul rope diameter	41 mm
Drive	lower terminal
Tensioning	lower terminal
No. of carriers	2
Carrier capacity	15 persons
Output (starting/continuous)	88/45 kW
Transit time	2.1 min.
Max. line speed	2.5 m/s
Rated transport capacity	353 pph
In operation since	May 6, 1995

**Contractors**

Ropeway engineering	Doppelmayr
Rope manufacturer	Fatzer
Cabin builder	CWA

PHOTOS: R. GRIC (3)

# Further upgrade for the Klínovec Ski Area

**ISR REPORT** The biggest ski area in Krušné hory (Ore Mountains) on the German-Czech border has been investing in a big upgrade program since 2011. Together with the neighboring resort of Oberwiesenthal, the InterSki Region Fichtelberg – Klínovec offers winter visitors 16 ropeways and 33 kilometers of trails with snowmaking.

The area around the Klínovec (1,244 m a.s.l.) in the north-west of the Czech Republic is a traditional winter tourism destination, which had winter sports facilities before the 2nd World War already. A modernization program was begun in 2011 with the construction of a detachable quad chairlift with orange canopies by the name of Centrální (CineStar Express), which was the country's very first installation of this type. This first stage of the upgrade program was the subject of a report in ISR 3/2012, pp. 26–27.

In 2012, in a second stage of development, an old surface lift was replaced by the Přemostěná fixed-grip quad chairlift as a repeat-ride system with a carpet loading system and Chairdrive. The name of the lift means “bridged” and is a reference to the fact that the trail it serves has been extended by building a bridge over a road.

In the southern section of the ski area, work started in the same year on the construction of another detachable quad chairlift with orange canopies, the Jáchymov – Klínovec (Prima Express). The opening, which was originally planned for the 2013/2014 winter season, was delayed by external difficulties encountered with the management of funds from the European Regional Development Programme, but the installation opened in time for the beginning of the 2014/2015 winter season. It



This single-seater chairlift built by the Transporta company in 1965 carried visitors from Jáchymov to Klínovec until 2014.



The fixed-grip quad chairlift called Přemostěná, meaning 'bridged', was named after this ski bridge built over a road.



Přemostěná chairlift lower terminal with Chairdrive



Upper terminal of the new Jáchymov – Klínovec quad chairlift (for marketing purposes also called the Prima Express), with automatic carrier parking



The Jáchymov – Klínovec chairlift is about 400 m longer and has a slightly different line compared with its predecessor.

is a replacement – on a new line extended down to the valley bottom – for an old single-seater chairlift built in 1965 by the local Transporta company. The new quad has Uni-G terminals, with the drive and automatic carrier parking for all 151 chairs in the upper terminal and the return terminal located in the valley with the hydraulic tensioning equipment. The line is 2,168 m long and, in view of the exposed location, was fitted with RPD. To cope with the flat terrain in front of the upper terminal, the line begins with a compression sheave assembly on the mountain, too.

Like its fifty-year-old predecessor, this modern ropeway is in operation all year round, with mountain bikers among the users in summer. Near the lower terminal there is a big car park for 600 cars and a new amenity center with a kiosk, après-ski bar, ski school, ski rental and a children's ski school with a conveyor lift for the practice slope. The new chairlift provides additional access to the ski area on the Jáchymov resort side, which saves visitors arriving from the southwest about 20 km of travel on an exposed mountain road. The cooperation now established between the ski area and Jáchymov resort with its 1,300 tourist beds is the key to an attractive holiday offering with wellness facilities.

A new trail was also opened at the same time as the chairlift. With a length of 3 km, 480 m of vertical and a width of up to 100 m (making a total area of 15 hectares), it is one of the biggest ski trails in the Czech Republic.

The corresponding upgrades were also made to the snowmaking systems, with reservoirs with a combined storage capacity of over 20,000 m<sup>3</sup> located in the southern part of the ski area and over 17,000 m<sup>3</sup> in the northern part. Pumping capacity is 110 l/s in the south and 60 l/s in the north, and the two systems are interconnected.

Today the Klínovec Ski Area has four chairlifts and seven surface



With its black, silver and orange design, the lower UNI-G terminal of the Jáchymov – Klínovec chairlift is a perfect match to the orange canopies of the chairs.

lifts serving about 18 km of trails (with a total area of 50 ha, 90% with snowmaking). The area also boasts a snowpark, a children's ski park and 50 km of groomed cross-country trails.

Ski passes for one and a half days and longer are also valid for the Fichtelberg Ski Area across the border in Germany, which is served by a ski bus. That area has a reversible tram, two chairlifts and four surface lifts. The InterSki Region Fichtelberg – Klínovec has a total of 33 kilometers of trails and a combined transport capacity of 21,000 pph.

Roman Gric

**TECHNICAL DATA**

**Jáchymov - Klínovec quad chairlift (Prima Express)**

(detachable, with orange canopies)

Elevation of lower terminal	752 m
Elevation of upper terminal	1,233 m
Line length	2,168 m
Vertical height	481 m
No. of towers	19
Haul rope diameter	41 mm
Drive	upper terminal
Tensioning system (hydraulic)	lower terminal
Output (starting/continuous)	599/467 kW
No. of chairs	151
Carrier interval	6.0 s
Line speed	5.0 m/s
Transit time	7.5 min
Rated capacity	2,400 pph
Rope manufacturer	Fatzer
General contractor, construction work	KERS s.r.o. Jičín
Manufacturer, year	Doppelmayr, 2014

**TECHNICAL DATA**

**Přemostěná quad chairlift**

(fixed-grip, with carpet loading and Chairdrive)

Elevation of lower terminal	1,001 m
Elevation of upper terminal	1,244 m
Line length	1,074 m
Vertical height	243 m
No. of towers	12
Haul rope diameter	38 mm
Drive	lower terminal
Tensioning system (hydraulic)	lower terminal
Output	199 kW
No. of chairs	139
Carrier interval	6.0 s
Line speed	2.6 m/s
Transit time	6.9 min
Rated capacity	2,400 pph
Rope manufacturer	Fatzer
General contractor, construction work	KERS s.r.o. Jičín
Manufacturer, year	Doppelmayr, 2012

PHOTO: R. GRIC (1)



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# Conquering South America

**NEVEPLAST** The recreational sports products of Neveplast have now made inroads in the last territory previously without its installations, namely South America.

The period between autumn 2014 and the beginning of 2015 saw a real boost for Neveplast in South America with major installations built in several business fields in both Colombia and Argentina. Buenos Aires' inhabitants must have wondered whether it was a mirage or not. But Neveplast is now accustomed to such high-impact installations that bring a little bit of the mountain to the city. Right in the heart of Buenos Aires, Neveplast has installed a ski learning center where children and adults can learn to ski or snowboard. It was set up for the "Generación Deportiva Buenos Aires 2018" event, which is sponsored by the municipal authority and the Argentine Olympic Committee with the aim of promoting winter sports in the light of the Youth Olympic Games, which will be held in Argentina in 2018.

Neveplast understands the importance of creating facilities in the city in order to promote skiing and attract more visitors to the mountains.

In the same period, Neveplast built six Tubby slides in Patagonia, including two 90-meter slides that were installed at Cerro Cathedral resort, only a few kilometers from Bariloche.

"No hands in the air" is a slogan used in most of the rules for the attractions, but nothing can stop the broad smiles of Tubby slope enthusiasts at a beach in Buenos Aires. A scaffolding structure with two Tubby runs was installed in the Argentine capital at the Parque de los Niños, and another with the same features at the Parque Indoamericano. The municipality opted for Neveplast slopes as its main attraction in the Buenos Aires Playa summer program of activities and events.

Shouts, screams and large numbers of people pouring

into the main lobby – the customers of the popular El Tesoro shopping centre in Medellin, Colombia, must have wondered where all the turmoil was coming from and what was causing it: two straight tracks and a high-adrenaline U-Tube track to entertain adults eager to experience new emotions as well as children, who now love to go back to the shopping centre for more thrilling descents while waiting for their parents to complete their purchases. In Medellin, Neveplast also installed one amazing Tubby slide in the theme park of Comfama - Estrella.



Skiing in summer - thanks to Neveplast!



Neveplast Tubby runs are now pulling in the crowds in Cathedral (Argentina), too.

PHOTOS: NEVEPLAST

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PistenBully 200 EDGE	Y 2005	5.981 h	44.000 €
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PistenBully 300 Polar W	Y 2005	7.301 h	45.500 €
PistenBully 400 Park	Y 2008	6.604 h	64.000 €
Leitwolf S – Black Edition	Y 2008	7.049 h	39.900 €
Leitwolf S	Y 2008	6.568 h	39.900 €
Prinoth Everest 2004 blue edition	Y 2004	7.500 h	35.900 €

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# Impressive in every respect

**PRINOTH** Peak performance, reduced emissions and outstanding cost efficiency

The heart of the New Husky is a pioneering 170 kW/ 231 hp diesel engine. It provides 27 percent more torque and drastically reduces emissions, making this snow groomer the clear front runner in its market segment. The New Husky meets the current cleanest exhaust emission standard for mobile machinery, Stage IV/Tier 4 final, improving the quality of slope and track preparation and making it particularly environmentally friendly and also more efficient.

The New Husky is impressive in every respect. With its four-cylinder diesel engine, it is not only the most powerful model in its class; its torque is also 27 percent higher than that of the previous model. The higher torque significantly boosts the vehicle's pushing performance, increasing the quality of the snow grooming results. Fur-

thermore, the engine is the first in the world to meet the current cleanest exhaust emission standard for mobile machinery, Stage IV/Tier 4 final: It reduces nitrogen oxide emissions by 91 percent and particulate emissions by 87.5 percent. The snow groomer is now also easier and more efficient to operate. The improved ergonomics and modernized control system help optimize workflows and reduce the number of operating hours.

With this new product, the South Tyrol-based international company Prinoth is setting a new standard in the sustainable use of snow groomers. It also provides environmentally friendly technologies and comprehensive services. Through this strategy, which is known as Clean Motion, Prinoth is striving to meet its objective of low fuel consumption and sustainability on

the one hand and high performance, long life and efficient vehicle use on the other.

## ABOUT PRINOTH

Prinoth AG, whose HQ is based in South Tyrol, is one of the world's leading manufacturers of snow grooming vehicles. Since the first prototypes were produced in 1962, the state-of-the-art technology and innovative design of Prinoth products have set them apart, offering impressive efficiency and sustainability. The Clean Motion strategy is at the heart of the company's philosophy: offering drive systems that combine peak performance with optimum emission values and services that support the sustainable use of Prinoth vehicles all over the world. With a company history stretching back over fifty years, Prinoth now has two further divisions in addition to snow grooming: tracked utility vehicles and vegetation management for efficient working on forestry and agricultural land. Today, Prinoth is part of the HTI group with 3,200 employees worldwide.



Worldwide first tier 4 final

## INFOBOX

### The NEW HUSKY - the features

- 170 kW/231 hp engine
- Increased pushing performance and better-quality slope preparation thanks to 27% higher torque
- The state-of-the-art snow groomer meets the current cleanest exhaust emission standard for mobile machinery, Stage IV/Tier 4 final
- Modern operating concept with universal joystick and display monitoring
- Improved ergonomics
- Ideal for cross-country ski trails, small ski resorts, practice slopes and indoor ski slopes

# InteralpIn 2015

**INNSBRUCK** InteralpIn strengthens its position as the leading international investment platform in the ropeway industry.

InteralpIn, the world's leading platform for the industry, was held at Messe Innsbruck on 15 - 17 April 2015. With approximately 23,000 trade visitors from almost 80 countries, the attendance record was broken again. Besides the well-established regions including the US, France, Italy, Switzerland and Austria, emerging markets such as Kazakhstan, China, Argentina and Russia were very well represented. More than 60% of the visitors came from overseas, further testament to the international profile of InteralpIn.

InteralpIn also confirmed its position as the most popular platform for new developments. The offering of innovations and the overview afforded of the industry as a whole are the key to satisfaction for trade visitors. InteralpIn received a correspondingly positive rating of 90%. This year, snowmaking, equipment for creating and maintaining pistes and all aspects of passenger transport attracted

particular attention. Solutions for summer operations were also more numerous. Apart from the best price-performance ratio, visitors were especially interested in questions of quality, safety and environmental sustainability.

Sixty percent of the visitors came with specific investment plans. This also suggests that there will be a big increase in business enquiries after the trade fair.

The range of exhibits at InteralpIn was extraordinary. No other comparable trade fair in the world is attended by so many key players. The approximately 650 exhibitors from almost 50 countries also included many young, innovative businesses presenting attractive solutions in a wide range of applications.

This combination is one of the reasons why InteralpIn is the most popular forum, enabling visitors to learn all about the very latest innovations and make the best contacts.

"As an organizer of InteralpIn and a partner to the trade, I am happy



Triple woman power at InteralpIn

to see so many delighted exhibitors and visitors in Innsbruck. We can also be very satisfied with the growing internationalism and total investment volume. Forty years of InteralpIn stands for trust, shared success and much more. I would like to extend my sincere gratitude to all our exhibitors and partners. We are already looking forward to the next InteralpIn, which will take place from 26 - 28 April 2017," says Christian Mayerhofer, Managing Director of Congress und Messe Innsbruck GmbH.



**TRUMER**  
Schutzbauten

- Rockfall Protection
- Avalanche Protection
- Slope Stabilisation
- Debris Flow Protection



**SAFETY BY COMPETENCE**

# The most powerful in its class

**KÄSSBOHRER** With a world first, the new PistenBully 100, Kässbohrer Geländefahrzeug AG presented the next vehicle generation at Interalp 2015. With impressive innovative concepts, this multi-talent takes the PistenBully product range in a completely new direction.

Alongside its innovative brothers, the PistenBully 600 E+ and the ParkPro with the latest TIER 4 F engine technology, the new PistenBully 100 also sets genuine standards in its sector.

## MOST POWERFUL ENGINE IN ITS CLASS

It is not just the horsepower of the new PistenBully 100 that is impressive, namely 240 hp (176 kW). Power availability across the whole rev range is also market leading: At almost 950 Nm, the powerful engine achieves torque that is 18 % higher than that of the PistenBully 100 SCR.

Thanks to Tier 4F exhaust technology, it also has an extremely low environmental impact. The interesting thing is that it comes prepared for TIER 5: The foundations for the next stage of engine technology have already been laid in the new PistenBully 100. And thanks to optional retrofitting with a diesel particle filter, the new PistenBully 100 is the only vehicle

of this size that can be used indoors and in countries that already require a diesel particle filter.

## SOLID BASE

A great deal of optimization work has also been performed on the chassis and frame: the new axle technology is more stable and delivers 60 % higher load capacity. Four axles ensure improved quality of the ride and best gradability.

## COMFORTABLE CAB

The driver's cab has also seen some changes: Drivers will find the same standardized operating concept in all new-generation vehicles. So they will instantly feel at home in any vehicle. As the customized keys can be freely assigned, every vehicle can also be adapted to suit a driver's particular needs. The completely new intuitive control concept enables the driver to control all attachments with just one hand: The new PistenBully 100 is the first snow groomer to have a double steering function in the joystick. This patented solution

makes it easy to perform four simultaneous movements of the blade – without frequent grip changes.

The developers at Kässbohrer Geländefahrzeug AG have also implemented many other improvements: The optimized comfortable seat with additional adjustment options is ergonomic and has even softer suspension. The new cab design offers increased head and shoulder room and perfect all-round visibility. The powerful heating package prevents any form of icing or misting. The optional air conditioning system is – just like in a car – integrated in the vehicle, removing the need for a roof add-on. The all-round lighting with LEDs, electrically adjustable exterior mirrors, double sliding heated windows, a 10" display as standard and an innovative sound-proofing and heat insulation concept make the driver's cab even more comfortable.

## NEW HYDRAULICS

The new drive train with new hydraulics brings lots of improvements: maximum thrust and increased drive output and performance, as well as higher tensile force, lower revs at the same speed and, thus, fuel savings and reduced noise, plus simultaneous control of front and rear attachments.

## NEW TILLER GENERATION

Individual and independent setting of the tiller and track setters in terms of tiller depth is now possible for the first time. Likewise, the contact pressure of the tiller and the track setters can be set independently of each other. The new tiller shaft with more teeth – just like on the AlpineFlexTiller –



The new cab of the PistenBully 100 with the ergonomic layout of the controls



The new cab combines attractive design with excellent visibility.

wheel increases the quality of the ride thanks to reduced vibrations, while automatic chain tensioning ensures lower wear and tear.

**THE GROOMER FOR PASSENGER TRANSPORTATION**

Finally, the new PistenBully 100 also offers the option of attaching 5- and 8/10-passenger cabs.

The PistenBully 100 with completely new combined tracks



works the snow to the highest quality and achieves improved slope appearance. These new tillers are available in different widths (up to almost 5-meter working width with hydraulic folding finisher) in order to meet diverse requirements, guaranteeing suitability for use in small mountain resorts as well.

**TRACK SETTER IN PERFECTION**

The track setters can be removed quickly and easily without tools when not required, saving weight and fuel. The redesign has also

achieved improved terrain adaptation and a clearer view of the tiller.

**POWER BLADE**

Even more snow can now be moved thanks to a higher snow guard. Additional functions make work easier.

**NEW COMBINED TRACKS**

The new PistenBully 100 is equipped with completely new combined tracks. This development offers several advantages: The reduced number of parts decreases storage volumes and costs for customers, while a new drive

PHOTOS: KASSBOHRER

# Help from above

Fit for the future: professional slope and fleet management with SNOWsat.

**Profitability**

- ⊕ Reduced snow production, fuel consumption and working hours

**Optimised slope & fleet management**

- ⊕ Snow shifted/produced only as needed based on precise snow depth information
- ⊕ Live display in the cockpit of snow depths, slopes, vehicles, snow guns, anchor points and winch cable
- ⊕ Increased efficiency through capture of all operating data

**Most up-to-date system on the market**

- ⊕ Orthophoto-compatible high-precision terrain mapping
- ⊕ Can be expanded and retro-fitted (also in third-party vehicles)
- ⊕ System integration with snow making software

**Increased active & passive safety**

- ⊕ Live display of the cable of winch vehicles
- ⊕ Display of obstacles and danger zones

More at: [www.pistenbully.com/snowsats](http://www.pistenbully.com/snowsats)

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SNOWsat

sn<sup>o</sup>wsat®

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BLUEIG

A responsible future

2015 sons

# Impressive response

**KÄSSBOHRER** With a new stand, a world first and lots of information, Kässbohrer Geländefahrzeug AG once again attracted crowds of visitors and created a stir at a record-breaking Interalpin 2015.



The two-level stand concept created a lot of space and interesting perspectives.



Mr Rottmair: "It is always impressive to see everything this show offers. No wonder visitors come here from all over! We had numerous interesting and important talks and are very pleased with the universally positive response from customers and the results of our discussions."

The new stand concept was a great success: The vehicles were painstakingly positioned at steep angles on two levels, creating the impression of a mountain range and affording visitors impressive insights into the machines on display. Alongside a familiar model, the PistenBully 600 E+, which still captivates the experts thanks to its impressive performance, high cost-effectiveness and low environmental impact, the PistenBully 600 W Polar SCR was also on show at Interalpin, demonstrating what makes it the totally reliable premium machine for even the trickiest slope. There were also innovations for the park sector: the PistenBully 400 ParkPro was officially present-

ed to the public and is now the ultimate tool for grooming in the park. Incorporating the latest TIER 4 final engine technology, it is not only extremely environmentally friendly but is also economical to operate. Visitors were able to learn everything they ever wanted to know about snow parks in the workshop organized by Schneestern, one of the leading European snow park developers and a PistenBully partner.

## WORLD FIRST AT THE TRADE SHOW

As the leading trade show for the whole industry, Interalpin was the perfect platform for presentation of a world first: Kässbohrer Geländefahrzeug AG took this opportunity to showcase the brand-new

PistenBully 100. Countless modifications, completely new developments and innovative concepts have turned this well-known multi-talented model into the strongest in its class. The fact that it comes ready for TIER 5 once again emphasizes the future-oriented approach of Kässbohrer Geländefahrzeug AG. Customers from all over the world showed great interest in SNOWsat. The experts from SNOWsat demonstrated everything you need to know about snow and fleet management with snow depth measurement in an engaging showroom on the upper level of the stand. Every possible question was answered through in-depth talks using practical examples on screens and in the vehicle.

Experts from Kässbohrer Geländefahrzeug AG were also on hand to advise on spare parts, service and used vehicles.

The popularity of the promotional gift shop also showed no sign of waning at Interalp: From the



World first at Interalp: the new PistenBully 100.

PistenBully mobile phone case and sunglasses to the high-quality soft shell jacket, committed PistenBully fans snapped up everything their hearts could desire. Anyone who missed out can order these things online at any time.

Visitors were really pleased with the new stand; that was confirmed again and again. And the staff from Kässbohrer Geländefahrzeug AG also remarked time and again how important and nice it is to meet with customers from all over the world.



Keen interest and lots of detailed information in the SNOWsat showroom

PHOTOS: KÄSSBOHRER



**BARTHOLET**  
 + Ropeways



PL – Rusinski, 2014



# “The training paid off!”

**S & E – S N O W & E F F I C I E N C Y** Whether booked by the hour or the day or for the whole season, S&E’s groomer driver training programs and ski area counseling sessions are in demand throughout the Alps. They help operators save costs and improve trail quality at the same time.



When skiers and boarders say, “It’s like a carpet,” the groomer drivers know they have done everything right. Professional support for drivers is available from S&E – Snow & Efficiency.

It does not take long to learn how to handle a snow groomer, but if you want to achieve optimum results in terms of trail quality and efficient working you need a lot of knowledge, experience and skill. The driver training programs available from S&E – Snow & Efficiency enable you to see where time is

wasted in daily work on the mountain, how the groomer routes can be optimized and where snow can best be stockpiled. The result is better quality trails and reductions in the variable costs of snow grooming. S&E provides the training in its clients’ ski areas using their own vehicles.

## WINTER PACKAGE FOR CORVARA

The fact that even the pros still have something to learn is shown by the case of Alta Badia in South Tyrol, where Ski Carosello Corvara booked the complete winter package, i.e. snow grooming and ski area counseling, and was clearly thrilled

PHOTO: S&E – SNOW & EFFICIENCY

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In response to the positive feedback received, S&E has now extended its service offering to include induction and further training for snowmakers.

with the results. The initial skepticism with which the experienced drivers responded to the training programs quickly faded as they saw that there is always something to be learned: "It would've been real useful to have had all that information fifteen years ago. I more or less had to discover for myself everything I know today. And even after all those years working as a driver there is still plenty that is new to me," says Matthias Vittur, driver for Grandi Funivie Alta Badia.

Carlo Canins, Technical Director Skiing at Carosello Corvara, is also delighted: "The goal of our partnership with S&E is to help groomer drivers acquire a greater awareness for their driving habits and reduce not only fuel consumption but also operating costs in general through the intelligent choice of routes and shorter idle times. This year's season has been short and is now coming to an end, but with the help of S&E we have made good progress in achieving our objectives."

The people at the Schilthorn Ski Area in Switzerland were also very

satisfied with the results and booked a follow-up course for the 2014/15 season in the form of a driver competence development program. "At first our drivers were naturally of the opinion that they were good at handling their groomers, but the training course showed them that they still had a few things to learn. As a result, they made changes to their grooming work which have had a clearly positive impact," says Peter Bühler, Ski Patrol Chief at Schilthornbahn AG.

The fact that the investment in driver training pays off is something that Rudolf Egarter, Technical Director at Sextner Dolomiten AG, can also confirm: "The training is very much worth the money. On the mountain, you immediately notice the improved quality of the trails. I definitely want to continue with the training next year and extend the program to include other ski areas operated by our company." In the meantime, S&E – Snow & Efficiency is adding to its existing products and services. In order to ensure optimum trail conditions with high-grade snow, the company's focus on snow grooming is be-

ing extended to include man-made snow.

### NEW: INDUCTION AND FURTHER TRAINING FOR SNOWMAKERS

This program includes theoretical and practical training for beginners and experts. Snowmakers and operatives learn all about efficient snow production and safe trail management.

#### COURSE CONTENTS

- Snowmaking parameters
- Basic structure of a ski trail
- Tips for efficient snowmaking
- Positioning mobile snowguns
- Safe working with snowguns
- Regular maintenance and servicing in summer

The dates and length of the training courses can be varied to meet individual requirements. Training can be booked by the hour or day or for the whole season, depending on the ski area's needs and the prior knowledge and experience of the snowmaking team.

CM

For further information:  
[www.snow-efficiency.com](http://www.snow-efficiency.com)

# A Successful winter

**SUPERSNOW** Professional solutions from Supersnow for perfect trail conditions

**T**he climate of the 21st century has become very variable. The last few winter seasons have been relatively warm,

and snow production on the slopes is being performed under increasingly difficult conditions. Every minute is important for ski resort owners when it comes to setting up the machines and producing the maximum amount of snow of the very best quality. In the case of manual snowguns, adjusting the snowmaking parameters in line with fluctuating weather conditions is a time- and labor-consuming process. Snowmatic's centralized snowmaking system and the latest Supersnow 900 Automatic snowguns can help every resort enjoy a successful winter.

## WHAT IS SNOWMATIC?

Snowmatic is a centralized snowmaking control system designed according to the specific needs of each customer. The system is used to operate automatic snowguns and pumps.

The software makes it easy to manage the entire automatic snowmaking system. Operators can monitor and control all the devices and effectively implement their snowmaking strategy on the mountain. The software is used to enable, disable and adjust all the parameters of each snowgun and control the snowmaking process.

The system can be set to control snowgun output in the fully automatic mode for maximum snow production where it is needed on the slope. The automatic system can also be put on hold pending appropriate weather conditions. As soon as the conditions are right, the system starts automatically without requiring the presence of an operator.

In addition to normal monitoring, the software generates real time statistics of the weather conditions, water parameters and other items.

The automatic snowmaking system can also be operated via the Internet to permit management of snowmaking on the slopes from anywhere in the world.

## TOP-LEVEL SNOWGUN: SUPERSNOW 900 AUTOMATIC

The new Supersnow 900A snowgun is unique in its class and offers snow production to the highest standard. Thanks to the use of state-of-the-art technology and the relatively lightweight design, top-quality snow is always available where it is needed on the slopes.

## WHAT MAKES THE 900 AUTOMATIC SNOWGUN SO SPECIAL?

This latest snowgun from Supersnow incorporates a number of solutions that make the 900 Automatic one of the best and most economical snowguns in the world. The new design of the rings installed in the 900A increases snow output to 105 m<sup>3</sup> per hour and at the same time reduces electricity consumption: Maximum power consumption is only 22 kW.

The latest 900 Automatic has proven wear-resistant ceramic TwinC Supersnow nozzles, which greatly improve the snowgun's efficiency. This is due to the innovative ceramic insert. It offers high resistance to wear caused by the flow of water contaminated with sand particles and other precipitates which have not been trapped by the filter. The ceramic insert also ensures the appropriate orientation of the water flow, maintaining the correct spray angle even after many seasons of use. The extraordinary ease of assembly and dis-assembly of the nozzles contributes to the minimum amount of work required for maintenance.



The 900 Automatic snowgun - one of the best and most economical snowguns in the world

PHOTOS: SUPERSNOW

The lightweight design of the new 900 Automatic (600 kg) makes it easy to move the snowgun on the slope or place it on a tower.

Every snowgun needs an appropriate filter for reliable operation. The snowgun 900 Automatic is equipped with a slit filter, which is far more robust than conventional net filters, and water is the only requirement for cleaning it.

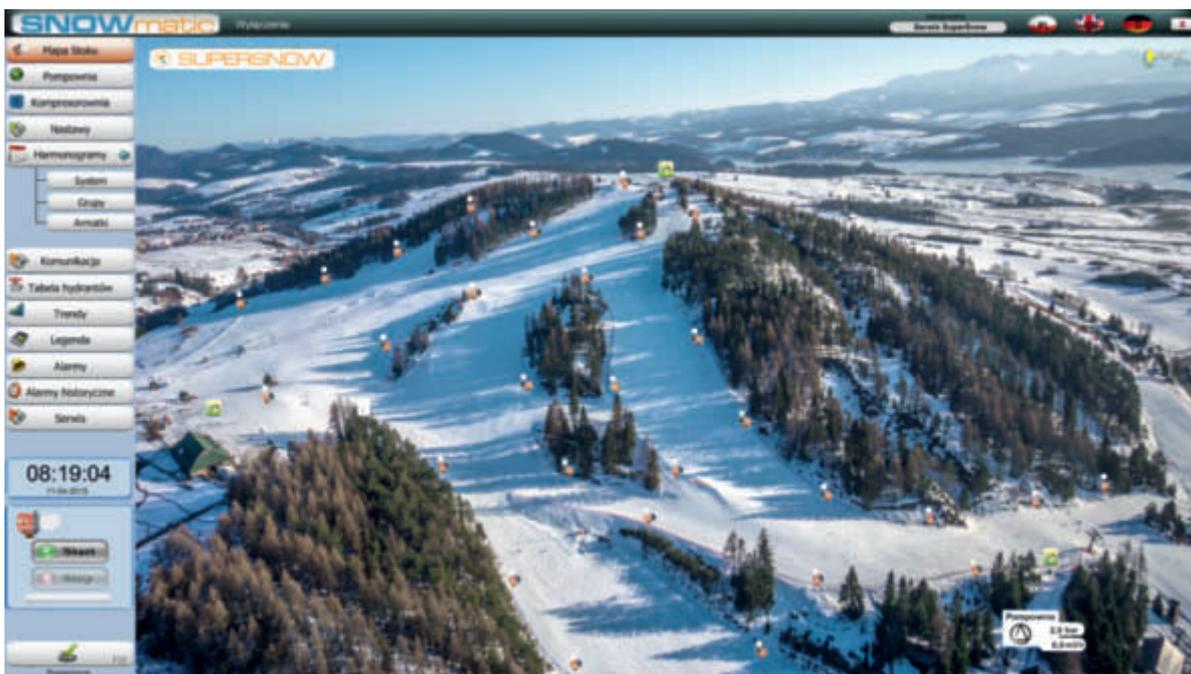
In addition, the special design and easy access of the filter ensure that it will not be damaged during cleaning.

With its proven reliable hydraulic system, the 900A snowgun is trouble-free and does not generate additional costs.

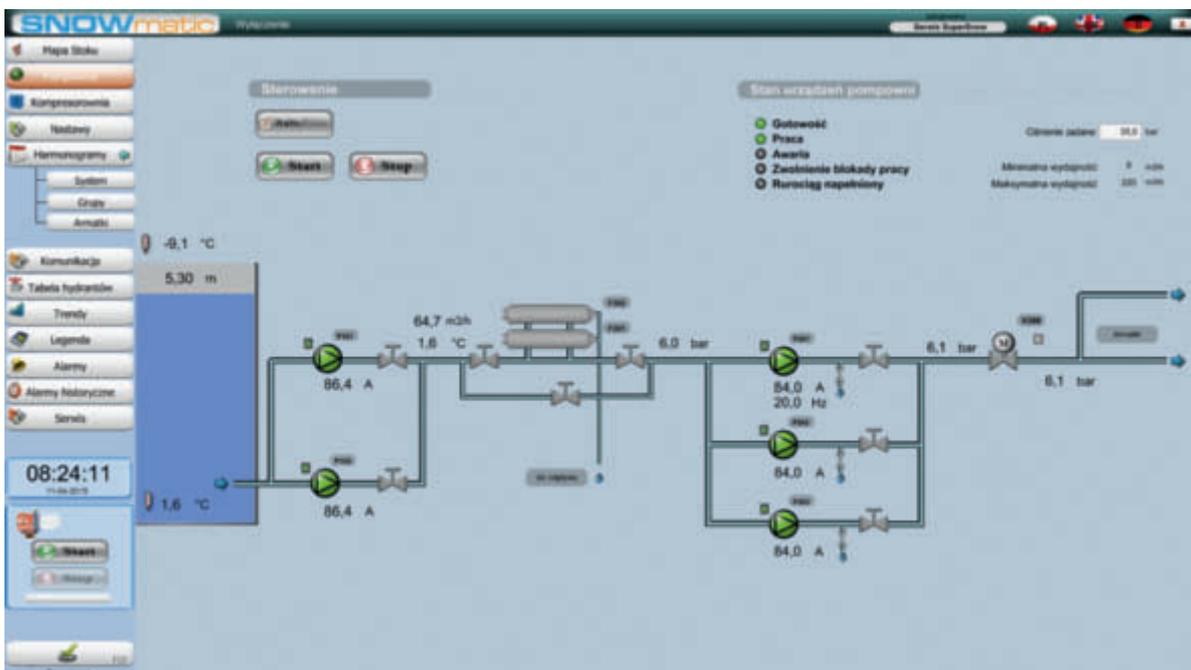
A brand-new fan with a highly efficient rotor and blades of an inno-

vative shape has been installed in the 900A. The new fan significantly reduces operating noise.

All in all, it can be said that the Snowmatic centralized snowmaking system in combination with technologically advanced lightweight and powerful 900 Automatic snowguns is the optimum solution for a successful winter season.



Snowmatic is a centralized snowmaking control system that is designed according to the specific needs of each customer.



PHOTOS: SUPERSNOW

# Innovation and extensive further development work

**DEMACLENKO** In addition to new products and technical innovations, Demaclenko has announced extensive further developments for greater sustainability and efficiency.

The new second-generation Titan, one of the most powerful snowguns on the market today, is a combination of top-quality materials and modern design. The impeller, turbine and nozzle ring have been completely modified for optimum thermodynamics. The combination of new fan vanes and a longer fan barrel delivers considerably more throw, while the new nozzle design greatly improves atomization in the low pressure range. As a result, the snowgun also provides

ideal snow conditions at lower pressures.

In response to today's calls for reduced noise emissions in residential areas and better protection for wildlife in ski areas, a new impeller has been designed in collaboration with the world-famous Fraunhofer research institute with an outstanding performance-sound emission ratio.

## A NEW BEGINNING WITH EOS

The new spherical nozzle head features a number of significant improvements and offers numerous impressive design features and enhancements. The EOS lance made its debut at Interalp in Innsbruck in April and the market launch in 2016 is now definitive.

## DEMACLENKO PRODUCTION IN AUSTRIA

As of this year, Demaclenko will be producing its full fan gun range in Telfs, Austria, but without closing its production facility in Wolkenstein in South Tyrol.

For the first time, the various companies in the HTI Group will be concentrated in one and the same location in Austria, which means an optimum supply service to the whole of the Alpine region. For Demaclenko, the new production site offers excellent accessibility and is a convenient location for punctual spare parts deliveries to customers.

With the production facility the company has set a new milestone and can look forward with confidence to a future based on trust and partnership.

## DEMACLENKO ON THE FRENCH MARKET

Since the beginning of the year, Demaclenko has been active on the French market together with Leitner France s.a.s. Thanks to synergies achieved with the HTI Group, French customers can now be offered optimum all-in solutions for their ski area requirements.

## THE DEMACLENKO CUSTOMER SERVICE TEAM – PARTNERSHIP WITH POWER

The Demaclenko service team has also grown recently. In order to be able to respond to customer requirements everywhere and at all times, the Customer Service department has been reorganized and various functions re-assigned. The man in charge of Customer Service is now Stephan Hafer, while Michael Pramsöhler, who has been with Demaclenko for some time already, will be concentrating on the hydraulic components of the snowmaking systems. With their long years of experience, Stephan and Michael will offer optimum leadership for guaranteed 24-hour customer service. The other members of the Service Team will be responsible for supplying on-site support in the various locations and maintaining contacts with the international customer base. The men will provide help and advice and also various maintenance and after-sales services long after commissioning. Service Manager Stephan Hafer describes the advantages for customers as follows: "Re-organization has put us on the right track so





The second-generation Titan combines top-quality materials with modern design.



The new nozzle head features a number of significant improvements.

that we can offer an optimum response to all international customer needs. This shows that we take partnership seriously and will be providing customers with the best possible support. In addition to

commissioning new installations, the Customer Service Team is also responsible for effective integration of existing Lenko snowguns in new snowmaking systems from the House of Demaclenko.”

In Poland and the Czech Republic, Demaclenko operates with its own dealers, who handle local sales and offer customer service as required.

PHOTOS: DEMACLENKO

# An Austrian's experience in Romania

**INTERVIEW** An interview with Martin Freinademetz, a former snowboard world champion who some years ago decided to invest in Romanian tourism

**M**artin was almost born on skis: In December 1969 it was a winter with so much snow in Innsbruck that his mother had to stay longer in hospital with him as the roads were impassable. He started to ski in the garden at the age of two and by the time he was three he was already skiing Innsbruck's family slope at Mutterer Alm from top to bottom. He started snowboarding at the age of 17.

After graduating from the local technical high school, where he specialized in civil engineering and ropeways, he became a snowboard professional. He ended up touring around the globe, from one ski resort to the other, for training and snowboard competitions. Besides winning 2 World Championships, 5 European Championships and 5 World ProTour titles, he also learned about marketing and sports management during that period. He has served on the executive committee of several associa-



Martin Freinademetz on a snowboard slalom

tions and has been a partner in an agency in Innsbruck and a publishing house in Vienna.

**ISR: When did you first come to Romania and what made you come here?**

**Martin Freinademetz:** My girlfriend was born in Romania. My first visit was in 1994 when we went with a van full of friends to some Romanian ski resorts: in Poiana Brasov we did some nice runs, but in Balea the cable car was not working and in Paltinis there was only 10 cm of snow. Some years later, when I had more Romanian friends, I realized that skiing at Balea is quite good, but the best runs involve a hike and that kind of skiing is not comparable with the Alps.

**ISR: What was your first investment in tourism?**

**Martin Freinademetz:** My first investment in Romania was re-

building the house of my wife's (we were married in the meantime) grandparents in a village not far from Sibiu. As it is so undeveloped, Romania is a European Eldorado for off-road sports. When I started to ride enduro motorcycles here in 1996 we hardly met anybody out there in the wild Carpathians. After the grandparents' farm had been converted into a pension with some guest rooms, we started to offer off-road tours. With all the trail experience I had built up, I decided to organize the most challenging hard-enduro rally in the world. Red Bull liked the idea and in 2004 we organized the first rally.

**ISR: How have those first steps developed in the meantime and when did you start investing in the ski industry?**

**Martin Freinademetz:** We are currently holding the 12th edition of Red Bull Romaniacs hard enduro rally now. Romania has been trans-



Martin Freinademetz

PHOTO: M.FREINADEMETZ



Martin Freinademetz on a snowmobile

formed in the meantime from a Communist mentality to a Central European culture. I could write a book about all the things that have changed. People who have never lived in a post-Communist or third world country cannot imagine what business used to be like here back

in those days. But I always respected the western style of business ethic that I believed in, and I never had to bribe institutions to successfully organize my events. Nowadays our 400 starts are booked out within half a day. People from more than 40 countries

from all over the world like the enduro challenge in the beautiful Carpathian Mountains, and they also love the warm and friendly people.

In the early 2000s my later partner, Andy Fazekas, and my wife talked about starting a ski resort. But the existing slope in the Paltinis Ski Area was under a ten-year contract and there was not much point in starting something new.

In 2009 we dismantled the first lifts in Austria and started with re-erection in 2010. I have been to more than a hundred different ski resorts in my life and I have seen a lot. I have also witnessed the developments in skiing from the early 1970s in Austria until today. I have seen resorts progress from single chairlifts to modern detachable installations. In addition to that knowledge, I was helped in planning and building our resort by the talks I was able to have with so many professionals from the

PHOTO: M.FREINADEMETZ

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cable-car industry, planning companies and ski-resort owners back in the Tyrol.

**ISR: What have been the most challenging obstacles for you to overcome here in Romania?**

**Martin Freinademetz:** A big challenge is finding the right employees. Young people in the cities are well educated, and speak English and German well. But it is very difficult to find people with specialized skills. In my field of sports marketing, we had to build our own team and I had to include many non-Romanians in the team, mainly because the local people are not as success-orientated as Central Europeans are. At the ski resort, too, we had to teach our team everything from the beginning. But now, five years later, we are very proud of our team and, if we did not keep coming up with new ideas and plans, I am sure that they could run the business without me, my wife and my partners.

We have always based our services on what we are used to from back home in Austria. Our ski instructors are trained in the Tyrol, and our leading mechanics were taught in the Tyrol and also worked for a few months in the Ziller Valley and Seefeld. We take our team on trips to Innsbruck so that they can see what kind of service is offered by the most experienced professionals in the ski business. Our team is young, eager to learn and motivated.

**ISR: What are the main activities you are involved in today?**

**Martin Freinademetz:** Arena Platos Paltinis Mountain Resort is now getting ready for its first summer. We have moved a summer toboggan run, once again from Austria, and will start operations this summer. We have also built several downhill mountain bike trails and implemented more activities to liven up the resort in the summer, too.

Heliskiromania.com is my favorite winter profession because riding powder offers the most fun. Together with my brother, who is an



Fun park at Arena Platos Paltinis



Fun park at Arena Platos Paltinis

Austrian mountain guide, we organize heliskiing in the Carpathian Mountains. We charter a new AS 350 B3 with a pilot with mountain experience, and the mountains we fly to are satisfying even for clients with experience of Canada and Alaska.

I am also organizing enduro events like Red Bull Romaniacs, Red Bull Sea to Sky in Turkey and we are just starting with a new competition in Brazil.

**ISR: How do you see the future of your investments in Romania?**

**Martin Freinademetz:** I am not sure if investment is the right word. I think the whole ski-lift project is like a big hobby. Other successful people buy themselves a new Porsche. We buy another lift.

Skiing and snowboarding are what we love to do, and I am also talking for my partner, Andy, in this case. We expected that running a ski area would be a better business, but from the way things have gone so far we now know that Romania can be expensive, with some costs higher than in Austria. We can only save on the low salaries that are paid here in Romania, but that also means the ticket pricing needs to be lower. The biggest problem is the lack of tourists. Romania's infrastructure is too weak at the moment to attract enough tourists from foreign countries. Highways are still unfinished, and traveling to the Carpathians takes too long. At the moment we are fighting for each Romanian skier to come to our resort, but the number of Ro-

manian skiers is limited. And their vacation time is also limited. We do good business in the holiday period around Christmas, for example, but right after that things are very quiet. If you want to call it an investment, it has a very long-term horizon. I see a future as the Carpathian Mountains are beautiful and there are many countries round about with lower mountains and less potential, but those countries first need to grow in financial strength. They need to recover from Communism, from war as in Serbia, etc.

In addition, Romania is geographically not as well situated as the Czech Republic and Slovenia. Those two countries are accessible by car for tourists coming from Germany, the Netherlands, etc. without having to drive too long. But no-one wants to drive from the Netherlands to Romania. That cannot be called a vacation! So either we are an air-travel destination, or the Romanian infrastructure has to improve fast.



"Arena Platos Palatinis" – Bottom part of the Arena Platos ski area

**ISR: What advice can you offer other investors with their eyes on the Romanian ski and tourism industries?**

**Martin Freinademetz:** I see two possible forms of investment that could work out:

1. Raise several hundred millions and build a huge resort, Bansko style, not more than two hours'

drive from Bucharest airport.

2. Proceed slowly, building one lift after another. Use mainly second-hand equipment. Do not invest more than you can afford or it could break you if you cannot pay back. Wait for better times to build new installations.

**ISR: Thank you for the interview!**

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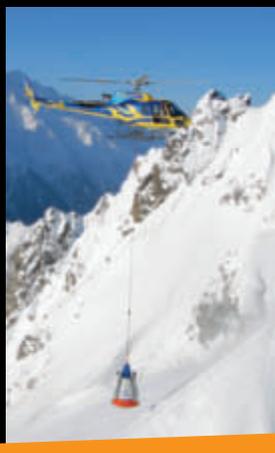
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