

Metro of Stockholm: here we are!



It is not the first time that the Metro of Stockholm is counting on us. From 1995 till 2004, we equipped various metro stations with access control equipment. An impressive figure as a matter of fact: 307 tripod turnstiles and 290 bi-directional doors for people with reduced mobility were installed during these years. Today, we totalize no less than 787 obstacles fully operational in Stockholm.

After a few years during which we were forced to let one of our competitors take the lead, today AB Storstockholms Lokaltrafik (SL) has decided to call on us again in recognition of the quality of our products.

Our technical offer together with excellent contacts with SL has allowed us to rebuild a commercial relationship with this customer. The contract negotiation was the result of a several month long work carried out by the Projects Team and more particularly, by Mathieu Caupin, the engineer in charge of this customer.



But let us examine the reasons of this turnaround of the Metro of Stockholm's management. First of all it is fundamental to understand that the SL mission is to encourage the inhabitants of the Greater Stockholm to switch to public transport to commute within the city. But in the last few years, small delinquency has been increasing constantly in public transport. The metro of Stockholm was regularly faced with acts of vandalism and fraud attempts. This resulted in the decision to secure all metro stations with automatic retractable gates. Considering the numerous stringent technical aspects linked to the project, SL decided to look for a partner who would be able to offer irreproachable equipment in terms of robustness and reliability.



These technical features precisely drove SL to approach our company at the end of 2006. This first inquiry was followed by a call for tenders. We responded immediately and made a comprehensive offer in April 2007. We also organized a meeting at the Metro of Lyon 4 months later to showcase our equipment on site. Thanks to this visit, we were able to point out our technical advantages. We eventually made an offer for automatic gates equipped with 1.8 meter high tempered glass obstacles. After long and difficult negotiations that lasted until the end of 2007 we finally convinced SL to award us a renewable 5-year contract

With 40 to 50 stations to equip over the next 5 years, we are able to value the total order at 80 to 100 automatic gates per year, including installation and maintenance. The kick-off meeting took place on January 21, 2008. ERG reader integration preliminary studies have already started.

We can be proud to announce that 600,000 people will eventually use our equipment every day in Greater Stockholm.



SmartLane on the road to success in Australia

Our new distributor for Australia and New Zealand, PMSI Group Pty Ltd, has recently concluded its first sale of SmartLane automatic gates.

The customer is the the ANZ Bank, one of the four major banks in Australia. The four lanes of SL 911 (totalling 8 cabinets) are now in operation at the Bank's Call Centre Building in Melbourne.

PMSI Group Pty Ltd has also secured an order for SL 902 and SL 912 cabinets from a large insurance company, MLC, a subsidiary of Australia's number 1 Business Bank, NAB. The SmartLane gates will be installed in the coming weeks in Sydney.



We are extremely satisfied to rely on PMSI Group Pty Ltd., which has shown over the past months a strong dynamism. Our distributor's enthusiasm for our new range of automatic gates has not deterred it from its core activity: the distribution of access control equipment for the Sport & Leisure segment, for which PMSI has been the largest supplier in Australia and New Zealand. The company has decided to opt for our tripod turnstiles and has recently received the first order for 27 TR 471 turnstiles which will be soon installed at three Warner Village Theme Parks in Queensland.