

Duebendorf, July 9, 2010

Cairngorm Mountain  
Cairngorm Ski-Area  
Attn. Colin Matthew  
Operation Manager

Aviemore, Scotland

## LOWER CHAIRLIFT - COIRE NA CISTE

Dear Colin,

Based upon the surveyed length profile we have made the ropeline calculation and are now in a position to quote to you the "revival" of the Lower Chairlift.

### BASIC LIFT DATA:

Length horizontal	1025.7 m
Difference of altitude	164.1 m
Length inclined	1045.2 m
Speed, fully variable	0 - 2.3 m/s
Speed adjustable for summer use	0 - 1.5 m/s
Transport capacity winter	600 p/h
Transport capacity in summer with the same number of chairs	390 p/h
Number of 2 seater chairs	76 *
Drive power necessary	60 kW
Drive power installed	90 kW
Gear torque necessary	40 kNm
Gear torque installed	90 kNm
Rope	29 mm Dia.
Breaking strength	543 kN

Price summary:

Second hand chairlift Type AKF 9000 containing:

Drive-station:	CHF	98'000.--
- Steel construction in A-shape with roof-H-beam for lifting drive components		
- Drive-chassis with refurbished Kissling Gear-box Model VKDSU 940		
- Couplings		
- Aux. drive with Ford industrial engine with chain-connection		
- Service brake system with brake-drum		
- Safety brake acting directly on the bull wheel		
- Bull-wheel, dia. 3 m with alu-liners (rebuild for rubber liners possible at extra costs)		

Line-arrangement:

- sheave assembly overhaul for new line layout (see our proposal 16.4.2010)	CHF	52'500.--
- chairs, new inserts for backrest and seat suiting your chairtype available are (45 pcs at each	CHF	630.--) *

- towers: Overhaul will be done from your side

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Tensionstation: CHF 83'000.--

- basic steel structure containing two portal beams
- counterweight tower
- tension rope (new)
- tension sheaves
- counterweight approx. 4200 kg in steel plates
- tension carriage
- return wheel dia. 3 m with alu-liners

New equipment:

Electricals: (from our Canadian supplier)

- 90 kw regenerative drive control for dc motor, fully variable speed control and complete safety system package CHF 155'000.--
- alternatively from Frey AG Stans CHF 280'000.--

Rope dia. 29 mm, galvanised and pre-streched, length 2200 m, incl. certificate CHF 46'983.--

Engineering: Total project engineering including the already made works CHF 28'000.--  
Excluded are foundation calculation and design. We provide all the acting Forces and standard foundation drawings to be adapted.

- Chair seats and backrests: Our collaborators who have taken over most of Wopfners Equipment have 45 sets available. If more are needed then we would have to calculate a new price because of new manufacturing. However, we assume that some of the old chairs are still in a workable condition and therefore the 45 units could solve the actual need.

Delivery time: to be negotiated

Payment terms: 25 % with the order, 65 % at shipping, 10 % after commissioning

Erection and supervision: to be negotiated

We hope that this information is helping you to budget the chairlift. We would like to mention that we have at the moment several inquiries for this chairlift but it remains reserved for you for a period of 60 days. We assume that by that time you were able to make a decision.

Please feel free to ask us at any time for further information.

Meanwhile we remain

With kindest regards,

*Werner Schoch*

Werner Schoch  
Man. Director