



A LINDSAY TRANSPORTATION SOLUTIONS COMPANY

SNOLINE ENTERS NEW MARKETS



RUSSIA WELCOMES TAU ON WHSD

In World Highway issue of May 2010 appeared an interesting article on Russian market. It was defined as a "dynamic market" full of opportunities for the infrastructure sector. Russia has recently discovered the importance of road safety. For this reason it is building up and renewing many roads. Particularly one of this is of vital importance for traffic management: the High-Speed Diameter (WHSD) Tollway in St Petersburg. The construction of the WHSD is one of the most important means of solving the transport problems. Once again Snoline was able to face the challenge: Tau has been placed on this road to protect the tolls (the first in Russia). President Putin has opened the road on December, 20.



X-TENSION LANDS IN FINLAND

X-Tension end terminal was recently installed in Finland.

X-tension is a great system for the protection of steel barriers' end that represent the major danger for the motorist in case of frontal impacts.

Telasteel has appreciated the unique technology based on a tension solution and decided to propose it in a tender.

For that reason 300 X-Tension were placed on Finnish National Road 4, which is part of European E75.



POLISH MARKET OPENS THE DOOR TO TAU AND TIKAPPA

Prisma Polska, our Polish distributor, has worked hard this year to conquer the Polish market. Snoline and Prisma cooperated first for the certification of Tikappa, and then for the introduction of Tikappa and TAU on Polish roads. The first 10 TAUs were installed on the A2 Highway, and Tikappa was applied in Warsaw.



DR46 PROTECTS GREEK MOTORCYCLISTS

Each year, more than 36.000 motorcyclists are killed throughout the 27 European Union countries. For this reason Snoline, always attentive to road users needs, developed the DR46 motorcyclist protection. During the past three years Snoline worked to raise attention to the important issue of motorcyclists' safety, highlighting the benefits of the installation of DR46 on black spots for motorcyclists: it is safe, easy to install and modular.

Greece decided to accept the great challenge. Our partner D.Kougioumtzopoulos s.a. understood the outstanding skills of this device, and installed it along one of the most dangerous point of Greek roads, at Attiki Odos, Athen's Ring Road.

DR46 not only protects barrier posts, main fatal point for motorcyclists, but thanks to its yellow colour it also alerts motorcyclists and drivers, that they are reaching a dangerous place.

TAU ON FRENCH A8 ESCOTA HIGHWAY

After two years of hard work, Aximum, our French distributor, could sign the agreement for the project of 34 TAUB P110 on the A8 Escota Highway with the contractor AGILIS.



SNOLINE ADS NEW PRODUCTS TO ITS PRODUCTS RANGE



BLIND - Highly Visible, Durable Protection for Work Zones

The Blind™ Fence System is an easy and efficient solution for building sites and work zones, where a highly visible and durable barrier is required between the working area and the non working area.

The lightweight Blind Fence System is gives workers privacy and safety.

GRAPE - Event detection in a wireless network

GRAPE is a modular node for the timely detection of abnormal events, monitoring of traffic conditions and environmental concerns. The GRAPE is able to detect collisions against the system, diagnose intensity and location, and detect ambient and temperatures conditions. The PCM module is equipped with GSM / GPRS modem and, in case of an accident, transfers crash data (via SMS).



WOODEN BARRIER

A complete range of side and bridge barriers including products from the N2 up to the H2 containment level.

All the barriers have small side dimensions, simple and pleasant design features; hence their simple installation, with excellent aesthetic results, on mountain and hill roads as well as urban roads to be enhanced.

TTMA 100 Trailer Truck Mounted Attenuator - Lightweight Design, Low Cost Trailer TMA

TTMA-100, is the new Snoline innovative, flexible and affordable trailer truck mounted attenuator (TMA). It's also the first approved hitch-mounted TL-3 TMA that can be used with almost any vehicle in your fleet from 4535 kg to unlimited GVW. The TTMA-100 offers the most affordable and flexible TMA safety on the market today.



SNOLINE DISTRIBUTORS' MEETING AT VILLA CAVENAGO.

Absolute news or big classics of the advanced technology at the service of traffic safety and intelligent mobility have been the stage of Snoline Distributor's Meeting, held in Trezzo S/Adda during the last 16th and 17th November. The convention, introduced by the greetings of the President and CEO, Marco Colombo, has put in the spotlight QMB benefits, which is used in the USA and in other countries around the world since 20 years. USA, UK and European experience were shown by QMB experts Chris Sanders, BSI President, Steve Powell, Managing Director of Highway Care, and Thierry Reip, QMB Development Manager at Snoline.

The meeting was also an opportunity to present Snoline's new products: Grape, an event detection system in wireless network, Blind, workzone visible barrier, Wooden Barrier and TTMA, Trailer Mounted Attenuator.

R&D Manager, Cristina Pangrazio presented Snoline road marking products, Valeria di Giacomo, Materials/Engineering Specialist deepened Snoline road accessories and Engineering Manager, Luca Petrozzi showed Snoline road safety products.



During the evening Snoline organized a dinner in a charming farm restaurant, where Annual Awards were distributed to Snoline partners. Our company is pleased to announce the winners of this year's.

Best Distributor of FY 2010 was Aximum, the prize was handed to Mr. Patrick Segalen, Commercial Manager.

Best Sales Growth FY 2010 was awarded to Highway Care; Steve Powell and Adrian Bullock received the prize.

The award for 10 years old Snoline distributor was won by Inglin Bau in the hand of its owner Mr. Marcel Inglin.

During the second day of the meeting, discussion concerned competition of the different products, which was presented by Snoline Area Managers and consultant, Carlo Anghileri, Roberta Gritti, Roberto Lamboglia, Novella Tajariol, Valeria di Giacomo and Massimo Lentsch so that distributors could find out new competitors and could share their experience.



WHAT WILL HAPPEN IN SAFETY BUSINESS STARTING JANUARY 1ST, 2011

(Franz Müller)

Born in Milan, Italy, professional engineer, graduated at Politecnico di Milano University.

Member since more than twenty years of committees and working groups on use rules and official standards, both in Italy (UNI, Ministry) and in Europe (CEN), with reference to horizontal marking and to safety barriers, crash cushion, terminals

January 1st is the due date for the CE marking of road safety products, i.e. all products placed on the market shall bear a CE-mark which shows they comply with minimum requirements set forth in EN 1317-5, the harmonized standard valid throughout Europe.

This means previous local approvals are expired and each country is requested to remove homologation procedures.

The CE-marking procedure means the product has been tested in a qualified laboratory against EN 1317 supporting parts and the notified certification body, after having controlled the test information and the Factory production control procedure and results, has issued a certificate of conformity. This way the Producer can affix CE-mark to the product and to accompanying documents where it will show main information about performances of the product.

Tenders are requested to refer to the classification set forth in EN1317, in order to compare products of similar performances.

EU Countries shall withdraw homologation procedures and requirements, but they will keep autonomy about installation of the safety fences, i.e. they will decide, generally through installation standards or regulatory documents, what they ask for, in terms of performances, in different road situations (traffic, geometry, soil, etc.).

Longitudinal barriers and Crash Cushions are fully covered by the procedure, whilst special devices like Terminals and Transitions are still waiting the final approval of related rules (conversion of ENV1317-4) and temporarily Producers can only get a certification of compliance to the relevant standard.