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Media release

Joint invitation to tender for the procurement of rolling stock

Stadler trains for four rail companies in Western Switzerland

The rail companies **Transports de la région Morges–Bière–Cossonay (MBC)**, **Transports Vallée de Joux Yverdon-les-Bains Ste-Croix SA (TRAVYS)**, **Compagnie du Chemin de fer Montreux Oberland Bernois (MOB)** and **Transports publics fribourgeois (TPF)** have awarded the contract for 17 new trains to **Stadler Bussnang AG**. The first vehicles will be delivered in early 2015. The order is worth a total of CHF 150 million.

On 24 August 2012, the four rail companies MBC, TRAVYS, MOB and TPF joined forces to issue an invitation to tender for the purchase of rail rolling stock. As they had all reached the same point in their train renewal cycles, the four companies, which operate narrow-gauge services in the cantons of Vaud, Fribourg and Berne, came together for a procurement contract including a list of specifications that could meet the needs of all the companies involved.

This collaboration proved very interesting in terms of exchanging experiences. It improved the efficiency of the technical approach and achieved significant economies of scale (CHF 28 million less than separate purchases). It also opened up prospects of synergies in terms of the maintenance and servicing of the hardware in the future.

Plans for sub-contracting in Western Switzerland

The contract awarded to Stadler covers the acquisition of 17 trains for a total of CHF 150 million, in addition there are options totalling CHF 80 million. The winning company was selected on the basis of a very strict specifications document that focused on the priority of the financial aspects of the tender and the guarantees in terms of quality, service and deadlines. Stadler Bussnang AG was best across all the criteria. The whole process was carried out in accordance with the rules for procurement contracts, with MBC acting as the legal representative. The winning company will sign separate contracts with each firm. Where possible, it will use regional sub-contractors, as it already does regularly.

The new trains comprise two or three elements and will be delivered in stages between January 2015 and July 2016, in line with the companies' operational plans.

Four trains are going to MOB to replace four 4000-series locomotives dating back to 1968, as part of the Montreux–Interlaken project.

Four trains are for MBC to replace model units dating back to 1981 and to provide a half-hourly service between Bière and Morges as of December 2015.

Of the **three new trains destined for TRAVYS**, two will replace stock nearing the end of its service life and the last one will allow the introduction of a half-hourly service between Sainte-Croix and Yverdon-les-Bains.

Finally, **TPF needs six trains** to replace four old trains and provide services as part of the development of the Fribourg commuter railway service. This new decidedly modern

equipment will guarantee high levels of passenger comfort and safety. In 2011, the four companies transported 38 million passengers and turned over a total of CHF 220 million. They employ a total of 1,350 people.

Please contact the companies for any additional information:

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