

Ken Cameron, Managing Director (MD) of Scheidt & Bachmann UK's Fare Collection Division, introduces FareGo PG|50, an innovative new fare gate designed for rail

FareGo PG|50: Taking fare gate technology to the next level

Ken Cameron has a simple and compelling message for the rail industry. "We've developed a new product, and we want people to come and talk to us about it," he told Rail Director. "Come and see it, try it out, put it to the test – don't do what you've always done."

This product, FareGo PG|50, is being billed as the "next level of fare gate technology" by Scheidt & Bachmann, whose international group specialises in fare collection systems, energy retail solutions, parking solutions, and signalling systems.

MD Ken and Scheidt & Bachmann's international team unveiled the next generation fare gate at InnoTrans 2024. Two months on, and it's already garnering considerable interest, with organisations keen to learn more about the benefits it could bring.

It's exactly the kind of response Ken was hoping for. "We wanted to bring choice to the market, where previously, there wasn't a choice," he explained. "We saw there was room for a new, more intelligent fare gate, and we've taken our time to design it. Our software has been rewritten, our hardware redesigned, and all the latest standards adhered to."

A next generation fare gate

The result is FareGo PG|50, part of Scheidt & Bachmann's FareGo portfolio (which includes sales and validation devices, central system platforms, data management solutions, and related services). Fully modular and long-lasting, the new pivoting gate has been designed to enhance passenger flow and improve the customer experience. Ken explained that it also supports revenue protection and fraud prevention and detection, with minimal operating costs.

"We developed the gate with simplicity, durability and longevity in mind," he added.

FareGo PG|50 features a high-resolution sensor system, indicator light, and staff indicator, enabling accurate fraud detection. Special guidance and orientation features (including overhead displays) improve passenger flow, while carefully placed validation targets and fast opening gate flaps make for an improved customer experience.

When it came to designing FareGo PG|50, installation, control and maintenance were also key concerns for Scheidt & Bachmann. The gate can be installed without any construction work and controlled remotely via a device management system. It is similarly easy to maintain; neighbouring gate aisles can remain in operation as common service actions are carried out.



Image: Scheidt & Bachmann

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"We've redesigned what was 15 – 20 years old, and are confident that our offering is more reliable, more user-friendly, and more cost-effective," Ken said.

A collaborative design process

And this redesign process was, he added, "more collaborative than ever before."

"FareGo PG|50 was designed in collaboration with our customers, and we kept them with us throughout the journey, seeking their feedback at every stage," Ken recalled. "We asked them what they liked about their gates, and what they didn't like. There was a lot of research and development, which enabled us to arrive at this solution."

It's a solution that could help organisations to

future proof their operations, he explained.

"Many ticket gates have been operating successfully for 15 years, but technology has changed in that time. Contactless is coming slowly, and barcodes surged in popularity during the COVID-19 pandemic. FareGo PG|50's modular architecture makes it long-lasting, ensuring it can evolve as ticketing technology changes," Ken said. "And, in the meantime, it can be seamlessly integrated with existing account-based ticketing or card-based systems."

Now, Ken and his team are keen that customers try out this next generation fare gate for themselves.

"Our demo unit is returning to the UK, and we'll be booking people in to view it," He concluded. "Come and engage with us, have a conversation – we want the industry to know that there's something new on the market, and we can certainly help."

www.scheidt-bachmann.de/en/fare-collection-systems/field-devices/farego-pg50

