

# WINTERSTEIGER NEWS

First Class  
**WINTERSTEIGER**  
Ski & Board Tuning

## THE FUTURE OF RENTAL

makes life easier for employees and customers

## HEAT SOCKS SURROUND

Bigger, better, warmer

## AS FAST AS NEVER BEFORE

INSOLE ADJUSTMENT WITH BOOTDOC AUTOFIT SYSTEM

# 116

## AUTOMATS

Congratulations due for automated machines!

## INTENTIONALLY UNCOMPLICATED

Unique hotel concept in Ellmau

## CALIFORNIA DREAMING

Sales partner for 30 years

Full of

# POWER! AUTOMATION

2019

# WINTERSTEIGER NEWS

# 2019

## **Dear WINTERSTEIGER partner!**

As the saying goes, „one man’s curse is another man’s blessing“. The beginning of this year was all about dealing with some very challenging weather conditions for some regions and dealers. We hope that you nevertheless had a successful end to the season and were able to make the most of the wintry landscape.

Dealers who have adopted the „Future of Rental“ concept are bound to reap the benefits. After a controlled introduction into 25 dealerships around the world during this last winter season, we are feeling confident going into the first sales season. The initial feedback and reaction from dealers has been very positive, sparking interest from a number of new dealers. The combination of digitization and automation in the rental process is unique and ensures a perfect start to the winter holidays for many customers and guests.

To ensure a perfect, modern ambience in ski rental outlets, we will in future be working together with our new partners Steurer Systems for ski depots and Umdasch for shop furniture. We have strengthened our sales team in these areas, allowing us to provide better support and a higher quality service within a much shorter timeframe.

The Alpine and Nordic world championships in Åre and Seefeld were once again a complete success for WINTERSTEIGER. A number of medals were won on skis serviced by WINTERSTEIGER. Associations such as the Austrian and German ski associations, as well as brands such as Atomic and Fischer, have been relying on our automated and manual machines for many years. Year after year, they provide expert proof that the perfect grind and the perfect edge for racing skis can only be achieved using the „green“ machines.

This expertise is continually being harnessed to refine and improve our machines, so that we can continue to offer our customers the best possible service. More than 100 automated machines were sold around the world in 2018, which is the best argument for investing in our products. It also confirms our preeminence as the WORLD MARKET LEADER for racing ski servicing and automated ski service machines.

I would like to take this opportunity to wish you a relaxing break now that this long winter season has ended, and to thank you for your continued support.

**Yours faithfully,**  
**Daniel Steininger**

Head of business field SPORTS

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wintersteiger.com/  
shopfurniture

## Easystore shop furniture

An excellent combination of design, ergonomics, and flexibility.

The minimalist, modern design of the Easystore shop furniture allows it to be seamlessly integrated into every store concept – the sophisticated design can be adapted to suit every customer's needs and environment. Materials and function are also perfectly matched to the requirements and processes.

**With Easystore shop furniture, the sky is the limit in terms of appearance and materials, allowing you to create the perfect atmosphere for you and your customers.**





wintersteiger.com/  
locker

NEW PRODUCTS

THE FUTURE  
OF RENTAL

SKI SERVICE

SKI RENTAL

SKI DEPOT

EASYLENT

BOOTDUG  
HOTRONIC

# Easystore depot solutions

Tailor-made – the perfect fit for everyone.

Easystore depot systems by WINTERSTEIGER make an impression with a state-of-the-art design, maximum flexibility and stability, and maximum storage capacity on a minimal footprint.

Thanks to our partnership with Steurer Systems, our range of rental, depot, and drying systems has become even more versatile. We plan storage lockers individually based on your requirements, taking maximum space utilization, drying, and disinfection into account, while at the same time catering to your access system needs.



© Steurer Systems



**BOOTDOC**  
TUNE YOUR FEET  
Part of WINTERSTEIGER Group



boot-doc.com/  
autofit

## BOOTDOC AUTOFIT

The automated fitting system for insoles.

The newly developed, patent-pending BD Autofit system adapts insoles to the customer's foot shape automatically and in next to no time. The Fit Pods are electrically adjusted to the respective hip width and the preheated insoles are pressed against the foot using a special membrane and air pressure. A laser helps to align the knee and lower leg. The simple, quick and automated procedure prevents mistakes in the molding of insoles ensuring reproducible results every time.



This technical innovation allows for the adaptation of STEP-IN, FUSION, and also 3D insoles. BD Autofit is offered as a stand-alone solution, but can also be integrated into the BD Autofit Center.

Suitable for  
**BOOTDOC**  
**Autofit Center**

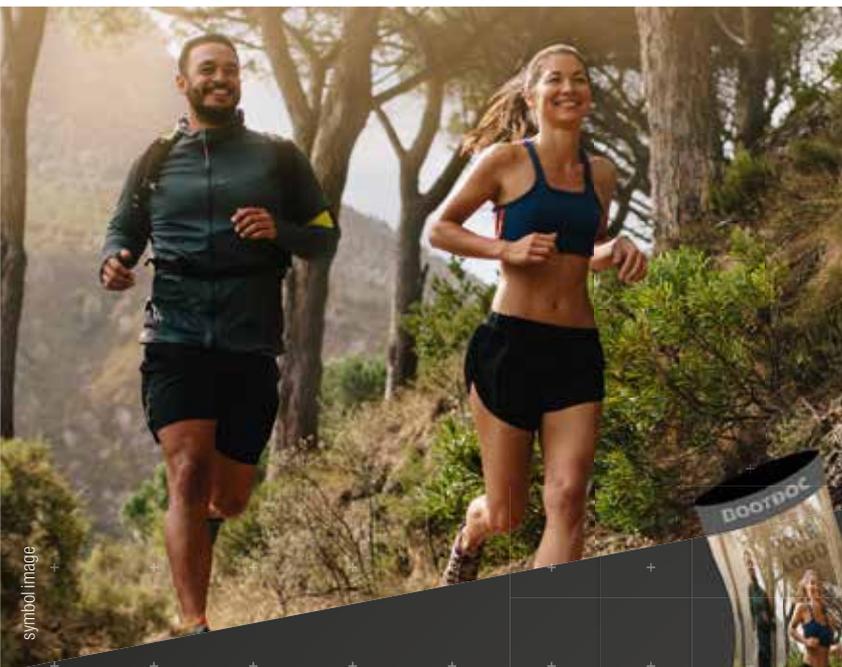




# BOOTDOC SOCKS IN YOUR DESIGN!

Design your own personalized socks.

The Power Fit Socks can be customized with logos, slogans, and photos – the sky is the limit! The Sock Designer can be used to design both summer and winter socks – from a total order quantity of just 300 pairs! Be it for sports retailers, sports teams, clubs, lodging, or for marketing promotions with printed Power Fit Socks from BOOTDOC, your market presence at the POS is strengthened and your customers will remember you. Available in sizes S-XL (EU 35 – 48).



+



→

You can find our Online Design Editor with practical 3D preview at:  
[www.boot-doc.com/printsocks](http://www.boot-doc.com/printsocks)



Do you have questions about our products?  
Our BOOTDOC team is looking forward to  
your inquiry: [office@boot-doc.com](mailto:office@boot-doc.com)

**BOOTDOC**  
TUNE YOUR FEET  
Part of WINTERSTEIGER Group

## BOOTDOC HEAT SOCKS SURROUND

Comfortable Heat Socks with large heated areas, intelligent heat level control, and gentle compression.

The BOOTDOC Surround Heat Socks have a large integrated heating element and an anatomic design in the toe area. When developing these socks, particular attention was paid to the heat distribution in the big toe area. The Surround Heat Technology means that the toes are pleasantly warmed on both the top and bottom of the foot. The yarns used for the socks have extremely fine fibers, which ensures an optimal foot climate. They are also breathable and regulate moisture. Particular care was paid to the fit and ensuring the highest possible level of comfort for the consumer. Compression and a wrinkle-free fit, as well as intelligent cable placement, means pressure points are avoided.

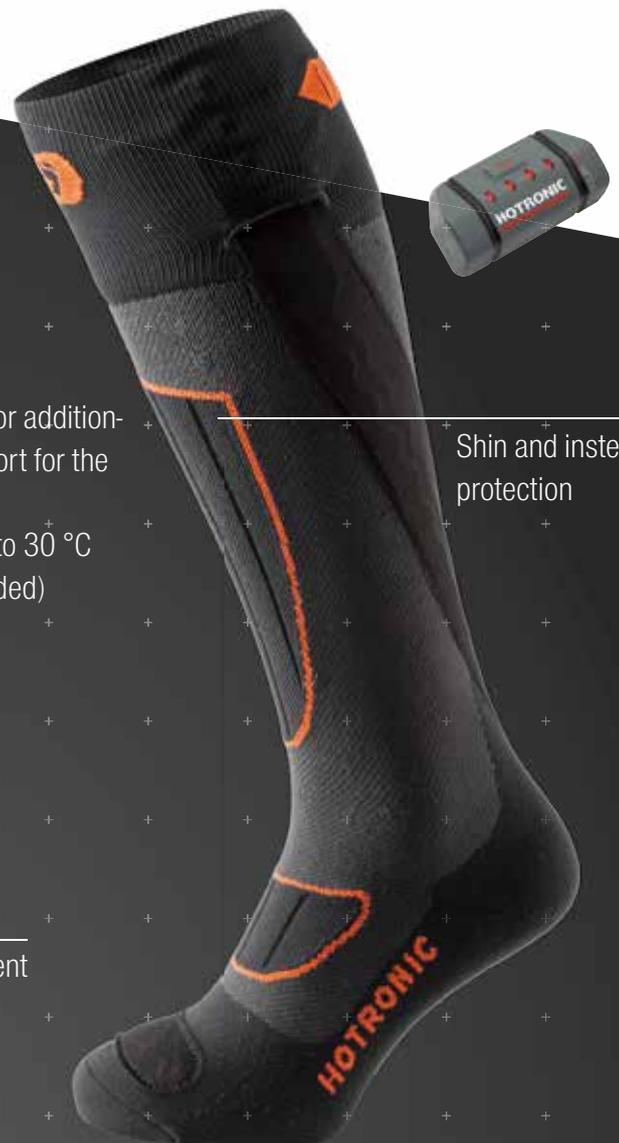


### NEW: Surround Heat

- Enlarged heating area
- Asymmetrical shin and instep protectors ensure greater comfort
- The battery packs are attached to the inner cuffs of the socks using snap fasteners
- Four levels of heating power are available and are set on the battery pack itself, including a Power Boost setting for a short boost of extra heat (approx. 3 minutes)
- Reinforced in the toe and heel areas
- Two-layer cuff design for additional protection and support for the battery pack
- Machine washable up to 30 °C (in the mesh bag provided)



Heating element  
„Surround“  
in the outer  
layer for more  
comfort



Shin and instep  
protection



wintersteiger.shop

## Welcome to the WINTERSTEIGER online shop!



The WINTERSTEIGER online shop is a platform that allows you to find all product information, place orders and view order information (orders, shipments, invoices, etc.).



## WINTERSTEIGER accessories and spare parts.

WINTERSTEIGER offers an extensive range of machine and workshop accessories with more than **1,200 products**.



Request catalogue at  
[www.wintersteiger.com/  
contactsports](http://www.wintersteiger.com/contactsports)



## Welcome to the Future of Ski Rental!

The „Future of Rental“ concept has become a reality: **25 customers** are working with its components, and Sizefit is currently in use at **90 workstations**.

The first part of the Future of Rental system sees the feet analyzed by the Vandra 3D foot scanner, thus ensuring fast and precise foot analysis. This increases the degree of accuracy when choosing the ski boots and means that the customer does not have to try on multiple pairs of boots.

The electromechanical sole, Sizefit,

transfers the sole length of the ski boot precisely to the binding, so that the customer no longer has to take their boot off. In the background, the Easyrent rental software provides all the necessary data.



wintersteiger.com/  
future



SIZEFIT



# „The Future of Rental“ makes life easier for employees and customers

Intersport Arlberg, Nasserein cableway in St. Anton

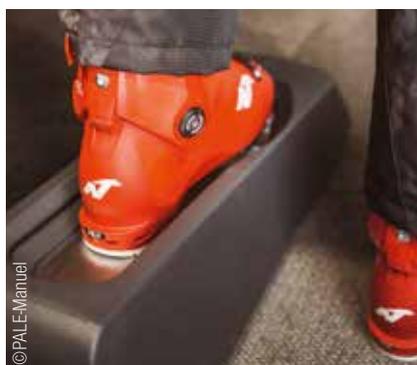
This season, Intersport Arlberg equipped 15 adjustment desks with Sizefit and set up the Future of Rental at half of their locations. CEO Michael Ess is very pleased with the results: “The future of rental makes

Store Manager Ewald Gröbner adds: “3D scanning is a novel experience every time, for young and old alike – we see many stunned and amazed faces. We love the short waiting times and the fact that the

customers now form an orderly queue. Our customers who find it difficult to repeatedly have to put on and take off their ski boots are of course particularly pleased with the new system.”



life a lot easier for our employees and our customers. It's considerably easier to manage – boot rental is completed in the blink of an eye and the customer can head to the adjustment desk in their ski boots, rather than standing on a wet floor in their socks, as was previously the case. We are particularly impressed with the convenience, the defined process, and the speed.”



NEW PRODUCTS

THE FUTURE OF RENTAL

SKI SERVICE

SKI RENTAL

SKI DEPOT

EASYRENT

BOOTDOP HOTRONIC



## Unique selling point: „Get out onto the mountain faster“.

Intersport Silvretta Montafon in Gaschurn

Intersport Silvretta Montafon has been working with the Future of Rental at its Gaschurn site for a whole season. The customers begin the process at one of four check-in terminals – ideally after having completed check-in online. Then they move to the BD 3D foot scanner and are guided from the boot issuing counter to the ski issuing counter (via the Sizefit binding adjustment desk) by three Easygate screens.

### Getting onto the piste quickly and conveniently.

Managing Director Tobias Stergiotis is very happy with the switch: “The customers are stunned and pleasantly surprised when they use the Sizefit devices for the first time. It’s given us a great unique selling point.” Sizefit, the electromechanical sole used for binding adjustments, has reduced the amount of times customers need take their boots off to a minimum. Tobias Stergiotis finds it „sensational“: “For skiers wearing sports ski boots, it’s a nightmare having to go to the hassle of putting your boots on and then immediately having to take them off again for the binding adjustment.” Customers who are just renting skis can get out the car and head straight to the ski lift without having to take off their boots – the Sizefit Caliper measures the ski boots and sends the data to the binding setting device.

Customers who have signed up using the Intersport online reservation service are given priority and have a dedicated queue, allowing them

to get to the Easygate screen much more quickly. The customer can also purchase their lift ticket from the shop thanks to the interfaces for the Easyrent rental software.

### One flow of customers in just one direction

Employees also benefit from an organized rental process. There is only one flow of customers and no

need to go against the flow, no back and forth between stations. After trying on the boots, the customer puts both ski boots on and no longer needs to go back to get the second boot after the binding adjustment process, as was frequently the case in the past.



©Manfred Felder

Tobias Stergiotis at the binding adjustment with Sizefit



## Binding adjustment with Safetronic Plus.

As well as installing the Future of Rental system, Intersport Silvretta Montafon has also invested in four new Safetronic Plus binding setting

devices from WINTERSTEIGER. For Tobias Stergiotis, the seamless documentation of the entire ski rental process, including the binding

adjustment, is very important. All of the data, including the customer's signature on the pad, are now stored digitally in Easyrent.



## A major step forward.

### Intersport Bründl in Kaprun

Even the largest ski rental company in the Alps now relies on this unique WINTERSTEIGER concept and has installed the system at two of its locations. "The results are striking and we have already decided that we are going to start upgrading our remaining locations one by one," explains Herbert Neumayer from Intersport Bründl in Kaprun. "For us, the Future of Rental represents a major step forward in quality. We always look at things from the customer's perspective. Does it make sense for them?"

When it comes to optimizing our processes, the answer is clearly 'yes'. Everything is much faster and more convenient if the customer does not

have to take off their ski boots and stand in a puddle of melted snow. Those are the key criteria for us. This system elevates the ski rental experi-

ence to a new level of quality that is perfect for us and is also a tangible improvement for the customer."



NEW PRODUCTS

THE FUTURE OF RENTAL

SKI SERVICE

SKI RENTAL

SKI DEPOT

EASYRENT

ROBOTOG HOTRONIC



## Ski museum and digitization in perfect harmony

Ski Dome ski school and IS Oberschneider in Kaprun

The new ski rental at Ski Dome on the Kitzsteinhorn Glacier is also a ski museum. There's always something new to see at the „Walk of History“ exhibition, which takes visitors through the history of skiing. The site has therefore become a popular place for excursions. It also offers yet another exciting experience for customers: the „Future of Rental“. After customers are measured by the 3D foot scanner, the boot size is transferred via the Sizefit sole to four binding adjustment desks. Hermann Oberschneider explains which aspects of the new process he is particularly pleased with.

**WINTERSTEIGER:** You were one of the first customers to install WINTERSTEIGER's digitized ski rental system. The way you have managed to successfully combine tradition and state-of-the-art technology is extraordinary. How did this come about?

**Hermann Oberschneider:** When I open a shop, I don't just think ‚I want a nice shop!‘ – I have a clear plan of how it should be set up. The primary benefit of the „Future of Rental“ is convenience – customers no longer need to take off their ski boots for the binding adjustment. In the past, they would then have to find some corner of the busy shop floor to put their



© Christian Wöckinger

Hermann Oberschneider combines the tradition with modernity at the Ski Dome ski rental outlet on the Kitzsteinhorn Glacier

boots back on again. That is now a thing of the past.

**WINTERSTEIGER:** Apart from the convenience factor, what are the other advantages of the Future of

Rental concept?

**Hermann Oberschneider:** We have reduced the average amount of time that each customer spends in the shop by calling them up on the



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NEW PRODUCTS

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SKI SERVICE

SKI RENTAL

SKI DEPOT

EASYRENT

BOOTDOC HOTRONIC

Easygate screens when it's their turn. This is particularly important up at the top of the glacier. At this store, we have more day rentals than week rentals – which is in stark contrast to the outlet in the town. Customers on the glacier arrive en masse within 2 hours and want to get out onto the piste as quickly as possible. Now they can save valuable time because the ski boots fit, because they no longer have to take them off, and because there is an orderly queue. This is another way we provide a novel experience for our customers. The customers are surprised by the data flow, that they are called up

just like at the airport, and that there is a managed sequence.

**WINTERSTEIGER:** Do any of your customers bring their own ski boots? Do you also use Sizefit Caliper here?

**Hermann Oberschneider:** Yes,

we use the Caliper too and it works very well. We also calibrate third-party skis, which is an excellent additional service to be able to provide.

**WINTERSTEIGER:** Thank you very much for this fascinating insight.



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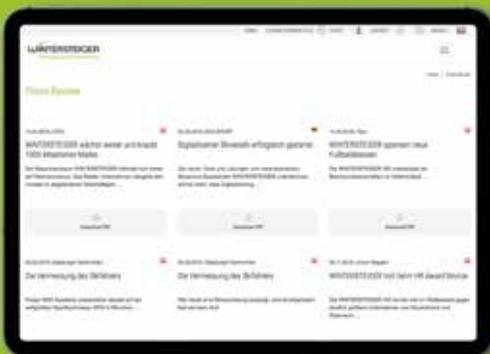


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# „The Future of Rental“ in the press



## Salzburg News



All reports can also be found on our website:  
[wintersteiger.com/sportsnews](http://wintersteiger.com/sportsnews)



Sport Fashion

SAZ

Geschäftliche Informationen

# In der Zukunft angekommen

Auf der Ispo 2019 in München zeigte Wintersteiger den Skiverleih der Zukunft. Außerdem präsentierte das Unternehmen neue Skidepotschränke und Shopmöbel sowie Innovationen aus dem Bereich Bootfitting

Der Skiverleih der Zukunft – bereits im vorigen Jahr hatte Wintersteiger auf der Ispo in München ein Konzept vorgestellt, das mithilfe von Digitalisierung und intelligenter Datenanwertung den Prozess beim Skiverleih beschleunigen soll. In diesem Jahr präsentierte der Service- und Verleihexperte aus dem oberösterreichischen Ried im Innkreis nun das fertige Produkt. „Das Ziel ist, dass der Skifahrer zufrieden, entspannt und vor allem in kürzester Zeit aus dem Geschäft geht. Wir kombinieren Software und Geräte so, dass das Skiausleihen schneller und komfortabler wird“, erklärte Daniel Steininger, Leiter des Geschäftsfeldes Sports bei Wintersteiger, am Rande der Messe in der bayerischen Landeshauptstadt. Unter dem Motto „Verleih der Zukunft“ wurde das System bereits erfolgreich bei diversen Sportplätzen installiert.

Der „Verleih der Zukunft“ besteht aus mehreren Komponenten, die mit der Verleihssoftware Easyrent verknüpft sind. Das Softwaremodul Easygate führt den Kunden dabei über statisch platzierte Monitore durch den Verleihprozess, der 3D-Fußscanner Vandra von Bootdoc liefert alle relevanten Daten für die Skischuhwahl. Die elektronische Schließe Siefert überträgt darüber hinaus die Schließanlage des Skischuhes präzise auf die Bindung, sodass der Kunde die Skischuhe nicht mehr ausziehen muss. Das bringt Skifahrer und Sporthändler zeiterspart und Komfort, da die Treffsicherheit bei der Schuhwahl steigt und der Kunde auch für die Bindungseinstellung die Skischuhe nicht mehr ausziehen muss. Eine weitere Komponente ist der Siefert Caliper. Er vermisst die Skischuhe

und überträgt die Daten an Easyrent. Beim Verleihmaterial geschieht dies vor der Saison – und wenn Kunden eigene Skischuhe tragen, direkt beim Bindungseinstellplatz.

**CLEVER UND EFFIZIENT**  
Wintersteiger hat es sich außerdem zum Ziel gesetzt, den Verleihprozess kontinuierlich weiterzuentwickeln. Eine weitere auf der Ispo präsentierte Neuheit ist so beispielsweise der „Body Scanner“ – ein Gerät, das gleichzeitig Körpergröße und Gewicht misst sowie mit dem integrierten 3D-

Scanner Vandra den Fuß des Kunden analysiert. Über Easyrent werden die Daten weitergeteilt und stehen bei der Skischuhauswahl und bei der Bindungseinstellung bereit. Ein weiteres praktisches Tool ist der Handschuhs scanner für das Scannen der Barcodes am Verleihmaterial. Es ist in einem Handschuh integriert und das unnötige Aufnehmen und Ablegen des Scanners fällt weg. Beide Hände sind frei für die Bindungseinstellung.

In Kooperation mit Steurer Systems, einem der Marktführer bei Ski-Depotaggregaten, stellte man auf der Ispo in München außerdem eine neue Depotlinie vor, die exklusiv für Wintersteiger kreiert wurde. Abgesehen vom neuen Design bieten die Aufbewahrungs- und Trocknungschränke flexible Trocknungsfunktionen, verschiedene Türen, Oberflächen und Materialien. Damit werden die Depotsysteme maßgeschneidert auf Kundenanforderungen abgestimmt.



Wintersteiger zeigt den Verleih der Zukunft, präsentiert auf der Ispo-Messe in München



Steurer-Systems-Geschäftsführer und -Inhaber Andreas Seidl (links) und Daniel Steininger, Leitung Geschäftsfeld Sports bei Wintersteiger

# Digitalisierter Skiverleih erfolgreich gestartet

Die neuen Tools und Lösungen vom österreichischen Skiservice-Spezialisten Wintersteiger unterstreichen einmal mehr, dass Digitalisierung die Individualisierung beschleunigt.

Skiservice, Bootfitting und Customizing sind drei Bereiche, in denen Wintersteiger mit neuen digitalen Prozessen die Kundenbindung erhöht. Der Weltmarktführer im Skiverleih (mehr als 1.200 ausgestattete Skiverleih-Automaten) und mit seiner Marke Bootdoc in Österreich auch Marktführer bei Einlagen, setzte zur Ispo und ISIA einige Systeme, die den Skiverleih-, Verleih-, Bootfitting- und auch den Personalisierung-Prozess beschleunigen und standardisieren.

„Schon jetzt sind viele unserer Schließ-Automaten mit einem Ferndiagnose-Modul ausgestattet, sodass bei einer Frage zur korrekten Einstellung der Maschine oder bei einer Störungsmeldung unsere Servicetechniker im Konsolidiert-direkten Zugang auf die Maschine haben und bei der Problemlösung online behilflich sein können“, erklärt Franz Gängl, Marketingleiter von Wintersteiger. In Zukunft werde das Thema Digitalisierung im Skiservice eine noch größere Bedeutung erlangen. Bei der nächsten Maschinen-Generation werden Sensoren verbaut sein, die mit der Zentrale kommunizieren und den Bedarf an Verbrauchsmaterialien beziehungsweise Ersatzteilen durch Abnutzung automatisch melden.

## „Verleih der Zukunft“ ist bei 25 Händlern Realität

Wintersteiger erarbeitet mit den Händlern ein auf ihre Bedürfnisse abgestimmtes Werksstatkonzept, das sowohl die passende Maschine als auch die Arbeitsabläufe berücksichtigt. Das Schulungsangebot reicht von der Einsteiger- und Remonte-schulung bis zu Trainings bei den Händlern und Werkstätten im Haus.

Bereits 2018 präsentierte Wintersteiger sein innovatives Konzept „Verleih der Zukunft“, das mithilfe von Digitalisierung und intelligenter Datenanwertung den Verleihprozess automatisiert, verkürzt und zwischenzeitlich bei 25 Händlern in Österreich und in weiteren Ländern installiert ist. Das Ziel ist, dass der Skifahrer zufrieden, entspannt und vor allem in kürzester Zeit aus dem Geschäft geht. Wie kombinieren Software und Geräte so, dass das Skiausleihen schneller und komfortabler wird“, erklärt Daniel Steininger, Leitung Geschäftsfeld Sports bei Wintersteiger. Auch Behindertengroße Skiverleiher der Alpen, setzt auf das Konzept und hat an zwei Standorten das System installiert, um Erfahrungen zu sammeln. „Es ist uns jetzt schon klar und wir haben die Entscheidung bereits getroffen, dass wir auch nach den nächsten Standorten umrüsten werden“, erklärt Herbert Meunayer von Interport Brandl in Kaprun. „Für uns ist der Verleih der Zukunft ein Qualitätsversprechen. Wir betrachten alles immer aus der Brille des Kunden. Ist es für ihn sinnvoll? Und wir müssen das



mit Blick auf die Ablaufoptimierung mit einem klaren JA beantwortet. Es geht schneller und bequemer, wenn der Kunde nicht mehr die Schuhe ausziehen muss und nicht mehr in der Schneefalle steht. Das sind für uns die entscheidenden Kriterien, um bekommt der Skiverleih mit dem neuen System eine neue Qualität, die uns perfekt unterstützt und auch für den Kunden spürbar und erlebbar ist.“

## Auftottung bei Einlagen

Unter der Handelsmarke Bootdoc vertreibt Wintersteiger Einlagen und Bootfitting-Produkte für Endverbraucher und Einzelhändler. Unterstützung in Form von Bootfitting-Seminaren, Fußanalyse-Methoden oder Schümmenanalyse, Einlagen oder auch individueller Verkaufserstellung durch Bootdoc-Sales-Experten. Neu im Portfolio ist das Gerät „AutoFit“ von Bootdoc, das Einlagen für Sportschuhe automatisch anpasst. Der Kunde sitzt auf der „AutoFit“-Station und in wenigen Minuten werden die Einlagen automatisch angepasst. Durch die Automatisierung wird der Vorgang stark vereinfacht, sodass auch weniger geschulte Mitarbeiter übernehmen können, sollte der Bootfitting-Experte gerade außer Haus sein. Dem Trend zur Personalisierung überlassen können, sollte der Bootfitting-Experte gerade außer Haus sein. Dem Trend zur Personalisierung überlassen können, sollte der Bootfitting-Experte gerade außer Haus sein. Dem Trend zur Personalisierung überlassen können, sollte der Bootfitting-Experte gerade außer Haus sein.

SAZsport 6 / 4.3.2019

# Mountain Manager



Wintersteiger zeigt den Verleih der Zukunft, präsentiert auf der Ispo-Messe in München

**MAGAZIN SKIVERLEIHER & RENT**

## Wintersteiger gestaltet die Zukunft mit

Das 2018 von der Wintersteiger AG eingeführte Konzept „Skiverleih der Zukunft“ hat sich eingeschlagen. Auf der Ispo 2019 wurden diese Erweiterungen präsentiert sowie eine neue Skidepotschränke und Shopmöbel präsentiert aus dem Bereich Bootfitting.

**Clever und effizient: Easyrent, Siefert und Co**

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In Kooperation mit Steurer Systems, einem der Marktführer bei Ski-Depotaggregaten, stellte man auf der Ispo in München außerdem eine neue Depotlinie vor, die exklusiv für Wintersteiger kreiert wurde. Abgesehen vom neuen Design bieten die Aufbewahrungs- und Trocknungschränke flexible Trocknungsfunktionen, verschiedene Türen, Oberflächen und Materialien. Damit werden die Depotsysteme maßgeschneidert auf Kundenanforderungen abgestimmt.

## Scout – a compact automated ski service machine

Workshop automation, varied customer demands, perfect grinding, increasing volumes of service work – there are many reasons to invest in a Scout. We are pleased to be able to introduce you to some of our new Scout customers.

PERFECT  
FOR SMALL  
WORKSHOPS



**SCOUT – Your entry into the  
automated machine class**



## Perfect ski service in the twinkling of an eye

Carve.in ski rental outlet, Neustift in Stubaital

It's no coincidence that the first Scout to be installed in Austria was installed in Adrian Siller's ski rental outlet. It's as if the automated ski service machine was made for Carve.in: no other automated machine would have fitted in so perfectly, considering the shop has a total floorspace of 100 m<sup>2</sup>. Installing the Scout allowed the separating wall between the workshop and the shop floor to be removed, as the machine works so quietly that it does not disturb Adrian while he is serving his customers. It also means that the customers can watch the Scout processing their skis.

Not only does the machine fit the space perfectly, but the handling of the machine is also spot on. "I can be serving customers in the front of the shop while the machine is

grinding skis at the same time. This saves me a lot of work," explains Adrian. The Scout has also helped him to achieve a tangible increase in quality: "The grinding result on

a high-quality ski is significantly improved. The Scout has allowed me to meet the high expectations that I have of myself."



Adrian Siller with his new Scout

## Sebastian Sprengel, ski school Sprengel

🇩🇪 Garmisch-Partenkirchen

“Our new Scout fits perfectly into the workshop, down to the centimeter. It was divided up into four parts during installation and everyone was wondering how that was even possible! We used to carry out grinding manually, but now that we use the automated machine, the workshop is much quieter, which we are very pleased about. The quality has also increased significantly, the skis are considerably smoother

due to the contact pressure and because they are guided very precisely. It has also made ski servicing

more personal as we can get to know each customer and they can choose their own structures.”



## Sven Albert, Sport Albert

🇩🇪 Tannenbergsthal

“The ski season is getting shorter and shorter. The Scout gives us a significant amount of extra time, which we can spend advising our customers. It has also increased the service quality considerably.

Our customers bring us high quality products and demand a high quality ski service.

We also envisage a significant advantage for cross country skiing:

the clamping cylinders allow us to increase the contact pressure and remove the hollow grind cleanly. That was almost impossible with the manual machine that we used previously. When processing skin skis or waxless skis, the Scout is programmed in such a way that the areas that must not be ground remain recessed.”



## Daniela Schützer, Sport Kupfner, Joe ´s Skistadl

🇸🇰 Gerlos

“I chose the Scout because I wanted to be able to meet every customer’s needs – from a standard ski service to a racing service – with just one machine. Our customer base is also growing and the Scout helps us to manage that.”



© Klemens Klinger

## Tobias Unterberger, SCHUH-SKI sporting goods trade

🇦🇹 Bad Ischl

“We have only just started offering ski servicing – previously we outsourced this service. We had to carry out a significant amount of building work for our new ski service workshop, but we are hoping that the investment in the workshop and in the Scout will pay off and both will last for many years, if not decades. We are the only company in the region with an automated machine and we are very pleased with it. The quality is excellent!”



From left: Tobias Unterberger and Josef Mösenbichler

## Paolo and Alessandro Comune, Ermanno Sport

🇮🇹 Gressoney

“Previously we used an automated machine from a different company and were absolutely delighted by the Scout. The quality of the grind is extremely good. We didn’t have a single customer complaint during the entire season. The machine also runs very reliably, there were no breakdowns at all!”



From left: Alessandro and Paolo Comune



## Excellent!

### Sport65 in Weinheim

Sport 65 in Weinheim was chosen by SAZsport as their dealer of the year for 2018 in the winter sports category. Skis and snowboards have been the main focus of the company since it was founded 30 years ago. Nowadays, a Scout is used to service them. CEO Holger Dörsam and his team are very pleased with the new automated ski service machine. It has resulted in an increased customer volume, which the Scout was able to handle easily.

In an interview with SAZsport, CEO Holger Dörsam explained: "We are largely focused on services. The biggest challenge is ensuring the

quality of these services. Part of this challenge is both keeping our staff onboard and ensuring the pricing stays the same." The new Scout

plays an important role in meeting these demands.



© Sport65

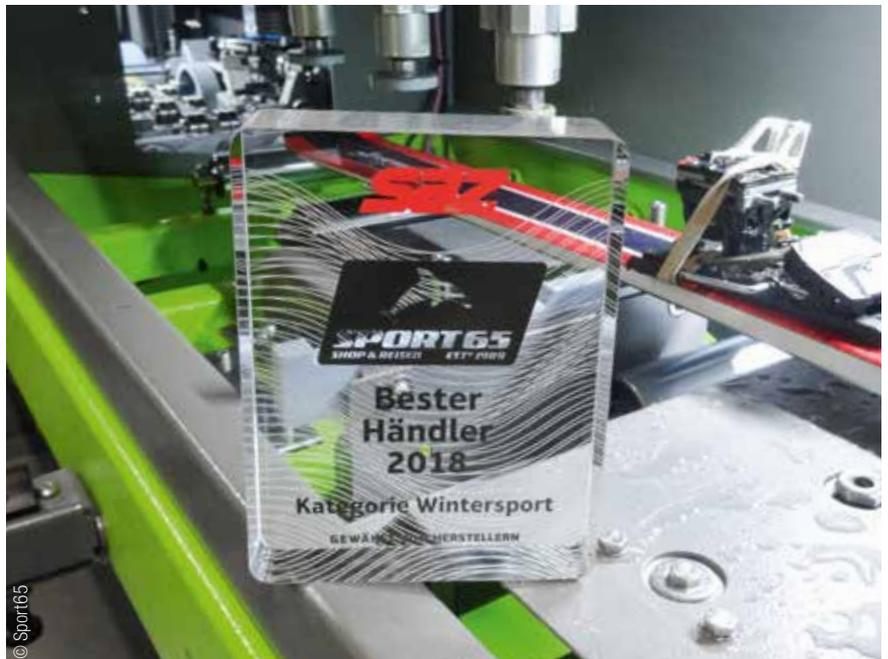


© Sport65

Employee Andi Deuchert with the new Scout



© Sport65



© Sport65

# Arrange your maintenance date with WINTERSTEIGER!

As one season ends, the next is already on the horizon, which means it is the perfect time to have your machines serviced. Franz Zeppetbauer, Head of Technical Customer Service, explains why maintenance should be carried out on ski service machines after the winter season as well as the advantages of a timely service.

## What is machine maintenance all about?

A large number of our customers carry out regular maintenance on their workshop, as their machines are under a lot of stress and require regular servicing to ensure that they continue to function perfectly during the season.

## When is the ideal time to carry out machine maintenance?

It is a good idea to contact us immediately after the end of the season so that we are able to carry out the maintenance work by the end of September. Customers can choose from two variants and secure a discount.

If necessary, this also gives us time to carry out a „start-up“ before the beginning of the season, where the machine is commissioned by a qualified WINTERSTEIGER technician and your service personnel.

It is also possible to carry out an extra training session for your workshop employees at the same time!

## What are the other advantages?

Customers who arrange annual maintenance will not be charged call-out fees and will also have access to a free weekend hotline.

## Are the binding testing machines also included?

Yes, our inspection includes the binding testing machines. **We also tell our customers any important information that they need to know, such as the new international standard, ISO 11088.** During the inspection, the software of the testing machine will also be updated, meaning that, as of this year, adjustments will no longer be in the +/- 15% range, but will instead be in accordance with the standard



Franz Zeppetbauer, Head of Technical Customer Service

as per the table. In the future, in addition to the completed binding ticket, additional data concerning the ski, ski boot, and binding will have to be given. This may be on a supplementary sheet, depending on the version of the device. It is possible that the national standard will only be rolled out during the course of the year, whereby it will become valid in the relevant country.

## Login and registration

Please get in touch with our customer service team by phone or by email to arrange machine maintenance:

### More information:

[wintersteiger.com/contactsports](http://wintersteiger.com/contactsports)





## Impeccable ski servicing? The Mercury makes it child's play

Sport Huber in Kappl

It's safe to say that Egon Huber is very pleased with his new Mercury sdf automated ski service machines: "We now have the most modern workshop in the area." Switching from manual ski service machines to an automated workshop has many advantages:

- Time and labor savings. A large number of the skis are for rental and must be serviced every Friday evening before a new set of customers arrive.
- The ability to offer an express service that takes just a few minutes
- The machine is an attraction for the customers, who often film the Mercury and its high-tech service process on their cell phones
- The potential to start servicing racing skis in the future – Egon Huber is keen to cater to the needs of professional skiers too



© Klemens Klünger

All three generations of the family business



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## Mercury on rails.

Egon Huber chose a 3-module Mercury sdf to enable him to perform the ski service, including waxing using the Finish module, on one machine. The machine, with its special rail system that allows it to move half a meter backwards for cleaning and servicing, fits perfectly in his workshop.



© Klemens Klifger

The 3-module Mercury is mounted on special rail system.

## A family-run business for 40 years.

Founded in 1978, Sport Huber is a family-run business, with the third generation of the family already starting to get a feel for the company: Egon's son, Yannick (13), visited the WINTERSTEIGER headquarters in Ried to see his machine being made, and is sometimes even

allowed to feed a pair of skis into the Mercury. "The closed system is ideal for workplace safety! Nothing can happen. Using a touchscreen is second nature for his generation, so selecting and starting the grinding program is easy," says his father Egon Huber.



## New Discovery – more modules, same space

Intersport Gschwantler in Brixen/Thale

Intersport Gschwantler's new Discovery is their fourth automated ski service machine from WINTERSTEIGER: They started out with a Tunejet, followed by a Shuttle, then the Discovery 1, and now the new model: A 5-module Discovery sdsdf with the stone, disc, stone, disc, and finish modules. For owner Martin Gschwantler, the investment was a question of efficiency: "The machine's capacity is important to us as it means that we don't have quite so many late nights. The throughput is very good and the quality is excellent too."

His brother, Thomas Gschwantler, adds: "The electronic angle adjustment even makes racing services simple. Previously the angle could only be adjusted manually, meaning

that if an employee forgot to change the angle back again, sharp edges were then ground onto every ski. That doesn't happen anymore." Despite taking up the same amount

of space as the old Discovery, the new machine has an extra waxing module, meaning that everyone gets to go home earlier.



Martin Gschwantler with his new Discovery sdsdf



## Mercury, the one and only!

Boyne Resorts invested in 5 new machines

Boyne Resorts is the third largest mountain sports company in the USA. 11 subsidiaries are spread across the states, the crown jewel of the company is the Big Sky Resort in Montana.

Boyne has been WINTERSTEIGER's exclusive customer since 2001 and has purchased a combination of automated and manual ski service machines over the past 18 years.

Following Mercury's success at the Sugarloaf Resort in Maine and the Boyne Mountain Resort in Michigan, the company decided to standardize ski service at all locations. Excellent

service quality, user-friendliness and high performance were the deciding factors and with the investment in 5 new Mercury Msd, Boyne Resorts reaffirms this strategy.



Mercury - the number 1 in the Big Sky Resort, Montana. Brit Barnes, service manager (right) and Rob Leipheimer, senior ski service employee (left)

### Company-wide, standardised ski service.

However, the focus is not only on the machines, but also on standardising the service processes at the locations. In autumn 2018, Boyne Resorts and WINTERSTEIGER organised the first company-wide ski service seminar at the Boyne Mountain Resort in Michigan. The 4 WINTERSTEIGER employees Todd Carroll, Brent Johnson, John Puopolo and Steve Fisher provided top-class background knowledge from the race service and worked intensively with the service employees. On 2 very productive days, not only competence and expertise were developed, but also the relationships between the technicians throughout the country.

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## California dreaming with a 5 modules Discovery

Footloose, Mammoth Lake in California

Footloose in Mammoth Lake has been a loyal WINTERSTEIGER customer for over 30 years. They are rated as one of the best ski shops in northern California and have been a go to shop for many professional athletes and recreational outdoor enthusiasts since its beginning. In fact the previous owner Tony Colosardo was the original distributor for WINTERSTEIGER until January of 1989. Tony decided it was time to retire and Footloose was purchased last spring by long time employees Silver Chesak and Zach Yates.



Upon completion of the transaction, the first project on their list was to retire their old 2006 Discovery SD with a new Discovery SSDDP. After closing the Discovery deal, Silver and Zach decided for a marketing

billboard to promote their new tuning machine. Currently this billboard is on route 395 heading north to Mammoth Mountain. Footloose has also expanded their Easyrent solutions, manual machines, and has

purchased a BOOTDOC 3D footscanner Vandra for their boot fitting. It is hard to find a WINTERSTEIGER product that is not carried by this fantastic shop.





## All-new, all green

Intersport Begro in Gießen

Intersport Begro has five branches within 100 km of Marburg and has equipped the new ski service workshop in Gießen with WINTERSTEIGER machines. At the heart of the workshop stands a 4-module Discovery sdpf. A Basejet for base repairs and an Omega B belt grinding machine are also part of the new workshop. The company has been a loyal WINTERSTEIGER partner for decades and has always trusted in the tried-and-tested WINTERSTEIGER green – coincidentally even the compressor is green.

The decision was taken to renovate the workshop due to an increase in customer demands – the new machine park allows the company to fulfill every customer's requirements perfectly.



The new ski service workshop at Intersport Begro in Gießen

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## Daniel Steiner, Sport and Fashion Steiner in Mauterthaler: "We replaced our old Shuttle with a new Mercury Lsd. Because we can now grind seamlessly, we have been able to switch up the processes and can process rental skis significantly faster. The grinding quality has also increased considerably. Progress has definitely been made with these machines!"

"We replaced our old Shuttle with a new Mercury Lsd. Because we can now grind seamlessly, we have been able to switch up the processes and can process rental skis significantly faster. The grinding quality has also increased considerably. Progress has definitely been made with these machines!"





## Where ski grinding is a science

Modular Sport in Wildhaus

When you enter the Modular Sport AG ski workshop in Wildhaus, what you immediately notice is the lack of cramped spaces, smells, and all the hurrying to and fro so familiar from most ski workshops. Instead, you get a workbench strewn with special measuring instruments and, on the walls above and beside the bench, machines are in operation whose use and characteristics are familiar only to the initiated.

The workshop itself makes you sit up and take notice too: Alongside a 4-module Discovery sdsp, a Race NC racing stone grinding machine, which you would normally only find being used by ski clubs and ski manufacturers, takes pride of place. The skis in the workshop represent every type of winter sport – from cross-country to jumping, there are also entry level skis and Super-G models as well as downhill racing skis in every length imaginable.

Modular Sport might look like a local servicing center from the outside, but it quickly becomes apparent that this is anything but a „normal“ ski grinding service.

Modular Sport AG was established in 2002 by Andreas and Karl Allmann with the aim of promoting the development and realization of technical innovations in skiing equipment. Modular Sport's roots lie in racing ski service and the decades of experience that Karl and Andreas Allmann bring to ski engineering and ski servicing. Alongside the work at the ski servicing center in Wildhaus, Modular Sport

has had a key role in a number of innovations, providing input and acting as a consultant.

Some of these engineering de-



© Markus Hüser

Andreas Allmann at the Race NC

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- velopments and patents (pending) are listed below:
- 3D Sidecut technology for the Völkl Race Carver
  - Motion binding system for Marker
  - IQ-System Interface for Blizzard
  - Center-Move and BootStep Rental System for Tecnica Group
  - Stone weighting system for WINTERSTEIGER



© Markus Huser



© Markus Huser

Ski service workshop or laboratory? At Modular Sport, skis aren't just ground – they are developed.

**WINTERSTEIGER is thrilled to be able to provide machines to such a dedicated customer, whose input and requirements drive forward the development of our machines.**

# WORLD MARKET LEADER

IN RACE SERVICE AND  
AUTOMATED SKI SERVICE

With four decades of experience and more than 1350 automated ski service machines sold around the world, WINTERSTEIGER has also become the global market leader in racing service solutions. Daniel Steininger, Head of business field SPORTS: "For many years, big-name racing teams have been won over by manual WINTERSTEIGER

machines.

Due to the high machine quality and precision servicing results, more and more racing skis are being ground on our Discovery and Mercury servicing machines. This really is a ringing endorsement of our machines."

## Welcome to the Race Lab!

After gathering feedback from ski associations and manufacturers, the company demonstrated in the Race Lab at ISPO why several major names in the racing ski industry rely on machines from Ried.

More information: [www.wintersteiger.com/racelab](http://www.wintersteiger.com/racelab)



## Excellent medal results

Ski world championships in Åre and Seefeld

Now that the ski world championships in Åre and Seefeld are over, ski associations and ski companies have been counting their medals. WINTERSTEIGER can be particularly proud of its achievements as the majority of all the medals were won on skis ground on machines provided by the Austrian ski service specialist. Even for the medals claimed by ski

companies such as Atomic, Fischer, Head, Rossignol, and Salomon, grinding was largely carried out on WINTERSTEIGER machines.



**Gold, silver and bronze for the  
Race service machine Race NC**

# Congratulations due for automated ski servicing machines!

WINTERSTEIGER installed a total of 116 automated machines for the 2018/19 season.

We thank all involved for the excellent cooperation!

## AUSTRIA

Arx Hotel KG, Schladming  
Franz Überbacher, Leibnitz  
GW Gruber & Wulschnig, Bad Kleinkirchheim  
Intersport Flory, Filzmoos  
Intersport Gschwantler, Brixen im Thale  
Josef Kupfner Gmbh, Gerlos  
Mietski.Com Gmbh, Saalbach  
ÖSV Skiservicestelle, Bramberg  
Schi-Lenz Reiter Gmbh & Co KG, Rohrmoos  
Schuhe und Sport Lachmayer Gmbh, Krimml  
Schuh-Ski Sportartikelhandel, Bad Ischl  
Ski Pro, Zell am See  
Skicenter Stoll Gmbh, Söll  
Sport Gotthard, Hittisau  
Sport Huber, Kappl  
Sport Rest Gmbh, St. Margarethen  
Sport Scherz, Donnersbachwald  
Sport Suli Gmbh, St. Georgen  
Sporthaus Strolz, Zürs am Arlberg  
Steiner Johann, Matrei/Osttirol

## GERMANY

Alpin + Fashion, Burgstetten  
Conrad Gmbh, Iffeldorf  
Gürteler Sport Gmbh, Eglharting  
Krauss Sport, Renningen  
Michetschläger Sport, Perlesreut  
Pilz Sport + Freizeit, Meschede-Enste  
Sport Albert, Tannenbergesthal  
Sporthaus Haisermann GmbH, Lindenberg  
Ski Performance, Garmisch-Partenkirchen  
Ski Schule Sprengel, Garmisch-Partenkirchen  
Sport65, Weinheim  
Sport Waibel, Bad Hindelang  
Sportförderungsgruppe, Bischofswiesen  
Waxl Stubn, Ismaning

## SWEDEN

Kaisers Skidbod Stöten, Sälen  
Karin Backmans Sportbod AB, Lofsdalen  
Rentski AB, Stöllet  
Sportshopen Grönklitt, Orsa

## NORWAY

Intersport Beitostolen As, Beitostolen

## NETHERLANDS

Sea en Ski, Kortrijk

## SWITZERLAND

Adventure Sports AG, Frauenfeld  
Banzer Sport + Mode, Thusis  
Central Sport, Wengen  
Chabloz Sports, Saint Luc  
Future Service Gmbh, Zuzwil Sg  
Glacier Sport, Saas Fee  
Monnet Sports, La Tzoumaz  
Pellissier Sports, Martigny  
Sportshop Karrer AG, Laufen  
Suter Sport, Stoos  
Technical Service Davos Gmbh, Davos Platz  
Z - Sport, Gstaad  
Zermatten Sports, Crans Montana

## ITALY

Berthod, La Thuile  
Costa, La Villa  
David'S Rental, Livigno  
Ermanno Sport Snc, Gressoney-La-Trinité  
Immobiliare Scuola Sci Selva Srl, Selva Val Gardena  
Moda Sport, Folgaria  
Noleggio Sci Telecabina Grosté, Madonna di Campiglio  
Point ski rent, Livigno  
Rent and Go Falcade, Falcade  
Rent a Sport Exclusive, St. Walburg  
Rentaski Srls, Reischach - Bruneck  
Rino Demetz & Co. Sas, Santa Cristina  
Rosskopf 2000 Gmbh, Sterzing  
R.T. & S. S.A.S., Ortisei  
Sport Kostner, Corvara  
Sport Star Snc, Pozza di Fassa  
Tony Sport Snc, Sèn Jan di Fassa  
Vertigo, Livigno

## SPAIN

David Selles Algado, S.L., Sierra Nevada, Granada  
Ski Service Baqueira Beret S.A., Salardu, Lleida  
Ttadusa, Masella - Alp, Girona

## SLOVENIA

Extreme Vital - Specialized Elite Shop, Ljubljana  
Ski Servis Unitur Rogla, ZREČE  
Sport Bernik D.O.O., Kranjska Gora  
Vita, Marketing, Trgovina in Sport, Trebnje

## SOUTH KOREA

Alchemist, Seoul

## FRANCE

Alpe Developpement, Vaulnaveys Le Haut  
Be Sports Cie Sarl, Gourette  
Decathlon, Bretigny  
Decathlon, Bouc Bel Air  
Sport 2000 Gozzi Sport, Voiron  
Sport Boutique, La Clusaz  
Sports Confort, Montclar  
Val Sports Sa, Manigod

## USA

A Racer's Edge, Breckenridge, CO  
Big Sky Resort, Big Sky, MT  
Boone Mountain Sports, Ltd, Evergreen, CO  
Boyne Country, Novi, MI  
Boyne Country Sports, Boyne Falls, MI  
Footloose, Mammoth Lakes, CA  
Mt Mansfield Co - Stowe Mt Resort, Stowe, VT  
Park City Mtn. Resort, Park City, UT  
Pedigree Ski Shop, White Plains, NY  
REI, Salt Lake City, UT  
S & W Sports Inc., Concord, NH  
Smugglers Notch Ski Resort, Jeffersonville, VT  
Sport Thoma, Bethel, ME  
Sunday River, Newry, ME  
Village Ski & Sports, Franklin, MA

## CANADA

Boutique de ski wax, Mansonville  
Les sommets de la vallée Inc., St-Sauveur  
Sporting Life, Brossard  
Tamarek Lodge, Invermere  
Whistler Blackcomb, Whistler

## CZECH REPUBLIC

Hannah Czech A.S., Plzen  
Helia Sport, Olomouc  
Jirak Sport, Monínec  
Ski Areal Olesnice Na Morave, Olesnice Na Morave  
Ski Blazek, Cesky Brod  
Zebra Stores, Brno - Stred

## ANDORRA

Esports Cubil, L'Aldosa - Canillo  
Esports Saint Moritz, Arinsal  
Eurexpo, Chassieu Cedex



## Race-ready skis straight from the automated machine

Sport Gürteler in Eglharting/Kirchseeon

The new Discovery dssdp at Sport Gürteler was equipped with 5 modules in the order 'disc, stone, stone, disc, and polishing'. There is a very good reason for this unusual configuration.

Junior Manager and racing service professional Andre Gürteler explains: "The biggest advantage of the new machine is the two grinding stone modules and the two disc modules. I use the first disc to remove the burrs from the edge, so that it doesn't damage the structure of the stone. The first grinding stone carries out the pregrinding, the sec-

ond grinding stone provides the actual structure. The disc that follows is a hard, very fine disc. It makes the edges very sharp and even. Finally, the polishing module makes the lower edge completely smooth and burr-free. If I hold the edge up to the light, I can see just how even it is." It is important to Andre Gürteler that he is able to offer a very high-quality

service and can use the Discovery to make the skis race-ready. I grind skis for a number of professional ski racers, including a female racer in the top 3 and a male racer in the top 5. They are extremely happy with my work and come in almost every week. They don't need to do anything else to their skis and rely completely on me."





# Faster skis with the Scout grind

Sport Gotthard in Hittisau/Bregenzwald

Owner Andreas Spettel originally wanted to renew his manual ski service machines – a Micro for base grinding and a Trim 71 for edge grinding. For space reasons, he decided to automate his workshop and invested in a Scout automated ski service machine with racing service package – the smallest automated machine variant requires less space than 2 manual machines. The service quality has also improved significantly.

Andreas Spettel says: “As a specialist shop for ski racers and professional athletes, we really value the accuracy, the exact angles, and the many different base structure possibilities that are available to us.” Workshop Manager Dietmar Schwarz adds: “I love to try new things and this machine makes that fun. For example, I can now grind a

central strip on the base, meaning that the structure is only in the middle. Many of our customers are ski racers. They have confirmed that their skis are now even faster and that there is a significant difference

compared to the old machine. One of our customers is a FIS skier and is particularly pleased with our work – he managed to qualify thanks to the skis ground by us. It’s great to get such positive feedback.”



Sport Gotthard in Hittisau, specialist shop for racers and professional athletes



Andreas Spettel with the Scout with racing service package

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## Good planning is half the battle

Sportcenter Rudi Huber in Wagrain

In 2015, Sport Huber in Wagrain tasked architect Erich Pommer with the modernization of the ski rental outlet at the Grafenberg valley station. He was also appointed to design the new 500-m<sup>2</sup> sports shop in Grafenberg. "Erich Pommer took on everything from the planning to the implementation and brought several ideas to the table that have proven to work excellently," says Rudi Huber Jr. enthusiastically about the successful building project.

### Clear shop division.

As fashion is becoming increasingly important for the sports retail sector, this trend was given priority. The ski rental outlet with Easystore Flex ski racks is therefore located at the back of the shop. This ensures a clear separation between the fashion, accessories, and rental areas. The

rental racks with Optima driers for ski boots and helmets are separated from the sports shop by a wall with two entrances, the ski models being clearly displayed on the wall. This solution means that the customers and the textiles in the shop are not affected by the sounds and smells

produced by the drier. At the side of the ski rental outlet is an entrance-way to the Hotel Adapura, which will have 500 beds when it opens in December 2019. The ski rental outlet was planned in such a way that even when the hotel is fully booked, everything will still run smoothly.



© Klemens Klinger



© Klemens Klinger

A well-structured sports shop with clear division into fashion, accessories, and ski rental areas



© Klemens Klinger



# Easystore Flex – as individual as our customers!

Sportshop Lintner in Alpbachtal

The new Sportshop Lintner was also realised with architect Erich Pommer.



Easystore Flex oversized rental trolleys with Optima drying modules

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## Cooperation between WINTERSTEIGER and architect Erich Pommer.

Erich Pommer, CEO of „Kraft:Werk Architektur“ in Innsbruck, has already carried out a number of projects with WINTERSTEIGER

customers, who benefit from his wealth of experience in shop fitting and interior design.

[www.kraftwerkarchitektur.com](http://www.kraftwerkarchitektur.com)



© Bernhard Hörtnagl, fib-photo.com



## Easystore Flex – a capacity miracle

Sport 2000 Ruetz in Westendorf

Andreas Ruetz chose the Easystore Flex rental system with wide front panels for his new ski rental outlet. In order to make the 40 m<sup>2</sup> space seem bigger, one side of the L-shaped rental system is dark gray and the other side is white. Not only does the ski rental outlet look perfect, it is also a small miracle in terms of storage capacity, with space for around 1,000 pairs of skis. Helmets and ski boots area dried quickly and efficiently in Optima driers.

Owner Andreas Ruetz is very pleased with the new rental system, even after just one winter season. He explains: “Everything works perfectly; the rental items are stored in a clear manner and easy to access. The ski racks are also very easy to use. It’s a pleasure to work with!”



Andreas Ruetz is very pleased with his new ski rental outlet



1,000 pairs of skis are stored in just 40 m<sup>2</sup>





# Design in wood look

Sport Scherz in Donnersbachwald



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SKI DEPOT

EASY RENT

BOOTBOG HOT TONIC



## New location: ski rental at the hotel

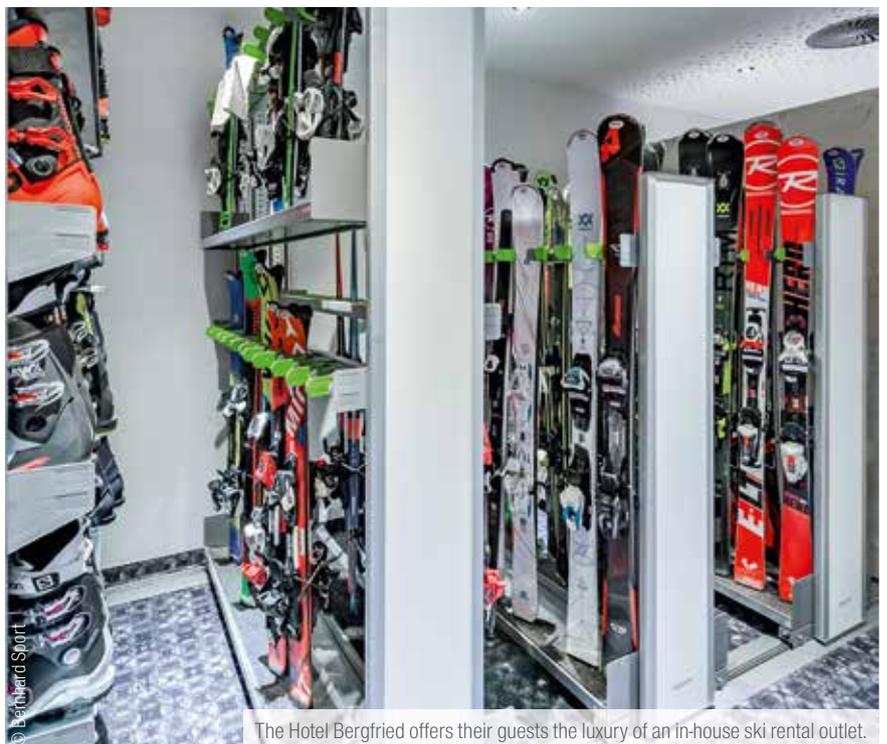
Bernhard Sport & Mode in Tux-Lanersbach

Since its renovation in 2018, the four-star Hotel Bergfried in Tux-Lanersbach im Zillertal has been able to offer its guests the luxury and convenience of renting their skis and snowboards from a ski rental outlet within the hotel itself. Easystore Flex rental racks allow 350 rental articles to be stored in a compact space. The Easyrent online system, which has been specially tailored to the hotel's needs, allows guests to reserve their skis for their holiday in advance.



© HOTEL BERGFRIED TUX

Bernhard Stöckl, long-time WINTERSTEIGER partner and owner of „Bernhard Sport & Mode“, manages the „Bernhard Skiverleih“ rental outlet at the Hotel Bergfried. He explains: “Ski rental is an important service for the hotel and the guests are very keen to make the most of it. And for us it is of course great to be so close to the customers.”



© Bernhard Sport

The Hotel Bergfried offers their guests the luxury of an in-house ski rental outlet.

# Rental projects 18/19

## AUSTRIA

Arx Hotel KG, Schladming  
Axamer Lizum Aufschließungs AG, Axams  
Bergbahnen Ellmau-Going, Ellmau  
Check In Schiverleih Gmbh, Saalbach  
Gargellner Bergbahnen Gmbh & CO KG, Gargellen  
GW Gruber & Wulschnig, Bad Kleinkirchheim  
Haselsberger Kogler Gesnbr, Fieberbrunn  
Hervis Sport und Mode Gmbh, Schladming  
Hervis Sport und Mode Gmbh, Saalbach  
Intersport Arena, Flachau  
Intersport Frühstückl, Tamsweg  
Intersport Maria Alm, Maria Alm  
Sportshop Lintner, Alpbach  
Mietski.Com Gmbh, Schlitters  
Passler Maximilian, St. Jakob / Defreggental  
Ruetz Gmbh, Westendorf  
Schuh-Sport Kendlbacher KG, Großarl  
Schwaiger Scharfetter Gmbh, Bad Hofgastein  
Ski Dome Oberschneider Gmbh, Kaprun  
Skischule Zarre, Hochrindl  
Skiverleih Arena, Zell am Ziller  
Sport & Mode Natter, Mellau  
Sport Bründl Gmbh, Kaprun  
Sport Noichl, Kitzbühel  
Sport Pichler Gmbh, Mariapfarr  
Sport Scherz, Donnersbachwald  
Sport Schober Gmbh, Bad Gastein  
Sporthütte Fiegl Gmbh, Sölden  
Stefan Margreiter Gmbh, Wildschönau  
Wander- und Familienhotel Erika, Wagrain

## GERMANY

Ski- und Snowboard-Schule, Ruhpolding

## SWITZERLAND

Alex Sports, Crans Montana  
A-Z Sports & Fashion AG, Saas Fee  
Bike World Pratteln, Basel  
Hallenbarter Nordic AG, Obergesteln  
Do Sports, Grimentz  
Perraudin Sports, La Tzoumaz  
Radisson Blu Hotel Reussen, Bürglen Ur

## SPAIN

Copos, S.L., Badalona  
Estacion Alpina Cotos, S.A., Badalona  
Snow Ink, Badalona

## SWEDEN

Kaisers Skidbod Stöten, Strömstad

## ITALY

Decathlon Italia Srl, Lissone  
Decathlon Muggia, Lissone  
Decathlon Torri Di Quartesolo, Lissone  
Drei Zinnen AG, Innichen/Vierschach  
Gross Sport, Pozza Di Fassa  
Hotel Cristallo, Corvara  
Hotel Europa, Formigliana  
Il Laboratorio Snc, Pinzolo  
Mountain Life Snc, Campitello di Fassa  
Noleggio Sci Andalo Snc, Andalo  
Rental Aremogna, Roma  
Scuola Sci Ortisei, Ortisei  
Snow Sport Srl, Pinzolo  
Sport Tre Tre Snc, Madonna Di Campiglio  
Telemark Srl, Champoluch

## FRANCE

Chalet Quezac, Tignes  
Gauthier Sports, Vars  
Ginter Sarl, La Rosiere  
Godille (La), Les Menuires  
Intersport, Chatel  
Intersport L'Olympique, Morzine  
Jean Prost Sports, Les Rousses  
Les Flocons, Bellentre  
Locaskis Sports, Brignoud  
Maeva Sports, Les Agudes  
Magnin Sports, Megeve  
Marechal Sport, Villard De Lans  
Marin Sports Sport 2000, Combloux  
Mottaret Ski Evasion, Mottaret  
Piccard Sport Sarl, Les Saisies  
Pleney Sports, Morzine  
Saint Gervais Sports, St Gervais Les Bains  
Saril Sibert Sport 2000, Allos  
Sas Fdh Chamonix, Chamonix Mont Blanc  
Sports Evasion Eurl, Embrun  
Sports Simond Sarl, Risoul  
Surf Ski Shop Alparena, La Rosiere  
Top Ski Sarl, Valmeinier

## DENMARK

Amager Bakke, Copenhagen

## FINLAND

Levi Ski Resort Ltd. Oy, Turku  
Ski Saariselkä Oy, Turku

## SERBIA

Hotel Gorski, Kopaonik

## USA

Alpine Sports, Breckenridge, CO  
Aspen Resort, Aspen, CO  
Big Sky Sports, Big Sky, MT  
Black Tie Ski Rentals, Avon, CO  
Charter Sports, Avon, CO  
Corner Sports, Llc., Park City, UT  
Department Of Homeland Security, Newport, VA  
Ft. Carson Outdoor Rec Cmplx, Fort Carson, CO  
Grizzly Outfitters Inc., Big Sky, MT  
Jackson's Base Camp, Park City, UT  
Killington Ltd., Killington, VT  
Northstar, Truckee, CA  
OC Snowsports, Costa Mesa, CA  
Powder Hound Ski Shop, Girdwood, AK  
Snowshoe Mountain Resort, Snowshoe, WV  
Taos Ski Valley, Taos Ski Valley, NM  
The Snowpine Lodge, Alta, UT  
Venture Sports, Avon, CO  
West Point Ski Slope, West Point, NY  
Westgate USA, Buena Park, CA  
Whiteface Mountain, Wilmington, NY  
Winter Park, Denver, CO  
Yellowstone Club, MT

## CANADA

Black Tie Rental Of Whistler Inc., Whistler  
Big White Ski Resort Ltd., Kelowna  
Whistler Village Sports, Whistler

## BULGARIA

Infosport Ood, Sofia

## CZECH REPUBLIC

Hotel Fit Fun, Ricany-Jazlovice

## RUSSIAN FEDERATION

Glk Manzherok Ao, Manzherok  
Krasnaya Polyana Npo, Sotschi

## UZBEKISTAN

Amirsoy, Tashkent

## JAPAN

Tat Inc., Fuchu-Shi, Tokyo

## ARGENTINA

Scandinavian Outdoors S.A. ,  
San Isidro - Pcia. Buenos Aires



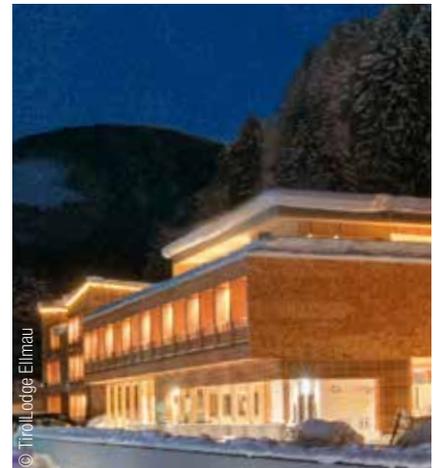
## Intentionally uncomplicated

### Tirol Lodge in Ellmau

„Things should be as uncomplicated as possible,“ says hotel director Maik Röbekamp, explaining the concept behind the Ellmau-Going Mountain Railway Hotel, which opened in December 2018 right next to the cable car. At the same time, the Tyrol Lodge spoils its guests with everything that is important for a successful holiday: a varied hotel programme, state-of-the-art entertainment technology in the room, heated outdoor pool and much more. The hotel manages without a lot of technology. In the underground car park, where every guest automatically has a parking space, guests drive, for example, without a ticket and without a permanently allocated space.



Hotel Manager Maik Röbekamp



© Tirol Lodge Ellmau

### „Ski in, ski out“ – no diversions.

The three ski cellars with 300 spaces fit perfectly with the concept of the hotel. This hotel is not interested in unnecessary frills: the guests store their skis on open Easystore ski stands and hang their ski boots on the Premia wall boot driers. “The ski cellars

have two key functions – storing skis securely and ensuring that the guests’ ski boots are warm and dry. They do both of these things perfectly. The guests have no set spaces and do not need to buy any extra tickets. We never ask them if they would like to book

the ski depot separately,” says Maik Röbekamp. The unique concept of an open lodge that offers guests a wide range of options and plenty of freedom has proven to be very successful – even after just one season, the hotel is already considering an extension.



© Klemens Klinger



© Klemens Klinger



## New ski depot with Steurer Systems

Warm Springs Lodge, Sun Valley in Idaho

Warm Springs Lodge in Sun Valley was built in 1992. A fire devastated the lodge last spring, leaving only steel columns and huge concrete walls. The changing rooms on the 2nd floor also fell victim to the fire and had to be replaced. WINTERSTEIGER was commissioned to re-equip the ski depot. Together with our new partner Steurer, we were able to install the depot system to the client's complete satisfaction in the shortest possible time. In addition to the locking system with PIN code, the company management chose a very beautiful, individual wood look for the doors that matched the building. The seasonal ski depot is an important part of the newly built Warm Springs Lodge.



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## Depot projects 18/19

### AUSTRIA

Bergbahnen Aineck, St. Margarethen im Lungau  
 Hinteregger Christian, Bad Kleinkirchheim  
 Hotel Weißes Rössl, Kitzbühel  
 Löb Joachim, Maria Alm  
 Skiverleih Lederer, Bad Gastein  
 Sport 2000 Herzog, Bramberg  
 Sport Scherz, Donnersbachwald

### SWITZERLAND

A-Z Sports & Fashion AG, Saas Fee  
 Bergbahnen Engelberg-Trübsee-Titlis, Engelberg/Ow  
 Bergbahnen Meiringen-Hasliberg AG,  
 Hasliberg Wasserwendli  
 Cesar Sport Express, Saas Fee  
 Do Sports, Grimentz  
 Fam. Leni und Thomas Müller-Julen, Zermatt  
 Familie Norbert Julen, Zermatt  
 Hotel 4 B Development AG, Andermatt  
 Hotel Europe, Zinal  
 Hotel Perren, Zermatt  
 Iris Supersaxo, Saas Fee  
 Kittel architect  
 Mayens De Veyonnaz, Veyonnaz  
 Mountain Resort Real Estate Fund, Lausanne  
 Remontées mécaniques, Zinal  
 Sunstar Hotel Saas Fee, Saas Fee

### ITALY

Ciminelli Ski, Ovindoli  
 Ermanno Sport Snc, Gressoney La Trinitè  
 Hotel Armentarola, San Cassiano  
 Hotel Belaval, Selva Gardena  
 Hotel Europa, Breuil Cervinia  
 Hotel Gran Ciasa S.A.S., Colfosco  
 Hotel Pfösl, Deutschnofen  
 Hotel Schwarzenstein, Lutlach  
 Proloco Di Bolbeno, Borgo Lares  
 Rifugio Friedrich August, Canazei  
 Scuola Sci 5 Laghi, Madonna di Campiglio  
 Ski Line S.R.L., Cesana Torinese  
 Skisalon KG, Olang

### FRANCE

Creperie Sarl, Montricher Albanne  
 Elevation Alp, Morzine  
 Sacmac, les Karellis  
 Ski technic, La Tania

### ANDORRA

El Torb, Le Pas De La Case

### USA

Jackson'S Base Camp, Park City, UT  
 Taos Ski Valley, Taos Ski Valley, NM  
 The Snowpine Lodge, Alta, UT  
 Wintergreen Ski Rental, Wintergreen, VA

### RUSSIAN FEDERATION

Glk Manzherok AO, Manzherok

### AUSTRALIA

Grimus Ski Centre, Mount Buller

**NEW**

## Aircleaner OZONOS®

Odour removal and air cleaning device.

The „fresh air wonder“ OZONOS® eliminates bacteria, viruses, germs and odors with an innovative patent that makes use of the advantages of ozone. Although ozone is a very powerful oxidizer, it has a very short life. When ozone is confronted with odors, bacteria, germs or viruses,

they are completely eliminated by the extra oxygen atom. In this process, the extra oxygen atom is consumed and nothing remains.

Simply set up and bacteria, viruses and yeast and mold spores in the air and on surfaces can be effectively

and quickly eliminated – in rental rooms, workshops, toilets, living and working spaces.

- Suitable for room size 50 – 150 m<sup>2</sup>
- With UVC lamp 1x8 W (lifetime of the lamp approx. 10,000 hours)
- Ozone concentration: 0.048 ppm, designed for 24/7 use and thus safe for people who are permanently in the same room

OZONOS®



## CAPTODOR®

Disinfection and Deodorization for the ecological treatment of ski boots, snowshoes and other protective equipment during sports activities.

- Non-flammable, non-toxic, not corrosive
- Biodegradable, environmentally and user friendly
- Allows the permanent removal of odors by deep treatment



## Easyrent can do more

Each year, the Easyrent rental software from WINTERSTEIGER impresses numerous customers who were not happy with their original software solution. Their appraisals all underscore the advantages of the system: module and interface flexibility, stability, speed, and reliable technical support. More than 1000 satisfied license owners around the world stand as testament to its quality and reliability.



© stock.adobe.com



## The switching to Easyrent brings more stability

NTC Sport in Oberstdorf

NTC Sport decided to switch to the Easyrent rental software, which it uses for merchandise management, automatic article imports, depot reservation, digital signature pads, and data replication. The software also has interfaces for credit cards, Skidata ticket sales, and Waldhart ski school ticket sales.

Managing Director Martin Tykal explains his decision: "Easyrent has made the process considerably quicker. The software is much more

stable than our old system and we almost never have any problems. There are many things that Easyrent makes easier for us, such as invoic-

ing and statistics, or allocation at the adjustment desk, but the main benefit is the automatic sales article import."



© Manfred Felder



© Manfred Felder

From the entry-level solution to the top-of-the-range package



## Easyrent in Switzerland

Roger Bayard, Bayard Sport in Zermatt:

“Using the Easyrent interface to our partner shops has made controlling much easier, faster, and simpler. We know the status of every item in our rental stock at all times.”



Nico Pesko, Pesko in Lenzerheide:

“Easyrent allows me to communicate with several different reservation platforms at the same time and makes it easy to handle customer requirements without any issues.”



Wolfgang Gruber, Meini Sport & Mode in Laax:

“The Easyrent interface to the ADVARICS merchandise management system works perfectly and makes day-to-day operations considerably easier.”



Marco Holzer, Holzer Sport in Bellwald:

“Using Easyrent means that I always have access to a reliable partner for support. Fast, simple, and focused on solutions!”



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**BOOTDOC**  
TUNE YOUR FEET

[boot-doc.com](http://boot-doc.com)  
[hotronic.com](http://hotronic.com)

## Your specialist for customized athletic footwear

BOOTDOC designs unique solutions for active feet that guarantee excellent comfort and performance when taking part in sport. What sets BOOTDOC apart is the most innovative analysis methods and products that are designed to meet the individual needs of each customer – specifically customers who seek out the latest advancements in development and technology.

BOOTDOC strives to be a part of this journey by supporting their feet and developing the tools for them to improve their performance.

**HOTRONIC®**  
HEATING SYSTEM

HOTRONIC Heat Socks, Foot Warmers and boot and glove dryers complement the product range for customers.



## Provide a service and showcase excellence: All with the Vandra 3D foot scanner

Intersport Begro Gießen in Marburg and Limburg

Timo Weimar, Store Manager in Marburg, on the advantages of the 3D foot scanner: “The 3D analysis system from BOOTDOC is an incredibly helpful tool for our sales specialists when they are selling ski boots. It provides us with all of the important data about the foot in a very fast and clear manner, enabling us to find the right ski boot with the perfect fit for our customers. Our specialists can carry out a fast and accurate 3D analysis of the foot using the BOOTDOC scanner. The shop employees can therefore reduce the selection of ski boots that the customer needs to try on down to 2 or 3 pairs.” The 3D representation of the foot clearly demonstrates to the end customer that an insole is absolutely essential for increased comfort. And he adds: “Service and competence are becoming increasingly important for main street stores – the BOOTDOC 3D Scanner helps us to excel at both!”



## 100 % customer satisfaction with Autofit

Sporthaus Kaps in Solms

Boot fitter Klaus Weber sings the praises of the new Autofit fitting system for insoles: “After just one season using the new BOOTDOC Autofit system, we have already noticed a number of advantages in comparison to our old fitting system: The simple, fast, and automated procedure means that all of our employees can fit BOOTDOC insoles with excellent results. We achieved 100 % customer satisfaction thanks to the new Autofit, which also means that sales of insoles have increased considerably this season – and that in conjunction with an increased average sale price.”



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## Automatic insole adjustment – automatic insole sales.

Intersport Pilz in Hartberg

For Intersport Pilz, boot fitting has been a part of everyday life at Intersport Hartberg for many years. The store is excellently equipped with the Vandra 3D foot scanner and the new Autofit insole fitting device. Store Manager Thomas Bierbauer tells us about his experiences.

**WINTERSTEIGER:** This season you started using the new Autofit, which automatically adjusts insoles. What are the advantages from your point of view?

**Thomas Bierbauer:** We use the Autofit every day and we are very pleased with it. Previously we had just two loose cushions. This device allows the customer to sit down comfortably during the fitting process, which is considerably better. It also puts on a good show. The other customers watch it working and want to try it out, meaning that we can sell more insoles. We mainly use the Autofit for the more expensive 3D insoles.

**WINTERSTEIGER:** How are you colleagues finding the Autofit? Is it easy to use?

**Thomas Bierbauer:** After a short training session, the Autofit is very easy to use. Everyone gets the hang of it once they have done it once – whether they are an apprentice or a workshop technician.



Store Manager Thomas Bierbauer using the new Autofit insole fitting system

© Bernhard Bergmann

**WINTERSTEIGER:** You also use the Vandra 3D foot scanner – do you use it in summer too?

**Thomas Bierbauer:** Yes, we also offer boot fitting services during the summer season. The scanner can



The Vandra 3D foot scanner can be found in the running department from March onwards.

be found in the running department from March onwards. We have a coaching zone where we carry out a running analysis on the treadmill and we scan every customer using the scanner. This makes it much easier to demonstrate why everyone needs insoles. The customers are aware that their gait is not quite right, but it's only when they see it for themselves that they understand what we are talking about. The Autofit is located 5 meters away in the hiking department.

**WINTERSTEIGER:** How is it from a time perspective? Does it save you time?

**Thomas Bierbauer:** In winter it saves time, as I can reduce the selection of ski boots the customer has to try on to just 2 or 3 models. In summer it probably takes a little bit longer, but it's worth it as I can conclude more sales. We can upsell the insoles and the customer gets something out of it.

Above all, boot fitting is an important unique selling point that sets us apart from online companies. Customers can't get their insoles fitted via the internet! Visiting a specialist who lives and breathes boot fitting is a no-brainer. For example, we get customers who have to wear heavy work shoes and who want to have insoles made.

**WINTERSTEIGER:** Thank you very much for this fascinating insight.

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