

# WINTERSTEIGER NEWS



## Dear valued WINTERSTEIGER partner,

The Olympic winter is over, and we saw very different weather conditions north and south of the Alps. The high points of the season still brought stable numbers of visitors to the Alps, however. Service workshops were busy north of the Alps in particular, as the compact snow there meant sharp edges played a vital role in guaranteeing fun and safety for winter sports enthusiasts. Having the right machinery ensures that sports equipment can be treated and restored to high quality levels.

To be able to cover the different needs of each service workshop even more effectively, WINTERSTEIGER is now launching a new line of manual stone and belt grinding machines called Omega. Omega machines are highly flexible and can be configured in various ways, which allows you to upgrade a basic machine with additional packages to suit your individual needs. The top-of-the-line machine with the racing-plus package provides the racing service professionals among you with a wide range of base structure options. In addition to high quality standards, other priorities when the line was being developed included creating ergonomic, space-saving designs and developing machines that offer great operator comfort. The Omega is a solution for all users – from the beginner to the professional.

We have also provided you with some interesting customer reports from shops, depots and service centers that have been renovated or modernized. To make winter sports enthusiasts' vacations even more enjoyable, more and more partners are turning to the BOOTDOC product line. This issue tells you about innovations that could increase your sales and profit margin figures.

You'll also find information about new products and improvements to help you optimize your business.

We hope you enjoy reading the WINTERSTEIGER News and wish you a great summer.

Sincerely  
Wolfgang Berghammer



Page 2



NEW: the flexible  
Omega family

Page 8



Switzerland's biggest ski  
rental pioneer turns 80

Page 9



Successful in Sochi

Page 14



Cross-country skiing  
expert opts for  
Easystore Flex

Page 16



Rental Station? Bar?  
Restaurant?

Page 20



NEW: "Hotronic  
heated" feet

## 2014 WINTERSTEIGER Tuning and Boot Fitting Clinics

**Recreational:** Laval, October 7 – 8

**Alpine Race:** Laval, October 9 – 10  
Park City, October 14 – 15

**Nordic Race:** Park City, October 16 – 17

**Bootfitting:** Waitsfield, September 22 – 23

Laval, September 25 – 26

Salt Lake City, October 2 – 3

For more information and to schedule call the service department  
Clinics in the USA 866.590.8977, Clinics in Canada 800.465.7559



WINTERSTEIGER



# NEW: THE FLEXIBLE OMEGA FAMILY

Stone and belt grinding machines for rocker, v-shape, carver, snowboards and cross-country skis.

With our Omega line, WINTERSTEIGER now offers you a wide range of possibilities for customizing your ski and snowboard service – possibilities that used to be available only with automated systems. Thanks to a variety of equipment packages, both service professionals and racing specialists can configure the Omega machines to meet their needs exactly.

## Your benefits summed up:

- Easy to operate due to a new ergonomic design
- Optional equipment packages for individual needs
- All controls positioned within easy reach
- Rugged design and space-saving machine concept
- Touchscreen display with "Easy Go"- quick selection buttons
- Entry-level model without pneumatic system (no compressed air required)
- Large selection of consumables

Omega product page







## Customize machine performance, package by package!

Racing-plus package		
Structure package	Feed package	Spray and filter package
Omega S / RS		
<ul style="list-style-type: none"> <li>■ An even more precise grinding pattern for the racing specialist</li> <li>■ Fine-tunable structure depth (steps of 0.01 mm) and a two-sided diamond feed</li> <li>■ Virtually unlimited structure versatility and parameter-controlled structure suggestions</li> <li>■ Custom structures (e.g. wave and arrow) thanks to a centering unit</li> </ul>	<ul style="list-style-type: none"> <li>■ Servo-controlled pressure curves for consistent grinding pressure</li> <li>■ Consistent results even when using grinding bridges</li> <li>■ Choice of control pedals for ergonomic use</li> <li>■ Optional feed wheels</li> <li>■ Dry feed rollers thanks to the stone cover on the RS 150 and RS 350</li> </ul>	<ul style="list-style-type: none"> <li>■ Intelligent water spray with use of automatically controlled water valves</li> <li>■ Optimum stone cleaning thanks to improved pump performance</li> <li>■ Fine filter for improved water quality</li> </ul>
Omega SBI / RSBI		
<ul style="list-style-type: none"> <li>■ An even more precise grinding pattern for the racing specialist</li> <li>■ Fine-tunable structure depth (steps of 0.01 mm) and a two-sided diamond feed</li> <li>■ Virtually unlimited structure versatility and parameter-controlled structure suggestions</li> <li>■ Custom structures (e.g. wave and arrow) thanks to a centering unit</li> </ul>	<ul style="list-style-type: none"> <li>■ Consistent results even when using grinding bridges</li> </ul>	<ul style="list-style-type: none"> <li>■ Intelligent water spray with use of automatically controlled water valves</li> <li>■ Optimum stone cleaning thanks to improved pump performance</li> <li>■ Fine filter for improved water quality</li> </ul>



You can choose from a variety of individual packages which, all told, result in the Racing-Plus Package.



## BD TAPEVENE RUN R9

Targeted fixing of the ankle joint and an optimized gradual compression effect at the same time are the outstanding properties that this world first offers! The tape function acts like a stirrup, fixing the heel and ankle joint in place. The tape effect alone helps to prevent overpronation or supination!

- Gradual compression: 15 – 20 mmHg
- Reinforcement in the Achilles tendon area
- Stretch zones on the sole, breathable
- Material: 50 % cotton, 10 % bamboo fibers, 20 % nylon, 20 % Lycra
- Sizes: XS – XXL







# Mercury and Discovery take off!

WINTERSTEIGER was able to install 71 new machines in the 2013/14 season: 41 Mercury and 30 Discovery. Our principle of supplying every customer with tailored machinery was confirmed by the different machine configurations we offered (see the list below). Five different processing modules – the belt, the stone, the disc, the polishing and the finishing module – and two body sizes offer absolute flexibility.

**Congratulations to these customers on their new machines!**

6 modules

Discovery sdsdpf	A.S. Adventure
Discovery sdsdpf	Future Service
Discovery sdsdpf	Intersport Schönherr
Discovery sdsdpf	Sport Brugger

Hoboken – BE  
Flawil – CH  
Neustift – AT  
Sölden – AT

Mercury L sds  
Mercury M ssd  
Mercury L sdp  
Mercury L sdp  
Mercury M sdf  
Mercury L sdp  
Mercury L sdp  
Mercury L sdp  
Mercury L sdf

Planet Service  
**Planète Sports Magog**  
 Rent and Go Handels GmbH  
 S.F. Sports  
**Ski Santa Fe**  
 Harfa  
 Sport Böhme GBR  
 Sportlifee  
 Wiki

Champoluc Ayas – IT  
**Magog – CA**  
 Kaltenbach – AT  
 Gilching – DE  
**Albuquerque – US**  
 Prague – CZ  
 Konstanz – DE  
 Trento – IT  
 Slatinany-Skvorád – CZ

5 modules

Discovery sdsdp	Amer Sports
Discovery bssdp	Decathlon Italia
Discovery bssdp	Decathlon Service Center Nord
Discovery ssdpf	Killy Sports <sup>2</sup>
Discovery ssddf	Kirschner Sport & Mode
Discovery bssdd	Rent for Fun
Discovery ssdpf	Ski Clinic
Discovery sdsdf	Sport Eybl Shop <sup>3</sup>
Discovery sdsdf	Sport Schmid
Discovery sddsp	Sportshop Karrer <sup>4</sup>
Discovery sdsdp	Tryvann Skisenter

Hagendorn – CH  
 Basiano – IT  
 Lille – FR  
 Val d'Isère – FR  
 Serfaus – AT  
 Mayrhofen – AT  
 Cluses – FR  
 Bergheim near Salzburg – AT  
 Fiss – AT  
 Laufen – CH  
 Oslo – NO

2 modules

Discovery	Bernhard – Sport & Mode	9
Discovery sd	Gebrüder Hochreiter GmbH & CO KG	
Discovery sd	Gaby Sports	
Discovery sd	Berthod Sport	
Mercury M bs	Aubert Sports	
Mercury M sd	Do-Sports	
Mercury M sd	DP "Play"	
Mercury M sd	Engelhorn Sports	
Mercury M sd	Green Mountain Valley School	
Mercury M sd	La Genzianella Sport Noleggio	
Mercury M sd	Les Moise	
Mercury M sd	Maxime Ski Service	
Mercury L sd	Monnet Sports	
Mercury L sd	Mühlberger Georg Jun.	
Mercury M sd	Nubs Nob	
Mercury M sd	Pete Lane's Mountain Sports	10
Mercury L sd	Rent and Go Kurt Ladstätter	
Mercury L sd	Ski Bromont	
Mercury M bs	Ski Express	
Mercury M sd	Ski Sutton Inc.	
Mercury M ss	Ski System Cortina	
Mercury M bs	Snowboard & Skicenter Zugspitzplatt	
Mercury L sd	Sport Chek	
Mercury M bs	Sport Knabner	
Mercury M sd	Sport Kober	
Mercury M sd	Sport Lingg	
Mercury L sd	Tuxer Sporthaus	12
Mercury M sd	Univers Sports	
Mercury M sd	Vancouver Ski & Board Services	

Bernhard – Sport & Mode <sup>9</sup>  
Gebrüder Hochreiter GmbH & CO KG  
Gaby Sports  
Berthod Sport  
Aubert Sports  
Do-Sports  
DP "Play"  
Engelhorn Sports  
**Green Mountain Valley School**  
La Gazianella Sport Noleggio  
**Les Moise**  
**Maxime Ski Service**  
Monnet Sports  
Mühlberger Georg Jun.  
**Nubs Nob**  
**Pete Lane's Mountain Sports** <sup>10</sup>  
Rent and Go Kurt Ladstätter  
**Ski Bromont**  
**Ski Express**  
**Ski Sutton Inc.**  
Ski System Cortina  
Snowboard & Skicenter Zugspitzplatt  
**Sport Chek**  
Sport Knabner  
Sport Kober  
Sport Lingg  
Tuxer Sporthaus <sup>12</sup>  
Univers Sports  
**Vancouver Ski & Board Services**

Tux – AT  
Inzell – DE  
La Bresse – FR  
La Thuile – IT  
Lausanne – CH  
Grimentz – CH  
Kosova – UA  
Mannheim – DE  
**Waitsfield – US**  
Valtournenche – IT  
**Brookfield – US**  
**Mont-Tremblant – CA**  
La Tzoumaz – CH  
Kössen – AT  
**Harbor Springs – US**  
**Sun Valley – US**  
Olang – IT  
**Bromont – CA**  
**Richmond – US**  
**Sutton – CA**  
Cortina – IT  
Garmisch-Partenkirchen v – DE  
**Edmonton – CA**  
Tettau – DE  
Oberstdorf – DE  
Isny – DE  
Tux – AT  
Genf – CH  
**Vancouver – CA**

4 modules

Discovery sssd	Jans – Rennstall
Discovery ssds	Berner Sport
Discovery sdpf	Perraudin Sports

Park City – US  
München – DE  
La Tzoumaz – CH

3 modules

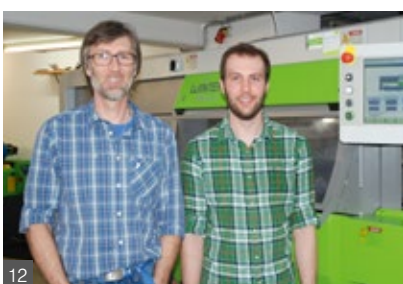
Discovery sdf	Hofer Sport 2000	5
Discovery sdp	Intersport Flumserberg	
Discovery sdp	No 1 Ski Rental	
Discovery sdf	OAÖ Krasnaya Polyana	
Discovery sdf	Sport 2000 Perner	
Discovery sdp	Planchensteiner Antonio	
Discovery sdf	Sport Eybl Shop	6
Discovery sdf	IS Stubaier Gletscher	7
Mercury M sdf	Alpia Sport + Mode	
Mercury L sdp	Big White Ski Resort	
Mercury M sdp	Frank und Rüdiger Günl	
Mercury L sdf	Intersport Biggelaar	8
Mercury L sdp	IS Matti	
Mercury M bsd	IS May	
Mercury L sdp	IS Mum	

Neustift – AT  
Flumserberg – CH  
Verbier – CH  
Sotschi – RU  
Flachau – AT  
Canazei – IT  
Wels – AT  
Neustift – AT  
Wengen – CH  
**Kelowna – CA**  
Wilkau-Haßlau – DE  
Eindhoven – NL  
Zweissimmen – CH  
Laufenburg – DE  
Buchen – DE





## Innovative Stubai Valley: "Staying on the ball with Discovery".



### Six modules for Intersport Schönherr.

Intersport Schönherr, located in Neustift in Stubai Valley, has started carrying out services with a six-module Discovery ssdcpf (two stone modules, two disc modules, one polishing module and one finishing module) this season. After 12 years, the company's Shuttle 3C was replaced because it was no longer suitable for wide skis and snowboards such as extreme rockers. Service Manager Günter Schwab is impressed by the speed and results of his new acquisition. "The Discovery is a milestone for our workshop. Being able to select individualized programs ensures that skis are serviced perfect, and the new machine reduces the amount of work involved considerably".

### Hofer Sport 2000 invests in the future.

Hofer Sport 2000 now boasts state-of-the-art equipment, having purchased a new Discovery. After ten years, its old Shuttle 3C had become outdated and had to make room for the Discovery, which has stone, disc and finishing modules. For Eric Gleischer, owner and Managing Director, the investment was the right step in terms of the future. "Our new Discovery," he says, "now enables us to offer customers cutting-edge ski servicing, and the racing performance package means we are able to fulfil every structure request for both alpine skis and our specialist area of cross-country skis."

### Intersport Stubai Gletscher replaces all its machines in Gamsgarten.

Intersport Stubai Gletscher has been a satisfied WINTERSTEIGER partner for many years and recently replaced its Discovery SF with a new Discovery sdf (stone, disc and finishing) and a Sigma B. Managing Director Denis Kessinger is particularly delighted with the mobile ski magazine. "It creates extra time, and employees can serve customers while the machine is working. The developments made to the Discovery are excellent, too. We now benefit from even more precision and operator comfort."



From right: Service Manager Günter Schwab and colleague Paul Haas



From right: Owner and Managing Director Erich Gleischer with service & repair man Alexander Gleischer



From right: Service Division Manager Marco Neumann and colleague Sascha Strauß

## As white as snow.



Killy Sport in Val d'Isère has invested in a Discovery ssdcpf in the special colour of white, which perfectly matches the furnishings of the company's business premises. Mick Killy believes his appearance and quality needs have been completely met. "With its five modules (two stone, one disc, one polishing and one finishing) and being over eight meters long, the machine is a real eye-catcher. The workshop is in the middle of the rental area, so customers can see how the machine works in real time. They can then test the excellent quality of the service with their freshly prepared skis on the snow."



## Mercury in Sun Valley!



Pete Lane's, the ski shop of the famous Sun Valley Resort in Idaho was in need of replacing their 12 year old MicroJet Disc which no longer could tune 100 % of the ski and snowboard shapes or dimensions. So in the fall of 2013, the managing director, Sam Cochran, replaced it with a Mercury M sd (stone and Disc). "With the old machine ready for retirement, we couldn't resist the new Technology the Mercury offered," according to Mr. Cochran. "The Mercury is quieter, faster and the quality of the grind is Jaw-Dropping!" In the first season, Pete Lane's was able to cut their labor by 11.3 % and increase tuning revenue by 11.5 %. "Can't argue with those numbers," states Sam!





## Mercury arrived safely on the Zugspitze.

Germany's highest ski rental center sits on the Zugspitzplatt at 2,600 meters above sea level. A Mercury M bs has been used in the center's workshop since the 2013/14 season. Owner Martin Voigt talks about how the machine was transported successfully by the Bavarian Zugspitze Railway and his experiences with the new Mercury.

**WINTERSTEIGER:** Mr. Voigt, your decision to invest in a Mercury grinding automat is a step that, from a business point of view, we can only congratulate you on. Your modern service workshop was already equipped with WINTERSTEIGER machines, and the Mercury was added to these.

How has the Mercury been working out for you since installing it in November 2013?

**Martin Voigt:** We are very happy with the Mercury. The machine is easy to use, and it is impossible to imagine our center without it now. Looking back, we should have purchased the machine earlier!

**WINTERSTEIGER:** Your ski center and ski service workshop sit on the Zugspitze at 2,600 meters above sea level. The Mercury was taken by the Bavarian Zugspitze Railway as far as the last station on the line, Zugspitzplatt, and then up to the ski rental center by a snow groomer. How did this rather remarkable transport procedure pan out?

**Martin Voigt:** Thanks to the excellent cooperation between the Bavarian Zugspitze Railway and WINTERSTEIGER, the Mercury was transported and installed without any problems at all. The logistics, loading up the various machine parts, transporting them and, finally, connecting the power supply and compressed air – everything worked. Any issues that did arise were dealt with immediately and professionally.

**WINTERSTEIGER:** May we ask you what your next project is as a dynamic company?

**Martin Voigt:** The purchase of a Discovery, because the Mercury is having to work harder and harder every day.

**WINTERSTEIGER:** Can you tell us anything about your many years of working with WINTERSTEIGER?

**Martin Voigt:** As far as I am concerned, there isn't another partner worth considering. In the 25 years of working with WINTERSTEIGER, we have always received fair and expert advice. The WINTERSTEIGER team is like a little family, and the employees assisting its customers have been with the company for many years. That creates trust.

**WINTERSTEIGER:** Mr. Voigt, thank you for this interesting interview. Thank you, too, for enabling us to work so successfully with you and Germany's highest ski rental center.



## Ski servicing of the highest caliber: US elite ski academy invests in a Mercury and a Race NC.

Situated in the small Vermont town of Waitsfield is Green Mountain Valley School, an elite ski academy that offers learning and training at the highest level. It is seen as a talent incubator for top athletes who ultimate hope is to make the US Ski Team, and former US Team members such as Doug Lewis, Daron Rahlves and AJ Kitt have passed through its doors. This year alone GMVS placed five skiers on the US Ski Team, and many alumni have gone on to race in high-level college ski programs across the US.

Unlike many other academies, GMVS has always had its own ski servicing department, and as the school began to grow, those in charge developed an awareness for this important aspect of the training program. Last winter WINTERSTEIGER began discussions with the school regarding a new top-class service facility. The school wanted a service and performance center that would eclipse all other academy facilities.

Lead technician Todd Carroll was tasked with finding the best equipment available. Despite GMVS's long relationship with WINTERSTEIGER, Mr. Carroll was required to consider all the possible manufacturers and options carefully. After extensive testing, GMVS ultimately decided that WINTERSTEIGER provided the highest performance solution. They decided to purchase a Mercury SD along with a Race NC, which enables them to address the double challenge of dealing with high service volumes and producing World Cup-quality race grinds at the same time.

The results have been stunning, and the new service center has been a huge success. NBC Sports commentator Doug Lewis profiled GMVS and WINTERSTEIGER in their segment called "The Race Room" during the World Cup in Wengen. The piece provided great exposure for both WINTERSTEIGER and GMVS and talked about the importance of base structure to athletes racing at the highest level of the sport. The partnership with WINTERSTEIGER has helped elevate GMVS to the upper echelon of the ski academic world.







## New Sport Chek opens in Edmonton: Sporting goods chain counts on WINTERSTEIGER again.

**FGL Sports is the largest sporting goods retailer in Canada. After opening their revolutionary store in Toronto (as we reported in the WINTERSTEIGER News 2013), they have successfully opened their second Sport Chek flagship store in West Edmonton Mall, one of the biggest shopping malls in North America.**

The 7.153 m<sup>2</sup> West Edmonton Mall flagship boasts a full digital experience.

The retail space has 470 digital screens that deliver real-time content via interactive interfaces using touch, gesture or RFID technology (radio waves are used to read and store data from a chip without the need for physical or eye contact).

Sport Chek showcases the best sports brands in the world and their latest technologies such as golf swing

analysis, dynamic bicycle fitting, medical motion gait analysis to find the perfect shoes and obviously the best ski servicing technology: It has a WINTERSTEIGER Mercury L sd service automat. The workshop with the Mercury was integrated into the retail space and is a further highlight for customers, who are given the opportunity to watch as it services their skis and snowboards.

FGL Sports has high ambitions to becoming the most technologically advanced retail experience in Canada, if not, worldwide. A third flagship store is scheduled to open in November with a confirmation for a Mercury L sd or M sd with delivery at the end of the summer. In addition, 22 of the new Omega belt grinding machines have been ordered for next season along with Easystore Flex systems, and will be shared among the Sport Chek branches.

## Only the best for the Grande Baita Civetta ski rental center.

**The Civetta ski area is situated 2,100 meters above sea level and between the Marmolada Glacier and Cortina D'Ampezzo, and connects the ski resorts of Alleghe, Zoldo, Selva di Cadore and Palafavera. In 2013, Veran, which is owned by the Francavilla family, completely reconstructed the mountain station building at the end of the circulating Civetta/Alleghe cable car line.**

Aiming to give tourism in the region fresh impetus and enhance the quality of the Civetta ski area, the company created an elegant wooden building housing two restaurants, two ski schools, a ski rental center with a workshop, and a sporting goods store. For Luigi Francavilla, the owner, quality and design were top priority when it came to furnishing the new ski rental center – which is why WINTERSTEIGER was chosen as a single-source supplier and provided a turnkey system.

The ski rental center, which has 350 pairs of skis, was equipped with the Easystore Flex storage system, and for capacity reasons, the Module Universal Hanging was combined with the Ski Pole Module. About 180 pairs of skis can be stored in the Module Ski 20° with Easyclip. Premium dryer modules were selected for boots and helmets.

A Sigma SBI, a Trim Disc 71 edge grinding machine and a Waxjet Pro are

used to service about 2,000 pairs of skis. The project was rounded out with Easystore Shop furniture from the entry-level line Functional. Our customer, Mr. Francavilla, is delighted with our effective solution.

This project is a perfect example of how WINTERSTEIGER can provide individualized solutions even for very small spaces.



The Easystore Flex front panels display the majestic Civetta massif.







# Switzerland's biggest ski rental pioneer turns 80. Happy birthday from WINTERSTEIGER!

**Fridolin Karrer is a ski rental pioneer and owns what has undisputedly been the largest ski rental center in Switzerland for more than 40 years. With about 30,000 pairs of alpine skis, 5,000 snowboards, 1,000 pairs of cross-country skis and over 35,000 pairs of boots available for rental, Sportshop Karrer has become a rental specialist that concentrates exclusively on seasonal rentals of skiing equipment. Customers come from the greater Basel region,**

**which stretches into neighboring Alsace and as far as Germany.**

In 2006, at the age of 73, Fridolin Karrer invested in what was at the time a highly advanced Discovery SS with two stone modules for base tuning and two disc modules for edge tuning for his workshop. Even then he was impressed with the feed system without suction cups, which enables any ski type, including those with very unusual surfaces, to be ground with-

out any problems. The charging system with a ski magazine for eight pairs of skis and the excellent edge quality produced by the ceramic disc finish were also crucial factors when he decided to go with WINTERSTEIGER.

Mr. Karrer has just turned 80 and has bought himself a truly worthy birthday present: His workshop recently became home to a brand new Discovery II sddsp. The Discovery II is essentially based on

the long-standing Discovery I technology, but has an additional integrated polishing module for tuning the edges of skis tips and tails, as well as a number of updates to existing components. In short, skis are tuned to perfection when they come out of the machine. They are then waxed and very quickly ready to be rented again.

Fridolin, for your 80<sup>th</sup> birthday we wish you all the best and good health!

Photos: Peter Haas

# Gold, silver and bronze for the Race NC.

WINTERSTEIGER is delighted about the success of the Olympic athletes who placed their trust in WINTERSTEIGER.



**Austrian Ski Association (ÖSV).**

Martin Pfurtscheller, member of the ÖSV Nordic combined service team, states, "The Race NC we had with us in Sochi allowed us to regrind skis at short notice to suit the difficult piste conditions – and probably enabled us to win two extra medals!"



**German Ski Association (DSV).**

Enrico Heisig, the German Ski Association's Chief Nordic Skiing and Biathlon Engineer, remarks that "90 % of our Nordic skiing medals are owed to the Race NC". The German Ski Association had a Race NC in Sochi, which was used to adapt grinds to new snow conditions.



**Swiss-Ski: Race NC helped Dario Cologna to win gold.**

According to a report by the Swiss radio station SFR on February 13<sup>th</sup>, the Swiss-Ski Nordic team had the best equipment at its disposal in Sochi because of a Race NC. This resulted in two gold medals for Dario Cologna. Discipline- and snow-related structures were adapted daily to the needs of the team's elite racers.



QR code for the film



**US Biathlon Association.**

Max Cobb, President and CEO of the US Biathlon Team, says, "We used the Race NC all the time and know that our team's excellently prepared skis made an enormous contribution. The staff responsible, Muck Bauer and Bernd Eisenbichler, did their job brilliantly, producing the best possible structure for each condition we encountered in Sochi."



**Russian Ski Association.**

About 250 race structures were tested on the race courses in the stone grinding project back in 2013. The best 25 were saved – and the effort paid off!

Photos: Russian Ski Association / Cross-country



Left: Silver for the Russian men's relay team: Alexander Legkov, Dmitri Japarov, Maxim Wylegschanin and Alexander Bessmertnych came second in the men's 4 x 10 km cross-country event. Above: Clean sweep for the Russians in the 50 km cross-country race: Alexander Legkov (pictured) won gold, and Maxim Wylegschanin and Ilya Tschernoussow silver and bronze respectively in the cross-country Men's 50 km Mass Start free.





Mercure hotel in Rosa Khutor: 120 Minix lockers



## Successful in Sochi.

**WINTERSTEIGER acquired a number of large orders in the run-up to the Winter Olympics in Sochi and was often able to hold its ground when competing against rivals due to its strong position in Russia.**

About 80 % of the ski and snowboard service machines and most of the ski rental and depot equipment for the Rosa Khutor and Gornaya Karusel ski resorts and the Laura biathlon and cross-country center (Gazprom Mountain Resort) were delivered to Russia from Ried.

### **Equipment for hotels, ski rental centers and ski service stations.**

The first deliveries were taken to the Rosa Khutor Alpine Resort, the venue for the alpine skiing events, in 2010.

They contained storage lockers and drying systems for seven hotels and 50 holiday cottages, equipment for the ski rental center, which included ski storage systems and their rental software, and service machines for skis and snowboards. Among the service machines were a three-module Discovery, two stone grinding machines (a Sigma RS 200 and a Sigma RS 350), a Basejet for base repairs and a Waxjet waxing machine. Two service stations at the "Laura", the venue for the cross-country ski and biathlon competitions, were then equipped with two race stone grinding Race NC machines and a Sigma RS 200.

In June 2013, WINTERSTEIGER received the go-ahead for another large project:

to equip the ski rental center and the ski service stations at Gornaya Karusel. In cooperation with Gladek Technik, WINTERSTEIGER delivered the same storage lockers and ski service machines here as it did to Rosa Khutor. Drying systems for ski boots and helmets, and BOOTDOC foot analysis products for individually fitted insoles and compression socks completed the order.

### **WINTERSTEIGER used for extensive Olympic preparations.**

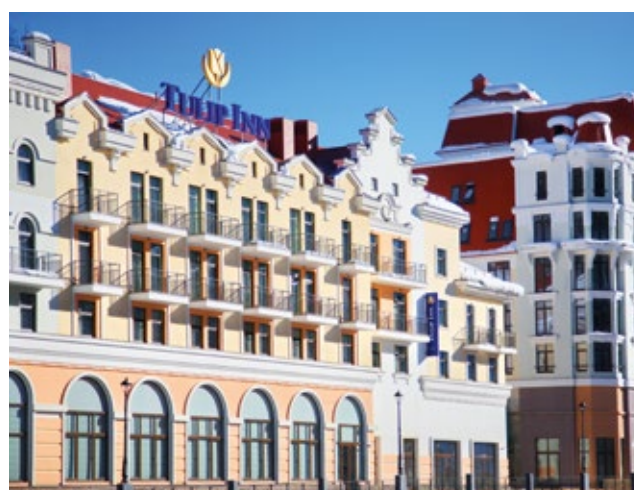
In an extensive project back in January 2013, the Russian Olympic Committee tested around 250 racing structures: 140 structures geared towards Nordic skiing and 110 designed for Alpine skiing.

A WINTERSTEIGER Race NC race service machine, Sigma RS 200 and RS 350 stone grinding machines, a Discovery sdf (with stone, disc and finishing modules), a Basejet base repair machine and a Waxjet waxing machine were used.

Ski service experts and athletes then tried out the different structures on the race courses in Rosa Khutor in a range of weather and snow conditions. The top 25 structures (those with the best results) were then stored in the Russian Olympic Committee's database. The results achieved by the Russian competitors, such as the splendid clean sweep in the men's 50 km cross-country event, show that these tests were worth the effort.



Park Inn Hotel by Radisson in Rosa Khutor: 158 Minix lockers with Premia dryers for 85 pairs of boots



Tulip Inn hotel in Rosa Khutor: 46 Minix lockers with Premia dryers for 70 pairs of boots







# Easystore Flex

Individuality knows no bounds.

- 1 Sport Boutique Les Cascades, Les Arcs, France.**
- Sporting goods store and ski rental center with 400 pairs of skis
  - Easystore Flex: Various modules with wide front panels
  - Customer requirements: Space optimization. All rental items had to be organized clearly in one system and stored behind attractive front panels



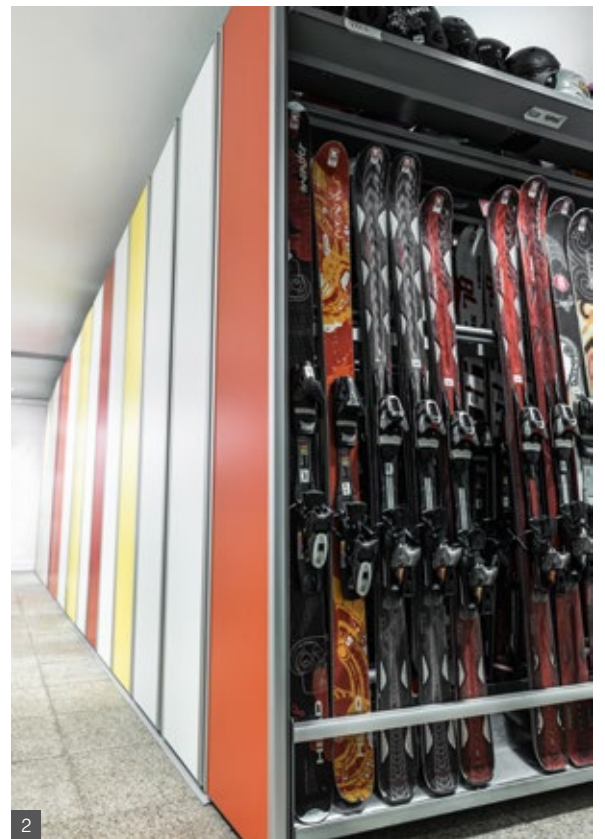
- 2 Flaine Sport, Flaine Forêt, France.**
- Sporting goods store and ski rental center with 800 pairs of skis
  - Easystore Flex: Various modules with wide front panels
  - Customer requirements: A storage solution that could accommodate a large number of rental articles and a highly original store design (no mountain motifs!)

- 3 Jeandet Sports, Megève, France.**
- Sporting goods store and ski rental center with 500 pairs of skis
  - Easystore Flex: Various modules 2.7 m high and with narrow front panels
  - Customer requirements: A storage solution for a large number of rental articles that could all be organized in one system, and elegant wooden

front panels that would underline the quality of the rental items and harmonize with the store's other furnishings







## The nicest rental shop of Montana.

Grizzly Outfitters in Big Sky Montana took the opportunity to move their repair shop and rental equipment storage upstairs when the space next to their store became available last summer. Their goal according to shop owner

Andrew Schreiner was "to create the nicest looking rental shop in all of Montana! Working with the team from WINTERSTEIGER and utilizing the FOM system's "O" Optimal package of customized front panels on the racks

and finishes for the furniture, we were able to accomplish just that." Moving both the rental and repair shop upstairs has allowed Grizzly to put their services out front and center of the customers, increasing sales in both categories. "The

customers responded very positively. They love the warm layout and new flow of the shop, and have stated that they are looking forward to coming back, and bringing their friends with them," according to Andrew.







# All good things come from above: Five-module Discovery delivered through the ceiling.

**"Rent for Fun", located in the Zillertal town of Mayrhofen, first opened about 30 years ago. For the last eight years, Ian Kilgour has run the ski rental center, while his wife Simone focuses on the sporting goods store. In the 2013/2014 season, Mr. Kilgour invested in a five-module Discovery bssdd and an Easy-store Flex storage system.**

Mr. Kilgour is proud of his rental center, which boasts approximately 2,000 pairs of skis and over 130 different models. The English entrepreneur wants Rent for Fun to offer ski services of the highest possible caliber. At the beginning of the 2013/2014 season, he replaced his Discovery PS for a new Discovery bssdd with one belt module, two stone modules and two disc modules. He is clearly delighted with his new grinding machine. "The new Discovery is a fantastic development! It is faster and the grinds it produces are perfect. The machine is also very attractive. The design is just great."

Delivering and assembling the Discovery was a challenge because structural changes to the building had to be made. An opening was cut in the reinforced

concrete ceiling of the basement, so that the modules could be lowered safely to into position. The work was done with the future in mind. Mr. Kilgour says, "We'll always have the trapdoor, which means the next Discovery can be lowered without any problems."

**Comparing convinces the owner.**  
Before buying his new Discovery, Mr. Kilgour compared a number of companies and service machines. The alternatives he looked at were either slower or without a ski magazine, however. Firmly believing he has made the right decision, he says: "It was the ski magazine that finally tipped the scales. We can serve customers and service skis at the same time. Having five modules also means we are faster than before. The rental ski goes through once and it's ready. This configuration is perfect for us, and the time we save is really noticeable."

**Center with a view of the slopes.**  
The Rent for Fun ski rental center is growing, and Mr. Kilgour's new Easy-store Flex storage system allows him to store more pairs of skis within the same amount of space. He uses various ski

racks, such as Hanging Universals and Ski 20°s with Easyclip, and also Premia dryer modules with time switches. He combines skis and helmets on one rack. He finds the system user-friendly, and the racks slide freely when being moved, yet still remain stable. The WINTERSTEIGER rental software Easyrent is also proving to be an excellent addition. Now used at five check-in stations and on an office computer, it lightens the workload involved in the daily rental routine tremendously.

The Easystore Flex front panels, which are printed with a map of the Penken ski area, are a real eye-catcher. Mr. Kilgour explains the thinking behind the idea:

"Customers often ask us where the best place to ski is. It's great if you can tell them using a visual aid. Besides, it is nice to see the mountains in the rental center."

**Business based on outstanding quality.**  
Rent for Fun aims to offer excellent quality, so that every customer comes back at least once. WINTERSTEIGER bases its work on the same principle, and Mr. Kilgour confirmed his satisfaction with the partnership, stating: "In every marriage there is stress sometimes, but the nice thing about WINTERSTEIGER is that a solution is found to every problem right away. You can count on that 100 percent."



Ian Kilgour with his wife Simone and daughter Emily. (Not pictured: daughter Elena)







## The finer things in life. Strolz opts for exclusive design.

**The sporting goods and fashion store Strolz, located in the Arlberg mountain range, has seven branches in Lech, Zürs and Stuben and has focused on first-rate clothing and sports equipment, as well as on creating a stylish and tasteful atmosphere, for three generations. At the beginning of the winter, Strolz started using the new Easystore Flex storage system by WINTERSTEIGER in three of its ski rental centers. The special thing about this project is the front panels, which are both unique and of very high quality. Erich Maierbrugger, who has been the managing director at Strolz for many years, talks about the thinking behind this venture and whether the Easystore Flex system is proving to be a success.**

**WINTERSTEIGER:** Mr. Maierbrugger, three branches – Filomena in Lech, the sporting goods store in Zürs and the ski rental center in Stuben – were equipped with the Easystore Flex storage system. You decided to go for specially produced front panels made from patinated brass. How did you come up with this special design?

**Erich Maierbrugger:** The design was created by the architect Armellini, who likes to work with brass. The name

Strolz is engraved on every one of the 35 panels and stands out, very well, in fact, because the brass is not patinated there. The exclusive panels are meant to express that the products behind them are also of high quality. Our customers have very high expectations, which is why we chose the same exclusive design for all three locations.

**WINTERSTEIGER:** Congratulations on the success of the design. The ski rental center is home to approximately 3,500 pairs of skis and snowboards. Apart from the appearance, how happy are you with the system? Which modules do you use?

**Erich Maierbrugger:** We have the modules for skis and snowboards, the Ski 20° with Easyclip and various dryer modules. We store all boots on dryers. At our Filomena branch, we also have the helmet dryer and a dryer module for cross-country ski boots. In Stuben, we combine boot and helmet dryers on one ski rack. This combination is a real advantage for us because Stuben is a smaller branch. The racks can be combined as required very easily. If necessary we can always fiddle with them a bit.

**WINTERSTEIGER:** Equipping Strolz was one of the first big Easystore Flex projects

for WINTERSTEIGER in Austria. How happy were you with the way the project was completed, and how much did you enjoy working with WINTERSTEIGER?

**Erich Maierbrugger:** We like to set aside plenty of time for our projects, so that we're not struggling to meet deadlines. We had ordered everything by the end of the spring, and WINTERSTEIGER began the installation process in September. From a logistical point of view, it was certainly a challenge to coordinate the three sites, but everything went according to schedule. The projects were completed by the end of October.

**WINTERSTEIGER:** Another project was

the recreation room for the ski instructors in Zürs, which was equipped with new WINTERSTEIGER storage lockers. How happy are you with this project?

**Erich Maierbrugger:** The ski instructors are definitely very happy! We equipped the room with 32 "Strolz green" storage lockers, which means each instructor now has their own locker for their skis and snowboard, and also a dryer for their helmet and boots. This isn't the norm, but at Strolz we always aim to offer the highest possible standards.

**WINTERSTEIGER:** Thank you very much for the interesting interview.



From left: Erich Maierbrugger (Strolz) and Franz Hartl (WINTERSTEIGER)





## Cross-country skiing expert opts for Easystore Flex.

**Nordic Center, a cross-country skiing specialist store in Kössen, Tyrol, was completely refurbished following the floods in June 2013 – and an Easystore Flex system was installed as a result. Owner Markus Weingartner, a three-time youth- and junior-level champion at the Austrian biathlon championships, a multiple Tyrolean champion and a state-certified cross-country instructor, talks about the first few months with the new system.**

**WINTERSTEIGER:** Kaiserwinkl is a cross-country skiing paradise with 255 km of trails. The Weingartner family specializes exclusively in cross-country skiing. How long has your store existed and what exactly do you offer?

**Markus Weingartner:** The Nordic Center Kössen was established by my father, and we are celebrating the store's 40<sup>th</sup> anniversary this year. Cross-country skiing is a tradition in our family – my two-year-old son is just starting. In addition to skis for rent and sale, we provide first-rate servicing and run a cross-country and biathlon school. We also organize biathlon races and trial classes for companies and clubs.

**WINTERSTEIGER:** Last year you completely refurbished your store and

equipped your rental center with an Easystore Flex storage system that has a very attractive, individualized finish. What made you choose this idea?

**Markus Weingartner:** We used a lot of wood when furnishing the store. We have solid wood panels on the walls and furniture with wooden panels on the front, for example. For this reason, we chose narrow wooden front panels for our Easystore Flex, which would fit in with the rest of the store's appearance.

**WINTERSTEIGER:** Which modules do you use and how have you found your new system so far?

**Markus Weingartner:** We opted for the hanging system that accommodates about 300 pairs of cross-country skis and 130 pairs of skating skis and installed two racks with Premia dryer modules. The system is very professional: It is compact and everything is stowed away neatly, organized clearly and within easy reach. That is important, because groups such as school classes who go cross-country skiing as part of their gym class come to us from Kössen. If you are dealing with 30 to 40 children at the same time, you have to be able to find things quickly. The new ski racks are easy to move and the system is

practical – a huge improvement compared to our previous system.

**WINTERSTEIGER:** It is nice that you are happy with Easystore Flex, even though the investment was caused by a natural disaster.

**Markus Weingartner:** Renovating was a very difficult time for us. We went from everything being fine one day to suffering a total loss the next because of the flooding, and we only had five months

to rebuild. 300 buildings were damaged altogether in the area, and it was hard to find contractors who could take on the work.

Working with Franz Hartl from WINTERSTEIGER was excellent. Everything from the planning and consultations to the assembly and installation went very smoothly – which was an enormous relief to us.

**WINTERSTEIGER:** Mr. Weingartner, thank you for this interesting interview. We wish you all the best for the future – with no more disasters, but lots of customers!



Cross-country skiing expert Markus Weingartner is pleased with his new Easystore Flex system.







# Ski rental center on the move. Easystore Flex shows what it can do!

**With a ski rental center, a ski school, a sporting goods store and a ski depot, there is always plenty of coming and going at Skiverleih Arena in Zell am Ziller. Ingrid and Markus Eberharter talk about what it takes to keep everything running smoothly.**

**WINTERSTEIGER:** Mrs. Eberharter, congratulations on your lovely new store, which is part of the family business and run in conjunction with your sister, Ms. Moser, within a stone's throw of the Zillertal Arena valley station. The cable car line was reconstructed three years ago, and you expanded your ski rental center at the same time. You have three floors altogether, and the ski rental center spans two levels. What are the advantages of this layout?

**Ingrid Eberharter:** There is always lots going on at Skiverleih Arena. We run a ski school as well as the sporting goods store and the rental center, and during the busy periods we have up to 30 ski instructors here every day. For this reason we decided to reserve the basement and first floor for the rental center. That means we can now send customers downstairs as well, depending on how busy the two floors are. Downstairs they will meet some of the ski instructors, and there is also a free ski depot with its own entrance.

**WINTERSTEIGER:** How do you manage to make sure that everything is always in the right place at the right time?

**Markus Eberharter:** That's very easy. We use Easystore and Easystore Flex systems on both floors. On the first floor the ski racks are arranged symmetrically. On the outside of each one there is a boot rack with Optima dryers and a hanging system for poles on the wall, and inside there are five Module ski 20°s with Easyclip. This enables two employees to access the equipment easily from the left

and from the right at the same time.

In the basement we use three dryer modules for boots and helmets, along with more (Easystore) ski racks. Our customers can also use these as a free ski depot and can enter the basement via a separate entrance.

**WINTERSTEIGER:** Directly next to the storage systems in the basement is your ski service workshop behind a large window. The window is there for a reason, isn't it?

**Markus Eberharter:** Yes, customers can watch skis being serviced as they walk past. At the moment, we're still using a Microjet and a Waxjet Eco, but when we expanded the rental center, we did make sure there would be enough room, seven meters, for a new grinding machine along the back wall. When we have that, we'll be able to treat our customers to state-of-the-art ski servicing.

**WINTERSTEIGER:** You also carry out foot analyses with the BOOTDOC podoscope and offer BOOTDOC foam liners and insoles. How is that going?

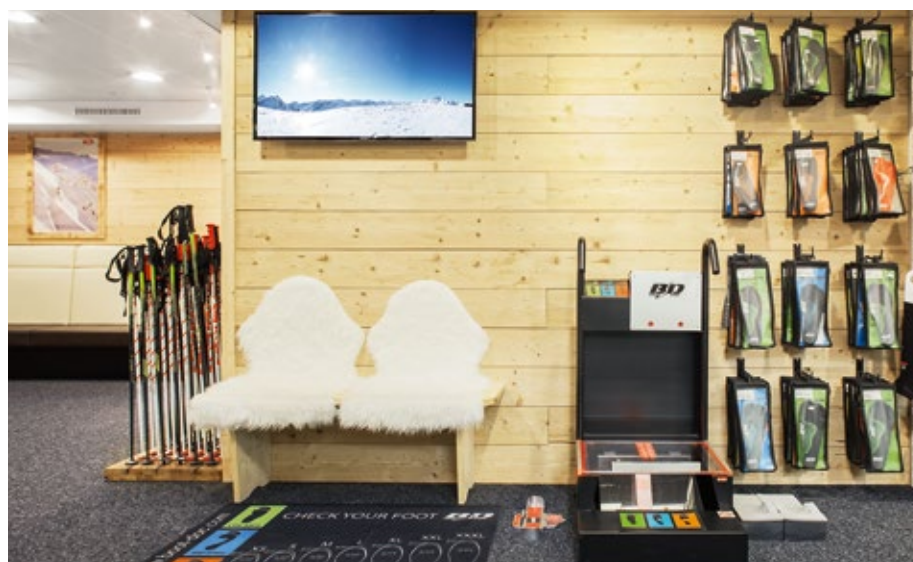
**Markus Eberharter:** We placed the podoscope in a central position, so that it would attract attention from customers as they walk past. Overall, BOOTDOC is very popular, the insoles especially.

**WINTERSTEIGER:** Mr. and Mrs. Eberharter, you have been WINTERSTEIGER partners for many years. Did you consider any alternatives when equipping the rental center?

**Markus Eberharter:** No, as far as we're concerned, there isn't another partner worth considering. We have worked with WINTERSTEIGER from the very beginning and have come to rely on Franz Hartl (WINTERSTEIGER Area Sales Manager). He always provides good, reliable advice.



Markus Eberharter, a WINTERSTEIGER partner for many years







# Ski rental center? Bar? Restaurant?

Fredy Wyss of Briand Sport in Leukerbad, Switzerland has combined all three perfectly. During the day, the premises are used as a coffee shop and ski rental

center, and in the evening the ski rental equipment is discreetly and cleverly hidden by its decorative Easystore Flex front panels. This transforms the room,

emphasizing the flair of the Italian specialty restaurant and bar. Mr. Wyss's intention was that restaurant guests would learn where they could rent skis, ski rental

customers would see where the best Italian restaurant for dinner in the evening was, and other people would simply enjoy a drink at the bar with friends.

Photos: Peter Haas



From left to right: Stefan Wyss with his parents Brigitte Wyss-Briand and Fredy Wyss

# Melchsee-Frutt ski area equipped for the future.

**The Melchsee-Frutt ski area in Central Switzerland has invested impressively for the future. In 2012, a new cable car line with comfortable 15-person cars was constructed, while 2013 saw the planning and realization of a customer-friendly ski depot.**

When planning the depot, the Melchsee-Frutt Mountain Lines worked closely with WINTERSTEIGER Switzerland and Gladek Technik. The aim was to com-

bine the needs of different customers with the challenging requirements of the developer.

In addition to storage lockers that guests staying a week could store skis and snowboards in, there was also a demand for integrated dryer modules for boots, gloves and helmets. For day guests, there had to be space for lockers for skis, snowboards, backpacks, boots and bags. Another aspect

that had to be taken into consideration during the planning stage was special group boxes for school classes that could hold skiing equipment for up to 40 people.

In addition, the electronic locking system used in Melchsee-Frutt was specially adapted to the various customers. Guests staying a week can open the lockers using a weekly ski pass card as a key, while day visitors can use a coin

lock in combination with a PIN code. Paul Käslin, the Melchsee-Frutt Mountain Lines Operations Manager, says: "Thanks to the good planning, the project – about 80 storage lockers were installed for 220 guests – was completed without a hitch. After our first season, we are very happy with the customer approval and utilization levels of the ski depot."

Photos: Peter Haas ►►►





# The Chedi Andermatt – the new landmark of Andermatt.

With the construction of his five-star hotel, The Chedi Andermatt, Egyptian investor Samih Sawiris has given birth to a new era in Central Switzerland. The hotel is the start of a comprehensive concept that will turn the Swiss vacation village of Andermatt into an exclusive year-round destination. "Andermatt Swiss Alps AG" will be launching further projects around the Chedi in the near future as well. There will be built-to-order properties and hotel and leisure establishments, which will be supplemented by a range of sports facilities and a state-of-the-art infrastructure for culture and conferences.

A truly deluxe hotel, The Chedi boasts two gourmet restaurants, exclusive lounges and bars, and a luxurious wellness oasis that fulfill the highest demands of modern, well-traveled guests.

## Ski butlers on four wheels.

Standards are equally high regarding all aspects of skiing. Every guest is given their own depot space for skis, boots, gloves and other equipment, and boots, gloves and helmets are dried and disinfected when stored away. Skiing equipment is maintained and serviced for each guest individually, and is brought to the hotel lobby exactly when requested by guests. "Ski men" from the local sports retailer, Imholz Sport, provide this service using "ski butler carts" developed

specifically for this purpose. They put the guest's personal skiing equipment or selected rental equipment together in the basement, adjust the equipment to the guest's individual requirements and then inform the guest. Perfectly fitting ski boots are guaranteed with a BOOTDOC analysis device, which the Imholz Sport specialists use to determine the best insoles for guests.

## Special challenges for WINTERSTEIGER.

There were two main challenges for WINTERSTEIGER when the ski depot was being planned: How can the ski depot be used for bicycles in the summer? And how can the special ski butler carts be made to be both functional and attractive?

As the supplier of the ski depot, WINTERSTEIGER, in conjunction with Gladek Technik, was able to fulfill both requests to the owner's utmost satisfaction: the storage lockers were mounted on mobile platforms. These platforms allow the lockers to be moved closer together in the summer, so that they take up as little room as possible. The extra space is then used for storing bicycles.

The new ski butler carts are used to transport skiing equipment from the basement to the hotel lobby.

On one hand, they are appropriately equipped for this purpose – yet their

design and the materials they are made from fit in perfectly with the stylish ambience of the lobby.

Photos: Peter Haas



"Ski men" Laurin Göller (left) and Parrik Divkovic (right) with Urs Kälin of WINTERSTEIGER



From right: Paul Käslin (Melchsee-Frutt Mountain Lines Operations Manager) and Urs Kälin (WINTERSTEIGER)





WINTERSTEIGER

## C4F launches event in Hochgurgl from 13<sup>th</sup> to 16<sup>th</sup> January.

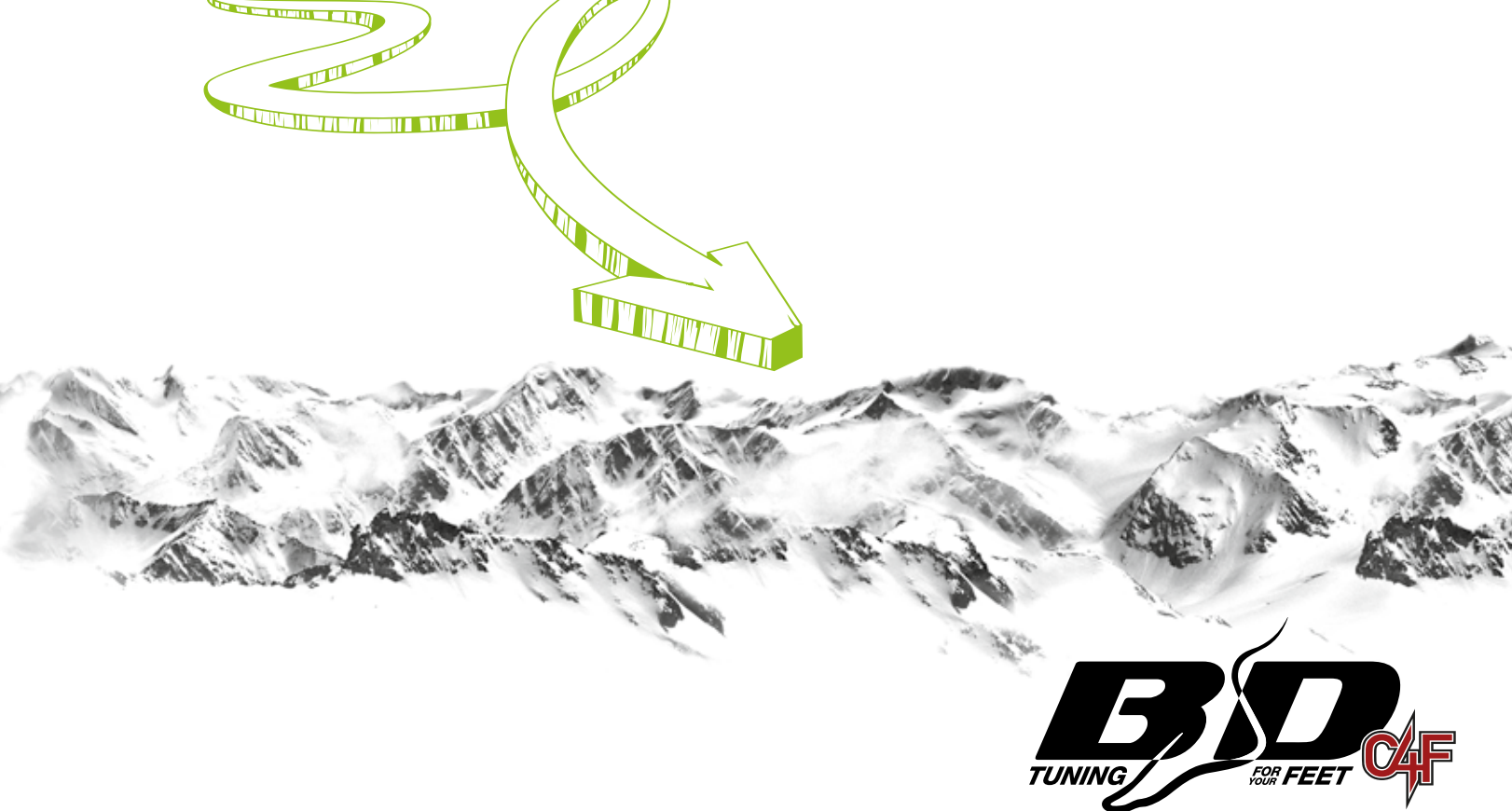
BOOTDOC's C4F concept stands for "Customization 4 Feet" and refers to ski boot fitting using four approaches. It includes BD ski boot shells, BD Quick Foam liners, BD FF S9 insoles that are thermally fitted to the customer's feet and fit-enhancing compression socks.

Tests at the retailer event in Hochgurgl showed that, when combined with correct measurements, using the foam liners enables smaller, better fitting ski boots to be selected. The boots end up fitting like a glove. The benefits include an improved transfer of energy, greater endurance and more stability when skiing.

The BOOTDOC foot analysis system (BD Feet View) is essential for ensuring that customers' feet are measured correctly, as it determines the foot type exactly in terms of its length, width and arch. 90 % of the retailers at the inaugural event, coming from Italy, Germany, Switzerland, France, Norway and Austria, were given BD ski boots that were at least one size smaller than their usual size. They were impressed with the fit and comfort. A fitting using the BD C4F concept takes a mere 30 minutes!







IN **30 MINUTES** – THE COMFORT SKI BOOT THAT FITS PERFECTLY

## BD FEET VIEW

## FOOT ANALYSIS

The BD FEET VIEW offers the simplest form of BD foot analysis that quickly determines foot arches and sizes.

Thanks to integrated length and width measurement, the right shoe size and shell width can be calculated quickly. The foot-print on the pressure-sensitive film rapidly indicates the right footbed shape (low-, mid- or high-arch).

As the BD FEET VIEW film is not dependent on temperature, the same film can be used throughout the year.

Precise measurements for MP size calculations on request!



## Customizing the insole

1

- TopGrip perforated surface material
- Pre-molded 3D design with stabilizing elements in rear and mid foot
- The narrow heel design ensures perfect support
- Recommended for use in foam liners
- Thermally shapeable



BD FF S9 Sizes: S – XXL

## Putting on compression socks

2

- With tape feature
- Padded shin-protector
- Elastic zone around the calf for improved fit
- Stretch zones on the sole, breathable
- Gradual compression: 15 – 19 mmHg (W)
- Calf width: W
- Material: 80 % nylon, 20% Lycra



BD SKI COMPRESSION 9 W Sizes: S – XXL

## Preparation for foaming in the BD QUICK FOAM liner

3

- Lacing
- Spoiler for cushioning and calf adjustment
- Pull loops
- Comfort inner lining
- Asymmetrical, anatomical tongue shape
- Neoprene toe box



BD QUICK FOAM Sizes: MP 23.0 – 31.5

## Foaming in the C4F shell

4

- Shell 100 mm
- Flex index 110
- Micro aluminum buckles
- Power strap 4 cm
- Easy entry
- Calf jet height adjustable
- Soft and hard mechanism



BD C4F Sizes: MP 23.0 – 31.5

## WINTERSTEIGER remote diagnosis: Simple and reliable.

To increase machine availability and reduce response times in the event of a problem, WINTERSTEIGER offers the option of remote diagnosis.

Remote maintenance has been offered since 2012 and two successful years indicate that it works well. WINTERSTEIGER's service engineers are able to detect the cause of a problem more quickly using remote diagnosis and often only need to take one look to do so. After receiving the customer's consent, the engineers use a few mouse clicks to establish a connection to the machine in question and are provided with an exact replica of the customer's current screen on their own screen via VNC (Virtual Network Computing).

A camera built in to the WINTERSTEIGER remote system is also being used more and more frequently. Reinhard Pfeffer, Head of Technical Customer Service, is particularly fond of using this device. "The customer simply holds the camera in front of the problem area, and I can see what's wrong straight away. Usually there's no need for any further explaining."

During the Winter Olympics, the service report from a Discovery sdf in Sochi was able to be analyzed precisely within a very short space of time using remote maintenance. The camera followed the replacement of the defective part, and the machine was able to service skis perfectly again very quickly.

If you would like to have your grinding machine or Race NC fitted with the remote maintenance facility, please contact your WINTERSTEIGER technician.







## "Hotronic heated" feet.

Following the acquisition of the international company Hotronic, heatable insoles and shoe and glove dryers have now been added to WINTERSTEIGER'S line of products. They are available to consumers at sporting goods stores world-wide.

The heatable insoles are mainly used for winter sports such as skiing and snowboarding, and for any other outdoor activity that takes place in cold temperatures. Hotronic has been integrated into the BOOTDOC business area.



## New Easyrent features.

**In addition to many program updates and improvements, a number of new features and interfaces have been added to Easyrent:**

- Customer bonus system for merchandise management
- Direct connection to an online store
- Automatic acceptance of product reference data from suppliers via DCC (Data Clearing Center)
- Offline sales solution for lift tickets using the ticket system provider Axess
- Interfaces for connecting payment terminals directly to the payment terminal providers Hobex Payment Systems, Six Payment Services and Nets Reservation interfaces with Restec360 and Hoist Technology Hotel Innovations

### **Easyrent depot machine in a new casing.**

The depot machine that was introduced last year has been enhanced and now comes in a smaller, all-purpose casing. The new depot machine enables you to allocate cabinets, lockers and depot storage systems from the WINTERSTEIGER Easystore product line automatically. The allocation software is available in 20 languages.



**Compact and all-purpose: the Easyrent depot machine**

