

# WINTERSTEIGER NEWS

Edition 2016

NEW PRODUCTS

SKI SERVICE

SKI RENTAL

SKI DEPOT

EASY/RENT

BOOTDOCS

BEST VIEW!  
↑

WINTERSTEIGER

First Class  
**WINTERSTEIGER**  
Ski & Board Tuning



# WELCOME



## Dear valued WINTERSTEIGER Partner,

WINTERSTEIGER News is now available in electronic form, and we have adapted the layout to the new medium: You can see the most important things at a glance, as the information is more compact and presented with links to relevant topics and with plenty of pictures.

About the contents: We celebrate an anniversary – WINTERSTEIGER automated ski servicing machines have been around for 25 years. This makes the fact that we were able to build two Discovery with 8 modules for the 2015 season very fitting. They have more modules than any other automated machine in the world.

We were able to realize many interesting projects in 2015 and present a small selection in the News. One or two aspects might catch your eye and inspire you with new ideas. We are always happy to help if you would like more information!

We wish you a nice summer!

Yours faithfully, Daniel Steininger

Head of Sales, SPORTS

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## NEW: Safetronic – Safe. Quick. Flexible. Ski binding adjustment and testing device.

The Safetronic ski binding adjustment and testing device is the successor of the successful Speedtronic Pro and Drivetronic.

The binding adjustment device has been completely modernized: easy operation via tablet display using the Windows operating system,

data clearly arranged on only one screen, a practical clamping system, a data interface for efficient data management, and much more.

### Your benefits summed up:

- Fast adjustment speed allows more bindings to be serviced and makes waiting times shorter
- Tablet display with optimum data overview on a single page
- Practical clamping system makes it easier to secure the skis
- Data interface for efficient data management
- Digital documentation of measurement data for legal compliance and paperless data storage in your rental business



Have we awakened your interest in a new, modern piece of equipment? Your regional WINTERSTEIGER sales representative will be happy to provide you with details about all the benefits and our attractive upgrade offers.

## NEW: Baseman – Easier. Quicker. Cleaner.

### Base repair machine for skis and snowboards.

The Baseman was developed with an ergonomic lightweight design for ease of work! It also brings many more benefits. The repair location is easier to see thanks to integrated LED lighting. The

high-performance heating unit with electronic temperature control means that the machine is quickly ready for action.

#### Your benefits summed up:

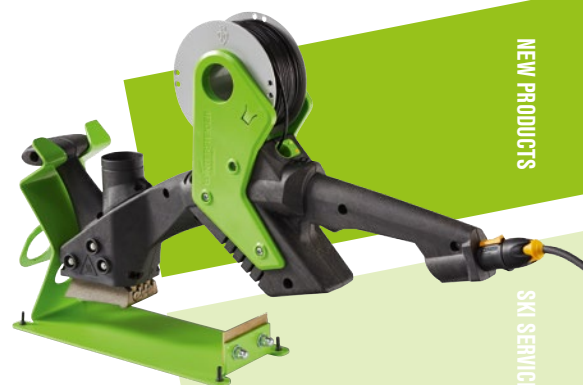
- High level of user convenience thanks to ergonomic lightweight design
- Efficient downstream processing thanks to optimum melting results
- Excellent cost-effectiveness thanks to frugal use of material and stand-by operation
- Rapid heat-up time thanks to powerful heating unit
- Best possible view of the repair location with integrated LED lighting
- Improved ambient air thanks to (optional) Smogjet exhaust air system

### Optional „Smogjet“ air extraction system for an improved work experience.

The optional Smogjet air extraction system keeps the air clean in your

workshop and makes working on base repair more comfortable.

Switch to the new Baseman now and benefit from our attractive upgrade offer! Your regional WINTERSTEIGER sales representative will be happy to advise you. We are looking forward to your inquiry!



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## NEW: Easystore Basic Functional and versatile.

The popular Easystore storage system was extended by the Basic product range and offers maximum functionality. The tried and trusted features include the 3-point clamping system for fastening the skis, a space-saving hanging system for

sports equipment of all types, easy fork adjustment, flexible height adjustment of boot shelves, and much more.



Product Page



## NEW at BOOTDOC: HOTRONIC Heat Socks

**Highest comfort and optimum heat distribution.**

The BOOTDOC Power Fit Socks with integrated heating elements combine excellent comfort, perfect fit and optimum heat distribution.

Simply attach the high-performance lithium-ion battery packs to the heated socks with the snap fasteners on the inner side of the cuffs

and regulate the 4 levels of heating output directly on the battery pack. The power boost setting provides a short period of extra warmth.

A major benefit is that the battery packs can be combined with HOTRONIC heated insoles from the XLP series.



## NEW: 3D foot scanner Vandra

### High tech for perfect fitting ski boots.

The new Vandra 3-D foot scanner creates a three-dimensional image of both feet. Additionally, it delivers a wealth of measurement data, such as the instep height, ankle circumference, overall length and more. All results are conveniently displayed on a mobile tablet, including a size recommendation.

The 3-D scanner supports the sales process, because this data helps sales staff quickly find the right ski boots and insoles. A high level of hygiene and comfort is guaranteed because customers can keep their own socks on while using the scanner, thus eliminating the need for changing socks.



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Do you have questions about our products? Would you like some individual advice or a concrete offer? Our BOOTDOC team is looking forward to your inquiry!

# 25 YEARS

## 25 years of WINTERSTEIGER automated machines.

25 years ago, WINTERSTEIGER built the first automated ski servicing machine worldwide. The Micro Center, the first automated stone grinding machine, had already been introduced to the market in 1990, and the first fully automated ski servicing center, the Micro Jet Center followed in 1991. It was officially presented to the public at Skiservice Corvatsch in St. Moritz, Switzerland, which is owned by Curdin Conrad. He still trusts in automated ski servicing machines of WINTERSTEIGER and ordered a new Discovery in 2015.

### Firstly, secondly and thirdly.

Much has happened in the 25 years since then. Besides steps in development such as individual machine configurations and operation per touchscreen, three WINTERSTEIGER product features stand out in particular: its popular ski magazine, which is also known as the „paternoster,“ its suctionless grinding – any ski will pass through – and its ceramic disc finish technology, which produces best edge tuning.

**The bottom line after 25 years is that more than 1,200 automated machines with around 3,500 processing modules altogether have been delivered!**

**1990 Micro Center**  
The first automated stone grinding machine for skis



**1991 Micro Jet Center**  
The first fully automated ski servicing center able to perform base repairs, base and edge grinding, hot waxing and polishing all in one machine



**1995 Twinstone**  
An automated ski grinding machine with 2 grinding stones, one for the base and one for the edges



**1995 Trimcenter**  
An automated finishing machine for ski side edges. It could be combined with the Twinstone.



**1999 Shuttle 3C**  
A ski servicing station available in 4 configurations, including the Disc Shuttle 3C, the Twin Shuttle 3C, the Finish Shuttle 3C and the Jet Shuttle 3C



**2001 Microjet**  
An automatic servicing station for skis and snowboards. This was the world's first machine that could service 1 pair of skis in one step and provide disc grinding for the side and base edges of skis and snowboards.



### 2005 Discovery

A modular automated ski servicing machine with 3 modules (pregrinding, stone/disc grinding and finishing) and a paternoster loading magazine for 16 skis



### 2007 Tunejet

A successor to the Microjet



### 2012 Mercury

An entry-level automated ski servicing machine for skis and snowboards with 3 modules (stone grinding, disc grinding and polishing) and a loading unit or manual loading



### 2013 Discovery II

An individualized machine for each customer! The Discovery II offered even greater machine configuration flexibility, as all the modules could be combined from 2 up to a maximum of 8.



### 2015 Discovery II with 8 modules

Anniversary milestone: For the first time, WINTERSTEIGER delivered two Discovery with 8 modules each. That equated to more processing steps in a single automated ski servicing machine than any other machine in the world.



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# The Discovery – a new dimension.

The Discovery has reached new dimensions: At the beginning of the season, WINTERSTEIGER delivered two 8-module machines. This is the first time that automated servicing machines of this size have been built – making it a premiere not just for WINTERSTEIGER, but also worldwide.

## Ski servicing in “Strolz quality”. Strolz Sport & Mode, Lech am Arlberg

Since last season, a new Discovery with 8 modules (3 stone modules, 3 disc modules, 1 base edge polishing module, and 1 waxing and finishing module) has been at Strolz’s ski servicing facility, part of the largest ski rental center in Lech, Austria. The skis from 8 Strolz sites are serviced there. The Discovery is supported

by a Mercury L sdp at the Filomena branch. This machine has a loading unit, one stone module, one disc module and one polishing module.

“The big Discovery enables us to achieve two things: We are able to handle the large amount of equipment that we receive for

servicing, and our customers get the quality they are accustomed to,” says workshop manager Christian Bischof. Strolz sends snowboards and children’s skis to its Filomena branch. This solution works very well, because the Mercury there can service both skis and snowboards perfectly.



Erich Maierbrugger and  
Christian Bischoff in front of  
the new Discovery with  
8 modules



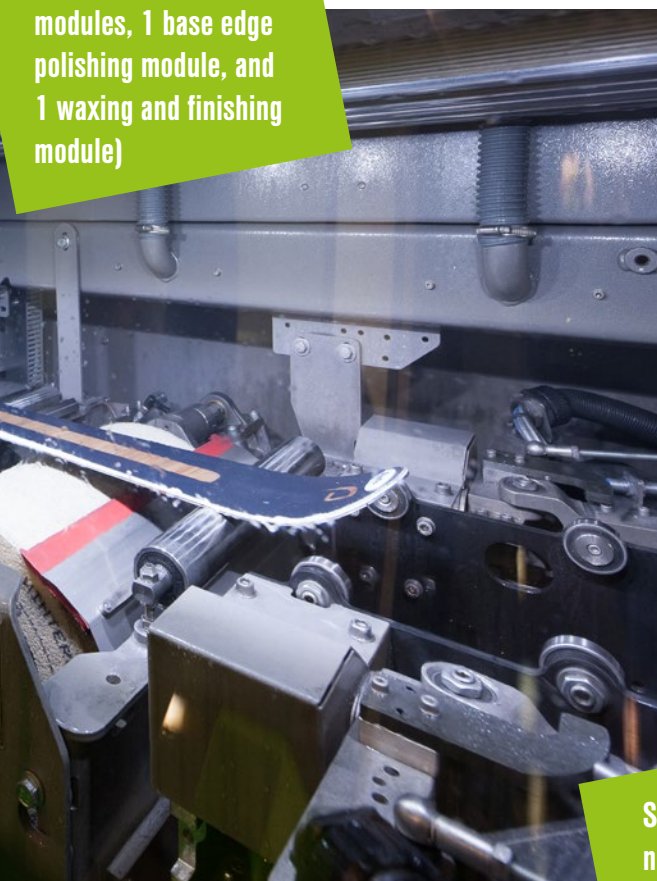
## Ski servicing center going for a second round. Stanton Service Center, St. Anton am Arlberg

In 2010, 4 sports retailers with altogether 18 store locations in the Arlberg region joined together to create a central servicing workshop, the Stanton Service Center (WINTERSTEIGER News 2011). In 2016, the 5-year contract with WINTERSTEIGER was extended for another 5 years, and the machine park was expanded at the start of the season. With three automated servicing machines – two Discovery and one Mercury – as well as two

Omega B manual belt grinding machines and one Waxjet, the ski servicing workshop masters the enormous servicing volume with perfect quality. The heart of the workshop: the new 8-module Discovery with 3 stone and 3 disc modules, 1 polishing module for base edges and 1 module for waxing and finishing.

Workshop manager Stefan Schranz: „The servicing volume has grown over the last 5 years, and we needed to expand our machine park. Now we are able to master the masses – we grind around 70,000 pairs of skis per year.“

Discovery with 8 modules (3 stone modules, 3 disc modules, 1 base edge polishing module, and 1 waxing and finishing module)



Stefan Schranz in front of the new Discovery with 8 modules

## Give me five!

### 5 automated ski servicing machines for Bründl Sports

Bründl Sports of Austria has gone all out and ordered 5 Discovery machines: one each for the mountain and valley stations of the new Penken cableway in Mayrhofen, one for the company's Waidmannsheil branch in Kaprun, one for its branch in Schladming and one for its designer outlet in Salzburg.

WINTERSTEIGER visited ski servicing experts Hans Hofer and Lukas Wallner in Kaprun and asked them

what they like about the Discovery. For both of them, the most important thing is „that the automated machine works like an automated machine.“ That means the machine must work reliably, be easy to operate and

deliver top results. But that's not all. Mr. Hofer and Mr. Wallner, both pioneers in modern ski servicing, want more than that. WINTERSTEIGER is the right partner for their requirements: In their new Discovery, we have made their ideas such as flexible clamping cylinders and changes to the software a reality.

You can read the interview [here](#).



From left: Hans Hofer, Lukas Wallner and Herbert Neumayer

## From shoemaking to ski servicing. Berger Schuhe & Sport, Konolfingen

“Berger Schuhe & Sport” grew from a one-man shoemaker’s business to become one of the largest sports retailers in the Swiss Plateau region. A staff of 65 is employed at the main store in Konolfingen and three other locations, with four of them working in the ski servicing workshop. Skiing equipment is becoming a more important section of the product range and the volume of skis serviced lies at around 7,000 pairs of skis per year. In 2015, Berger replaced its previous Discovery model with a new Discovery sddsp with 5

modules in the order of stone, disc, disc, stone and polishing.

Owner Toni Rindlisbacher lists the advantages of the new machine, saying: „Since we have been using our new Discovery, the workshop has been much quieter – there’s no comparison between now and how it was before! In addition, the new machine has a closed system, which makes for a very

comfortable working environment, because the spray vapors cannot escape into the surrounding air. Thanks to the special arrangement of the stone and disc modules, the flow of the work process is tailored to meet our needs exactly, and the throughput is quite a bit higher than it was with the previous Discovery.“



Toni Rindlisbacher in front of the new Discovery. Links: WINTERSTEIGER area sales manager Patrick Nydegger



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BOOTDOCK

## When it comes down to a hundredth of a second, Stöckli relies on WINTERSTEIGER!

The racing department at Stöckli Swiss Ski relies solely on WINTERSTEIGER. Because according to the head of the racing sports department Bernhard Matti, WINTERSTEIGER's ski servicing machines cannot be beaten when it comes to edge geometry and base structure.

Each year, Stöckli prepares around 1,600 pairs of skis for the racing circuit. All skis – from World Cup to C level – are ground using the WINTERSTEIGER Trim NC and Race NC race servicing machines.

Beni Matti, who has been in charge of the racing department since 2016, carries great responsibility: His ski preparation can make the difference and give skiers that crucial hundredth of a second over

their opponents. He has gained the necessary expertise through learning by doing: This has involved listening, performing innumerable material tests, testing base structures, building upon the experience of colleagues and relying on the right machines.

The interview with Beni Matti and Urs Kälin, a former professional skier and area sales manager at WINTERSTEIGER, can be found on our website.



Richard Grab, head of the youth racing department at Stöckli, Urs Kälin and Beni Matti in front of the Race NC



# Congratulations to our customers on their automated machines!

WINTERSTEIGER was able to install 71 automated machines in the 2015/16 season. Mercury and Discovery with 5 different processing modules (belt, stone, disc, polishing and finishing modules) and 2 body sizes offer absolute flexibility. An individualized machine for each customer!

## CONGRATULATIONS!

### AUSTRIA

Bertel Sport und Mode	Brand
CHG Sport	Krems
HZK Sport 2000 Humer	Neukirchen
Intersport Arena	Flachau
Intersport St. Pölten	St. Pölten
Intersport Schneider	Altenmarkt-Zauchensee
Mader Sports OG	Tux
ÖSV	Bramberg
Planai Sport GmbH	Schladming
Skiverleih Margreiter	Wildschönau
Sport Bründl	Kaprun (1 Automat)
Sport Bründl	Mayrhofen (2 Automaten)
Sport Bründl	Salzburg (1 Automat)
Sport Gerhardtter	Pichl
Sport Kecht	Wörgl
Sport Strolz	Lech (2 Automaten)
Stanton Service Center	St. Anton (2 Automaten)

### GERMANY

Engelhorn Sports	Mannheim
Otto Schweizer	Singen
Sport Pritzl E. K.	Aidenbach
Sport Weiß	Brannenburg
Sportzentrale Papistock	Oberammergau

### SWITZERLAND

Altmann Sport	Vevey
Balzer Sport	Churwalden
Berger Schuhe & Sport	Konolfingen
Do Sport	Grimentz
Kaufmann Sport	Grindelwald
Longo Sport	Möhlín
Öster Sport	Adelboden
Skiservice Corvatsch	St. Moritz

### ITALY

Alpin Sports	Seis am Schlern
Gialdini Sport	Brescia
Jgor Ski & More	Cortina d'Ampezzo
Skiverleih Carezza	Passo Carezza
Skiverleih Gatterer	Vals
Skiverleih Welschnofen	Welschnofen
Sportway	Pernate
Talservice	Bruneck

### FRANCE

Decathlon	Sainte Luce
Decathlon Bordeaux	Bordeaux Cestas
Montaz Sports	La Ravoire
Skiwave	La Tania
Sports Shop	Val D'Isere

### USA

Christy Sports	Boulder
Copper Mountain	Copper Mountain
Basin Ski Shop	Killington VT
Bill and Paul's Sporthaus	Grand Rapids MI
Denver Sports Lab	Golden CO
Peak Performance	Killington VT
Powder 7	Golden CO
Ski and Sport Center	Charlottesville VA
SnowBasin	Huntsville UT
The Alpine Shop	So. Burlington VT
The Boot Pro	Ludlow VT

### CANADA

Sport Check	Mississauga
Sport Check	Toronto
Techno Sport	Calgary

### AUSTRALIA

Pension Grimus	Mt. Buller
Rhythm Sports	Cooma

### CZECH REPUBLIC

Helia Sport	Brno
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### DENMARK

Funsport	Velje
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### THE NETHERLANDS

DEL Sport	Waregem
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### NORWAY

Intersport Beitostølen	Beitostølen
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### POLAND

Bikershop	Kraków
Sport Produkt	WARSZAWA
Wypożyczalnia „U Gąsienicy”	BIAŁKA TATRZAŃSKA

### TURKEY

Türkiye Kayak Federasyonu	Erzurum
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### ANDORRA

Esports Calbo	Soldeu
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## Another bit of growth.

Sport & Mode Natter, Mellau 

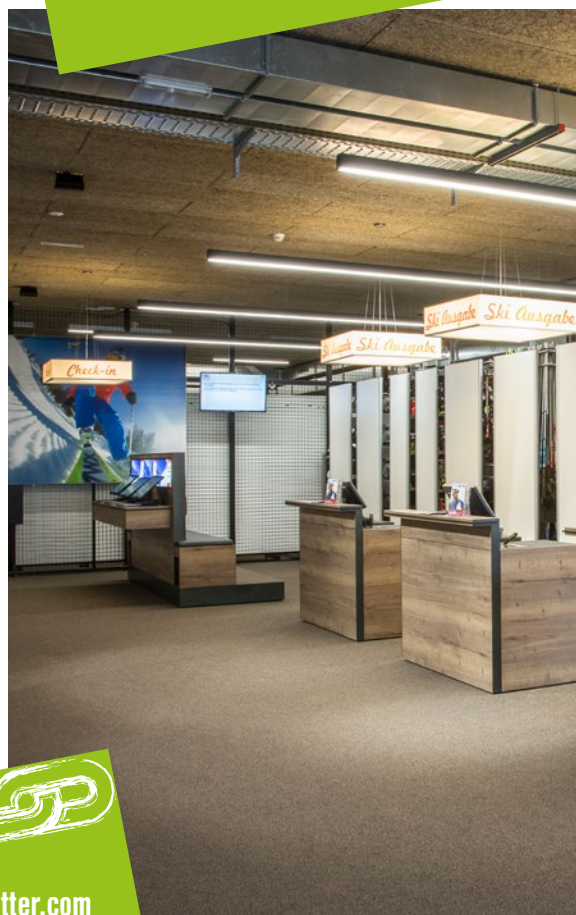
After remodeling its main store and automating its workshop last year, Sports & Mode Natter has grown a bit more again this year. When the new Mellau cableway was built, Sport Natter replaced its container solution at the valley station with a modern sports store, an adjoining ski rental center and a manual ski servicing workshop.

As at the company's main store, Johannes Natter decided to go with the Easystore Flex rental system for the new location, too. He said: „Easystore Flex has proven

to be excellent and everything works very well. We were therefore never in doubt that we would stick with this system.“

Safety on the slopes is important to Sport Natter, and the sports retailer now also offers binding adjustment and electronic settings checks at the valley station, which was not possible before in the container solution.

- **Ski rental center:** 600 pairs of skis and snowboards, Easystore Flex lockers 3 meters deep with wide doors, 6 ski and snowboard racks, and 2 racks with Premia dryers
- **Ski servicing workshop:** a Mercury L sd with a loading unit and stone and disc modules (at the main store)
- **Easyrent:** 11 workstations distributed across 3 locations, online reservations, check-in, and digital signature pads
- **Ski boot fitting** with BOOTDOC insoles



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



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EASY/RENT

BOOTDOO

Beatrix and Johannes Natter

## A milestone in winter tourism. Strolz Sport & Mode, Lech am Arlberg and Stuben

Strolz, which has a total of 8 locations in Austria in Lech, Zürs and Stuben, completed two ski rental projects with WINTERSTEIGER in 2015: the ski rental center for the Rüfikopf cableway in Lech and at the Fuxbau apartment house in Stuben.

### Creating something special.

With the complete remodeling of its store and rental center at the Rüfikopf cableway valley station, Strolz has set new standards and demonstrated just what is possible in winter tourism, both in terms of design and the level of service.

Conceived by Armellini Design, the Rüfikopf cableway location combines state-of-the-art features like walls and ceilings with digital displays and a lighting concept that highlights the retail merchandise and the Easyrent

check-in stations. A large stone well that provides spring water, the Strolz shoe museum and an elevator that takes visitors from the rental center straight to the Rüfikopf cableway are just a few of the special services available.

The high level of service is also demonstrated by the fact that the rental center has around 400 pairs of skis and 150 snowboards stored in Easystore Flex ski racks with black plate

front panels. The really special thing about the site is that in the ski depot, which is served by on-site staff, not only are the ski boots dried with Premia dryers every day, but also the helmets. Strolz uses the full version of the Easyrent rental software and visitors can pay directly at any of the Easyrent workstations.

Taken in sum, these various details add up to an extraordinary level of service. For visitors, renting skis at Strolz is an event.

The indirect lighting creates a warm, inviting atmosphere.





## Stuben ski rental center relocated to the Fuxbau apartment building.

In Stuben, the ski rental was relocated to the Fuxbau apartment building and was also enlarged to include a staffed ski depot with space for about 600 pairs of skis.



## The software solution for ski rental and depot tips the scales.

**Skiarea Miara, Kronplatz** 

In 2015, Skiarea Miara, a lift company in the Val Badia, invested in a stylish state-of-the-art ski rental center with a workshop and a large ski depot for up to 1,230 skiers' equipment. Skiers' keys for the depot are loaded onto their ski pass.

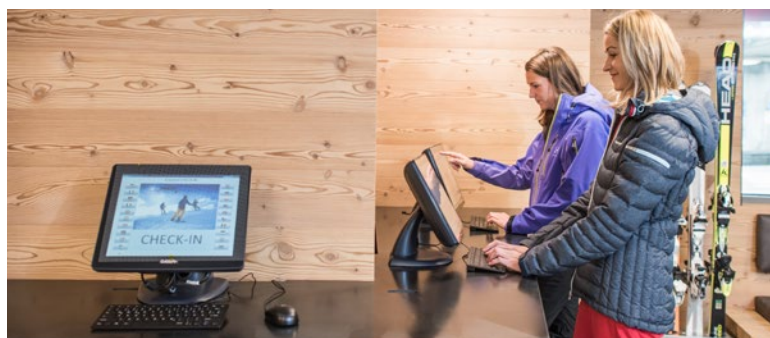
### Tailor-made ski rental center.

The ski rental station was tailor-made in collaboration with a local joinery. The combination of wood and black plate gives it a modern but warm touch.

Easyrent was the factor that tipped the scales when Skiarea Miara was

deciding on a supplier for the project. The owner Zeno Castlunger and his wife and architect Margareth Kargruber chose WINTER-STEIGER because the ski rental center, ski depot and software solution would all be provided by the same supplier.

- **Workshop:** Discovery sdp, Sigma B, Waxjet Pro
- **Ski rental:** 1,030 pairs of skis, Easystore Flex rental system and Easystore shop furniture
- **Ski depot:** 1,230 depot spaces, lockers with a water drainage system and LED lighting in the compartment top
- **Easyrent:** 6 workstations, online reservations, digital signature pad, 3 check-in counters, linked to the Speedtronic binding adjustment device. In the ski depot: reservations and link





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## Anything your heart could wish for!

Alpin Sport, Seis am Schlern 

At the Seiser Alm gondola lift's mountain and valley stations, Alpin Sports in Seis am Schlern has refurbished a ski servicing workshop, three ski rental centers and a ski depot. The depot has been designed in a way that allows the ski lockers to be used as sales space for bike accessories in the summer, with special perforations on the doors making it possible to attach merchandise display racks.

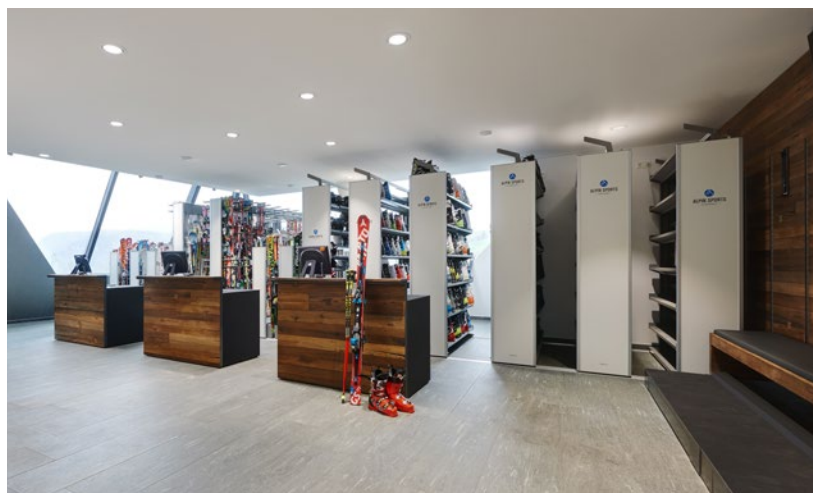
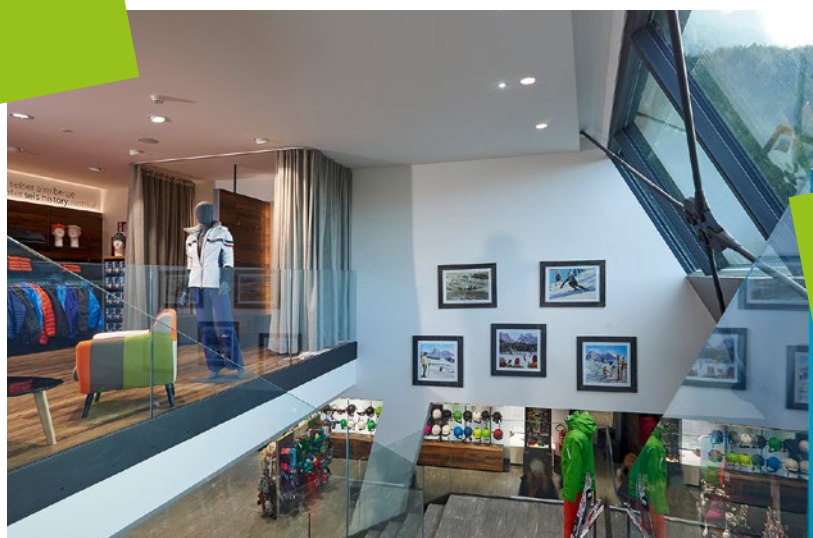
### „Easyrent keeps everything under control!“

That is the motto of the two general managers, Patrick Egger and Christof Plant, who use many features of the Easyrent ski rental

software. 5 branch locations have been equipped with 26 workstations and 4 check-in counters.

- **Workshop:** Mercury L sdg, Waxjet Pro
- **Ski rental center and depot:** 2.500 pairs of skis, Easystore Flex with Easyclip, and snowboard racks with boxes for bindings. Dryers: Optima and Premia
- **Easyrent:** Online reservations, ATM, inventory management system, Easyoffice, binding adjustments, depot with Metra connection, loyalty bonus system





## All requirements fulfilled. Bergbahnen Engelberg-Titlis, Engelberg

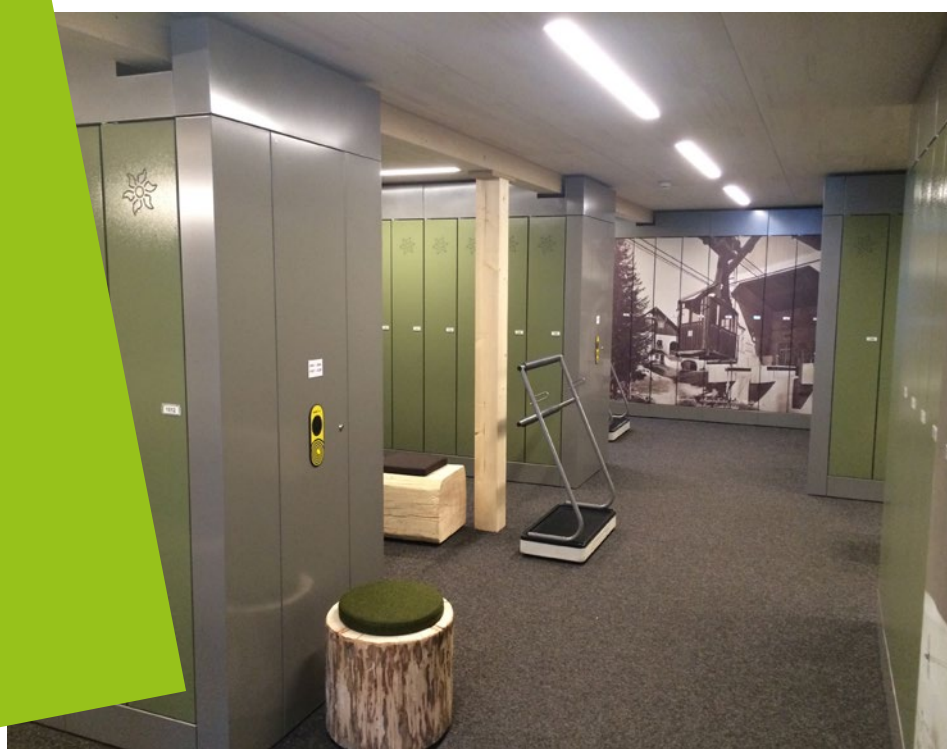
Bergbahnen Engelberg-Titlis AG has built a ski depot with 422 lockers for season, week and day rental visitors at its new gondola lift valley station. The client's most important requirement was that the depot and locking system come from the same supplier.

The varying heights and irregular shapes of the rooms presented a big challenge, meaning numerous supports had to be built around and sometimes built into the depot furniture. Bergbahnen Engelberg-Titlis AG was able to take over the depot as scheduled and in time for the opening of the new gondola lift.



### These requirements had to be fulfilled convincingly:

1. An electronic locking and opening system that would be compatible with the existing lift-ticket software (Axess) and also combine the lift ticket and depot access key in one
2. Efficient drying (air drying) with simultaneous odor neutralization
3. Water drainage system
4. Optimal use of the available space
5. Very high visual and technical standards, specifically implemented according to customer specifications



## Space for all in the ski room. Hotel Reuti Hasliberg, Meiringen-Hasliberg

The Hotel Reuti Hasliberg at the Reuti valley station has been rebuilt. The new ski room is not just used by tourists, because the hotel also frequently hosts ski racing guests, service personnel and junior teams from various nations.

The ski room was therefore designed to serve all purposes: Guests can use the lockable ski racks for 1 pair of skis and 1 pair

of poles or 1 snowboard and the shoe dryers. There is also enough space for service personnel to set up servicing tables and prepare

racing skis. In the summer, the ski room will become a bike depot.

NEW PRODUCTS

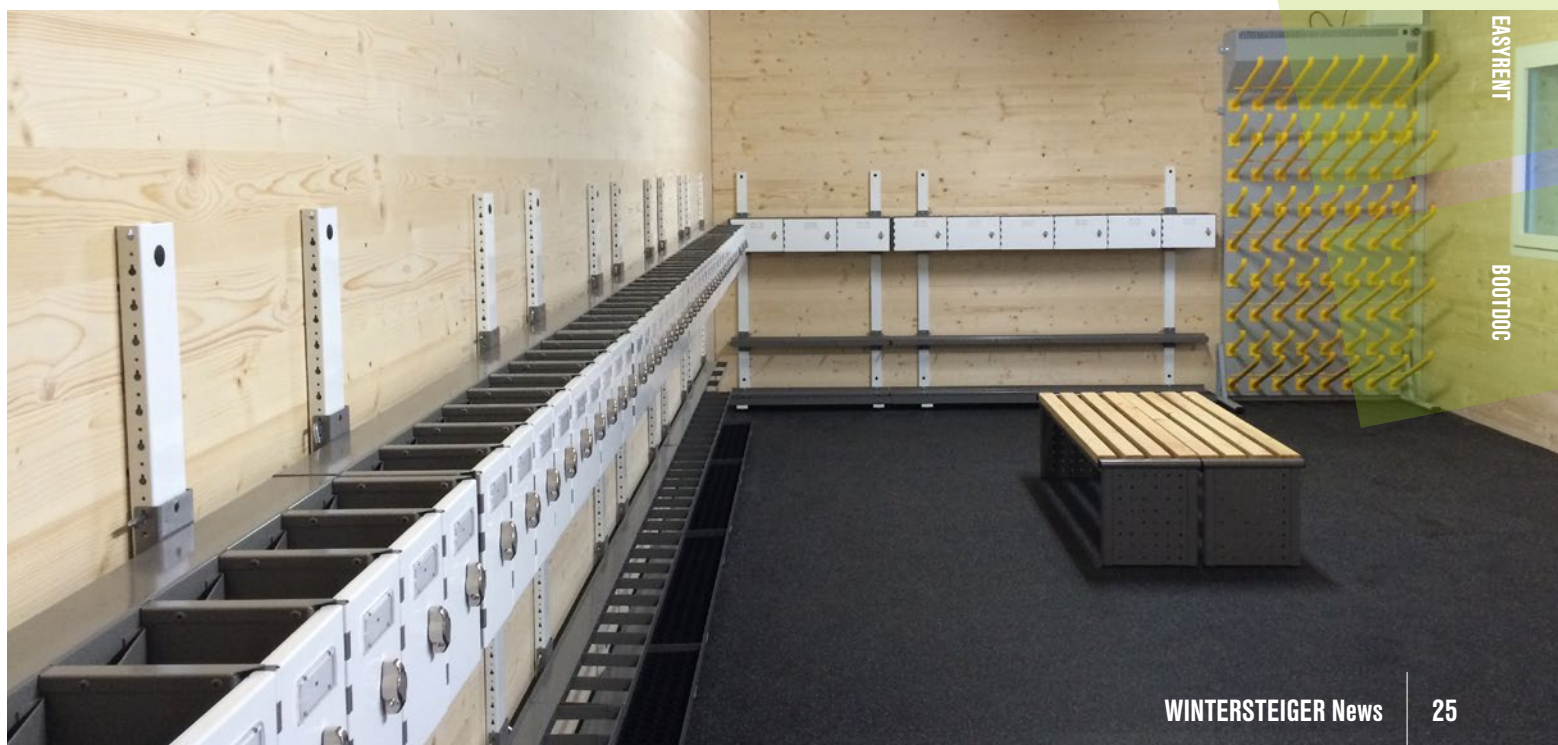
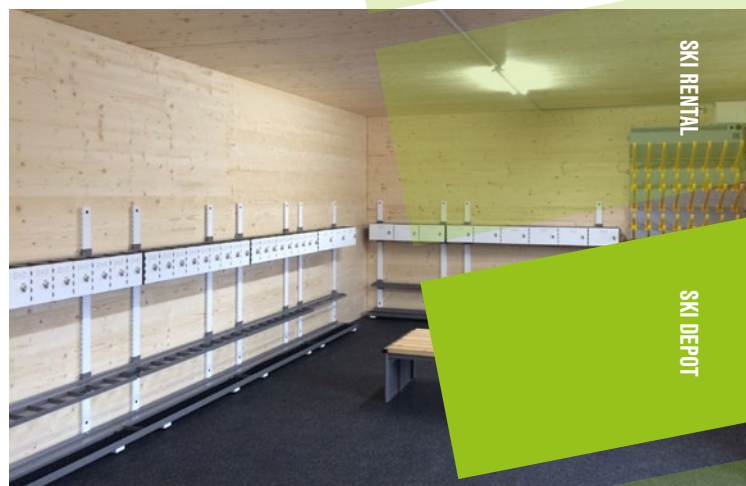
SKI SERVICE

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## Another bonus.

**Tschuggen Grand Hotel\*\*\*\*\*, Arosa** 

The five-star Tschuggen Grand Hotel in Arosa in the Swiss canton of Graubünden is known for its great spa encompassing around 5,000 m<sup>2</sup>, which was designed by star architect Mario Botta. The Tschuggen Express, the hotel's own train connection to the nearest cable cars for exclusive use by the hotel's guests, is another highlight.

Starting this season, there is a further bonus: the new ski depot with state-of-the-art ski lockers. Particular attention was given to the design of the depot's ceiling.

The air circulation required for the drying in the lockers is provided by simple solutions that do not impair the visual consistency of the room. The ceiling was specifically

designed to hide all the pipes, cable channels, supply lines and controls easily and in a visually attractive manner.



The 5,000 m<sup>2</sup> wellness area at the five-star Superior Tschuggen Grand Hotel





# SKI DEPOT

## Parking, living, shopping – and ski storage. Millegga Park, Grächen

In 2015, Brigger, a construction company in Grächen, Switzerland, built Millegga Park, a building housing a parking garage, stores and apartments. The ski depot in the parking garage is another facility available to residents and day tourists.

The first ski depot, which was built at the Hannigalp valley station years ago by the local cableway companies and tourist office, has been a great success – it is always used to near capacity. This led Brigger to give the new ski depot,

which has around 290 lockers, the same design and the same technical equipment. Connections and extra water drainage outlets have been installed in a way that enables the capacity to be

doubled through the addition of more lockers at any time.

Customers can book lockers themselves via the depot's own credit card terminal in the parking garage or at the tourist office.



# Ski depot and underground parking garage under one roof.

Dantercepies, Selva Gardena 

The new ski depot at the Dantercepies cableway has something special to offer: use of the underground parking garage and the ski depot directly on the aerial cableway is combined in one ticket, and the skiers can book everything at once.

The ski depot with 280 lockers and systems for ventilation and ozone germ-reduction has performed excellently in its first season, and Giovanni Pasti, owner and operator of the cableway and the ski depot, is very satisfied with the capacity utilization. Of the lifts

serving the 4 valleys that are part of the popular Sella Ronda ski tour circuit, the Dantercepies cableway attracted the most skiers.

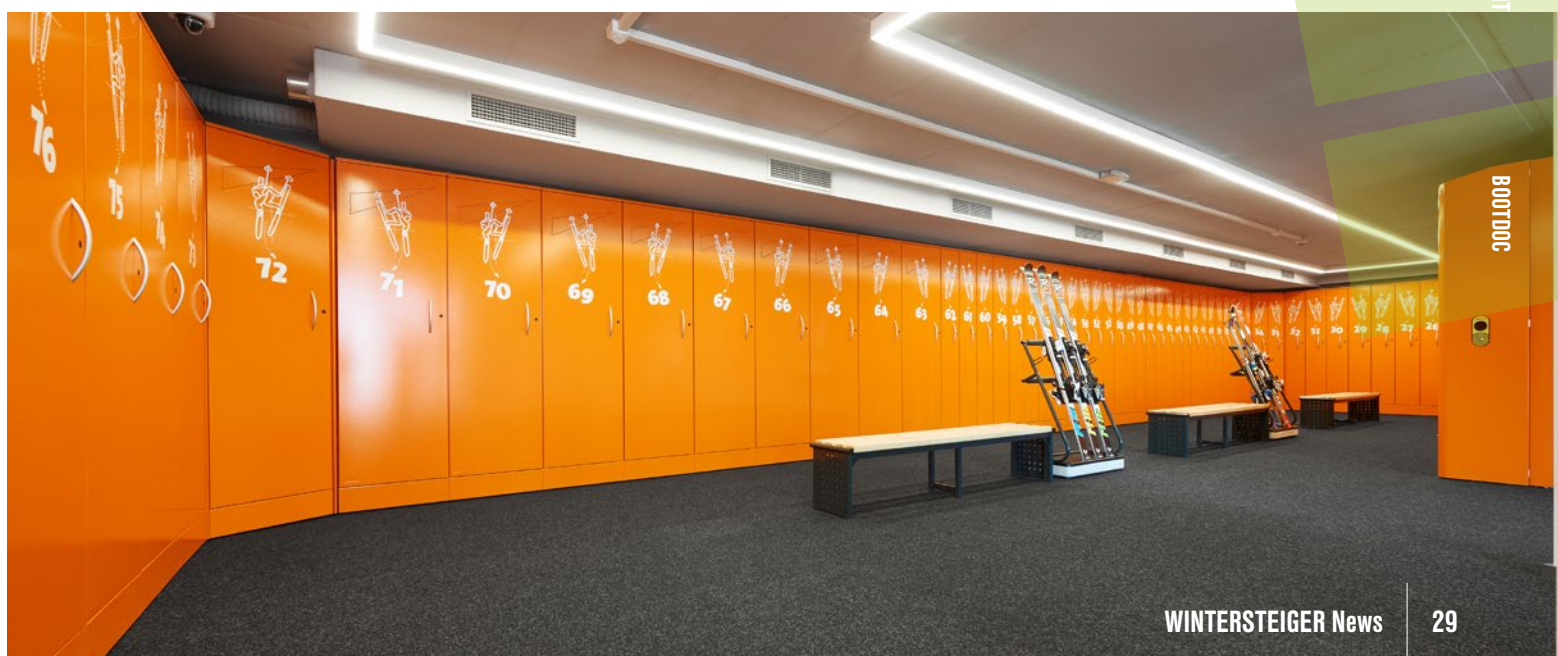
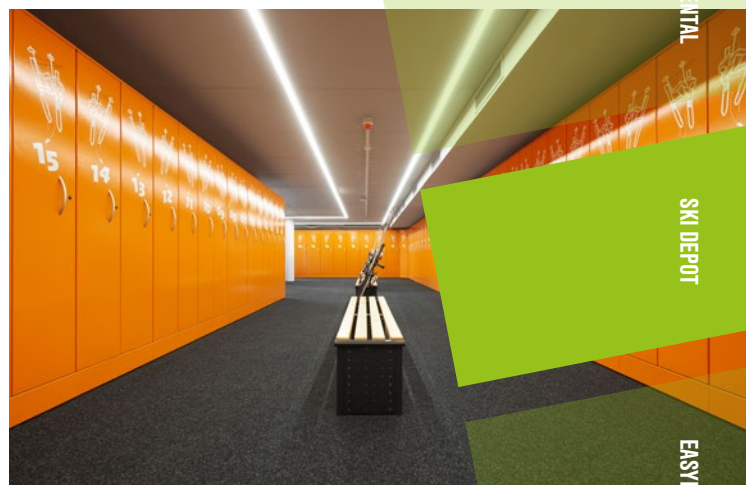
NEW PRODUCTS

SKI SERVICE

SKI RENTAL

SKI DEPOT

EASYRENT



## Ski rental center with WINTERSTEIGER hallmark. Rentasport Gitschberg, Meransen

The new ski rental center at the Gitschberg valley station in Meransen bears WINTERSTEIGER's hallmark: It is both functional and appealing. Robert Papst completely renovated his business and refurbished the rental center and ski depot.

Encompassing about 330 m², the rental center offers space

for around 500 pairs of skis. The Easystore Flex System, which has Easyclip for adult skis and a hanging system for children's skis, helps make the rental process efficient.

The new ski depot with 30 lockers can easily be expanded at any time. Before the renovation, the customers were served in a depot

by staff using ski and boot racks. The new storage lockers now allow Robert Papst to provide his customers with an extra service: They can dry their helmets and gloves overnight and store their car keys, bags, etc. there during the day.



Easystore Shop Furniture attractively decorated by the cabinet maker



# Easyrent invades Colorado.

37 new locations with 177 individual workstations 

Easyrent has been a popular solution for many shops in Colorado for a number of years. This season has seen a dramatic increase in the number of shops using Easyrent for the 2015-2016 season. From single location shops such as American Ski Exchange to multi-store customers such as Base Mountain Sports, Butte & Co. and Gorsuch,

Ltd., Easyrent has penetrated the market with 37 total new locations and 177 individual workstations.

Leading the charge is Charter Sports with 17 locations spread over Summit County, the Vail Valley and Avon (Beaver Creek) areas. Charter was looking for a solution that could handle their diverse

requirements: equipment rental with electronic forms, gear storage for guests, merchandise sales and a robust online reservation system capable of handling their complex pricing structure. Easyrent fulfills these requirements and was implemented just in time for the 2015-2016 season.

NEW PRODUCTS

SKI SERVICE

SKI RENTAL



John Anderson at Charter Sports in Lionsquare Lodge North



SKI DEPOT

EASYRENT



BOOTDOCS

# BOOTDOC



## The ski boot must fit.

**Bründl Sports, Kaprun** 

At Bründl Sports in Kaprun, Austria, boot-fitting expert with experiences in Ski World Cup Fabian Stiepel provides his customers with custom-fit ski boots, BOOTDOC insoles and compression socks. He sells around 3000 pairs of insoles every year. 8 out of 10 customers purchase boots with insole, of which 10 % are custom molded to the customer.



**Boot-fitting expert  
Fabian Stiepel at  
Bründl Sports in  
Kaprun**

He says: „The most important thing is that the ski boot fits. We offer insoles to every customer. Some customers don't take them and then come back again the very next day because they have

changed their mind.“ In the case of compression socks, improved blood circulation is the number one sales argument: „When customers complain of having cold feet,

we advise them to take compression socks, and our experience there has been very positive.“



**Boot fitting  
training**



# Boot fitting training for optimal customer service.

In the fall of 2015, the BOOTDOC Academy held boot fitting training seminars in Austria, Germany and Switzerland. Altogether, about 250 attendees were schooled in foot anatomy, foot analysis, troubleshooting, insole fitting and many other things.

## Simon Perner of Zentrasport Austria in Ohlsdorf says:

„I attended the advanced boot fitting seminar in Salzburg in October and would recommend it to any sporting goods retailer!

The best thing about the seminar was definitely the fact that it included a lot of practical application. We were allowed to actively participate throughout, that is, make boot liner foaming ourselves instead of just watching or listening to a lecture about it. There was always enough

material available for each attendee.

Each part of the course was led by a different instructor. Stefan Riedl, a master orthopedic shoemaker from Bavaria, took the part on anatomy, for example. The fact that there were always several instructors present gave the seminar a very lively atmosphere. Each instructor was highly qualified in his field and gave excellent answers to any questions asked.

If you are interested in attending the seminars in the fall of 2016, please send an e-mail to:  
[office@boot-doc.com](mailto:office@boot-doc.com)  
We would be happy to send you a program!



The documentation, that are the Boot Fitting Guidelines and Boot Fitting Manual, is easy to understand and very useful. Most importantly, I now have them at my store and everyone can refer to them if there is something they don't know."



# ACCESSORIES

## WINTERSTEIGER accessories: Your comfort matters!

WINTERSTEIGER's range of accessories is constantly being refined and expanded. Your working comfort is always very important to us. Whenever we develop new products or add new accessories, ergonomics, equipment weight, noise levels and fume reduction are prioritized.

### Products for reducing fumes during base repair:

#### NEW: Smogjet.

The Smogjet exhaust air system is a brand new addition to our range of products. It actually belongs to the new Baseman base repair machine, but it can also be used with the Baseman's predecessor, the Polyman, when connected via our docking station (p. 65 in our catalog).

#### Polyethylene material with lemon scent.

Odor and fume development during base repair is an important issue. Our customers therefore really appreciate our lemon-scented polyethylene wire. It can be used in the new Baseman and the Polyman base repair units. (p. 68 in our catalog).

