

## **Gebrüder Weiss hits the road with “hot bikes” from KTM**

### ***Logistics agent puts its best foot forward at the KTM Dealer Convention***

**KTM Sportmotorcycle AG in Mattighofen has expanded its active cooperation with the Gebrüder Weiss (GW) logistics company. In addition to much of the procurement logistics and distribution work for motorcycles in Hungary, GW's branch office in Salzburg now also distributes KTM motorcycles in some of the manufacturer's most important markets – Germany, the Netherlands and Belgium. This weekend, the logistics agent showcases itself at the huge KTM Dealer Convention in Mattighofen.**

Projections call for more than 10,000 motorcycles to be delivered in these three countries during the course of 2006, the majority of them headed for Germany. “By turning our concept into reality, the daily output from Mattighofen can be distributed ideally and quickly. All processes were custom-tailored to KTM's specific needs and have since been readily incorporated without a hitch,” reports GW branch manager Peter Schafleitner.

The Spedition Zufall company in Fulda, long since specialised in two-wheeler logistics with consummate knowledge of the market, acts as the central platform in Germany. This auspicious collaboration allows substantially shortened transit times. KTM dealers throughout all of Germany now get their motorcycles from Fulda within 24 to 48 hours.

KTM Logistics Director Christian Waach is quite pleased: “GW is a professional, innovative partner who adjusted themselves to our logistical needs and optimised important processes for us. Their price and their service are perfectly mated.” This was the first time the KTM cyclesmiths invited all 1,500 of their sales partners in more than 30 countries to a three-day get-together at the factory. Gebrüder Weiss will man its own booth at the event.

Schafleitner: “We are really looking forward to being a part of this major event from the logistics service provider side of the coin. From being able to mingle with the dealers, we hope to hear suggestions and gain a better understanding of their needs in order to continue providing the best service in the future.”

#### **The Gebrüder Weiss organisation**

The Gebrüder Weiss organisation, headquartered in Lauterach (Vorarlberg, Austria), employs approximately 3,900 people at 134 locations worldwide. In fiscal year 2005, the logistics company recorded sales of 789 million Euro.

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