

## Press Release

### **A strong cooperation: Gebrüder Weiss and the Zumtobel Group**

**Cooperation expanded – Gebrüder Weiss receives new order for the Zumtobel brand.**

**Lauterach, 23 February 2017.** Gebrüder Weiss and the Zumtobel Group strengthen their cooperation. Since last year, the logistics group has been handling a large part of the distribution logistics from Vorarlberg to Eastern Europe for the Zumtobel brand. "Our two companies have already been doing business for over three decades. In the area of land transport, we have increased our operations over the last few years, for example in Italy and the United Kingdom. We are delighted to be able to cover the route to Eastern Europe, too, where we have a strong network of our own," says Michael Wohlgenannt, Branch Manager of Gebrüder Weiss Lauterach.

The contract was awarded on the basis of the high quality of service and flexibility offered by Gebrüder Weiss, combined with excellent conditions of delivery, such as for delivery to special building sites, delivery by appointment or long vehicle transports. "We have known Gebrüder Weiss for a long time. The relationship of trust which we have built up over the years makes processes run smoothly and that is exactly what is important to us. Of course, it is also a great advantage that the two corporate groups are geographically close together. Short routes, fast agreements – we really appreciate these things," says Helmut Kuhlmann, Director of Logistics at Zumtobel Lighting GmbH.

#### **Quality leadership aspirations strengthen bond**

Gebrüder Weiss is a logistics partner of the three internationally successful brands Zumtobel, Tridonic and Thorn, who are all part of the lighting company, Zumtobel Group. "We are united by our desire to be quality leaders in our respective businesses. This very aim is the reason why we understand exactly what the customer wants and proactively think ahead and plan in the customer's interest. This has resulted in a very effective and strong cooperation," says Jochen Humpeler, Corporate Key Account Manager for the Zumtobel Group at Gebrüder Weiss.

Transport orders are handled in Europe, Asia and Australia – by land, air and sea. For Tridonic, Gebrüder Weiss is responsible not only for the entire warehouse logistics at the Lauterach location, but also in the Asian cities of Singapore and Shanghai. There, the entire warehouse infrastructure is being converted according to European standards, from

paperless picking to packing and transport. State-of-the-art IT systems ensure that the data flow is secure and guarantee consistently high quality for all warehouse management and handling processes.

### **About Gebrüder Weiss**

With over 6,500 employees, 150 company-owned locations and an annual turnover of 1.28 billion euros (2015), Gebrüder Weiss ranks among Europe's leading transport and logistics companies. In addition to its core business of overland transport, air & sea freight and logistics, the company also operates a number of highly specialised industry solutions and subsidiaries under the umbrella of Gebrüder Weiss Holding AG, based in Lauterach (Austria). This includes logistics consultancy firm x|vise, tectraxx (industry specialist for hi-tech businesses), inet-logistics (software solutions for TMS transport management), dicall (communications solutions, market research, training), Rail Cargo (railway transport) and the Gebrüder Weiss parcel service GWP, a shareholder in the Austrian firm DPD. This bundling of services allows the Corporate Group to respond to customer needs quickly and flexibly. Having implemented a variety of environmental, economic and social initiatives, the family-run company with a 500-year history is today a pioneer in sustainable business practices.

### **About the Zumtobel Group**

The Zumtobel Group is an international lighting company and the leader in innovative lighting solutions and lighting components. With its three internationally established brands, Thorn, Tridonic and Zumtobel, as well as the two smaller brands acdc and Reiss, the corporate group offers its customers all over the world a comprehensive range of products and services. With the brands Thorn, Zumtobel and acdc, the company is the European market leader in the lighting business. In addition, the Reiss brand offers lights with a higher protection type for the OEM sector. With the component brand Tridonic, the group is the world leader in the manufacture of hardware and software for lighting systems (LED light sources, LED drivers, sensors and light management).

The group is listed on the Vienna Stock Exchange (ATX) and on the balance sheet date, 30 April 2016, had 6,761 employees. In the fiscal year 2015/16, the company recorded a turnover of EUR 1,356.5 million. The corporate group is based in Dornbirn, Vorarlberg (Austria).

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