

After Sales Service: Logwin performs overnight transportation for STILL Austria

Grevenmacher (Luxembourg) - The global logistics service provider Logwin has gained STILL Gesellschaft m.b.H. in Austria as a new customer. The manufacturer of industrial trucks has been using Logwin's overnight service since March 2011. The logistics specialist transports spare parts for the repair and maintenance of industrial trucks from STILL's headquarters in Hamburg to Wiener Neudorf near Vienna. From there the drivers distribute parts direct to field engineers throughout Austria overnight.

STILL has previously worked with several different partners for the supply of its field engineers. "By cooperating with a single, experienced logistics service provider we can exploit synergies and achieve not just savings but also benefit from even better service," says Helmuth Viertl, Managing Director of STILL Austria.

A Logwin truck leaves Hamburg every day to transport individual parts - from the smallest screw to complete replacement engines - to the warehouse in Wiener Neudorf, where STILL employees assign the parts to over 50 field engineers or consignment stock depots, combine them with parts from the warehouse in Austria and pack them into Logwin's returnable boxes. Logwin vans collect the picked goods from 4 p.m. onwards.

In time for the early shift

The drivers transport the shipments to destinations throughout Austria, delivering them by 7 a.m. the next day at the latest, which means that the required parts are available to the field engineers in time for the start of work. "Thanks to Logwin's overnight service we can avoid expensive downtime with inoperative equipment," says Helmuth Viertl. Where necessary, deliveries can also be made later in the day when agreed with STILL. Logwin staff deliver to an average of 35 destinations each night. "The parts are delivered either direct to the field engineers' vehicles or to lockable containers," explains Alexander Kratky, Manager Sales and Key Account Management at Logwin's business segment Solutions. "Therefore STILL has given us spare keys for the vehicles and containers." STILL can see where every consignment currently is, using tracking and tracing in the Internet since all overnight shipments are scanned when they are handed over in Wiener Neudorf and when they reach their destination.

Logwin also performs returns management on behalf of STILL in the same operation as delivery. Service engineers leave replacement parts that are not needed or are defective in their vehicles or containers the previous evening and the Logwin staff take the consignments in their shipping boxes back with them to STILL's central location in Wiener Neudorf the next morning.

Logwin looks back on many years experience in the Austrian market. The company has been operating there for more than 50 years and today 365 employees work for the company at 16 locations in Bergheim, Krems, Linz, Ludesch, Salzburg, Traiskirchen, Traun and Vienna.

About STILL

STILL GmbH, with headquarters in Hamburg, is one of Europe's leading manufacturers of electric, diesel and LP gas forklift trucks with over 90 years of experience in the field. Besides production sites in Hamburg, Reutlingen, Montataire (France) and Rio de Janeiro (Brazil), STILL has 199 locations all over the world and employs more than 6,000 people.

www.still.at

About Logwin AG

As an external partner, Logwin AG, Grevenmacher (Luxembourg), develops a comprehensive range of logistics and service solutions for trade and industry. In 2010, the group generated sales of 1.4 billion euros and currently employs over 5,600 staff. Logwin operates in all main markets worldwide and has approximately 250 locations across all continents. With its two business segments Solutions (customer-focused contract logistics solutions) and Air + Ocean (global air and sea freight activities), Logwin AG is one of the leaders in the market.

The business segment Solutions stands for contract logistics within Logwin AG. Solutions offers individual customer- and industry-oriented solutions ranging from supply chain management, warehousing and logistical value-added services through to complete outsourcing projects. The business segment offers a high level of competence in process management and the development of customized IT solutions. The close ties between the business segments enable multi-modal transport solutions to be implemented quickly and efficiently.

Logwin AG is listed in the Prime Standard of the Deutsche Börse. The majority shareholder is DELTON AG, Bad Homburg (Germany).

Contact:**www.logwin-logistics.com****Alexander Kratky**

Manager Sales and Key Account Management
at the business segment Solutions
Phone: +43 1 866 36-6342
alexander.kratky@logwin-logistics.com

Dominique Simone Klopp

Public Relations
Phone: +352 719690-1354
Fax: +352 719690-1359
pr-info@logwin-logistics.com