

Every type of cargo – including ship engines

It transports every type of cargo – with the exception of frozen foods: the RollBo Transport GmbH is a full-scale provider of forwarding and other value-added logistics services. One of the company's specialities is the handling of complete ship engines, including professional packing and delivery to the port of destination.



RollBo's modern fleet of more than 100 vehicles comprises semi-trailers and drawbar combinations as well as swap trailers

RollBo offers a wide spectrum of transport-related services, including short-distance and long-distance hauling, swap trailer forwarding and just-in-time deliveries of ship engines and other ships' spare parts on a Europe-wide basis. "The latter is one of our specialities," says Managing Director Jürgen Bock. RollBo serves many well-known customers from the worlds of mail-order logistics and manufacturing, such as Hermes, Otto, DHL, IKEA and MAN Diesel SE. In addition to transport services, the DIN EN ISO

9001 and 14001 certified business offers storage services and a number of other value-added logistics services. The segments of inland waterway transportation and international ocean shipping are seen to by a separate subsidiary: Primocargo GmbH. "Primocargo can rely on a worldwide network of agents which enables it to guarantee professional goods handling and forwarding services in almost every seaport across the globe," concludes Mr. Bock. ■

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An attractive investment with a lifelong dividend

Spending the summer holiday at the sea, the winter holiday in the mountains and paying only the extras – impossible? Not with Hapimag and its special shares. The Swiss number one in the European rights of holiday residence market offers a total of 63 holiday resorts at preferred destinations in 18 countries. These can be booked exclusively by the company's shareholders whom it calls its partners. These partners enjoy the privilege of spending the nicest days of the year in their own holiday world – because they have made an attractive investment which guarantees a lifelong dividend.



Your own holiday world

Hapimag is a unique 'holiday organisation' that offers more than 60 holiday resorts around the world. It is not a standard tour operator, however, and the company's customers are rather given the privilege of spending the holidays in their own resort, in their own apartment – a privilege which is underlined by the Hapimag slogan: 'Your own holiday world'. Everything is possible within this own holiday world: an apartment in the mountains or at the seaside, relaxing in a luxurious resort or discovering the pulsating life of Europe's cities. "With Hapimag you spend your holidays like you want to, in a flexible and individual way,"

says CEO Kurt Scholl. "At the same time, you can enjoy all the benefits of your own holiday apartment, without paying any rent." Established in 1963, Hapimag has 45 years of experience in the rights of holiday residence market. Today, the Swiss company is Europe's number one in the sector. It has 140,000 delighted shareholders whom it calls its partners. The number of these partners is growing day by day. "They can choose among 57 holiday resorts – plus an additional six rented ones – which can be found in the most beautiful locations in 18 countries in Europe, North Africa and the United States," states Mr. Scholl. The resorts have over 5,400 luxuri-

Hapimag offers a world of preferred holiday destinations, from winter dreams in Austria to luxurious living in Portugal through to wellness in Morocco



ous apartments with all conveniences and offer four attractive theme worlds for individual holiday-making: 'Active' for sports and fun enthusiasts, 'Family' for families with children of all ages, 'Discover' for those eager to get to know the country and its people, and 'Relax' for those looking for relaxation for their body and their soul. At the core of the Hapimag offering is the holiday share_21. It costs

9,100 CHF plus an annual fee of 361.80 CHF. "With the purchase of a holiday share_21, the partner can book all Hapimag holiday resorts," explains Mr. Scholl. "Every year, the partner gets twelve holiday points which he can use in all resorts according to his individual wishes. For staying at the resort, the partner only pays the extras which depend on the apartment type and length of stay." An alternative for those with



CEO Kurt Scholl

their favourite resort is Hapimag Residence. At a share price between 6,100 CHF and 26,500 CHF – depending on the resort, the size and category of the apartment and the season – the partner gets the right to stay at a particular Hapimag holiday resort every year. If the partner does not execute his right in a particular year, the respective holiday points are credited to his account. These points can then be used for all other Hapimag holiday resorts. "The partners are thus guaranteed their preferred holiday resort," says Mr. Scholl. "At the same time, the entire Hapimag holiday world is open to them." A potential Hapimag partner can also buy the Hapimag Explorer. For a price of 5,900 CHF, he gets 100 holiday points which can then be used in the whole Hapimag

holiday world within a period of three years. What makes Hapimag unique and so successful in the rights of holiday residence market is its breadth of selection, its exclusivity and its superior standard. As a Hapimag partner, you can choose from more than 60 resorts. Apart from a small number of exceptions, only partners are entitled to use the holiday resorts which, as a rule, offer four-star amenities. "All apartments are in an excellent condition," states Mr. Scholl. At present, a new resort with 150 apartments is being realised on the Isle of Sylt which is to open in spring 2009. "Our goal is to further expand the Hapimag business model in Europe and worldwide to offer even more people their own holiday world," concludes Mr. Scholl. ■

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