



The international haulage and logistics company is based in Ora near Bozen



Gruber Logistics provides customised solutions when it comes to heavy and special transport



The gateway to new markets

The Trentino-Alto Adige region of northern Italy has always been at the crossroads of cultures and nations. Laying along the important trade routes from Verona and Trento North to Austria, its capital, the city of Bozen, has alternately belonged to Bavaria, Austria and Italy. Because of its central strategic location, it is perhaps not surprising to find one of the oldest Italian logistics companies based in Bozen: Gruber Logistics S.p.A.

“A proverb says that all roads lead to Rome. However, we know the best short-cut,” says Michael Gamper, the company’s head of administration and personnel. “We are one of the leading international haulage and logistics providers with a focus on shipping building machines. Whenever goods are too wide, too high or too heavy for ordinary trucks, we provide special transport services and take care of all administrative duties, including special permits and police escorts.”

Established by Josef Gruber in 1936, the Italian logistics company was initially headquartered in Bozen and only moved to its present site in Ora in 1999, when capacity was bursting at the seams. “Our present company site formerly belonged to Bugatti, the car manufacturer, and was used for administrative purposes,” adds Mr. Gamper. The company’s unique location at the junction of north-south and east-west connections has always been its major asset. “The area around Bozen

is sheltered from cold north winds by the surrounding mountains and in consequence is an agricultural centre,” explains Mr. Gamper. “Therefore, wood and fruit were the main goods shipped in the early years of our existence.” In the meantime, Gruber Logistics has expanded its service portfolio considerably, offering logistics, international distribution, heavy & special transport, international freight management and air & ocean transport. Whatever division a cus-

tommer may be interested in, clients can be sure to obtain complete logistics solutions from one source. Heavy and special transport is Gruber Logistics’ core competence, contributing one third to sales. “Our strength lies in all services that are not part of the average logistics package, such as extra-heavy or extra-long goods,” stresses Mr. Gamper. “With the exception of art objects and hanging textiles, we manage the transport of all goods, be it raw materials, high-tech goods,



Gruber Logistics boasts a fleet of 430 vehicles and has twelve branch offices throughout Europe



The Italian company offers customers in the building industry comprehensive supply chain management



The founder's son, Kurt Gruber is today's managing director

foodstuffs, household articles or hazardous materials.” Gruber Logistics has, moreover, concluded agreements with the major manufacturers of construction materials, who thus benefit from a range of additional logistics services. The Italian company offers them comprehensive supply chain management from warehousing to handling, maintenance and modification jobs such as premium paint. In Europe, Gruber has storage and warehousing capacities of 32,000 m² covered and another 70,000 m² uncovered. Using state-of-the-art equipment, the company's indoor cranes can lift up to 75 tons. “We want our customers to concentrate on their core business, and therefore offer them reliable, high-performance logistics based on modern IT-solutions and customized distribution software,” says the head

of administration and personnel. “We don't just administer the flow of goods, but make it intelligent. Our services enhance freight and dispatch performance due to the use of track & trace functions, inter-modal solutions and optimal freight grouping.” Project logistics is another Gruber forte. The company takes on the complete dismantling and transportation of a plant as well as the reconstruction. Moreover, it is a member of the Cargoline network. “We dismantle the plants in Europe, transport them to their final destination and rebuild them there. These services make us a unique player in the international market,” emphasises Mr. Gamper. Today, Gruber Logistics boasts a fleet of 430 vehicles and has twelve branches throughout Europe including Belgium, the Netherlands,

Russia, Austria and Germany. “At the beginning of this year, we opened our fifth branch in Vercelli in Italy, which specialises in construction machinery logistics,” adds Mr. Gamper. A public limited company, Gruber Logistics is still family-owned and reports sales of 125 million EUR. Altogether, it has a staff of 320. Quality management conforms to the ISO 9001:2000 standard. In an increasingly global market, freight management is often seen as the gateway to new markets. Gruber Logistics is enthusiastic about assisting customers in finding their way in an ever more competitive environment with growing time pressures. With 70 years of experience in its business and a reputation of excellence, Gruber is determined to continue on the road to success and expand its service portfolio even more.

“We aim at sales of 300 million EUR by 2015 and will expand capacity accordingly,” says Mr. Gamper. “Among others, we will strengthen our position as one of the leading logistics providers in the building sector. The only problem we foresee is having sufficient personnel. Southern Tyrol has no unemployment, and we are strongly interested in taking on new employees.” ■

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