# THE COMPANY &

OUR OTHER CATALOGUES

SKI RENTAL & SERVICE

SKI DEPOT & CHALET

SPORTS SHOP & BOUTIQUE

AWARD-WINNING STORAGE DRYING & DISPLAY SYSTEMS FOR YOUR SPORTS EQUIPHENT

### **BUSINESS PROFILE**

 $\downarrow$ 

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DRYING SYSTEMS\_06

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# WELCOME



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# BUSINESS PROFILE

#### STORAGE SYSTEMS

 $\rightarrow$ 

PURE FUNCTIONALITY & SPACE SAVING

They include multiple models of steel racks with various structures and functional solutions. They guarantee durability and storage safety. Thanks to the availability of a wide range of sizes and visual versions, our products can be individually adapted to the available spaces, as well as the needs and preferences of users. The ergonomics of the storage systems ensure efficient use of space and maximise the storage capacity.



### **DISPLAY SYSTEMS**

 $\rightarrow$ 

SMART TOOLS FOR ATTRACTIVE EXPOSITION

The new line of products is designed for retail merchendising – sports shops offering professional skiing, and snowboarding equipment, clothing, outdoor gear and various types of accessories. The systems consist of modular elements adjustable to the sales space, to its shape and style. Thanks to the flexibility of our solutions, creating a tailor-made, attractive display area becomes really easy. Each product will find its proper place.



### **DRYING SYSTEMS**

<del>(</del>

EFFICIENCY MEETING DIFFERENT NEEDS

QBL dryers are considered by most of their users as the most efficient devices of this type available on the market. Their efficiency is mainly due to carefully selected high-quality heating components, the system of openable nozzles and a well-thought-out design – which all ensure intensive airflow. Our dryers are energy efficient thanks to the extensive parameterisation of modes and operating times. In the main models it is possible to pre-set times for each day of the week independently.

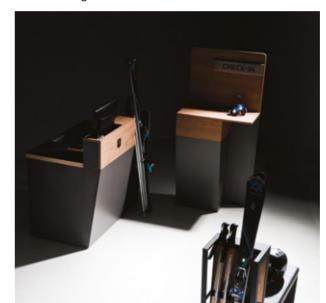


### **DEPOT LOCKERS**

 $\rightarrow$ 

CREATING ADVANCED SKIER ZONES

Lockers are the main equipment of ski depot facilities. It is the storage ergonomics, the drying efficiency, the intuitive locking systems, the durability of the construction and the stylish design that determine the quality of ski depots around the world. This is what makes both the customers and the users satisfied. Ski lockers made by QBL, apart from durability and functionality, are distinguished by a wide range of possibilities to customize the equipment and door finishing.



# DISINFECTION SYSTEMS

 $\rightarrow$ 

SAFETY FIRST

In the new reality, the importance of disinfection has become crucial. Therefore, in addition to the previously available free-standing devices for disinfecting boots and helmets, a built-in disinfection system for dryers and ionising lamps was created. We also offer high-quality noncontact hand sanitiser dispensers to maximise the safety of customers and the service of ski rentals, ski depots and sports shops.



#### **FURNITURE**

<del>(</del>

CUSTOMIZATION & NATURAL DESIGN

Made of high-quality furniture boards, utility components and steel structural elements, our service desks, checkin desks, benches and modular sofas are all modern and consistent in their look. The ability to fit into storage systems and a number of well-thought-out functions improve the efficiency of service and comfort of use.



# OUR JOURNEY



DEVELOPING THIS COMPANY IS LIKE THE MOST FASCINATING SKI EXPEDITION OR A BIKE RIDE. STORY\_10

MILESTONES\_12

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TRADE FAIRS\_18

 $exttt{DISCOVER} 
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<u>WOJTEK ŚLIWKA</u> QBL FOUNDER THE QBL COMPANY WAS FOUNDED IN 2004 BY WOJTEK ŚLIWKA - A GRADUATE OF THE UNIVERSITY OF PHYSICAL EDUCATION IN KRAKOW, A SKI INSTRUCTOR national trade fairs and systematically gaining trust, QBL AND A TWO-TIME POLISH CHAMPION IN MOUNTAIN BIKING.

Initially, the company ran a rental shop and a ski school in was an opportunity to capture the right moment and Wojtek gies and sports market trends.

experience gained – has, so far, resulted in the first special—winter sports industry awards – the ISPO Award Winner. ised products for storing skiing equipment. The dynamically growing orders seemed surprising and inspiring at the same time. They enabled the development of drying equipment products and led to the first major international projects.

Over the course of several years of full commitment to designing new solutions, developing a presence at intersignificantly increased its production capacity. Its founder gathered a team of people – with similar values, goals and ambitions – who wanted to create unique projects on a global scale.

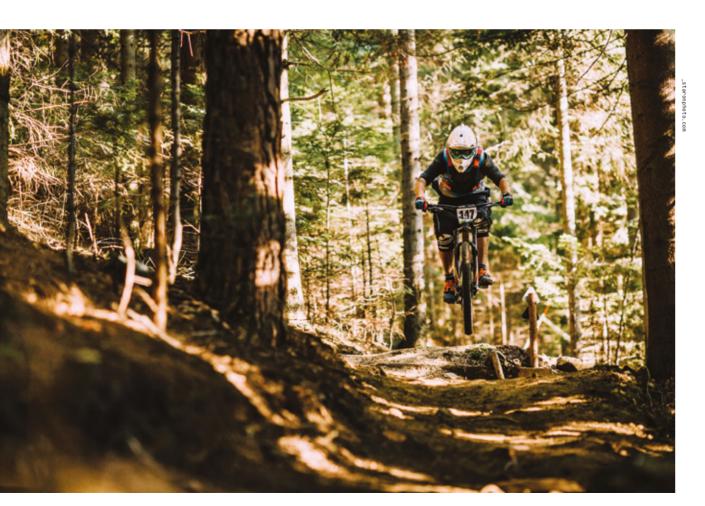
the cosy mountain town of Ustroń. After several years, there Today, the company's headquarters is located in a newly established production and office facility. QBL Systems has took advantage of his knowledge of production technolo- an extensive, dynamically developing distribution network and carries out projects related to sports infrastructure in over 40 countries. The quality of QBL Systems products has His passion for skiing and biking – accompanied by the been affirmed by international experts with prestigious THE QUALITY OF QBL SYSTEMS PRODUCTS HAS BEEN AFFIRMED BY INTERNATIONAL EXPERTS WITH PRESTIGIOUS WINTER SPORTS INDUSTRY AWARDS\_





## **STORY**

WOJTEK ŚLIWKA





2020 MODERN HEADQUARTERS OF QBL SYSTEMS The investment is completed and the entire back office of the company - including the machine park, paint shop, warehouse and offices – is moved to the new plant. 2019 IMPLEMENTATION OF AN INNOVATIVE SKI HOLDER Long months of concept creation and design work on the CliQ ski holder brings results – an international patent **DISCOVER THE LANDMARKS** and the prestigious ISPO Award Winner. 2018 IN OUR HISTORY. AUGUST 2017 THE FIRST FOOTBALL-BOOT DRYER 2016 MILESTONES QBL designs the first football-boot dryer that goes directly to the Etihad Stadium for Manchester City's first DECEMBER REBRANDING OF QBL SYSTEMS We carry out a comprehensive rebranding of the QBL, designing a new logo and creating our visual identity principles from scratch. 2015 JANUARY JANUARY 2014 PRESTIGIOUS ISPO AWARD WINNER THE FIRST INTERCONTINENTAL TRADE FAIR The basic line of QBL racks and dryers is presented We become the first Polish company to be awarded the outside Europe at the SIA Snow Show in Denver, ISPO Award at the largest international sports fair in the Retail & Service Equipment category. Colorado. 2013 2012 NOVEMBER 2011 THE FIRST FOREIGN ORDER FOR SKI LOCKERS Shortly after launching the product on the market, we begin installing specialised lockers in the ski depot of the Vista\*\*\*\* Wellness Hotel in the Czech Republic. 2008 OCTOBER 2010 SKATE RENTAL EQUIPMENT The initiation of cooperation with a partner from Russia results in the delivery of ice-skate storage and drying systems to Moscow's Gorky Park. 2009 THE FIRST INTERNATIONAL SPORTS FAIR We decide to present our small product collection for the first time internationally by participating in the ISPO Munich and Prowinter in Bolzano. AUGUST 2007 THE FIRST FOREIGN ORDER **OBTAINING EU FUNDING** Thanks to persistence and several fortunate For the first time, the company applies for and obtains EU funding under the Regional Operational Programme

coincidences, we receive and carry out the first

order for ski racks - which goes to Neuss, Germany.

2004

OCTOBER FOUNDATION OF THE QBL COMPANY

> At the age of 23, Wojciech Śliwka establishes the QBL company in Ustroń, opening a ski rental and a ski school. Both of these facilities still operate today.

12

2006

2005

in order to expand its production base

# DISCOVER THE NATURE OF OUR ORGANISATION

NATURE ↓

**MOUNTAINS** 

ATHLETE

**CHALLENGE** 

TECHNOLOGY

**EQUIPMENT** 

THE LOVE OF NATURE IS THE SOURCE OF OUR INSPIRATION AND OUR DRIVE FOR CONTINUOUS IMPROVEMENT.

It is also a 'common denominator' with our customers and product users. We care about natural environment and share a passion for sports and outdoor challenges. We enjoy testing our limits and searching for uncompromising quality.

That is why we provide innovative solutions that ensure the safety and durability of sports equipment. That is why we create appropriate conditions and ergonomic systems for its storage, drying and display.

That is why we enable amateur and professional athletes to enjoy the comfort and character of their equipment. Above all, we share our experience and adapt to individual needs to support our customers' businesses and activities.

This is a great responsibility and a challenge. In any mountains, in any city in the world we are ready for it.



## **MISSION**

# **HEADQUARTERS**

49° 44' 37.68'' N <u>18° 45' 15.4332'' E</u>

THE NEW QBL SYSTEMS HEADQUARTERS CONSISTS OF A PRODUCTION AND WAREHOUSE PART WITH AN AREA OF 2800M<sup>2</sup>, AND AN OFFICE AREA OF 600M<sup>2</sup>

The Production Department includes modern, numerically controlled press brakes and laser steel-cutting equipment, bending machines, welding stations, an independent grinding zone and a powder paint shop with an environmentally friendly paint recovery function. Assembly workstations, high-bay racks and a loading ramp are part of the warehouse and logistics infrastructure. The office part consists of two floors with a conference room, social and refreshment area and comfortable office spaces equipped with modern workstations and advanced software for design and production management, sales service, 3D planning and rendering.



# TRADE FAIRS

NATURAL CALL FOR COOPERATION

# FROM THE VERY BEGINNING MOST OF OUR BUSINESS INITIATIVES WERE INTERNATIONAL.

The most important fairs – in Germany, Austria, Italy and France – played a key role in building the strong, international position of the QBL Systems brand. The exhibition activities also contributed significantly to the initiation of strategic cooperation with entities that are now part of our international distribution network. Today, as a recognised and influential player in the industry, we also participate in several important sports fairs. We are delighted to meet current customers, present key product innovations and establish new relationships. We participate regularly in the following events:

ISPO	GERMANY / MUNICH ↓
INTERALPIN	AUSTRIA / INNSBRUCK ↓
EXPO RAGAZ	SWITZERLAND / BAD RAGAZ ↓
PROWINTER	ITALY / BOLZANO → ·
SPORT ACHAT HIVER	FRANCE / LYON ↓



# OUR ADVANTAGES



# PRODUCTION CAPACITY & DEVELOPMENT

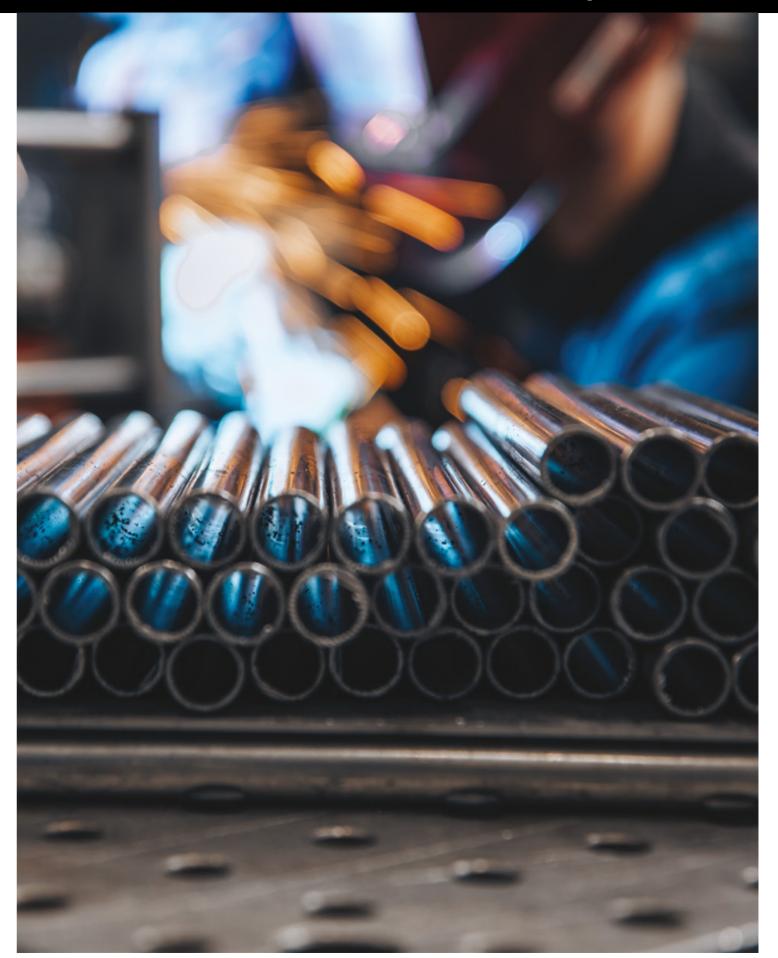
UNLOCKING POTENTIAL OF THE R&D

THANKS TO AN EXTENSIVE PRODUCTION BASE AND EFFECTIVE PREPARATION PROCESSES FOR SEMI-FINISHED AND FINISHED PRODUCTS, WE ARE ABLE TO MANUFACTURE A WIDE RANGE OF STEEL OR PLASTIC ELEMENTS. WE CAN PRODUCE A VAST ARRAY OF SHAPES AS WELL AS DEVELOP MASTER ELEMENTS, MODELS AND PROTOTYPES.

OBL products are optimised for functionality, ergonomics and durability before they are put on the market. Design, materials, capacities and performance – together with our drying systems' energy efficiency – are analysed on a regular basis. After the end of each winter season, our experienced technical department team begins intensive work on the concepts for new products or improvements to the existing ones. They use their expertise to adapt what we offer to the needs of our customers as well as the to the latest market trends.







# MACHINERY & PRODUCT QUALITY

ENHANCING TECHNICAL FEATURES AND QUALITIES



WITH ITS PROFESSIONAL EQUIPMENT AND AN EXPERIENCED TEAM OF SPECIALISTS, OUR PRODUCTION DEPARTMENT ENSURES THE HIGHEST QUALITY OF OUR MANUFACTURED PRODUCTS.

We achieve it thanks to technologically advanced, digitally controlled devices that guarantee consistent results and minimise the human risk factor in tasks that require uncompromising precision. High quality raw materials and semi-finished components we use are of key importance in the production of QBL products.

Most components of racks (e.g. levels, angle bars, hoods, shelves, rails, or hooks) are cut from galvanised or stainless steel. The various shapes of steel elements are lasercut into three-dimensional forms, some of which are then stamped, welded and ground. Painting – which takes place in our modern powder paint shop – in addition to the wide application of galvanised sheet metal, permanently protects the surface of those elements which are most exposed to scratches and, consequently, prone to corrosion.





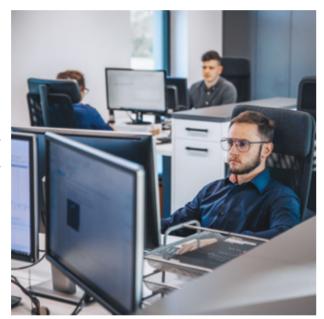
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# **COST SYNERGY** & FLEXIBILITY

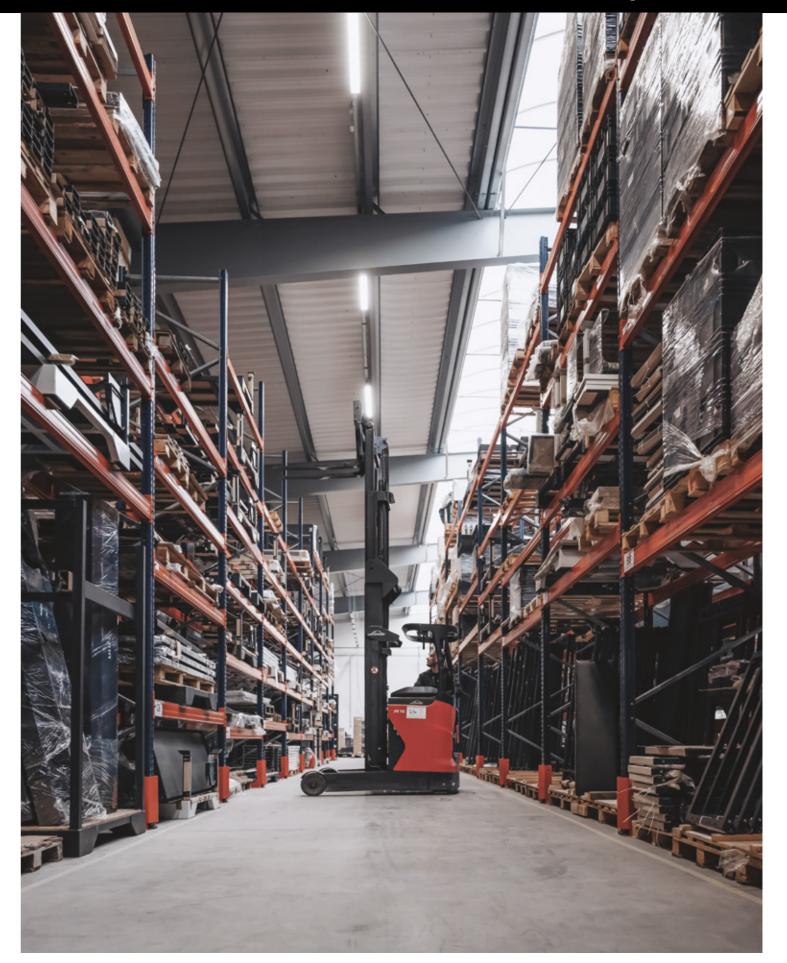
BEST VALUE FOR MONEY

MOST OF OUR PRODUCTION CHAIN IS WITHIN THE COMPANY'S STRUCTURE AND IS LOCATED IN ONE AREA. THIS GIVES US THE OPPORTUNITY TO BETTER COORDINATE AND SYNERGISE OUR PRODUCTION PROCESSES.

First and foremost, though, it allows us to successfully respond to individual, non-standard customer needs. We can meet specific requirements in terms of product properties and lead times. Thanks to our full control of almost all production stages, we are independent of external companies and our prices do not include intermediaries' margins which is so often the case in competing companies. For years, we have proudly provided our customers with the best value for money.

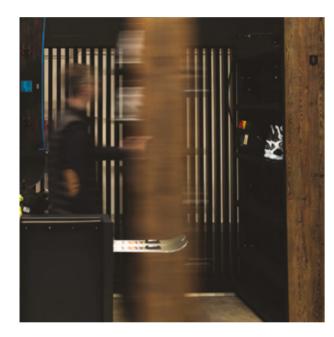






# FUNCTIONALITY & UNIQUE DESIGN

ERGONOMICS AND NATURAL ELEGANCE

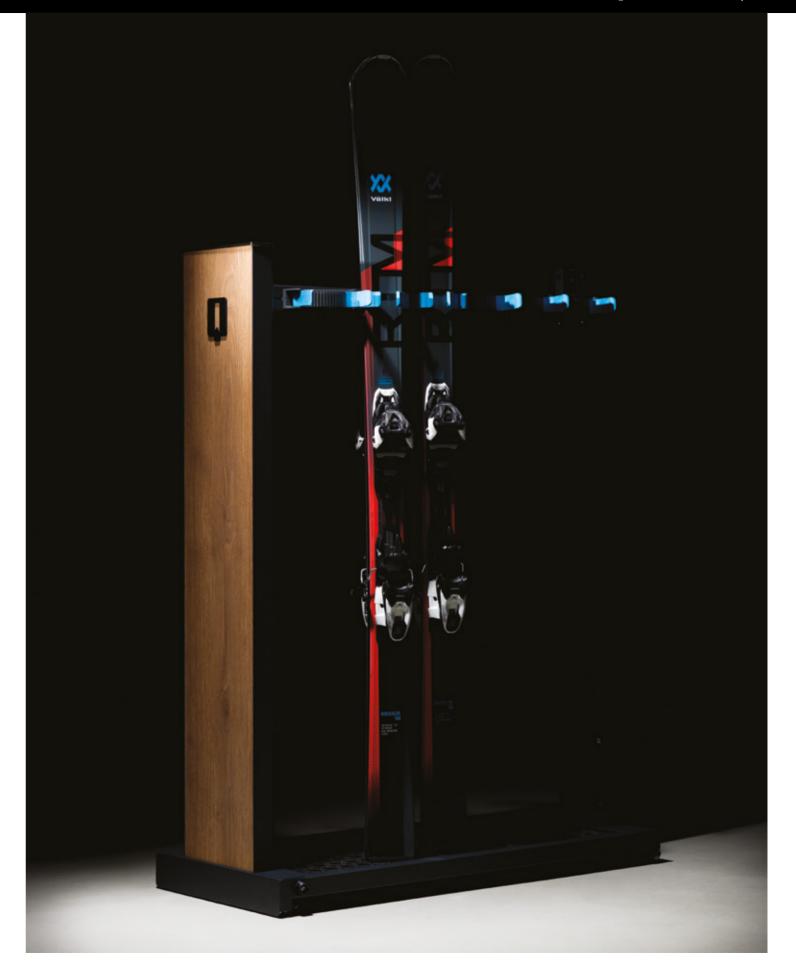


IN THE WORKING ENVIRONMENT OF SKI AND BIKE RENTALS, HOTEL DEPOTS OR SPORTS SHOP, 'FUNCTIONALITY' CANNOT BE JUST AN EMPTY PHRASE.

QBL products are designed to safely and smartly store as much gear as possible – taking up the least amount of space while allowing for quick and intuitive use. In addition, our shelves and display systems are designed to offer many possibilities of adjusting their elements to different sizes and types of equipment. On the other hand, drying devices – thanks to innovative solutions and extensive functions – effectively combine high drying performance with energy efficiency.

Quality materials and functionality are key elements, but they are not enough to make a truly great creation. We believe that every product should have unique character. We are committed to creating aesthetic products whose modern design will highlight their simplicity and functionality. Our products create a coherent aesthetic whole and come in a natural, minimalistic form so that they can blend in with our customers' interiors.





# PLANNING PROCESS & VISUALIZATIONS

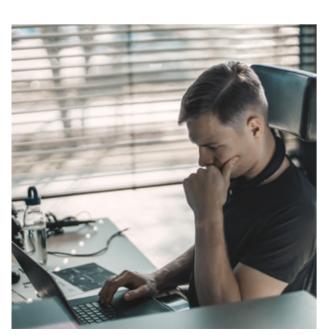
THREE MAJOR STEPS TO SUCCESS

EACH YEAR, WE PREPARE SEVERAL HUNDRED LAYOUTS AND VISUALISATIONS WHICH ENABLE OUR CUSTOMERS TO OPTIMALLY SELECT THEIR STORAGE SYSTEMS AND MAKE MAXIMUM USE OF THE SPACE AVAILABLE IN THEIR FACILITIES.

1

Using our team's competences and experience, we meticulously develop concepts for floor plans of various sports facilities. The designs are used as a visual tool to help our customers choose the right quantity, model and size of products. After choosing the best type of arrangement – thanks to advanced graphic tools – we create an advances 3D visualisation. The image created in the rendering process provides our customers with an extremely useful and attractive tool. It can be used for further design and finishing work in spaces under construction or modernisation. Our planning process includes three major steps:

- 1\_ Preliminary design
- 2\_ Finalising the 2D design
- 3\_ 3D Visualisation







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m 0}$ 

### PRELIMINARY DESIGN



design assumptions, followed by an analysis of the tech-second step may consist of one or a few stages. We might nical plan and preparation of the initial 2D project. Before propose several equipment variants. The design work aims we start the preliminary conceptual work on the selection to create a comprehensive solution that takes customer and arrangement of products, we need to collect the most suggestions into account. Careful selection of models, sizes important information. We must understand the function of the rooms or their particular zones. Then we analyse the in space, lead to the final result – an ergonomic design of a investor's expectations regarding the types of equipment as functional space that is consistent with the investor's vision. well as the storage, drying or display systems' capacity. The draft design is sent to the client to check whether the data readings, basic assumptions and requirements are correct.

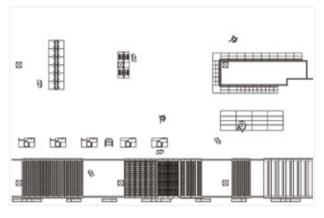
### FINALISING THE 2D DESIGN

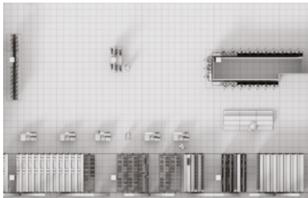


The planning process starts with a confirmation of the Depending on the complexity and size of the project, the and looks, as well as an optimal arrangement of products

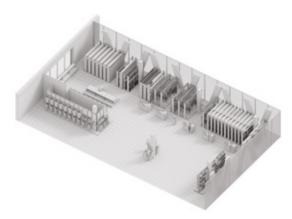
INITIAL 2D PROJECT  $\downarrow$ 







AXONOMETRIC VIEW

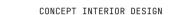


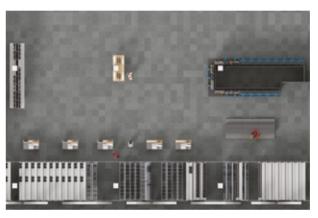
#### **3D VISUALISATION**



The customer's acceptance of the 2D project allows us to start working in a 3D environment. Our refined models of QBL racks, dryers, lockers or furniture make it possible to create advanced 3D designs which meet customers' expectations. We use universal models of interior design elements, high-quality textures and powerful rendering engines to create really attractive visualisations. They allow our clients to design the interiors of new rentals, hotels, shops or apartments more accurately and to better picture the final result.

2D PLAN WITH TEXTURES







AXONOMETRIC VIEW







PLANNING PROCESS

# VISUALISATIONS





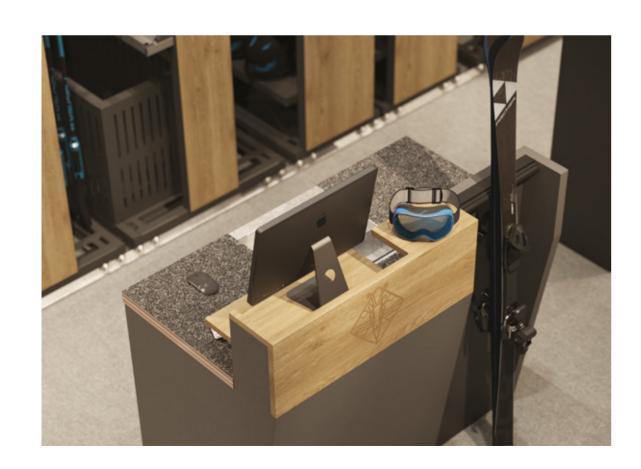
SKI BOUTIQUE\_ FRANCE  $\uparrow$  SKI DEPOT\_ NORWAY  $\Rightarrow$  SKI RENTAL\_ POLAND  $\downarrow$ 

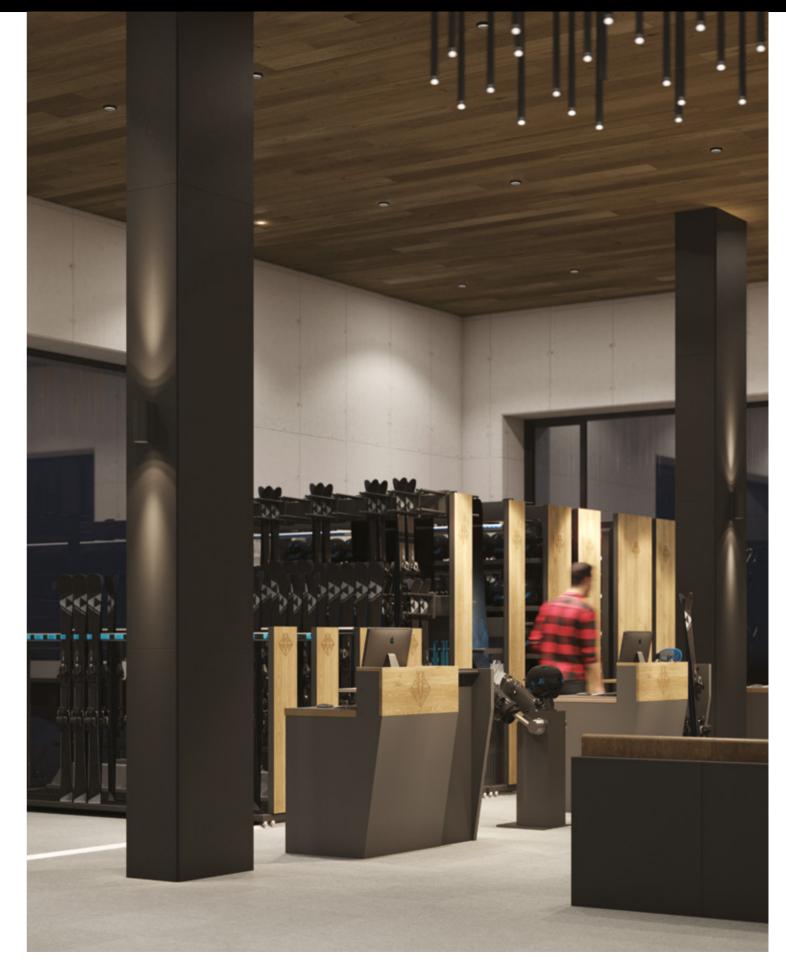






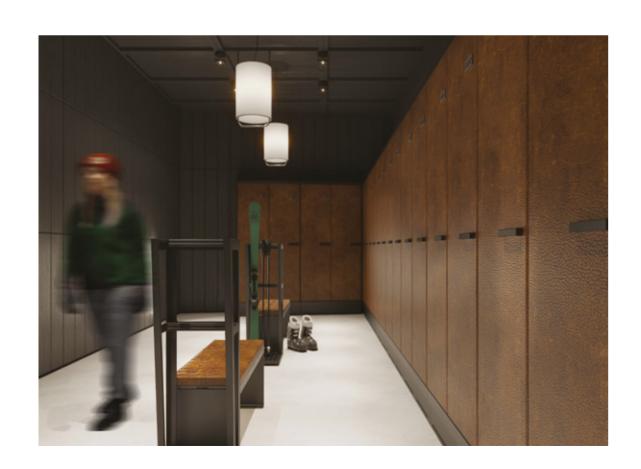
SKI CHALET\_ NORWAY ↑ SKI RENTAL\_ SLOVAKIA 🗵

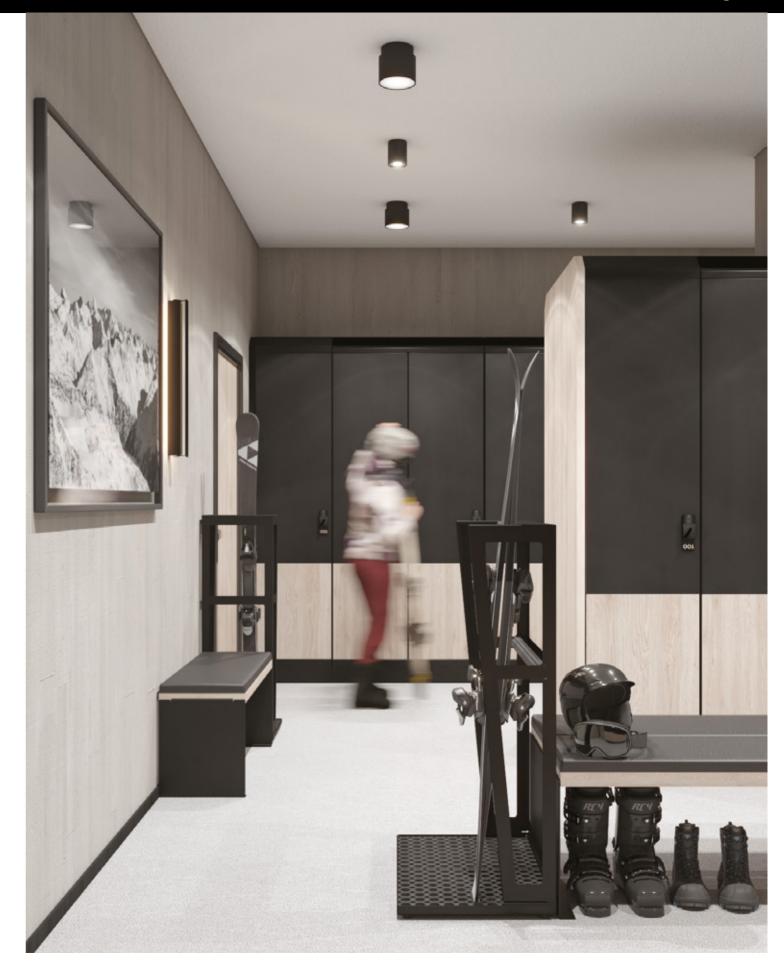






BOUTIQUE SPORT STORE\_ FRANCE  $\uparrow$  SKI DEPOT\_ NORWAY  $\Rightarrow$  SKI DEPOT\_ SWEDEN  $\downarrow$ 





# OUR REFERENCES



LOCATION\_

### EDELWEISS & GURGL HOTEL\_ OBERGURGL

OBJECT\_ SKI DEPOT

DETAILS\_
BRAND NEW DEPOT
WITH 136 LOCKERS
RIGHT BY THE SKI LIFTS
IN ONE OF THE BEST
SPOTS IN TIROL

COUNTRY\_ AUSTRIA





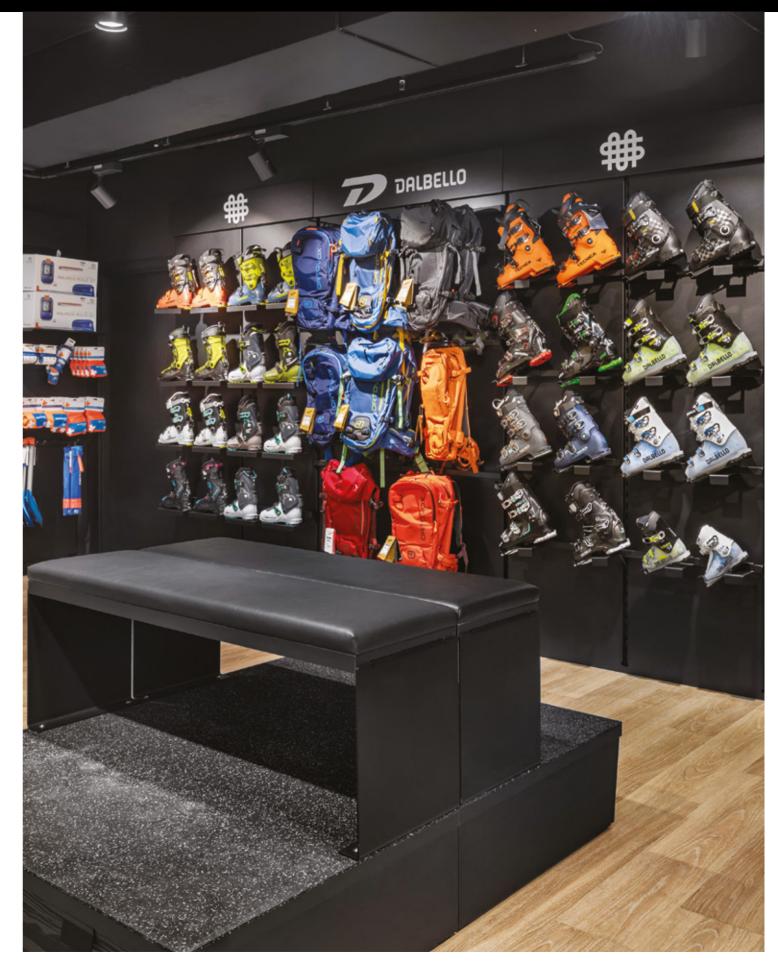




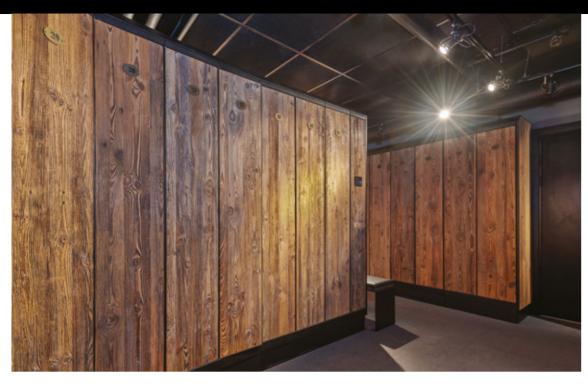


SPORTMAGASINET\_ NORWAY SPORT SHOP



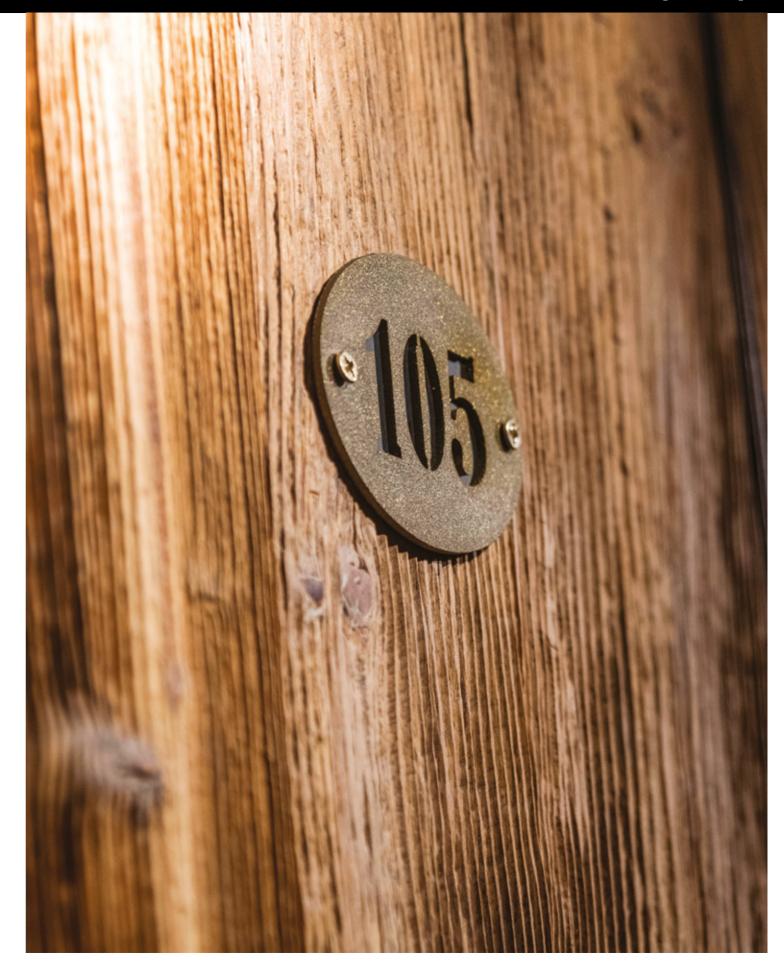


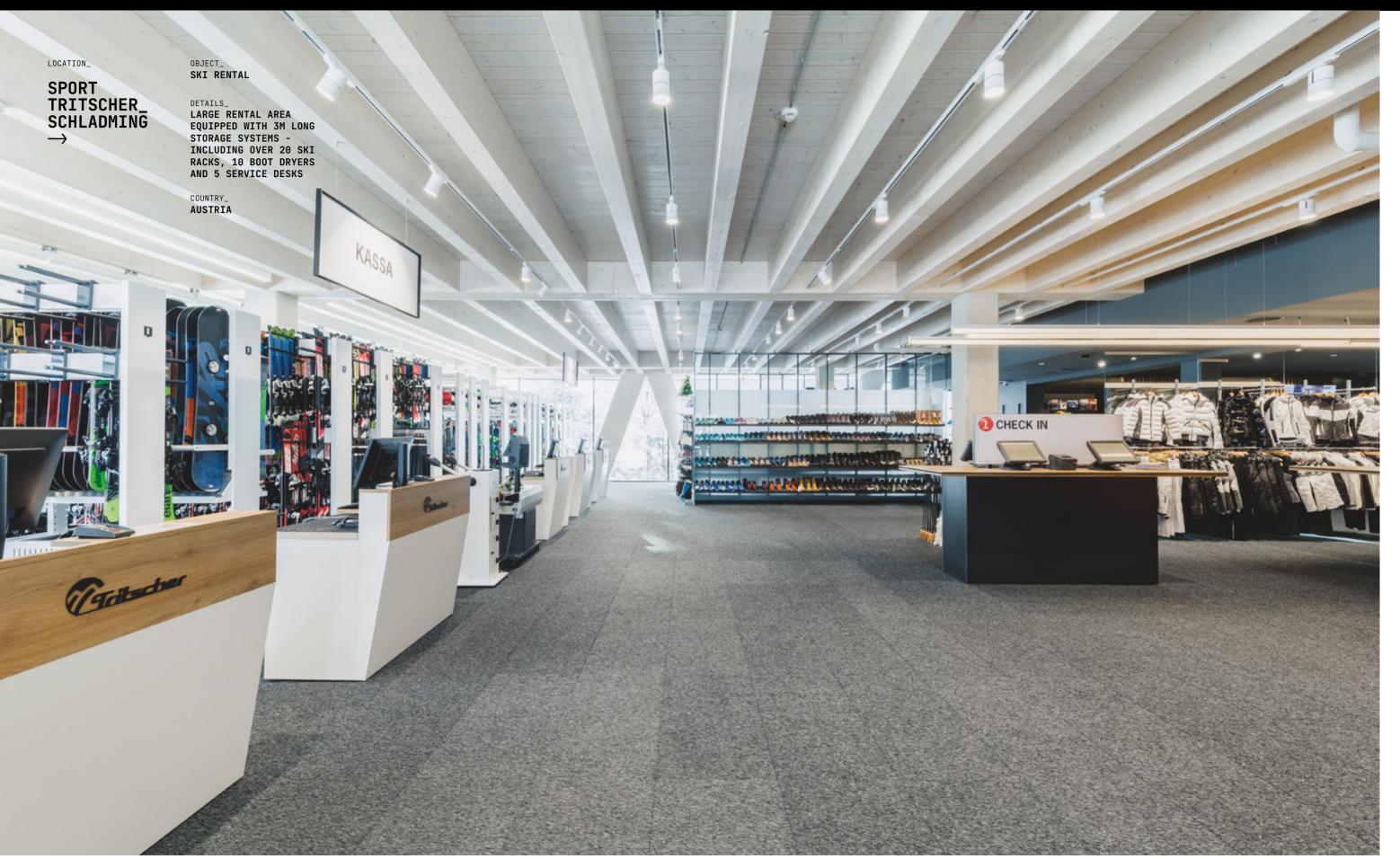


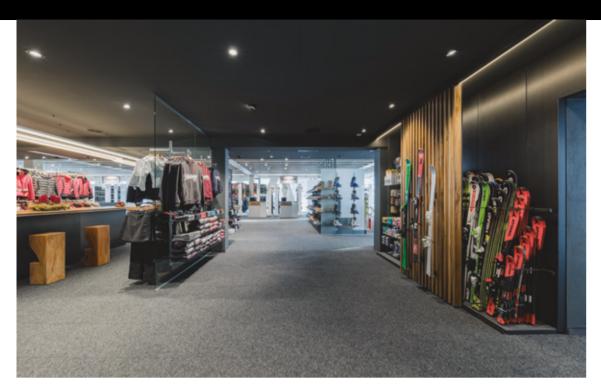


FYRI RESORT\_ HEMSEDAL\_ NORWAY SKI DEPOT & SKI RENTAL

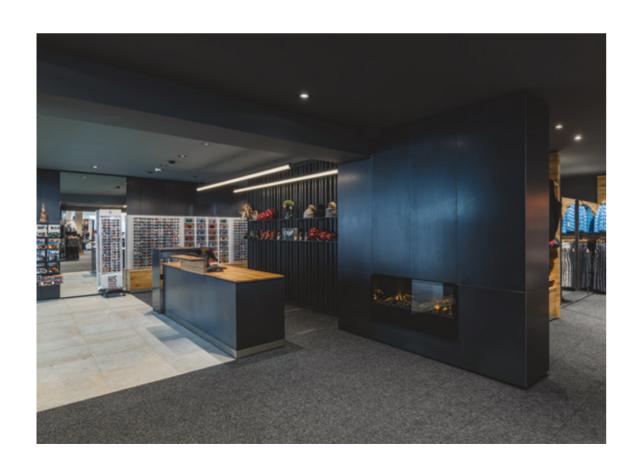




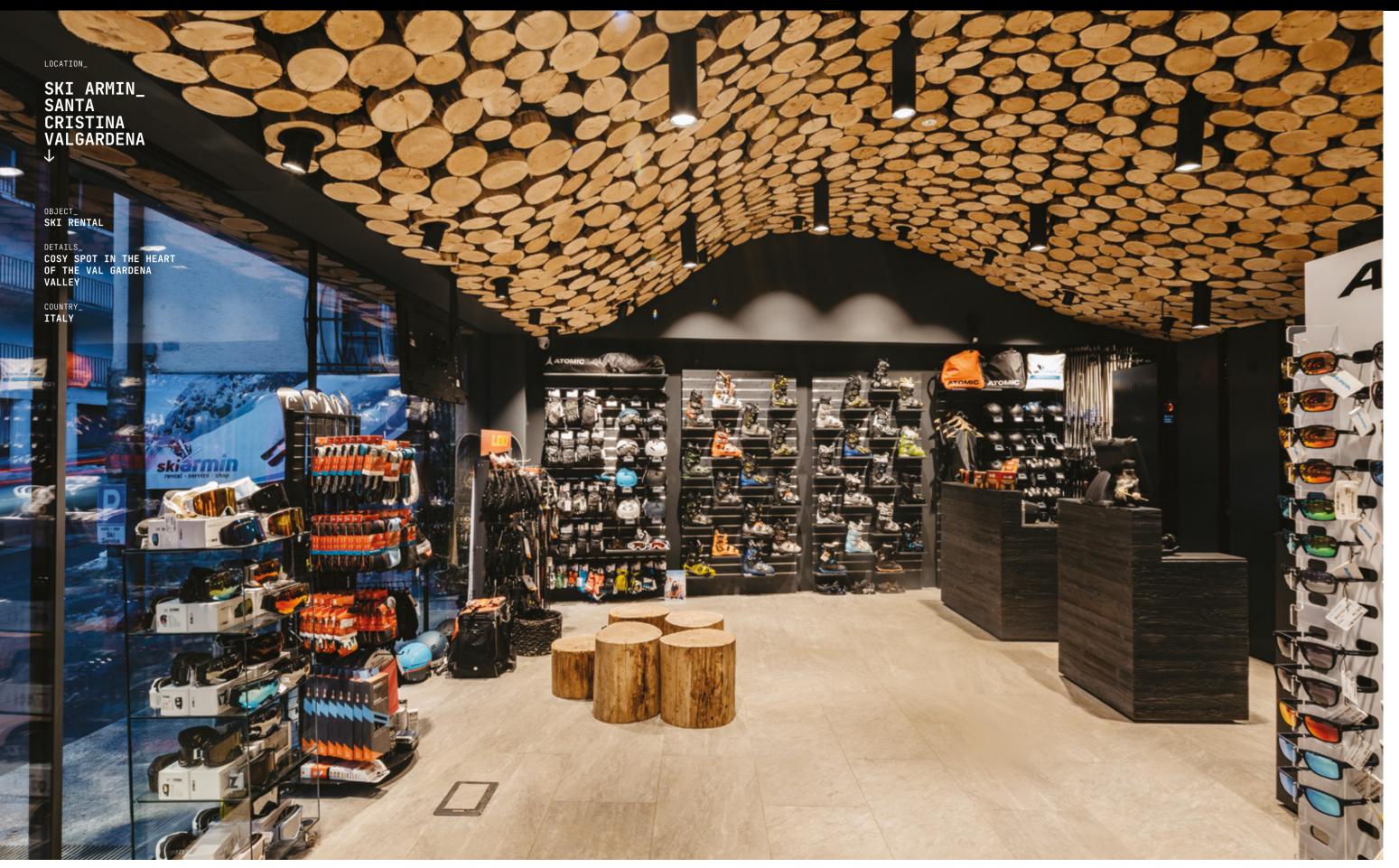




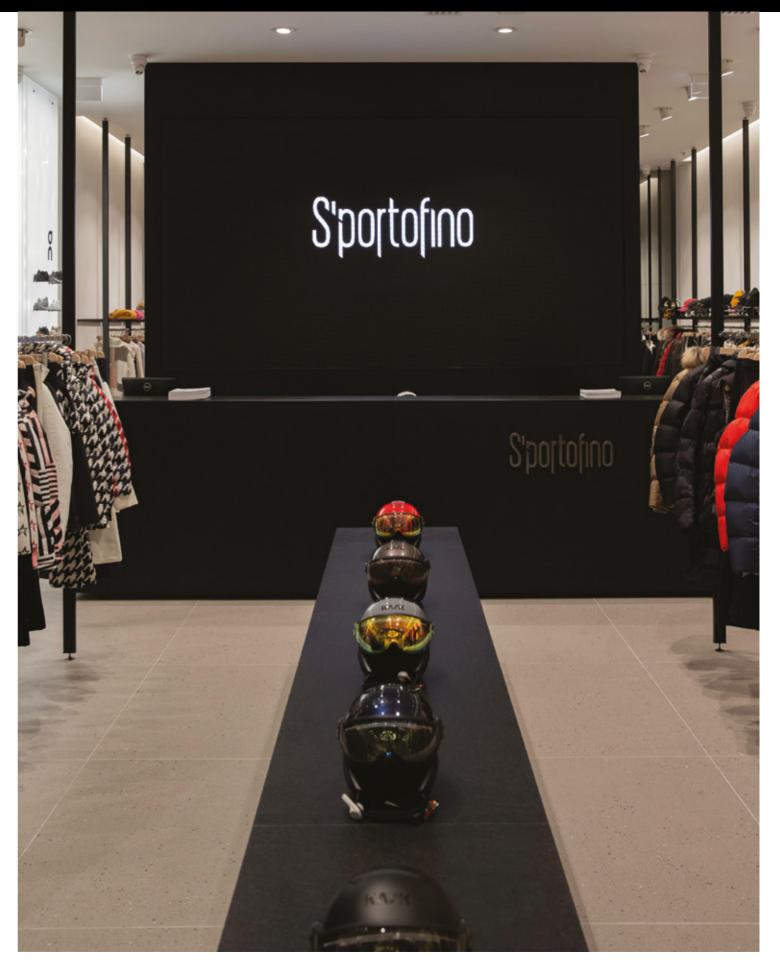
SPORT TRITSCHER\_ SCHLADMING\_ AUSTRIA SKI RENTAL











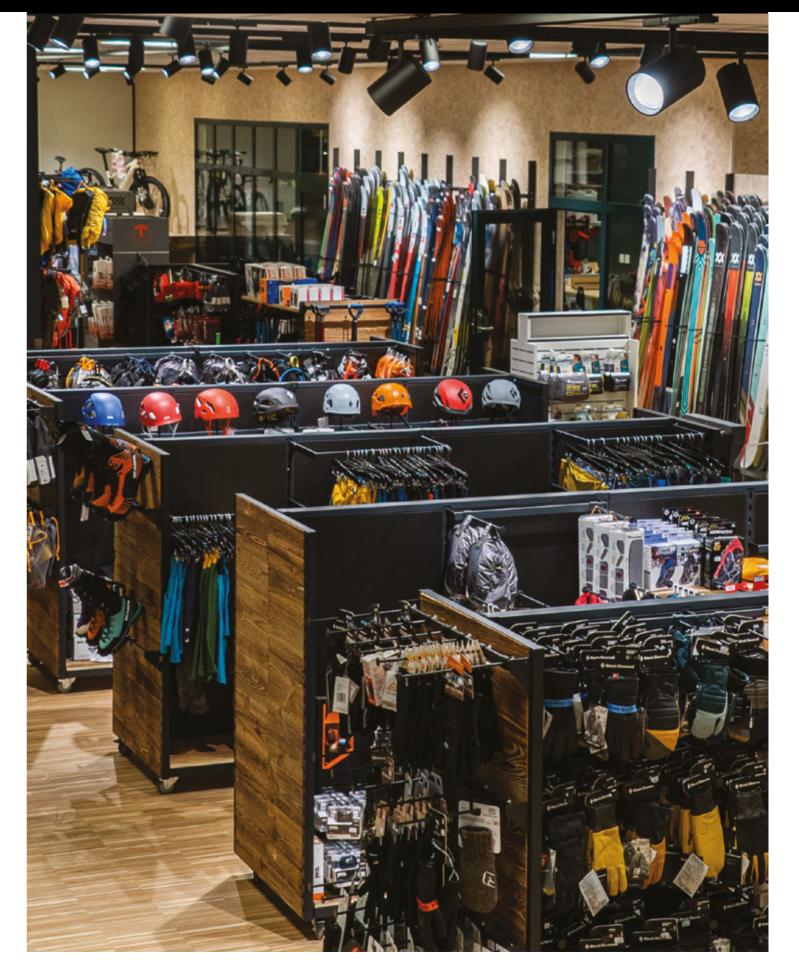
#### LOCATION\_

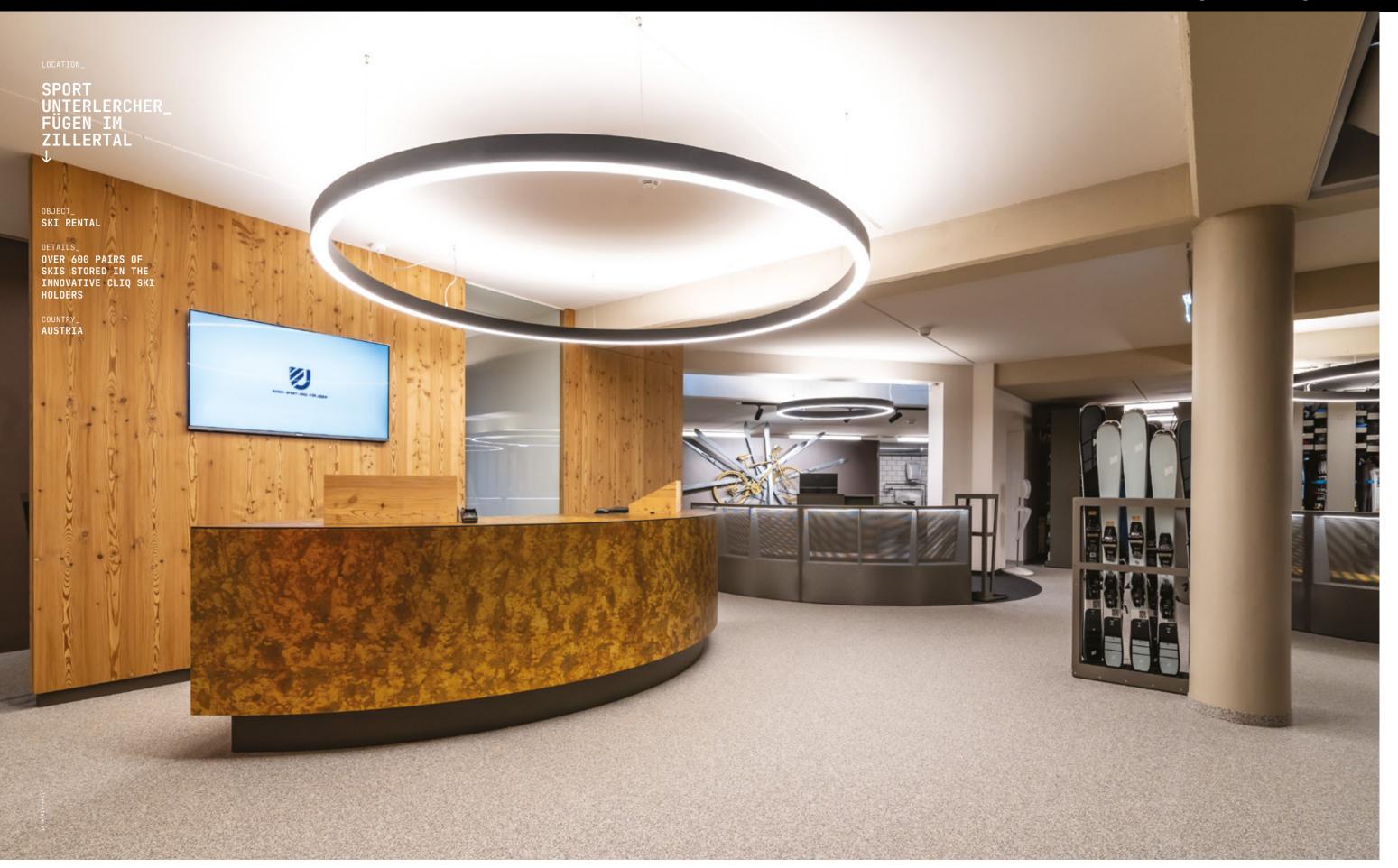
# VERTICAL PLAYGROUND STORE\_ OPPDAL ↓

OBJECT\_ SPORT SHOP

DETAILS\_
OVER 400M<sup>2</sup> WITH 65M
OF THE WALL EXPOSITION
SPACE, CASH DESKS,
CHANGING ROOMS AND 22
GONDOLAS

COUNTRY\_ NORWAY





LOCATION\_

### VESTLIA RESORT\_ GEILO

OBJECT\_ **SKI RENTAL** 

DETAILS\_
RESORT'S MAIN SKI
RENTAL EQUIPPED WITH
OVER 40 LARGE QBL
RACKS, BOOT DRYERS
AND SPECIALIZED
FURNITURE

COUNTRY\_ NORWAY



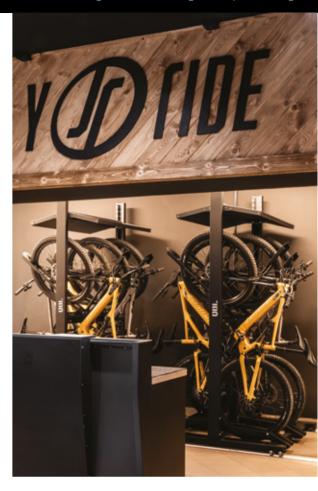
LOCATION\_

### JOY RIDE\_ ZAKOPANE ↓

OBJECT\_ BIKE RENTAL

DETAILSCOSY SHOP WITH SOME OF
OUR NEW BIKE STORAGE
SOLUTIONS LOCATED IN
THE WINTER CAPITAL
OF POLAND

COUNTRY\_ POLAND







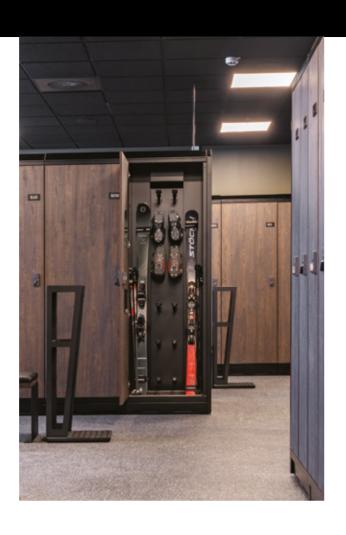
LOCATION\_

### SKISTAR LODGE HUNDFJÄLLET\_ SÄLEN

OBJECT\_ SKI DEPOT

DETAILS\_
EACH OF THE 160
LOCKERS ASSIGNED
TO CERTAIN LODGE
APARTMENT AND
EQUIPPED WITH
VARIOUS USEFUL
ACCESSORIES

COUNTRY\_ SWEDEN





### THE FONNA GLACIER SKI RESORT ↓

OBJECT\_ SKI RENTAL

DETAILS\_
ONE OF THE GREATEST
SUMMER SKI LOCATIONS
IN EUROPE

COUNTRY\_ NORWAY







# QBL SYSTEMS

LET'S GET IN TOUCH

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FACEBOOK.COM/QBL.STORAGE
LINKEDIN.COM/COMPANY/QBL-STORAGE-SYSTEMS
INSTAGRAM.COM/QBL.SYSTEMS

### QBL SYSTEMS OPERATES INTERNATIONALLY THROUGH ITS EXCLUSIVE DISTRIBUTORS.

 $\downarrow$ 

The distribution chain of QBL Systems includes independent foreign companies from the sports sector. These companies have been in the business for many years and understand its specificity. Their experience and knowledge are crucial for QBL's successes abroad.

We encourage you to contact our QBL representatives in respective countries. You can find their current list on our official website.

In case of new markets, where the distribution has not been established yet, we invite you to contact the QBL headquarters in Poland.



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#### MOUNTAIN VOLUNTEER SEARCH AND RESCUE



