



## From barrel trading to a small goods handling specialist – worldwide

EXPRESSO's company history began in 1939 with the founding of the one-man business "August Manss" for wholesale trading with barrels in Vienna, Austria. In 1945 the company moved to Kassel, Germany, the founder's hometown. The original barrel trading activity led to the development of EXPRESSO's first own product in 1953, a hand truck for moving 200-liter barrels and drums. From then onwards, an increasing range of special transport equipment was developed for practically all types of goods and market segments, and a field sales organization was established. The first patent is applied for. In the following years, more than 140 patent rights are granted, which have a decisive effect on the company's success.

### **Modular concept lays the foundation for success**

1967 saw the production of the first aluminium hand truck designed for the beverage industry and according to the modular concept. This innovation was the basis for EXPRESSO's present position as a leading supplier of aluminium transport equipment. In 1978 the one-man business is changed into a family-owned limited company. The company's ongoing efforts to be progressive and successful in all areas of "goods transport" soon leads to the point where EXPRESSO products are perceived as indispensable companions for air and rail travellers. Something that began with hand trucks at railway stations, results in the world's first aluminium luggage cart in 1989, of which more than 100.000 are now in use at international airports and rail stations. August Manss, the company's founder, retired from the business in 1990, and Joachim Loh takes control of EXPRESSO-Deutschland Transportgeräte GmbH. 1994 sees the company move into new premises in the Industrial Estate "Kassel-Waldau".

In order to enter the industrial sector, battery-operated lifting aids are added to the product range as useful supplements in 1997. With the "Lift&Drive", EXPRESSO now offers equipment for vertical lifting and safe handling of goods.

Similarly, the patented, sensor-controlled drive technology "MagiC" for four-wheel trolleys is included in the product range.

However, EXPRESSO's products owe their success not only to innovative technology: in 1997 the stair-climbing luggage trolley "Luggy" is distinguished by receiving the if-Design Award.

As an ideal supplement, and in order to strengthen the market position in the area of *Small Goods Handling*, EXPRESSO adds the "MobiCrane" the mobile crane lifting aid to the product range in 1999. In the same year, the company is certified to ISO 9002, followed by certification to ISO 9001 in 2003. Moreover, another product highlight is introduced in 2003; the "BalanceLift", which offers effortless load handling, and simply obeys the operator's natural movements.

**EXPRESSO – *Small Goods Handling Specialists* – Worldwide**

With all the new possibilities opened through EXPRESSO's products for vertical and horizontal goods movement, the company is quickly making a name for itself as a solutions-oriented supplier of logistics systems, e.g. for the automotive industry. The same goes for EXPRESSO's product division "Baggage Cart Systems", which provides corresponding equipment to airports and railway stations all over the world.

With a changed company name, "EXPRESSO Deutschland GmbH" celebrates its 50th anniversary and 25 years as a limited company (GmbH) in 2003.

The year 2004 sees the introduction of the MagiCexpress - a future-oriented mail delivery cart - and its first use by Deutsche Post AG in Germany. The patented MagiC drive concept is renamed "touch2move" (t2m), and is fitted with a digital control system and optional freely programmable driving characteristics. In the same year, the new "Long life safety brake housing" for baggage carts and shopping carts is introduced to the market.

In 2005, EXPRESSO is the first supplier to offer RFID transponders as a standard option for all its baggage carts, and the new "LightLiner" is EXPRESSO's first nestable baggage cart that can also be towed by suitable tugs (and not only pushed) enters service at an airport. The market-oriented product range expansion for aluminium dock boards & dock plates, and the introduction of the single-handed LEO tug system (powered by touch2move) are the highlights of the last years.

Thanks to sales partners in more than 28 countries, goods are being handled, transported, and lifted with EXPRESSO products worldwide. The company is now managed by Winfried Kaiser, and has 90 employees.

3805 Characters

**EXPRESSO Deutschland GmbH**

Antonius-Raab-Str. 19  
D-34123 Kassel  
Phone: +49 (0)561 9591 0  
Fax: +49 (0)561 9591 198  
E-mail: [info@expresso.de](mailto:info@expresso.de)  
[www.expresso.de](http://www.expresso.de)

Press contact: Bettina Cremer, Head of Corporate Communications • Phone: +49 (0)561 9591 150 • E-mail: [bcremer@expresso.de](mailto:bcremer@expresso.de)

**EXPRESSO – *Small Goods Handling Specialists* – Worldwide**