

Company Profile

MTS Sportartikel Vertriebs GmbH is a privately owned, international, wholesale distribution company. Founded in 1992, MTS has many years of experience in the fields of sourcing, importing and distributing sporting goods. The MTS group owns the renowned brands Donic-Schildkröt (Table Tennis), Schildkröt (Aqua, FunSports, Funwheel, Fitness), Talbot-Torro (Badminton, Speed Badminton). It also represents the brands Unsquashable (Squash) and Wheel Bee (backpacks), among others.

The company has grown steadily over the years, and has its headquarters in Wolfratshausen, Bavaria, Germany. The MTS warehouse and logistical operations are based in Bremen. MTS core business focus on the European market where we are market leader with many of our brands. The group also includes a company in Hong Kong responsible for the *in loco* sourcing and developing of products, as well the worldwide distribution outside Europe.

MTS's very experienced and knowledgeable staff, and highly professional distribution operation, have enabled it to become well-established across Central Europe. The high quality and unique design of its products are assured by MTS' own in-house product development and design team, together with the Hong Kong office highly skilled team. MTS ensures that its customers are provided with not only a very reliable, but also extremely professional and highly experienced service. MTS is continuously sourcing new and innovative products, whilst also being committed to strengthening the brands it distributes.



From 2018 to 2021 MTS/Schildkröt won the SAZ-award „Best Supplier“ in the category Fitness/Fun and Action Sports elected by German retailers four consecutive times!



At a glance

- A multitude of sport and leisure brands from one source:
1 contact - 1 supplier - 1 receipt of goods
- Direct business (FOB) from Asia and warehousing business by means of the MTS central warehouse (Bremen)
- Reliable logistics and order processing
- Sensational delivery capability from the Bremen warehouse, almost all products within the NOS (never out of stock) delivery system
- Over 25 years of market experience as a partner of the specialized trade
- Extensive field service
- Ever expanding export department
- Focus on the training of traders: in print media (vds Supercup, SAZ College), as well as at the trader's location
- Regular quality checks of the Chinese production sites, by the Hong Kong Office specialized team
- Management and control of the manufacturing conditions under socially acceptable standards (BSCI Certification)
- Introduction of trendy new products every year



Table Tennis



Table Tennis has always been our core-business and Schildkröt the flagship of our brands. Schildkröt has stood for innovation, high quality, reliability and great customer satisfaction for more than 120 years. The origin of this traditional German brand lies in the development of specific production methods for dolls and table tennis balls and over the many decades since then, the brand developed a well-deserved huge recognition.

At the beginning of the eighties, the Schildkröt product range was divided into dolls, toys and table tennis and was taken over by different companies. In 1984, the current owner family took over the table tennis and sporting goods sector and rapidly developed the brand internationally, soon becoming the market leader in leisure table tennis in Central Europe. In 2000, Donic and Schildkröt started a very successful cooperation and both brands combined their strengths under Donic-Schildkröt. Donic is one of the world most successful brands in competitive table tennis, with top players and table tennis legends like Jan-Ove Waldner and Jörgen Persson. Following the table tennis success story, new sports areas were successfully added under Schildkröt over the years, such as Fun Sports, water sports, fitness and Fun Wheel.

At a glance

- Market leader in recreational table tennis
- Schildkröt, since 1896
- Inventor of the table tennis ball
- Innovative technologies and free bonuses (training DVD) offer the arguments for the higher sale prices
- Full product range, made up of rackets, sets, balls, covers, nets, etc.
- Self-explanatory allocation of the rackets (EASY CHOICE LEVELSYSTEM)
- Donic, as a strong partner in the competitive range, with top contract players and table tennis legends Jörgen Persson and Jan-Ove Waldner





Aqua & Fun Sports



The largest provider in the field of beach sports enjoys a great credibility also as a result of the historically strong brand Schildkröt. As a result of the positioning of the brand on the threshold between sports (table tennis) and toys (dolls), the logical consequence was the move from table tennis to fun sports. Schildkröt's comprehensive, visually appealing product range is well represented not only in the sports shops, but also in the toy stores and the reward sections.

At a glance

- Market leader in Central Europe
- High end-customer acceptance as a result of the high brand awareness of Schildkröt
- Fresh, appealing product design and beautiful, visually unitary packaging solutions
- Great price/quality ratio at a quality level beyond Chinese Standards
- Comprehensive collection / largest selection on the market
- Round off our product range with the brands OgoSport, Aerobie





Fun Wheels



For 2019, we are adding another exciting chapter to the Schildkröt story presenting a new collection of a great variety and well-thought assortment of high-quality scooters, skateboards and waveboards in trendy designs for all ages and abilities under „Fun Wheel“. Once again, the usual combination of good value for money approach together with Schildkröt high-quality standards have allowed us to create a Fun Wheels new collection that stays true to the Schildkröt motto - indestructibility, durability and resilience.





Home Fitness



Wellness, health and the fun of sports are becoming increasingly important in today's world. Schildkröt embraces this trend and offers a wide and extremely versatile selection of home fitness equipment for a training anytime and anywhere. The brand concept is driven by offering affordable equipment for everyone combined with background knowledge, training tips and exercise videos of our brand ambassadors.

At a glance

- Complete assortment on small fitness products
- Strong testimonials by the olympic gold medalist and world champion Biathlon Arnd Peiffer
- Impressive design with a special recognition value
- Coherent packaging concept with printed workout tips
- Training videos, linked via QR code
- Great price/quality ratio
- Wide and varied presence in the social media
- Sport specific, seasonal specialized products
- Plastic free packaging



**RECOMMENDED BY
EMPFOHLEN VON**

**ARND
PEIFFER**

**OLYMPIC GOLD MEDALIST
MANY TIMES BIATHLON
WORLD CHAMPION**





Badminton/Speed Badminton



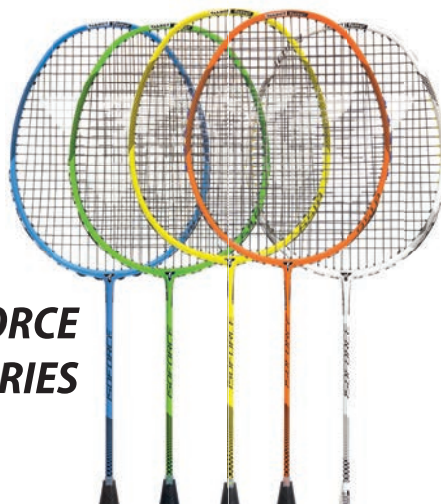
Known initially only as Torro, the brand was considered to be the specialist for badminton rackets and equipment. As a result of Derek Talbot making Badminton an Olympic sport, in 1972, the cooperation and common brand Talbot-Torro was born. Talbot-Torro is currently considered to be one of the most successful German badminton brands in Central Europe.

At a glance

- Market leader in the field of recreational badminton in Central Europe
- Unique Technologies (like the graphite handle, for example) offer strong arguments for the sale in the higher price categories
- Numerous test results and „test winner“ awards of the Badminton Sport Magazine
- Exclusive learning concept, ELI (Easy Learning Initiative), recommended by Holger Hasse, long-time coach of the National German Badminton Association.
- Comprehensive badminton set collection on the market
- „Silent salesmen“: shaft symbols with the essential product specifications



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Squash

UNSQUASHABLE
INSPIRED BY JAHANGIR KHAN **MADE TO WIN**

Inspired by the sport's greatest ever player, Jahangir Khan, Unsquashable is the most focused and committed brand in the sport. Unsquashable products are unique, combining thoughtful engineering, originality and craftsmanship, featuring new technical innovations, used on the Professional Squash Association (PSA) World Tour by many of the world's leading players, who increasingly benchmark Unsquashable for design, engineering & quality.

At a glance

- Strong history: brand formation by the squash legend J. Kahn
- Compact range of top rackets with an unbeatable price/quality ratio
- Easily visible product technologies for the facilitation of the sale
- Numerous test results and „test winner“ awards of the squashnet.de
- „Silent salesmen“: shaft symbols with the essential product specifications
- Covering of the full peripheral products assortment by MTS



WHEEL BEE®



Wheel Bee offers a wide range of innovative backpacks and accessories with high utility value and strongly increased visibility through built-in LED lights. The highest level of road traffic safety is the mission of Wheel Bee. Bee Seen – Bee Safe!

AEROBIE™ ENGINEERED FOR FUN™



Aerobie has become the benchmark in the world of innovate flying disks. Aerobie has re-engineered the wheel countless times, so it flies further, so it flies in the dark, so it flies for kids, so it flies back to you... The disks are durable and offer a pleasant and soft feel and touch. Aerobie has engineered fun itself.

CROSS BOCCIA®



Crossboccia is the new freedom! No staked playing field but boules on a new level! With the freestyle version of the well-known boule or boccia, you make the world the playing field.

References

Customer



I work with MTS because,

...I attach great importance to reliable partners with great products. For many years, MTS has maintained a very good and successful cooperation with the Sporthaus Schuster, which leaves nothing to be desired by the direct and personal support. MTS delivers reliably and all agreements are adhered to correctly - a company a word. This is how a partnership is fun!

Thomas Bonetsmüller
Sport Schuster, Munich



I work with MTS because,

...I value the company as a long-standing and reliable partner. mytoys attaches great importance to a comprehensive, high-quality offer at attractive prices. This has been achieved in the past, among others with the company MTS and I look forward to the further cooperation.

Florian Haberer
mytoys.de, Berlin



I work with MTS because,

...the assortment and price-performance ratio convinced me.

Daniel Huber
HUSPO, Wallisellen (Switzerland)

Employees



I work at MTS because,

...I can help shape things here at MTS and so personally have a real stake in the company's success. I see myself as part of MTS.

Peter Jacobi, Product Manager
25 years in the company, Authorized Officer



I work at MTS because,

...I can make things happen here. It's fun to work with a team that loves to sell great sports and fun products and takes on the challenge of making the customer king.

Georg Lettner, Head of Sales and Service
15 years in the comp



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