



*The independent network of delivery points –
the European leader*

Kiala wins the 2004 Industry Innovation Award from Thuiswinkel.org

Denis Payre, CEO and founder of Kiala, accepts the prestigious award

Utrecht, Tuesday 23 March 2004 – During a gala evening in Hotel Huis ter Duin on Monday, 22 March, the 2004 Industry Innovation Award was presented to Denis Payre, CEO and founder of Kiala, by Wil Amian, Chairman of Thuiswinkel.org.

The objective of the Industry Innovation Award is to stimulate the development and further professionalisation of the industry by companies, organisations and/or persons directly involved in distance selling. The prize is awarded in recognition of a successful, inventive or promising initiative, innovation or development that benefits distance selling and was implemented or initiated in 2003. The jury was composed of the chief editors of nine media partners and seven well-known persons in the business. Kiala is the third organisation to win this prestigious prize. It succeeds KPN, which received the prize in 2003.

Marco Rooijackers Operations Manager, Otto:

"A well deserved victory, since Kiala has really provided a new boost to the market. Otto uses the Kiala Points for the delivery of its parcels and to pick-up turned items. The reduction in the number of post offices has been more than offset by the opening of Kiala Points which often have more flexible and longer opening hours, with easier access and parking facilities."

Jan Fennema, Logistic Planning & Control Manager, Wehkamp:

"Kiala has filled a gap in the market with professionalism and success. Today, Wehkamp is better placed than ever to meet the demands of its customers. Kiala has an efficient organisation which, from the beginning, has benefited from dynamic, effective ICT support."