

# AHLERS

## Smart Factory Logistics



# ABOUT AHLERS

Ahlers has been helping clients with one common goal; finding the best solutions that perfectly fit their profile. We enable our customers to stay focused on their core business by creating and managing innovative solutions which add value and solve their supply chain challenges in a complex environment.

Founded in 1909 in the Port of Antwerp, Ahlers operates in 3 regions (Europe, CIS, Asia) helping customers to drive future growth in complex markets, Ahlers is a family-owned company, 3rd generation Ahlers-Leysen, headquartered in Antwerp, Belgium, supported by a worldwide partner network and offices in key locations.



## Our vision

### CREATE

opportunities for the supply chain of the future together with our customers

### OFFER

innovative tailor-made solutions adding value to our customers core supply chain

### ENABLE

our customers to stay focused on their core business and help solve their challenges in complex markets

# FACTS AND FIGURES

**Locations** -> 35

**Employees** -> 1000

**Warehouse Footprint** -> 10 locations >100k pallet positions

**Turnover** -> 165 million Euro

- **30 years'** experience in Russia and CIS. Leading expert factory logistics.
- **>15000** shipments by road in addition to high volumes of containers by the ocean, short sea.
- **>400.000** SQM Factories Operated Externally
- Licensed customs broker since **1993**. In-house customs capabilities. Import and Export Goods. Excise Customs. **>10000** complex declarations every year.



Ahlers on-site (factory) logistics offers practical solutions for enterprise supply chains.

Many industrial manufacturers are in the process of making demand and supply plans that will determine how they will operate in the next years.

These decisions are being made in the face of volatility ranging from surging transportation costs, port congestion, labor shortages, evolving consumption patterns, inflation, and geopolitical uncertainty, to name a few.

**Can you make the right decisions to move forward and maintain a competitive edge?**



It is clear that in today's complex global market, it is tough to anticipate and focus on every process and location. Among all the existing challenges, it might be a lesser concern, but neglecting could affect the longer term.

More and more businesses — big and small — are therefore looking for external support and expertise to run their supply chain more efficiently to keep and gain a competitive advantage.

**And that's where Ahlers comes in.**

“By 2026, more than 50% of large organizations will compete as collaborative digital ecosystems rather than discrete firms, sharing inputs, assets, and innovations.”

Source - 5 Strategic Supply Chain Predictions for 2022 - Gartner



# BENEFITS OF OUTSOURCING

There are many reasons for outsourcing your logistics. Fluctuating demand or seasonality, risk management, efficiency gains, focusing on your core business.

There are different ways to outsource your logistics. You can outsource to a logistics partner that will use one of its own locations to run your warehouse operations, called contract logistics.

Another option is to find a logistics partner willing to take over your operations, including warehousing or specific logistics flows within your factory. This is on-site logistics or otherwise called factory logistics. Considering the current challenges, this is a trend on the rise.

Next to our extensive network of warehouses where we serve our contract logistics customers, we also operate warehouses and factory logistics operations at our customers' locations. Together with our customers, we find the best site to run their operation, whether existing or new locations.



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## Looking for an answer to the following challenges?

- Lack of agility in managing resources, both labor as equipment.
- Insufficient flexibility by your workforce.
- Lack of focus on a continued leaner process.
- Not having the right people, final products, but also raw materials, and spare parts where& when it is needed.
- Pressure to improve productivity and increased cost savings.





Good logistics workers are hard to find, and when you find them, they can be hard to retain. Staff turnover can be high, especially for workers with specialist skill sets such as a forklift or reach-truck drivers. The constant search for new workers, onboarding, and training people is costing companies money that they should spend on further developing the skills of existing workers. Automation may come to mind, but clearly, that is not always possible either.



Ahlers has an extensive footprint and multiple operations. Our corporate culture and working conditions enabled us to develop a stable and highly competent team.

This gives us two main advantages: scale and flexibility. With multiple logistics operations in our extensive network, we can leverage our pool of skilled and experienced logistics workers and deploy them where they are needed most.

When there is a peak in demand, we can respond quickly and scale your operation accordingly.



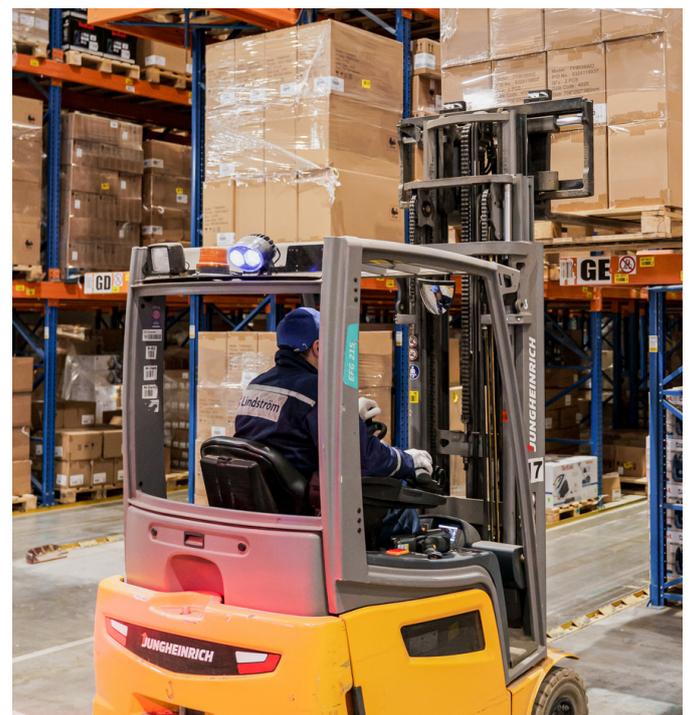
## Benefit 2 - Savings | Turn fixed costs into variable costs.

Scale and flexibility apply to your workforce and the equipment you use in your logistics operation.

Every factory or warehouse environment has the burden of significant capital expenditure, blocking working capital. For example, forklifts and reach trucks must be bought or leased.

We can leverage our material handling equipment across multiple operations. We also have long-standing relationships with several equipment manufacturers.

Because we run multiple operations and need equipment across our whole network, we have a bargaining position with equipment manufacturers, whether we buy or lease them. The same goes for the maintenance contracts.





## Benefit 3 - Continuous improvement | Turn a cost center into a profit center.

Through the continuous improvement methodology we use in our operations, we create value for you in three ways:

1

### Process Improvements

We increase the efficiency of your operation, running processes with fewer workers or less equipment or floor space. Continuous improvement requires training, skills, and experience. We leverage the knowledge and experience gained by years of improving logistics processes across our organization.



2

### Design Improvements

You can further improve your operations by optimization of your complete network design while assessing different footprint scenarios.



3

### Inventory Improvements

Ensuring the right volume of raw materials or finished products are present is a blessing for your operations and sales, as well as for your companies working capital. This is one of the most underestimated cost improvement possibilities. We have the data analytics tools to manage this.



## Benefit 4 - Embracing the power of technology



Big Data must be appropriately harnessed to yield the desired added value. Our data analytics services help you to optimize and automate your logistics processes. The Ahlers team provides you with expertise in supply chain network insights, network optimization and network simulation.

We introduce a complex approach to the analysis of existing logistics systems and current architecture. Our analysis includes examples of how technology can improve your logistics operations, for example how our state-of-the-art WMS (warehouse management system) can help you to optimize your warehouse, next to a wide set of other data analytics tools.



## OUR EXPERTISE

Ahlers has all the knowledge and experience in matters such as transport documentation, import and export, international compliance, and economic regulations, for instance.

If you look to expand into the Russian and CIS markets, you can benefit from the logistics support and know-how that Ahlers has built up during many decades, thereby reducing costly delays, cutting down the cycle time, and making the entry into a new region smoother.



Your success is important to us. As you build your supply chain of the future, we recognize your key challenges and offer unique tailor-made solutions.

### Didier Duponselle

Global Business Unit Director Supply Chain Solutions



How to reduce overall costs and boost productivity to keep ahead of the competition? Know where to prioritize in a fast-paced production environment.

### Gleb Pozhemetskiy

Commercial Director Supply Chain Solutions Ahlers Russia



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