



# On-site Logistics



# ABOUT AHLERS LOGISTICS

Ahlers Logistics 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.

Founded in 1909 in the Port of Antwerp, Ahlers Logistics operates in Europe, CIS and Asia, helping customers to drive future growth in complex markets. Ahlers Logistics is a family-owned company, 3rd generation of 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:** 16

**Employees:** 650

**Warehouse Footprint:** 7 locations > 100k pallet positions

**Turnover:** 125 Million Euro

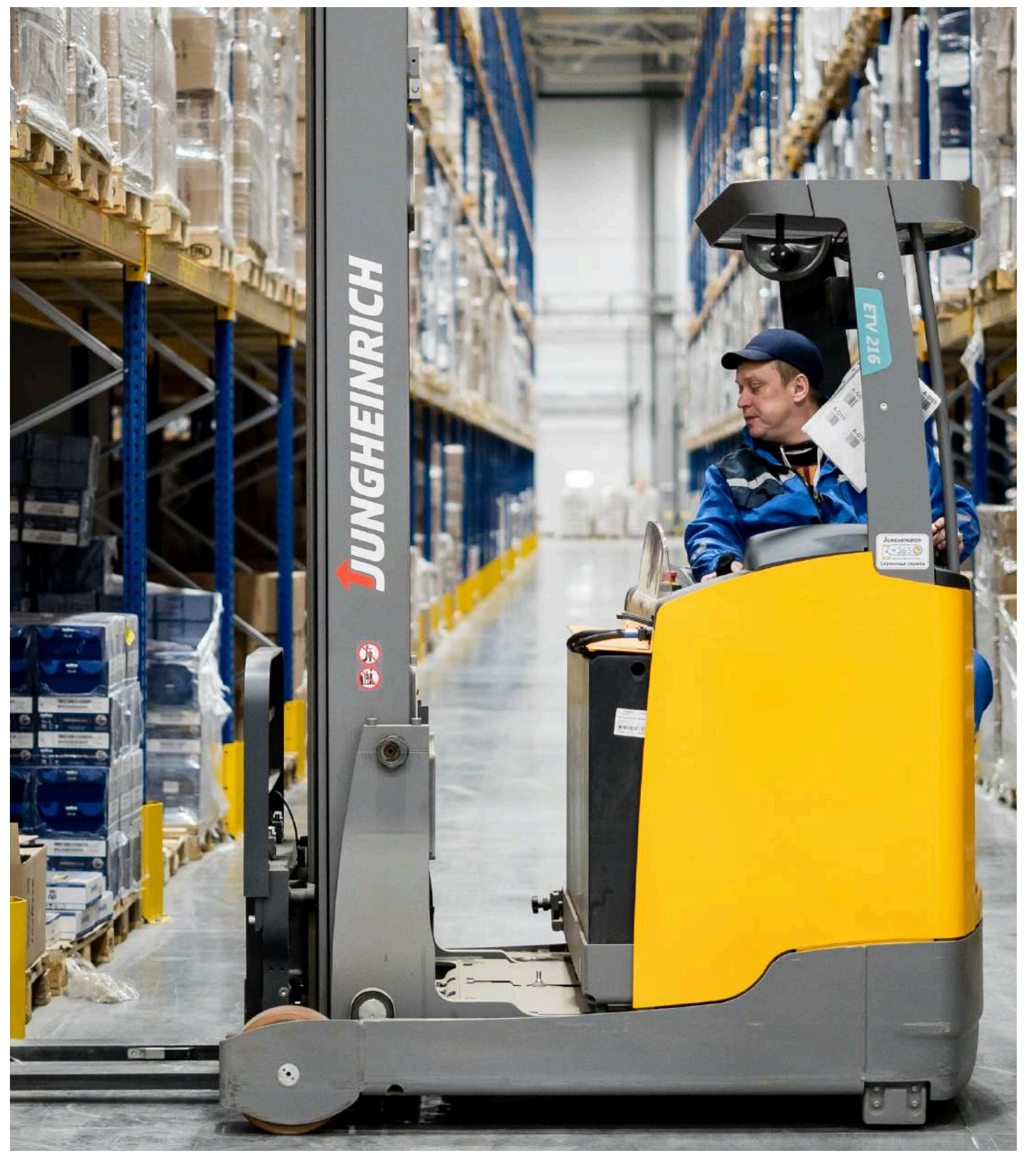
- **30 years'** experience in Eastern Europe & CIS. Leading expert factory logistics.
- **>15.000** shipments by road in addition to high volumes of containers by the ocean, short sea per year.
- **>400.000** square meters of factory logistics operated externally.
- Licesed customs broker since **1993** in CIS. In-house customs capabilities. Import and Export Goods. Excise Customs.
- **>10.000** all-inclusive declarations every year.



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 pressure, 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 Logistics 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 Chain Predictions for 2022 — Gartner

# BENEFITS OF OUTSOURCING

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

These are different ways to outsource your logistic processes. 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 facility. 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 operations, whether existing or new locations.



## Looking for an answer to the following challenges?

- Lack of agility in managing resources, both labor, and equipment.
- Insufficient flexibility by your workforce.
- Addressing quality issues as well as driving down claims.
- Lack of focus on a continued leaner process.
- Not having the right people, products, raw materials, etc. where & when needed.
- Pressure to improve productivity and increase cost savings.
- A cost-effective way to drive innovation through.



## Benefit 1 — People | Human Resources Management

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 forklift or reach-truck driver. The constant search for new workers, onboarding, and training people is costing companies money that they should spend better on further developing the skills of existing workers. Automation may come to mind, but clearly, that is not always possible.



Ahlers Logistics 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 work, we can leverage our pool of skilled and experienced logistics workers and deploy them where they are needed the most.

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



## Benefit 2 — Savings | Turn fixed costs into variable costs

Too many fixed, recurring costs such as rent, equipment, salaries, etc. can seriously impact any business.

Every factory or warehouse environment has the burden of significant capital expenditure, blocking working capital. Hence applying scale and flexibility in your workforce and equipment used, needs to be balanced carefully.

For example, forklifts and reach trucks must be bought or leased. We can leverage our material handling equipment

across multiple operations, benefiting from long-standing relationships with several equipment manufacturers.

In most cases, low variable costs are preferred because they adjust proportionately to the peaks of the business. Factory logistics offer a way to save on resources when things are slower without sacrificing on service and volume.



Through the continuous improvement methodology we use in our operations, we create value in several ways:

**1**

**Increased Efficiency. Improved Quality and Productivity**

We increase the efficiency of your operations, running processes with fewer workers, less equipment, or floor space. Continuous Improvement also helps to improve quality and productivity, improving the overall output, ultimately increasing customer satisfaction and reducing complaints & returns.

**2**

**More Consistent and Predictable Outcomes**

Data analytics can help you to unlock profit in cost centers. You can further improve your operations and maximize network profits using different scenarios with supply chain modelling.

**3**

**Balanced Product Management. Cost Improvements**

Ensuring the right volume of raw materials or finished products availability is a blessing for your operations and sales, as well as for your companies working capital. This is one of the most undestimated cost improvement possibilities.



Driving supply chain visibility promotes efficiencies, improves financial performance, and streamlines supply chain interactions. We foster innovation and create tailor-made sustainable solutions for the supply chain of the future.

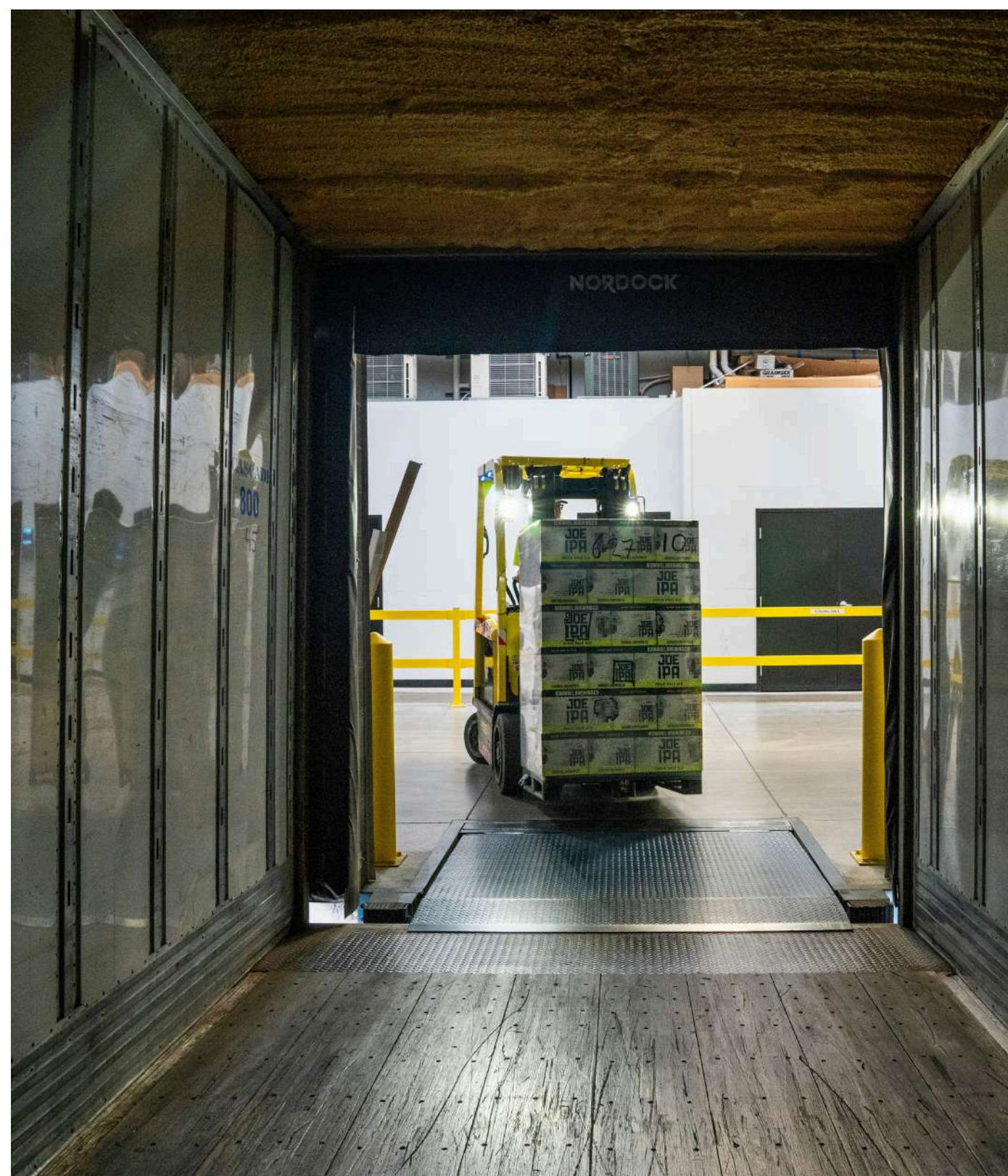
We introduce a deep dive approach to the analysis of existing logistics systems and current architecture. Our analysis includes examples of how technology can improve your logistics operations, for example how our state-of-the-art WMS (warehouse management system) can help you to optimize your warehouse,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



# OUR EXPERTISE

Ahlers Logistics 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 Eastern Europe and Central Asia markets, you can benefit from the logistics support and know-how that Ahlers Logistics has built up during decades.



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



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