



INTERNATIONAL FREIGHT FORWARDERS

WITHCARE

WITHCARE



ALPIworld
www.alpiworld.com



GROUND



SEAFREIGHT



AIRFREIGHT



EXPRESS



LOGISTICS



EXHIBITION

EXECUTIVE SUMMARY

- **ALPIWorld**

- Mission: With C.A.R.E.
- History
- Key Figures

- **Services**

- Ground, Sea, Air, Express, Logistics
- Exhibition, E-Commerce
- Security & ICT

- **Network**

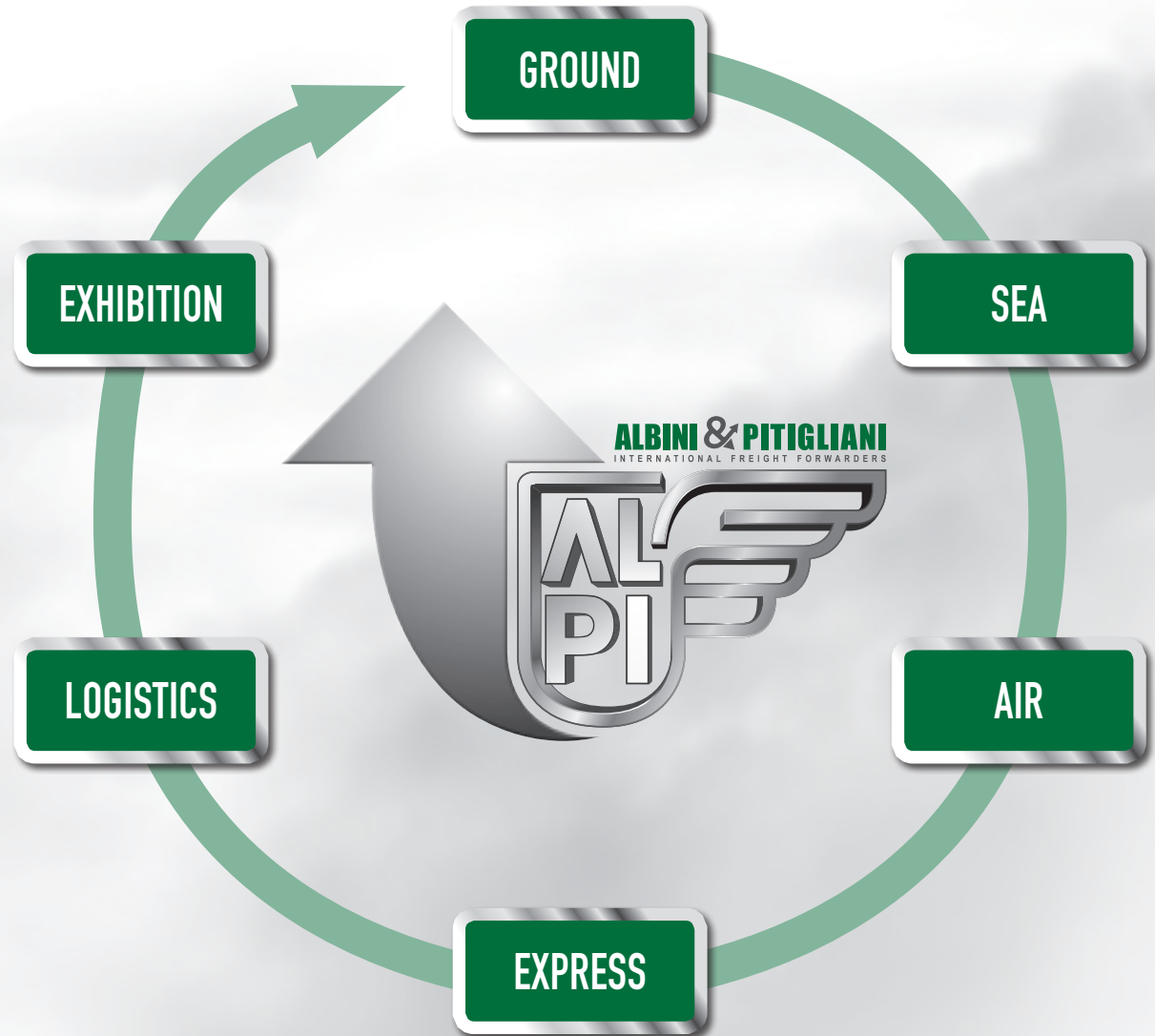
- Europe
- North America
- South America
- Asia & Far East
- Australia & New Zealand

- **Verticals**

- Retail & Fashion

- **Certifications**

- ALPI Certifications



MISSION: WITH C.A.R.E.



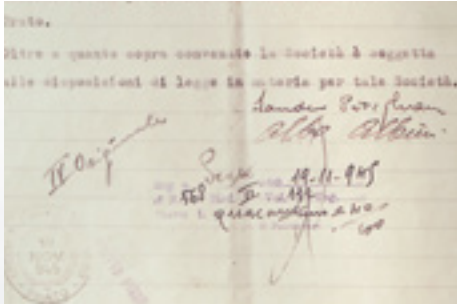
Our Mission is reflected in the concept **ALPI with C.A.R.E.**

- **Commitment:** at ALPI a service requested is a promise to deliver. Your satisfaction is our satisfaction.
- **Accountability:** at ALPI we create solutions that solve real problems in a complicated world; we get involved in first person, we won't let you down. Your success is our success.
- **Relationship:** customers are opportunities for us, not simple transactions; to us relationship matters today as it did 70 years ago. Your value is our value.
- **Expertise:** at ALPI we take care of our people so that they can take care of your goods. Business professionals are trained and raised so you don't have to guess, you just have to ask.

Commitment, Accountability, Relationship and Expertise are at the heart of our business philosophy; through these values we strive to make the difference in the freight and logistics industry.



HISTORY – ALBINI & PITIGLIANI



The Absolute Beginnings (textiles, le fil rouge)

1945 - 1975

Albo Albini and **Sandro Pitigliani** opened their first office in Prato, a textile district outside Florence, offering courier services to the South of Italy. The first network of offices was developed in Italy with headquarters still in Prato and **branches** in **Firenze, Livorno** and **Milan**. In the **early 70s** Albini & Pitigliani inaugurated the first direct **Road Freight** service from Prato to Munich, Germany and developed a strong network of agents and solid operations for **Airfreight** and **Seafreight** in the biggest markets for the Italian products, the USA and North America.



Global Expansion, beyond the thread

1975 - 1995

Meanwhile **Piero** and **Ferdinando Albini**, together with **Fabrizio Pitigliani**, started to take the lead, as the second generation turned the destinies of the company towards its global expansion. The 80s defined the shape of the new organization with several openings in Europe. The first office outside Italy was established in **1984 in Amsterdam**, Netherlands to act as a strategic gateway for the European movements. Within ten years, ALPI opened 12 other offices around Europe. The expansion of ALPI continued overseas with the first opening in **Chicago of ALPI USA in 1990**, the first of 7 offices that took place in less than 10 years. The 90s continued with the expansion and by the end of the decade ALPI had defined its network with over 60 offices around the world.

1995 - Today



The ALPI World

Whilst the **Third Generation** accompanied Fabrizio, Piero and Ferdinando into their leadership, the company made two major acquisitions, on two strategic tradelanes with **Trans-Bavaria** in Germany in 2002 and with **Galax** in France in 2005. Understanding that there is no effective integration without control, **ALPI invested in its own ICT platform** and implemented it throughout its network, to streamline processes and establish coherent communication. So was born **The ALPI World**. The first decade of the Century have seen ALPI enhance its **service portfolio** with all services related to **Supply Chain Management**, such as Freight and Transportation, Customs Clearance, Integrated Logistics and Expo Management, throughout its entire network.



ALPI TODAY: KEY FIGURES

73 Years in Business

>70 Offices Globally

Largest Italian 3PL still owned by the founding families

>1,400 Active
Employees Globally

Higher than
market HiTech investments

Over € 400 millions in 2017
Consolidated Turnover



ALPI SERVICES



An extensive network, highly experienced technicians, consistent processes and a reliable salesforce are the ingredients to the ALPI formula for success.

Airfreight, Seafreight and Ground Transportation are the main activities of the ALPI network. All phases of the process are covered; from order management, to door delivery; including pick up, consolidation, documentation, customs clearance, certifications management, best carrier selection and a track & trace system that can be tailored to customer's needs.

Express Service and Logistics Management are fast growing divisions, bundled to offer a vertically integrated package to our customers.

The ALPI group has invested heavily in IT and Security to the benefit of its customers and partners. Every operations phase is linked and managed through the same integrated system.

We believe that **Quality of Service** is a Key Success Factor in our Industry.



GROUND TRANSPORTATION

- ALPI European Ground Transportation represents its principal Business Unit with services that span from Full Loads to Part Loads, Dry and Refrigerated Cargo, up to Groupage management.
- An extended Network of offices connected through the same System in Real Time and sharing the same process can supply any request in terms of Service and Cost, Reports and Communication, Customs and Security.
- **LTL - Less than a Truck Load**
 - Our main activities are Groupage and Less than a Truck Loads; we pick up goods through our Orders Management System or via Web (E-Booking) and we consol Cargo for the same destinations resulting into a cost saving for the customer, an optimization of Space Allocation, an efficiency in Transit Time and, finally, less carbon emissions for the Environment.
- **FTL - Full Truck Load**
 - In case you have goods enough to fill up a Full Truck, ALPI can support you with all Bureaucracy and Documentation, providing the right type of Truck and Equipment and guaranteeing for Transit Time and Quality of Service.
- **Dedicated Solutions**
 - Our experienced personnel will support your technicians with dedicated moves, for out of gauge shipments, exceptionnel Cargo, Dangerous Goods or any other Supply Chain matters. Please rely on ALPI for free Expertise.



SEAFREIGHT

- The ALPI Group handles **thousands of TEUS** every year and has established contracts with selected carriers based on their space availability and service reliability per every single route.
- Being an **NVOCC** ALPI can take care of every phase of the shipping process, from consolidation to warehousing or organization of special services containerized or not. With customs clearance specialist worldwide.
- ALPI, already **AEO certified**, is able to clear your cargo in every circumstance helping your goods to follow their path in a smooth way; we regularly file **pre-clearing** of the goods so that your cargo is customs cleared before the ship arrives and it's ready to be delivered skipping bottlenecks and cutting total transit time.
- Our offer can cover any type of sea shipment:

- **LCL - Less than a Container Loads**

In case you don't have enough goods to fill up a Full container ALPI can pick up your goods and consolidate them with other customers goods in a single container to be sent to destination. Service and cost are crucial to this movement and security requirements as well as standard processes are in place to guarantee Customer Satisfaction.

- **FCL - Full Container Loads**

Being an NVOCC ALPI can arrange Full Container loads from your factory and all proper documentation to send the container to destination safe and clear.

- **Multimodal**

For more economic solutions but still very competitive in terms of total transit time, ALPI can organize multimodal solutions based on the location of its International hubs, combining Air and Sea movements for more convenient deliveries. Our skilled personnel will help you trace the best routing of your goods in terms of cost and service.



AIRFREIGHT



- The ALPI Group handles tons of freight through its network all over the world, delivering innovative solutions to cover the everchanging needs of a dynamic market. Using selected and preferred carriers for each route ALPI delivers customer satisfaction from door to door, along with its segmented offer:

- **Express Service**

Where fast and urgent deliveries are needed, ALPI can provide an express air service with short transit times and direct flights to destination. Higher cost is supported by high quality service and state-of-the-art standard procedures.

- **Standard & Direct**

With thousands of shipments every year ALPI is a recognized company in the market and respected by carriers. Through few selected partnership ALPI is able to provide a stable and reliable service for general cargo, textile and fashion, GOH, exotics, food, perishable and other tailor-made transport services.

- **Multimodal: air&sea**

For more economic solutions but still very competitive in terms of total transit time, ALPI can organize multimodal solutions based on the location of its international hubs, combining air and sea movements for more convenient deliveries. Our skilled personnel will help you to trace the best routing of your goods in terms of cost and service.



EXPRESS COURIER

- **ALPI Express** is ALPI division for courier freight, national and internationally.
- We handle movements from small parcels up to 100 kilos with fast movements but still providing customer support along the way, up to destination door. COD management, CITES, special certifications, ALPI Express will take care of all your expedite needs.
- ALPI Express was born in 1990 with the aim of handling national distribution. Every year our services have increase and enhanced and today, after almost 20 years of activity, we face our customers with a wide offer of express services.
- ALPI Express is an innovating company ahead of its industry but still linked to its traditional value: **customer satisfaction**. Please visit our dedicated website www.alpiexpress.it for more information.



LOGISTICS

ALPI Servizio Moda is the Logistics Division of the ALPI Group and it is today one of the leading Logistics Operators for the fashion industry in Central Italy. ALPI Servizio Moda offers both standard and customized integrated logistics solutions, from warehouse outsourcing to supply chain management up to BPR consulting. Main Activities are:

- **Pick & Pack**
- **Quality Control**
- **Value Added Services**
- **Reverse Management**
- **Transport & Deliveries**
- **E-Commerce**
- **Fiscal Representation**

For further information, please visit the website: www.alpimoda.com



EXHIBITION



Our services at international and intercontinental Trade Fairs:

- Collaboration with our qualified personnel to draw up documents before sending them to destination
- Shipment of the merchandise by sea, by air or by truck, and notice of delivery of the merchandise
- Readiness of the merchandise
- Customs clearance of the merchandise
- Setting up at the Stand
- Assistance at the Fair by our personnel two days prior and until closing to assure your success at the Fair, and to assist exhibitors with a possible reentry of merchandise
- Re-delivery of merchandise once it is returned to Italy
- Forwarding of the goods wherever you want
- And, we offer all around assistance for anything the exhibitors require

We are able to guarantee you all of this thanks to the direct connections we have created over the years with official fair agents of various shows the world over. For any type of goods or any trade fair, we will have the best solution to your needs.

For more information, please contact us: expoalpi@alpiworld.com



E-COMMERCE

From our experience in the logistics area, a new Start-up from Albini&Pitigliani was born dedicated to E-Commerce: **X4ManS-Performance Srl**. We developed an innovated and integrated solution to simplify online sales. X4ManS is an integrator of solutions and was developed to guide companies that don't have a full knowledge of the digital system.

We can fulfill every aspect to sell your products online.

- Website & App
- Logistics
- Web Marketing
- Customer Service

A single point of reference for your online business can turn your management more efficient maximizing your sales. Visit our website www.x4mans.com or ask information without any commitment at the following e-mail address info@x4mans.com.

X4MANS
PERFORMANCE



ALBINI & PITIGLIANI
INTERNATIONAL FREIGHT FORWARDERS

SECURITY

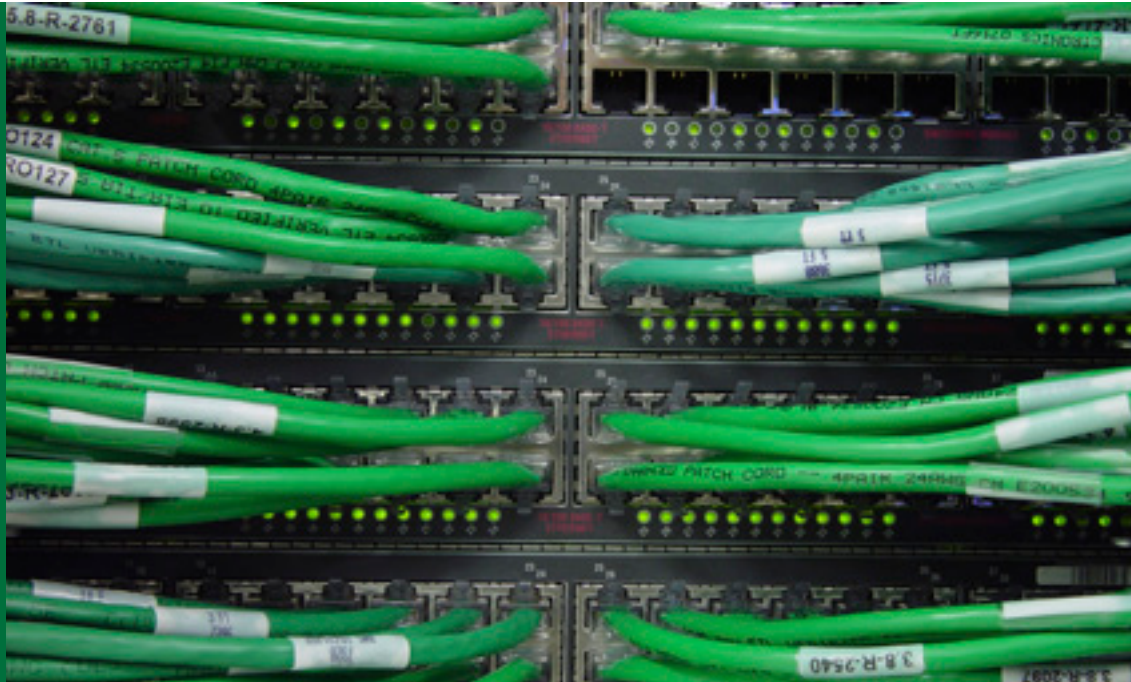


The following systems and methods are used by Albini & Pitigliani for safety and security:

- Personal badge for access control in every room of our premises
- Intrusion detection system - 24 hours
- Emergency alert - 24 hours
- Temperature control
- Fire alarm system
- High resolution CCTV camera system - digital video recording 24 hours
- Access controlled by security company
- Observing the company security policy, many security system guidelines have been introduced into our warehouses. The input is controlled by an emergency alert software which instantly broadcasts evacuation and other urgent messages immediately.
- The emergency broadcasts are delivered to each sector and room of the warehouses. The access control and all security systems are managed by corporate security and local private security company.
- Our CCTV monitoring system supplies - on request to corporate security - insurance company information loss, damage and for any internal and external official investigation.



INFORMATION TECHNOLOGY



An Integrated World

Our ICT Department is centralized and divided into 3 main activities:

- **ERP:** POMS – FMS - WMS
- **Technology:** Business Intelligence – RFID – Volume finder
- **Communication:** EDI – Web Portal – Collaboration Tools

All ICT functions are integrated and coordinated by the Corporate CIO and the new **Innovation & Application Department**.



ALPI NETWORK IN THE WORLD

Africa North

Egypt
Marocco
Tunisia

America North

Canada
Dominican Rep.
Mexico
U.S.A.
Panama
Puerto Rico

Africa Central/South

Mauritius Island
South Africa

America South

Argentina
Brazil
Chile
Colombia
Uruguay

Asia Pacific

Cambodia
China
Hong Kong
Indonesia
Japan
Korea
Malaysia
Myanmar
Philippines
Singapore
Taiwan
Thailandia
Vietnam

Indian Sub Continent

Bangladesh
India
Nepal
Pakistan
Sri Lanka

Oceania

Australia
New Zeland

Italy North

Biella
Como
Milano
Reggio Emilia
Rimini
Taggia - Imperia
Torino
Verona

Italy Central

Empoli - Certaldo
Livorno
Lucca
Macerata - Civitanova
Marche
Pisa - S. Croce sull'Arno
Prato
Roma
Siena - Poggibonsi

Italy South

Barletta
Caserta

Europe

Albania
Austria
Belgium
Belarus
Bulgaria
Croatia
Czech Republic
Denmark
Estonia
Finland
France
Germany
Greece
Holland
Hungary
Ireland
Latvia
Lithuania
Malta
Norway
Poland
Portugal
Romania
Russian Federation
Slovakia
Slovenia
Spain
Sweden
Switzerland
Turkey
United Kingdom

Middle East

Arab Emirates
Bahrain
Cyprus
Israel
Jordan
Kuwait
Lebanon
Qatar
Saudi Arabia



ALPI EUROPEAN NETWORK

● ALPI European Offices:

A strong Network of over 50 offices who share procedures and IT systems

● Exclusive Agency Contracts:

A partner-like concept where we share risks and benefits with selected player in different local markets



NORTH AMERICA



 **USA**

Atlanta
Boston
Chicago
Dallas
El Paso
Los Angeles
Miami
New York

 **CANADA**

Montreal
Toronto
Vancouver

 **PUERTO RICO**

San Juan

SOUTH AMERICA



BRAZIL

Curitiba
Manaus
Paranagua
Porto Alegre
Racife
Rio De Janero
Salvador
San Paolo
Santos

COLOMBIA

Barranquilla
Bogotà
Cali
Medellin

URUGUAY

Montevideo

ARGENTINA

Buenos Aires

CHILE

Santiago

ASIA & FAR EAST



ALPI JVs

Bangladesh
China
Hong Kong
South Korea
Taiwan
Vietnam



ALPI Agents

India
Indonesia
Japan
Philippines
Sri Lanka
Thailand



AUSTRALIA & NEW ZEALAND



 **AUSTRALIA**

Brisbane
Fremantle
Melbourne
Sydney

 **NEW ZEALAND**

Auckland
Wellington

ALPI VERTICAL SOLUTION



Our organization can professionally manage any kind of shipment, from small parcels to oversized machinery. However, in our 70 year history, we have developed some sound experience for specific industries that puts ALPI in a top position in terms of reliability and support. We have developed a wide team of focused and dedicated business specialists. We will find the right expertise to ship your goods and handle them properly. We offer tailor-made solutions for your business. This superior expertise is a combination of Human Resources, Process Competence, comprehension of the dynamics of production and marketing, knowledge of demand fluctuations, seasonality needs, and customers' expectations. At ALPI we have developed specific groups that can support your industry in the most effective way:

- Retail & Fashion
- Consumer Goods & FMCG
- Department Stores
- Electronics & Hi-Tech
- Healthcare & Pharma
- Housewares & Furniture
- Mechanics & Spare Parts



RETAIL & FASHION



The Fashion business has always been at the heart of ALPI's strategy. Fashion products are linked to a high seasonality that requires additional space during peak periods; our flexible supply chain and our ability to negotiate guaranteed space with our carriers and partners prevents the stress that high seasonality can cause.

We are able to offer:

- Integrated Track & Trace solution gives state of the art visibility of the status of your shipments
- Our Purchase Order Management System (POMS) is able to provide evidence of the history of your selling and buying orders
- Strategic partnerships with top-class service providers, enabling us to deliver specifically at the time and place requested by our customers
- Security solutions to protect luxury products which are particularly vulnerable to pilferage and damages
- Value-added solutions and services to our fashion clients
- Pick & Pack operations, ticketing, labelling, quality control, storage, postponement operations and various other value-added activities



ALPI CERTIFICATIONS



International Air Transport Association



European Customs Authorized Economic Operator



International Civil Aviation Organization



Customs Trade Partnership Against Terrorism of U.S. Customs and Border Protection



American Society of Industrial Security



Regulated Agent of National Civil Aviation Organization





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