WITH CARE
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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 74 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.
1945 – 1975

Albo Albinini 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 Florence, Livorno and Milan. In the early 70s Albinini & 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.

1975 – 1995

Meanwhile Piero and Ferdinando Albinini, 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

Whilst the Third Generation accompanied Fabrizio, Piero and Ferdinando into their leadership, the company made two major acquisitions, on two strategic tradelines 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

- 76 Years in Business
- >70 Offices Globally
- Largest Italian 3PL still owned by the founding families
- >1,600 Active Employees Globally
- Higher than market HiTech investments
- Over €400 millions in 2020 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 Systema 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.
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.
The ALPI Group handles tonns 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, GCH, 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.
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
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.
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.
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

Europe
- Albania
- Austria
- Belgium
- Bulgaria
- Croatia
- Czech Republic
- Denmark
- Estonia
- Finland
- France
- Germany
- Greece
- Holland
- Hungary
- Ireland
- Latvia
- Lithuania
- Malta
- Norway
- Poland
- Portugal
- Republic of North Macedonia
- Romania
- Russian Federation
- Serbia
- Slovakia
- Slovenija
- Spain
- Sweden
- Switzerland
- Turkey
- United Kingdom

Middle East
- Arab Emirates
- Bahrain
- Cyprus
- Israel
- Jordan
- Kuwait
- Lebanon
- Qatar
- Saudi Arabia

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

Indian Sub Continent
- Bangladesh
- India
- Nepal
- Pakistan
- Sri Lanka

Oceania
- Australia
- New Zealand
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
ASIA & FAR EAST

ALPI JVs
Bangladesh
China
Hong Kong
South Korea
Taiwan
Vietnam

ALPI Agents
India
Indonesia
Japan
Philippines
Sri Lanka
Thailand

India
China
Hong Kong
South Korea
Taiwan
Vietnam

ALBI & PITIGLIANI
INTERNATIONAL FREIGHT FORWARDERS
AUSTRALIA & NEW ZEALAND

AUSTRALIA
- Brisbane
- Fremantle
- Melbourne
- Sydney

NEW ZEALAND
- Auckland
- Wellington
ALPI VERTICAL SOLUTIONS

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
- Food & Beverage
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.
Fast Moving Goods, by definition, have a short product life cycle. In addition, challenges to this trade include a high volume of vendors of all sizes and shipping expertise, a wide variety of goods of various sizes and shipping requirements, and high seasonality.

The ALPI Network is equipped with processes, skills, and systems specifically geared to the consumer goods sector. ALPI's staff has strong experience in managing complicated orders, building important vendor relationships, and finding the best solutions to ensure swift and transparent delivery of consumer goods.

A solid Purchase Order Management System (POMS) gives visibility of the status of orders at every step, aligning databases and providing consistency and compliance upon arrival. ALPI's customs solution offers an integrated customs clearance tool that is compliant with customs regulations, both for export and import trades. Additionally, ALPI has developed a loyal network of service providers that can guarantee consistency of service during peak times.

Specific expertise and a dedicated Key Account Management structure are at the heart of the ability to manage this industry, providing customers with a high quality buying/shipping experience. ALPI has built a consistent track record and framed its organization to support customers in this time sensitive industry.
Department Stores are an extremely important part of our business: the complexity of their supply chain perfectly fits our problem-solving attitude.

Traits such as multiple vendors spread on every economic area, multiple articles of various nature and composition and high-seasonality based on consumer behavior all create stressful trade conditions which need to be managed professionally. ALPI’s Purchase Order Management System (POMS) works with an effective EDI link allowing our Department Store customers to upload their POs and control their lifecycle from pickup to store delivery.

Urgency and prioritization matters when it comes to department stores and opportunistic buying: stock lots, job lots, etc. create an economic advantage if you come at the right time, at the right place. Partnering with our clients, we help to create a smooth and efficient supply chain, moving goods quickly and in excellent condition, with proper documentation in compliance with customs and VAT regulations. ALPI’s proven expertise and dedicated Key Account Management structure tackle the challenges relating to this market, helping our customers experience a flawless buying/shipping experience.
The High Tech industry by definition moves with lightening speed. Cost pressures and shrinking product life cycles put pressure on the high tech supply chain.

ALPI has developed a flexible business model that allows shippers and importers to comply with document regulations and volume expectations. Despite the best industrial planning, new products always become urgent and service providers must effectively negotiate guaranteed space on trucks, ocean carriers, and aircraft.

Through our Purchase Order Management System (POMS), ALPI can give visibility to our High Tech customers of where their goods are at every moment, allowing a continuous and transparent supply chain.

Our Integrated Logistics division provides Pick&Pack operations, ticketing, labelling, quality control, storage, postponement operations and various other value-added activities at most ALPI facilities. These value-added operations help our customers ship effectively and in a timely manner without holding products at origin for completion operations.

ALPI has developed security solutions to protect high value products vulnerable to pilferage and damages. Goods are protected through intense security processes and certifications, implementation of state of the art procedures for our business partners, and equipment for all of our facilities.
The Pharmaceutical Industry is one of the world’s fastest growing sectors; specific assets and certifications are required in order to properly manage its complexity. Moreover, the supply chain for this sector is diversified through economic clusters in many different countries with varied complicated restrictions and requirements.

The ALPI Network is equipped with dedicated personnel and specific services to serve the peculiarities of the Pharma Industry. Our strong Purchase Order Management System (POMS) allows visibility of the purchase order throughout its shipping process. Our flexible organization professionally manages seasonality issues.

ALPI is applying our quality business model to this important industry: people, process, and equipment all work together to provide the highest level of quality customer service to its demanding customers.
Furniture is one of Italy’s leading industries and ALPI has developed a specific expertise to manage its complexity.

Our customers want their goods to arrive in a safe manner, with no scratches that could prevent a couch or kitchen table to be sold. At the same time they want their goods to be properly stuffed in shipping containers in order to avoid paying extras for dead freight.

Our personnel have taken specialized courses to learn to properly load and stuff these voluminous products while maximizing the cube utilization. They have also been instructed on how to identify and repack a poorly packed product and to contact the vendor in case they feel that goods are not protected enough.

Our specialists will work with you to develop a smooth, cost-effective, safe supply chain for your furniture and houseware products.
MECHANICS & SPARE PARTS

Mechatronics is one of the leading industries in Italy and Europe; it serves multiple industries such as aerospace, automotive, medical, etc. Goods related to this industry require a strong focus on time and process.

Replenishment programs, production planning, and just-in-time manufacturing and deliveries are at the heart of this everchanging industry. Service providers must adapt their role to respect these requirements.

ALPI has developed a strong Purchase Order Management System (POMS) through which our customers can get visibility to the status of their POs from the vendor’s door to their final destination.

ALPI is able to perform postponement operations, in terms of kitting and assembling, at most of our facilities. More and more often our customers are asking us to support them in their Vendor Managed Inventories, where our ALPI facility can be used as a storage area, processing center and pick and pack operator.

Our personnel is trained and equipped to properly store mechanical parts so that they are safely stowed and efficiently treated, resulting in lower shipping rates.
The Food & Beverage sector is a “new entry” of the ALPI group, which today offers the expertise of a qualified team dedicated to the shipments of Food & Beverage. Urgency, temperature controlled shipments, and cool chain maintenance are at the heart of this industry.

Our staff is able to support every request during all the various steps of shipping, ensuring complete assistance and impeccable service. We have also selected a trusted network of reliable suppliers to satisfy our customers.
ENVIRONMENTAL POLICY

• As a 3PL, ALPI does not own its fleet but buys the service from selected and trustable sub-contractors which operates in the respect of the environment.

• ALPI has become increasingly sensitive to the environment and gives preference to means of transport which reduce the impact of the supply chain.

In accordance with this philosophy ALPI elaborates:

• Best practices and behaviors of our personnel
• Best solutions and scorecards to measure and monitor our third parties CO2 emissions
• Solar Energy Plants will soon be implemented in many of our worldwide warehouses.
ALPI CERTIFICATIONS

International Air Transport Association
European Customs Authorized Economic Operator
International Civil Aviation Organization
American Society of Industrial Security
Regulated Agent of National Civil Aviation Organization
Transferred Asset Protection Association