

# LLG NEWSLETTER



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## Dear LLG Shareholders, Advisory Board Members and Employees.

Today you will receive the second edition of the LLG Newsletter with many new interesting topics and important information from the last few weeks. I am particularly pleased to present LLG with a completely new "face" today. After many discussions over the last few weeks with you as a shareholder and advisory board member, there was a great deal of interest in presenting LLG in a new design in the future. A lot of thoughts went into what the new logo could look like. The most important question asked at the beginning was "What requirements must the new logo meet to be good?" The following requirements were developed from these questions:

- Size of Logo
- Community/Connectedness
- Reliability - Credibility
- Internationality

- Modernity-Future-Oriented
- Specialization - Laboratory market
- Value
- Functionality - digital/Analog
- Transferable to product brand - b/w
- Differentiation from competition
- Recognizability

Another important issue discussed was the color of the logo. Why did we only slightly change the colors? Now the answer is:

- LLG is known as "the orange brand"
- There is no reason (other than taste) to change
- No competitor is orange

And now there is the new logo! What's next? In the coming weeks we will continue to develop the new corporate design, that means how we want to appear on the internet, in print media, at trade fairs, the business cards and much more. We will report on this in the third and next edition of the LLG Newsletter.

Hans Alfter  
CEO

# VISION AND MISSION



## DEAR LLG SHAREHOLDERS, ADVISORY BOARD MEMBERS AND EMPLOYEES.

In the last few months, I've been asking myself if LLG needs a vision and a mission. I have come to the conclusion that this is a must. With a vision and a mission, it is clearly clarified what the company stands for. From there we started to ask many questions our self and to define how we want to present a vision and mission. And here are the questions we asked ourselves with regards to the new vision. As simple as all the questions sounds, it is crucial for brand alignment:

- Who are we, the LLG?
- How do we describe our identity?
- To whom do we describe ourselves?
- What is our position from the outside?
- Our identity is also shaped by the role we play in the market and in society?
- What is the Business objective?
- How do we want to be?

**After all these questions and thoughts, the following vision emerged:**

As the strongest international community of independent medium-sized laboratory distributors, we are one of the most important players in our market. We are a counterweight to the corporations on an equal footing and the guarantor of diversity in the specialty laboratory trade. Our partners are the most successful companies in the market.

Als stärkste internationale Gemeinschaft unabhängiger mittelständischer Laborfachhändler sind wir einer der wichtigsten Akteure in unserem Markt. Wir sind Gegengewicht zu den Konzernen auf Augenhöhe und der Garant für Diversität im Laborfachhandel.

Unsere Partner sind die erfolgreichsten Unternehmen im Markt.

**And finally the mission statement. A mission statement describes how we plan to achieve the vision - what are we doing to achieve the vision. And here we go with the Mission:**

As a community, we bundle volumes and give our distributors greater market relevance with manufacturers. We provide services for our partners, especially in logistics and marketing. We promote entrepreneurial sustainability through exchange, networking and impulses. We make our shareholders even more successful.

Als Gemeinschaft bündeln wir Volumen und verschaffen unseren Händlern eine höhere Marktrelevanz bei den Herstellern. Wir erbringen Leistungen insbesondere in der Logistik und Vermarktung für unsere Mitglieder. Wir fördern unternehmerische Zukunftsfähigkeit durch Austausch, Netzwerk und Impulse. Wir machen unsere Gesellschafter noch erfolgreicher.



# LLG JUBILARE

## Edeltraud Schaefer

# 20

20 Jahre bei LLG  
Bereich: Buchhaltung  
01.02.2003 - 01.02.2023

# 10

## Michael Tittelbach

10 Jahre bei LLG  
Bereich: Lager  
01.02.2013 - 01.02.2023

# 10

## Thomas Flegel

10 Jahre bei LLG  
Bereich: Lager  
01.03.2013 - 01.03.2023

# 10

## Susanne Sell

10 Jahre bei LLG  
Bereich: Buchhaltung  
01.03.2013 - 01.03.2023



### Impressum

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1 per Quarter

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Page 11: www.wishesmsg.com

### Contact:

Jasmin Nassiry



## OUR NEW EMPLOYEES



**Silvester Hammerla**

My name is Silvester Hammerla and I started working at LLG in February 2023 in the IT department of LLG as team leader.

In the IT sector, I enquire on more than 20 years of expertise in project management, consulting, software development and administration.

I gained my professional experience in industries such as automotive, logistics, banking and services. The experience and responsibilities extended over several years of projects in the areas of development of ERP systems, support of complex IT infrastructures and future orientation for the growing demands on information technology.

The corporate structure of his last employer is very similar to that of LLG, so the combination of warehousing, logistics and a dedicated IT management for business operations is familiar territory to me.



**Ferhan Cakar**

My name is Ferhan Cakar and I was born in Istanbul. After school graduation, I studied at the University of Istanbul Geological Engineering with the conclusion of Master of Science. I have been living in Germany since 2015. I have my professional career started in 1995 and worked as an engineer in various companies. My main activities were international management in the field of sales and export. Between 2004 and 2014, I was an export manager at Isolab Labor Equipment GmbH and between 2014 and 2022 international sales manager at Poulten Graf GmbH. I have been part of LLG now since January 2023. My responsibility is mainly due to the growth to accelerate and to incorporate other partners and third party customers.



**Alexandra Wohlfarth**

My name is Alexandra Wohlfarth and I am happy to be part of the LLG Customer Support Team since February 2023. Throughout my career I have always had the opportunity to work in this area. For SIG Combibloc, I worked for a long time with customers from Spain and England. After the SCM Order Centre was moved to Romania, I worked for IPS for 5 years.

There I looked after American and British publishers. Lastly, I worked in the food industry as deputy internal sales manager. There I also looked after domestic and non-European customers and coordinated production on a deputy basis.

**Torben Ranz**



My name is Torben Ranz and I work in the Import/Export/Customs department at LLG. Before I started at the LLG Group, I successfully completed retraining as a merchant for wholesale management. Now I'm glad that I can support LLG in the area of Import/Export/Customs.

## NEW WAREHOUSE MANAGEMENT



**Dennis Postler**

My Name is Dennis Postler, I am 35 years old, live near Meckenheim, am married with 2 children and have 2 dogs. Before joining LLG I first worked as an Agricultural Technical Assistant at Bonn University and afterwards I joined the German Army in the medical and logistics sector. During this time, I also went to Afghanistan for 6 months.

In 2012, I started at LLG as a warehouse logistics specialist and was promoted in 2016 to Deputy Head of Logistics. During this time as Deputy, I successfully completed various additional qualification courses such as Dangerous Goods Officer Road / Sea, Hazardous substances officer, Fire Protection Officer, Trainer's license. **Since March 2023, I am one of the two Heads of the Warehouse at LLG.**


**Jürgen Minich**

My name is Jürgen Minich, I am 36 years, live in Meckenheim with my wife and our 2 children.

Before I came to LLG I worked at DM (german drug store) in different departments of the warehouse. I started working at LLG in August 2014 and I have been through all the different departments in our warehouse. In September 2022 I became deputy head of department. My responsibility is the section of incoming goods.

Since March 2023, I am one of the two Heads of the Warehouse at LLG.


**Alexander Kieselmann**

I am Alexander Kieselmann, and I started my apprenticeship at LLG warehouse in August 2000 and completed it successfully after the 3 years.

I stayed at LLG and started working in the dispatch department at that time we were 3 colleagues)

In June 2016 I became the team leader of this department which at that time already had 8 colleagues.

Because of the very familiar atmosphere as well as so many nice and friendly colleagues and modern facilities at my working place, I have been almost 23 years now that I am working at LLG and I really like it.


**Sabine Paul**

My name is Sabine Paul, I am 45 years old and started working at LLG in 2014 as commissioner. After that I worked in all other sections in our warehouse. Since September 2022 I am one of the 4 Team Leaders and responsible for the automated parcel line.

## NEW COLLEAGUES WAREHOUSE:


**Salem Adni**

My name is Salem Adni, I am 20 years old and I started working at LLG in February 2023. In our warehouse, where I work as a commissioner. Before I came to LLG I made an apprenticeship at Monkos Carservice GmbH and completed it as an automotive mechatronics.


**Mohammad Naim  
Rahmani**

My name is Mohammad Naim Rahmani, I am 26 years old and I also started working at LLG in February 2023 in our warehouse, where I am employed for commissioning as well as at our automated parcel line. Previously I worked at Romex GmbH in the department of product divisions.


**Maik Wolber**

My name is Maik Wolber and I am 45 years old. I started working at LLG in March 2023 as a commissioner in our warehouse. Before I worked at AHB Türgriffe (door handle) as a warehouse specialist.


**Samir Veselovic**

My name is Samir Veselovic and I also started working at LLG in March 2023. I am 30 years old and I work at the automated parcel line. Before I was employed at DVG Dyson Service Center in the electric repair department.

# LLG SMARTHUB

Great news! We are happy to announce our new REST-API solution. Which includes all operational information's you are already consuming via our webportal, beside a full interface to the LLG PIM solution.

What is REST-API? REST-API based interfaces have become increasingly popular in recent years due to their flexibility and ease of use. By offering a REST-API, you can access services programmatically, allowing to build custom integrations and workflows that fit your unique needs.

One of the primary advantages of using REST-APIs is that they provide a standardized way of communicating with your service, regardless of the programming language or platform being used.

This makes it easier for you to build custom integrations and ensures that your service can be easily integrated into a wide variety of applications.

Additionally, REST-APIs offer a number of advantages over traditional flatfile and offline interfaces. For example, they are typically faster, more scalable, and more reliable. They also offer more advanced features such as real-time notifications, authentication and authorization, and support for asynchronous processing.

Overall, by offering a REST-API based interface, LLG gives you greater flexibility and control over how you interact with your services, it can help to increase user satisfaction and adoption.

The new SmarHUB offers in the moment:

## ArticleInfo

- All details of 130.000 articles
- Prices including your purchase price, list and e-commerce price
- Product dimensions, consumption
- Customs, hazardous information and CLP data
- Stocking in real-time

## DispatchInformation

- Shipment information of each single parcel and pallet
- Track & Trace links
- Detailed information about shipped orders

## OrderTracking

- Track the status of your orders
- See if products are already in the picking and packing process
- Fetch detailed information about documents like delivery note or invoice

## BackOrderList

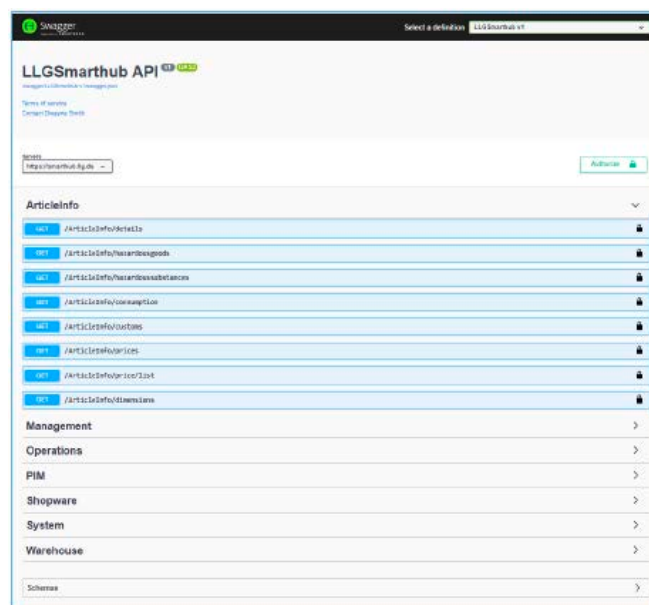
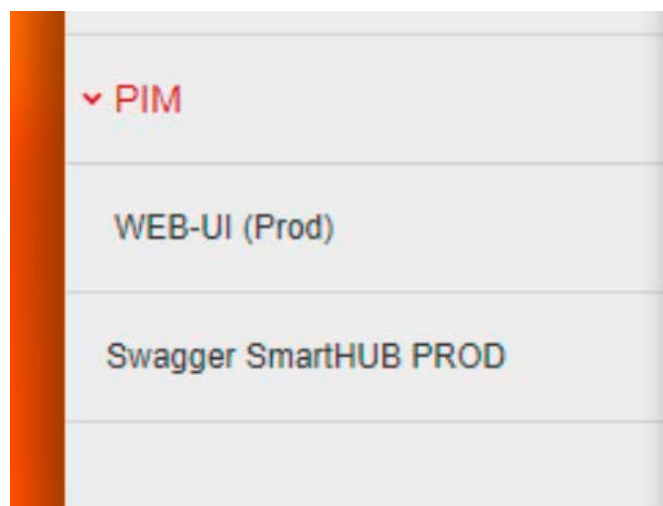
- Retrieve the real-time back-order information of all open orders
- Including actual shipping-dates from suppliers

## PIM

- Fetch all marketing information from the LLG PIM system "STEP"
- Push data to external systems (e.g. ERP, e-commerce solutions)
- Iterate through classifications, segments up-to a single article
- Consume 60.000 articles with presentation text, pictures and hundreds of attributes
- Get Products in 8 languages
- Post all your information from external systems to your own product area (if onboarded)
- Reference products to outbound channels (if onboarded)

We are looking forward to implement more and more endpoints. Within this year, we want to include also the possibility to push your purchase-orders via the interface. Give access to reports data you can only fetch offline via our statistics area in the portal in the moment. ...

The LLG SmarHUB web interface "Swagger" can be accessed from the PIM menu in your LLG webportal account:





# FTP → SFTP

## DISCONTINUING FTP SERVER AND TRANSITION TO SFTP PROTOCOL FORM 01. MAY 2023

As already announced August 2022 we will discontinue the insecure FTP Server protocol at LLG. Here are several steps to make the transition as smooth as possible:

- **Assess your current FTP setup:** Determine what FTP software and servers you are using, and identify any dependencies or customizations you have made to your setup.
- **Choose an SFTP solution:** Research and select an SFTP solution that meets your needs. Consider factors such as security features, compatibility with your existing infrastructure, ease of use, and cost.
- **Configure your SFTP server:** Set up your SFTP server according to the documentation provided by your chosen solution. You may need to install and configure software, create users and permissions, and open firewall ports.
- **Test your SFTP connection:** Verify that you can connect to your SFTP server and transfer files successfully. If we provide you an upload account test both uploading and downloading files, and verify that file permissions and ownership are correct.
- **Update your workflows:** Update any scripts or workflows that depend on your old FTP server to use your new SFTP server instead. This may require changes to file paths, user credentials, or other settings.
- **Monitor your SFTP server:** Set up monitoring and alerts to ensure that your SFTP server is functioning correctly and that you are notified of any issues.

By following these steps, you can transition from FTP to SFTP with minimal disruption to your file transfer workflows.

## NEW PARTNER IN LLG FAMILY

I am proud to say that llg is growing with its partners and that Biozol is now part of our llg family. BIOZOL is a German life science & diagnostic platform offering its customers a one-stop-shop solution for research and diagnostic products.

In addition to distributing a worldwide network of renowned manufacturers, BIOZOL produces unique antibodies for human pathology and high-quality reagents for immunohistochemistry under its own brands dianova and HISTOPRIME. The BIOZOL Lab-Club brand offers a wide range of quality accessories for HPLC, spectroscopy and laboratory filtration.

All products are available in BIOZOL's own web shop.

Furthermore, BIOZOL is represented in all relevant procurement and catalog systems in Germany, Austria and Switzerland, creating a unique selection and availability in the field of life sciences and diagnostics. More than 14,000 satisfied customers from universities, research institutes, pharmaceutical and biotech companies, university hospitals, laboratory diagnostic service providers and governmental institutions have been benefiting from BIOZOL's services for over 33 years and trust BIOZOL for their daily procurement needs. In addition, BIOZOL has more than 15 scientists with research experience whose daily tasks include responding to customer requests and inquiries at the highest scientific level. Thus, BIOZOL means the perfect product for your research and diagnostic.

# WELCOME TO THE LLG-PIM-WORLD



The LLG team is pleased to introduce a look behind the scenes to all LLG Portal users. In the portal you will find access to the new product data maintenance system, the LLG PIM. All you need to do is click on the Web UI button under the PIM menu item. And already you will get access to the system.

There you can choose between the eight LLG languages to view everything



The LLG PIM is the source of all product data for your websites, from there come the maintained products, the images and logos. In the PIM, the technical editors of LLG maintain the manufacturer data and keep the product data up to date. Also the not maintained article data with all information can be found here under the respective manufacturer.

**Creditors/Manufacturer**

**Manufacturer Details**

Manufacturers Root > LLG Manufacturers > Amarell GmbH & Co. KG

ID: ds\_llg\_manufacturer\_9010031  
 STEP-Name: Amarell GmbH & Co. KG  
 Brandname: Amarell GmbH & Co. KG  
 Manufacturer Name: Amarell GmbH & Co. KG  
 Manufacturer Number: 9010031

Bild	Article Number	Manufactur...	Name	eCl@ss 4	eCl@ss 10	UNSPSC	eCl@ss HI	Manufacturer Assortment
	4661666	A300010-CB	Thermometer, bar shape, -20...+150.1°C blu...		32120303	41-11-22-13	32120303	Manufacturer Assortment
	4661669	L25908-FL	[LLG] Laboratory thermometers   Measuring ...	32-01-24-10	32120303	41-11-22-13	32120303	[LLG] Laboratory therm...
	4661790	100D	Calibration with DKD certificate (DAkkS) with...		32120303		32120303	Manufacturer Assortment
	4661811	G10504-FL	General purpose thermometers, endorsed for...		32120303	41-11-22-13	32120303	Manufacturer Assortment
	4661890	G10506-FL	[LLG] General purpose thermometers, solid s...	32-01-24-12	32120303	41-11-22-13	32120303	[LLG] General purpose thi...
	4661970	K196110-FL	[LLG] Well Scoop Thermometers   Measuring...		32120390		32120390	[LLG] Well Scoop Therm...
	4661971	K196230-FL	[LLG] Replacement Thermometers for Well Sc...		32120390	41-11-22-13	32120390	[LLG] Replacement Therm...
	4661972	K196240-FL	[LLG] Replacement Thermometers for Well Sc...		32120390	41-11-22-13	32120390	[LLG] Replacement Therm...
	4661993	D262370-FL	[LLG] Thermometers, standard ground joint [...]	32-01-24-09	32120302		32120302	[LLG] Thermometers, stan...

Number of items: 1099

In the partner PIM view you can see a part of the scope of services that LLG already has in use. We are working daily on improving the product data and expanding the system.



**Classifications**

**Segment / Product / Series Details**

Product Root > Occupational safety: Security > Eye protection > Eyeshields > [LLG] LLG-Safety Eyeshields lady

Segment / Product

LLG Segment Key: 1062  
 Name: [LLG] LLG-Safety Eyeshields lady  
 Manufacturer Name: LLG Labware  
 Manufacturer Number: 9999999

Product Key: Owner  
 Translation Status: Approved

Article Num	Th	Sort Order	Manufactur...	Colour	Lens	Sales Packing	Order Number
9006007		1	9006007	white/green	clear, AF+, AS+, ...	1.00	9.006.007
9006008		2	9006008	white/pink	clear, AF+, AS+, ...	1.00	9.006.008
9006009		3	9006009	black/green	clear, AF, AS, ...	1.00	9.006.009

Number of items: 3

We invite you to take a look at LLG's data logistics center.

If you are interested in becoming part of the LLG-Pim project, this system is large enough to accommodate your data.

If we could inspire you and you have further questions, please do not hesitate to contact us.  
 Contact: [cschneider@llg.de](mailto:cschneider@llg.de)



**EUDAMED - Europäische Datenbank für Medizinprodukte**

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Hauptseite > DE-IM-000032422

**Importeur, DE-IM-000032422, Lab Logistics Group GmbH - [Deutschland]**

Version 1 (Current) | Last update date: 2023-01-06

[← Zurück zur Liste](#)

**Angaben zum Akteur**

Nicht in der EU ansässiger Hersteller

Zuständige Behörde

Produkte

Identifikation des Akteurs	
SRN	DE-IM-000032422
Funktion	Importeur
Land	Deutschland
Name des Akteurs/der Organisation	Lab Logistics Group GmbH [DE]
Abgekürzte Bezeichnung	LLG [DE]
MWST-Nummer	DE812727887
EORI	DE3875989
Nationales Handelsregister	HRB 10800 / Bonn

## LLG OFFICIALLY REGISTERED AS IMPORTER OF MEDICAL PRODUCTS

We are pleased to announce that LLG is now registered at EUDAMED (European, Database on Medical Devices) as importer of medical and IVD products.

According to the regulation (EU) 2017/745 on medical devices (also referred to as MDR17) and IVDR (EU) 2017/746 regulation on in vitro diagnostic products all actors who import medical or IVD products from outside the EU need to be registered at EUDAMED.

In general, MDR17 and IVDR distinguish between different roles:

Manufacturers of medical and IVD products, EU representatives for manufacturers outside the EU, distributors and importers.

The primary role of the importer is to help ensure that only devices that are in conformity with the MDR/IVDR regulations are placed on the EU market and to ensure traceability e.g. by registering lot-numbers and by additionally indicating its company name on the product. Moreover, the importer surveys correct storage and transportation conditions required for the respective product.

Once registered and officially approved by the authorities in charge the actor is entitled to import such products from producers outside the EU if an official EU representative has been appointed by this manufacturer.

After an evaluation period, the application request from LLG was officially approved by German authorities (Bezirksregierung Köln) in January 2023. Since then LLG is listed at Eudamed database with the registration number DE-IM-000032422.

As a first step, LLG is now allowed to import IVD products from the company Guangzhou Jet Bio-Filtration Co., Ltd, one of our manufacturers who has been steadily growing in importance over the last years.

If LLG partners have specific requests to import such products, LLG is now in the position to check the possibilities.

With this successful registration, LLG is now well prepared to suit the needs of our partners also for products belonging to this growing and important market sector.

**WE ARE VERY PROUD  
OF THE PERFORMANCE  
AWARD 2022 FROM  
THERMO FISHER  
SCIENTIFIC**



LLG partners have had the biggest business volume with Thermo Fisher Scientific in 2022.

We would like to say thank you to all of our partners, making this happen.

**A NEW RECORD  
MONTH - MARCH  
AND Q1 2023  
WITH OUTSTAN-  
DING RESULT**

We have achieved a new sales record month in March 2023 of around € 11.5 million and thus +16% above the previous year and +14.5% above plan for 2023.

The first quarter of 2023 can also be seen very well with € 28.7 million in sales and +10% above the previous year and +4% above plan. Congratulation to all of you – let's keep it up.

Dear shareholders,  
I would like to thank you very much for the cooperation over the last few months. I wish you, your family and your team a relaxing Easter time and I look forward to continuing our journey together in spring.

Our success is based on every single employee.

Happy Easter greetings from Meckenheim

Hans Alfter  
CEO

Enjoy this Easter to its true spirit and make every blessing count.

**Happy Easter!**

