



LLG Newsletter

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Navigating New Horizons

Dear valued shareholders
and Partners

Welcome to the third edition of the LLG newsletter!

In this installment, we are thrilled to bring you a treasure trove of exciting updates. Our journey has been marked by significant strides in airfreighting dangerous goods, a heightened commitment to occupational safety, the warm embrace of new team members, and a broader international footprint.

Join us in exploring these milestones and celebrating the remarkable achievements of our dedicated employees. As always, we are deeply grateful for your steadfast support. So, sit back, relax, and enjoy the read!

Thank you for being a part of our LLG community.

Hans Alfter



In every challenge, we find an opportunity for growth. With safety as our compass and innovation as our engine, we move forward together, achieving remarkable milestones.





LLG Makes It Possible to Airfreight Dangerous Goods

Transporting dangerous goods comes with a set of complex regulations that vary depending on the mode of transport. Air transport regulations are the most restrictive and hence the most challenging to comply with. Transporting batteries or devices containing batteries poses particular challenges, such as packaging them without flammable materials.

To transport dangerous goods by air, it is mandatory to have personnel trained and certified by an officially recognized trainer. LLG has, in recent months, trained and certified three employees to create the required shipper's declaration for air transport. An additional ten colleagues are authorized to pack the dangerous goods safely.



LLG has also purchased special packaging material for air transport, such as tested cardboard boxes, special adhesive tape, and approved security devices to pack the dangerous goods safely. The company has successfully sent the first test shipments.

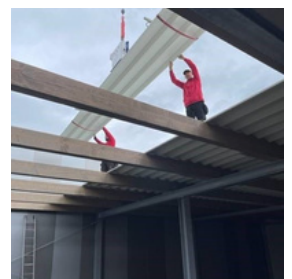
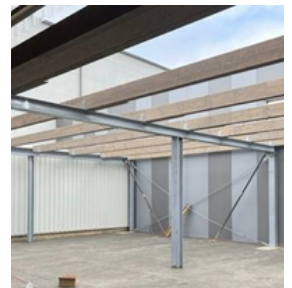
Despite the introduction of new procedures and processes, LLG believes that mistakes are opportunities to learn and continually improve. There may be mistakes in the initial phase, but LLG is committed to providing reliable shipping of dangerous goods by air freight as an additional service in the future.

In conclusion, LLG has taken significant steps to comply with the complex regulations for air transport of dangerous goods. The company has trained and certified employees, purchased special packaging materials, and successfully sent test shipments. LLG is optimistic about offering this additional service in the future, with a commitment to continually improving its processes.

LLG'S NEW LITTLE WAREHOUSE

We are pleased that we were able to further expand our storage capacity by completing warehouse 7.

This small warehouse is used to store flammable liquids and hazardous substances by equipping it with hazardous material storage containers. Placing this option at a central point in logistics simplifies access in the picking process. Furthermore, the free area is used for placing pick-up orders, equipping picking trips and for interim storage as a buffer zone. This small extension enables the central placement of hazardous substances in the process.



Andreas Kleinschnittger Achieves ISO 45001 Certification, Opening New Heights for Occupational Safety Initiatives at LLG!



With a deep-seated commitment to the field of occupational safety that spans several decades, Andreas Kleinschnittger's impressive track record has been recognized and valued throughout his career. Now, his expertise will be a significant asset to LLG.

Andreas recently completed rigorous training to become a certified Occupational Health and Safety Manager, aligning with the prestigious ISO 45001 standard. His exemplary performance in the program paved the way for him to step into the newly created role of Occupational Safety Manager at LLG.

In this position, He will provide invaluable guidance to LLG's leadership, management team, and employees on all matters pertaining to occupational safety. His mission is clear: to continually advance and enhance the occupational safety management system.

Vietnam congress - Visit of Analytica Exhibition in Vietnam

In the future, LLG will continue to expand its presence in the world and advertise in new countries. That's why we were at Analytica in Ho Chi Minh City/Vietnam from April 17th to 23rd this year. We were able to establish new contacts with suppliers, dealers, third-party customers but also potential partners for the future. Based on this success, we will continue to expand these international activities.

Arablab Exhibition - Dubai

From September 19th to September 21st 2023 a small LLG-Management Team (CEO, Business Development and Product Management) attended the Arablab in Dubai.

Our goal was to learn more about new developments in that region and to talk to existing clients from that region and maybe identify new opportunities for LLG.

Moreover, since this year there was no major show in Germany Arablab represented the ideal opportunity to also exchange with suppliers especially from Germany. For this the German Pavillion offered a great platform to meet many important German suppliers as well as some LLG-Shareholders i.e. behr Labor-Technik, Häberle Labortechnik and WENK LabTec. Since also our partners Carlo Erba Reagents, CHEM-LAB and Isolab/Interlab were present at Arablab it is also a great place to network within the LLG Group!

Faust Laborbedarf AG visits LLG in Meckenheim



In April, Faust Laborbedarf from Switzerland visited the LLG in Meckenheim. The entire workforce combined this with a company outing in Cologne. It was a great opportunity for everyone involved to get to know each other and exchange ideas about day-to-day business.

I can only recommend every partner to get to know LLG on site. Due to the many great leisure opportunities, you can easily combine this with a company outing. LLG will help you organize this. There are many options here such as Cologne, the Ahr Valley, excursions on the Rhine and much more

The World of HR



As we step into the "World of HR," we embark on an exciting journey. Our management team and employees are actively enhancing their skills through training. We're also expanding our instructional team to better support apprentices. In August, we welcomed two new talents, enriching our office and warehouse teams.

Introducing Our Latest Additions!



Anthony Dowell Business Development Manager

We're pleased to introduce Anthony Dowell, LLG's new Business Development Manager, who joined us in August 2023.

With extensive experience in the Life Science industry, Anthony's international expertise will be invaluable in acquiring new customers and strengthening relationships with current stakeholders.

Originally from the UK, Anthony and his family have called Germany home since 2006.

Aside from his professional role, Anthony is a passionate sports enthusiast, especially in football, where he supports Manchester United. He also enjoys spending quality time with his family and is an active member of the Hofut Georgenthal Golf Club, where he works on improving his golf game.

Anthony's impressive background and dedication are set to play a pivotal role in LLG's future.

Welcome, Anthony, and we look forward to the contributions you'll make to our continued success.



Judit Vas Head of Marketing

Hailing from Hungary, my career kicked off in industrial design. However, the allure of strategy and presentation soon became evident during the years.

My path led me to Germany, where I continued my quest for marketing knowledge. Here, I ventured into web design, took on freelance projects, and immersed myself in programming, digital solutions, and international marketing studies.

My career has been a diverse landscape, from diplomatic and political organizations to the dynamic realm of tech giants. Thriving in event promotion, mastering communications, envisioning new products, and crafting digital marketing strategies have been my calling.

But my story isn't limited to my career. I'm also a mother, an ex-musician, and a passionate kickboxer who believes in the importance of balance and embracing a variety of passions.

As for the future - I am curious about: What exciting adventures lie ahead for LLG and its partners? What boundaries will we push, what ideas will we ignite, and what stories will we write? I'm thrilled to step into this community, ready to embark on a new adventure.

Our Team Got Bigger

New Member in Product Management

My name is **Donatas Jasas** and since 01.06.2023 I am working as a new **Product Manager** at the LLG Product Management Department.

I studied Chemistry in Lithuania from where I originally come from, am married and have a 15 months old baby boy.

When my baby allows it, I love playing board games, working out with jump rope, playing table tennis or coding. When my baby doesn't allow it, I am practicing my Daddy jokes. Before joining LLG I worked at Cole-Parmer GmbH where I spent over 3 years in sales - direct and indirect.



At LLG my primary task is to look after and improve our LLG-Labware product range. Currently, my most important project is on sorting out the LLG Labware range. This means removing slow movers, filling gaps in the portfolio by finding new OEM products and making sure all technical data including certificates are easily accessible for our Shareholders and their sales teams. Moreover, I am working on an updated and improved cross-reference list which will be a valuable tool for your sales teams. I am excited about the possibility to further improve our common brand and to increase the LLG Labware market share as well to meet you – our shareholders – in the future.

We would also like to take this opportunity to congratulate our Deputy Purchasing Manager Ms. Virginia John on her 10 year anniversary with the company, which she will be celebrating on 11/01/2023.



Currently, we aim to further optimize our personnel structure and enhance various aspects. We are also working on departmental overview plans, which delineate the responsibilities of each employee and their substitutes for internal use. This is intended to streamline cross-departmental collaboration during vacation periods.

More Efficient, Transparent and Future-Proof – Warehouse Optimisation

Starting in October, we will be deploying our new goods receipt software system - for logistics and warehouse - in a test phase to streamline our operations and further enhance customer satisfaction.

Our goals are well-defined:

1. **Increased Transparency:** We aim to create a transparent overview of all incoming pallets, ensuring that we always maintain a clear view of our inventory.
2. **Faster Delivery of Purchased Goods:** By automating processes and identifying purchased items as "Crossdocking Orders," we can expedite the delivery of our products to customers.
3. **Process Automation:** The newly developed apps automate the goods receipt process, saving valuable time and resources.
4. **Resource Optimization:** Leveraging tablets (i-Points) and a "reverse picking" method, we optimize the storage and allocation of inspected items.

Our solution is built upon three new apps and a dashboard:

- **Accepting App:** This app facilitates the allocation of delivery notes and pallets to continuous barcode labels, simplifying the booking of pallets to specific storage locations.
- **Dashboard:** This monitor provides a visual overview of "unbooked" pallets and storage spaces, aiding in the monitoring of the goods receipt process.
- **Enterprise Manager Goods Receipt (Desktop Program):** This desktop application enables order searches, goods release, automated booking, and the management of Crossdocking Orders.
- **i-Points:** Seven tablets are stationed in front of collection carts, where goods are booked into the warehouse.
- **Storing App:** This app allows collection carts to be checked out from the i-Points, consolidating goods onto a "reverse picking" list. Employees can transport the goods into the warehouse and allocate products to storage locations.

The technical implementation involves app development in our Android Goods Receipt App Framework by ebiscon GmbH. The desktop application, operating within our .NET environment with SQL Server and Integration Services, and the booking through Verastream Webservice were programmed by Ms. Moshynska. We have also commissioned an RPG program from CPL (ERP) to book goods and release deliveries for Crossdocking.

In future developments, we plan to introduce temporary storage spaces for purchased items from pallet customers and expand the dashboard's to-do list to include customer orders. Furthermore, we will continue to refine the assignment of delivery notes to goods receipts.

With Goods Receipt 2.0, we are committed to efficiency, transparency, and future readiness, optimizing our logistics processes to provide our customers with an even better and faster service.

Optimize Translation Processes with Batch Translator PIM

Objective

- Completing incomplete translations
- Streamlined approval processes
- Minimizing barriers to implementing new languages
- Enhanced efficiency
- Utilizing the DeepL AI Translator "Made in Germany"
- Translating article descriptions

THE PROCESS

Our new Batch Translator now enables automated translations using DeepL. The system takes a source language and translates all previously untranslated headlines, presentation texts, and article texts into the desired target language.

These new translations are incorporated into the translation workflow and marked as DeepL translations. A responsible translator can now review, approve, or make changes to the texts. With the Batch Translator, we bridge the gap between manual and AI-assisted high-performance translation.

Furthermore, our new system overcomes the hurdle of expanding our database to include new languages. In the past, adding new languages was often challenging due to the sheer volume of already translated products. With the Batch Translator, this hurdle now seems less insurmountable. The quality of the translations is exceptionally high and precise, beating conventional translation systems.

A significant innovation is the translation of article texts in various languages. These texts will be available in our SmartHUB in the first quarter of 2024.

Further Development:

In the next version, attributes, specifications, and values will be integrated. Previously, the ingestion process for metadata was challenging. This hurdle appears to have been overcome, and we can also include this metadata in the Batch Translator. Completion is scheduled for the fourth quarter of 2023.

New segments will be pushed into the batch process directly after creation by our technical editors. This means that already translated texts in the respective languages will be available and awaiting approval. We also plan to integrate ChatGPT to generate additional presentation texts. This will enable a higher degree of customization, as theoretically, every onboarded partner can have texts created according to their own specifications.

We will begin with to extract additional SEO Keywords with ChatGPT which will be available in the end of Q1 2024 via SmartHUB.

Technology:

Our REST API-based web service was developed in collaboration with the company ebiscon GmbH. The web service operates locally within LLG and can, therefore, be further developed for decentralized tasks. There is a connector between the SmartHUB and the Batch Translator, allowing data to be read and written from the LLG PIM. The use of the Batch Translator is available to our onboarded partners, enabling them to use it for the development of their own products.



Boom Go Live with new webshop!

We're thrilled to share the exciting news of Boom's latest achievement – the launch of their [new webshop](#)! As our very first LLG PIM Onboarder, their hard work and dedication have truly paid off. After several months of meticulous planning and collaboration, the Boom shop, featuring data from LLG and Boom's LLG PIM, is now live. We're impressed with their success and look forward to a prosperous partnership as our inaugural PIM user. Wishing Boom the best of luck, and here's to a bright future filled with successful ventures!



Laboratory Supply Solutions

We're here to help. If you have questions or want to explore these topics further, please feel free to contact us.

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