

## ALS Cargo Terminal Ltd Choose Hermes to run Hanoi Operation



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Management**

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We are delighted to announce that ALS Cargo Terminal Co. Ltd, based at Noi Bai International Airport, has chosen the Hermes air cargo management system to run its cargo operations in Hanoi, Vietnam.

ALSC had spent the last year reviewing all of the leading CMS systems on the market before selecting Hermes. With Hermes' hugely rich hand-held device functionality, intelligent warehouse task steering and real time SLA monitoring, ALSC will be able to provide a faster and more controlled service to their customer base. This becomes increasingly important when a large percentage of the air cargo throughput of Hanoi is sensitive, special cargo such as electronics. Hermes will provide the best practice process framework for the handling of these products and will also provide a wealth of big cargo data that can be used to effectively analyse and prove the quality of service provision.

Mr Le Thanh Binh, ALS Cargo Terminal Co. Ltd, Deputy Director, said, "Despite being a young cargo handler, ALSC has been serving around 10 prominent airlines accounting for 30% of Noi Bai International Airport's total international cargo handling volume. Choosing Hermes is a significant step towards

Increase  
Operational  
Efficiencies

Increase Profits

Reduce Handling  
Errors

Prevent Revenue  
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perfecting our services and conforming to international standards. ALSC, together with our partner Hermes, pledge to reduce total service time, while increasing information accuracy, speeding up the information retrieval process, improving real time service level monitoring capability, supporting the synchronization between Airlines and Customs systems, as well as creating the connecting environment for e-freight in the near future."

In the run up to this agreement the Hermes cargo team visited Vietnam twice and arranged for the ALS leadership team to visit another of our long term customers, PACTL in Shanghai, to see the Hermes system in action.

Hermes CEO, Yuval Baruch added, "ALS Cargo owns the most modern cargo terminal in Hanoi and we believe that the implementation of Hermes, viewed as the best CMS in the world, will help ALSC to provide better service, gain additional market share, increase revenue and profit. ALSC will be Hermes 3rd implementation in Vietnam and contributes to HLT's strategic expansion in the region. Both companies come from professional excellence cultures and have mutually committed towards ensuring this project is a success. We are confident that this is the start of a long term partnership between both companies."

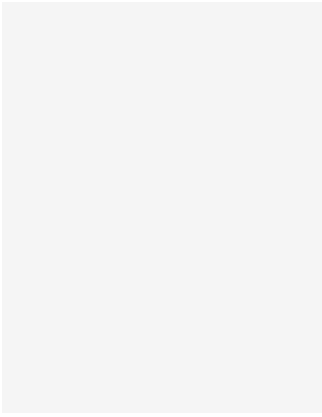
### About ALS Cargo Terminal Co. Ltd

Founded in July, 2013, ALS Cargo Terminal Co Ltd has made a significant contribution to improving the quality and capacity of air cargo handling services at Noi Bai International Airport, in the pursuit of becoming the leading cargo handling operator with international standards in Vietnam.

Located at Noi Bai International Airport, adjacent to the ramp side, ALS Cargo has capacity for 200.000 tons/year.

### About Hermes Logistics Technologies

Operating in air cargo terminals, warehouses and hubs, the HERMES cargo and hub management systems are used by air cargo ground handlers worldwide. Designed by our team of cargo experts, HERMES systems are built with the specific needs



of our customers in mind and our solutions are among the most versatile and sophisticated around, streamlining ground handling processes and focusing on maximising profits using inbuilt best practice to reduce handling errors.

Among others, Etihad, PACTL, Menzies, dnata, LUG and FCS all use our CMS and HMS systems which readily handle anything from perishables to dangerous goods whilst embracing the latest technology available.

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