



Strategic partnership with Hilti

The Liechtenstein-based Hilti Group, one of the world's leading manufacturers of tools and fastening systems, has entered into a strategic partnership with Kuehne + Nagel for the planning, implementation and management of its future logistics locations in Europe

Hilti is a global market leader in the development, production and distribution of high-quality products and machines for such fields as drilling and demolition, direct fastening, anchoring, fire protection and installation and measuring systems. The company employs 20,000 people in 120 countries and supplies its leading-edge products to the construction industry all over the world.

The cooperation between the Liechtenstein-based group and Kuehne + Nagel started in December 2007 with the construction of the new Hilti logistics centre in Nuremberg. This project, which was planned and implemented and is managed by the logistics specialists of Stute Verkehrs-GmbH, a wholly-owned subsidiary of the Kuehne + Nagel Group, laid the foundations for the realignment of Hilti's logistics processes in Europe.

The state-of-the-art distribution centre in Nuremberg serves as a yardstick for new Hilti locations in Europe and has convinced the customer to choose Kuehne + Nagel as its competent strategic partner for further logistics projects. A dedicated competence team will support Hilti in upcoming and ongoing projects for the further optimisation and standardisation of logistics processes.

This cooperation with a single partner brings a number of advantages for the customer: It enables Hilti to concentrate on its core competences while benefiting from Kuehne + Nagel's extensive know-how, as well as allowing the customer to reduce its coordination and management efforts as Kuehne + Nagel offers one-stop-shopping when it comes to integrated logistics solutions. Hilti sees further advantages in standardised controlling and reporting and a clear visualisation of the supply chains. This enables it to continuously monitor all locations and processes including the respective key performance indicators. The permanent benchmarking of all locations, be they own-controlled or externally managed, ensures full transparency in all external locations.

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