

Exotec announces US office opening and expands its presence in North America

In addition to opening an office in Atlanta, Exotec signs new partnerships with S&H and Conveyco



Croix, France – May 13, 2020: Exotec, French provider of innovative intralogistics solutions, announces the opening of its first office in the United States. As part of the company's global expansion strategy, the new office will facilitate local support and business growth on the North American market.

Rudi Lueg, appointed Managing Director North America, will lead the operations in Atlanta. He brings more than 25 years of experience in the automation industry. Before joining Exotec he was Senior Vice President of Sales at Knapp Inc., global leader in intralogistics solutions.

"I am pleased to lead the expansion of Exotec in North America," comments Rudi Lueg. "As automation is gaining traction, I believe Exotec scalable robotic solutions will fit the rapidly evolving needs of this growing market."

With a team of 15 engineers and technicians, Rudi Lueg will help develop sales in North America and establish Exotec as a recognized intralogistics provider. Exotec expects the North American market to account for 20% of their business within a year.

In order to achieve these ambitious objectives, Exotec has also signed two new partnerships with S&H and Conveyco, besides AHS. They will promote Exotec's innovative solutions with their in-depth knowledge of the market and their expertise in implementing complex logistics solutions.

S&H has been implementing automated logistics solutions for the past 20 years and Conveyco has been a recognized logistics solutions integrator in the United States for nearly 40 years. These two partnerships complement a first one signed in September with AHS, a logistics solutions integrator in the United States and Canada.

North America represents a very important and fast-growing market for warehouse robotics. By creating a network of robust and complementary partnerships that provide broad access to the American market, Exotec expects to build a successful and durable presence.

"North American warehouses are undergoing major changes. Robotics is key for the future of warehousing, in particular with solutions expected to be ever more efficient and agile", declared Romain Moulin, CEO of Exotec. "There are huge opportunities for Exotec on this market and we are delighted to join forces with integrators who share our vision, methods and values".

Exotec expands globally and confirms its ambition to become a major player in logistics. The opening of the new office in Atlanta is a major milestone following the strategic partnership concluded with Fast Retailing – holding company of Uniqlo - to support their supply chain transformation. Exotec has also signed numerous partnerships with integrators in Spain, Germany, Italy and Japan.

About Exotec

EXOTEC SAS designs an ultra-innovative robotic system to optimize order preparation for e-merchants. Founded in 2015 by Romain Moulin and Renaud Heitz, EXOTEC has brought a surge of innovation and changed the rules of intralogistics by offering e-retailers an agile solution that adapts to their growth, while offering performance equivalent to market giants.

About S&H Systems

S&H Systems, located in Arkansas and Tennessee, is a single-source, full-service systems integration company delivering dependable material handling systems, software and post-sale support since 2002.

About Conveyco Technologies

Conveyco Technologies has been providing world class performance enhancements for order fulfilment, distribution centers and warehouse operations for over 40 years. Solutions and systems include sortation, voice, pick-to-light, palletizing, AS/RS, automated case handling, autonomous mobile robots (AMRs), robotic picking, dispensing, AGVs, WES, WMS and WCS software plus consulting and integration services.