

# Workshop "Benchmark Transport / Logistics"

Did you change your main carrier last year and not satisfied with the performance? Or do you have new export markets and are looking new transport routes / carriers?

Today there are a lot more ways to find due to new forwarders / shipping agencies. How do play social media such as Linked-in a role nowadays? What are the risk of a new tender?

As a transport specialist with 30 + years' experience, I support companies with questions like these. I will guide you with in-company workshops on items like to tenders and quotations.

I know a lot freight forwarders and trucking companies, and also tender systems. Do you want to have an 100% honest and reliable advice from a top logistics consultant? Then my Quick Scan and Benchmark Transport is a good suggestion.

In just two days, I can give you new business insights and I can significantly improve your company's logistics performance.

In my workshop, the following topics are often discussed:

- Procurement and storage of raw materials, semi-finished and finished products
- Distribution Model, delivery times and ways of traffic (container, air, sea, road)
- Tenders and Contracts and other roles logistics services (transport, customs clearance, pick / pack)
- Problems, risks and challenges with logistics service provider
- Dealing with Social Media, Facebook, Linked-In and Xing
- Quick scan and benchmark your situation



van der meer advies  
voor transport en logistiek

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## You are interested? This is how we move on:

- You can call me anytime on + 31 6 46 84 23 31 or email me at [info@interim-xl.com](mailto:info@interim-xl.com) to discuss your business case
- Together we will select topics for your workshop, based on your current needs
- We will define objectives and desired outcomes that will fulfil your needs
- I present a detailed project plan for the in company workshop
- We create a contract with a confidentiality clause

## How do I organise the workshop at your company?

- Since we have to trust each other, we first set a meeting to get to know each other
- I typically plan this in the afternoon on the arrival at your company
- The next day we start with the workshops with your selected people
- We bring theory, training and consulting together to define solutions and implement them

## How do we plan the workshop days?

Day 1	15:00 – 17:00	Interview, discussion key figures and targets	Management
Day 2	09:30 – 12:30	Whiteboard Workshop under my management: description logistics customer + cost + problem areas	Buyer, Planner, Logistic Manager
Day 2	13:00 – 17:00	Data collection in your company, talking with employees, Summary of the day	Selection
Day 3	09:30 – 12:30	Whiteboard Workshop under my management: description problem areas + Brainstorm new opportunities	Buyer, Planner, Logistic Manager
Day 3	13:00 – 17:00	Write a new logistics plan with savings	Selection

## Results of the workshop?

- After the workshop you will know your problem areas in your supply chain but you also have multiple answer.
- You do not have several but also smart solutions found for your problems.
- to improve a concrete plan your logistics or to save money directly.
- Last but not least: your employees will be excited and motivated.

# Curriculum Vitae

**Ing. Bouwe van der Meer**  
**Graduate Logistics Manager (FH)**

**Consultant and interim manager**  
**Transport and logistics**

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## Resume in headlines

- First restructuring project at the age of 23 (sold transport department)
- 16 interim projects finished since 2006, first one at the age of 36
- Specialist in negotiating large tenders and complex projects transport & logistics
- 30 years' work experience trade, procurement, production, supply chain, transportation and logistics
- Strong background in IT, sales, procurement, distribution, manufacturing, buying and management
- Multilingual (NL, DE, UK) and deployable worldwide

## Outstanding projects and experiences

- Restructuring procurement of transport and logistics with category spends up to € 500 Mio
- Developed long term strategies logistics companies that still work today
- Issuing and writing complex worldwide transport tenders
- Strong negotiating technics and decisive in strategic purchasing
- Implemented IT systems such as Oracle, QAD, MFG-PRO, and Microsoft Dynamics
- 10 X own MS ACCESS Tool developed, expert with SQL (massive data processing)

## Finance experience

- Depreciation, investment, cash flow, debtors, creditors, balance sheet, financial statements, management reports, financial solvency, budget and forecast
- Bankruptcy and legal proceedings, due diligence and sale and leaseback

## Buying experience

- European and worldwide transport projects (break bulk, road, rail, river and sea, multimodal)
- Storage third parties, warehouse equipment, port handling and forklifts
- Vehicle fleets (trucks, wheel loaders and cars), fuel and spare parts
- Raw materials for the concrete industry (sand, cement, additives)
- Advertising, DTP, photography, printing, brochures and digital media (internet)
- Computers (PCs, servers, board computers) and software (ERP, TMS)

## Branch and Countries

- Experience in industries: mining, wind energy onshore, shipping and port handling, healthcare, manufacturing, construction, laundry, merchandising, FMCG, food, automotive and electronics
- Experience in countries: Kazakhstan, UK, USA, Canada, Brazil, Africa, Sweden, Germany, Poland, Switzerland, Austria, Belgium and France

## Personal strengths

- Self-starter, honest and loyal, warm personality
- Can get along with both managers, owner / Stockholder and workers
- Very creative in finding solutions to "impossible" problems
- Strong persuasion and excellent communication skills
- Successful negotiations on the international level

## Interim mandates and projects > 3 Months

<b>16 Logistics Consultant</b>	<b>(Parttime, 2 Tage / Woche)</b>	<b>06/2016 - 12/2016</b>
<b>IKO Insulations BV</b> , NL- Moerdijk, Construction material , 130 Mio. EUR <ul style="list-style-type: none"> <li>▪ Optimization of the planning of construction material in Europa</li> <li>▪ Redesign of the supply chain outbound transport</li> <li>▪ Negotiate Tender results and design transport contracts &amp; Service Level Agreements</li> </ul>		
<b>15 Consultant Procurement and Logistics</b>	<b>(Fulltime, 16 Months)</b>	<b>05/2015 – 07/2016</b>
<b>Enercon GmbH</b> , DE-Bremen/Aurich, Wind turbines Producer, 4,6 billion. EUR, 20.000 FTE <ul style="list-style-type: none"> <li>▪ Report to senior management and board of directors</li> <li>▪ Management of all purchasing activities, coaching the team members and support individuals</li> <li>▪ Further development and optimization of purchasing structures and processes</li> <li>▪ Identification and implementation of cost reduction potential (value analysis, etc.)</li> <li>▪ Full analyse of all European Heavy Transport on carriers, vehicle types and rates (60.000 transports, 500 Mio)</li> <li>▪ Benchmark of all transport rates and forwarders in European countries</li> <li>▪ Developed price calculation tools for heavy transport and large cranes</li> <li>▪ Supervise and on the job training of buyers on negotiating with carriers</li> <li>▪ Prepare and negotiate high risks contracts (&gt; € 30 Mio) with management</li> <li>▪ Defining, executing and negotiating 4 large European Transport Tenders</li> <li>▪ Worked on several international projects like wind parks in Canada &amp; Kazakhstan</li> </ul>		
<b>14 Transport and contracts expert</b>	<b>(Parttime, 6 Months)</b>	<b>09/2015 -03/2016</b>
<b>Royal Haskoning</b> , NL-Nijmegen, Consultancy and Engineering, 7000 FTE, 400 Mio. EUR <ul style="list-style-type: none"> <li>▪ Mapping and defining supply chain large and complicated mining project in Africa (high risk country)</li> <li>▪ Develop tender strategy and sourcing documents for transport, and handling 2.000.000 tons annually</li> <li>▪ Investigation and defining truck types (220 vehicles), route and tracks (600 km desert track) in Africa</li> </ul>		
<b>13 Consultant Procurement and Logistics</b>	<b>(Parttime, 11 Months)</b>	<b>07/2015- 05/2016</b>
<b>Gräper GmbH</b> , DE-Ahlhorn, Concrete Transformation Houses producer, 100 Mio. EUR, 700 FTE <ul style="list-style-type: none"> <li>• Restructuring procurement of logistics and deployment of cranes Europe</li> <li>• Defining new standard transport contract and SLA</li> <li>• Prepare and negotiate bigger projects and contracts with carriers</li> <li>• Organizing tender heavy transport and deployment cranes Europe</li> </ul>		
<b>12 Interim Category Lead Buyer</b>	<b>(Fulltime, 6 Months)</b>	<b>11/2014 - 05/2015</b>
<b>Avebe Potato Starch</b> , NL, 1300 FTE, 650 Mio. EUR <ul style="list-style-type: none"> <li>▪ Restructuring of procurement and organization of transport and warehousing worldwide (category spend € 70 Mio)             <ul style="list-style-type: none"> <li>○ 2.000.000 ton Potatoes to factories</li> <li>○ 600.000 ton transport and storage of potato starch in bulk, big bags and pallets</li> <li>○ Procurement of external warehouses of 120.000 m and 200.000 ton bulk in silo parks</li> </ul> </li> <li>▪ Issue and negotiated 5 worldwide transport tenders, savings € 1,5Mio</li> <li>▪ Legal problems with suppliers solved using lawyers and attorneys</li> <li>▪ Development and implementation of new purchasing strategy and multi-year procurement plan</li> <li>▪ Advised senior management in logistics / transportation on liability and litigation</li> </ul>		
<b>11 Interim Manager Sales and Logistics</b>	<b>(Fulltime, 6 Months)</b>	<b>02/2014 - 07/2014</b>
<b>Studio 100 Media</b> , DE-München, Media Producer, 1000 FTE, 170 Mio. EUR <ul style="list-style-type: none"> <li>▪ Short term replacement of 2 Key staff members, Head of Merchandising and Supply Chain Manager</li> <li>▪ Planning, buying and replenishment of 500 articles in China and Europe</li> <li>▪ Negotiating and buying displays from cardboard factories</li> <li>▪ Daily management and training employees department sales and logistics</li> <li>▪ Optimize customer contracts, Supply Chain and SLA of with logistics service providers</li> <li>▪ Research and development of new logistics model Europe (from 4 warehouses by 2)</li> <li>▪ Optimization of Microsoft Dynamics AX (ERP) and creation of new reports (Crystal Reports)</li> <li>▪ Write and ISO procedures for all processes in German language</li> </ul>		

<b>10 Interim Logistics Manager</b>	<b>(Fulltime, 16 Months)</b>	<b>09/2013 - 02/2014</b>
<p><b>Laundry service de Blinde</b>, NL-Heerenveen, Healthcare, 200 FTE, 15 Mio. EUR</p> <ul style="list-style-type: none"> <li>▪ Restructuring fleet management (technical and financial)</li> <li>▪ Optimization of the material flow of clean and dirty bed sheets linen, textiles and clothing</li> <li>▪ Buying and selling trucks, fleet analysis, insurance and contacts with Department of Motor Vehicles</li> <li>▪ Supplier management and auditing, maintenance and repair of vehicles</li> <li>▪ Interim category buyer for Fuel, Trucks and Personal</li> <li>▪ Tenders, RFQ prepared and completed for road transport, labour and maintenance</li> <li>▪ Release invoices through Purchase to pay, manage exceptions (2x bankruptcy's suppliers)</li> </ul>		
<b>9 Interim Business Development Manager</b>	<b>(Fulltime, 5 Months)</b>	<b>05/2013 - 10/2013</b>
<p><b>Gutmann Heavy Logistics AG</b>, CH-Zug, Heavy Transport Logistics, 100 FTE, 35 Mio. EUR</p> <ul style="list-style-type: none"> <li>▪ Acquisition project cargo in Europe through cold calling, internet, emails, newsletters and presentations</li> <li>▪ Branches: wind energy, power plant construction, steel mills, oil and gas and top 100 companies Germany</li> <li>▪ Buying and organization transport, cranes, special equipment for projects in Europe</li> <li>▪ Represented Gutmann at the fair Transport &amp; Logistics Munich and Break Bulk in Antwerp</li> <li>▪ Worked on wind projects in France and Poland, shipping (from Portugal to Antwerp and Rostock) transport and installation of multiple wind turbines (onshore), transport and montage (heavy lift) of trafos (300 ton).</li> </ul>		
<b>8 Interim logistics Manager</b>	<b>(Fulltime, 4 Months)</b>	<b>02/2013 – 05/2013</b>
<p><b>Rentex Floron BV</b>, NL-Bolsward, Healthcare, 350 FTE, 33 Mio. EUR</p> <ul style="list-style-type: none"> <li>▪ Improved efficiency planning trucks and creating 500K savings euro annually</li> <li>▪ Decreased number of trucks from 34 to 24, sold old leftover trucks through auction</li> <li>▪ Optimization of the material flow of clean and dirty bed sheets linen, textiles and clothing</li> <li>▪ Interim Buyer for IT Systems, Fuel, Trucks and Personal</li> <li>▪ Tenders, RFQ prepared and negotiated for road transport, labour and maintenance</li> </ul>		
<b>7 Manager new business</b>	<b>(Fulltime, 2½ Years)</b>	<b>9/2010 – 2/2013</b>
<p><b>Holtrop van der Vlist BV</b>, Heavy Transport and Machinery, 100 FTE, 18 Mio. EUR</p> <ul style="list-style-type: none"> <li>▪ Acquisition of new customers earthmoving industry, heavy equipment in Europe</li> <li>▪ Define sales strategy and implement into sales plan, defining prices and issuing on tenders</li> <li>▪ Management of 1000 Prospects (cold calling, newsletters, visiting) and 600 customers</li> <li>▪ Responsible for accounts receivable management and contact person for major accounts and IT</li> <li>▪ Outsourcing and negotiating logistic projects to subcontractors</li> <li>▪ Development of own CRM Database and introduced GPS System</li> <li>▪ Attended trade fair Transport &amp; Logistics Munich and Break Bulk in Antwerp</li> <li>▪ Worked on integrated projects such as shipping and transporting mining equipment from Spain, UK and China</li> </ul>		
<b>6 Interim Commercial Director</b>	<b>(Fulltime, 2½ Years)</b>	<b>4/2007 - 9/2010</b>
<p><b>Oenema Transport</b>, Taxi / ambulance, Transport and Logistics, healthcare, 200 FTE, 20 Mio. EUR</p> <ul style="list-style-type: none"> <li>▪ Developed long term strategy “conditioned, furniture and automotive logistics”</li> <li>▪ Responsible for the staff, Transport Department 70 drivers and 5 office co-workers</li> <li>▪ Restructuring transportation department, € 600 K annually loss converted</li> <li>▪ Purchase / Buying of capital equipment such as trucks, forklift, fuel and temporary workers</li> <li>▪ Negotiate tariffs with charters and other transport companies</li> <li>▪ Set up new commercial departments: <ul style="list-style-type: none"> <li>○ Automotive inbound logistics</li> <li>○ Food and conditioned transport for Albert Heijn</li> <li>○ Furniture transport from Germany to Holland</li> </ul> </li> <li>▪ Acquisition of 50 new customers</li> <li>▪ Preparation acquisition company by 2 sons</li> <li>▪ Handled 4 European tenders passenger transport</li> <li>▪ Conducting litigation and contact person for banks, taxes, customers and suppliers</li> <li>▪ Warehouse activities development (5,000 pallets) and cross docking for new clients</li> </ul>		
<b>5 Interim Buyer and Logistics</b>	<b>(Parttime, 3 Months)</b>	<b>02/2008 - 05/2008</b>
<p><b>MBI Concrete Products</b>, NL-Kampen, Concrete Production, 200 FTE, 35 Mio. EUR</p> <ul style="list-style-type: none"> <li>▪ Optimizing flows of goods, storage of raw materials and finished goods</li> <li>▪ Optimizing production Kampen NL (200.000 ton) and Veghel NL (300.000 ton)</li> <li>▪ Tender and RFQ written for Outbound Transport finished goods and negotiate contracts</li> </ul>		

<b>4 Interim Transport Manager</b>	<b>(Fulltime, 6 Months)</b>	<b>01/2007 - 06/2007</b>
<b>Holcim Concrete Products</b> , NL-Rotterdam, Concrete Production, 200 FTE, 30 Mio. EUR		
<ul style="list-style-type: none"> <li>▪ Planning, preparation and organization of transportation of building materials (Daily 80 trucks)</li> <li>▪ Contact person for drivers, customers, freight forwarders and production staff</li> <li>▪ Tender (RFQ) written for outbound transport finished goods and negotiate contracts</li> </ul>		
<b>3 Interim Director</b>	<b>(Fulltime, 6 Months)</b>	<b>07/2006 - 01/2007</b>
<b>Concrete Production Kijlstra</b> , NL-Veendam, Concrete Production, 35 FTE, 20 Mio. EUR		
<ul style="list-style-type: none"> <li>▪ Heading team of 35 FTE, production, buying, sales, marketing and administration</li> <li>▪ Buying all equipment like forklift trucks, wheel loaders, raw materials like sand cement and minerals</li> <li>▪ Master production planning in SAP R3 and liaise plans with headquarters</li> <li>▪ Solved production problems (interruptions) and prepared expansion of production to 200% in 2007</li> <li>▪ Determine new marketing strategy (dealers and end customers) and define selling prices</li> <li>▪ Turnaround marketing: create new product range called "Colors of the Earth" which is still their main brand today</li> </ul>		
<b>2 Managing Director</b>	<b>(Fulltime, 5½ Years)</b>	<b>2/2001 -8/2006</b>
<b>Van der Werff Logistics BV</b> , Transport and Logistics, 100 FTE, 12 Mio. EUR		
<ul style="list-style-type: none"> <li>▪ Developed long term strategy "Logistics of construction materials Europe"</li> <li>▪ Responsible for the staff, Transport Department 75 drivers and 10 office co-workers</li> <li>▪ Close and reorganize office Harderwijk (€ 3M and 25 trucks)</li> <li>▪ Purchase / Buying of capital equipment such as trucks, forklift, fuel and temporary workers</li> <li>▪ Acquisition and integration Hamstra Transport (30 trucks)</li> <li>▪ Growth of 3M € to 10M € in 5 years and 35 to 80 trucks in 5 years (through E-Marketing and direct sales)</li> <li>▪ Development of warehouse operations, organize and build warehouse</li> <li>▪ Handled tenders in transportation and conducting litigation</li> <li>▪ Contact person for banks, taxes, customers and suppliers</li> <li>▪ Purchase and implementation TMS Plan and Go! and Transics Boardcomputers</li> </ul>		
<b>1 Supply Chain Manager</b>	<b>(Fulltime, 5 Years)</b>	<b>1/1996 – 1/2001</b>
<b>Xerox Distribution Europe BV</b> , Electronic, 200 FTE, 200 Mio. EUR		
<ul style="list-style-type: none"> <li>▪ Demand Planning, Purchasing 3,000 articles in Mfg/Pro and Oracle, 20 M € stocklevel</li> <li>▪ Organising inbound container shipments from USA, China, Korea to Europe</li> <li>▪ Organising outbound worldwide shipments, pallets, parcels, and full trucks and air cargo</li> <li>▪ Management internal logistics: storage and release of salesorders</li> <li>▪ Planning production department of configuring printers to salesorders (also managing BOM's)</li> <li>▪ Responsible for shipments to customers in Europe, damages and organizing quarterly endings</li> <li>▪ Organized the complete removal Heerenveen to Venray (6.000 pallets)</li> <li>▪ Implementation of QAD MFG / PRO and Oracle in Heerenveen and Venray (superuser level)</li> </ul>		

## Interim mandates, projects & trainings < 3 Months

Workshop Marketing Turnaround	1 Day	Spedition Kuhne	Bremen, DE	2016
Workshop Procurement	1 Day	Van Uden Logistics	Waddinxveen, NL	2016
Workshop Marketing Turnaround	2 Days	Confidential	Amsterdam, NL	2015
Guest speaker	1 Day	Rabobank	Tilburg, NL	2015
Workshop Marketing Turnaround	3 Days	Van der Werff Logistics	Heerenveen, NL	2015
Due Dillienge	5 Days	Confidential	Eindhoven, NL	2014
Workshop Marketing Turnaround	2 Days	Rail and Road Logistics	Berlin, DE	2014
Consultant	3 Days	Schot Kraanverhuur	Alkmaar, NL	2014
Interim Finanz Manager	9 Days	Inter-East Cargo BV	Sofia, BU	2014
Workshop Marketing Turnaround	2 Days	Max Wild	Berkheim, DE	2013
Interim Financial Manager	10 Days	Interscandia Spedition	Zwolle, NL	2008
Consultant E-Commerce	5 Days	Buiter Beton	Zwolle, NL	2005