

Consultancy for concrete manufacturers



Transport



Marketing Sales



Production



- Interim management
- Relocate concrete plants
- Transport consultancy
- Optimization of production
- Tender management
- Purchase of raw materials
- Acquisition of businesses
- Business development
- Marketing projects concrete industry

Adres

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Bank

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Kvk

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www.vandermeer-advies.nl

www.spedition-logistik-beratung.de

www.tender-consultancy.com

Experience with concrete products

- Garden Materials: stones, retaining straps, cobblestones etc.
- Raw materials: sand, cement, gravel and additives such as dyes
- Natural: basalt, carrara, lava, rubble etc.
- Industry: concrete slabs, covers, agricultural concrete walls / prefabricated.
- Construction: beams, braces, supports, bridge and tunnel sections.
- Miscellaneous: residential units, prefab, limestone, tiles and liquid concrete.

Marketing Sales

- Projects Sales, Business Development.
- Marketing, inside sales and field
- Development and support websites and brochures / documentation
- Internet and Google SEO Google Optimization
- Support change

Purchase Transport Production

- Purchasing raw materials consultancy
- Complex calculations, subsidiary issues
- Organization transport, planning and management
- Heavy transport, assembly of (large) plant parts such as mixers, presses.
- Tender Management and audit suppliers
- Consultancy international shipments and deliveries (FOB etc.)

References

- Betonindustrie Veendam, Interim Director
- Kijlstra Betonwaren, Marketing Director
- Holcim Betonwaren, Interim Transport Manager
- MBI Beton, counseling transport project
- Buiten Beton, Internet Project



Also familiar with these companies:



natuursteen



Curriculum vitae Van der Meer, Bouwe Fedde

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Associate degree / title: Graduate Logistics Manager (FH)

Many years of experience among others as: Project Manager, Buyer, Supply Chain Manager, Commercial Director, Interim Manager and Business Development Manager.

Many practical and theoretical experiences in various industries like transport, production, food, health care, concrete, laundry, merchandising, licensing, automotive and FMCG. Multi multilingual (NL, DE, UK, FR) and therefore deployable for almost any interim assignment worldwide. Specialty: blend in new organizations, adapt new business within days, and hit the ground running.

Working area's

Management	Leading departments, restructuring of business, purchase and financing of acquisitions, reorganizations. Conducting litigation against extern parties.
Sales	20 years international sales experience, account management and (cold) acquisition. Define sales strategy, sales channels, implement sales plans. Target hitter.
Procurement	15 years of experience buying complicating products like: transport, trucks, fuel, tires, maintenance, spare parts, garden supplies, concrete materials, sand, cement etc. Also procurement of logistics and transport worldwide.
ICT / Software solutions	Senior IT Project Manager: ERP Systems like Oracle, SAP TM and R3, Microsoft Dynamics Axapta, MFG/PRO, GPS Systems, Transport Management System (TMS), Access SQL programmer en HTML.
Marketing	CMO, Consultancy and devise marketing campaigns, developing brochures and websites.
Fleet Management	Senior fleet manager, purchasing, maintaining, analyzes, sale vehicles. Optimization of total cost of ownership. Restructuring and fleet management. Insurance and Road Traffic Department. Supplier management and tendering. Sales and lease back constructions.
Financial	CFO, Refinancing, leasing, sale and leaseback, financial (interim) management. Restructuring and change processes. Solving tax issues.
Supply Chain	Senior Supply Chain Manager, Managing processes in warehouses, manufacturing environments, MRP / ERP systems. Determine conditions shipments to customers, packing, pallets, labels, documents. Optimization flows in and external (routing warehouse, etc.)
Technical	Knowledge of various production systems, in-depth knowledge of transport vehicles, machinery, transport modalities, heavy transport.
Tender consultancy	Own SQL tender database, ITT and RFI, RFQ Master documenting, audit trials.

Branches

Food	Logistics foodstuffs for Albert Heijn, C1000 and Lidl, HAZZP certification.
FMCG, Electronica	Merchandising, printers, inks and accessories, electronic (spare) parts, garden materials.
Building materials	Production, logistics and sales of concrete products and many other building materials.
Warehousing	Supply chain management, demand planning, setting up warehouses and goods flows.
Transport / distribution	European in-and outbound transport, transport by boat, train, truck and plane.
Health Care	Total logistics management of linen, uniforms, white ware for hospitals and care facilities. Transport of disabled patients to hospitals and institutions.
Automotive	Inbound and Outbound Logistics Europa Truck Producers

Project experience

2014	Studio 100 Media <i>München (DE)</i> <i>Department Merchandising</i> <i>(Famous from Maya the Bee,</i> <i>Wicky the Viking)</i> <i>5 Months fulltime in München</i>	Interim Manager Sales and Logistics Short term replacement of 2 Key employees, namely the Head of Merchandising and Supply Chain Manager. Taking over all daily activities: planning, customs, in and outbound transport of the Department Merchandising (500 articles China and Europe production). Daily management and training of the employees sales (2 fte), Sales Order Admin (3 fte) and logistics (1 fte). Contact person for auditor (EY inventor year-end), logistics service providers (KDG in Austria and ESSERS in Belgium), Controlling and Accounting (customs clearance merchandise 4 DC in Europe), human resources (overtime accounts and applications) and management head office Belgium (logistics budget, joint purchasing China). A big problem area were failing customer contracts and poor outbound deliveries (Amazon, Edeka, Rossmann, DM and Kaufland). Changed service level logistic provider and written internal procedures. In addition to that, optimized the purchase of displays (board manufacturer) and took over the organization of large action orders (display assembly, and delivery to discounters). Optimizing Microsoft Dynamics AX (ERP) and created new reports (Sales order planning) with Chrystal Reports. Daily work with AX, purchase orders, credits, inventory correction, Item Master and create new customers.
2014	Dry Cleaning de Blinde <i>Heerenveen (NL)</i> <i>Industrial laundry,20 trucks</i> <i>Part time in Heerenveen</i>	Interim Buyer and Logistics Restructuring and fleet management. Purchasing, sales, fleet analysis, insurance and contacts with Department of Motor Vehicles. Supplier management and auditing, management, maintenance and repair of vehicles. Interim Buyer for Fuel (800K€), Trucks and parts (4M€) and Personal (400K€).
2013	Gutmann Heavy Logistics <i>Zug (CH)</i> <i>Heavy transport, 100 trucks</i> <i>8 Months fulltime in Switzerland</i>	Interim Business Development Manager (CMO) Acquisition projects in Europe, get new sales/customers from the wind, energy, power plant construction, steel mills and concrete business sectors. Making of new website, brochures, newsletters and marketing strategy. New offers to prospects: 2,5M€ with 250K€ turnover. Working with SAP TM (Transport).
2013	Rentex Floron <i>Bolsward (NL)</i> <i>Industrial laundry,34 trucks</i> <i>4 Months fulltime in Bolsward</i>	Interim Logistics Manager Decreased number of trucks from 34 to 24. Savings 500K euro. Tendering transport. Buying and selling fleet, automation of GPS system, personnel management and optimization Routes. Interim Buyer for Fuel (1M€), Trucks (5M€) and Personal (250K€).
2008	Interscandia Transport <i>Staphorst (NL)</i> <i>Transport company, 65 trucks</i> <i>Part time</i>	Interim Financial Adviser (CFO) Solution to financial problems, sale GmbH/Ltd to the client, this prevented a bankruptcy. Organized and solved all legal affairs with truck drivers.
2008	MBI Betonwaren <i>Kampen (NL)</i> <i>Manufacturing concrete stones</i>	Adviser Procurement and Logistics Various consultancies about the organization of production and commercial departments. Procurement and tender of transportation of all outbound products (6M€).
2007	Holcim Betonwaren <i>Sliedrecht (NL)</i> <i>Manufacturing concrete stones</i> <i>4 Months in Sliedrecht</i>	Interim Buyer and Logistics Manager Short-term replacement of 2 planner's outbound transport. Takeover off all activities: planning 80 trucks and expedition. Merger of four production facilities, centralization of logistics (distribution of garden products in the Benelux countries). Tender and procurement of outbound transport in NL.
2006	Betonindustrie Kijlstra <i>Veendam (NL)</i> <i>Manufacturing concrete stones</i> <i>8 Months in Veendam</i>	Interim Director (CEO) Short-term replacement of the CEO. Takeover off all activities: Heading a team of 35 FTE, Production planning 120.000 ton, Buying all raw materials and taking care of customers. Solution of production problems (interruptions), preparations expansion of production of 200% in 2007, determine marketing strategy (dealers and end customers) and selling prices, create new product range called "Colors of the Earth". Purchasing/Procurement and negotiating raw materials such as cement, sand, and minerals (8M€). Working with SAP R3 Production.
2005	Buiter Beton <i>Balkbrug (NL)</i> <i>Sales garden materials</i>	Adviser web marketing Development of new website with database containing 10.000 products

Work experience	Holtrop van der Vlist BV	Assen NL, Turnover 20 M€	1-9-2010 t/m 1-2-2013
Commercial Director	<p>Commercial tasks and results</p> <ul style="list-style-type: none"> • 120 new clients' industry earthmovers. • Define sales strategy and implement into sales plan. • 2 M € new revenue per year. • Management of 1000 Prospects and 600 clients. • Automotive outbound logistics (trucks). • Making prices, tenders. • Accounts receivable Management. • Contact person for Clients and IT. • Organization von special transports, Boots, Cranes for large projects. <p>IT development</p> <ul style="list-style-type: none"> • Development of own CRM Database. • Automation, introducing GPS System TraSec. • Further development of Groeneveld Roadrunner TMS. 	<p>Other tasks</p> <ul style="list-style-type: none"> • Dimensions measurement large machinery. • Route survey (altitude flyovers, roads and traffic estimation furniture). • Replacing heavy transport drivers. • Solve problems with permits in Europe. <p>Fleet Management</p> <ul style="list-style-type: none"> • New vehicles with MT designed for transporting heavy equipment. • Experience with heavy transport vehicles, purchase, sale and maintenance (200 heavy tractor units). 	
Work experience	Oenema Freight and passenger transport	Heerenveen, Turnover 20 M€	1-4-2007 t/m 1-9-2010
Commercial Director	<p>Commercial tasks and results</p> <ul style="list-style-type: none"> • Responsible for the staff, Transport Department 70 drivers and 5 office workers. • Restructuring Transportation Department. • Define sales strategy and implement into sales plan. • Automotive inbound logistics (Scania Zwolle). • € 600 K annually loss into profit. • 50 new clients and 2M € new turnover. • Selling department ambulance (5 M €). • Preparation Acquisition Company by sons. • 4 European tenders passenger transport (€ 4M). • Conducting litigation (against customers). • Contact person for banks, taxes, customers and suppliers. <p>Fleet Management</p> <ul style="list-style-type: none"> • Buying and selling vehicles (1 M € per year). • Purchasing, Sales and maintenance trucks. (100 units) • Leasing and sales back designs. 	<p>IT development</p> <ul style="list-style-type: none"> • Introduction GPS Board Computer and build Interfaces with accounting and planning. <p>Supply Chain Management</p> <ul style="list-style-type: none"> • Warehouse activities development (5,000 pallets) and cross docking for new clients. • Public Warehousing: Storage and making up orders + European shipments. • Warehouse demolished in Apeldoorn and moved to Heerenveen. <p>Department Taxi / passenger Traffic</p> <ul style="list-style-type: none"> • Sales department Ambulance (5 M€) to Kijlstra. • European Tender passenger traffic (4M€). • Limited Tender (Talent) won (3M€) and fully integrated with 3 other taxi companies (100 units total) 	
Work experience	Van der Werff Logistics BV	Heerenveen, Turnover 12 M€	1-2-2001 t/m 31-8-2006
General Manager	<p>Commercial tasks and results</p> <ul style="list-style-type: none"> • Responsible for the staff, Transport Department 75 drivers and 10 office workers. • Transport of construction material and FMCG. • Close and reorganize office Harderwijk (€ 3M). • Define sales strategy and implement into sales plan. • Acquisition and integration 2 transport companies. • Growth of 3M € to 10M € in 5 years. • Growth of 35 to 80 trucks in 5 years. • Development of warehouse operations. • Tenders in transportation (€ 4M). • Conducting litigation. • Contact person for banks, taxes, customers and suppliers. 	<p>IT development</p> <ul style="list-style-type: none"> • Purchase and implementation TMS Plan and Go! • Buying and integration of Transics Board Computers. • Development CMS System, MS ACCESS DATABASE newsletters. <p>Supply Chain Management</p> <ul style="list-style-type: none"> • Organize and build warehouse (10,000 tons). • Development of supply chain system with customers. • Create and enter into and withdrawal system. • Organize in- and outbound transport for customers. <p>Fleet Management</p> <ul style="list-style-type: none"> • Buying and selling vehicles (2 M € per year). • Development new truck (combi 120M3) • Purchasing, Sales and maintenance trucks. (100 units) • Leasing and sales back operations. 	

Work experience	Xerox Distribution Europe BV	Heerenveen, Turnover 900 M€	8-1-1996 31-1-2001
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Supply Chain Manager	Supply Chain Management tasks and results <ul style="list-style-type: none"> • Demand Planning, Purchasing 3,000 SKUs, 20 M €. • Electronic: Color printers and consumables, service parts. • Worldwide shipments, containers and road- air cargo. • Purchasing Parts UK (€ 1M), final responsibility. • Management internal logistics: storage and release of goods. • Leading production department, configuring printers. • Organizing cycle count and Wall to Wall counts. • Responsible for shipments to customers in Europe, damages and organizing quarterly endings. 	IT development <ul style="list-style-type: none"> • Implementation of QAD MFG / PRO and Oracle in Heerenveen and Venray (superuser level) • Development Interfaces Oracle / MFG / PRO with carriers. • Development Xerox Intranet. • The design and construction of a complaints database.
	Project management <ul style="list-style-type: none"> • Organize the complete removal from Heerenveen to Venray. Transfer of inventories (€ 100M) and IT systems. Large and complex project of 1 year. 	

Work experience	Van der Meer Handel en Transport	Jubbega, Turnover 3 M€	Until 2000
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Owner	Commercial tasks and results <ul style="list-style-type: none"> • Demand planning, purchasing gardening materials, vehicles and all other supplies with an annual value of 1 M € • Define sales strategy and implement into sales plan. • Selling department of transportation (5 vehicles) • Expanding market sector, setting up dealer network. • Active until 2000, later role as advisor. 	IT development <ul style="list-style-type: none"> • Website Development, Database for billing and accounting.

Education	1991-1996	Vervoersacademie, Hogeschool Venlo	higher Vocational Education - Logistics Management (HTS en HEAO)
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Other Diploma's	1989-1991	MEAO
	1987-1989	HAVO
	1983-1987	MAVO

Trainings	- 1998: MDI profile and associated training	1 Year
	- 2005: Staff Talks, The winning bid, Sales and Acquisition.	2 Days each
	- 2008: The Tenth House: Personal Management Part 1 discovery	1 week abroad
	- 2009: The Tenth House: Personal Management Part 2 of the essence	1 week abroad
	- 2010: PDD, Pedagogical Teaching Diploma	1 Year

Languages	Mother language : Dutch and Frisian Very Good Engels and German, basis French
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Computer Skills	General Software: Outlook (superuser) Word Excel (superuser) Powerpoint Access (superuser) Frontpage Dreamweaver (superuser) Paint Shop Pro	Self-made applications: Order and Billing administration Financial administration Tender management system CMS database: - Customers - Reports - Sales - Marketing - Financial - management	Specific company software: Plan en Go! (super user) Microsoft Dynamics AX SAP TM and R/3 GPS Buddy (super user) Transics (super user) Fleetwatch Exact Oracle (super user) MFG/PRO (super user) Google Optimizing program (superuser)	Self-made websites: www.vandermeer-advies.nl www.interim-xl.com www.interim-xl.de www.spedition-logistik-beratung.de www.tender-consultancy.com www.vdwerff.nl www.vandermeer-tuinen.nl www.hardloop-reizen.nl www.usbilang.nl
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