

Ing. Bouwe van der Meer



Graduate Logistics Manager

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Personal 09-06-1970, 47 Years old, married, three children
Availability Mid 2018

Overview career

Experience	Work	Restructuring	Seminars	Projects	Tenders	Saved
	23 yr.	10 yr.	15 ea.	22 ea.	30 ea.	13 Mio €

Industry experience



Logistics Consultancy Software Hightech Healthcare Construction Media Agriculture Food Windenergy Oil & Gas Machinery

Core competences



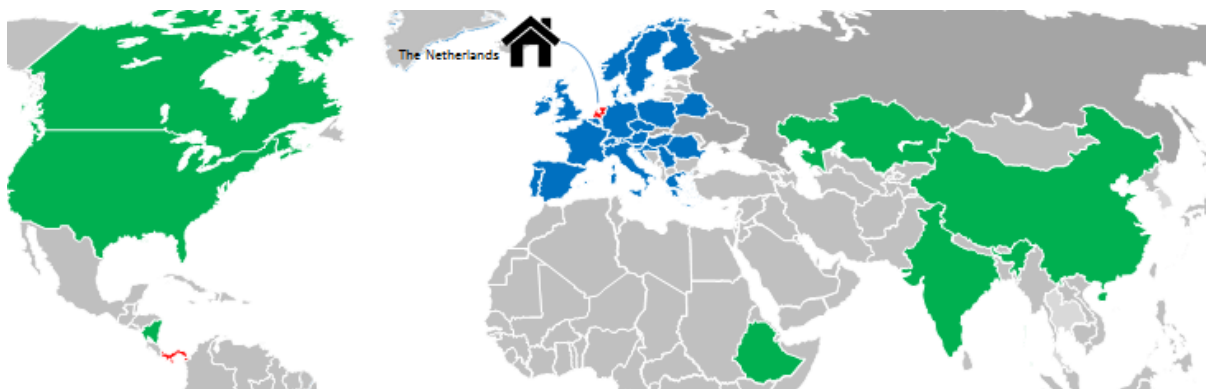
Logistics Consultancy Interim Contracts Conditions Negotiating Procurement Turnaround Fleet & IT Seminar

Language skills

Language	Dutch	Frisian	English	German	French
	Fluent	Fluent	Fluent	Fluent	Limited working proficiency

International experience

Countries	BEN-FR-DK	D-A-CH-PL	USA,UK	Panama	Africa	USA, CAN
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Top projects

NATO HQ EUROPE 2018



- Consultant Logistics
- Training and seminars

DMG MORI 2016-2018



- High-Tech Machinery
- Restructuring & Tendering
- 7 Factories
- 16 Countries in Europe
- 10.000 Transports
- Value 21 Mio. €

ENERCON 2015-2016



- Wind energy
- Restructuring & Tendering
- 8 Factories
- 6 Countries in Europe
- 30.000 transports
- Value 25 Mio. €

AVEBE 2014-2015



- Potato starch
- Restructuring & Tendering
- 5 Factories
- 20 Countries in Europe
- 20.000 transports
- Value 40 Mio. €

Interim mandates and projects > 3 Months

20 Logistics Consultant	(1 days / week)	5/2017 -8/2017
Enercon Logistics, DE-Aurich, Wind energy, 20.000 FTE, 4,6 Mio		
<ul style="list-style-type: none"> ▪ Introducing Transporeon, Digitization Logistics 2.0 ▪ Short-term support in finding a solution for a shortage of transport capacity ▪ Training and implementation Transporeon of Enercon dispatchers and their carriers in Germany and France 		
19 Logistics Tender Consultant	(1.5 days / week)	02/2017 - 06/2017
IKO NV, BE- Antwerp, Construction material, 130 Mio. EUR		
<ul style="list-style-type: none"> ▪ Tendering & restructuring transport Belgium, France and UK ▪ 4 Tenders, 5 Mio, savings 600K. New international contracts with 6 new carriers 		
18 Logistics Consultant	(4 days / week)	09/2016 - 03/2018
DMG Mori - Bielefeld, CNC Tools, 3.2 Billion EUR		
<ul style="list-style-type: none"> ▪ Restructuring & centralizing procurement of logistics, total spend 80 - 100 Mio. ▪ Inbound research casting from China CIF to Ex-Works ▪ Tender worldwide sea freight, container, RoRo and Heavy Cargo (8 Mio) ▪ Tender CEP International, Couriers, Express, Parcel, 150.000 shipments (4 Mio) <ul style="list-style-type: none"> ○ Designed and utilized own SQL database to price and compare 150.000 worldwide shipments ▪ Tender road transport Europe (Machinery), heavy and oversized cargo (21 Mio) ▪ Tender packaging & stowage costs (3 Mio) ▪ Developed new international transport contract ▪ Difficulty level: high. Important data not available, contract previous consultancy prematurely terminated 		
17 Logistics Consultant	(3 days / week)	09/2016 - 09/2016
Royal Haskoning, NL-Nijmegen, Consultancy and Engineering, 7000 FTE, 400 Mio. EUR		
<ul style="list-style-type: none"> ▪ Logistics Benchmark Djibouti and Ethiopia ▪ Defined with local contacts all logistic main flows, carriers, harbors & rates, logistic benchmark ▪ Difficulty level: high. Worked under pressure with own local contacts in Ethiopia 		
16 Logistics Tender Consultant	(1.5 days / week)	06/2016 - 02/2017
IKO Insulations BV, NL- Klundert, Construction material, 130 Mio. EUR		
<ul style="list-style-type: none"> ▪ Analyze logistic processes both internal (warehouse) and external (outbound transport) ▪ Integrate the logistic of 2 internal companies on site Klundert ▪ Restructuring all European transports including contracts & SLA (10 Mio) ▪ Tender Benelux 4,5 Mio (saving 1 Mio), Tender Germany 1,5 Mio (saving 300K) ▪ Difficulty level: high. No to little shipment data, contract previous consultancy prematurely terminated 		
15 Consultant Procurement and Logistics	(4 days / week)	05/2015 – 07/2016
Enercon GmbH, DE-Bremen/Aurich, Wind turbines Producer, 5 billion. EUR, 20.000 FTE		
<ul style="list-style-type: none"> ▪ Restructuring procurement of logistics, total category spend worldwide logistics 500 Mio. ▪ Developed supply chain improvements with a saving potential of 25 Mio (new design tower sections) ▪ Management of all purchasing activities, coaching the team members and support buyers (15 FTE) ▪ Identification and implementation of cost reduction potential (separated standard transports and bundled them) ▪ Full benchmark of all European heavy transport on carriers, vehicle types and rates (60.000 transports, 500 Mio) ▪ Developed new price calculation tools for heavy transport and large cranes ▪ Prepare and negotiate high risks projects and contracts (> € 30 Mio) with management ▪ Defining, executing and negotiating 15 large international transport tenders, savings 5 Mio ▪ Worked on international projects (procurement logistics and cranes) like wind parks in Canada & Kazakhstan ▪ Difficulty level: high. solved operational and financial issues, contract previous consultancy prematurely terminated 		
14 Transport and contracts expert	(1 day / week)	09/2015 -03/2016
Royal Haskoning, NL-Nijmegen, Consultancy and Engineering, 7000 FTE, 400 Mio. EUR		
<ul style="list-style-type: none"> ▪ Logistic engineering supply chain large and complicated mining project in Africa (50 Mio / year) ▪ Develop tender strategy and sourcing documents for transport, and handling 2.000.000 tons annually ▪ Investigation and defining truck types (220 vehicles), route and tracks (600 km desert track) in Africa ▪ Difficulty level: high. No shipment data, poor documentation, contract previous consultancy prematurely terminated 		

13 Consultant Procurement and Logistics	(1 day / week)	07/2015- 05/2016
Gräper GmbH, DE-Ahlhorn, Concrete transformation houses, 100 Mio. EUR, 700 FTE		
<ul style="list-style-type: none"> • Restructuring procurement of transport and cranes Europe • Defining new standard transport contract and SLA with logistic suppliers • Prepare and negotiate big projects and contracts with carriers (UK, Germany) • Organizing tender heavy transport and deployment cranes Europe, savings 600K • Difficulty level: high. No shipment data, nor agreed rates or conditions. 		
12 Interim Category Lead Buyer	(5 days / week)	11/2014 - 05/2015
Avebe Potato Starch, NL-Veendam, 1300 FTE, 650 Mio. EUR		
<ul style="list-style-type: none"> ▪ Restructuring of procurement and organization of transport and warehousing worldwide (category spend € 70 Mio) <ul style="list-style-type: none"> ○ 2.000.000 ton Potatoes to factories ○ 600.000 ton transport and storage of potato starch in bulk, big bags and pallets ○ Procurement of external warehouses of 120.000 m and 200.000 ton bulk in silo parks ▪ Issue and negotiated 5 worldwide transport tenders, savings € 1,5 Mio ▪ Legal problems with suppliers solved using lawyers and attorneys ▪ Development and implementation of new purchasing strategy and multi-year procurement plan ▪ Advised senior management in logistics / transportation on liability and litigation ▪ Difficulty level: high. Previous buyer was already deactivated when I started. 		
11 Interim Manager Sales and Logistics	(5 days / week)	02/2014 - 07/2014
Studio 100 Media, DE-München, Media Producer, 1000 FTE, 170 Mio. EUR		
<ul style="list-style-type: none"> ▪ Short term replacement of 2 Key staff members, Head of Merchandising and Supply Chain Manager ▪ Planning, buying and replenishment of 500 SKU in China and Europe ▪ Negotiating and buying displays from cardboard factories ▪ Daily management and training employees department sales and logistics (3 FTE) ▪ Optimize customer contracts, Supply Chain and SLA of with logistics service providers ▪ Research and development of new logistics model Europe (from 4 warehouses to 2) ▪ Optimization of Microsoft Dynamics AX (ERP) and creation of new reports (Crystal Reports) ▪ Difficulty level: high. The most important staff members left the company, had to take over within a week 		
10 Interim Logistics Manager	(1 days / week)	09/2013 - 02/2014
Laundry service de Blinde, NL-Heerenveen, Healthcare, 200 FTE, 15 Mio. EUR		
<ul style="list-style-type: none"> ▪ Restructuring fleet management (technical and financial), saving 200K ▪ Optimization of the material flow of clean and dirty bed sheets linen, textiles and clothing ▪ Buying and selling trucks, fleet analysis, insurance and contacts with Department of Motor Vehicles ▪ Supplier management and auditing, maintenance and repair of vehicles ▪ Interim category buyer for Fuel, Trucks and Personal ▪ Tenders, RFQ prepared and completed for road transport, labor and maintenance 		
9 Interim Business Development Manager	(5 days / week)	05/2013 - 10/2013
Gutmann Heavy Logistics AG, CH-Zug, Heavy Transport Logistics, 100 FTE, 35 Mio. EUR		
<ul style="list-style-type: none"> ▪ Acquisition project cargo in Europe through cold calling, internet, emails, newsletters and presentations ▪ Branches: wind energy, power plant construction, steel mills, oil and gas and top 100 companies Germany ▪ Buying and organization transport, cranes, special equipment for projects in Europe ▪ 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 transformers (300 ton) 		
8 Interim logistics Manager	(5 days / week)	02/2013 – 05/2013
Rentex Floron BV, NL-Bolsward, Healthcare, 350 FTE, 33 Mio. EUR		
<ul style="list-style-type: none"> ▪ Improved efficiency planning trucks and creating 500K savings euro annually ▪ Decreased number of trucks from 34 to 24, sold old leftover trucks through internet auction ▪ Optimization of the material flow of clean and dirty bed sheets linen, textiles and clothing ▪ Interim Buyer for IT Systems, Fuel, Trucks and Personal ▪ Tenders, RFQ prepared and negotiated for road transport, labor and maintenance 		
7 Manager new business	(5 days / week)	9/2010 – 2/2013
Holtrop van der Vlist BV, NL-Assen, Heavy Transport and Machinery, 100 FTE, 18 Mio. EUR		
<ul style="list-style-type: none"> ▪ Acquisition of new customers earthmoving industry, heavy equipment in Europe (2 Mio new turnover) ▪ Define sales strategy and implement into sales plan, defining prices and issuing on tenders ▪ Management of 1000 Prospects (cold calling, newsletters, visiting) and 600 customers ▪ Responsible for accounts receivable management and contact person for major accounts and IT ▪ Development of own CRM Database and introduced GPS System 		

6 Interim Commercial Director	(5 days / week)	4/2007 - 9/2010
Oenema Transport, Taxi / ambulance, NL-Heerenveen, Logistics, 200 FTE, 20 Mio. EUR		
<ul style="list-style-type: none"> ▪ Developed long term strategy “conditioned, furniture and automotive logistics” ▪ Responsible for the staff, Transport Department 70 drivers and 5 office co-workers ▪ Restructuring transportation department, € 600 K annually loss converted ▪ Purchase / Buying of capital equipment such as trucks, forklift, fuel and temporary workers ▪ Negotiate tariffs with subcontractors and other transport companies ▪ Set up new commercial departments: <ul style="list-style-type: none"> ○ Automotive inbound logistics (400K) ○ Food and conditioned transport for Albert Heijn (1.5 Mio) ○ Furniture transport from Germany to Holland (200K) ▪ Participated 4 European public tenders passenger transport, won three out of four ▪ Conducting litigation and contact person for banks, taxes, customers and suppliers 		
5 Consultant procurement & logistics	(1 days / week)	02/2008 - 05/2008
MBI Concrete Products, NL-Kampen, Concrete Production, 200 FTE, 35 Mio. EUR		
<ul style="list-style-type: none"> ▪ Optimizing flows of goods, storage of raw materials and finished goods ▪ Optimizing production Kampen NL (200.000 ton) and Veghel NL (300.000 ton) ▪ Tender and RFQ written for outbound transport finished goods 		
4 Interim Transport Manager	(5 days / week)	01/2007 - 06/2007
Holcim Concrete Products, NL-Rotterdam, Concrete Production, 200 FTE, 30 Mio. EUR		
<ul style="list-style-type: none"> ▪ Planning, preparation and organization of transportation of building materials (Daily up to 80 trucks) ▪ Contact person for drivers, customers, freight forwarders and production staff ▪ Tender (RFQ) written for outbound transport finished goods 		
3 Interim Director	(5 days / week)	07/2006 - 01/2007
Concrete Production Kijlstra, NL-Veendam, Concrete Production, 35 FTE, 20 Mio. EUR		
<ul style="list-style-type: none"> ▪ Heading team of 35 FTE, production, buying, sales, marketing and administration ▪ Buying all equipment like forklift trucks, wheel loaders, raw materials like sand cement and minerals ▪ Master production planning in SAP R3 and liaise plans with headquarters ▪ Solved production problems (interruptions) and prepared expansion of production to 200% in 2007 ▪ Determine new marketing strategy (dealers and end customers) and define selling prices ▪ Turnaround marketing: create new product range called "Colors of the Earth" which is still their main brand today ▪ Difficulty level: high. Previous director already had left the company for 6 months when I took it over. A lot of things had already gone its own way and needed to be corrected afterwards 		
2 Managing Director	(5 days / week)	2/2001 -8/2006
Van der Werff Logistics BV, NL-Heerenveen, Transport and Logistics, 100 FTE, 12 Mio. EUR		
<ul style="list-style-type: none"> ▪ Developed long term strategy “Logistics of construction materials Europe” ▪ Responsible for the staff, Transport Department 75 drivers and 10 office co-workers ▪ Close and reorganize office Harderwijk (€ 3M and 25 FTE) ▪ Purchase / Buying of capital equipment such as trucks, forklift, fuel and temporary workers ▪ Acquisition and integration Hamstra Transport (30 FTE) ▪ Growth of 3M € to 10M € in 5 years and 35 to 80 trucks in 5 years (through E-Marketing and direct sales) ▪ Development of warehouse operations, organize and build warehouse ▪ Handled tenders in transportation and conducting litigation ▪ Purchase and implementation TMS Plan and Go! and Transics Boardcomputers 		
1 Supply Chain Manager	(5 days / week)	1/1996 – 1/2001
Xerox Distribution Europe BV, NL- Heerenveen, Electronic, 200 FTE, 200 Mio. EUR		
<ul style="list-style-type: none"> ▪ Team leader department planning, purchasing color printers Europe (15 FTE) ▪ Demand Planning, Purchasing 3,000 articles in Mfg/Pro and Oracle, 20 M € stock level ▪ Organizing inbound container shipments from USA, China, Korea to Europe ▪ Organizing outbound worldwide shipments, pallets, parcels, and full trucks and air cargo ▪ Planning production department of configuring printers to sales orders (also managing BOM's) ▪ Responsible for shipments to customers in Europe, damages and organizing quarterly endings ▪ Organized the complete removal Heerenveen to Venray (6.000 pallets) ▪ Implementation of QAD MFG / PRO and Oracle in Heerenveen and Venray (superuser level) 		

Seminars/workshops

14	Masterclass heavy transport	3 Days	NATO Support Procurement Agency	Capellen, L	2017
13	Masterclass heavy transport	2 Days	Siemens Wind power	Hamburg, DE	2017
12	Masterclass heavy transport	2 Days	Siemens Wind power	Brandeburg, DK	2017
11	Seminar heavy transport	2 Days	Siemens Wind power	Hamburg, DE	2017
10	Seminar heavy transport	2 Days	Siemens Wind power	Hamburg, DE	2017
9	Seminar heavy transport	2 Days	NATO	Rheine, DE	2016
8	Seminar heavy transport	2 Days	Siemens Power and Gas	Mühlheim, DE	2016
7	Seminar heavy transport	2 Days	4 companies	Rheine, DE	2016
6	Workshop Marketing Turnaround	1 Day	Spedition Kuhne	Bremen, DE	2016
5	Workshop Procurement	1 Day	Van Uden Logistics	Waddinxveen, NL	2016
4	Seminar interim management	1 Day	Rabobank	Tilburg, NL	2015
3	Workshop Marketing Turnaround	3 Days	Van der Werff Logistics	Heerenveen, NL	2015
2	Workshop Marketing Turnaround	2 Days	Rail and Road Logistics	Berlin, DE	2014
1	Workshop Marketing Turnaround	2 Days	Max Wild	Berkheim, DE	2013

Timeline Bouwe van der Meer

