



# Company presentation



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# 1. About us



## Experienced specialists as partners in ColdStoreDesign.com

ColdStoreDesign.com is a firm specialized in concept development, design, engineering and construction management of cold stores and food-processing plants. At the core of the company are four seasoned experts who, together with their engineers, ensure quality at an international level. With over 100 completed projects, ColdStoreDesign.com is a truly international specialist, offering investors a full package of services and the benefit of acquired knowledge on:

- Traditional cold stores with/without blast-freezing installations
- Packing and sorting houses for tropical fruits and vegetables
- Efficient refrigerated warehouses, designed for high throughput
- Distribution centers for food retailers and distributors
- ULO and low oxygen long term storage rooms for fruit
- Cross-docking operations for high-speed combination of logistic flows
- Meat, fish, fruit and vegetable processing plants
- Trans-shipment centers in ports
- Veterinary storage and isolation rooms at airports
- Checkpoints on behalf of customs and vets for meat and fish products
- Fruit, vegetable and flower auctions

So far, clients in countries like: Poland, Sudan, Libya, Kuwait, Ghana, Russia, Romania, Bulgaria, Mali, Ukraine, South Africa, etc. have already profited

The engineers not only guarantee manufacturers and logistic service providers a technically excellent and highly functional building with optimal logistic routing, but also the conversion and application of internationally accepted standards and latest technologies into drawings and construction specifications. Standards like for instance the General Food Law, HCFC & F-gases regulations, temperature-monitoring standards, HACCP/ISO 22000, traceability, BRC, GMP and the EU hygiene code for cold stores.

### **LOW BUDGET PRE-DESIGN STUDY**

Low Budget Pre-Design Study is a service that offers entrepreneurs and investors the possibility to acquire international expertise quickly and at a low rate in the very early stages, when there is even not yet a project to speak off. Obviously, the best kick-off for a project is a personal meeting with the client at the intended construction site. Sometimes, however, working on location with international experts is difficult to arrange or just too expensive, particularly in the early stages of a project.

With the help of a **very functional and customized ColdStoreDesign.com Checklist** in combination with internet and email, we offer an attractive low-budget alternative which results in considerable less (travel) expenses.

## 2. The team

### **Theo van Sambeek - Warehouse Management, Concept Development and Design**

Theo van Sambeek is an expert on Refrigerated Warehouse Management & Operations and Concept Development & Design. Being educated in management and marketing, Van Sambeek started his career in food retail (Spar and Ahold) and later worked for three fast moving consumer goods companies. He then was appointed managing director of one of the leading Dutch, multi-facility cold store groups (5 facilities and 350,000 m<sup>3</sup>) and managed the company's transfer into an international logistic services provider.

Seven years later (1995), he started his work as a consultant to the refrigerated warehousing and distribution industry serving, besides logistic entrepreneurs in Western and Central Europe plus the Middle East, also the World Food Logistics Organization (WFLO) as their Director in Europe. He organized cold chain conferences and seminars in many countries like, Belgium, the Netherlands, Greece, Morocco, Turkey, Malaysia, Egypt and has contributed to the foundation of several national cold chain associations. Magazines from around the globe published interviews with him and requested him to comment on trends and developments in the industry. He has brought part of his global network together in ColdChainExperts.com.

As a sparring partner for cold store and refrigerated warehouse management, he provides best practices and benchmarks on all kinds of management issues and assists in setting up feasibility studies and business plans. He has audited many temperature controlled logistics operations on different continents and was involved in concept development and design of cold stores, warehouses and distribution centers in several countries. Van Sambeek and his partners in ColdStoreDesign.com have been involved in design, engineering and construction management of almost 100 projects.

With his unique knowledge and insight in the global cold store and refrigerated warehouse industry, he is well positioned to guide entrepreneurs to successful logistic business concepts and he can play a role in matchmaking and setting up partnerships.

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### **Gerrit Vroege - Architecture, Design, and Civil and Structural engineering**

With experienced architects and constructors within reach, Gerrit Vroege's consultancy has worked on a large number of projects with regard to cold storage, warehousing and fish processing since 1988. There is no other country in the world that has more cold store capacity per resident or square kilometer than the Netherlands (12.000.000m<sup>3</sup>); over 5.000.000m<sup>3</sup> in the port of Rotterdam alone. Vroege can easily be called the "godfather" of the Dutch refrigerated warehouse industry; no other Dutchman was involved in more cold store projects than him.

Another, perhaps typically Dutch, specialization of Vroege's consultancy is the design of fish processing plants. Besides in the Benelux, projects were undertaken in for instance Portugal, Sudan, Russia, Poland, Egypt, and Romania. This involves writing a program of demands, provisional design, engineering, tendering documents, and construction management. With his insight in logistic processes and knowledge of all structural aspects, he is an indispensable partner in the ColdStoreDesign.com team.

## **Peter Verhoef - Design of industrial refrigeration installations, Energy Efficiency and Mechanical Engineering**

Verhoef started his career with the renowned Dutch science and innovation center TNO as a researcher in fluid dynamics and refrigeration. From 1979 onwards, he worked as a contractor, in order to get more feeling for the practical side of the industry. Five years later, he started his own consultancy firm, working for logistic service companies, fruit and vegetable auctions, wholesale companies, import and export companies and assisting in the design and construction of cold stores, trans-shipment centers, sorting and packing stations, and processing plants.

Application of newly developed technologies like CO2 refrigeration, solar powered cooling, wind powered drinking water production, etc. are some of the firms spearheads. Fruit exporters in Ghana and Mali benefited from its expertise. Sorting and conditioning stations have been developed for pineapple, mango, banana and more traditional fruits. The Netherlands is really a transit country; Verhoef has quite a reputation in the port of Rotterdam, the Greenery International auctions and ... the flower auction of Aalsmeer.

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## **Koenraad Van Simaey - Architecture, Design, Engineering and Project Management**

Based in Vietnam since 1992, Koenraad Van Simaey and his 10 well educated engineers are the "field office" of ColdStoreDesign.com in South East Asia covering countries like Malaysia, Indonesia, China, Thailand, Vietnam, Sri Lanka, etc. Van Simaey and his crew speak the languages of the region, including Chinese in order to communicate effectively with all local clients and their specialists.

For many years he was a technical engineer, working for one of the world's leading insulation panel manufacturers with plants in Europe and Asia where he learned do's and don'ts of the cold store engineering and construction business. As agent/distributor for racking systems, forklifts, lightening etc he became more and more involved in warehouse operations. His international expertise in combination with his European experience in the temperature controlled logistics industry puts him in a good position to take the latest technology and standards to the dynamic Asian markets where cold storage, warehousing, and logistics are booming due to the economical growth in the region.

Van Simaey understands the Asian mentality and way of thinking. In combination with the ColdStoreDesign-partners in Europe he is able to offer customized solutions to Asian entrepreneurs.

### 3. Low operational costs



#### **Logistic excellence linked to low operational costs**

The professionals of ColdStoreDesign.com and their engineers have already been responsible for many projects, especially in Western European countries like the Netherlands, Belgium, Germany, the United Kingdom, France, etc.

Heavy competition in this region forces all entrepreneurs into delivering top (logistic) performances, while at the same time they have to lower operational costs by working even more efficient.

That can best be achieved with a sophisticated operation, designed by people that carried profit and loss responsibility within logistic companies themselves. This enables them to discuss types of clients and their needs and to **translate operational consequences of future developments into logistic processes**.

Such a functional design will contribute to the lowest possible operational costs and enable the client to work **competitively and profitably**, short and long term.

## 4. Linking expertise



### Linking local and international expertise: success guaranteed

**ColdStoreDesign.com prefers to involve local specialists.** In order to work as efficiently and effectively as possible, the engineers want to be in contact with the client's potential local partners like adviser, architect, suppliers, contractor, etc. Obviously, the quality input that is available locally should be used.

ColdStoreDesign.com can form an **excellent addition to the expertise of the client's local partners and vice versa.** Especially through harmonious cooperation, it can guarantee the client high international standards on the one hand and the technical feasibility based on the local situation on the other hand.

The positive experiences of the experts in different regions can possibly be beneficial to the client. Possibly ... because the client obviously selects his own local project partners. ColdStoreDesign.com is completely independent, flexible and conforms itself to the wishes of the client. They make suggestions; the client takes the decisions.

We have good relations with local people in Russia, Greece, Turkey, Romania, etc.

## 5. Our services



### LOW BUDGET PRE-DESIGN STUDY

Particularly in the early stages, when there is not yet a real project to speak off (the pre-design phase) but having a professional plan is necessary for meetings with shareholders and banks, the support of international specialists will have much added value. It will increase the success rate of the project.

Low Budget Pre-Design Study is a service that offers entrepreneurs and investors the opportunity to acquire this international expertise at a special rate. With the help of a **very functional and customized ColdStoreDesign.com Checklist** in combination with internet and email, **we save on (travel) expenses** and can make a financially attractive offer.

Clients can choose between a brief Pre-Design Study or a more extensive one. The fee will be determined by the level of detail required.

### What input for your project to expect from a Pre-Design Study?

#### 1. Description of the concept

- Suggestion on target groups/markets
- Proposed services and their operational requirements
- Suggestions on what products/commodities to handle
- Proposal on what temperature environments to offer
- Logistic processes and optimal routings within the plant
- Estimation of volumes/tonnages in, out and throughput
- Some international and/or regional benchmarks
- Suggestions on how to best position facility on the plot of land
- Suggestions on how to best position the office space
- Suggestions for expansion, next phases or future services
- Thoughts on feasibility of the project
- Suggestions on workers' safety
- Suggestions on security measures
- Suggestions on future revenue/profitability opportunities
- Project comments from an international perspective

#### 2. Input on your program of demands

- Calculation of plant dimensions
- Temperature zones
- Types of cold rooms and dimensions



- Type/dimensions of social rooms, wash rooms, engine room, etc.
- Type/dimensions of offices
- Proposed racking and material handling systems
- Eventual specific requirements lift trucks
- Dimensions of loading/unloading area
- Calculation of number of docks and type of loading bays
- Information technology/computer software suggestions
- Suggestions on food safety and food quality aspects/HACCP

### 3. Drawings

- Layout of the total facility
- 2-D (dimensional) drawings
- 3-D (dimensional) pictures

### 4. Refrigeration plant

- Cooling capacity; requirements per cooling/freezing room
- Estimated annual electricity consumption in KWH
- Shortlist refrigerants
- Recommendation refrigerants
- Description possible refrigeration systems
- Recommendation refrigeration system
- Principle drawing of the refrigeration plant
- Rough estimation of refrigeration plant investment

### 5. Cost estimation

- Rough estimation of investment; one total amount or
- Rough estimation of investment; divided in 4 main groups or
- Rough estimation of investment; rather detailed



## CONCEPT DEVELOPMENT & DESIGN

The experts of ColdStoreDesign.com will help you to look ahead at the developments for the next 5 to 10 years. All aspects that can, directly or indirectly, influence the measurements, layout and interior design of the building are covered. Especially the different racking systems will ask a lot of discussion.

**The choices made in this phase heavily influence the operational costs and the potential profitability throughout the economic lifespan of the plant.**

Interviews, research, conversations but particularly the ColdStoreDesign.com Checklist plays an important part in the successful realization of the client's project.

Products that can be delivered during the concept development and design phase can be found in the ColdStoreDeisgn.com Checklist on the previous page.

## ARCHITECTURE & ENGINEERING



Proper feedback from the client forms the input for this phase, which will be approached in a multi-disciplinary way by ColdStoreDesign.com.

Insulation of the floor, quality of roof and walls, energy consumption and fire protection are all big issues. The architects work closely together with the Civil, Structural, Electrical, Mechanical, and Refrigeration Engineers to guarantee the client a functional, cost effective solution for the short and long term.

The output of this phase will enable the client to exchange thoughts with internal and external parties and **take a final decision with regard to the investment**. The output consists of:

### 1. Provisional design of:

- Front
- Dock system
- Construction of roof/walls
- Floor insulation
- Detailed layout of facility
- Rack systems
- Drawings of certain details

### 2. Provisional design of:

- Refrigeration system
- Cost estimation

### 3. Rough estimation of investment divided in:

- Public utilities
- Civil works including infra structure
- Steel structure
- Insulation panels and doors
- Material handling and rack system
- Electric installation
- Information technology and WMS system
- Lift trucks
- Offices and social rooms
- Fire protection
- HVAC needs
- Other

A presentation and explanation of the output by ColdStoreDesign.com is advisable.

## TENDERING & CONSTRUCTION MANAGEMENT



Considering the highly specialized and labor-intensive nature of this phase, it can only begin when the client is 100% determined to go ahead with the project. The structural engineers will calculate the concrete and steel structure and record that in the drawings.

Many detailed drawings will be made. In combination with the construction specifications these drawings are necessary in order to obtain **well-comparable quotations**. Subsequently, in consultation with the client a **shortlist of possible suppliers** will be formulated and the received quotations will be evaluated. **The final negotiations with the suppliers are mostly handled by the client**, with the experts on hand to provide any requested detailed information.

When all the contracts are signed, ColdStoreDesign.com can assist in the construction management. At crucial stages in the construction process, the contractor and sub-contractors will be checked and steered at the location. Further, ColdStoreDesign.com will also be present during the completion of the building.

De products which ColdStoreDesign.com offers:

### 1. Final design and detailed drawings of:

- Mechanical part
- Electrical part
- Refrigeration installation
- Construction of roof and walls
- Position of docks and doors
- Etcetera

### 2. Assistance during the tendering process

- Writing tender documents
- Proposal shortlists suppliers
- Evaluate received quotations
- Assistance during negotiations
- Check content of contracts

### 3. Construction Management

- Number of visits at location
- Reports to client and minutes of meetings
- Coordination of contractor and sub-contractors
- General inspection
- Check on maintenance contracts
- Assist in staffing and training

## MANAGEMENT CONSULTANCY



With market circumstances changing ever faster, **logistics companies are forced to regularly scrutinize and analyze the market, the competition, and their own position and adjust their strategy and policy.**

The increasing consolidation as a result of mergers and acquisitions and the internationalization and growing transparency, particularly through the internet, also force entrepreneurs and managers to tread carefully and make sure they are well-informed before taking far-reaching decisions. Furthermore, the pressure on turnover and margins in various markets requires ingenuity and innovative concepts.

In these circumstances, having an outside expert provide additional information or lead a part of the process can often be very helpful to the management. The specialists of ColdStore-Design.com and ColdChainExperts.com possess the necessary market knowledge plus international experience. The consultancy services cover areas like:

- Strategic Reorientation
- Supply Chain Development
- Lean Logistics
- Marketing & Business Development
- Acquisitions, Mergers & Joint Ventures
- Management Support
- Energy Cost Saving Quick Scan
- Labor Productivity Quick Scan

### **Strategic Reorientation**

Within every organization there are these moments when it becomes obvious that a strategy review is required. Sometimes it is the result of a new technology that strongly influences the industry, sometimes developments with clients, a desired merger or expansion, major changes in the market or pressure on results.

Even when there is no direct cause, management should invest time every 3 to 5 years in studying the long-term goals and the way to achieve those. The SWOT analysis is an often-used instrument for that.

### **Supply Chain Development**

The days are gone that every individual link in the chain could exclusively focus on (productivity) within the own organization. **Today, company policy is primarily determined by the demands** placed by the next link in the chain. Driven by customer satisfaction, the food retail and food service companies have become very dominant and very demanding. All links within the chain are forced to perform well in order to, jointly, (better) satisfy the final consumer at a lower cost.

This not only requires a different way of thinking, but also an advanced information system to establish efficient communication with the chain partners.

### Lean Logistics

Logistics is receiving more attention from the general management; whether it is outsourced logistics to a Third Party Logistic Service Provider, or the logistics process within the own manufacturing or processing plant. On the one hand, this attention is necessary in order to reduce the number of errors or out-of-stocks and thus maintain quality. On the other hand, this is necessary in order to reduce costs. **Lean logistics tackles several forms of waste in the areas of logistics and stock management**, like overproduction, delays, unnecessary transports or movements, too much or unbalanced stock, errors and inadequate or bad service, and shortening of lead times.

### Marketing & Business Development

Eventually, in business it is all about the results; whether it concerns a not-for-profit organization, a food manufacturer or a logistic service provider. It is essential to formulate clear, quantifiable, short and long term goals, to outline a practical and realistic policy and the action plan to implement that policy in the daily practice.

The **structured approach of an experienced marketing specialist** provides an efficient and effective process, which limits the invested time to the absolute necessary and increases the chances for success.

### Acquisitions, Mergers & Joint Ventures

Over the past few years, two developments have become distinctly clear: internationalization and up-scaling. With the modern means of communication, information travels around the world fast and increases the knowledge about other continents. This gives products and services an international dimension and makes it possible to put them on the market in different parts of the world.

Obviously, there are many, mostly **strategic reasons, for considering cooperation, transfer of ownership or acquisition of a business**. Specialists can assist with preparation and analysis, the selection of potential candidates, and supervise or guide the entire process.

### Management Support

The circumstances, under which companies have to achieve results, not only change at high speed, but also become more and more difficult. The need for correct decisions puts more and more pressure on the responsible manager or owner.

In such a situation, **a person with a similar background and a number of years' experience in a management position, can act as a sounding board and give advice**. During strictly confidential meetings, all kinds of matters can be discussed: succession problems within the family, unsatisfactory performance by a senior manager, expansion or acquisition plans, strategic issues, policy, etc. The client determines the agenda and the frequency of the meetings.

### Energy Cost Saving Quick Scan

In temperature-controlled logistics operations like cold stores, distribution centers, processing plants etc, energy and labor are the main operational costs. Particularly in today's energy market, the purchasing price of energy will go in only one direction: UP.

It is our experience that **often 15-35% of the total electricity costs can be reduced** with certain operational measures and some investments. The Energy Saving & Energy Efficiency Quick Scan means a one-day facility visit of two specialists who will cover:

- Most relevant saving and efficiency aspects and all parts of the refrigeration system
- Investigation of possibilities of peak shaving and load shifting
- Checks on control equipment and the settings
- The operational procedures that influence energy consumption
- Assessment of the design and construction regarding energy waste and losses

Within 5 working days, the client receives a report with a clear (illustrated) overview of the findings and concrete and feasible recommendations.

Upon request, the report can be discussed afterwards and the experts can assist in the implementation phase with tendering, Return-on-Investment study (investment versus savings) or supervision of the actual installation/implementation.

### **Labor Productivity Quick Scan**

Together with energy, labor costs are an important part of the operational expenses of logistics companies. Due to the relative shortage of labor in various regions, wages are rising and subsequently so are the annual social costs and premiums. Moreover, particularly in the temperature-controlled environment it is difficult to find and maintain qualified staff. This is all the more reason to give due attention to the factor labor, especially with regard to labor-intensive processes like order picking, packing, manual unloading of containers, or a high throughput of products and pallets.

The quick scan means a one-day visit of two specialists who will focus on **analyzing, benchmarking, and improving all operational processes** in the refrigerated warehouse, logistic company or logistic department.

Within 5 working days, the client receives an extensive report with a clear (illustrated) assessment of the possible bottlenecks by discussing the:

- Total number of staff in the logistics operation
- Number of persons in different positions
- Productivity per position/person
- Observed qualitative shortcomings
- Wages and benefits per position
- Circumstances under which staff members have to perform
- Assessment of the design and construction regarding labor issues
- Possibilities for mechanization or automation of certain processes
- Other concrete recommendations

Upon request, the report can be discussed afterwards and the experts can assist with the implementation.

Want to know more? Give us a call at +31 38 452 4858 or send an email.

Interested in a concrete offer? Please fill out the online [Quick Scan Application Form](#)

## 6. Summary track record

This summary of the projects will give interested parties some insight in the type of projects, implemented by ColdStoreDesign.com and its engineers.

### **WESTERN EUROPE**

#### **DailyFresh France**

Pre-design, design, tendering and construction management of a refrigeration system for a logistics hub for fruits and vegetables to the UK.

#### **Theeuwen Coldstore B.V.**

Reconstruction and engineering of shuttle system of semi-automated cold store.

#### **Eurofrigo B.V. Rotterdam**

Concept development, design, technical engineering and construction management of state-of-the art cold storage and handling facility.

#### **Nova Natie Port Logistics Belgium**

Pre-Design study public refrigerated warehouse including market research, cooling capacities and rough cost estimation

#### **Haluco Distribution centre**

Design refrigeration plant including energy efficiency system for cold storage and wholesale area of fruit and vegetables.

#### **Harmsen en De Groot**

Expertise reports on damages of kiwi, garlic and citrus products.

#### **Frigo Scheveningen**

Cold storage design and construction management.

#### **Bochi Fruittrade**

Cold storage for fruit and vegetables on behalf of trading company.

#### **Partner Logistics Europe**

Analysis and report on energy efficiency of CO2 refrigeration installation.

#### **Coldstar Distribution N.V. Belgium**

Management consultancy and operational support for warehousing and secondary distribution operation including restructuring of processes.

#### **Vrieshuis Vrolijk IJmuiden**

Design, engineering and construction management of fish products refrigerated warehouse.

#### **Kloosterboer Vlissingen**

Inspection garlic refrigerated warehouse on refrigeration capacity, equipment and humidity.

#### **HaGé International**

Design of refrigeration plant for cold stores and distribution centre for fruit & vegetable wholesale activity.

#### **Progres Espel B.V./Phaff Export Marketing**

Marketing support for export of added value vegetable products to Germany.

#### **Cold store Dintelmond**

Renovation of multi-client cold stores.

#### **Van Geest International**

Upgrading and modernization of cooling facilities.

#### **Benafrio Benavente**

Concept development, design, engineering and management construction of cold storage.

#### **T. van Noort**

Cold store and distribution center for mushrooms.



**Leerdammer Company**

Design refrigeration installation of cheese processing plant including storage and handling.

**Kloosterboer Cold Stores**

Market analysis of warehousing and value added service opportunities of chilled and frozen agricultural products.

**Katwijk Cold Store Services**

Cold store construction project management.

**Novem**

Development of Good Practice guidance for cooling facilities.

**Peter Hendriks**

Distribution center fruit & vegetables / wholesale and cold storage.

**Frigolanda Cold Logistics Germany**

Management consultancy cold storage and refrigerated warehousing activities.

**Frijo Group Nieuw-Vennep**

Design, technical engineering and construction management of cold storage facility.

**Frukar B.V.**

District center fruit and vegetables wholesale and cold storage facilities.

**Veiling REO**

Belgian auction house (Roeselaere); hall conditioning and cold storage for fruit and vegetables.

**Maxser**

Management consultancy on the strategic re-positioning of warehousing and distribution activities of chilled and frozen foods.

**Hoevesvis**

Fish processing and cold storage facility; design and construction management.

**De Aviateur**

Refrigeration plant and energy saving; cold storage of bakery products.

**Castecool Ireland**

Management consultancy business opportunities Central and Eastern Europe

**Koelhuis Zuid-Beijerland**

Design and engineering of cold store control equipment for preserving seed and consumption potatoes.

**Nieuwsblad Transport**

Guest-editor chilled and frozen food business and warehousing and distribution issues.

**Valstar**

Fruit & vegetables distribution center – cold storage and wholesale.

**Eurofrigo Maasvlakte**

Design refrigeration system for multi client and multi product cold storage facility.

**Ficovan Holding Belgium**

Management support; sales of warehouse and distribution activities.

**Frijo Group Breda**

Distribution center chilled and frozen products; design and cold storage construction management.

**Royal van Namen**

Distribution centre for fruit & vegetables.

**The Greenery International**

Various projects: cold storage, hall conditioning and cold rooms for fruit & vegetables.

**Fix Fish**

Construction management and design of fish processing plant and cold storage facility.

**Dekamarkt**

Environmental licensing for bakery activities of regional supermarket chain.

**Seaport of Amsterdam/IJmuiden**

Operational support attracting flows of perishable produce and cold stores/ refrigerated warehouse investors.

**Minnaar UK**

Distribution centre fruit & vegetables and cold storage facility for fruit and vegetable wholesale activities.

**Irish Food Board/Phaff Export Marketing**

Research for opportunities for chilled/frozen foods in Dutch food retail industry; interviews with category managers of leading Dutch retailers.

**Eurofrigo Venlo**

Cold store design, engineering and construction management.

**Bloemenveiling Aalsmeer**

Hall conditioning and energy efficiency system for leading Dutch flower auction.

**Schrijvershof**

Distribution centre for wholesale and cold storage activities.

**Frigo Las Palmas**

Management consultancy, concept development and design of refrigerated warehouse.

**Veiling Zaltbommel**

Hall conditioning, cold storage and design of cold rooms for auction house of Dutch fruit and vegetables.

**DC AGF Dekamarkt**

Design of energy efficient refrigeration system for distribution centre of fresh and chilled products of this supermarket chain.

**Sealane Cold Storage**

Market research on product flows of orange and apple juices in Europe.

**Frigo Group 's-Heerenberg**

Full-service project management: design, technical engineering, construction management.

**Bonimarkt**

Supermarket group; refrigeration plant design, energy saving, MJA.

**Tiefkühlcenter Bocholt Germany**

Management consultancy and -support and project management.

**Veiling ZON**

Hall conditioning system, refrigeration equipment and cold storage on behalf of this major fruit and vegetable auction.

**Kloosterboer Group Vlissingen**

Construction management of cold store expansion.

**Van Bon Coldstores B.V.**

Design and construction management of multi-purpose cold storage operation.

**Vejle Cold Stores Denmark**

Management support for automated high bay cold storage and semi automated distribution centre chilled and frozen foods.

**Eurofrigo Roermond**

Design, engineering, construction management of refrigerated warehouse.

**Combilo**

Fruit & vegetables / wholesale area; cold storage facilities and distribution centre.

**Wageningen University**

Management support in humidity control in cold stores research.

**HenZON Logistiek / Veiling ZON**

Strategic reorientation; reorganization logistic department and merger.

**Poiesz Supermarkten**

Supermarket refrigeration, energy saving, MJA.

**eQUAKE e-Business consultants**

Advise regarding e-logistic affairs and distribution challenges.

**Utrecht Cold Stores**

Consultancy concerning technical engineering of this high bay (20 m) refrigerated warehouse.

**Kraaijeveld**

Distribution center and storage; wholesale activities.

**Seabrex Rotterdam**

Design refrigeration systems; multi-client and multi-product trans-shipment centre.

**Bertus Dekker Seafood**

Fish processing and cold storage facility. Design and construction management.

**NORTH/CENTRAL AMERICA****Simplot U.S.A./Phaff Market Development**

Feasibility study for introduction of frozen avocado products in Western Europe in food retail and food service.

**World Food Logistics Organization USA**

Member of the Southern Africa Assessment Mission on Cold Chain & Association Building.

**International Association of Refrigerated Warehouses**

Global organization for leading temperature controlled logistic companies; representation in Europe, Middle East and Northern Africa.

**Quick Frozen Foods International USA**

Guest-editor for warehousing, transportation and distribution affairs.

**Harbour Cold Stores Jamaica**

Pre-Design study combination dedicated, multi client and multi temperature cold store and distribution operation in the Kingston port.

**MIDDLE EAST****Vision Investment Services Oman**

First phase feasibility study cold store network Middle East

**AL RAI Logistica Kuwait**

Feasibility study expansion warehouses

**RISCO Cold stores and Transportation Kuwait**

Strategic Reorientation study including SWOT analysis, strategy, policy- and action plans

**Mabanee/Kuwait**

Design, tendering and construction management distribution center for frozen food.

**CENTRAL/EASTERN EUROPE****Cordial Romania**

Fish processing plant and cold store; project management incl. design and engineering.

**Petro Cold Store Saint Petersburg**

Cold store design, engineering and construction management.

**Interfinance Group Russia**

Market research on business opportunities cold store in Moscow including benchmarking US and European seaports.

**Macromex Frozen Foods Romania**

Assessment design, concept, operational efficiency, energy savings and cold supply chain.

**ASIA****Global Cold Chain Alliance China**

Market study, analysis and recommendation regarding developments cold store market China

**Tesco DC – Ipoh Malaysia**

Design and engineering of 15.000m<sup>2</sup> distribution center for Tesco Malaysia

**Metro Cash & Carry Vietnam**

Construction of the food processing center of 6 whole sale markets in Vietnam

**EME/Antara Vietnam**

Research and market analysis

**Javitrans Vietnam**

Design, engineering, and construction of a 3PL cold store in Ho Chi Minh City

**Fortune GP Farms (Lanka) Ltd. Sri Lanka**

Construction management of a chicken breeding factory

**TCC Cold Storage Vietnam**

Multi-client cold store in Ho Chi Minh City including mobile racking, blast freezer, and repacking area

**East West Seed Vietnam**

Construction of a temperature-controlled seed factory

**LTS Cold Storage Supplies Malaysia**

Construction of a 3.000 pallet cold store with mobile racking

**Seaprodex Da Nang Vietnam**

Pre-design and construction of cold store and fish processing plant in Ho Chi Minh City

**Big C Supermarket Vietnam**

Construction of the food preparation department in a 15.000m<sup>2</sup> hypermarket

**CP Klang Thailand**

Pre-design study, design and construction of a cold store; capacity 6.000 pallets

**Ut Xi Aquatic Products Processing Co. Vietnam**

Fish processing company; 5,000 pallet storage room with mobile racking

**Kim Anh Company Ltd. Vietnam**

Pre-design and construction of 3 cold stores for a fish processing factory with a total of 8.000 pallet positions

**PT Bumi Menara Internusa Indonesia**

Distribution company; construction of 18.000 pallet cold store with mobile racking

**Minh Phu Seafood Corporation Vietnam**

Fish processing and storage room in the Mekong delta

**Cafatex Fishery Joint Stock Corporation Vietnam**

Private cold store with 6.000 pallet positions in the Mekong delta

**AFRICA****Kotoka Airport Accra Ghana**

Pre-design and design of refrigeration system for an airport logistics centre for fruits and vegetables.

**Shed 9 Tema Harbor Ghana**

Pre-design, design, tendering and construction management of a refrigeration system for a logistics centre for pineapples and bananas.

**PLAZA Bamako Mali**

Pre-design, design, tendering and construction management of a refrigeration system for a logistics centre for fruits and vegetables.