



Curriculum Vitae

Name	Theo W.M. van Sambeek
Position	Independent Consultant
Specialisation	Cold Storage and Logistics Management & Operation
Date of Birth	26 – May – 1948
Education	B.Sc. Marketing Qualifications from the Netherlands Institute of Marketing, 1976-1980 Courses in Business Development, General Management and in Business Finance
Languages	Dutch (mother tongue) English fluently. Knowledge of German/French
Countries of Work Experience	Western and Eastern Europe, Asia, Middle East, North Africa and USA.

Professional Profile

Theo van Sambeek is an expert and a leading authority on refrigerated warehouse management and operations, cold supply chain systems, conceptual designs of cold stores and in M & A's.

Educated in management and marketing, he started his career in food retail (SPAR and AHOLD) and later worked for three fast moving consumer goods companies like Stella Artois and Vandemoortele. He was for 7 years managing director of one of the leading Dutch, multi-facility cold store groups (5 facilities and 350,000 m³) and managed the transition into an international logistic services provider.

Then he became a consultant to the refrigerated warehousing and distribution industry serving logistics entrepreneurs in Western/Central Europe, the Middle East, etc. He also served 20 years, on a part-time base, the Global Cold Chain Alliance (IARW-WFLO) and the European Cold Storage & Logistics Association as the European Director. He organized cold chain conferences, coordinated benchmarking studies and did projects in many countries in Europe, Africa and Asia.

With his extensive experience and expertise on cold store and refrigerated warehouse management, he provides best practices and benchmarks on all management issues and assists in the development of feasibility studies and business plans. He has audited many temperature controlled logistics operations and was involved in concept development and design of cold stores and warehouses. With his partners in ColdstoreExpertiseCenter.com he has been involved in design, engineering and construction management of over 100 projects and in many consultancy assignments.

The unique knowledge and insight of Van Sambeek in the European cold store and refrigerated warehouse industry and his huge network both with cold store owners/operators as well as vendors and specialized organizations, puts him in a perfect position to advise on mergers and acquisitions and to guide stakeholders to achieve attractive revenues and returns.

Employment Record

1995 to date	Entrepreneur/Independent consultant Company: Van Sambeek Management Services Trade name: ColdstoreExpertiseCenter.com
1987 – 1994	Division Director Cold Stores & Distribution Beemsterboer Coldstore Services B.V./Amsterdam
1984 – 1987	International Marketing and Sales Manager Saturn Petfood B.V./Hattem
1974 -1984	Product Group Manager, Bakery Division N.V. Vandemoortele/Oudenbosch
1971 -1974	Sales Manager Stella Artois Holland/Valkenswaard-Tilburg

Relevant Experience (brief summary of examples of personal experience and executed projects)

Emerging Market Economics/Vietnam

Member of the international team to produce a market research study and bankable feasibility study for a cold storage facility in Ho Chi Minh City including the review of the current design, program of demands, productivity calculations, project investment costs and the draft business plan.

International Association of Refrigerated Warehouses/China

Market- and feasibility study in Shanghai and Beijing for establishment of Chinese office for this international group of associations in the field of refrigerated warehousing, transportation, distribution and construction for perishable food products.

Macromex/Romania

Energy efficiency analysis of their central Bucharest D.C. of this leading Romanian distributor of frozen food which included relevant saving and efficiency aspects of the refrigeration system and control equipment. Recommendations on material handling, internal routing and dock management.

Harbour Cold Stores/Jamaica

At request of the holding company, developed a concept and presented a pre-design study based on current situation in the Port of Kingston and on expected developments for the next 5-10 years with growth in containerized cargo. Designed a cold store with 9,010 pallet positions in 11 cold rooms.

Nova Natie Cold Store/Belgium

This family owned company, a major logistics player in the Port of Antwerp, had the desire to also go into temperature-controlled logistics. Concept development and Pre-design included refrigerated and freezing rooms for 11.200 pallets in 3 large and 3 smaller rooms for quick transfer of fruits.

AI Rai Logistica/Kuwait

Market analyses at the request of investment company Mabanee, plus concept development including pre-design for a distribution-oriented public refrigerated warehouse with 20.500 pallet positions. Supervise the design and tendering process; hire specialists for construction management.

World Food Logistics Organization/South African countries.

Member of the Southern Africa Assessment Mission team on Cold Chain & Association Building (PFID) in 5 S.A countries on meats, seafood and poultry. Reported on all links of the cold chain: manufacturers/processors, public and private cold stores, transportation and food retail.

International Association Refrigerated Warehouses/Ukraine & Moldova

Member of an international assessment team to determine the progress of a capacity-building project in Ukraine and Moldova as part of Food Safety projects and Association building departments of IFB related manufacturers/processors.

HenZON Logistiek-Veiling ZON/Netherlands

Strategic re-orientation of a major fruit and vegetable auction house in Venlo, resulting in a more market-oriented and decisive policy and a less bureaucratic approach. Also a complete reorganization of the auction's logistics department and ultimately a merger with a private, logistics entrepreneur.

Tiefkühlcenter Bocholt & Everswinkel/Germany

Management consultancy and interim and project management for two facilities with a total of 65,000 pallet positions. Emphasis on Human Resource Management, development of Marketing/Sales policy and structuralize the Operational policy by developing and shaping the logistics services.

Ficovan Holding/Belgium

Management support; sales of 40,000 pallet position public refrigerated warehouse and secondary distribution activities servicing leading food retailers and restaurant chains. Market analysis and successful matchmaking process.

Coldstar Cold Storage & Distribution/Belgium

Management consultancy and operational support for leading warehouse and secondary distribution operation, including restructuring of processes. After analysis of business processes, market position, services, financial results and staff, made recommendations and implemented reorganization.

Seaport of Amsterdam/Netherlands

On behalf of Ijmuiden port management, market analysis of possible future product flows of perishable produce to/from the port and of potential cold stores/refrigerated warehouse with the willingness to invest in the port area with the goal to strengthen the port's infrastructure make it more attractive for shipping lines.

EU funded project ICE-Plus.

Member of an international consortium of 10 organizations and companies for this 3-years project on energy efficiency and energy saving in cold stores. Responsible for benchmarking study among cold store operators and communication of the recommended energy efficiency measurements.

Tbilisi Logistics Park/Georgia.

Conceptual design of distribution center including chilled and frozen foods cold storage. Market analysis, set up business plan and management support.

Abalkhail Consulting Engineers/Saudi-Arabia.

Conceptual design of multi-client and multi-temperature cold store. Assistance in material handling system selection, tendering process of refrigeration equipment and some engineering support.

ICE Solutions/Hungary

Cold store assessment, analysis and report plus recommendations on behalf of management team. Conceptual design, architecture, engineering and tendering of multi-client expansion (10.000 pallets)

Partner Logistics/Netherlands.

Sparring partner to the management team for strategic planning on behalf of this international, automated, high-bay cold store company with five facilities and 500.000 pallet positions.

European Cold Storage & Logistics Association/Belgium.

As managing director P&L responsible. Office in Brussels. Membership development, information and communication, lobbying, marketing of industry, training and education activities, facility tours, working groups, benchmarking studies, international conferences, etc

MHC - Arcadis - APMT /Peru.

Preliminary design of cold store at Callao port (6.500 pallet positions) as part of port development master-plan. Fact finding, concept development and presentation of several practical options.

Agro Merchants Group/Europe.

Since 2013, Agro Merchants, along with its financial partner Oak Tree Capital Management, is putting together a global network of family owned cold stores. Support of acquisition activities in several European countries by research, market analysis, drafting long and short list, pre-selection cold store visits followed by recommendations. Also conceptual design of several green-field projects and feasibility studies.