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De Putter & Co

Management Solutions

Q3 2017

Acquisitions in transport and logistics are on the rise

Recently, the number of mergers and acquisitions within the sector has strongly increased. We notice several major differences with previous years. Before, it were mainly private equity funds who wanted to realize a lucrative exit at short notice. Today, it are mainly transport and logistics companies with a clear strategic vision, who are looking for development in a certain region, an additional niche or specialization, and this with long-term objectives.

Another significant difference: the objects of acquisition don't have to be 'asset-light' anymore, they can have an appropriate infrastructure and/or fleet.

Other elements that confirm these trends are the historically low interest rates and labour market scarcity e.g. the growing deficit in drivers and the need for specialized employees in transport, forwarding and supply chain.

We are always at your disposal for any further information regarding mergers and acquisitions.

www.deputter.co

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MAN Truck & Bus obtains ISO 9001 certificate according to the new standard



MAN Truck & Bus (MTB), located in Kobbegem, is the Belgian importer of MAN trucks, buses and coaches. Since many years, innovation, reliability, dynamism, openness and customer focus are the core values. Therefore, the organization chose to upgrade the management system to the renewed requirements of ISO 9001:2015. In close cooperation with the consultants of De Putter & Co they added an important strategic chapter to the existing quality management system: the implementation of risk based thinking with attention to the most important core processes, the interaction with the environment in general and with the customers in particular. In addition, they created a framework for continuous optimization to the satisfaction of all stakeholders.

In preparation for the certification audit, the consultants of De Putter & Co conducted a profound internal audit with attention to the core processes, order & tidiness and quality. Then they proposed improvement opportunities.

Meanwhile MTB and their 5 subsidiaries renewed the ISO certificate and De Putter & Co started with the assistance to the independent MAN sales and service partners.

Customer: *MAN Truck & Bus*
www.man.eu

New COO for Gilbert De Clercq

Over the past decades, Gilbert De Clercq has become a full-fledged integrated logistics innovator with a team of 325 employees, 300 trucks and more than 80.000 m² of logistics storage space. With 4 strategically located sites in Belgium the company provides integrated solutions to meet their client's logistics needs.



In order to optimize their operational services, De Putter & Co recruited an experienced Chief Operations Officer. Chris Danys is responsible for the daily operations of the transport activities.

Customer: *Gilbert De Clercq*
www.gilbertdeclercq.com

Tanktransport Deckers focuses on quality and security



J. Deckers & Zoon, located in Brecht, provides transport of dangerous goods for the chemical industry.

For many years, the company has been a benchmark in the field of safety and punctual service.

The company appealed to the consultants of de Putter & Co for the realization of a quality management system. They also developed a tailor-made Driver's Manual for J. Deckers & Zoon. With this practical guide the drivers are very well informed and they are able to react adequately to all circumstances.

All these efforts were recently confirmed by the ISO 9001 quality label and now we are checking the compliance of the operations with the SQAS requirements in order to be 'best in class'.

Customer: *J. Deckers & Zoon*

BE-Trans is committed to chemical logistics

BE-Trans / BE-Logistics is a young and dynamic transport company with 170 trucks and 350 trailers. They provide container transport between the ports of Antwerp, Zeebrugge, Rotterdam, Marseille and Le Havre and from the inland terminals to destinations all over Europe. With the storage and transhipment of 20' to 45' containers and the bulking of chemicals in their brand new warehouse of 10.000 m² in Geel they offer their clients integrated logistics services.

They called on the expertise of De Putter & Co in their search for a Business Development Manager Chemicals for the development of their logistics activities in the chemical industry. Werner Bogaert, who has years of experience in logistics, is the right man for the job.

Customer: *BE-Trans / BE-Logistics*
www.be-trans.be



Agenda

- De Putter & Co is once again present at **Transport & Logistics** from 17 till 19 **October** in **Antwerp expo, stand 4.014**.
www.transport-logistics.be

Elite Paloumé appoints a Managing Director Europe

Since its founding in 1991, Elite has developed from a conventional freight forwarder into a leading specialist logistics provider offering a wide range of value added services. The European headquarters of this global player are located in Antwerp and are known by the name of Elite Paloumé Forwarders. They appealed to the expertise of De Putter & Co for the recruitment of a Managing Director Europe.

For this job, they hired someone with rich international management experience in ocean freight.



They also recruited a Teamleader Export with extensive experience within forwarding. He leads a team of 15 employees.

Customer: *Elite Paloumé*
www.elitelogistics.eu

Kintrans renews its commitment to quality and environment



Kintrans is centrally located in the port of Ghent. They are specialized in the transportation of private cars between the

Belgian ports and they also take care of the private cars' distribution throughout Belgium, France, Luxembourg and Switzerland.

De Putter & Co assisted Kintrans in the conversion of the existing ISO 9001 and 14001 system to the new standards version 2015. By implementing our Business Risk Assessment Tool we performed a profound context and risk analysis and identified the requirements of all stakeholders. By managing this vital information, Kintrans can even more quickly respond to the quality aspects and environmental performances specific to the transport of cars.

Customer: *Kintrans*
www.kintrans.be