

SINCE
1989

COMPANY PROFILE

THE MISSION

AREAS OF
EXPERTISE

SERVICE
OFFERINGS

CUSTOMER
BASE



ZELCO was founded with one core mission
to assist companies in improving
their **Customer Services** and
overall productivity through the
optimal use of **Integrated Logistics**.

OPTIMISE YOUR LOGISTIC PROCESSES

CO-MANAGEMENT

CONSULTING

TRAINING

AUDIT



WWW.ZELCO.BE

OUR MISSION

The ZELCO team consists of multi-lingual consultants with extensive management experience. This managerial background, combined with our company experience, allows us to quickly isolate your key business needs.

Furthermore, we place particular emphasis on facilitating communication across all levels of an organization.

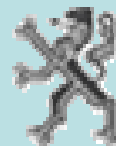
ZELCO believes all solutions must be based on a full understanding of your **business** and its **corporate culture**. This implies promoting cooperation and instilling confidence between all the various players within an organization, This ensures that the valuable, internal know-how can be fully applied towards improving core competencies.

In short, ZELCO assists companies in achieving efficient, productive, and flexible organizational structures by implementing customized systems and procedures. This structure allows you to respond quickly and effectively to the ever changing market environment. ZELCO not only provides the required solutions but can also co-manage any re-structuring processes.

Alfons Van Zele is the founder and managing director of ZELCO. He holds a degree in Business Engineering from the University of Louvain **KUL** and pursued several Master's Degrees at **Vlerick** School in Ghent and **Insead** in Fontainebleau. Following **20 years** of upper level **management experience**, mainly in the customer driven Retail sector, he created an international consulting company to share his experience in **INTEGRATED LOGISTICS** and in **CO-MANAGEMENT**. He has also presided over the Logistics Committee within CIES and taught as a Professor at ICHEC in Brussels.



**SPECIALISTS IN
INTEGRATED LOGISTICS**

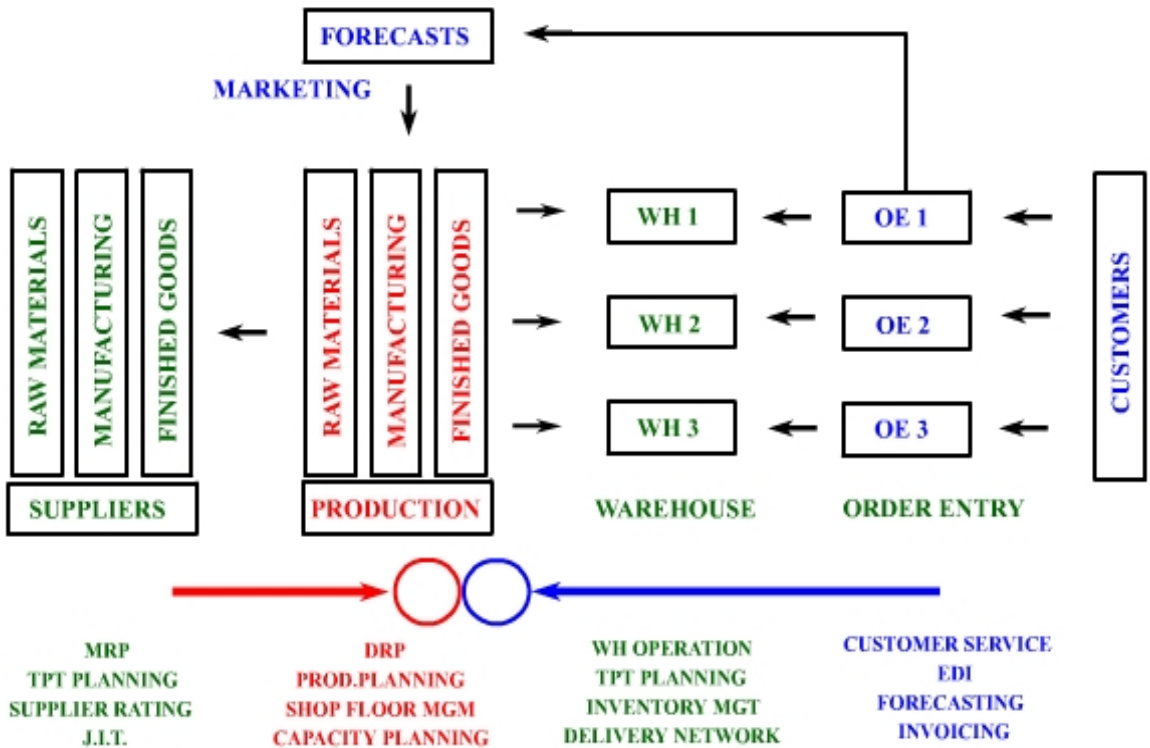


AREA I

INTEGRATED LOGISTICS

INTEGRATED LOGISTICS is a reflection of the CUSTOMER THINKING philosophy and is aimed at optimizing the total logistics chain from the supply of raw materials to the delivery of goods to the customer

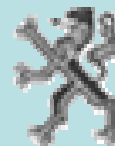
MANUFACTURING



The objective is not to focus efforts on a small subsystem, thereby distorting relations with the remainder of the network. Our focus is to streamline the organization as a whole. This includes defining individual responsibilities in such a way as to guarantee complete Customer Satisfaction while achieving cost efficiency.

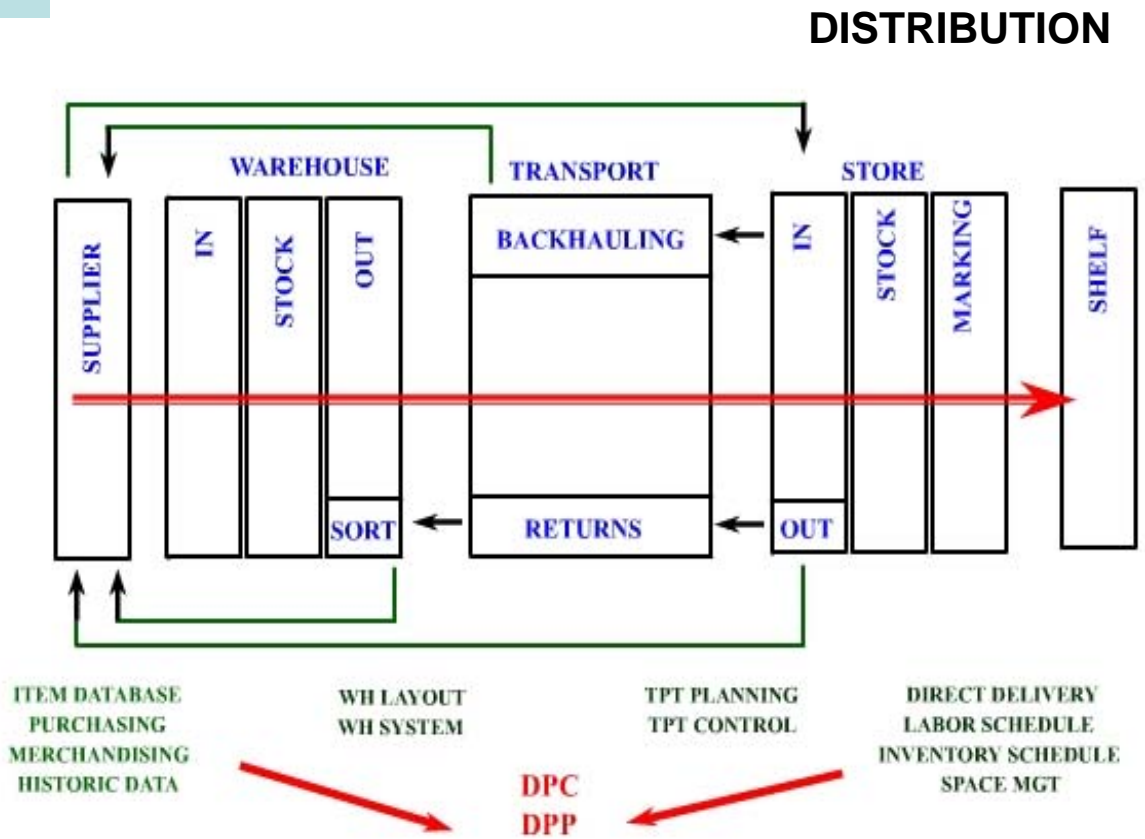


**SPECIALISTS IN
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THREE MAIN AREAS OF EXPERTISE

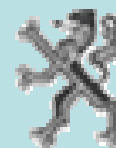
A clear, goal-oriented vision and a symmetry between the various elements within the logistics chain act as the cornerstones to the future success of the company.



The primary objective is to promote optimal communication between all the members within an organization as well as across the various levels. A well-balanced and productive logistics operation acts to support the realization of this vision.



**SPECIALISTS IN
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ZELCO has identified two distinct phases when implementing INTEGRATED LOGISTICS.

Phase 1 involves defining a **common VISION** and developing a specific **Logistic Concept**. This concept serves to provide clear solutions to *optimizing*:

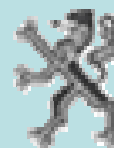
- the definition of customer service responsibilities
- Production Planning, Inventory levels and Distribution Networks
- the selection of integrated computer systems and the monitoring of operational and financial performance

Phase 2 must establish a form of **Co-management** to ensure the concept is introduced throughout the company and to gradually familiarize everyone with the corporate culture and vision.

ZELCO has a **proven track record** in the successful implementation of this Integrated Logistics vision in **DISTRIBUTION** and **PRODUCTION**. We have had the opportunity to work together with several companies in both the **Food** and **Non Food** categories as well as a myriad of **MANUFACTURING, PROCESSING** and **ASSEMBLY** companies throughout Europe.



SPECIALISTS IN
INTEGRATED LOGISTICS



AREA 2

OPERATIONAL MANAGEMENT AND TRAINING

Over the years, ZELCO has developed a strong expertise in the following areas:

1. OPERATIONAL LOGISTICS SOLUTIONS.

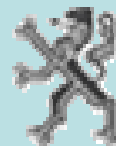
- Customer service benchmarking
- Inventory control for stores and warehouses
- Design and optimization of the warehouse operation in conventional and highly mechanized warehousing systems
- Optimization of transport and distribution networks
- Implementation of a D R P philosophy
- Production planning and scheduling
- Document flow analysis and decision support systems
- Selection and implementation of data processing solutions

2. OPERATIONAL AUDITING AND IDENTIFICATION OF IMPROVEMENT PROGRAMS

- Performance and Strategy audit of the organization
- Performance audit of the logistics function
- Operational audit of the data processing function



**SPECIALISTS IN
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3. TRAINING AND EDUCATION.

- Integrated logistics workshop
- Inventory management workshop
- Production planning workshop
- Warehouse layout and organization workshop
- Physical distribution and transportation workshop
- Change management workshop
- Basic Retail Management workshop

AREA 3

CO-MANAGEMENT

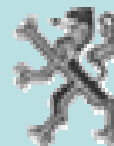
Co-management is a **critical success factor** in the implementation of a customer-oriented solution.

ZELCO has learned that a successful **change** management process must be led **by experienced managers** whose key goals are to articulate a common vision, to support the willingness for change and to act as a guide towards the final solution.

The main objective of Co-management is to **assist the existing management team** in realizing this **transition process**. This includes working together to avoid road blocks and striking a delicate balance between carrying out the responsibilities of the individual while optimizing global cooperation.



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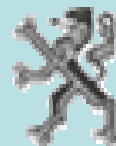


THE ZELCO SERVICE OFFERING

SERVICE OFFERING



**SPECIALISTS IN
INTEGRATED LOGISTICS**



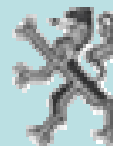
ZELCO CUSTOMER OVERVIEW

Zelco has shared its consulting and training expertise in integrated logistics with numerous companies, across several categories.

AHLERS, ALPHA REPARTITION, AMELIOR, ARCH CHEMICALS, ATLAS COPCO AIRTEC, ATLAS COPCO ASC, ATLAS COPCO CHINA, ATLAS COPCO INDUSTRIAL, ATLAS COPCO OIL FREE, ATLAS COPCO PORTABLE AIR, AVA PAPIERWAREN, BATA, BM EUROPE, BMT, BMTC(Czech), BRACHOT- HERMANT, BREVA, BRICO EUROPE, CASINO (France), CASTROL / BP, CEVORA, CHICAGO METALLIC, CHRISTIAN SALVESEN, CKZ, CLICKS (South Africa), COCA COLA BELGIUM, COLRUYT, DBS, DELFOOD, DHL, DISTRIREST, DT LOGISTIC(Romania), EXPO 92 (Spain), FABRIMETAL, FARDEM BELGIUM, FORD BELGIUM, FRANKE, FUN, FUNINVEST, GAMESA (Spain), GIB GROUP, HARODARFEUILLE (France), HAVENBEDRIJF ANTWERPEN, HEINZ EUROPE, HERTEX, HESSENATIE, INTERBREW, IPV, KATOENNATIE, KOVINOTEHNA (Slovenie), LANXESS, LOGIS, MEXT, MONOPRIX (France), MOORKENS, MCD – MITSUBISHI, MSH, NEDLOYD ROCQUE (Spain), NIKE, NOVAVEG, OXFAM, WERELDWINKELS, PERM. WERKGROEP LIMBURG, PROV.HOGE SCHOOL LIMBURG, RANDSTAD INTERLABOR, RIGOLE, RIVERWOODS, ROGERS – INDUFLEX, ROGERS – MEKTRON, SARA LEE KNITTING PRODUCTS, SCHENKER-BTL, SIEMENS, SKF, SONOCO CONS. PRODUCTS, SPAR (South-Africa), SWEDISH MATCH, T N T, TER BEKE, TMVW, TRAFIC, TRELLEBORG WHEEL SYSTEMS, TVH, TYCO, RAYCHEM, UDD-FIM (France), UNIPRO, UZ LEUVEN, VAN OPSTAL, VIEW INTERIM, VKW, V-LUX, WATTEEUW, WCSS (USA), XIRCOM EUROPE

Take advantage of our extensive, hands-on knowledge and international experience.

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COMPANY PROFILE



ZELCO

LOGISTICS & CO-MANAGEMENT

Weststraat 119 – 9950 WAARSCHOOT - BELGIUM

Tel. 32(0)9.377.47.31

Fax. 32(0)9.378.23.65

Email: Zelco@Zelco.be

Contact: Nicole Standaert

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