

ColdstoreExpertiseCenter.com – Theo van Sambeek

a) Description of ColdstoreExpertiseCenter.com

ColdstoreExpertiseCenter.com is a network cooperation between more than 20 specialists initiated by Van Sambeek. Most of them are independently operating consultants, engineers, scientists or specialists. The alliance was established in the spring of 2006. The group specialises in cold storage of food products and provides a range of services associated with cold store management and operations including concept development, design, business plan, optimisation and energy efficiency.



Through the many consultancy projects and the relationship with both IARW (International Association of Refrigerated Warehouses) and ECSLA (European Cold Storage and Logistics Association), the group is familiar with many of the large and professional refrigerated storage facilities throughout the EU. ColdstoreExpertiseCenter.com has a unique knowledge and insight in the European cold store and refrigerated warehouse industry and supplies consultancy services to numerous end users.

b) Relevant experience of Theo van Sambeek

Theo van Sambeek is an expert on (3PL) Cold Store Management & Operations and specialized in: Acquisitions, Mergers, JV's plus Conceptual Design of cold stores etc. 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 m³) and managed several expansions and the company's transition into an international logistic services provider.

In 1995, he started his work as consultant to the refrigerated warehousing and cold storage industry serving, besides logistic entrepreneurs in Europe and the Middle East, also the World Food Logistics Organization (WFLO) and the International Association of Refrigerated Warehouses (IARW) as their Director in Europe, on a part-time base. He organized cold chain conferences and seminars in countries like China, India, Netherlands, Germany, France, Greece, Morocco, Turkey, Malaysia and has contributed to the foundation of several national cold chain associations. Consultancy assignments have been carried out besides in Western Europe in Pakistan, Turkey, Malawi, South Africa, Kuwait, Oman, Saudi Arabia, Spain, Hungary, Morocco, Romania, Turkey, Romania, Poland, etc

When in 2010 the integration took place in Europe between the Global Cold Chain Alliance (IARW/WFLO) and the European Cold Storage and Logistics Association (ECSLA) Van Sambeek was appointed Managing Director of ECSLA on a part time base until January 1 2014.

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 centres in several countries.

Van Sambeek and his partners in ColdstoreExpertiseCenter.com have been involved in concept development, design, engineering and construction management of almost 100 projects. With his unique knowledge and insight in the European cold store industry and his huge network, he is well positioned to guide entrepreneurs to successful logistic business concepts and can play a role in acquisitions, mergers and setting up partnerships.