



Welcome



André Celis group

B2C aswel as B2B

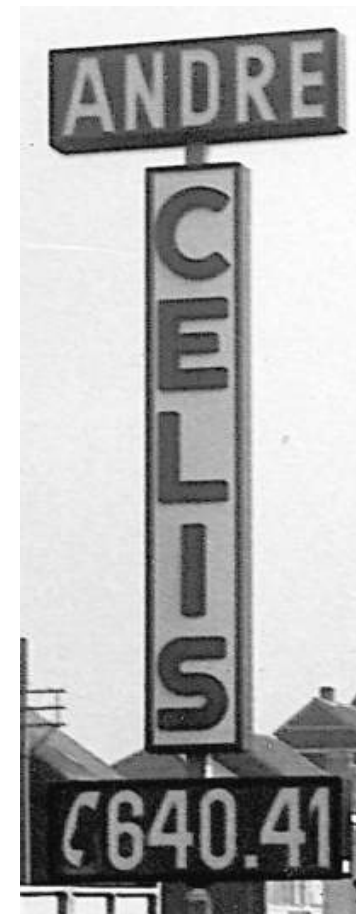




André Celis...

For more than 60 years a family owned business!









Goals of André Celis



Goals



What do we do?

Offering a large range of products.



To who do we sell?

... to a large range of mainly professional customers



How can we do that?

- Partnerships on the long term with marketleaders
- Offering products with a correct price-quality
- Giving a maximum service on different topics
 - **(Large) stocks**
 - Infrastructure – locations easy to reach
 - Having a performant logistic service
 - **Showrooms** with wel trained staff
 - Flexibility on all above topics



Service in danger because of mobility.

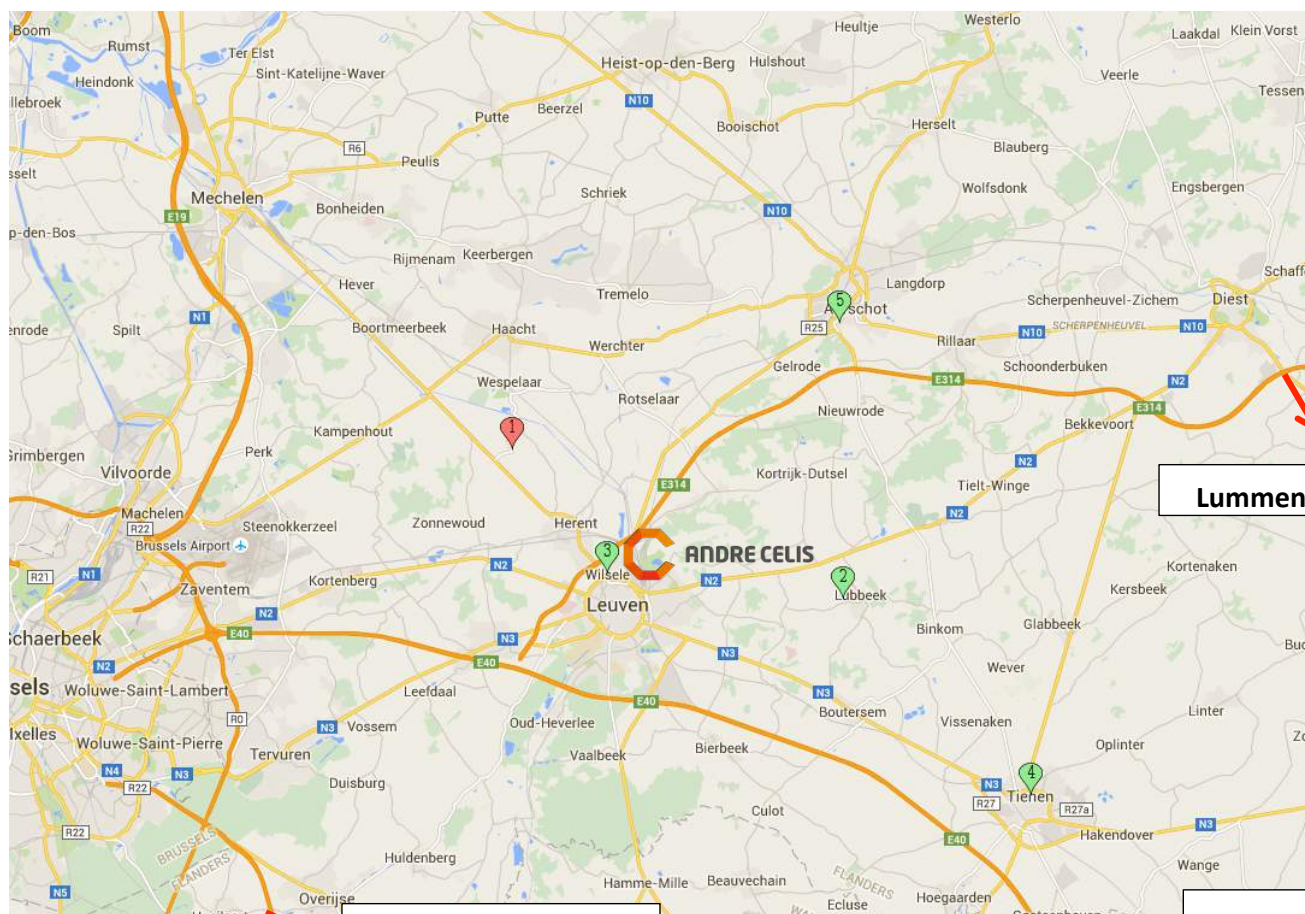


- 5 sites— in Vlaams-Brabant.



Regional salespoints.

Antwerpen



Lummen

Waver

Luik



Tildonk, 3150 Haacht, Belgium



3210 Lubbeek, Belgium



3012 Wilsele, Belgium



Tienen, Belgium



3200 Aarschot, Belgium

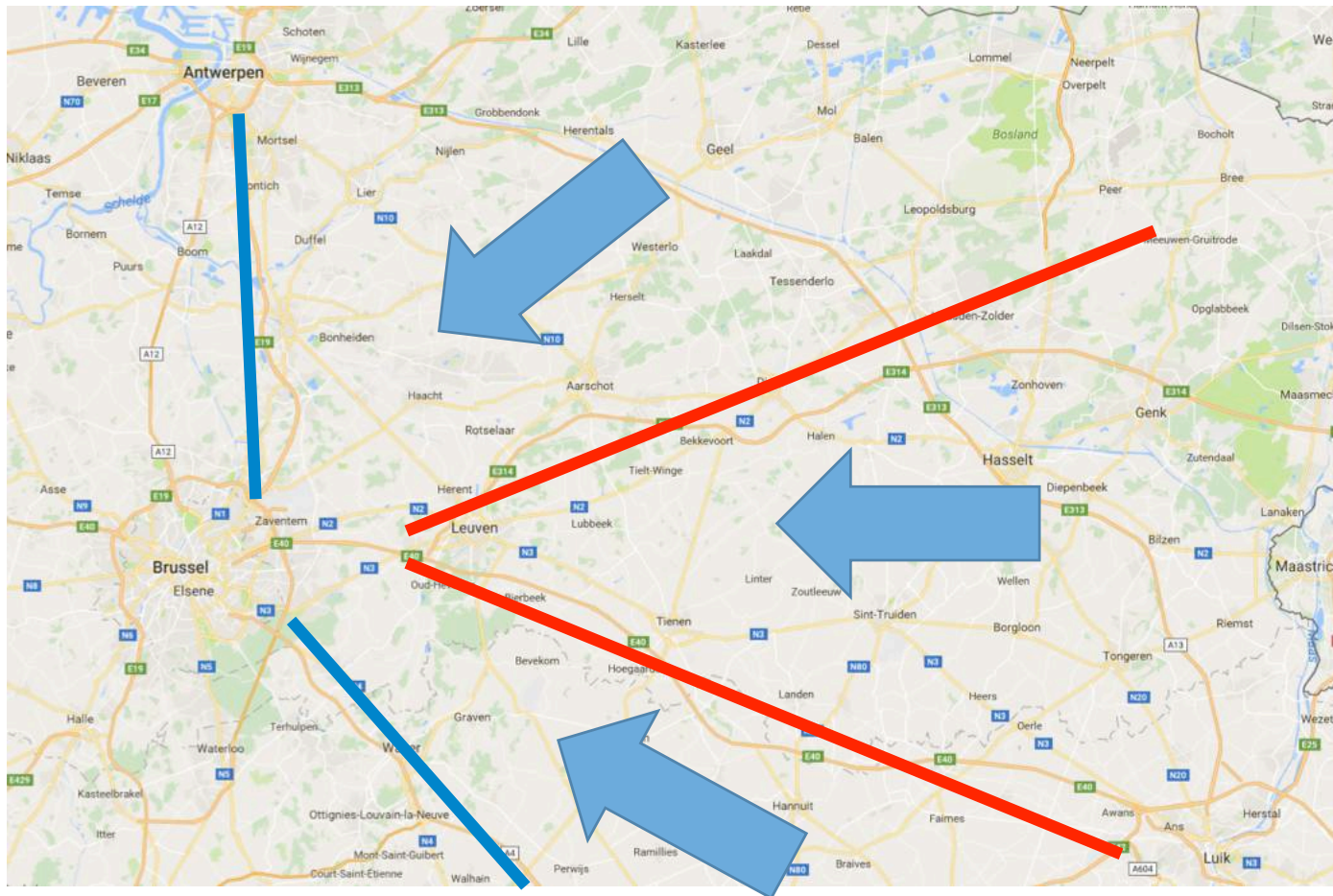
Service in danger because of mobility.

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- Funnel E19 – E314 – E40.



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- Funnel E314 – E40 >>> E19 – E411



Service in danger because of mobility.



- 5 sites– in Vlaams-Brabant.
- Funnel E19 – E314 – E40.
- + 40 trucks for distribution.
- Intake by trucks.
- Delivery first hours (starting at 6AM).
- Construction sites becoming smaller and smaller (3 to 4a).
- 1,3h a day with a speed less than 20 km/h (means standing in a traffic jam).
- Pedestrianisation of the cities.
- Canalisation to main roads.



Service in danger because of mobility.



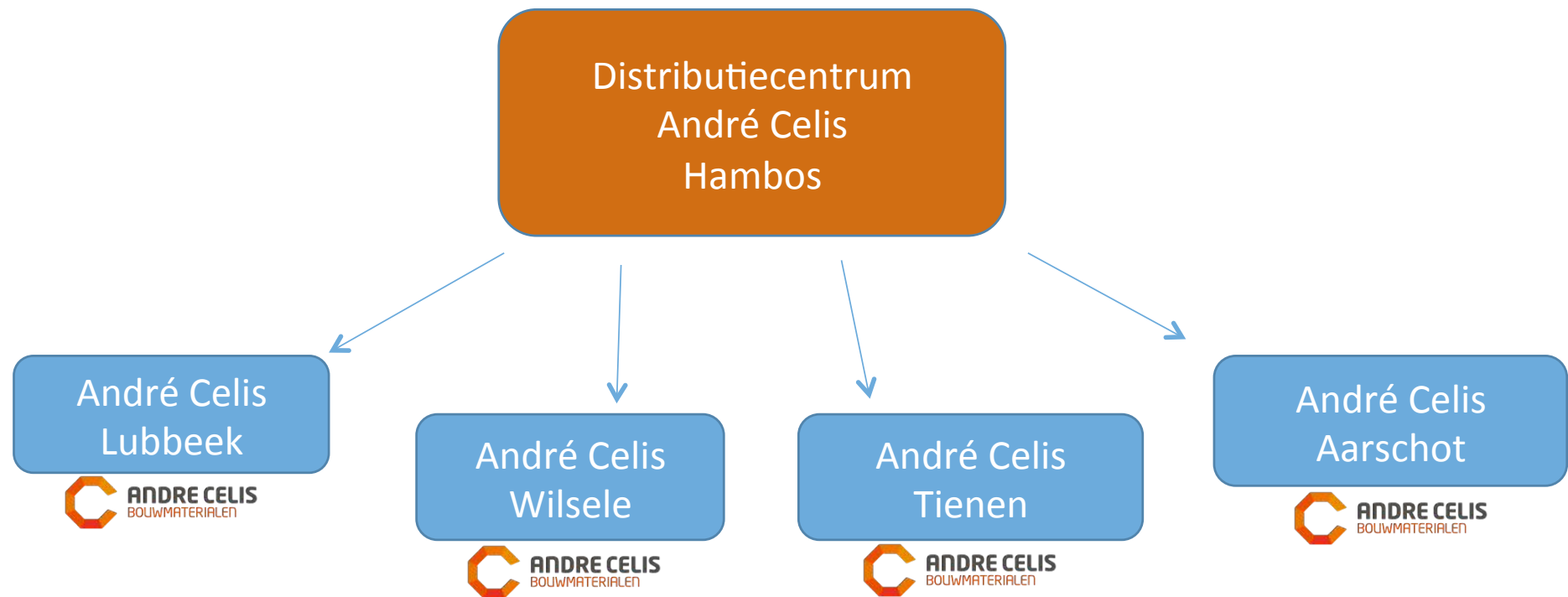
- Service is driven by our logistics:
 - IN = intake
 - All the building materials enter our site for later distribution
 - How: until 2011 – 100% by truck
 - OUT = delivery or take away
 - All the building materials are delivered by André Celis-trucks to the customers or will be transported to the different sales points (Lubbeek, Tienen, ...)
- Due to mobility we are experiencing big problems.

SOLUTIONS:

- **Boosting the taking away => opening more sales points close to our customers.**
- **Shifting from truck to waterways.**



Opening more sales points with a central depot.



Modal shift



Modal shift



Modal shift



Modal shift



Modal shift



Modal shift



- 2012:** already 17.000 tons packed building materials (850 transports)
- 2013:** further growth to > 22.000 tons (1100 transports)
- 2014:** 20.000 pallets (\approx 30.000 tons = 1500 transports)
- 2015:** 22.000 pallets
- 2016:** +/-23.000 pallets



Difficulties of our modal shift.

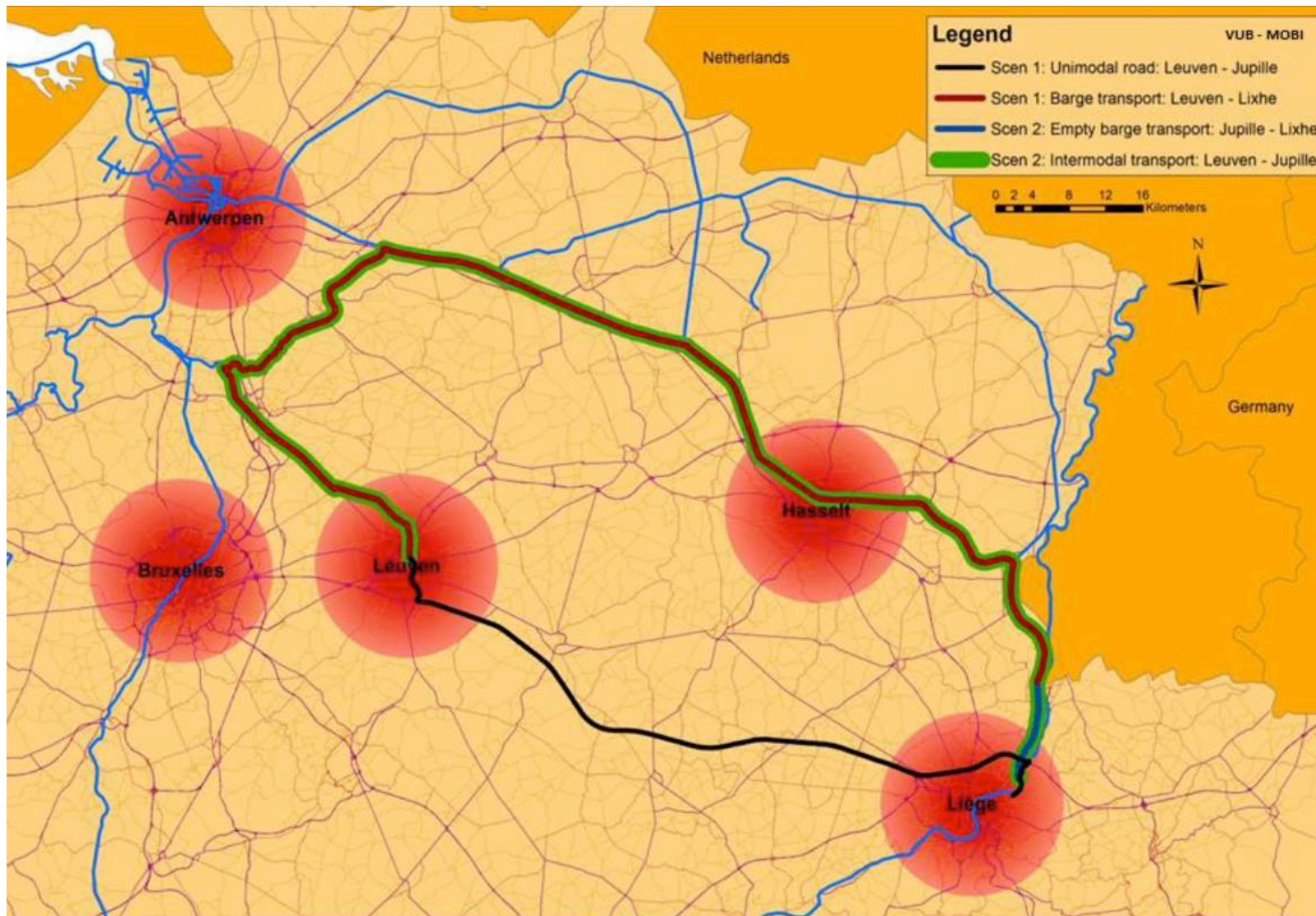


Chart: Paper AC-ABI K. Macharis and her team.



Co-project with AB-InBev



- Together solving too high transportcosts.
 - Making this transport profitable.
- Together starting a project with less CO₂-emisions
 - Study by Macharis en Co.
 - Emissions 20% less
 - CO2 less than 23%



Lean and Green award



Lean and Green award



Klimaatneutraal @KlimaatProvVlBr · 18 min.

Minder CO2-uitstoot op het traject Leuven-Jupille dankzij #binnenvaart
tinyurl.com/mqu73k2 @AndreCelisNV @inbev



← ↻ 1 ★ 2 ...

Foto weergeven





Bedankt



