



...we care about your success!



# Management Consulting & Interim Management



...we care about your success!

## Mission

**TO BE THE PREMIUM PROVIDER OF**

**Management Consulting  
Personnel Placements  
M&A Assignments**

to our Freight Forwarding and Logistics Customers through the utilization of our global network of highly experienced, resourceful Partners and Associates

Our unique and personal focus allows us to provide maximum benefit to

**EACH CLIENT, EVERY TIME**



## Personnel and Management Consulting

- **Specializing in Freight Forwarding, Shipping, Transportation & Logistics**
- **Established in 2000**  
All active partners are multi-lingual and have many years of experience as top executives in the above mentioned industry sectors
- **Core Competencies**
  - Recruitment of executives and specialists
  - Management and strategic consulting
  - Organizing mergers and acquisitions
- **adi own network in Africa, Asia/ Pacific Region, Europe, North America, South America**
- **Our global network is represented in 26 countries with over €12 Mio. turnover**



## Supplemental Information

**26 Countries - 43 Offices – 58 Partners**

Austria  
Brazil  
Canada  
Chile  
Colombia  
Czech Republic  
Finland  
France  
Germany  
Holland  
Hong Kong  
India  
Italy



Japan  
Korea  
New Zealand  
Russia  
South Africa  
Spain  
Sweden  
Switzerland  
Thailand  
Turkey  
UAE  
United Kingdom  
USA

**Serving now 100 countries for your requirements**



## Services



### **Personnel Consulting**

Sourcing and pre-selecting of Executives and Specialists, Personnel development, career planning, and training



### **Interim Management**

Temporary management assignments around the globe



### **Strategy, Project, and Management Consulting**

Ensuring our customers' competitive edge



### **Acquisitions, Mergers, Joint Ventures, Alliances**

We support our customers' efforts as their partner



...we care about your success!

## Management Consulting

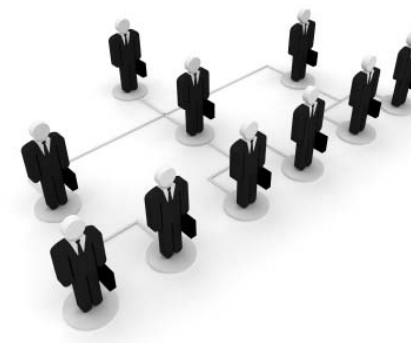
***Our clients enjoy the benefits of our extensive worldwide logistics services industry experience and our practical hands-on approach which can cover all or any segment of the following:***

- **Analysis, Strategy and Organization**
- **Marketing and Product Development**
- **Freight Forwarding and Logistics**



## Management Consulting - Analysis, Strategy and Organization

- Analysis and Design of Business and Product Strategy
- Evaluation and Alignment of Organizational Structures
- Development and Implementation of Processes for Aligning the Product Offering with global and local Customers & Market Requirements
- Analysis, Evaluation and Improvement of Productivity and Efficiency
- Evaluation, Recommendation and Formation of Strategic Alliances
- Management of Projects
- Conduct S.W.O.T. Analysis
- Review of Existing IT Systems and Strategies





## Management Consulting – Marketing and Product Development

**Local and Global Market Analysis and Strategies**

**Product Development ( Design, Positioning, and Implementation )**

**Profitability Analysis and Controlling**





## Management Consulting – Forwarding and Logistics

- Preparation and Administration of RFQs
- Sales Training
- Design and Implementation of Management Systems
- Supply Chain Management





## Services



### **Personnel Consulting**

Sourcing and pre-selecting of Executives and Specialists, Personnel development, career planning, and training



### **Interim Management**

Temporary management assignments around the globe



### **Strategy, Project, and Management Consulting**

Ensuring our customers' competitive edge



### **Acquisitions, Mergers, Joint Ventures, Alliances**

We support our customers' efforts as their partner



## Interim Management

### **Missing a Key Performer?**

A temporary measure allowing our customers to bridge gaps while looking for the best possible permanent solution

### **Lack of Resources or Knowledge for a Project?**

Specialists, Experts, or Project Managers are engaged for a limited period of time and only as needed

### **Turnaround required?**

An experienced Turnaround Manager can allow the company to find new ways and opportunities for future success



## Our Competencies

- ➔ **Manageable, well structured, flexible, and powerful global organization**
- ➔ **Top notch industry competency with detailed knowledge about the various markets and their specific requirements**
- ➔ **Unique personal connections and network throughout the world of logistics**
- ➔ **Proven track record in the field of personnel consulting**
- ➔ **Personally identifying with our clients' issues and challenges**

**“YOUR PROBLEM IS OUR PROBLEM”**



## Client Benefits

- ➔ **Highly efficient and sound business relations**
- ➔ **Optimum Cost/ Benefit Ratio**
- ➔ **Pragmatic, realistic, and practical solutions**
- ➔ **High rate of success with quick result**
- ➔ **Implementation support**
- ➔ **Flexible and competent expansion of HR capacities at mostly variable cost**
- ➔ **More than just personnel placements**



...we care about your success!

## Principle Partners

**Helmut Berchtold** 


**22 Years  
Industry Experience**

**Last Position: CIO  
Schenker USA**

**Klaus D. Geissler** 

**32 Years  
Industry Experience**

















**Last Position: EVP Air  
Freight Schenker HQ**

**Jochen Smoktun** 

















**34 Years  
Industry Experience**

**Last Position: SVP Air  
Freight Schenker  
Germany**














## YOUR OFFICE - LOCAL AND WORLDWIDE [www.adiconsult.com](http://www.adiconsult.com)

<p><b>AUSTRIA – Vienna</b> </p> <p><b>Andreas Kmen</b>            adi Consult Austria            Phone: +43 (664) 434 1993  <a href="mailto:Andreas.Kmen@adiConsult.com">Andreas.Kmen@adiConsult.com</a></p>	<p><b>BRAZIL – Sao Paulo</b> </p> <p><b>Joachim Kohl</b>            Phone: +55 (11) 3744 7570            Mobile: +55 (11) 7570 9296  <a href="mailto:Joachim.Kohl@adiConsultBR.com">Joachim.Kohl@adiConsultBR.com</a></p>	<p><b>CANADA – Toronto</b> </p> <p><b>Joerg Hess</b>            adi Management Consult Inc.            Phone: +1 (647) 505-1146  <a href="mailto:Joerg.Hess@adiConsultCA.com">Joerg.Hess@adiConsultCA.com</a></p>	<p><b>CHILE – Santiago de Chile</b> </p> <p><b>Jean-Paul Bonnet</b>            adi Consultora Ltda.            Phone: +56 (2) 953 6880            Fax: +56 (2) 953 6881  <a href="mailto:Info@adiConsultora.cl">Info@adiConsultora.cl</a></p>
<p><b>COLOMBIA - Bogota</b> </p> <p><b>Ernest Matzalik</b>            adi Consult            c/o Movinest SenC            Phone: +57 (1) 6290377            Mobile : +57 (317) 431 8804  <a href="mailto:Ernest.Matzalik@adiConsultCO.com">Ernest.Matzalik@adiConsultCO.com</a></p>	<p><b>CZECH REPUBLIC - Prague</b> </p> <p><b>Ilona Neff</b>            adi Consult Czech Republic            c/o sfm consult, s.r.o.            Phone: +420 (602) 617 184  <a href="mailto:Ilona.Neff@adiConsult.com">Ilona.Neff@adiConsult.com</a></p>	<p><b>FINLAND - Helsinki</b> </p> <p><b>Leena Steidle</b>  <b>Anna-Maija Tavas</b>            adi Consult            c/o SPEDEX OY            Mobile Leena +358-50-3804134            Mobile Anna-Maija +358-40-9006445  <a href="mailto:Leena.Steidle@Spedex.fi">Leena.Steidle@Spedex.fi</a>  <a href="mailto:Anna-Maija.Tavas@Spedex.fi">Anna-Maija.Tavas@Spedex.fi</a></p>	<p><b>FRANCE -Paris</b> </p> <p><b>Pierre Raynal</b>  <b>Cyrille Raynal</b>            adi Consult            c/o Turnpoint SA            Phone: +33 (1) 45 49 43 43            Fax: +33 (1) 45 49 43 60  <a href="mailto:Raynal.Cyrille@Turnpoint.fr">Raynal.Cyrille@Turnpoint.fr</a>  <a href="mailto:Raynal.Pierre@Turnpoint.fr">Raynal.Pierre@Turnpoint.fr</a></p>
<p><b>GERMANY - Bremen</b> </p> <p><b>Helmut Detken</b>            adi Consult GmbH            Phone: +49 (421) 257 6830            Mobile: +49 (151) 184 53845            Fax: +49 (421) 257 6831  <a href="mailto:Helmut.Detken@adiConsult.com">Helmut.Detken@adiConsult.com</a></p>	<p><b>GERMANY - Cologne</b> </p> <p><b>Dietrich W. Bloch</b>            adi Consult GmbH            Phone: +49 (2234) 948 091  <a href="mailto:Dietrich.Bloch@adiConsult.com">Dietrich.Bloch@adiConsult.com</a></p>	<p><b>GERMANY - Cologne</b> </p> <p><b>Stefan Winckelmann</b>            adi Consult GmbH            Phone: +49 (151) 5471 8208  <a href="mailto:Stefan.Winckelmann@adiConsult.com">Stefan.Winckelmann@adiConsult.com</a></p>	<p><b>GERMANY - Cologne</b> </p> <p><b>Siegfried Friedrich</b>            adi Consult GmbH            Phone:+49 (221) 169 5204            Mobile:+49 (174) 846 3704  <a href="mailto:Siegfried.Friedrich@adiConsult.com">Siegfried.Friedrich@adiConsult.com</a></p>
<p><b>GERMANY - Frankfurt</b> </p> <p><b>Klaus D. Geissler</b>  <b>Jochen Smoktun</b>  <b>Evelyn Annich</b>  <b>Anna Faster</b>            adi Consult GmbH            Phone. +49 (6107) 3015-0  <a href="mailto:Klaus.Geissler@adiConsult.com">Klaus.Geissler@adiConsult.com</a>  <a href="mailto:Jochen.Smoktun@adiConsult.com">Jochen.Smoktun@adiConsult.com</a>  <a href="mailto:Evelyn.Annich@adiConsult.com">Evelyn.Annich@adiConsult.com</a>  <a href="mailto:Anna.Faster@adiConsult.com">Anna.Faster@adiConsult.com</a></p>	<p><b>GERMANY - Frankfurt</b> </p> <p><b>Lothar Scherf</b>            adi Consult GmbH            c/o Hansen &amp; Heptner            Phone: +49 (6124) 72 63 31            Fax: +49 (6124) 72 76 186  <a href="mailto:LScherf@Hansen-Heptner.de">LScherf@Hansen-Heptner.de</a></p>	<p><b>GERMANY - Hamburg</b> </p> <p><b>Anke Reiter</b>  <b>Werner Pinnow</b>  <b>Maren Pinnow</b>            adi Consult GmbH            Phone. + 49 (40) 8797 229-0  <a href="mailto:Anke.Reiter@adiConsult.com">Anke.Reiter@adiConsult.com</a>  <a href="mailto:Werner.Pinnow@adiConsult.com">Werner.Pinnow@adiConsult.com</a>  <a href="mailto:Maren.Pinnow@adiConsult.com">Maren.Pinnow@adiConsult.com</a></p>	<p><b>GERMANY - Hamburg</b> </p> <p><b>Gerd Hansen</b>            adi Consult GmbH            c/o Hansen &amp; Heptner            Phone: +49 (40) 325 88 20            Fax: +49 (40) 325 88 29  <a href="mailto:GeHansen@Hansen-Heptner.de">GeHansen@Hansen-Heptner.de</a></p>

# YOUR OFFICE - LOCAL AND WORLDWIDE [www.adiconsult.com](http://www.adiconsult.com)

<p><b>GERMANY – Mülheim</b> </p> <p><a href="#">Klaus Kothmann</a> adi Consult GmbH Phone: +49 (208) 452 3101 Mobile: +49 (177) 306 1780 Fax: +49 (721) 151 200 848 <a href="mailto:Klaus.Kothmann@adiConsult.com">Klaus.Kothmann@adiConsult.com</a></p>	<p><b>GERMANY - Münster</b> </p> <p><a href="#">Georg Wackers</a> adi Consult GmbH Phone: +49 (0) 2532 956 92 39. Mobile: +49 (0) 172 825 33 36 Fax: +49 (0) 2532 963 734 <a href="mailto:Georg.Wackers@adiConsult.com">Georg.Wackers@adiConsult.com</a></p>	<p><b>GERMANY - Munich</b> </p> <p><a href="#">Peter Heptner</a> adi Consult GmbH c/o Hansen &amp; Heptner Phone:+49 (8134) 55 66 60 Fax: +49 (8134) 55 66 61 <a href="mailto:Peter.Heptner@Hansen-Heptner.de">Peter.Heptner@Hansen-Heptner.de</a></p>	<p><b>HOLLAND - Amsterdam</b> </p> <p><a href="#">Philip Turner</a> adi Consult Holland Phone:+31 (20) 404 3925 Fax: +31 (20) 404 3973 <a href="mailto:Philip.Turner@adiConsult.com">Philip.Turner@adiConsult.com</a></p>
<p><b>HOLLAND - Rotterdam</b> </p> <p><a href="#">Helene van den Berghe</a> adi Consult Holland c/o Leerschoon BV Phone: +31 (10) 294 0495 Fax: +31 (10) 294 0496 <a href="mailto:Info@Leerschoon.nl">Info@Leerschoon.nl</a></p>	<p><b>HONG KONG</b> </p> <p><a href="#">Jürgen John</a> <a href="#">Liana Sun</a> <a href="#">Andreas Becker</a> adi Consult Hong Kong Ltd. Phone: +852 (2115) 9628 Fax: +852 (2115) 9818 <a href="mailto:Info@adiConsultChina.com">Info@adiConsultChina.com</a></p>	<p><b>INDIA - Delhi</b> </p> <p><a href="#">Klaus Meier</a> adi Consult India c/o M &amp; V Services Pvt. Ltd. Phone: +91 (124) 434 2333 <a href="mailto:Klaus.Maier@adiConsult.com">Klaus.Maier@adiConsult.com</a></p>	<p><b>ITALY - Milano</b> </p> <p><a href="#">Romano Zanolli</a> <a href="#">Marco Zanolli</a> adi Consult Italia c/o Horizon s.r.l. Tel. +39 (049)8077533 Cell Marco: +39 (348) 2568502 Cell Romano +39 (348) 7815128 <a href="mailto:M.Zanolli@horizoncompany.it">M.Zanolli@horizoncompany.it</a></p>
<p><b>JAPAN – Tokyo</b> </p> <p><a href="#">Franz-Hermann Hirlinger</a> <a href="#">Markus Gfeller</a> adi Consult Japan c/o G&amp;S Japan KK. Tel: +81-3-6459-5477 <a href="mailto:Fh.Hirlinger@GS-Japan.jp">Fh.Hirlinger@GS-Japan.jp</a> <a href="mailto:M.Gfeller@GS-Japan.jp">M.Gfeller@GS-Japan.jp</a></p>	<p><b>REPUBLIC OF KOREA - Seoul</b> </p> <p><a href="#">Joachim Nowak</a> adi Consult Korea c/o Nowak &amp; Partner Phone: +82 (0)2 701 4707 Fax: +82 (0)2 701 4708 Mobile: +82 (0)1 1 9001 <a href="mailto:Nowak@Nowak.co.kr">Nowak@Nowak.co.kr</a></p>	<p><b>NEW ZEALAND - Auckland</b> </p> <p><a href="#">Reinhold Goeschl</a> adi Consult New Zealand Phone:+64 (9) 476 0994 Mobile:+64 (21) 88 5638 <a href="mailto:Reinhold.Goeschl@adiConsult.com">Reinhold.Goeschl@adiConsult.com</a></p>	<p><b>RUSSIA – Moscow</b> </p> <p><a href="#">Evgheny Brazhnikov</a> adi Consult Russia c/o INTERGEST Russia Phone: +7 (495) 605 32 04 Cell: + 7 (903) 508 04 32 <a href="mailto:evgheny.brazhnikov@intergest.com">evgheny.brazhnikov@intergest.com</a></p>
<p><b>SOUTH AFRICA - Johannesburg</b> </p> <p><a href="#">Karl-Heinz Balzer</a> adi Consult South Africa Phone: +27 (0) 11 784 5765 Mobile: +27 (0) 82 550 4929 Fax: +27 (0) 11 884 8167 <a href="mailto:Karl-Heinz.Balzer@adiConsult.com">Karl-Heinz.Balzer@adiConsult.com</a></p>	<p><b>SPAIN - Barcelona</b> </p> <p>adi Consult Espana</p> <p style="text-align: center;"><b>will be announced shortly</b></p>	<p><b>SPAIN - Madrid</b> </p> <p><a href="#">Ernst A. Patzer</a> adi Consult Espana Phone: +34 (91) 427 0550 Mobile: +34 (609) 099 019 <a href="mailto:Ernst.Patzer@adiConsult.com">Ernst.Patzer@adiConsult.com</a></p>	<p><b>SWEDEN – Gothenburg</b> </p> <p><a href="#">Lennart Björln</a> adi Consult Sweden c/o SPEDEY OY Mobile: +46-70-5264379 <a href="mailto:Lennart.Biorlin@telia.com">Lennart.Biorlin@telia.com</a></p>

## YOUR OFFICE - LOCAL AND WORLDWIDE [www.adiconsult.com](http://www.adiconsult.com)

<p><b>SWITZERLAND - Lugano</b> </p> <p><b>Norbert Raab</b>            adi Consult Representative Office            Phone:+41 (91) 970 1204            Mobile:+41 (79) 370 1400  <a href="mailto:Norbert.Raab@adiConsult.com">Norbert.Raab@adiConsult.com</a></p>	<p><b>THAILAND - Bangkok</b> </p> <p><b>Elmar Lins</b>            adi Consult Representative            Office South East Asia            Phone:+66 (2) 260 3837            Mobile:+66 (8) 604 79715  <a href="mailto:Elmar.Lins@adiConsult.com">Elmar.Lins@adiConsult.com</a></p>	<p><b>TURKEY - Istanbul</b> </p> <p><b>Wolfgang Wanja</b>  <b>Nesrin Benli</b>            adi Consult Turkey            c/o GLS Consulting            Phone: +90 (212) 465 3330            Fax: +90 (212) 465 3302  <a href="mailto:Wolfgang.Wanja@adiConsult.com">Wolfgang.Wanja@adiConsult.com</a>  <a href="mailto:Nesrin.Benli@adiConsult.com">Nesrin.Benli@adiConsult.com</a></p>	<p><b>UAE - Dubai</b> </p> <p><b>Adel Adamo</b>            adi Consult FZC            Phone:+971 (50) 283 3688  <a href="mailto:Adel.Adamo@adiConsult.com">Adel.Adamo@adiConsult.com</a></p>
<p><b>UNITED KINGDOM - London</b> </p> <p><b>Gerry Burgin</b>            adi Consult UK Ltd.            Phone:+44 (208) 941-3639            Fax: +44 (208) 979-5552  <a href="mailto:Gerry.Burgin@adiConsult.com">Gerry.Burgin@adiConsult.com</a></p>	<p><b>UNITED KINGDOM - London</b> </p> <p><b>Chas Dowton</b>  <b>Simon Ward</b>            adi Consult UK Ltd.            c/o First Choice UK Ltd.            Phone:+44 (0) 1784-421234            Fax: +44 (0) 1784-421761  <a href="mailto:Chas.Dowton@adiConsult.com">Chas.Dowton@adiConsult.com</a>  <a href="mailto:Simon.Ward@adiConsult.com">Simon.Ward@adiConsult.com</a></p>	<p><b>USA – San Diego</b> </p> <p>Corporate Office  <b>Helmut Berchtold</b>            adi Management Consult Inc.            Phone: +1 (877) 234-6468            Mobile: +1 (760) 580-6024            Fax: +1 (760) 406-4253  <a href="mailto:Helmut.Berchtold@adiConsultUS.com">Helmut.Berchtold@adiConsultUS.com</a></p>	<p><b>USA – Atlanta</b> </p> <p><b>Heino Winkler</b>            adi Management Consult Inc.            Phone: +1 (877) 234-6468            Mobile: +1 (678) 520-3549  <a href="mailto:Heino.Winkler@adiConsultUS.com">Heino.Winkler@adiConsultUS.com</a></p>
<p><b>USA – Houston</b> </p> <p><b>Jan Hoelterling</b>            adi Management Consult Inc.            Phone: +1 (877) 234-6468            Mobile: +1 (281) 770-8529  <a href="mailto:Jan.Hoelterling@adiConsultUS.com">Jan.Hoelterling@adiConsultUS.com</a></p>	<p><b>USA – Miami</b> </p> <p><b>Patrick Walsh</b>            adi Management Consult Inc.            Phone: +1 (877) 234-6468            Mobile: +1 (954) 464-0627  <a href="mailto:Patrick.Walsh@adiConsultUS.com">Patrick.Walsh@adiConsultUS.com</a></p>	<p><b>USA – New York</b> </p> <p><b>Gabriel du Pas</b>            adi Management Consult Inc.            Phone:+1 (732) 580-5545            Fax: +1 (732) 431-5590  <a href="mailto:Gabriel.DuPas@adiConsultUS.com">Gabriel.DuPas@adiConsultUS.com</a></p>	<p><b>USA – Seattle</b> </p> <p><b>Steve Pass</b>            adi Management Consult Inc.            Phone: +1 (877) 234-6468            Mobile: +1 (206) 605-0076  <a href="mailto:Steve.Pass@adiConsultUS.com">Steve.Pass@adiConsultUS.com</a></p>
<p><b>USA – New Jersey</b> </p> <p><b>Joseph Bergamo</b>            adi Management Consult Inc.            Phone:+1 (732) 495-5400            Fax: +1 (732) 203-7050  <a href="mailto:Joe.Bergamo@adiConsultUS.com">Joe.Bergamo@adiConsultUS.com</a></p>			