



KOM International Global Leader in Supply Chain Consulting

SINCE 1963, KOM INTERNATIONAL has been providing supply chain consulting services to leading distribution companies around the globe. To date, the firm has successfully completed and implemented more than 2,500 projects for some of the world's largest and most complex distribution companies, including many of today's fortune 500 grocery, food service and retail distributors. The results - improved supply chain efficiencies yielding billions of dollars of savings in reduced distribution costs that directly contribute to increased corporate profits.

Long Term Client Relationships

According to Managing Partner Keith Swiednicki, "75% of our active business is with companies that have already benefited from our services in the past. Over time, the pressures on customer service levels, distribution channels, facilities and infrastructure change. Complex decisions need to be made to optimize the overall cost of distribution, and Kom International is in the business of helping companies sort it all out." He adds "the reason that Kom International has such a loyal customer base is simple - we implement what we recommend. Unlike other consulting firms who disappear after the advice is given, Kom gets right into the trenches and works with clients to ensure that their savings are realized."

Services to Optimize Logistics Operations

The Kom International team, made up mostly of engineers and MBAs in Logistics, functions as a multi-dimensional body with synergistic strengths. Its strongest asset is a wealth of diversified experience coupled with a lengthy track record in building long-term client partnerships.

Kom International substantially increases distributor efficiency and profits by providing a unique set of services tailored to meet the specific needs of its clients including:

- Evaluating a company's logistics operations against Kom's own industry benchmarks (accumulated over the past 38 years) to identify real and tangible opportunities for quantifiable cost reductions.
- Identifying alternative logistics operations and supply chain strategies with related capital investment and return on investment targets.
- Providing detailed warehouse and material handling system layout and design for new distribution centers and for optimizing existing facilities.
- Developing guidelines for the acquisition of material handling equipment and guiding the bidding process between the client and the supplier.
- Providing consulting in supply chain software selection and implementation to ensure technology spending delivers

effective logistics operations.

- Establishing standardised warehouse procedures, training systems, and performance benchmarks.
- Providing full implementation of all recommendations to ensure that all goals have been successfully realized.

A Unique Start-to-Finish Methodology

"Many distribution executives have tried consultants in the past and have been disappointed by the results", according to Swiednicki. "Either the consultant has been paid to learn or the advice provided is never implemented, and the benefits are not realized. What separates Kom from the rest of the pack is our zeal to implement the recommended changes so that every cent of savings is captured. In our minds, we have not been successful unless our clients have improved their bottom line and we can't achieve this unless we get our hands dirty."

Kom International's methodology typically involves an in-depth immersion into the distributor's business to understand all issues that cause internal efficiency and external supply chain friction. The work includes a highly detailed analysis of a company's logistics-related data to ensure that all decisions are based on science rather than emotion. The development of efficiency and productivity targets are based on Kom International's industry benchmarks that have been gathered through four decades of working with companies across a diverse range of market segments.

Kom and Delhaize America

In February, 2001, Kom International conducted a comprehensive supply chain analysis for the supermarket retailer Delhaize America. The study of the chain's logistics operations across the United States included recommendations for the optimization of existing warehouse space and recommendations for facility expansion. The study also mapped out a long-term infrastructure strategy to keep pace with projected corporate growth.

Says Gerry Greenleaf, Director of Hannaford Distribution, a subsidiary of Delhaize, "Kom delved into every aspect of our entire distribution network, from our day-to-day operations to the nature of orders from our customers. Their recommendations for short-term solutions were based on in-depth research and out-of-the-box thinking. Together we're now taking these recommendations to the next step of implementation. As we progress, I'm seeing Kom's advice turn into real savings".

Gain the Competitive Edge

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