

AWAT Consulting Ltd

Operations & Manufacturing Consultancy





Andrew Trevis
Owner

AWAT Consulting dedicates itself to helping Food Manufacturers in area of Operations, Project Management.

With Over 40 years' experience in the Food and Dairy Industry Andrew has worked on Projects, Plant Start Ups, Operational Consulting and Operations Management in New Zealand, Saudi Arabia, Bahrain, Philippines, China, Egypt, South Korea, Mexico, Indonesia, Turkey, Tunisia, Thailand, U.S.A, United Kingdom, Denmark, India, Germany, France, Czech Republic, Hungary, Russia and Iraq

WHAT DO WE DO?

Small enough to take on those tricky Jobs that you may not wish to commit fulltime resource too but have a global experience that allows us to offer knowledge and background of working across different cultures and different aspects of a Global Manufacturing World.

We can be contracted on a Project by Project basis. Look after short term Management Roles as an interim option for your organisation.

We specialise in Dairy and more particular cheese but are more than capable to handle your every need within the food industry

What Do We Offer??

Project Management:

- Scope out Project
- Manage commissioning
- Equipment Selection
- On Site Management.
- Company Set-Up
- Recruitment



Operations Review

- Carry out complete Operational Review
- Assist in Re-structures
- Short Term Ops Management
- Assist In Strategic Planning

Processed Cheese Formulating/Trouble Shooting

- Trouble Shooting your present formulation
- Help Develop New Products
- Training Programmes
- Process Optimisation



Equipment Sourcing/Disposal

With our wide network within the Dairy Industry we work with a number of professionals

- Single Pieces of Plant
- Complete Line Design and Setup
- Plant Disposal Options



Raw Material Sourcing

For your entire Dairy raw material needs. We can help in sourcing

- Specialty Ingredients.
- Out of Spec Products
- Bulk commodities



Strategic Studies & Market Research

We work with a number of companies who can offer

- Market Insight
- Strategic Studies
- Opportunity Assessments
- Economic and Trade Policy Analysis





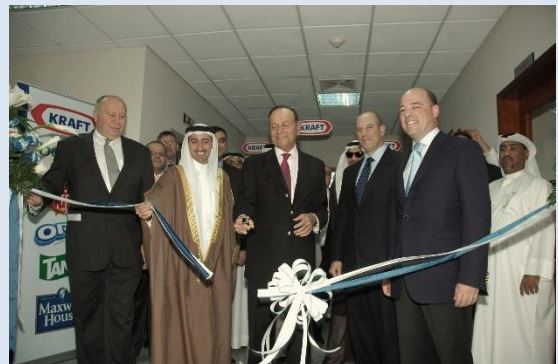
Assignments We Have Worked On



Kraft Foods Bahrain

Plant Director.

- Set up company from Brown Field Site
- Project Team Member for Plant Design.
- Recruitment of Work Force.
- Managed Plant Commissioning.
- Headed Country Operation for five years



United Arab Company for Food Industries (Iraq)

Project Consultancy. (Ongoing)

A new Brown Field dairy site outside Baghdad manufacturing milk, cheese and butter

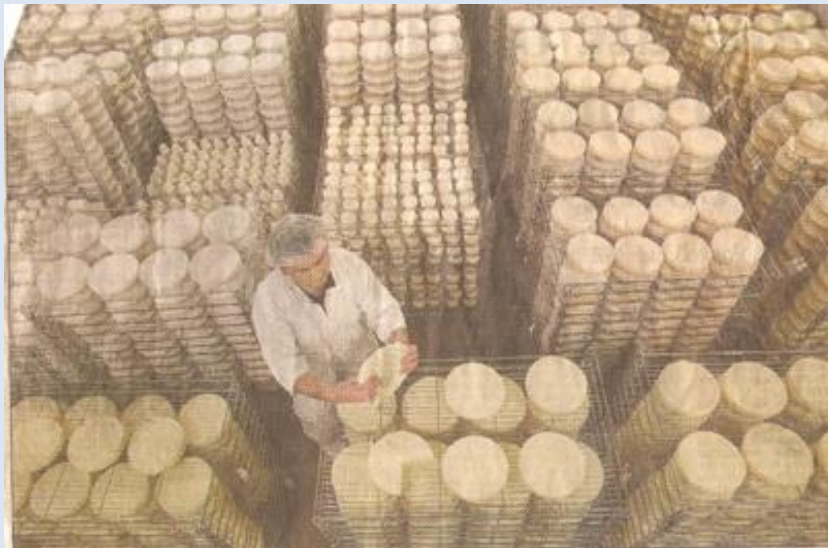
- Feasibility Study
- Assist in Factory design
- Equipment Selection.
- Contract Negotiations
- Process design
- Packaging Selection
- Recruitment of Work Force.
- Management of Plant Installation.
- Management of Plant Commissioning.
- Recipe design
- Ingredient sourcing and selection
- Technical and operational support contract



Kapiti Cheese (New Zealand)

Operations Manager

- Managed companies, Two Cheese Operations, Ice Cream Facility, Packing Room, Logistics, Technical and All support Functions.



- Member of the Senior Executive.
- Oversaw the startup of two new cheese facilities
- Part of the executive that managed company buy out by external party

The Cheese Company (United Kingdom)

Training

Product/Market Research

Orrani Consulting (United Kingdom)

Technical Reports

Landel Mills (United Kingdom)

Technical Training

Anchia Milk Products Guangzhou (China)

- Cheese Plant Line Design.
- Equipment Selection.
- Plant Commissioning
- Staff Training
- System Implementation
- Recipe Design



D'lecta (India)

- Project Review
- Project Manage new Cheese Plant

New Zealand Dairy Board

- Product Concept Development
- Theoretical Line and Equipment Layouts

NZDG Te Rapa (New Zealand)

- Process Reviews
- Recipe Recommendations
- Process Recommendations

Horgan Farms Ltd (New Zealand)

- Market Strategy Review
- Budget Generation
- Equipment & Process Recommendations

Groenz (New Zealand)

- Product Concept Development
- Technical Team Management
- Structure Review.
- Member of Senior Management Team

Fathers Table (USA)

- Technical Report
- Recipe Development

Us Dairy Export Council (USA)

- Technical Reports
- Standards Analysis
- Industry Info

McKinsey and Company (USA)

- Various Technical Consulting Projects around Factory and Product design

Nzmp Mexico

- Put in place complete commissioning plan for new recombined cheese operation

Tatua Co Operative Dairy Company (New Zealand)

- Assisting in Putting Together a Middle East Market Strategy.
- Introductions to Key Players
- Contracted as Processed Cheese Specialist

Pastoral Foods (New Zealand)

- Project Managed Two New Product Launches.
- Equipment Selections
- Trouble Shooting
- Recipe Management
- System Implementation



Marlborough Dairy Company (New Zealand)

- Project Management Processed Cheese Spread Line set-up.
- Equipment Selection.
- Recipe Design
- Commissioning
- Staff Training
- System Implementation

Aimarai (Saudi Arabia)

Plant Manager

- Managed Transfer from Old Plant to New Facility.
- Headed Company Cheese Operations.
- Managed Commissioning of New Plant.
- Managed Close Down of Old Plant.
- Ran a Business Development Project



Saudi New Zealand Milk Products (Saudi Arabia)

- Complete Operations Audit
- Recipe Development Work
- Operations Consulting
- Process Development

MBR (Indonesia)

- Assist in Recipe Development

Nadec (Saudi Arabia)

Operations overview
Expansion Project Review

Moi International (Malaysia)

Line Layouts
Project Budgets
Suggested Recipes
Project Support

SMTL (Tunisia)

- Technical Assistance
- Recipe Development
- Ingredient Support

Korea New Zealand Cheese Company (South Korea)

- Complete Business Audit of Operation
- Reviewed Operation

Narin Milk & Milk Products (Turkey)

- New Product Recommendations
- Operations Review
- Recipe Assistance

Philippine Dairy Products Corporation

- Consulted on complete Operation
- Commissioning of New Dairy Plant.
- Training on Ingredient Use.
- Trouble Shooting
- Line Set ups
- Equipment Selection



PirPak (Russia)

- Operations Consulting
- Recipe Assistant
- Equipment Recommendations and Bid Reviews



Savencia (Global)

- Global Category Management for Processed Cheese
- Overall Project Management for Category
- New Product Innovation and Development
- Country responsibility for Processed Cheese Operations in
- Germany, Czech Republic, Hungary, France and Egypt

NZMP Egypt

- Commissioning of Cheese Plant.
- Staff Training
- System Implementation
- Recipe Developments
- Trouble Shooting
- Ingredient Development

KCG Corporation (Thailand)

- Technical Assistance
- Recipe Development
- Ingredient Support
- Operation Support



TESTIMONIALS

John Powell General Manager Sales & Marketing Tatua Dairy

Top qualities: Great Results, Expert, Good Value “Andrew is a highly regarded processed cheese expert. I would recommend him to anyone looking for expertise in this field.”

Annette Brune Owner, Orrani Consulting Ltd

“We have worked with Andrew on a number of occasions - his knowledge and expertise in his area are impressive and he is an excellent partner to work with - very informative, responsive, timely and delivers excellent value for money.”

Nicky Molloy Business Development Manager at Tatua Dairy Co-Operative

“Andrew has provided excellent knowledge and support. He has a wealth of knowledge from his extensive working career across a range of companies and from working within different markets. He offers practical and honest advice and a pleasure to work alongside.”

Russel Dunn, Regional Quality Manager (MEA), Kraft Foods

“I worked with Andrew on a Greenfield build and start-up in MEA, his great experience was essential to the success of the project. Andrew was responsible for bringing together a new group of people and created a strong functioning team that helped to deliver a smooth start-up and full production within a remarkably short timeframe. His forthright style, strong sense of humour and approachability contributed directly to keeping the team and project on track.”

Simone Gilea, Manager HR & CI, Kraft Foods Romania

“Andrew is full of energy and passion when dealing with projects, particularly in manufacturing area. As an action oriented person he expects full engagement of all those around him. He knows how to challenge people in order to get the best out of them. He has the courage to make tough decisions and he assumes the consequences. Andrew easily works with both shop floor people or managers of different nationalities or seniority. He has a good sense of humour and is addicted to sports, inspiring all those around him.”

Sean Murphy, General Manager, Kraft Foods

“Andrew is an expert in his field, committed to best practice and a pleasure to work with.”

Murtaza Matawala, HR Manager, Almarai Company

“I worked with Andrew when he was Plant Manager for Cheese factory. He very quickly became popular and was seen as people person in Almarai. People in Almarai still admire him for his professional and personal guidance which lead them to success.”

Anirban Bhanja, Site Quality Assurance Manager, Almarai

“Andrew has focused approach. He is pragmatic and very resourceful. He has vast experience in dairy industry particularly in Cheese sector. He is factual decision maker. He is an excellent team leader.”

William McCormick, Owner, Cartridge World Malta

“Worked with Andrew during his tenure at Almarai, always found him to be a pragmatic "get the job done" type of person who was prepared to see others perspective and add value where ever possible.”

Alan Bird, Financial Controller, Kapiti Cheeses Limited

“Andrew's role as Operations Manager at Kapiti Cheeses included managing the cheese production, ice cream production and packaging operations of the company. During that time he made improved overall operations of the company resulting in financial gains and won both the respect of his staff and colleagues”

Michael Jones, Country Manager - Ingredients, NZMP Philippines

“Andrew is a results driven and loyal individual blending in pure intellect, practicality and purpose with an amazing sense of humour. Andrew is very personable and tells things as they are, however in the right manner and in the right style. Andrew is very comfortable in front of Customers and can clearly articulate concepts, details or information at the appropriate level for the audience. Andrew also has a vast global experience which makes Andrew an invaluable asset to any Company whom who works for or with

Rick Carmont, Cheese Development Manager, New Zealand Dairy Board

“Andrew was stationed by the NZDB in various markets around the world to either oversee new investments in processed cheese or to trouble-shoot difficult plants until they were put back to a high quality steady state. Andrew possesses and has demonstrated exceptional professional knowledge, expertise and I think he quintessentially has the rare talent to combine this capacity into an exacting pragmatic application. In my later role as CEO of Marlborough Cheese, I contracted Andrew to project manager a new process cheese plant through to final commissioning. This was done on time and under budget to a high standard

Bob Major, Managing Director China, Fonterra Co-operative Group

“While employed by the NZ Dairy Board, Andrew lead a project to design, implement and build a processed cheese factory within a dual-product factory put up by the company in Guangzhou, China. Under difficult conditions, and with China not being as developed as it is now, the factory was successfully built to the standards of a major multinational customer. Andrew was a strong part of the team, leading the cheese part which he did successfully and in good humour

Alan Bennett, Site Manager - Lichfield, Anchor Products Ltd

“As a technical support person I cannot speak highly enough of Andrew's ability. His professional approach to his role and his team approach to working with cross functional industry work teams is second to none.”

Mal Beniston, Fonterra Co-operative Group

“I worked with Andrew in the mid 90's at the NZDB now Fonterra. Andrew in my experience was a hard worker, lateral thinker, highly intelligent Overall an ethical and thoroughly reliable and professional.”

John Carter Vice President Quality and Sustainability Dairy at Danone

“Andrew is a great plant director with a wealth of experience in the food industry. He has a pragmatic, direct communication style and a profound understanding of business. He is adept at managing diverse cultures and is excellent fun to work with.”

Contact Us

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Andrew W A Trevis
Managing Director

146 Leet Street
Invercargill 9810
NEW ZEALAND

atrevis@xtra.co.nz
www.awatconsulting.com

o: +64 (03) 2140940
m: +64 (021) 0790517
skype: andrew.trevis

