

***BUSINESS DEVELOPMENT
AND SALES CONSULTANCY
SCOUTING***

***PURCHASING ANALYSIS
AND SUPPORT***



***SALES REPRESENTATION
AND SALES AGENCY***

***PRODUCT DEVELOPMENT
AND SALES***

Printed: March 2023



BUSINESS ACTIVITIES :

BUSINESS DEVELOPMENT AND SALES CONSULTANCY:

We develop new market opportunities for existing products, and find new solutions for existing unsolved problems.

This can be initiated both from the demand or the supply side.

We have a “**Facilitator**” roll in finding the right solutions and the right business partners.

Close follow-up of the new business ventures guarantees the later success.

PURCHASING ANALYSIS AND SUPPORT:

We provide Purchasing analysis data and Purchasing support.

Goal: cost reduction and an improved supply base.

These activities lead to improved market knowledge.

Our independent and unbiased analysis can lead also to higher operational efficiency.

We do this through Specific Project-Management jobs, or through Interim Management Purchasing activities.

SALES REPRESENTATION AND SALES AGENCY:

We represent internationally operating companies with a sufficient technology basis and state of the art (QC-)Systems.

We mainly work with Automotive Industry applications; Textile components, extrusions, injection moulding, PU mouldings, trim covers, ...



BUSINESS ACTIVITIES: (continued)

Engineering solutions are developed with the best possible technical solutions.

Engineering solutions are developed by using the best possible technical applications.

PRODUCT DEVELOPMENT AND SALES:

An own range of textile related products is being developed in close relationship with car manufacturers and Tier 1 system suppliers. (3D Textiles, load nets, ...)

Also textile trim components, small metal components, Plastic injection moulding parts, Leather components and latex (raw material) are being developed and marketed.



BUSINESS EXPERIENCE: (Mr. K. Vande Velde)

- Automotive JIT-Supply and outsourcing experience since 1991.
- Purchasing of O.E. automotive interior components
- Project management and interim Plant Management
- Sales Management and Operational controlling for Interior Trim and seating plants
- Senior Management at Automotive textile component manufacturing group.

Current jobs include:

- Business development and Sales Management for technical textiles applications with dot-coating expertise, based on interlining know-how.
- Sales co-ordination for plastics and rubber extruded profiles and injection moulding for O.E. Automotive supplier
- Advanced sourcing for major Automotive interior PU foam and EPP supplier (Trim covers, metal inserts, plastic parts, ...)
- Sales agency for different technical components to the O.E. automotive, Furniture, PPE/Hygiene and also construction chemicals industries.
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K. Vande Velde – Director



ADDRESS:

Worldklaas bvba
Louis Callebautstraat 28
9320 NIEUWERKERKEN-AALST
BELGIUM
Tel: + 32 475 80 70 83
kvandavelde@skynet.be

GEOGRAPHICAL LOCATION:

Worldklaas BVBA is based in Aalst-Belgium. (25Km from Brussels)

K. Vande Velde – Director