

PortNews

Covering the port area of Vlissingen, Terneuzen and Ghent



Port Days 2018

Maritime logistics

The heart of a spider's web

Developments at the Kluizendok

Heylen Warehouses expands in Ghent



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ON THE COVER

Havendagen 2017, Terneuzen.
Photo courtesy of Adrie van de Wege.

North Sea Port and the Zeeland Port Promotion Council will be in attendance at various events and trade shows throughout the year. Below you'll find a snapshot of the upcoming events that might be of interest to you.

<p>27-29 JUNE 2018</p> <p>Marine Maintenance Amsterdam</p> 	<p>27-30 AUGUST 2018</p> <p>ONS Stavanger</p> 	<p>25-28 SEPTEMBER 2018</p> <p>WindEnergy Hamburg</p> 
<p>2-4 OCTOBER 2018</p> <p>Cool Logistics Global Antwerp</p> 	<p>22-24 OCTOBER 2018</p> <p>Offshore Energy Amsterdam</p> 	<p>12-15 NOVEMBER 2018</p> <p>ADIPEC Abu Dhabi</p> 



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“ A rollercoaster ride

Welcome

The past few months have been like a rollercoaster for everyone at North Sea Port. Since the official merger of the Port of Ghent and Zeeland Seaports, bounteous efforts have been made to further optimise our new organisation.

This was asking a lot from many people, as everyday practice also requires ample attention. It is good to notice that people at our company are very excited about the merger's many opportunities, and the same counts for customers I have recently spoken to. Still, many of them wait for the moment that things will really take off. To use the rollercoaster comparison again, the merger feels like waiting in a queue for a rollercoaster ride... not knowing what exactly is going to happen is indeed thrilling, but you cannot wait to get into the cart for an exciting trip.

Although it will take some time before the merger will be finalised and visible for everyone, the first signs already show positive effects. We have been presenting ourselves at many occasions, such as the Intermodal São Paulo, Breakbulk Europe Bremen, and the trade mission to the Ukraine. In doing so, we noticed ample interest from the market in our port and in the abundant services that the companies can offer. Being able to present North Sea Port as one region really pays off this way. The latest positive throughput figures are also proof of this. The worldwide economic revival obviously also affects activities at our port, but compared with surrounding ports, North Sea Port is doing relatively well.

An important task for everyone inside of the port area will be to put North Sea Port top of mind in the market, as we will all profit from this. Together with ZPPC, North Sea Port publishes PortNews. The magazine you are holding



in your hands right now is the second issue covering the port area of Vlissingen, Terneuzen and Ghent. The contents of the magazine reveal the diversity in activities of all of the companies that make up our port. Please tell us your news, and we will happily publish this for an international readership. This is good news for both you and us!

A handwritten signature in black ink, appearing to be 'DS', written over a horizontal line.

Daan Schalck
CEO of North Sea Port

CMA CGM STARTED A WEEKLY SERVICE FROM VLISSINGEN TO WEST-AFRICA IN 2015.



Photo courtesy of www.maritimephoto.com

North Sea Port hub for ample regular liner services

The heart of a spider's web

As a multimodal logistics hub, North Sea Port forms the heart of a spider's web created by a large variety of shipping routes via sea and land. Depending on the length of the shipping routes, the most appropriate type of transport is chosen, resulting in a mixture of daily traffic to and from the port with trucks, trains, barges, and seagoing vessels.

One of the logistical challenges the logistics companies in the port have to deal with is how to control these logistic flows in the most efficient, fast and cost-friendly way. Apart from this, sustainability is of growing importance, requiring the best mix of transport. Multi modality is key. Regular liner services by seagoing vessels or barges play an important role in this. This type of service is highly convenient for customers, as it guarantees a certain stability and certainty. Many liner services have over the years come into operation for a broad range of commodities in the North Sea Port area. Some of these liner services are dedicated to one customer, while others are for general use and consist mainly of containerised cargo.

Rapidly expanding

Being a large port for fresh products and forest products, deep-sea liner services from South America form an important basis. Because of its strategic location, North Sea Port also offers ample regular shortsea shipping lines. First of all, there is a dense network towards the UK and many North European destinations. These services are mainly initiated by outgoing cargo, but these services can of course also take in cargo on their way back to the North Sea Port areas of Vlissingen, Terneuzen, and Ghent. The same situation also exists for regular services heading south from North Sea Port to France, Spain, the Mediterranean, and Africa.

Although North Sea Port is traditionally strong in palletised cargo, the volume of containers shipped to and from the port area is quickly expanding as a result of recent services.

Many pros for food

When looking at dedicated services, Chiquita is a good example for demonstrating North Sea Port's many pros for handling and storing fresh produce. In 2015, the company decided to move its South American banana shipments from Antwerp to Vlissingen. Volumes from other European ports soon followed, making North Sea Port the true West European hub for Chiquita bananas. Chiquita recently started its own liner service from the terminal of Kloosterboer in Vlissingen for the transport

Overview of regular destinations

The North Sea Port area offers several regular liner services. Deep-sea, shortsea, and barge services are operated by various international companies such as:

Shipping company	Connection
AME Shipping	Santos (Brasil)
Breadbox	Mauritania, Gambia, Senegal (West Africa)
Camabe	Casablanca (Morocco)
CMA CGM	Tangier (Morocco)
Danser	Antwerp, Dourges (France), Lille (France), Rotterdam, Willebroek
DFDS	Antwerp, Gothenburg (Sweden), Brevik (Norway), Rotterdam, Zeebrugge
Eimskip	Immingham (UK), Reykjavik (Iceland)
Great White Fleet	Puerto Limon (Costa Rica), Puerto Barrios (Guatemala), Puerto Cortes (Honduras), Puerto Santa Maria (Colombia), Amirante (Panama)
Honkoop	Antwerp, Rotterdam
I-Motion	Hull, London Thamesport (UK)
Kamsar Express	Kamsar (Guinea)
Katoennatie	Antwerp
Outokumpu	Tornio (Finland)
SDW Shipping	Iquique (Chile), Callao (Peru)
Seatrade	Turbo, Santa Marta (Colombia), Manzanillo (Dominican Republic)
Transbox	Antwerp
Unifeeder	Helsingborg (Sweden), Oslo (Norway), Helsinki (Finland)
Vertraco Shipping	Paramaribo (Suriname)
Wagenborg	Cuxhaven (Germany), Sheerness (UK)
ZCB	Antwerp, Rotterdam



REGULAR BARGE SERVICES TO THE MAIN PORTS OF ANTWERP AND ROTTERDAM, AS WELL AS TO HINTERLAND DESTINATIONS.

Photo courtesy of Kloosterboer

of bananas to Northern Europe. Unifeeder not long ago decided to expand its shortsea services from North Sea Port with new container lines to Scandinavia. It concerns existing services of the shipping company from Rotterdam that will also call at the Vlissingen port area. In doing so, the Danish shipping company is first of all aiming at more shortsea cargo to Sweden, Norway, and Finland. This now links North Sea Port with Oslo, Helsingborg, and Helsinki. Bananas, among other cargo, are transported twice a week to the North. With these new developments, North Sea Port and Kloosterboer have strengthened their position in the transshipment of bananas.

Reefer depot

With regard to fresh products, there is more than just Chiquita bananas. Shipping company Seatrade also has a regular service to and from Vlissingen with a wide variety of fresh products. CMA CGM started a weekly service from Vlissingen to West-Africa in 2015, mainly for onions and potatoes, but soon the French company decided to expand its services with additional container volume with other goods as well.

THE VOLUME OF CONTAINERS SHIPPED TO AND FROM THE PORT AREA IS QUICKLY EXPANDING AS A RESULT OF RECENT SERVICES.



Photo courtesy of www.maritimephoto.com

For the reefer services, it is good to know that North Sea Port is equipped with a reefer container depot at Kloosterboer's terminal. The depot in Vlissingen's Westhofhaven represents agreements with most of the main deep-sea carriers, including Maersk, MSC, CMA CGM, Evergreen, Hamburg Süd, and Hapag-Lloyd. The depot is not only a remarkable achievement in efficiency, but also contributes to much more sustainable, reduced CO₂ transportation as it avoids movement with empty containers.

RoRo

Although food is an important ingredient for copious services, this is only part of the story. DFDS has for years already been offering a RoRo service Ghent – Gothenburg with eight weekly departures. Since this year, two vessels depart from Ghent and two from Goteborg every week. DFDS Ghent is experiencing growth. To meet these growing demands, DFDS has over the years increased its capacity: the 200m vessels on the route Ghent – Gothenburg have been lengthened to 230m during a refit. Last year, the company deployed a fourth vessel on the route to further enhance capacity. DFDS Belgium's activities have broadened during the last years as it expanded its multimodal services. Apart from the company's main activity as RoRo and LoLo shipping line with its own terminals, DFDS also ventured into container barge activities. This was a direct

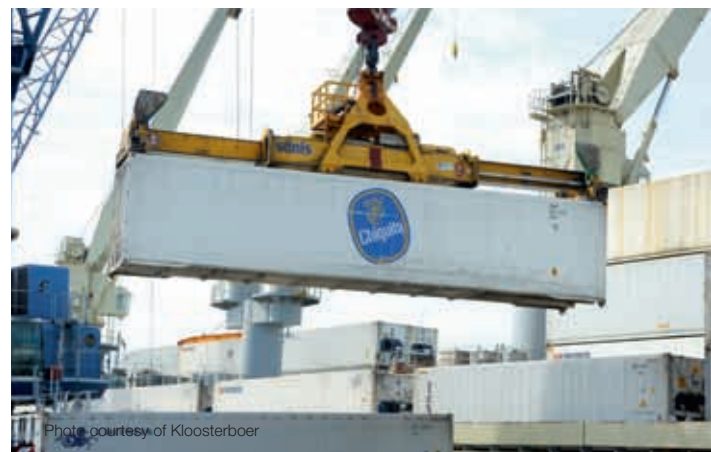


Photo courtesy of Kloosterboer

IN 2015, CHIQUITA DECIDED TO MOVE ITS SOUTH AMERICAN BANANA SHIPMENTS FROM ANTWERP TO VLISSINGEN.

response to the growing need for container transport between Antwerp and Ghent. From the Vlissingen port area, Cobelfret runs a weekly RoRo service to the UK dedicated to the transport of newbuild cars and spare car parts.

New independent connections

North Sea Port recently added a new regular shipping service for general cargo. This new regular liner service will

THE FIRST I-MOTION SHIPPING LINES SERVICE RECENTLY TOOK OFF FROM GHENT ON 28 MAY.



commute between the port area of Ghent and Casablanca in Morocco: the Camabe Line. This line offers a new independent connection between Europe and Morocco and will transport steel, wood, and general and project cargo by seagoing vessel. Shipping planning is tailored to the customer's needs. Camabe Line chose the Ghent-based stevedoring company Stukwerkers Havenbedrijf for terminal management and handling activities. Also in the port area of Ghent, Stukwerkers and Masterbulk recently founded shipping company I-Motion Shipping. The company operates a new regular service with the ports of London Thamesport and Hull. 60,000 containers will annually be imported and exported through this brand-new service. The two regular services kicked off on 28 May, calling at both UK ports three times a week. The serving vessels will be MV BF Cartagena and MV Marus. I-Motion Shipping provides quay-to-quay services for shipper-owned containers. As the enterprise does not own a fleet of containers, it can offer flexibility for competitively priced container operators and guarantee full neutrality towards its container operators. Mr Filip Slock, Managing Director at I-Motion Shipping, comments, "There is a demand from our intermodal customers to be geographically closer to today's market in the transport industry known for driver shortages, as well as for structural port and road congestions. We can make the difference as a four modal infrastructure and storage space to streamline cargo flows." Managing Director at I-Motion Shipping Mr Johan De Raeve adds, "We realise this is an ambitious venture in an already competitive market, but it clearly stipulates that I-Motion Shipping is a niche product that does not interfere much with traditional shortsea shippers services."

Barge services

Towards the mid-range inland distances, barge services are becoming increasingly important as most European governments are aiming at reducing road traffic. North Sea Port is directly connected to the hinterland by an extensive network of inland waterways, and 55% of all cargo is currently already transported by barge. Over the years, numerous regular barge services have become operational from the port area, both to the main ports of Antwerp and Rotterdam, and to hinterland destinations. A new container hub called Tri-Modal Container Terminal Terneuzen was established two years ago. Four times a week, a container barge leaves this hub in the Terneuzen port area with containers for the hinterland. More about this initiative can be read on page 10.

MORE INFORMATION

North Sea Port – Containers

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Zeeland Port Days 2018

Zeeland Port Promotion Council and Stichting Havendagen Terneuzen (the Port Days Terneuzen Foundation), in cooperation with North Sea Port, have joined forces to combine the traditional Port Days Terneuzen (in Dutch: Havendagen Terneuzen) and the Open Port Day Zeeland (Open Havendag Zeeland) in one festive weekend, to be held on 22-24 June 2018 on both sides of the river Scheldt.

Two port celebrations in one

The Zeeland Port Days (Zeeuwse Havendagen) still consist of two events. The biannual Open Port Day Zeeland, which focuses more on the maritime and logistics business side of the ports, takes place on Saturday, 23 June 2018 in both Terneuzen and Vlissingen. Companies in both ports will open their doors to the public and present themselves, as well as the career opportunities they have on offer by means of a 'career market'. Various activities will be organised at both ports between 9 AM-4 PM.

Open Port Day in Terneuzen

The Open Port Day Zeeland in Terneuzen will be held at the Portaal van Vlaanderen. Apart from aforementioned career market, Terneuzen will host live music, presentations, company visits to Heros Sluiskil and Verbrugge Terminals, harbour cruises, and a bus tour through the Canal zone.

Open Port Day in Vlissingen

The Open Port Day Zeeland in Vlissingen will take place at Damen Shiprepair Vlissingen. There will be presentations and demonstrations at the quay side, a harbour cruise, and a junior mini solar boat race. Company visits can be made to BOW Terminal and Kloosterboer, Damen Shiprepair Vlissingen, Verbrugge Zeeland Terminal, and Zeeland Refinery. Helicopter flights will allow visitors to see the port from a great height.

Free transport

On Saturday 23 June, a free shuttle bus service will run between the Open Port Days locations in Terneuzen and Vlissingen, as well as between Vlissingen train station and Damen Shiprepair Vlissingen. Signage will help visitors find their way, and ample parking spaces will be available.

Port Days Terneuzen

While the Open Port Day Zeeland is a one-day event, it is incorporated into the Port Days Terneuzen, a three-day celebration of the river Scheldt. Terneuzen will for the entire weekend be filled with entertainment for all ages, including a sloop rowing competition between Breskens and Terneuzen, a 'fleet review' including various open ships, a live rescue demonstration, and port cruises by boat or bus. The event will also host a food truck festival and fairground, as well as the popular live music shows. Forklift drivers will furthermore compete for the 'Zeeland Forklift Cup' in the traditional Zeeland forklift driver championship tournament.



PORT DAYS TERNEUZEN WILL HOST VARIOUS ACTIVITIES, INCLUDING A LIVE RESCUE DEMONSTRATION.

Photo courtesy of Adrie van de Wege.



COMPANIES IN BOTH PORTS WILL PRESENT THEMSELVES BY MEANS OF A 'CAREER MARKET'.

Open Port Day Terneuzen

23 June 2018
Portaal van Vlaanderen
Binnenvaartweg 11
Terneuzen

Open Port Day Vlissingen

23 June 2018
Damen Shiprepair Vlissingen
Ritthemsestraat 500, port number 1010
Vlissingen-Oost

Port Days Terneuzen

22-24 June 2018
Veerplein, Rondweg, and other locations in Terneuzen

Critical mass

New inland hub bundles regional container volume

One of the main goals of North Sea Port is to support its customers, the existing companies in the port area, with their business development. Connecting people is one of the port authority's many means for this purpose. One recent proof of this resulted in the establishment of a new company in the Terneuzen port area.



"I was talking with one of the commercial managers of North Sea Port about the opportunities of the growing volume of container traffic," explains Mr Arno Swagemakers, Owner and Managing Director of Swagemakers Intermodaal Transport. "The Port Authority connected me with Mr Paul van den Broeck of Vlaeynatie." Mr van den Broeck, CEO at Vlaeynatie, continues, "As we already handle a lot of containers for our Zeeland Sugar Terminal and our fertilisers terminal, we had plans to realise container facilities on a terrain next to our terminal at the Axelse Vlakte in the Terneuzen port area." Both companies soon found each other in establishing a new company called Tri-Modal Containerterminal Terneuzen (3MCT).

Guaranteed service

Mr Swagemakers explains, "The ports of Rotterdam and Antwerp currently have to deal with a lot of congestion on the road and on the inland waterways that connect the ports with their hinterland. This issue has been going on for years now, without any chance of it being solved soon. With 3MCT, we can help to reduce the pressure and we have therefore

started a weekly barge service." Mr van den Broeck comments, "With container services, it is a chicken-and-egg situation. It is not profitable to start a service without sufficient volume, but without a service you will not be able to attract a profitable amount of containers. With 3MCT we were able to take the risk to start a service, as we have enough containers from both Vlaeynatie and Swagemakers."

The containers of Vlaeynatie (fertilisers and sugar) and Swagemakers (third party cargo) formed the basis of the new liner service that began its first trip in Spring 2016. Mr Swagemakers adds, "With this service, we offered customers certainty with a guaranteed service to Antwerp, no matter how many containers were on board. For the service, operated by one of our logistic partners, we use a fixed schedule so that everyone knows what they can rely on." At the start of the service, the financial risk was for 3MCT, as success was not self-evident. But soon after the start with one barge traveling two times per week, the service was doubled to four trips a week and barges with doubled capacity. "We offer our customers just in time delivery, Mr van den Broeck states. "With

SOON AFTER THE START WITH ONE BARGE TRAVELING TWO TIMES PER WEEK, THE SERVICE WAS DOUBLED TO FOUR TRIPS A WEEK AND BARGES WITH DOUBLED CAPACITY.



Photo courtesy of Swagemakers Intermodaal Transport.

THE CONTAINERS OF VLAEYNATIE (FERTILISERS AND SUGAR) AND SWAGEMAKERS (THIRD PARTY CARGO) FORMED THE BASIS OF THE NEW LINER SERVICE.



Photo courtesy of Swagemakers Intermodaal Transport.



MANAGING DIRECTOR
AT SWAGEMAKERS
INTERMODAAL TRANSPORT:
“AFTER A MODEST
START THINGS START TO
ACCELERATE.”

Photo courtesy of Swagemakers Intermodaal Transport.

fixed schedules, this will reduce cost for storage and handling and it avoids piling of containers on terminals and traffic jams of barges waiting in a port area.”

Collaboration

Now that the barge service is up and running, 3MCT is working on the next step. Mr van den Broeck explains, “Next to the Zeeland Sugar Terminal, we have 3.3ha of land available to realise a container hub. We can hereby expand the services to our existing and new customers. We can collect a considerable volume of container cargo from the cross border region on this location. Apart from this physical aspect of our service, we are also working on a dedicated logistic software program via which we can further optimise and control logistic processes.” When everything goes according to plan, the hub will be fully operational in September of this year. 3MCT is working closely together with Mammoet on the loading and unloading of containers. “We really believe in collaboration,” Mr Swagemakers says. “It is not our intention to keep everything in our own hands. For the high quality service that we are aiming for, we prefer to work together with others. Mammoet is an expert in lifting and handling cargo and there are plenty of specialised barge operators in the market. It is our job to search the market for container



volume and to take care of the administrative workflow. This is the only way that this project can grow into a huge success." Collaboration is also an opportunity in other aspects, as there is ample container volume available in the region that could be perfectly streamlined into combined shipments. Mr van den Broeck states, "For this purpose it would be great to work together with other terminals in our port area. It is obvious that for companies competing in one market, collaborating may not always make sense, but in this case it would work out fine. Combining containers will lead to a profitable critical mass from which everyone can profit. Joining forces will also strengthen our position towards the big ship owners that are not interested in visiting our port for just a few containers."

“When everything goes according to plan, the hub will be fully operational in September of this year.

A favourable position

So far, the company is aiming at Antwerp and Rotterdam, but 3MCT sees other opportunities for the Terneuzen terminal in the hinterland. "Not many people realise that the Axelse Vlakte is very centrally located for many customers. Take for instance Paris. With the long-expected Seine Nord connection, barges from our port can easily reach this metropolis." And it is not just the waterway connections that put this location in a favourable position. The current doubling of the Tractaatweg will result in a modern and fast route for trucks going north to Vlissingen and Rotterdam and south towards Ghent and beyond. The new hub can make use of a direct railway connection that was recently established for the Zeeland Sugar Terminal. Rail transport will improve even more once the much desired Axel-Zelzate connection is realised. Mr Swagemakers comments, "Although we are connected by rail, the situation is far from ideal as trains first need to cross the Ghent-Terneuzen canal. For this, they have to make a de-tour. We have, together with other companies on the Axelse Vlakte, been promoting a shorter, faster and thus cheaper and more environmental-friendly rail connection on this side of the canal for years. With this new piece of railroad, we will have a direct connection to the Belgium railway system towards, for instance, Germany and

MR VAN DEN BROECK, CEO AT VLAEYNATIE:
"COMBINING CONTAINERS WILL LEAD TO A PROFITABLE CRITICAL MASS FROM WHICH EVERYONE CAN PROFIT."



Photo courtesy of Scherp! Fotografie.

France. It is good to know that we receive ample support from North Sea Port in our lobby towards the decision makers."

Neck on the line

With connections via waterways, road, rail, and sea, and the excellent facilities offered by company, 3MCT will most likely become an important logistic container hub for the gathering and efficient transshipment of containerised cargo from the region to the hinterland. "We put our neck on the line in 2016, as we were convinced of the opportunities," Mr van den Broeck says. "Of course there was a certain risk of barges sailing to Antwerp with only a few containers, but it soon became clear that we were filling a gap in the logistic chain." "After a modest start," Mr Swagemakers adds, "things start to accelerate, supported by our further investments in the project. We are looking forward to the future with confidence, as congestion issues will not improve and we can play a relevant role in relieving the ports of Antwerp and Rotterdam."

I. WWW.VLAEYNATIE.EU

I. WWW.SWAGEMAKERS.NL

The right perspective

Damen Shiprepair Vlissingen's new Managing Director



PortNews spoke to Peter Sterkenburg about his role as Managing Director at Damen Shiprepair Vlissingen.

In October 2017, Peter Sterkenburg was appointed as the new Managing Director at Damen Shiprepair Vlissingen. Succeeding Jeroen Heesters, Mr Sterkenburg officially took office in December 2017.

Q: Can you tell us something about your previous experiences?

A: In a way, my entire career is connected to this shipyard. I started out at the company school of The Royal Schelde. After a number of years, I switched to the sales department at the Schelde Machinefabriek. I then spent some time leading both the sales department and the business office there. When the Schelde Machinefabriek was sold, I started out as Operations Manager at Scheldepoort.

During my time as Operations Manager, I realised my heart was in sales, so I went back to the sales department as Area Manager and later on as Commercial Manager.

Because I started out on the practical side of the shipyard, I am well-acquainted with the different levels within the company. I find that highly important for someone with a leading role. It is very easy for me to communicate with the people on the work floor, in the shipyard, and vice-versa.

Q: How do you approach your new role?

A: Going from Commercial Manager to Managing Director was a logical step for me. I know where my strengths lie in terms of management. But I am not running this business alone: Damen Shiprepair Vlissingen is part of the Damen Group, so there is an overhead umbrella organisation.

Of course, the Damen Group does not determine the course of Damen Shiprepair Vlissingen, the market does. You can make plans to move in a certain direction, but you always have to adjust to what is happening in the industry. A few years ago, the offshore industry was our main market. This has turned around completely. At the moment, most of our business consists of repairs, refits, and conversions of (mega)yachts and navy vessels. You need to remain flexible.

Conversions, offshore vessels, and navy ships require a certain level of knowledge on quality. Damen Shiprepair now has a workforce of 104 people, as well as a flexible workforce around the company that includes self-employed professionals, external companies, and freelancers.

I think a company needs to offer staff the chance to grow, so people stay committed and motivated.

Q: Damen Shiprepair Vlissingen went through a reorganisation in 2017. How do you reflect on that period?

A: The financial crisis hit the offshore industry hard, and our main focus was at the time on offshore. I was head of the commercial team in those days. The first signs

became visible in 2015, when the order book did not fill up as before. Perhaps we should already have intervened back then. But Damen is a family business that does not take firing staff lightly. There came a point where we simply had no other option than letting people go. We had to fire 35 people. I started at The Royal Schelde back in 1975, so I knew many of them and found it extremely difficult.

We managed to end 2017 with a positive figure, which I think is remarkable. Everyone in the company was distraught by the reorganisation, and yet somehow the personnel managed to find a positive drive.

Q: Isn't it hard to balance the interests of the entire Damen Group and the local interests of Damen Shiprepair Vlissingen?

A: It can be tricky, especially as I was born and raised here. My entire career took place on the banks of the Western Scheldt, and I was already working for this company long before it became part of the Damen Group. But the fact that Damen took over the Schelde Group in 2000 was the best thing that ever happened to the shipyard, and it is something we need to be grateful for. Damen has a fantastic sales department, which is represented on all corners of the globe. Damen Shiprepair Vlissingen reaps the benefits from that system. And I find that the Damen Group gives me ample freedom to steer the company as I see fit.

Q: What is your ambition for the coming years?

A: I want this shipyard to run smoothly, profitably, and I want the people that work here to be content and motivated. Transparency is essential. My door stays open whenever possible. I consciously reserve some time to head to the yard with a cup of coffee to talk to the people on the floor. Feedback is an important instrument in running a business.

Q: How do you see the prospects for the region?

A: I see the North Sea Port merger as a very positive development. You need to have the guts to think bigger. More than in the past, I notice a willingness in companies in the region to cooperate. There is more transparency, more convergence. A lot of companies in our vicinity are very competent. Working together requires putting your cards on the table, so it is all about trust. I am confident that some beautiful cooperation projects can happen in the future, which are too big for a single company to tackle.

I. WWW.DAMENSHIPREPAIR.COM

Future-proof flexibility

Heylen Warehouses expands in Ghent

Heylen Warehouses and North Sea Port signed an agreement last year for the realisation of a 15ha logistic campus in the port area of Ghent. With this project, North Sea Port welcomes the first customer for the new Rieme-Noord industrial zone.

PortNews spoke to Mr David Batens, Business Development Manager of Heylen Warehouses about this new investment. Heylen Warehouses, part of the Heylen Group, is specialised in large-scale logistic real estate projects. It has in this role already realised many projects in Belgium and the Netherlands. Today, the group has around 1.2 million m² of land to develop, and about 300,000m² is currently under construction. 150,000m² of state-of-the-art warehouses will be realised on 25ha of land for the Ghent Logistic Campus.

Communicating vessels

“The Logistic Campus concept is more than just a couple of warehouses,” explains Mr Batens. The campus will consist of fourteen storage units. The units will be built back-to-back and side-to-side, which avoids any loss of space between the units. This also provides users with a certain amount of flexibility for future growth, without any pressure. As the units can be easily connected to larger storage spaces, they operate like communicating vessels, offering flexibility to adjust the storage space.

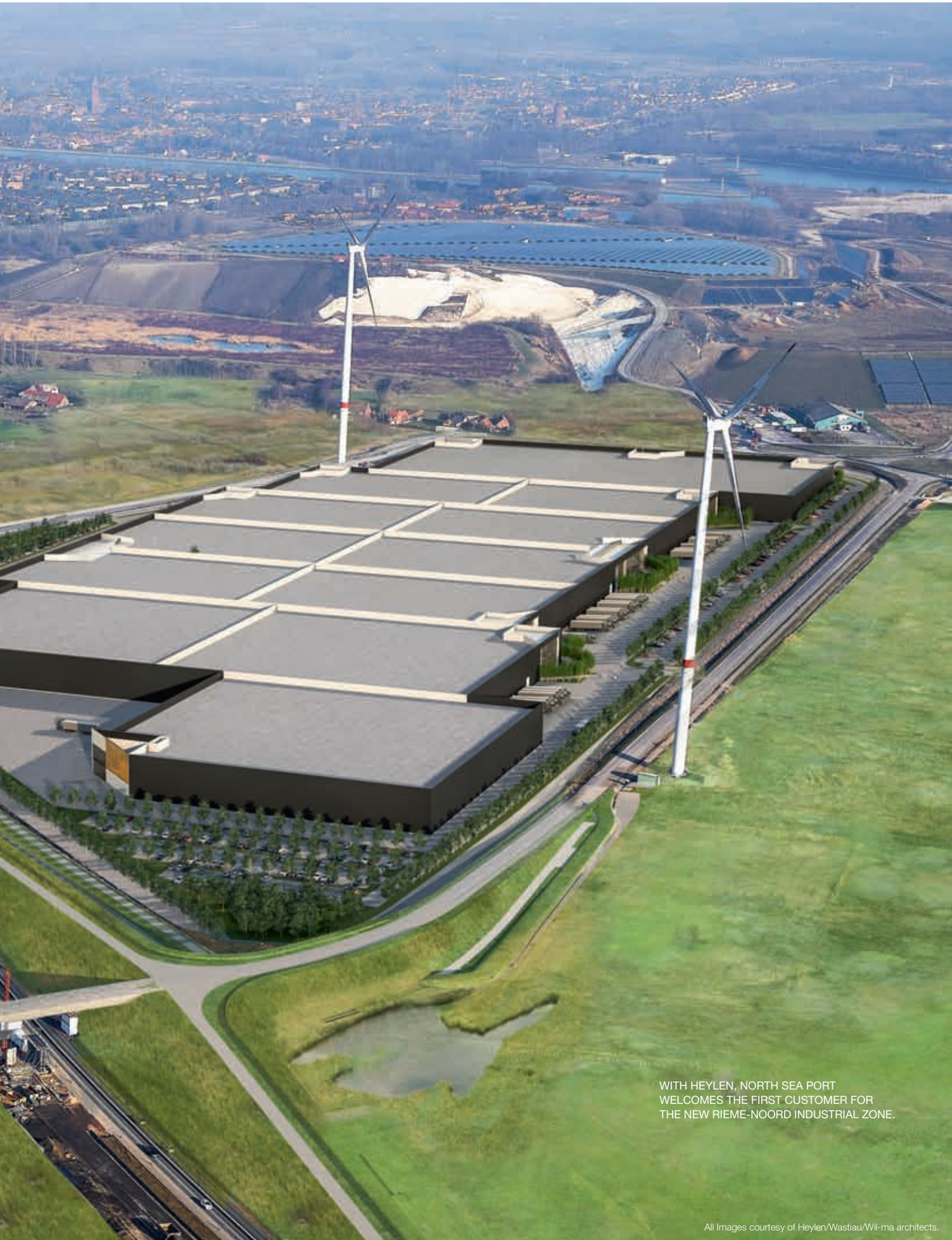
Future-proof

“With our warehouses, we want to be able to adjust to changes in the market. Automation and robotisation are changing very rapidly. We therefore also keep in touch with system integrators and material handling and logistic equipment suppliers. They keep us informed on the evolution in standards and more importantly, help us understand what the future will bring with regards to automation and equipment,” explains Mr Batens. “We furthermore learn a lot about the future needs and trends from the challenges that our users are confronted with.”

Sustainability

One of these challenges is sustainability. Mr Batens comments, “Of course our warehouses meet sustainable requirements from the market. Our campus model is sustainable because of the efficient





WITH HEYLEN, NORTH SEA PORT
WELCOMES THE FIRST CUSTOMER FOR
THE NEW RIEME-NOORD INDUSTRIAL ZONE.

All Images courtesy of Heylen/Wastiau/Wil-ma architects.



use of terrain. But other steps are taken as well. To give an example, the Ghent campus will be using power supplied by four nearby wind turbines.”

Ghent's opportunities

According to Mr Batens, Ghent has many leading cards for meeting the current logistic development, including XXL scale, location, accessibility, multimodality, and work force availability. “With its size, North Sea Port is fully capable of developing the large scale campus. Over sixty million customers can be reached within four hours from the port area. Belgium, the Netherland, and France can be supplied very fast. This is an absolute requirement in a world in which next day, but even same day delivery, have become standard. Ghent is also located in the congestion-free zone between Paris and Rotterdam. Ghent can be of growing importance for the UK too, due to the effects of Brexit and the direct connection with Zeebrugge and Ostend.

24/7

With the Kluizendok container terminal, multimodality is also a big plus. There are presently regular liner services to Scandinavia and the hinterland. There is also a direct rail connection to Italy and, most recently, also to China. Last but not least, Ghent is located in the middle of a dense motorway network to which the campus will be directly connected. People are an important asset for the logistics industry. Logistics workers can be employed 24/7 in Ghent. Thanks to University of Ghent, the port has an considerable pool of students



MR DAVID BAATENS, BUSINESS DEVELOPMENT MANAGER AT HEYLEN WAREHOUSES IN FRONT OF THE PROPOSED BUILDING LOCATION.

THE LOGISTIC CAMPUS CONCEPT IS MORE THAN JUST A COUPLE OF WAREHOUSES.



THE GHENT LOCATION WILL CONSIST OF FOURTEEN CONNECTING UNITS THAT WILL ACT LIKE COMMUNICATING VESSELS.



available who want to work in the logistics industry. On top of this, industries that have stopped operating in the area, or which have moved from the area, have resulted in a substantial amount of available workforce.

Serious prospects

Thanks to all of these strengths, there is a lot of interest in the market for the Ghent Logistic Campus, resulting in talks with several prospects. "With this project, we are targeting both European and non-European companies," Mr Batens tells. "Our goal is to attract three to four customers for our campus and the first signs are very positive. We are going to build the units in phases. We will soon realise the first buildings so that the first users can move in quickly. It is good to know that we can rely on a good partnership with the people from North Sea Port. We have so far received ample support in all stages of the project. Together, we want to establish a successful, solid, and future-oriented logistic campus."



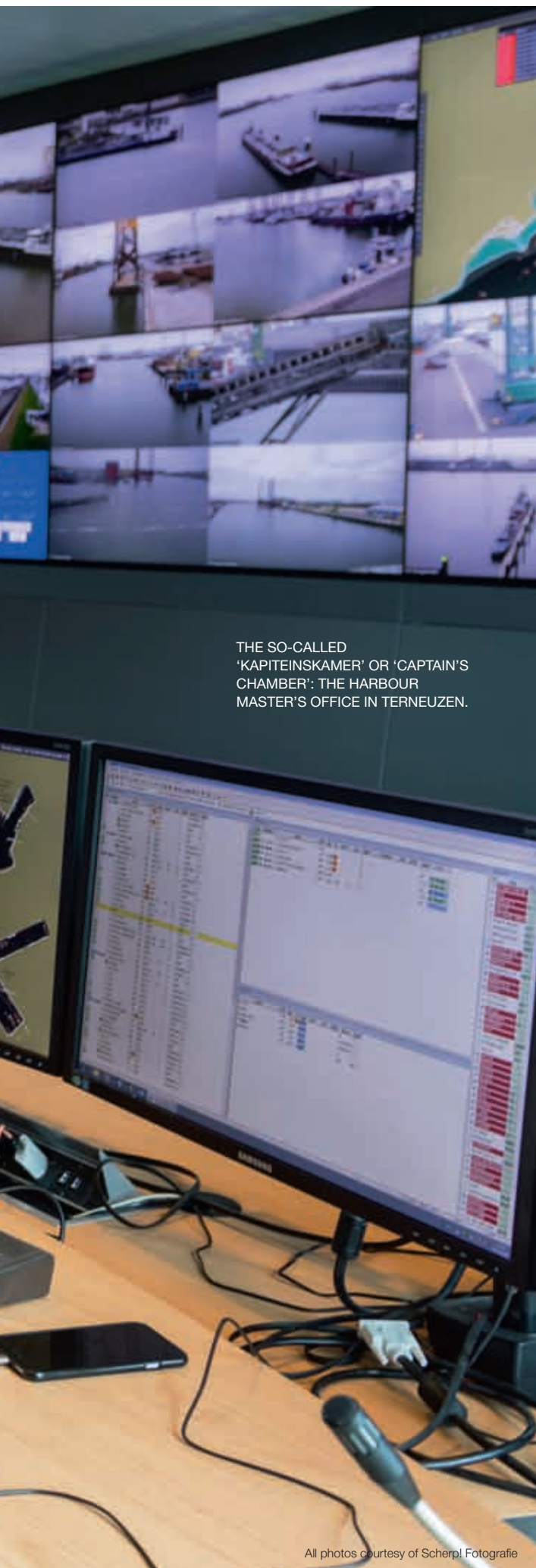
THE GHENT LOGISTIC CENTRE WILL BE IDEALLY LOCATED FOR A HUGE CONSUMER MARKET IN BELGIUM, THE NETHERLANDS, NORTHERN FRANCE, AND THE UK.

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The future of port management

Ins and outs of the Harbour Master's office





THE SO-CALLED
'KAPITEINSKAMER' OR 'CAPTAIN'S
CHAMBER': THE HARBOUR
MASTER'S OFFICE IN TERNEUZEN.

All photos courtesy of Scherp! Fotografie

The merger between Zeeland Seaports and Port of Ghent has sparked the ambition to unify processes in the port company throughout different levels of the organisation, to further streamline the work practices throughout the port.

One of the departments that is particularly fuelled by this ambition is port management. Both Mr Rik Verhaegen, Harbour Master of Ghent, and Mr John Hollander, Harbour Master of Vlissingen and Terneuzen, envision a shared future – in the long run – in handling shipping within North Sea Port via a single point of contact. PortNews sat down with the harbour masters to discuss the future of port management.

Q: How has the port merger affected your cooperation?

Mr Hollander: For some time, we have been working on a project called Management Integration Ghent Terneuzen (MIGHT). When MIGHT was set up, there were four parties involved: Port of Ghent, Zeeland Seaports, the Dutch Ministry of Infrastructure and Water Management, and the Belgian Maritime Services and Coast Agency (Agentschap voor Maritieme Dienstverlening en Kust, or MDK). Since we all handle maritime traffic, we agreed to work towards a future in which we all do our part from one shared workplace. It soon became clear, however, that the different parties involved worked towards that shared goal at a different pace.

In the meantime, the merger came through. The advisory committee decided to pause the MIGHT project and focus on merging the ports first. From the combined merger position, we believe we can make this shared workplace a reality at a quicker rate. If we manage to do so, and both authorities are again willing to participate, we will restart MIGHT.

Mr Verhaegen: We are one port. It is important for the customers of North Sea Port that the port management, the logistical production process, has a single point of contact in the future. What is certain, is the ambition to create a shared workplace. How to get there is the question that we are trying to answer in the upcoming years.

Q: What benefits would this shared workplace hold?

RV: Many of North Sea Port's customers are active in the northern part of North Sea Port, in de Sloehaven, as well as on the Channel. Others are active on both the Dutch and Belgian part of the Channel. Their business crosses a land border, but they do not think of it that way. It is important that North Sea Port offers a uniform service throughout its entire port area. A solid, efficient service that allows for safe maritime traffic and secure ports.

JH: Take a ship's agent, for example, who manages the ship from the moment it comes into port. The agent puts the ship's itinerary details into our digital management system, Enigma+, which is a shared system. If that ship currently wants to go alongside in both Ghent and Terneuzen, the agent needs to contact two different harbour

PORT SERVICES

master's offices. Realising a shared harbour master's office for the port management of all ports in North Sea Port would make moving from one port to another as simple as shifting the vessel within the same port basin – just in a very large port basin. There are so many synergies available.

Q: What is the first step towards this long-term plan?

JH: Terneuzen is our focal area for the coming year. We plan to research if the tasks that the Ministry of Infrastructure and Water is currently executing for us can gradually be transferred to the port company, and whether we can handle them internally. If this proves to be feasible, it will probably become the task of the personnel in the Harbour Master's office in Ghent. Having the people in Ghent managing a part of the Dutch port is a nice example of merger cooperation.

Q: Why do you plan to manage those tasks from Ghent, and not Terneuzen?

RV: We already manage part of the (Ghent-Terneuzen) Channel in Ghent. All you would do, is move the borders of their work area. You can build on a basis that is already there. We simply looked at where this line of work could best be integrated in terms of company continuity. But to us, this would be an intermediate step towards a more incorporated cooperation. In the long run, the important thing is spreading potential additional tasks over the entire team in equal measures. The focus should remain on safe and secure free-flowing traffic, managed from one (eventually virtual) central command & control centre. The number of people managing shipping within the port should be high enough to ensure that they can comfortably execute their daily tasks. Consequently, if an

incident comes up, they still have sufficient resources to handle it. Our task is to come up with a decent system together.

Q: Are there big differences between ship handling in both countries right now?

RV: A harbour master is not merely tasked with shipping management, but also with enforcing laws and regulations. In regard to enforcement in particular, we can be the cement between other public services across the border. The laws in both Belgium and the Netherlands fortunately originate from the same historic basis, the Napoleonic Code. The Netherlands has made bigger adaptations to the code than Belgium has, but the differences aren't major.

JH: Mr Verhaegen and I are both civil servants, but we have different titles. He has the right to draw up a police report, and I don't.

RV: It is a tool that I use as little as possible. I see it as a last resort.

JH: Right now, we achieve the same goals in different ways. Both ways work, but the ideal is one uniform way.

Q: What opportunities do you see in digitalisation?

JH: We are working on an app for inland shipping. The app will enable captains of inland shipping vessels to register and request a berth directly. We will start trials with the app on a small scale, only covering inland shipping in the port of Terneuzen. We have involved the captains of inland shipping vessels, because we want the app to not only comply with our demands, but with theirs as well.

The trial version of the app is scheduled to go live in August or September. By the end of 2018, we can determine whether

MR JOHN HOLLANDER, HARBOUR MASTER OF VLISSINGEN AND TERNEUZEN, LEFT, AND MR RIK VERHAEGEN, HARBOUR MASTER OF GHENT, RIGHT.



MARINE TRAFFIC IN VLISSINGEN IS MANAGED FROM THE HARBOUR MASTER'S OFFICE IN TERNEUZEN.



When these developments approach us, we need to be equipped for it, not threatened by it.

the system functions as it should. If it does, we will broaden its working range to include the inland shipping traffic of Ghent and Vlissingen. The app will be an extra possibility for customers, next to the existing communication channels. Of course for now, captains always need to be able to communicate through VHF as well.

Q: Would one still need VHF communication, once the app proves successful?

RV: The only thing the port authority should need to say to an incoming vessel is, "Captain, we can see you coming in, welcome." Just a short conversation to confirm VHF communication with the vessel, as a safety measure. The rest should be taken care of automatically. It is a lot more convenient for the captain, since manoeuvring a ship while constantly communicating via VHF is a hassle and unsafe.

JH: Communication via VHF will remain essential for the next years. But look at the developments regarding autonomous shipping, for example. It is of course a phased process, but it is happening. Those technologies are evolving evermore rapidly.

RV: The day that autonomous ships will arrive at our ports, is coming. So at some point, we will need to prepare the ports for that type of traffic.

Q: What other technological developments do you follow closely?

RV: Organisational developments. We work for stevedores. Some of them have liner services and can tell you when their vessels arrive a year in advance, whereas for others, next week's schedule is already uncertain. This is less of a problem in the Sloehaven, but there is a bottleneck on the southern side of the Western Scheldt: the locks. You somehow need to get the ships of both stevedore types through the locks. We should head towards a more predictable future. The shipping industry is already working towards this future.

Say, a ship is leaving the Port of Tubarao, heading for Ghent. There are already systems in place that can notify the port authority when it leaves a port, notify the harbour pilots of the vessel's ETA for arrival at the pilot station, and notify the coastguard when it enters another country's waters. A broader planning horizon ensures a better flow for the ships, thus improving flexibility.

JH: I think a trendwatcher could provide added value. Right now, if a container ship arrives full of packages for Dutch consumers, it needs to deal with tugboats, pilots, immigration and customs officers, the assignment of a mooring, and so on. But, thinking out of the box, imagine that in ten years' time, that ship simply anchors off shore, becomes its own distribution centre and lets drones deliver the packages directly to the customers. That would completely change the way we use ports. When these developments approach us, we need to be equipped for it, not threatened by it.

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Euroports expands its bulk warehousing capacity in Ghent

Euroports, one of the largest port-infrastructure companies in Europe, continues to grow and invest. The enterprise recently opened a new fertilizers and minerals warehousing facility, as the centerpiece of its EUR 10 million investment programme at terminal T850 in the port area of Ghent.

Euroports and North Sea Port representatives officially opened the new warehousing facility on 15 June 2018. During the inauguration ceremony, Daan Schalck, CEO of North Sea Port, and Geert Gekiere, Managing Director of Euroports Belgium NV, delivered speeches to celebrate this new milestone.

Double footprint

The innovative investment is Euroports' response to an increasing customer demand, and includes a new, state-of-the-art bulk warehouse with a storage capacity of more than 120,000t.

"The footprint has been doubled to approximately 20,000m² of concrete floors and consists of six adjacent warehousing boxes," says Peter Van den Broeck, Plant Manager at Euroports Terminals Ghent. "The warehouses are supported by a significant investment in additional new equipment: a 100t, 20m³ grab mobile harbour crane and a second all-purpose equilibrium crane of 25t with 15m³ grab, allowing for a higher loading/unloading rate."



EUROPORTS TERMINALS GHENT'S T850 HANDLES AROUND TWO MILLION TONNES OF BULK PER YEAR.



All photos courtesy of Euroports

EUROPORTS HAS TWO MAIN TERMINALS IN GHENT, T280 AND THE NEWLY REBUILT T850.

Two million tonnes of bulk

Euroports Terminals Ghent's T850 is one of the biggest bulk terminals in the Euroports network, handling around two million tonnes of bulk, mainly fertilizers and minerals. The quay at terminal T850 is 550m long with a fresh water draft of 12m, which allows for the entering of vessels of various capacities, including Panamax.

Euroports has two main terminals in Ghent, T280 and the newly rebuilt T850. Customers know they can rely on Euroports Terminals Ghent for its quality, knowledge, and service for screening the most complex and difficult products. Euroports Terminals Ghent has over the years built up extensive experience, knowhow, and expertise, and is today an established player in fertilizer screening. This expertise was also acknowledged multiple times by being awarded with the International Bulk Journal Award for Best Specialist Dry Bulk Terminal.

The unique location of the Port of Ghent, with its strong hinterland connection to the Benelux and Northern France, is a strong asset as it enables customers to lower their supply chain cost.

With this investment, Euroports continues to prove its dedication to providing strong supply chain solutions to its customers, not just in the fertilisers and minerals industry, but also in other industries served by the company, such as pulp and paper, metals and steel, specialised cargo, sugar, fruit, coil, fossil fuels, and more.



MODIFICATIONS ON TEST FRAME.



All photos courtesy of Liftal

All hands on deck for Liftal

An excellent reference project

Liftal has already been acting as a full-service specialist in lifting and hoisting technologies since 1997. The company offers a broad range of services, including advice on all kinds of hoisting, lifting, and fall protection challenges, and provides a broad range of products and custom solutions, installation, maintenance, repair, testing, inspecting, and certification of equipment.

From its location in the Vlissingen port area, Liftal has attracted a variety of customers, ranging from shipowners to power plants. Liftal has in a recent project demonstrated its capabilities of acting quickly, flexibly, and securely.

Nuclear power plant

“Together with our French partner Compagnie Mecro and DEKRA, we were granted an assignment by a French nuclear power plant,” explains Mr Hans Hirdes, Manager at Liftal. “Our job was to test the rail of a newly installed 360° 320t crane. This is usually an everyday job, but in this case the crane ran at 40m height, and the reactor was already installed below the crane, leaving us with hardly any working space. In fact it was impossible to test the rail in the preferred manner, which is from below.” So a plan had to be concocted to overcome this barrier. Within nine weeks of engineering and fabrication, the team was ready to start the test preparation. Mr Hirdes continues, “Once we were ready for the actual testing, the customer allowed us ten working days. We consequently decided to work in three shifts.”

Careful manoeuvring

“Because of the limited space available, we first had to bring in the testing gear in pieces using multi wheels. This really was a matter of careful and accurate manoeuvring. Once everything was inside the plant, the pieces were lifted to the necessary height. For this task, we had to use the hoist on top of the building. As the hoist was fixed to the centre of the circular shaped building, we had to create a solution involving a moving installation, in order to correctly position the pieces of the test weight from



LIFTAL HAS ALREADY BEEN ACTING AS A FULL-SERVICE SPECIALIST IN LIFTING AND HOISTING TECHNOLOGIES SINCE 1997.



A lot of lifting and hoisting equipment is used in this upcoming market.

the centre. Altogether, we are talking about a total test weight of 420t, and lifting this weight into position one by one was very time-consuming.”

Pushing the boat out

All hands were on deck for this project, with a crew of fifteen individuals working per shift. “We really had to push the boat out, as we wanted to finish the job as scheduled. On the other hand, we had to take great care in working safely due to the height we were working at. Once we had finished the job - testing the circular-shaped rail with a dynamic weight of 380t and 420t of static weight - the dismantling of the used equipment had to be executed just as carefully as the installation. There was a high risk of tools and parts falling during the installation and dismantling of our test equipment. So apart from working fast, we also needed to work very carefully.”

One day before planning

The test proved to be an excellent reference project, as Liftal completed the job one day before planning, and with compliments from the customer. Mr Hirdes adds, “This type of project only occurs once in a while. It was one of our biggest projects in the past five years. It required a lot of preparation

with comprehensive measuring and fitting. As this was a unique project, we had to think out of the box to find the right answers for the challenges we were confronted with. As this type of assignment is scarce, they will never become routine. On the other hand, with this kind of work we can show the market what we are capable of. It demonstrates that our strength lies in acting fast, always in good collaboration with our partners.”

Offshore wind opportunity

Acting in many markets, Mr Hirdes sees ample opportunities in the offshore wind market. “A lot of lifting and hoisting equipment is used in this upcoming market. Heavy-lift cranes are used for loading and unloading the various turbine parts and as no windfarm is the same, this lifting equipment needs to be tested and certified for almost every new project. Most wind turbines are equipped with a small service crane. Because of the circumstances at sea, these cranes require regular maintenance and testing. There are hence ample opportunities for us in many respects,” states Mr Hirdes.

In-house service centres

Another development that Mr Hirdes is enthusiastic about is the set-up of in-house service centres at the customer’s location.

PREPARING THE TEST FRAME FOR SHIPMENT.



APART FROM THE VLISSINGEN LOCATION, LIFTAL ALSO HAS A FACILITY IN ZWIJNDRECHT, BELGIUM.

“We recently opened service centres at the facilities of some of our customers. With this dedicated service towards our clients, we can very rapidly respond to their requests for help. We have all kinds of tools and equipment available at these centres, as well as spare parts for the maintenance, repair, and testing of their lifting equipment. As this type of service fits into our future ambitions perfectly, we hope to extend the number of service centres.”

Seize with both hands

Apart from the Vlissingen location, Liftal also has a facility in Belgium. Looking at the recent merger of the Port of Ghent and Zeeland Seaports into North Sea Port, Mr Hirdes is optimistic about the opportunities that this merger will offer. “As we are operating on both sides of the border, with our extensive knowledge of both the Dutch and Belgian rules and regulations on lifting and hoisting and with our broad experience, we think that the merger into one port area will bring us bounteous opportunities, which we look forward to seizing with both hands.”

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FULLY EQUIPPED IN-HOUSE SERVICE CENTRE AT ONE OF LIFTAL'S CUSTOMER'S LOCATION.

Developments at the Kluizendok



Photo courtesy of Tom D'haenens.



The Kluizendok is hard to miss when driving on the R4-West between Ghent and Zelzate, near the Wippelgem junction.

The large, low building, with at least 22,000m² of distribution space, is easy to spot. The park will expand to 200,000m² in the future, making it almost 10 times larger.

The construction of the Kluizendok began just over twenty years ago, in 1996. After the excavation works, the expropriation of the Zandeken, and the reclamation of the industrial estates, it was officially opened at the end of 2010. With over 80 hectares of water surface, the Kluizendok became the fifth largest dock in the port of Ghent. A new distribution center was officially inaugurated at the Kluizendok in the port of Ghent in May 2016. This new step in the development of the 400-hectare business park that surrounds the dock marked the initiation of continued expansion.

Clustering

The Kluizendok is one of the largest greenfield sites in Europe. One third of its 80 hectares of water and 400 hectares of industrial sites is located in Evergem. A masterplan was drawn up for the Kluizendok specifically for this purpose. The principle of clustering – companies that can strengthen one another are grouped together as much as



MORE THAN HALF OF THE SITE IS READY FOR BUSINESS AND HAS ROAD AND UTILITY ACCESS.

Photo courtesy of Tom D'haenens.

possible – plays an important part here. There is a strong focus on the logistics and distribution sector. Together with the business parks of De Nest and Rieme-Noord, this area is one of the largest maritime logistics and distribution sites in Europe. A total of 4.82km of quay walls was built at the Kluizendok for vessels with a maximum draft of 12.5m. The quay walls currently have a water depth of 13.5m, but are designed for a water depth of up to 18m.

From steel construction to salt storage

Companies presently take up about 100 of the 400 hectares. North of the dock, on the Rieme side, you will find a concrete plant, a manufacturer of large steel constructions, a cement and an asphalt plant, storage of bulk goods in sheds, storage of salt, tank terminals for liquid goods, and a sand and gravel trade. South of the dock, there are large warehouses on the waterfront for storing bulk goods, as well as a cement plant. A container terminal is in full development on the corner of the quay and the dock. This site is also connected to the new distribution center by rail. The connection to the European transport networks by road (E17 / E40), rail, and inland shipping (from Rotterdam to Paris) is an additional advantage of the Kluizendok. Railway lines are located near the dock and next to the R4. A container train runs to the Northern Italian city of Mortara almost daily.

More than half of the site is ready for business. This part of the site can be reached by road and has access to utilities. The other areas are still in development and can be adjusted to the needs of companies that will settle in the park in the upcoming years.

Future

What does the future have in store for the Kluizendok? In terms of business, Ghent Port Company will focus on the sectors of bio-based chemistry (103 ha), logistics and food (90 ha), storage and transshipment of goods (58 ha), recycling (21 ha), building materials (54 ha), and bio-energy (15 ha). The Flemish Land Agency also develops the buffer areas between port activities and adjacent residential areas.

New Lock Terneuzen

The New Lock in Terneuzen will be operational by 2022, which means larger ships will be able to reach Ghent. The existing dock will be expanded with a small dock for inland vessels and small seagoing vessels.

Mainfreight at WDPort of Ghent

Major player and logistics service provider Mainfreight is expanding its current warehousing activities in Belgium at the WDPort of Ghent. WDPort's second project on this location near the Kluizendok includes 30,000m², of which Mainfreight will initially occupy a distribution center of approximately 9,000m². The plot offers the possibility to build a new-build warehouse for a 30,000m² area. Mainfreight is expanding its current storage capacity in Belgium to 105,000m². In addition to existing sites for logistic and distribution activities in Ostend and Genk, and offices for air and sea freight activities in Brussels and Antwerp, Mainfreight will set up logistics, distribution and added value services in Ghent.

North Sea Port mission to port of Mykolaiv in Ukraine

An extensive trade delegation of port companies of North Sea Port visited the Ukrainian port city of Mykolaiv from 21 until 23 May. The ports expressed their mutual desire to expand trade by signing a new cooperation agreement on 22 May.

Ukraine and Mykolaiv: important trading partners

Ukraine has been of importance to North Sea Port for some time. With a total shipping volume of 1.1 million tonnes, Ukraine holds the seventeenth place of trading partners. Mykolaiv is one of the major Ukrainian ports from which goods are exported, accounting for one-fourth of transshipment, which mainly concerns the export of maize and rapeseed.



The ports expressed their mutual desire to expand trade by signing a new cooperation agreement.

Promoting trade

Several terminals and companies were visited during the four-day mission. The North Sea Port delegation also participated in network meetings with local port companies.

A first cooperation agreement between North Sea Port and the

port of Mykolaiv was signed in November 2010 during a Belgian princely mission to Ukraine. North Sea Port in turn received delegations of Mykolaiv in 2011 and 2017.

By renewing this cooperation agreement, both ports hope to continue to further promote trade. Ukraine is, after all, strategically located on the crossroads of transport routes between Asia and Europe.

Mykolaiv, a significant hub for multimodal transport

Mykolaiv is situated in southern Ukraine on a peninsula of the Black Sea. With a population of over half a million, it is an important administrative, industrial, cultural, and scientific centre.

Mykolaiv is an important hub for maritime and inland navigation, as well as for rail, road, and air traffic. With the Ukraine and its 50 million inhabitants, the port has a vast hinterland that links to the neighbouring countries of Russia, Belarus, Poland, Slovakia, Hungary, Romania, and Moldova.

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AN EXTENSIVE TRADE DELEGATION OF PORT COMPANIES OF NORTH SEA PORT VISITED THE UKRAINIAN PORT CITY OF MYKOLAIV.



OLEKSANDR KUSHNIR, DEPUTY HEAD OF MYKOLAIV REGIONAL STATE ADMINISTRATION, LEFT, AND DAAN SCHALCK, CEO OF NORTH SEA PORT, RIGHT, SIGNED THE NEW COOPERATION AGREEMENT.



North Sea Port,

the 60 kilometres long cross-border port area stretching from Flushing over Terneuzen in the Netherlands to Ghent in Belgium



1,000 hectares of industrial sites available to investors.

Accessible from the North Sea for deepsea navigation until 32 km inland.

Directly linked with the European network for road transport, inland navigation, rail and pipelines.

Specialist in dry bulk, general cargo, offshore and food.

Europe's number 3 as for added value.

Europe's number 10 concerning seaborne cargo traffic.



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Celebrations every year

C-Port's tenth anniversary

The Vlissingen port area profits from the worldwide demand for goods. North Sea Port showed record throughput figures last year and the numbers for the first quarter of 2018 are positive as well. Mr Roel Latuheru, General Manager at C-Port, responds to this positive development with mixed feelings.



All photos courtesy of C-Port



C-PORT PROVIDES CUSTOMERS WITH FLEXIBLE CRAFTSMANSHIP FOR THE SAFE AND SWIFT LOADING AND UNLOADING OF CARGO.

All photos courtesy of C-Port

“ In Vlissingen, C-Port currently employs around 130 logistic workers and a flexible pool of around 20.

“A new state of the market provides new challenges. The current situation demands a lot from our crew. Everyone at our port is of course used to working hard and making long days, but one can imagine that flexibility has its limitations. Another challenge we have to deal with is that our clients, which have been reluctant to recruit in the past ten years, are now looking for higher-skilled and educated people, which means that crew members hired from us are sometimes offered a permanent contract.” According to Mr Latuheru, C-Port has been able to meet these challenges pretty well. “We understand that our clients are looking for stability and certainly regret losing good people. But on the other hand, it reflects our recruiting capabilities and willingness to help our customers.”

Black figures

C-Port is celebrating its tenth anniversary this year. Founded in early 2008, the company was still unaware of the worldwide economic crisis that was about to strike the ports. “We made plans to establish a new staffing agency specialised in (port) logistics staff for the Vlissingen port area in 2007,” comments Mr Latuheru. “A few months after the company – a continuation of the activities of Labour Service Zeeland and Tence Transport & Logistiek Vlissingen – took off in 2008, it became clear that we had to rewrite our multi annual plan, even before our first year came to an end. Fortunately we came out of the crisis rather well, with black figures every year, and now we have entered a new situation in which the demand for skilled workers is very high.” In Vlissingen, C-Port currently employs around 130 logistic workers and a flexible pool of around 20. “The flexible pool is for additional hands to load and unload the vessels” Mr Latuheru explains. “We rely on our own staff for the more strategic functions that are crucial for the logistic process, such as supervisors and crane drivers.”

Niche player

C-Port has always been a niche player in the recruitment market. Recruiting and providing logistic employees to terminal operators have been and will continue to be the company’s specialty. Mr Latuheru explains, “We offer staff in four disciplines, namely Loading & Unloading, Driving, Lifting & Hoisting, and Lashing & Securing. We provide our customers with flexible craftsmanship for the safe and swift loading and unloading of cargo. We are able to do so only with skilled and motivated employees that we try to commit by offering stability and a positive future. This requires the ability to



MR ROEL LATUHERU, GENERAL MANAGER AT C-PORT: WE NEED TO WORK TOGETHER, FOR INSTANCE IN SHARING WORKFORCE AND EQUIPMENT, TO STAY AHEAD.

Photo courtesy of Scherp! Fotografie



ON 26 MAY, C-PORT CELEBRATED ITS TENTH ANNIVERSARY WITH A LARGE PARTY FOR ALL STAFF MEMBERS AND PARTNERS.

listen to them and to invest in, for instance, good training and education. We are very open and direct in our communication towards our people, so they know exactly what we expect from them and vice versa.” It seems as though many people working at C-Port are satisfied with this way of working. Since the start of the company, there have each and every year been celebrations for people working for the company and its legal predecessors for 10, 12.5, and even 25 years. Today, C-Port employs over fifteen people that have been working for the company for more than 25 years. Fifteen out of 180 individuals (including 50 people working from the Port of Rotterdam location), and then there are some that have been with us for over 12.5 years, this is something we can definitely be proud of.

Small crises every day

After the company was founded in 2008, C-Port managed to withstand the crisis. “We had a slow start in 2008 and 2009,” says Mr Latuheru. “We noticed a slight recovery in 2012, and business has been very good from 2016 onwards. Most ports, and the logistic companies in the ports, depend on the worldwide demand and supply of goods. We are therefore used to responding to changing market circumstances. In fact we have to deal with small crises every day, as in our work we have to deal with a lot of uncertainties, for instance, due to changing times of arriving vessels.” Mr Latuheru admits having learned from the past crisis. “We have learned to be flexible ourselves and to be flexible with the working hours of our employees. Today we live in a 24/7 economy and customers expect us to work each day of the week, at weekends, at night, and during public holidays. We have to cope with these changes together with our workforce and so far we have managed this quite well.”

“ We need to join forces to remain competitive with other ports. The flexible and dedicated work force is one of the main strengths of North Sea Port.

Shortages dissolved

North Sea Port is traditionally strong in palletised cargo. “Palletised cargo is generally a labour-intensive commodity,” Mr Latuheru states. “A team of around eight port workers is needed for discharging pallets. In the upcoming years, Vlissingen will however show a rising volume in containers. This means that the number of people per discharge will drop to around six persons. On top of this, each 40ft container has the same load as 20 to 24 pallets. With palletised cargo, a team can discharge about 140 pallets per hour. In containers, about 550 pallets (25 containers) can be discharged with a team of just six port worker.

Containerisation will in this way dissolve the current shortage of logistics workers. It will also lead to another type of logistics workers. Instead of forklift drivers, for instance, more reach stacker drivers will be needed and the ongoing digitalisation that comes with container handling will require other skills as well. On the other hand, the lashing and securing of cargo, even for containers, will always require a lot of hands.”

Collaboration needed

No matter what happens, Vlissingen will remain an important logistic hub due to its strategic location. But higher volumes are needed for a structural growth in containers. This requires efficient collaboration in the port area to combine cargo flows. Another reason why collaboration is important is the absorption of the highs and lows in the arrival of vessels. “We need to join forces to remain competitive with other ports. The flexible and dedicated work force is one of the main strengths of North Sea Port. Vessels are handled very quickly and as time is money, this is a very important issue. We need to work together, for instance in sharing workforce and equipment, to stay ahead.”

A mix of both worlds

For C-Port, it is good to see that there are still many people that love the flexibility of the work offered by the staffing agency. They like to move around for C-Port from one assignment to the other, very often on different terminals and in different ports as well. “We notice several different phases in life. Younger people like the flexibility we offer. They do not mind working at the weekend or long working days. To stay tuned with the young, it is important for us to adjust our labour market communication. We hence moved part of our campaign from print to social media, as this is the way we can best reach them. After a few years, many of these young people enter a new phase in which they become settled and prefer more regulated working hours. We must accept the fact that at a certain age, not everyone wants to hop around and work many hours. They have, depending on their situation, new responsibilities, at home with small kids growing up and demanding attention from both parents. To remain competitive in our market, it is our challenge to keep the right balance between both worlds now and in the future,” Mr Latuheru concludes.



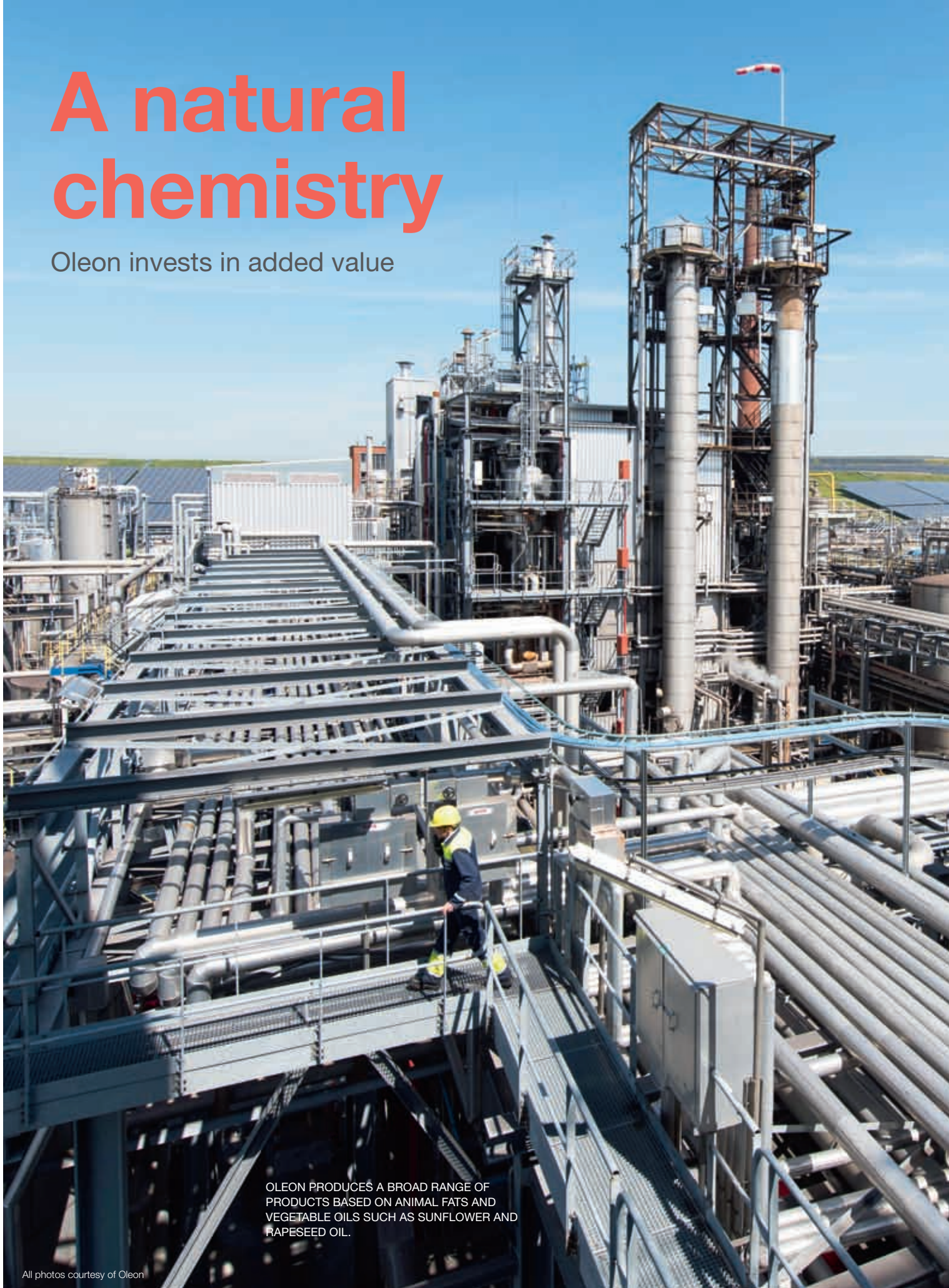
FOR C-PORT, IT IS GOOD TO SEE THAT THERE ARE STILL MANY PEOPLE THAT LOVE THE FLEXIBILITY OF THE WORK OFFERED.



“TO STAY TUNED WITH THE YOUNG, IT IS IMPORTANT FOR US TO ADJUST OUR LABOUR MARKET COMMUNICATION.”

A natural chemistry

Oleon invests in added value



OLEON PRODUCES A BROAD RANGE OF PRODUCTS BASED ON ANIMAL FATS AND VEGETABLE OILS SUCH AS SUNFLOWER AND RAPESEED OIL.

All photos courtesy of Oleon



Facts and figures Oleon

Part of Avril Group

- 1,000 employees
- 6 production plants: 2 in Belgium, 1 in Germany, 1 in France, 2 in Malaysia
- 12 sales offices in Europe, Asia, US and South America
- 25% market share in Europe
- Production: + 520,000t
- Turnover: + EUR 700 million

North Sea Port accommodates many international companies. Logistic activities usually attract ample attention within a port, but many logistic operations would not even take place without the existing production facilities. One of these facilities is Oleon, located in Ertvelde in the Ghent port area.

Oleon produces a broad range of products based on animal fats and vegetable oils such as sunflower and rapeseed oil. Oleon differs from the traditional chemical process industry by providing a natural chemistry. While the discussion about the use of fossil fuels as base ingredients is from recent times, the company already started its activities a century ago.

Avril Group

“Our company originally dates back to the nineteenth century, when Bougies de la Cour was founded. This company was in the twentieth century integrated into Petrofina as the oleochemistry department Oleochim,” explains Mr Eddy Feijen, Managing Director Base Oleochemicals at Oleon. “Petrofina was sold to Total at the end of the twentieth century. When this French group decided to downsize its chemical activities in 2000, the oleochemicals department was sold to a group of investors and continued as the independent company Oleon. Oleon in 2009 became part of the Avril Group (former Sofiprotéol), which in fact is a large French agro-industrial group owned by, among others, farmer cooperatives. As shareholders in our company, these farmers provide us with most of the sunflower seed and rapeseed we need, and it is our job to add value to their yield.”

Widely used

In processing sunflower seed and rapeseed, vegetable oil is derived. This oil is the basis of many products in the sectors of food-oil, biodiesel, and green chemistry products. The plant in Ertvelde (Ghent) focuses on the production of green chemistry products and biodiesel. For the expansion of sunflower oil-based products, a new plant was constructed which was officially opened on 6 June 2018. This plant will produce isostearine acids and dimers. Both types of fatty acids are widely used in health-care products such as cosmetic creams, lipsticks, and deodorants, but also in car coatings and lubricants. “Our products are used in a very wide range of applications,” Mr Feijen continues. “In fact, not a day in one’s life goes by without using a product that contains at least one of our ingredients. With this in mind, today’s discussion on the use of natural oils and animal fats as an alternative for fossil fuels can be viewed in another perspective, as it is already part of everyone’s life and not just, like many think, only in biofuels.”



THE NEW PRODUCTION UNIT RESULTS IN AN ADDITIONAL PRODUCTION CAPACITY OF AROUND 15,000T PER YEAR.

A reserved opinion

In this respect, APAG, the European Oleochemicals, and Allied Products Group, an association of producers of which Mr Feijen is president, has a reserved opinion on the use of animal fats in biofuels. "According to APAG, one should be careful with the intensive use (direct and indirect) of animal fats in biofuels as this could disturb the market situation, leading to scarcity and rising prices of a raw material that is very important for many products. People often talk about using by-products and waste for the production of biofuels, but we should firstly define what exactly can and cannot be considered as by-products and waste."

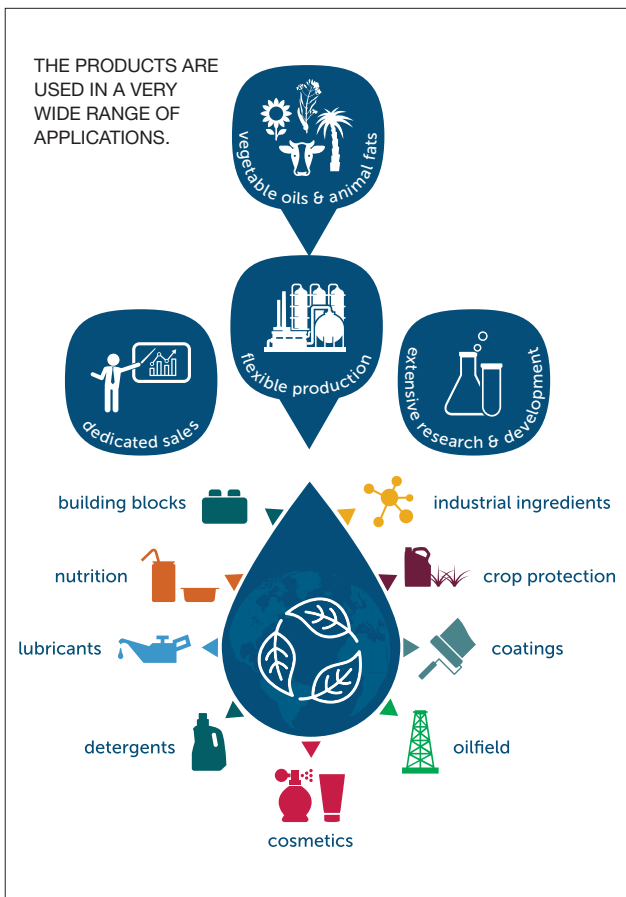
Apart from this, Mr Feijen acknowledges that the green economy holds ample opportunities for Oleon. "The worldwide growing interest in the use of alternatives for fossil ingredients is certainly not unfortunate for us."

Compete with lower prices

He continues, "Considering the fact that our production process has already been around for decades, we can speak of a mature industry. The market going green gives us the chance to come up with new, special products and specialisation is typically one of our strengths." Proof of this is the fact that of the 1,000 people working at Oleon worldwide, around 10% is R&D-related. "R&D provides us with the opportunity to keep our position in the market." Most of the competition for Oleon comes from Asia. Raw material comes from plantations found in countries such as Malaysia. They compete with low prices, but have a restricted portfolio. Despite this price difference, Oleon is able to compete because of the company's continuous search for new specialties in which true value is added.

Long-term focus

"Of course, we not only rely on our special products," adds Mr Feijen with a smile. "Around 80% of our products are more or less comparable to that of our Asian competitors. These are our base loads that cover our general costs. The remaining



THE OLEON PLANT IN ERTVELDE (GHENT) FOCUSES ON THE PRODUCTION OF GREEN CHEMISTRY PRODUCTS AND BIODIESEL.

OLEON DIFFERS FROM THE TRADITIONAL CHEMICAL PROCESS INDUSTRY BY PROVIDING A NATURAL CHEMISTRY.



MR EDDY FEIJEN,
MANAGING DIRECTOR
BASE OLEOCHEMICALS
AT OLEON.



It is one of the company's goals to limit the company's impact on the environment.

20% consists of specialties. Being part of Avril means that Oleon is part of a company with a long-term focus, one that does not look at quick wins but at growth. The new sunflower unit is proof of this strategy. Until now, the Ertvelde location had five production units and this year a new sixth one came into operation. The investment of EUR 20 million now results in an additional production capacity of around 15,000t per year. Mr Feijen continues, "15,000 tonnes is a small volume compared with our total production volume of 450,000 tonnes in Ertvelde. But it is an important investment for us, as the new plant will be dedicated to the production of special products based on sunflower oil. With this new unit, we will further strengthen our position in cosmetics, lubricants, and coatings, providing our customers with high-performance biodegradable isostearic acid and dimers."

A company that cares

Apart from supplying green products, today's sustainability goals have resulted in interesting energy savings for Oleon. "The Belgium government was one of the first to set rules for the industry to become more energy efficient. These rules made us look for ways to produce more efficiently. We shared the knowledge that we built up in our Belgium plants with

other Oleon facilities abroad, which now also profit from this. This way, our early investments in energy efficiency results in worldwide cost savings. Acting sustainably is not only a matter of cost reduction for Oleon. It is one of the company's goals to limit the company's impact on the environment. "We want to reduce our ecological footprint in as many ways as possible. For this, we look at the entire supply chain, for instance, in sourcing sustainable raw materials from sustainable suppliers. We also investigate the product life cycle of our base materials and the products in which they are processed." Acting as a company that cares also affects employment. "Our goal is to be a good employer with a safe workspace and with a positive view towards community involvement. This, together with the fact that our natural chemistry is a genuine future-proof innovative industry, makes us an attractive company for many students to work for," concludes Mr Feijen.

WWW.OLEON.COM

Draftec, supplier of high-end hydraulic, electric, and mechanical systems

True technicians

"WE ARE BASICALLY STRONG IN EVERYTHING THAT HAPPENS IN, ON, AND NEAR WATER," MR BOONE COMMENTS.

All photos courtesy of Draftec

Entering the Herculesweg in Middelburg, one cannot miss the remarkable premises of engineering company Draftec. Still, only few people in the region are aware of what this young company actually does. It is now time for a change.

Speaking with both of Draftec's owners Mr Martijn Boone and Mr Martijn Holtkamp, it becomes clear in just a split second that you are dealing with two true technicians. The company that was founded in 2009 specialises in engineering for high-end hydraulic, electric, and mechanical systems. Draftec's strength, fed by the educational skills and experience of both owners, lies in mechatronics, a relatively new technical development in which mechanics, electronics, and IT merge. But



It is good to see that a lot of projects often lead to new ones due to the customer-supplier relations that we have created.



they are both fully aware of the fact that offering high quality engineering services is no guarantee for expansion.

Top of mind

Mr Holtkamp comments, “We have recently been able to obtain a proper market share in the offshore wind industry, with projects for many returning customers. This industry has ample potential, for instance for hydraulic systems that use mechatronic solutions. Measuring and controlling IT-operated

systems are becoming increasingly common in this industry. This is of course great news, as this market segment still holds a lot of potential for us. But it does not feel right for us to depend on one market too much, and we also notice that our competition is increasing. We are, after all, not the only company that sees offshore wind as an interesting market.” Mr Boone adds, “This is why we wish to profile ourselves in a wider market. We still have a large number of founding customers that are not offshore wind-related. But we also

COMPANY PROFILE

TRUE TECHNICIANS: MR MARTIJN BOONE, MR MICHEL SCHOUWENAAR AND MR MARTIJN HOLTkamp.



Photo courtesy of Scherp! Fotografie

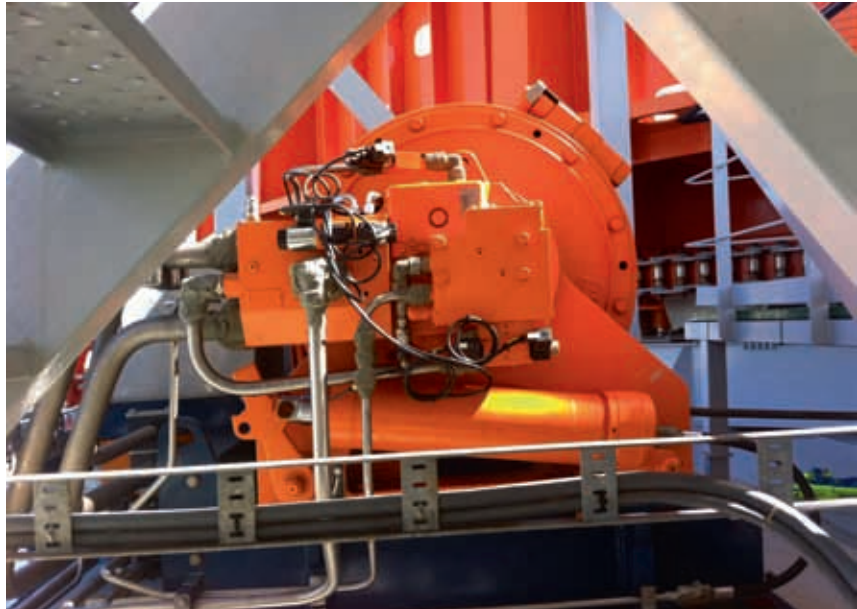
acknowledge that there are a lot of companies in our region that do not know Draftec, and it is a wasted opportunity not to be top of mind among them.”

Attract business

Direct business generation is one reason for Draftec to engage in better profiling. Doing business with companies in the region, which are usually relatively small to midsize businesses like Draftec, yields another interesting opportunity. “For smaller companies, it is difficult to get on the shortlist of projects for larger industries outside our region. They furthermore prefer one stop shopping, hereby missing the opportunities our region has to offer in a broad range of industrial and technical services,” Mr Holtkamp explains. “Working together could make us all a serious partner for the bigger companies. But for this to happen, we must first know each other and each other’s capabilities.” Draftec has therefore recently become a ZPPC participant. “ZPPC, like several other business communities that we participate in, gives us the opportunity to talk to lots of relevant companies. We can then learn what they can mean to us, and vice versa,” adds Mr Boone. “With this knowledge, we can attract business from bigger projects for ourselves and for other local contractors.”

Customer-supplier relation

Looking at Draftec’s expertise, the company has certainly evolved from an engineer into a company that also takes care of realisation and commissioning. With all of its proper in-house knowledge and experience, overall project management is also part of the portfolio. “We are basically strong in everything that happens in, on, and near water,” Mr Boone comments. “Because of our experience in hydraulics, we are also settled in the heavy-lift industry and in industries that require heavy lifting.” “It is good to see that a lot of projects often lead to new ones



DRAFTTEC SPECIALISES IN ENGINEERING FOR HIGH-END HYDRAULIC, ELECTRIC, AND MECHANICAL SYSTEMS.

due to the customer-supplier relations that we have created,” Mr Holtkamp adds. Sometimes we help a customer, and other times the customer helps us with a project.”

Turbulent years

As a customer-oriented company, Draftec knows how to extract the exact problems that customers want to solve. The people at Draftec know when to ask the right questions, even when these sound critical towards the customer. It is Draftec’s firm opinion that acting in this way leads to the best solutions. With this in mind, it is no surprise that this has resulted in ample satisfied, returning customers. “The last few years have been very

turbulent,” Mr Boone tells. “Our number of employees grew and we moved to another building. To be honest, our success has also turned into somewhat of a burden for us. Our customers are used to discussing their projects with Mr Holtkamp or myself, as we are able to translate their problem into several disciplines. That enables us to act both flexibly and fast. We obviously cannot be everywhere at the same time, so we had to make choices. Our strength should certainly not become our weakness and by expanding and optimising our organisation, we hope to be able to deal with this situation effectively.”

Production facility

With an eye on further growth, Draftec decided to move to their current location in Middelburg. The next step will probably be the realisation of a production facility. Mr Holtkamp, “Today, we only have limited possibilities for construction. Larger items that we are now working on are constructed on site or at the site of partners that we work with. This is at times inconvenient, especially when we want to show prospects what we are doing. We are therefore investigating the possibility of constructing a production hall. We have plenty of room available for this expansion over here. We expect that having sufficient production space here will also lead to cost reductions.”

High-end lifting solutions

About two years ago, Draftec became involved with a new company called Scaldon. Scaldon specialises in high-end (offshore) lifting solutions, such as cranes, A-frames, and winches. The Scaldon brand may be relatively new to the market, but the people behind it share over a decade of experience in hoisting equipment and in the design and construction of hydraulic and electrical control systems. Commercial Director at Scaldon, Michel Schouwenaar joins in, “Draftec is a specialist in designing and constructing crane control units. The idea originated to start constructing complete cranes. The bankruptcy of one of their clients created the opportunity to enter the crane construction market. At Scaldon we can design, engineer, construct, test, and service

cranes and other types of lifting and hoisting equipment with a maximum lifting capacity of 1,500t. Today our focus lies on the maintenance and service of existing equipment, but our aim is to expand activities in the complete construction of lifting equipment. When we started our business, the market situation was not great. Although I knew a lot of relevant companies, this did not lead to any business. But now things are changing in a positive way. We have plenty of work from the maritime and offshore industry, such as service, maintenance, testing, and certification of equipment on board of vessels. We have also designed equipment, including a heave compensated winch for an offshore crane.”

A Scaldon crane

Although the two companies are closely linked, the difference between Scaldon and Draftec is evident. Mr Boone states. “People will never speak of Draftec as a product brand. A control unit may be labelled as ‘designed by Draftec’, but it will never be a Draftec control unit. This should however change for Scaldon. In the near future, one might talk of a Scaldon crane or a Scaldon winch.” A lot is clearly going on behind the walls of the impressive Draftec building. “No matter what happens, we will always be technicians that really listen to our customers,” Mr Holtkamp says. “Each project, big and small, has our full attention. We stick to one-off projects, as serial work is not our strength. We will continue to expand our knowledge and experience with a large variety of projects.” Mr Boone concludes, “One of our main challenges for this will be finding the right people. We employ genuine technicians that love to solve problems by means of searching for new solutions. This requires a certain amount of flexibility from them as well, which will be highly appreciated in the industries that we work for.”

I. WWW.DRAFTEC.NL

I. WWW.SCALDON.NL



IN THE NEAR FUTURE, ONE MIGHT TALK OF A SCALDON CRANE OR A SCALDON WINCH.

“ The employer is our customer, but so is the employee, which is our unique selling point.

PETER PAUL BLIJLEVE,
ASSOCIATE AND GENERAL
MANAGER AT TRY-ACT, AND
TINEKE VAN OORSCHOT,
ASSOCIATE.



Try-act focusses on port vacancies

Try-act is well-known for providing qualified staff for various sectors in the Netherlands and elsewhere in Europe.

A recent development is the employment agency's commitment to finding the right people for the labour shortage in port areas. Try-act Associate and General Manager Peter Paul Blijleve explains, "In the ports we see a serious demand for good labourers like, for instance, port stevedores, a job that entails a very high awareness of safety regulations. With our expertise, our unique location in the port area of Vlissingen-Oost, and our collaboration with Alex Nelis from Nelis B.V. and other port companies, we are the ideal partner for job-seekers and employers that are active in and around harbour areas."

With its unique mobility concept, Try-act mediates professionals from various sectors throughout Europe, paying special attention to the employee's position and the requirements of the employer. Mr Blijleve continues, "At Try-act, job seekers are not just puppets placed by us. We believe that everyone has the right to be treated equally. The employer is our customer, but so is the employee, which is our unique selling point."

Ms Tineke van Oorschot, Associate at Try-act, will lead the new port trajectory, and is the principal liaison for the demand and supply of port labour. Ms Van Oorschot ran her own enterprise in Middelburg for over six years and knows the ins and outs of running a business like no other.

Intermediary with in-house expertise

Mr Blijleve initiated Try-act at its current location in Vlissingen-Oost in 2016, in partnership with Try-act Director Arie Arensman. The company operates across the entire European Union via local subsidiaries, partnerships, and exclusive cooperation agreements. Mr Blijleve highlights, "Arie Arensman and I believe in looking for qualified people and matching them with the right partner, but we also help companies with their respective business development cases. We have all the in-house expertise to handle complex personnel matters and queries concerning rules and regulations."

Try-act works as an intermediary in the study to

work process, the work to work course, or the government aid to work procedure. The company also support organisations in other disciplines, assisting with the reintegration of existing surplus personnel or with unearthing a business's true potential by scanning its capacities. Its main role, however, remains the intermediary one.

Changing job market

As an intermediary, Try-act is highly aware of the changing job market. Mr. Blijleve adds, "I believe that the job market will change entirely and quite soon at that. Jobs that we know today might not be the same in four years. We'll see a growth in automation and robotisation quite quickly. This demands that we must start looking at the job market in a different way." He laughs as he explains, "I remember starting my first enterprise over 30 years ago. We bought a PC at the time with 30 MB, a memory potential that was so unbelievably large at the time, and today we swipe with our fingers across our tiny handheld phones that hold more GB that we could have ever dreamed of!" He then smiles, "What I do know, is that good people that are willing to work are worth their weight in gold, no matter what the job market does."

Exclusive online tools

To facilitate the process of finding the right personnel, Try-act has a great variety of exclusive online tools available, such as the T-jobs app. Mr Blijleve comments, "This app was developed to locate over 65,000 Romanian specialised labourers. The app was never used due to a glitch in the system, and we managed to buy it and get it working again. We have a great pallet of various tools that can help the entrepreneur to operate efficiently in today's market." Try-act also has its own frequently-visited vacancy bank that offers a regional and international labour market platform for job-seekers and employers in various sectors, including port areas.

Just an additional step in our sustainability journey

A huge solar power farm has been realised on the Zeeland Refinery premises at a remarkable speed. Zeeland Solar, with its 11ha which is the size of 22 football fields, is one of the company's many projects to reduce its ecological footprint.



All photos courtesy of Zeeland Refinery

Although it might sound a little contradictory for a company that has its reason for existence in fossil fuels, Zeeland Refinery has already been working on energy saving measures for more than a decade. "Sustainability is one of the spearheads in our operation," states Mr Tanneguy Descazeaud, General Manager at Zeeland Refinery. "Of course, energy saving measures can help us reduce our costs, but our aim to be Europe's most environmental-friendly refinery will also help us to survive in a market that will have less refineries in the near future."

Serious business

A range of successful projects show that reducing the ecological footprint is not just a matter of window dressing,

but serious business at the midsize refinery. "Our sustainability projects can be separated into three subjects," explains Mr Descazeaud. "We are constantly searching for ways to improve our energy-efficiency of our production process. We are a partner in several relevant projects and we want to make use of renewable energy."

To begin with the latter, the more than 28,000 high-yield solar panels will generate around 12.5MWh on a sunny day. This will roughly cover 23% of the company's need for electricity. The decision to build the solar power farm was announced in December last year and large steps have since been taken. Within a six month period, a large plot of unused land next to the refinery was transformed into a somewhat surrealistic

WHEN READY IN 2020,
THE THIRD REACTOR WILL
AGAIN CONTRIBUTE TO A
LOWER ENERGY DEMAND.



We are constantly searching for ways to improve our energy-efficiency of our production process.

MR TANNEGUY DESCAZEAUD,
GENERAL MANAGER AT
ZEELAND REFINERY.



Photo courtesy of Scherpl Fotografie

looking field of shiny panels. “Many of our stakeholders, including the inhabitants of neighbouring villages, ask us to be as transparent as possible. For many people, a refinery is just a petrol plant with steel structures, tanks, tubes, and chimneys,” comments Mr Descazeaud. “It is therefore very important to explain what we are doing. We recently introduced an app for this purpose. With this app, we can inform people real time about our maintenance shutdowns and turn-arounds. But it is also a perfect communication tool in the case of, for instance, unplanned flaring. Though with the impressive view on Zeeland Solar from the road to the refinery, it soon becomes clear to everyone that our intentions concern solar energy,” he smiles.

Improving the production process

Like any other comparable plant, the production process at Zeeland Refinery requires ample energy. More than 50% of the production costs goes to energy. With this in mind, it is unsurprising that the first efforts to reduce the need for power was to look for improvements in the production process. “More than ten years ago,” Mr Descazeaud explains, “we started our sustainability campaign with examining the efficiency of our production processes. Back then, this was of course more obvious and easier, and huge steps could be made. This has

improved energy efficiency by 20%, leading to considerable cost-savings and a positive effect on our ecological footprint. And even today, we still eagerly seek for ways to save energy. A new reactor for the hydrocracker is currently under construction. Our hydrocracker is already renowned as one of the largest in the world, and the goal is to improve its effectiveness even further by adding a third reactor. When ready in 2020, this EUR 40 million investment will again contribute to a lower energy demand. Alongside these bigger projects, searching for ways to save energy has become a true sport for many in our organisation. It really is part of our daily practice, where everyone feels responsible.”

Collaboration is key

The third sustainability pillar for Zeeland Refinery is collaboration and partnerships. A highly appealing example of this pillar is the Sloewarmte project. In this project, residual heat from Zeeland Refinery’s production process is supplied to neighbouring companies through a system of pipelines. “Sloewarmte is a fine example of how many can profit from thinking ‘green’. First of all, Zeeland Refinery profits as we can reduce our exhaust of heat. Our neighbours profit too, as they can use our residual heat instead of generating heat using costly fuels. And most of

FOR MANY PEOPLE, A REFINERY IS JUST A PETROL PLANT WITH STEEL STRUCTURES, TANKS, TUBES, AND CHIMNEYS.





THE MORE THAN 28,000 HIGH-YIELD SOLAR PANELS WILL GENERATE AROUND 12.5MWH ON A SUNNY DAY.

all, the environment profits as well,” comments Mr Descazeaud. “There are currently two companies that use residual heat from Sloewarmte, but there is still enough heat available for more users. We play our part in the environmental goals of the Netherlands and Europe, but collaboration is key. Sloewarmte is a great example, and we also participate in another project called Smart Delta Resources. This is a project in which a group of industrial companies from Flanders and the Dutch provinces of Zeeland and West-Brabant is searching for a reduction in their use of energy and feedstock through industrial symbiosis. Eleven companies in steel, energy, chemical, and the food industry work together to create industrial connections and develop relevant business cases.”

Not finished yet

Although there are no specific plans as yet, there is still more unused land available for Zeeland Refinery to expand its solar energy farm. Mr Descazeaud adds, “We hope the first power will be delivered from the farm early July, and it will take some time before we can evaluate the effect of this project. There are so far no plans to extend the farm, but it is evident to us that we are not finished yet. Zeeland Solar is just an additional step in the sustainability journey that we started ten years ago, and that will contribute to our future ambitions as well.”

1. WWW.ZEELANDREFINERY.NL

About Zeeland Refinery

Zeeland Refinery is a joint venture of Total France (55%) and Lukoil (45%).

The midsize refinery produces a broad range of fuel products consisting of LPG, petrol, kerosene, (bio) diesel, and fuel oil. A range of base materials is also produced for other industries, such as sulphur, naphtha, and solvents.

The refining process is extremely effective. Approximately ten million tonnes of crude and raw materials are annually processed at Zeeland Refinery. Most of the crude materials is transported to the refinery via a 135 km long pipeline running from the Rotterdam port area. Most of the products are transported to clients per barge, seagoing vessels, and per truck. A pipeline running underneath the Western Scheldt transports base material to Dow Benelux in the Terneuzen port area. A staff of around 650 (including contractors) works 24/7, providing plenty of added value to the region's economy.



APPROXIMATELY 2,000 SPORTS ENTHUSIASTS TOOK PART IN THE FIFTH EDITION OF THE NORTH SEA PORT RUN GHENT.

North Sea Port Run Ghent

Approximately 2,000 sports enthusiasts took part in the fifth edition of the North Sea Port Run Ghent on Sunday 8 April. For the first time, the runners and cyclists started at the Mercatordok. The course took them through the Ghent port area. North Sea Port Run Ghent is a real family event. Various courses are organised for all ages, for both novice and more experienced runners. The runners enjoy seeing the quays, the impressive ships, and the immense cranes. The majority of the 2,000 participants (846 participants) ran ten kilometres, followed by the 21km group (484 participants), and 5km runners (441 participants). The kids' run (1 kilometre) attracted 67 young participants and the combi-ride, a 21km run-and-cycle route, counted a total of 143 duos.

Best quarter for North Sea Port's cargo traffic

North Sea Port registered a seaborne cargo traffic of 18 million tonnes in the first quarter of 2018. This is by far the best quarter ever. North Sea Port thus continues the growth it has shown last year.

In the first quarter, there was 2.2 million tonnes more seaborne cargo traffic when compared to 2017, an increase of 14%.

The increase of the seaborne cargo traffic mainly concerns petroleum (products). Crude minerals, mineral fuels, and metallurgical products are also on the up. Consequently, the growth is found in liquid and dry bulk and in general cargo, two sectors in which North Sea Port is an absolute specialist. Container volumes are also on the rise – although its share still remains limited – and roll-on/roll-off experiences show a slight increase.

North Sea Port's inland navigation traffic nearly reached 15 million tonnes, a rise of 1 million tonnes, and the overall cargo traffic by inland and seagoing navigation amounts to 33 million tonnes.



NORTH SEA PORT REGISTERED A SEABORNE CARGO TRAFFIC OF 18 MILLION TONNES IN THE FIRST QUARTER OF 2018.

Dow to invest in Terneuzen



DOW BENELUX IN TERNEUZEN HAS A GOOD CHANCE OF BEING SELECTED AS THE LOCATION FOR A NEW PLASTICS FACTORY.

Dow Benelux in Terneuzen has a good chance of being selected as the location for a new plastics factory, an investment of a few hundred million euros. The plastics factory, which will be built to produce plastics for the packaging sector, is part of DOW's international expansions plans, targeted at further increasing growth. Terneuzen has fine logistics, great potential for energy and raw materials, and excellent access to the global market. Access to raw materials – Terneuzen has access to ethylene – and energy are crucial. Dow Chemical and DuPont merged last year. Dow 'new style' has a turnover of EUR 42.3 billion as a producer of plastics, silicones, and coatings for the packaging industry and consumer markets. The new chemicals group will be formed – formally as of 1 April 2019 – after the brand-new DowDuPont is split up into Dow Chemical, DuPont and Corteva.

New natural buffer zone

A walk-and-play forest was recently opened by Flemish Minister for Environment, Nature and Agriculture Ms Joke Schauvliege, and port alderman of Ghent Mr Mathias De Clercq, in the village of Sint-Kruis-Winkel. The Flemish Land Agency has in recent months marked this area as a buffer zone between the port activities and the residential core. The wet zone in Sint-Kruis-Winkel was dredged and equipped with fishing piers. Pike were released during the inauguration to help reduce the number of exotic species in the water. Once the balance in the water has been restored, anglers can once again cast out their lines – as long as the caught pike are released back into the water. Hikers can explore the different wetlands areas via a newly constructed loop along the banks of the Oude Moervaartarm. Information boards along the path introduce visitors to the area's history and nature. The green buffer zone was realised with the help of the Flemish Land Agency and financing from the Flemish government, the City of Ghent, and North Sea Port.



A WALK-AND-PLAY FOREST WAS OPENED IN THE VILLAGE OF SINT-KRUIS-WINKEL.



North Sea Port Congress 2018

The fifth North Sea Port Congress will take place on Friday afternoon, 22 June. The theme of the congress is Limitless Entrepreneurship. The developments in the ports of Vlissingen, Terneuzen, and Ghent will be discussed in great detail during this event. Stakeholders will highlight the strengths of these ports, but the challenges and required improvements will also be discussed. Points of discussion will include limitless entrepreneurship, energy transition and Brexit. The congress is organised by Nieuwsblad Transport, in collaboration with North Sea Port. The port congress is a great networking event for port professionals. 175 professionals have already registered, including shipping companies, freight forwarders, shippers, storage and transshipment companies, transporters, and more. The 'Portman or Portwoman' of the year will be announced at the congress. Participation is free of charge, although space is somewhat limited.

THE FIFTH NORTH SEA PORT CONGRESS WILL TAKE PLACE ON 22 JUNE.

North Sea Port commits to reducing CO₂ emissions

North Sea Port is committed to greatly reducing CO₂ emissions in the near future. For that reason, the port company is working together with a variety of companies and organisations along the Dutch and Flemish borders. Eleven multinational companies in the Dutch southwest and East Flanders region have teamed up in a Dutch-Flemish partnership named 'Smart Delta Resources'. Their goal is a CO₂ reduction of 80 to 95% by 2050, thereby making a substantial contribution to the Paris Climate Agreement. Smart Delta Resources recently presented the measures that are needed to achieve their goal in a 'Roadmap towards a climate neutral industry in the Delta region' to the Dutch House of Representatives and the general representative of the Flemish government in the Netherlands.



SMART DELTA RESOURCES AIMS TO REDUCE THEIR JOINT CO₂ EMISSIONS BY 80-95% BY 2050.

Photo courtesy of Tom d'Haenens.

Touring the North Sea Port

Visiting the ports of North Sea Port by ship is a unique experience.

By making a harbour cruise, you get to see the port from a completely different point of view and visit places you usually do not have access to. During the summer months, Vlissingen offers tours through its port area, and Terneuzen presents its lock complex. Round trips for the port area in Ghent are available throughout the year.

Vlissingen

North Sea Port, the municipality of Vlissingen, and the MuZEEum organise round trips in the port of Vlissingen-Oost in the summer months. You can discover this part of North Sea Port from 7 July onwards. Embark on the Denick II on Fridays at 10 AM or at 1 PM. The tour of the Western Scheldt takes 2.5 hours and there are 100 places available per cruise. Catering is available on board. There is no ticket sale at the dock, so tickets need to be ordered online at muzeeum.nl up to one hour before departure. Tickets for the harbour cruise also provide free entrance to the MuZEEum and the Kazematten in Vlissingen.

Terneuzen

Between the Western Scheldt and the Ghent-Terneuzen Canal lies the lock complex of Terneuzen. This complex consists of three locks and can hold vessels of all sizes – from impressive seagoing ships to smaller inland vessels. The ‘Portaal van Vlaanderen’ organises tours of the lock complex and harbour cruises, with the added possibility of a dinner cruise. More information about the locks is available at the information centre at the Portaal van Vlaanderen, which is freely accessible. The Terneuzen harbour tours last 1.5 hours. Reservations can be made at portaalvanvlaanderen.nl.



BY MAKING A HARBOUR CRUISE, YOU GET TO SEE THE PORT FROM A COMPLETELY DIFFERENT POINT OF VIEW.

Ghent

North Sea Port organises two-hour round trips every Saturday through the port of Ghent, on board the Jacob van Artevelde harbour yacht. During the cruise, you can learn about the ins and outs of the activities in the port from the water. Embarkation is at the North Sea Port Visitor Center which can be found at the Rigakaai, between the city of Ghent and the most southernly point of North Sea Port. You will sail to the North of the port area to the Kluizendok and pass by Belgian docks and Dutch harbours. An on-board guide will explain the various port activities. The Jacob van Artevelde accommodates 80 people. Drinks are available on board.

[I. NORTHSEAPORT.COM/HAVENBEZOEKEN](http://I.NORTHSEAPORT.COM/HAVENBEZOEKEN)



THE JACOB VAN ARTEVELDE CRUISES THROUGH THE PORT OF GHENT EVERY SATURDAY.



THE DENICK II CRUISES THE PORT OF VLISSINGEN-OOST ON FRIDAYS DURING THE SUMMER MONTHS.



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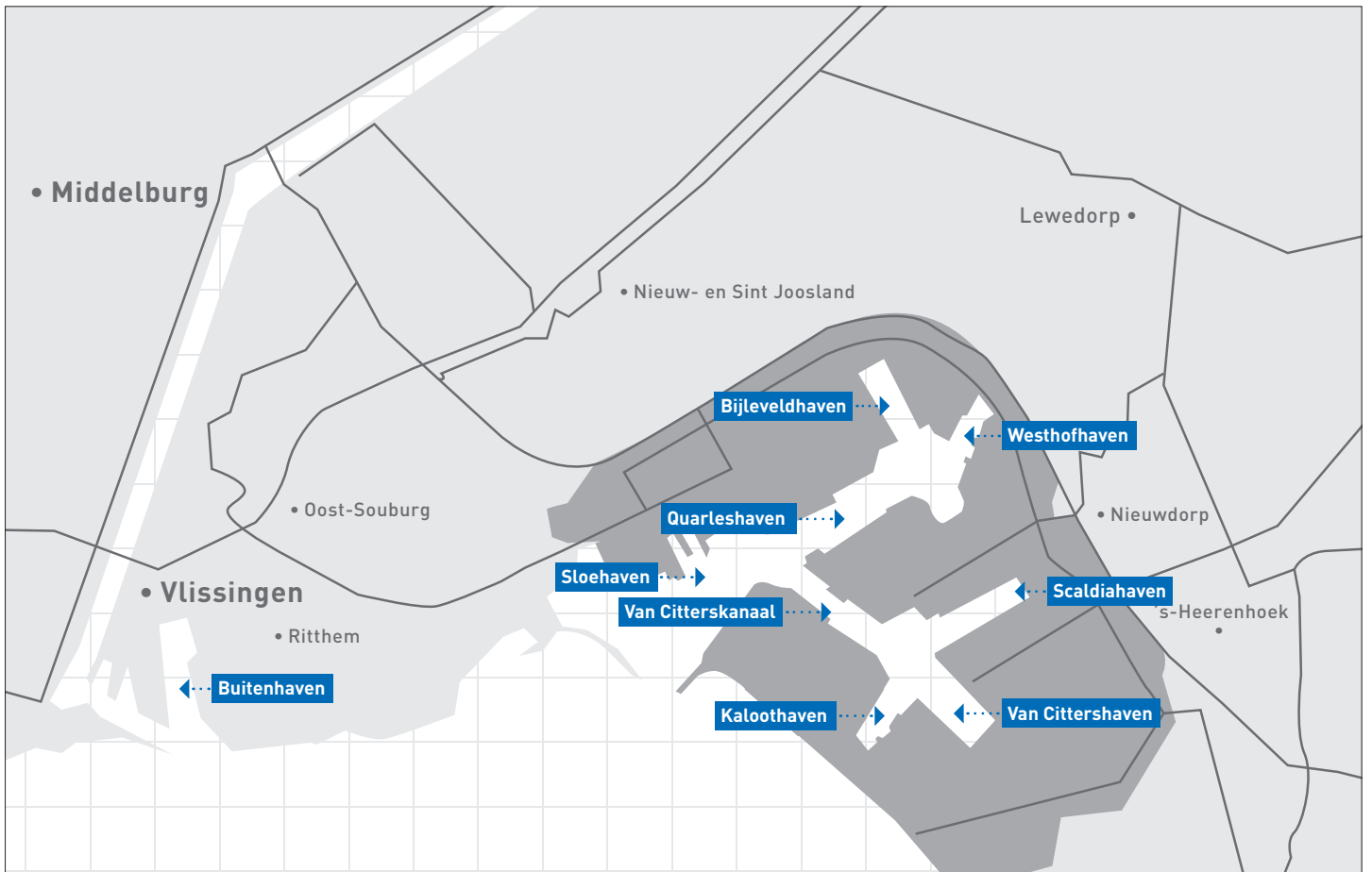
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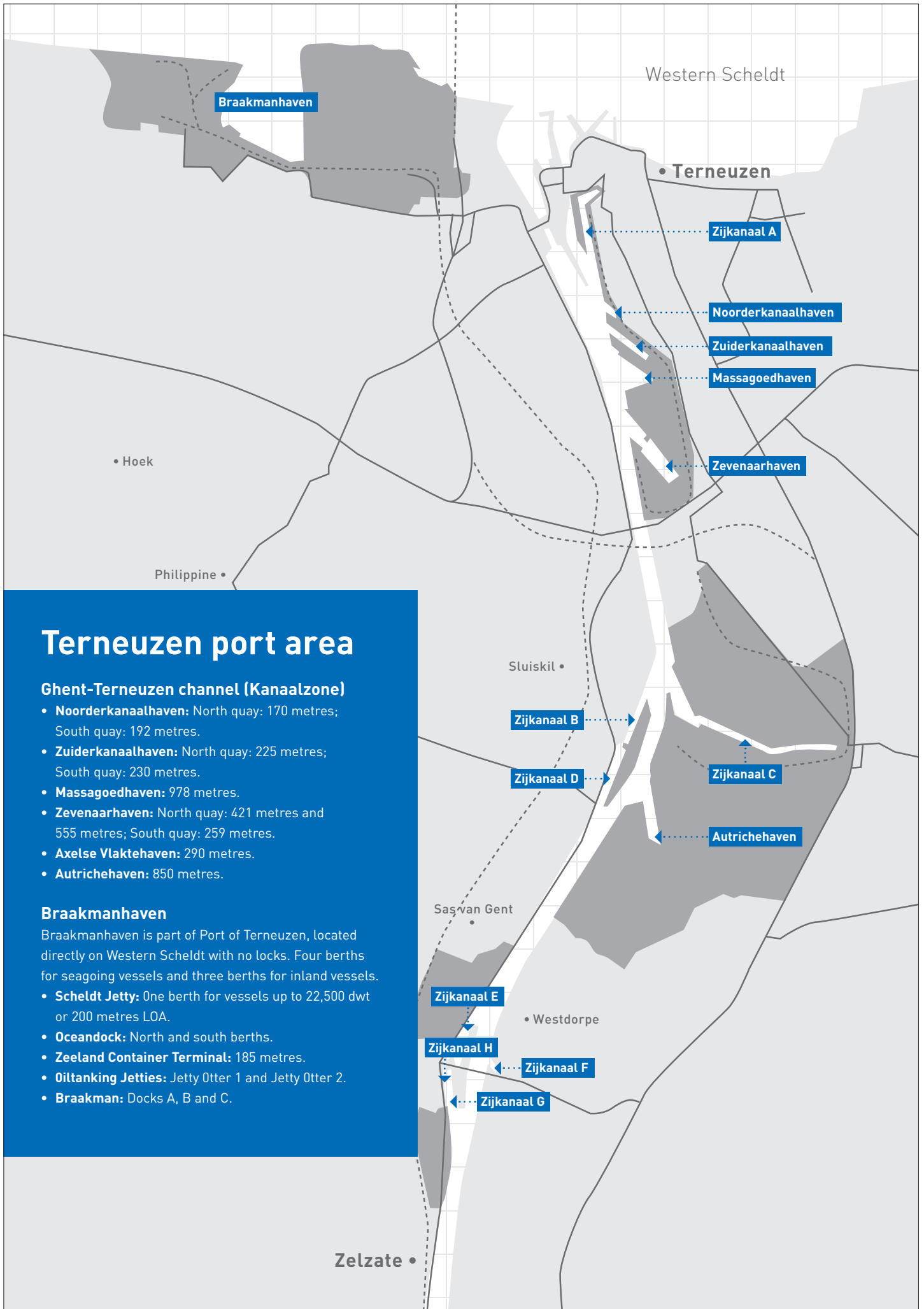
INDUSTRY	MARITIME	OFFSHORE	LOGISTICS SERVICES	OTHER SERVICES	EDUCATION AND GOVERNMENT
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	INDUSTRY	MARITIME	OFFSHORE	LOGISTICS SERVICES	OTHER SERVICES	EDUCATION AND GOVERNMENT
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Vlissingen port area

- **Sloehaven:** Suitable for all kinds of transshipment including LPG and chemical bulk 920 metres of quay. Cobelfret RoRo jetties: Four berths.
- **Bijleveldhaven:** 1,980 metres of quay. North bank is 300 metres long.
- **Westhofhaven:** 475 metres of quay. Can accommodate largest reefer vessels. East side jetty for discharging peat and general cargo quay.
- **Kaloothaven:** 1,130 metres of quay. Two jetties on south bank, one for inland barges.
- **Scaldiahaven:** Over 1,700 metres of quay. South side used by Verbrugge for handling and storage of cellulose and metals. Transverse quay is 250 metres long.
- **Van Citterskanaal/haven:** Six jetties for inland vessels and coasters. On south bank, 275 metres. On north bank, 200 metres. Heerema quay: 230 metres and 220 metres.
- **Quarleshaven:** Extension of Sloehaven to NNE, 315 metres of quay. Set of two mooring buoys on east bank with a span of 320 metres. Zalco quay: East bank, length of 150 metres. Vopak Terminal Vlissingen: Four LPG jetties.
- **Zeeland Refinery Pier:** Located on Western Scheldt. Accommodates tankers up to 100,000 dwt with maximum LOA of 280 metres.
- **Buitenhaven:** Located outside lock system with direct access to sea, 300 metres of quay. Northern basin has area for coasters and lighters. Vesta also operates an oil jetty for tankers.



Terneuzen port area

Ghent-Terneuzen channel (Kanaalzone)

- **Noorderkanaalhaven:** North quay: 170 metres; South quay: 192 metres.
- **Zuiderkanaalhaven:** North quay: 225 metres; South quay: 230 metres.
- **Massagoedhaven:** 978 metres.
- **Zevenaarhaven:** North quay: 421 metres and 555 metres; South quay: 259 metres.
- **Axelse Vlaktehaven:** 290 metres.
- **Autrichehaven:** 850 metres.

Braakmanhaven

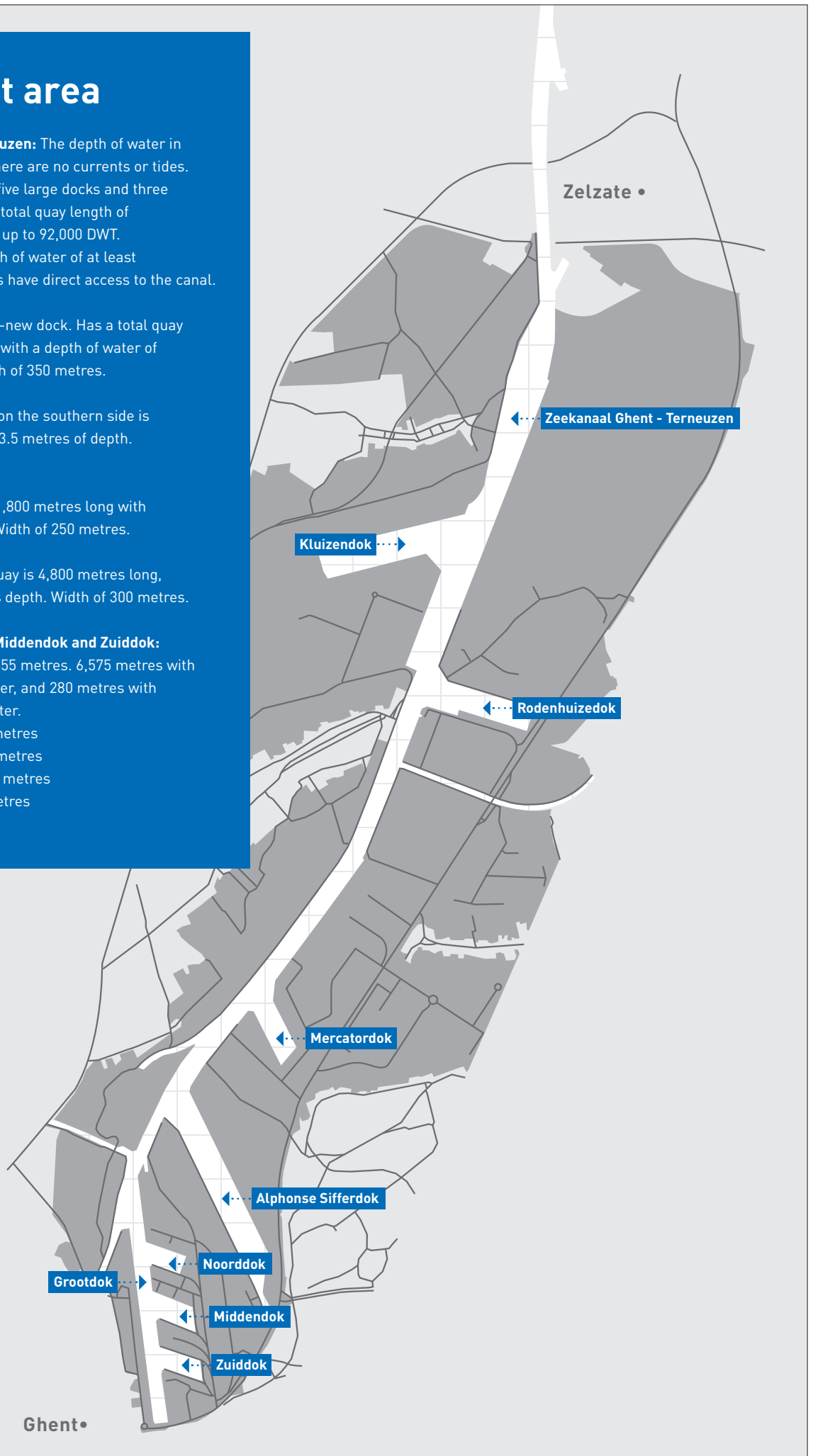
Braakmanhaven is part of Port of Terneuzen, located directly on Western Scheldt with no locks. Four berths for seagoing vessels and three berths for inland vessels.

- **Scheldt Jetty:** One berth for vessels up to 22,500 dwt or 200 metres LOA.
- **Oceandock:** North and south berths.
- **Zeeland Container Terminal:** 185 metres.
- **Oil tanking Jetties:** Jetty Otter 1 and Jetty Otter 2.
- **Braakman:** Docks A, B and C.

Ghent port area

Zeekanaal Ghent - Terneuzen: The depth of water in the canal is 13.5 m and there are no currents or tides. Inside the port there are five large docks and three smaller docks, offering a total quay length of 31 kilometres for vessels up to 92,000 DWT. 22 kilometers with a depth of water of at least 12.5 metres. All the docks have direct access to the canal.

- **Kluisendok:** Is a brand-new dock. Has a total quay length of 4,300 metres with a depth of water of 13.5 metres and a width of 350 metres.
- **Rodenhuisdok:** Quay on the southern side is 790 metres long with 13.5 metres of depth. Width of 270 metres.
- **Mercatordok:** Quay is 1,800 metres long with 13.5 metres of depth. Width of 250 metres.
- **Alphonse Sifferdok:** Quay is 4,800 metres long, with 12.5 – 13.5 metres depth. Width of 300 metres.
- **Grootdok, Noorddok, Middendok and Zuiddok:** Total quay length of 6,855 metres. 6,575 metres with 13 metres depth of water, and 280 metres with 8.5 metres depth of water.
Width: Grootdok: 150 metres
Noorddok: 200 metres
Middendok: 250 metres
Zuiddok: 220 metres



Taste the fun

The 'Gentse Feesten'



Photo courtesy of Sam Decler

The 'Gentse Feesten' (Ghent Festivities) will celebrate its 175th anniversary this year.

That is why their 2018 motto 'Taste the Fun' is visualised by a towering birthday cake with tasty Ghent-inspired toppings. The music and theatre festival will occupy the entire city centre of Ghent for ten days. Besides stage events, the programme offers a great variety of small street acts such as mime artists, buskers, and more. The festival will take place from 13 to 22 July.

Famous festival

The Ghent Festivities are a benchmark in the lives of many generations of revelers. In 1843, dozens of Ghent district and neighbourhood celebrations, under the influence of the Ghent industrial bourgeoisie, united into one large Municipal Party. The programme included sports and game demonstrations, historical parades, markets, and fairs.

The contemporary 'Gentse Feesten' originated in the summer of 1969, when Ghent singer Walter De Buck and his ex-wife Paula Monsart, along with people from the Trefpunt café, first envisioned the event. This first edition of the festival consisted of a single stage near the Saint Jacob Church. The festival grew significantly in the late eighties. Nowadays, it covers the entire inner city of Ghent. With over two million visitors, the Ghent Festivities, together with the Oktoberfest in Munich and Las Fallas in Valencia, are among the largest folk festivals in Europe. Although the festival has become a mass event, it has retained some of the rebellious and anarchistic atmosphere of the early days.



Photo courtesy of Stijn Debrouwere

Gentse Feesten expo

An identically named expo will showcase a rich collection of posters, programmes, photos, film fragments, and interviews with personal stories from both the past and present. Not only do they recall important milestones, they also reveal the evolution and dynamics of the city, the parties, and their audience. This exhibition can be visited in the House of Alijn from 9 June to 2 September.

Book

A richly illustrated book will be published for the 175th anniversary, in which the reader will discover the origins of the Ghent Festivities and how the event has become one of the biggest cultural festivals in Europe. Based on interviews with key figures and organisers, an image is sketched of what goes on behind the scenes of these festivities. The book ends with a glimpse of the festival's future. The www.175jaargentsefeesten.be website will be launched simultaneously.

1. GENTSEFEESTEN.BE

About PortNews

Covering the port area of Vlissingen, Terneuzen and Ghent, PortNews is the official publication of the Zeeland Port Promotion Council (ZPPC) and port company North Sea Port.

Circulation and subscriptions

Distributed to a wide international audience, the high quality quarterly magazine promotes the activities of companies active in the ports to key customers, business partners, stakeholders, as well as at major international trade events. PortNews is available in hard copy as well as a digital version. Each issue has approximately 10,000 readers.

Editorial Committee

The content of PortNews is the responsibility of the Editorial Committee.

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Special thanks to everyone who kindly contributed their time and expertise to put together this issue of PortNews.

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Next issue PortNews

The next issue of PortNews is available from October 2018.

Editorial Programme:

**Zeeland Offshore Champion
Offshore Energy 2018 | Amsterdam**

* Editorial themes may be changed without prior notice






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