

PortNews

Major player in breakbulk

Growing interest in container services



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ON THE COVER

When it comes to breakbulk, North Sea Port has an ideal location right in the heart of the European economic & industrial zones. Read more on page 4.

EVENTS

North Sea Port and 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.

7-9 MAY 2019	Antwerp XL (Breakbulk) Antwerp	21-22 MAY 2019	21-23 MAY 2019	Breakbulk Europe Bremen
				
4-7 JUNE 2019	transport logistic Munich	4-6 JUNE 2019	12-13 JUNE 2019	WindDays 2019 Rotterdam
				
11-13 JUNE 2019	TOC Europe Rotterdam	3-6 SEPTEMBER 2019	7-9 OCTOBER 2019	Offshore Energy 19 Amsterdam
				
15-17 OCTOBER 2019	Transport & Logistics Antwerp	16-17 OCTOBER 2019	17-18 OCTOBER 2019	European Commodities Exchange Vienna
				
6-8 NOVEMBER 2019	Intermodal Europe Rotterdam	17-23 NOVEMBER 2019	26-28 NOVEMBER 2019	Wind Europe Offshore Copenhagen
				

“ Leading in breakbulk

Welcome

The volume of handled containers has always been relatively low for North Sea Port, but it looks like we have reached a turning point. Although still modest in volume compared to surrounding ports, last year the container volume at North Sea Port had a record-breaking growth with more than 60%!

This year, it looks like the growth in container volume will be further boosted, with Chiquita changing to fully containerised transport of their bananas and the announcements of various operators to add North Sea Port to their liner services. Kloosterboer Vlissingen is anticipating on this development and recently announced the plans for the realisation of fully automated container handling and storage facilities.

You can read about these plans on the following pages, but of course there will be much more to learn in this PortNews issue. Several producing companies will be introduced. Ports are important logistics hubs for many goods, and North Sea Port is no exception in this. Our port differs from many others by the relatively high volume of raw materials that enter the port for further processing. This makes our port leading in added value.

Despite the positive container developments, North Sea Port yet remains the leading port in breakbulk with abundant products that are conventionally shipped. Palletised goods and project cargo are still of high relevance for the port's economics. It is therefore logical that many companies from our port area will attend Breakbulk Europe in Bremen, perhaps at the North Sea Port Pavilion or with an own booth. In this issue, we will give you an impression of the attending companies. ZPPC will, of course, be present as well to represent their participants that are unable to attend. Come and visit us at the North Sea Port pavilion (booth H5.M20).

For more than 25 years, ZPPC has been connecting companies in and around the port, thus forming a port and



HENK DE HAAS, CHAIRMAN OF ZPPC.

maritime community. Through this network and with a mutual interest, we promote the port both commercially and socially, always in good collaboration with North Sea Port. Due to the North Sea Port merger, the number of companies in and around the port area has doubled. We certainly invite new companies to become part of our community as well. In the upcoming years, ZPPC will provide extra attention to Ghent based companies. Who knows, we may even consider a name change. We will keep you posted.

A handwritten signature in black ink, appearing to read 'Henk de Haas'.

Henk de Haas

A major player in breakbulk



NORTH SEA PORT HAS A BREAKBULK CARGO THROUGHPUT OF 11.7 MILLION TONNES.



OVER THE YEARS, STUKWERKERS HAS DIVERSIFIED INTO HANDLING VARIOUS TYPES OF CARGO, SUCH AS PROJECT CARGO.

North Sea Port has over the years become a major player in breakbulk. With a cargo throughput of 11.7 million tonnes, the port is at the top of the Hamburg-Le Havre range, outnumbering the ports of Antwerp and Rotterdam.

When it comes to breakbulk, North Sea Port has an ideal location right in the heart of the European economic and industrial zones. An impressive 50% of Europe's purchasing power lies within 500km from the port.

The Western Scheldt river estuary region alongside the Belgian-Dutch border is also of great interest to breakbulk clients. The port hereby has direct access to the deepsea and shortsea shipping lines. The growing number of transatlantic and shortsea (reefer) liners services show that more and more shipping companies are convinced by North Sea Port's strong market position.

On top of this, the port connects deep inland to the European rail, road, and waterways network.

Dedicated terminals

North Sea Port has reached top position thanks to the choice of dedicated breakbulk terminals providing large scale facilities for the handling, warehousing, and open storage of a broad range of breakbulk goods.

The terminals offer high-capacity storage, dedicated workforce, modern handling equipment, and ample quay space. Several RoRo facilities are also available for loading and unloading goods into trailers, cars, trucks, and other types of rolling stock. These terminals annually handle a broad range of breakbulk, such as forest products, metals, fresh produce, and project cargo. ArcelorMittal, for example, is a main producer of steel (read more on page 24) and Kloosterboer is well-known for its partnership with Chiquita. They even recently announced their new dedicated terminal for fruits (read more on page 18). Other breakbulk facilities that North Sea Port is proud to present are, in alphabetic order, BOW Terminal, Bulk Terminal Zeeland, Outokumpu, Ovet, Stukwerkers, Supermaritime, Verbrugge Terminals, and ZZColdstores.

The logistics service providers in North Sea Port have a leading market position in each of their dedicated markets. With regard to offshore wind components, cellulose, and conventional fruit, North Sea Port is the number one port, and one of the world's leading ports for the storage of aluminium. Still, there is ample room for growth and the ambitions for further expansion are beyond dispute.

Important commodity

Although containerisation of cargo has put breakbulk volumes under pressure, conventional packaging and transported goods remain important for North Sea Port. With a number of high frequency container barge shuttle services to the port, the two modes of transport are even complementary to each other.



When it comes to breakbulk, North Sea Port has an ideal location right in the heart of the European economic & industrial zones.

Project cargo

Moreover, North Sea Port's leading position becomes even stronger when taking project cargo into account. Project cargo has gained a strong foothold at the port, witnessed by many companies active in the offshore industry: from fabrication sites to assembly yards, logistic marshalling yards, and maintenance sites.

North Sea Port has developed into a genuine offshore-wind port, with over 40 offshore windfarms installed over the past ten years. There is currently a big spin off thanks to offshore wind projects like East Anglia and Borsele, and the role of North Sea Port in offshore wind is expected to further expand in the upcoming years. Thanks to the flexibility, space, dedicated workforce, and easy nautical access, North Sea Port has exactly what clients are looking for.

MORE INFORMATION

North Sea Port

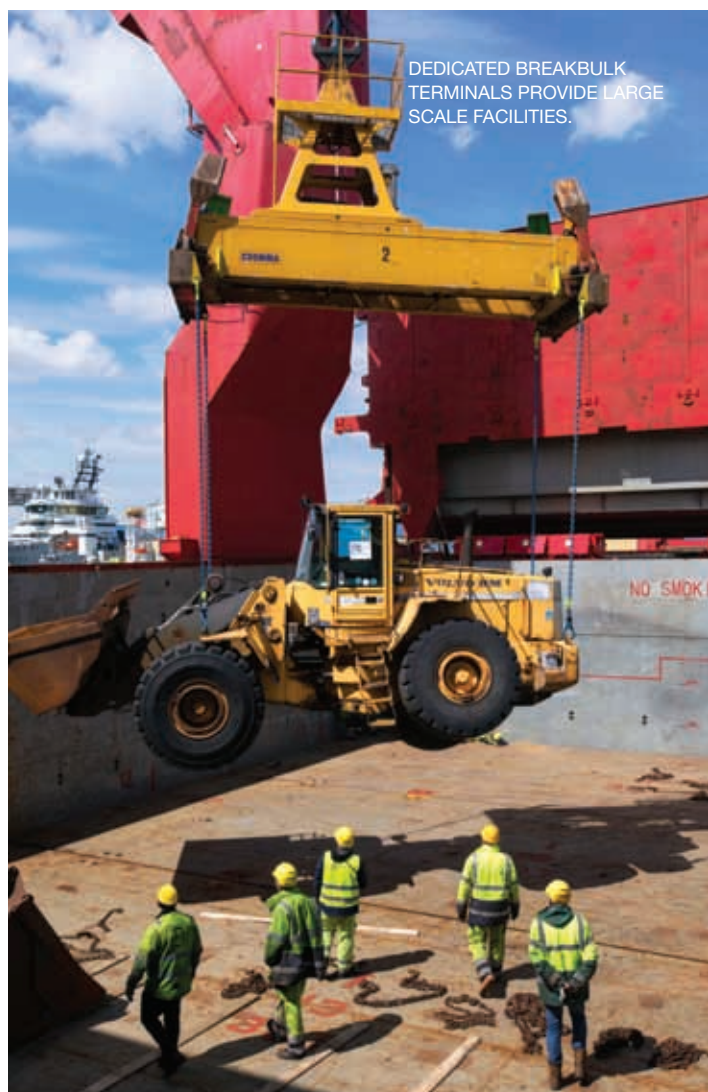
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I. WWW.NORTHSEAPORT.COM



PROJECT CARGO AT BOW TERMINALS.

Messe Bremen
Germany
21 - 23 May 2019



Photo courtesy of Breakbulk Europe

The world's largest event for the project cargo and breakbulk industry

Breakbulk Europe has been the networking hub for project cargo and breakbulk industry professionals in Europe for over a decade. Exhibitors and sponsors include cargo owners, ocean carriers, freight forwarders, ports/terminals, heavy haulers, and equipment companies.

With over 500 exhibitors and sponsors, Breakbulk Europe will be the stage for a dynamic conference, along with a range of educational and training workshops. Industry experts, including leading shipping companies, can share their views in conference sessions, which vary from intensive all-day classes held the day before the exhibition opens, to many on-the-floor sessions. Needless to say, the event will offer exceptional networking opportunities for more than 10,000 participants involved in the industry.

New this year are three content theatres, two outdoor big equipment display areas, networking lounges in each hall and the opening of Hall 7 to accommodate exhibitor demand.

Exhibitors at North Sea Port Pavilion

North Sea Port will host a North Sea Port Pavilion at Breakbulk Europe in Hall 5 at M20. Companies present at the North Sea Port Pavilion will be:

- Lalemant
- Mammoet
- Multraship Towage & Salvage
- Ovet
- SDW Shipping
- Stukwerkers
- Supermaritime Group
- Verbrugge Terminals
- Zeeland Port Promotion Council

Booth: **Hall 5 M20**

[I. WWW.BREAKBULK.COM/EVENTS/BREAKBULK-EUROPE/2019-MAIN/](http://WWW.BREAKBULK.COM/EVENTS/BREAKBULK-EUROPE/2019-MAIN/)

Lalemant

Booth: **Hall 5 M20**

Lalemant is headquartered in Ghent, Belgium, and has various branches spread throughout Europe. The company combines over 100 years of experience in agency, barging, chartering, and trucking. More specifically, the chartering desk handles cargo sizes ranging between 1,500-150,000t on a worldwide basis in both dry and liquid markets.

Kamsar Express, a joint venture between Lalemant Ghent and AMA France, connects Europe with Kamsar, Guinea, on a four to six week basis. The service is secured by dedicated multi-purpose tween deckers with various lifting capacities. Breakbulk, containers, and heavy loads are loaded and discharged in either Ghent and Kamsar or in any port enroute, as well as on inducement.

I. LALEMANT.COM



Mammoet

Booth: **Hall 5 M20**

Mammoet's terminals take chain optimisation one step further. Factory-to-foundation projects require accessible ports with connections to all other modes of transport, sufficient ground bearing capacity, and heavy lift facilities. The Mammoet Terminals in Westdorpe are ideally located in the international ports of Terneuzen, Ghent and Antwerp. The terminals offer unique, 24/7, tailor-made solutions for your supply chain management, varying from small one-off services to fully completed services.

The Multipurpose Terminal Westdorpe provides:

- Moving Loads (sledding, jacking, SPMTs) and also via RoRo quay;
- Lifting work (loading, unloading and transshipment);
- Transport by rail, road, and water;
- Storage facilities (8,000m² covered storage, 100,000m² outside storage);
- Hoisting capacity 600mt single hook at quay and more upon request;
- Assembly / disassembly (modules, bridges, cranes, windmills);
- Just-in-time delivery;
- Feeder services;
- Container and bulk handling.

I. WWW.MAMMOET.COM

Multraship Towage & Salvage

Booth: **Hall 5 M20**

Leading towage and salvage specialist Multraship is a division of the Muller Maritime Group, jointly owned by the Muller family from Terneuzen and Hamburg-based Fairplay Towage. The company's core activities include harbour and terminal towage, salvage and wreck removal, sea towage, offshore services, and port services. Multraship operates a large, modern fleet of tugs, self-propelled floating sheerlegs, diving support vessels, as well as other units.

The company's head office is situated in Terneuzen, the Netherlands. Other divisions and participations of the Muller Maritime Group are Antwerp Towage, providing towage services in the river areas of the port of Antwerp and CTOW, and a joint-venture with DEME and Herbosch-Kiere, providing services for dedicated maritime terminals worldwide, including all port operation activities.

I. WWW.MULTRASHIP.COM



OVET

Booth: **Hall 5 M20**

Ovet is a stevedore company with terminals located on both sides of the Western Scheldt river. Ovet has a 16ha open stock yard in Terneuzen, and a 31ha open stock yard and 6,000m² covered storage in Vlissingen. Ovet has over 60 years of experience in the transshipment of dry bulk, and has in recent years also become increasingly specialised in handling break bulk.

With four floating cranes, several mobile shore cranes, and extensive licenses, Ovet can cover a wide scale of products, from coal to agri-bulk, and from containers to steel coils. Moreover, Ovet is GMP+ and AEO certified and has ISPS facilities.

I. WWW.OVET.NL



SDW Shipping

Booth: **Hall 5 M20**

SDW Shipping offers a monthly direct connection between Europe, via US East Coast, to the West Coast of South-America. Their fully chartered vessel can visit any port on route and additional port calls are always an option. SDW Shipping handles all sorts of cargo, including IMO 1.1, and specialises in rolling material and project cargo, including heavy lifts. The company offers heavy lift and transport specialists, fluent Spanish speaking personnel, and direct contact both during and outside of office hours. The staff's local knowledge (language, import regulations, and customs issues) ensures an excellent service. With a strong background in shipping RoRo cargo, SDW Shipping can meet demands for shipping trucks, cars, machinery, and agricultural equipment. SDW Shipping also supplies suitable container types for any kind of cargo.

I. WWW.SDWSHIPPING.COM

Stukwerkers

Booth: **Hall 5 M20**

Stukwerkers was founded in 1338 in Ghent, making it one of the oldest stevedoring companies in Europe. Being located deep into the mainland and in the heart of the port, Stukwerkers offers a considerable advantage in terms of transportation and distribution logistics.

Stukwerkers customers are carriers, producing companies, traders, and cargo-owners seeking a competitive port with a good draught and an excellent entry/exit point to the European Union.

Stukwerkers' major activities are storage, warehousing, and handling of goods. They offer specialised terminals equipped for the distribution of steel, forest products, fertilizers, dry bulk products, automotive, general cargo, and containers. In total, the Stukwerkers group has 500,000m² of open quay surface and 100,000m² of storage space.

Complementary to the main activities of cargo handling and storage, Stukwerkers provides all agency services, forwarding, logistical and customs formalities.

I. WWW.STUKWERKERS.COM



Supermaritime Group

Booth: **Hall 5 M20**

With a strong focus on Sub Saharan Africa, the Supermaritime Group offers vessel agency and logistics services. Customer dedication, extensive local and global experience, and tailor-made solutions are the company's key differentiators. Operating 36 offices in 16 countries (10 in Africa), the group is managed by a team of dedicated and experienced shipping and logistics professionals. Their teams in Rotterdam and in other global locations manage complex and challenging projects on a daily basis. The Project Logistics Specialists team is renowned for its proactive and dependable approach. Supermaritime Nederland, with its deep-sea terminal located in Vlissingen, can efficiently handle all types of cargo, but specialises in project cargoes such as oil & gas, offshore wind, dredging, and energy equipment.

I. WWW.SUPERMARITIME.COM



Verbrugge Terminals

Booth: **Hall 5 M20 | Hall 6 D30**



Verbrugge is a leading logistics services provider with terminals in the ports of Vlissingen, Terneuzen, and Zeebrugge. Verbrugge Terminals handles over 14 million tonnes per year in Terneuzen and Vlissingen. Verbrugge Terminals focuses on a selective number of product markets, including metals/lumber/steel, energy project cargo, noble bulk products, and paper and wood pulp. The company also offers a wide range of key support services including short- and deep-sea chartering, port agency, cargo agency, liner agency, freight forwarding, road transportation, and customs services.

I. WWW.VERBRUGGEINTERNATIONAL.COM

Zeeland Port Promotion Council

Booth: **Hall 5 M20**

Zeeland Port Promotion Council (ZPPC) is a port ambassador on behalf of its participants in the North Sea Port area. The Foundation organises port networking events, promotes the port both nationally and internationally and creates, enhances, and maintains public support for the port within the region.

ZPPC currently has over 130 participants, which are companies that mainly originate from the port sector in North Sea Port and are active in maritime services, transport and logistics, or industry.

Companies and institutions with a direct or indirect interest in this objective can become a participant. ZPPC offers a community for all parties concerned with the North Sea Port area for connecting, networking, exchanging information, and for engaging in business.

I. WWW.ZPPC.NL



A one-of-a-kind story

Highly involved with North Sea Port in both roles, Mr De Clercq knows all about the ins and outs of the port. It is time to get to know him better through a Q and A.

Q: Mr De Clercq, would you please tell our readers a bit more about yourself?

A: Well, I am 37 years old and live together with my partner in Ghent. We have two children, a boy and a girl, aged 6 and 4. I was born and raised in Ghent, the most beautiful city of Belgium. After high school, I graduated from the University of Ghent in Law. In Brussels, I obtained a Master degree in International and European Law. This gave me the opportunity to also improve my French language skills. I used to be a fanatical soccer player, but injuries made me stop. Today I try to run on a regular base to stay in shape. Apart from this, I like to read novels to compensate the enormous amount of non-fiction I have to read for work. At the age of 25, I was installed as Alderman for the Municipality of Ghent, one of the youngest ever in our city. When I was recently elected as mayor, a dream came true for me.

Q: Why was becoming a mayor a dream come true for you?

A: All of my life, I have been interested and active in politics. Even at school and university, so my career path was clear to me. My grandfather told me that I should start locally with my political aspirations. Being a mayor is the highest function possible on this level, and so far I really enjoy this job. The next six years I hope to act as a mayor in the very best way, in order to represent all citizens, organisations, and companies in Ghent.

Q: How do you like being a mayor so far?

A: Most of all, it is a true honour for me to be elected as mayor. The people of Ghent are very proud by nature, and being chosen by them is great. The work of a mayor is very intense. You have to speak and listen to a lot of people at the office, on the streets, and at companies. You have to deal with many files. So altogether, it is very time consuming. This is why I decided to always block Sunday afternoon and evening in my agenda to spend time with my family. This is very important to me.

Q: In the last few years you had a very active role towards the North Sea Port and its predecessor Port of Ghent. Can you tell us a bit more about this?

A: My alderman portfolio included economy, youth, work, and the self-employed, and the port was added in 2012. I was very glad with this development, as the combination of local trade and the port is a highly challenging one. Economy in a municipality usually focuses on local SME (small and medium sized enterprises). The port area is a multicultural and international environment, with both SME and large companies and with a window towards the entire world, which made my perspective much broader. I was involved in many challenges, ranging from local issues to international business cases, in order to help develop the port and the municipality, which was very satisfying.



All photos courtesy of Scherp! Fotografie

Q: As alderman, you were closely involved in the merger between Port of Ghent and Zeeland Seaports. How do you reflect on this period?

A: The merger process was a very interesting period and of course, being involved so closely still makes me feel very proud. Everyone was highly determined to make the merger a success. Even at a national level, the authorities were enthusiastic about the project. When the Letter of Intent for the merger was signed at the first Dutch-Flemish Top Conference in November 2016, Dutch Prime Minister Mark Rutte and his Flemish counterpart Geert Bourgeois showed their willingness to fully support the merger plans. And both provincially and locally, all parties concerned were also very collaborative and willing to make the merger succeed. What struck me most was, and still is, the mutual respect and trust on both sides of the border. Focus has always been on the things in common, rather than on the differences. One of the most important shared characteristics is the high value added to goods that enter the port, and all parties are now aiming at further raising this added value, regardless of on what side of the border this value is generated.

Q: You are currently the chairman of the Supervisory Board of North Sea Port. When looking from that new point of view, how is North Sea Port doing?

A: When looking at cargo numbers, all is going very well with record-breaking volumes. But there is much more than just cargo figures. When people ask me about what the merger actually means to the ports compared with the former situation, I always refer to soccer. North Sea Port is now Champions League material. Being a European top 10 port means that international companies looking for new locations to invest, now also take North Sea Port into account. At national and even European level, we now have much more negotiation power in political issues. Many countries take North Sea Port as a fine example of how to successfully merge cross border ports. North Sea Port really is the story of the future. Take, for example, applications. North Sea Port receives a lot of response from applicants, so it looks like people are very interested in working for this unique organisation. So when looking at various aspects from different angles, North Sea Port is doing very well.

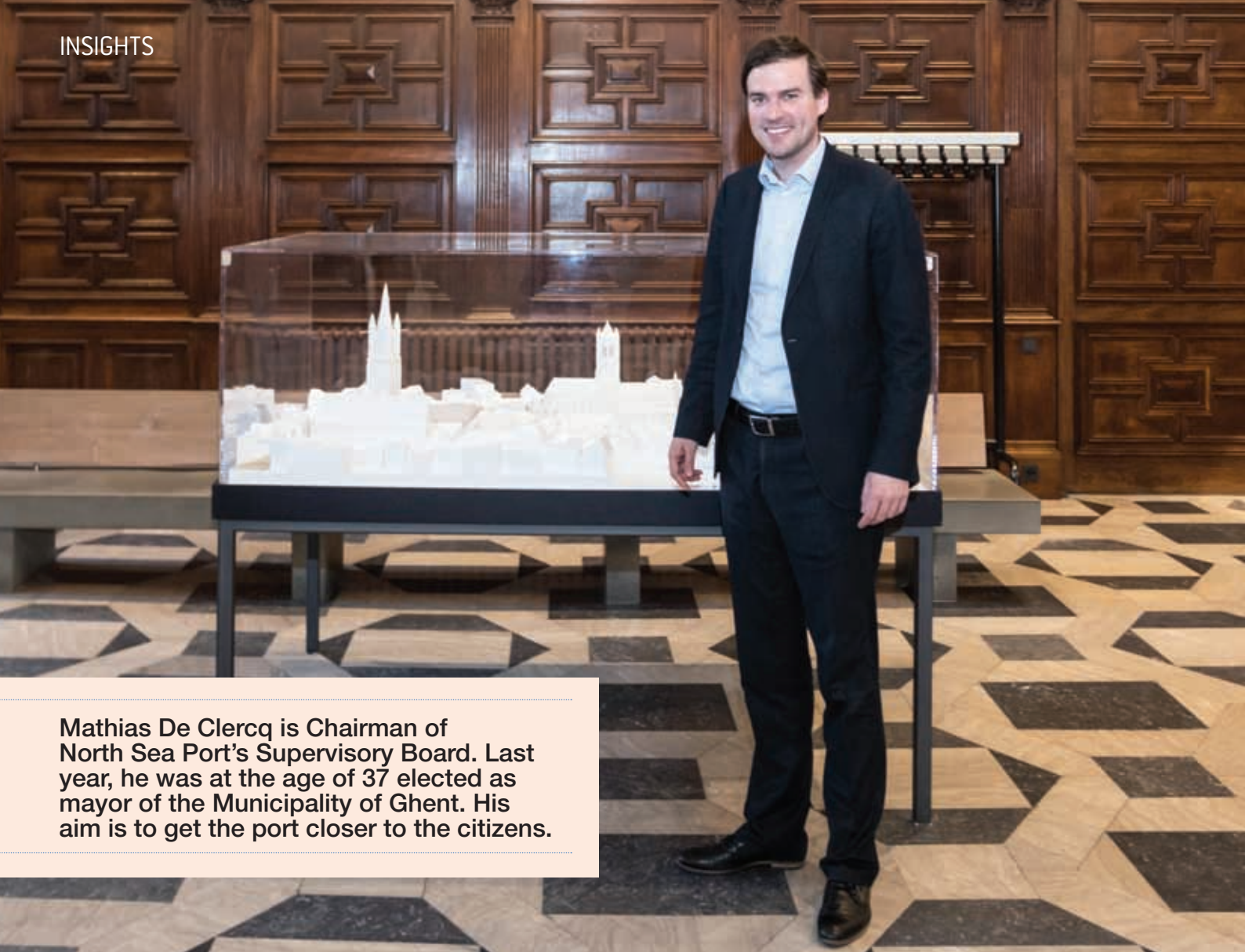
Q: You just mentioned negotiation power. Can you give some examples of present issues that are important for the port and the companies inside the port area for which this negotiation power is important?

A: The port is a pretty good reflection of what is going on in the world. So important issues are climate, sustainability, and energy. These are issues that we must all take care of together. In recent years, the port area alongside the Ghent-Terneuzen Canal and on the other side of the Western Scheldt has been a place where ample projects have been initiated. Many of these projects have received support from government on a regional, national, and European level. These projects really are good examples of collaboration on various levels and between different parties involved. A current issue that is extremely important to everyone in and close to the port area is multi-modal transport. Our port area is aiming for multi-modal, and hence more environmental-friendly ways of hinterland transport. It is therefore our goal to expand the possibilities for transport via rail. Both Ghent and Zeeland have been promoting this for many years, also to the EU government. As a Champions League player, it looks like things have changed as North Sea Port has now been granted financial support from Europe to investigate the further development of railway connections.

Q: What about the shareholders? How do they see the merger so far?

A: The role of North Sea Port's shareholders should not be underestimated when looking at public affairs. Their voice towards national authorities and Brussels is very important. It is good to see that the merger acts as an accelerator for other cross border collaborations. Many organisations in Zeeland and Ghent are looking for ways to work together, for instance in the field of employment, healthcare, and education. This is surely viewed as a very positive effect by all of North Sea Port's shareholders. It is important that somehow they notice positive spill-over effects from the merger. Apart from good figures for the port and port authority, these side effects are extremely relevant.





Mathias De Clercq is Chairman of North Sea Port's Supervisory Board. Last year, he was at the age of 37 elected as mayor of the Municipality of Ghent. His aim is to get the port closer to the citizens.

Q: Things must also have been challenging for the people working at the port authority.

A: Yes, the last two to three years have been very exciting for everyone within the organisation. The current economic situation helped the port and port authority in making a positive start. But like I said before, almost all staff was willing to make the merger into a success and you can imagine that many people, although no one really knew the exact outcome, were proud to be co-writing a one-of-a-kind story. For them, the real work began last year in an open and dedicated atmosphere. The basis for a successful merger lies in creating an 'us' attitude. Although there are certainly differences in culture between the Belgium and Dutch people, everyone has their mind set on working together to fulfil one mutual goal: making North Sea Port into a success.

Q: Another not to ignore factor in the merger's success are the companies in the port. Are they happy so far?

A: Since the official start of North Sea Port in January 2018, I have been talking to quite a few companies in the port. A year is perhaps a relatively short period, but the signs are positive. Most companies view the merger as a strength that gives them ample opportunities.

Q: Should we see you as a port promotor?

A: Ghent is a diversion of the word Ganda. This Latin word literally refers to the merger of the rivers Leie and Scheldt on

the location where Ghent was founded many centuries ago. So Ghent has always been an important port area, though somehow we lost this awareness a bit. But things change. We recently literally brought the port back with reconstructing waterways in the city centre, enabling people to sail from the Leie through the city. We also invested in the magnificent 16th century Havenhuis (port house). The doors will open to the public in spring 2019. The ground floor will feature space for an exhibition to introduce visitors to North Sea Port, informing them about working in the port and how to visit the port area. The Havenhuis will hereby act as an additional promotional tool for the port, right at the heart of Ghent's historic centre. We also organise boat trips so attendants can get to know our port better.

The port is of high economic value for every citizen in the port's surrounding. I always explain the importance of our port by providing simple examples of everyday life. Like the juice you drink at breakfast and the cereals you eat, the car you drive, the newspaper you read... in one way or another, all these products, and many more, have their origin in our port. Which is why I hope to be able to contribute to bring the port a bit closer to the people. It will help to explain the port's importance, and why certain decisions are made to internationally strengthen the port's position. So yes, keeping this in mind, the term port promotor has been chosen well, though I am not here just for the port, but for the community as a whole.



A GROUP OF SCHOLARS DURING THEIR COMPANY VISIT AT KLOOSTERBOER LAST YEAR.

Introducing young scholars to North Sea Port

Did you know that, according to numbers of 2012, 70 to 80% of 10-12 year-olds are unaware of what is going on in the port? To change this, Huis van de Techniek (House of Technology), with support from ZPPC, is organising Project Zeeuwse Havens (Project Ports of Zeeland) to introduce North Sea Port to these scholars.

The project's mission is to introduce local scholars in group 7/8 to all the possibilities that North Sea Port has to offer: from activities to professions. The project also hopes to stimulate young people to study and work in science and technology.

Project Zeeuwse Havens

The project Zeeuwse Havens consists of four parts: a guest lecture, company visit, class assignment, and a cruise through the port at the end of the project.

The participating schools will get matched with a company situated in Vlissingen or Terneuzen. A representative of that company will speak at the school about their activities. After the guest lecture, the class will visit the company and see first-hand what goes on behind the scenes. Transport is provided by the special bus called the 'Techniekbuss' of Huis van de Techniek.

The class will then work on an assignment featuring the company and its activities. This assignment can be in the form of a digital poster, short film, or vlog. The result will be shown to the company. To conclude the entire project, the participating classes are treated to a cruise through the port area of Vlissingen or Terneuzen, during which they can see even more of the port and its activities.

The project runs from 11 April through 21 June.

1. WWW.ZEEUWSE-HAVENS.NL

Huis van de Techniek

On behalf of companies, schools, and the government, Huis van de Techniek is involved in activities to stimulate young people's interest in a career in technology. Students can get to know the local companies through visits, guest lectures, and assignments. Huis van de Techniek also organises various projects, such as project Zeeuwse Havens, Beroeporiëntatie Techniek Zeeland (Occupational Guidance Technology Zeeland), Techniek Experience, and Girlsday Zeeland.

1. WWW.HUISVANDETECHNIEK.NL

A lot has changed

Growing interest in container services

In last year's North Sea Port's throughput figures, the volume of goods transported in containers showed an impressive 61% growth, resulting in 1.7t million. Although this still represents a modest share of 2.4% in the total volume of 70.3t million, the increase is proof of the rising interest from container operators to do business in the young merger port.

Jean Ruinard, Commercial Manager at North Sea Port, started to work for the port authority seven years ago, and a lot has changed since then. "When I started as commercial manager, the volume of containers was only a tiny 200,000t and my challenge, together with the terminal operators, was to promote our facilities towards the international container operators.

At that stage, especially with the world-wide economic crisis affecting the market, this almost seemed to be a mission impossible," Mr Ruinard explains. He continues, "The last few years have however demonstrated a growing interest in the port's opportunities for container services. CMA CGM started a service for the export of onions and potatoes from the Kloosterboer terminal to West Africa in 2015. It was intended as a trial with a modest 50t during the season, and in 2016 the company decided to extend the service. Today it runs a year-round weekly liner service, adding around 300-500t."

A reality

"We knew that once the dam would break, the floods would come and with CMA CGM, we were happy to have one of the international leading container operators as our launching customer." This saying indeed became reality. Unifeeder decided to add North Sea Port to its list of ports in 2018, with two services per week to Scandinavia for, among others, Chiquita bananas and early this year, Samskip decided to shift its service to Hull from Antwerp to North Sea Port, where it

MARITIME CONNECTIONS	Frequency	Terminal
Santos (Brazil)	1/month	1
Morocco, Mauritania, Senegal, Guinea-Bissau, Guinea (Kamsar), Sierra Leone, Liberia	1/5-6 weeks	1
Turbo, Santa Marta (Colombia) and/or Manzanillo (Dominican Republic) – export only	1/week	7
Bridgetown (Barbados), St Georges (Grenada), Kingstown (St Vincent), Castries (St Lucia), Roseau (Dominica), Basseterre (St Kitts), St Johns (Antigua) – export only	1/week	7
Puerto Limón (Costa Rica), Almirante (Panama), Manzanillo (Panama), Puerto Barrios (Guatemala) – export only	1/week	6
Santa Marta (Colombia) – export only	1/week	6
Abidjan, San Pedro, Dakar, Tanger (Africa), Algeciras (Spain) Montoir-de-Bretagne, Le Havre, Dunkerque (France), Tilbury (UK), Antwerp (Belgium)	1/week	6
Cartagena, Santa Marta (Colombia), Puerto Limón (Costa Rica)	1/week	8
Colombia, Dominicaanse Republiek	1/week	7
Ecuador, Peru	1/week	7
Colombia, Honduras, Guatemala, Costa Rica	1/week	6
Suriname, Guyana – export only	1/2 weeks	5
Mauritania, Gambia, Senegal (West Africa) – export only	1/21 days (Aug-Feb = 1/week)	5
Iquique (Chile), Callao (Peru)	1/month	5

SHORTSEA CONNECTIONS	Frequency	Terminal
Tornio (Finland) – export only	5/week	4
Hull (UK)	3/week	3
Gothenburg (Sweden)	8/week	2
Brevik (Norway)	1/week	2
Helsinki (Finland), Helsingborg (Sweden), Oslo (Norway)	1/week	6
Sheerness (UK)	1/week	6
Immingham (UK), Reykjavik (Iceland) – export only	1/week	8

NORTH SEA PORT LINER SERVICES – MARCH 2019.



Photo courtesy of DFDS.

NORTH SEA PORT ALSO ACTS AS A MULTI-MODAL PLATFORM FOR CONTAINERS, AND THESE ACTIVITIES ALSO PLAY AN IMPORTANT ROLE IN THE GROWTH OF NORTH SEA PORT'S CONTAINER VOLUMES.

collaborates with I-Motion Shipping. Apart from this, Samskip also started a weekly service to the UK, based on Chiquita bananas. Furthermore, Hapag Lloyd, together with Seatrade, announced the addition of North Sea Port to their South America service, with Verbrugge as terminal operator. "What we were hoping for happened, as more operators followed CMA CGM's example to investigate the possibilities we have to offer", Mr Ruinard continues. In doing so, they learned that North Sea Port has excellent facilities with terminals and is able to handle shipments faster, more flexibly, and cheaper compared to surrounding ports. On top of this, the port has excellent congestion-free hinterland connections via inland waterways, rail, and road. "Apart from servicing the overseas and shortsea liner



CMA CGM RUNS A YEAR-ROUND WEEKLY LINER SERVICE FOR THE EXPORT OF ONIONS AND POTATOES FROM THE KLOOSTERBOER TERMINAL TO WEST AFRICA.

Photo courtesy of Kloosterboer

operations, our port also acts as a multi-modal platform for containers, and these activities also play an important role in the growth of North Sea Port's container volumes. Containers come in by sea and are transported to the hinterland via road, rail, and inland waterways, and vice versa. Companies such as Bertsch, DFDS, Katoen Natie, Stukwerkers, and 3MCT play a role in this, and we have at our disposal a state-of-the-art dedicated container terminal at the Kluizendok. After a hesitant start, volumes at this terminal are now swiftly growing."

Combining containers

With the new container services, it will be easier for other shippers to opt for North Sea Port as well. Mr Ruinard adds, "The more containers are transported per vessel, the cheaper transport per container will be and with the growing interest, it is easier to combine containers from various parties in one shipment."

Alongside the new entries, existing customers have also discovered North Sea Port's opportunities for containers. Chiquita, for instance, this year decided to no longer ship their bananas to North Sea Port in reefer vessels, but in containers instead.

"Chiquita's decision got ample attention in the market and it is evident that more companies now will take North Sea Port into account for shipping their fresh products via our port."

Backhaul cargo

For the years to come, containers will remain one of the focal segments for North Sea Port. "It is certainly not our intention



For the years to come, containers will remain one of the focal segments for North Sea Port.

to compete with the large deepsea container terminals like those at the ports of Rotterdam and Antwerp. But we offer top facilities for small to mid-size container vessels. We expect further growth in imports of fruit from Central and South America, and exports by lines to Iceland, Scandinavia, UK and West Africa." Mr Ruinard concludes, "North Sea Port will now further optimise the liner services, and attract backhaul cargo for the container vessels."

MORE INFORMATION

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Demacq Recycling International signs agreement with Servion

Demacq Recycling International signed an agreement with Servion during the Netherlands Economic Mission to Bremen. The German company Servion is a leading global manufacturer of onshore and offshore wind turbines. The company develops, produces, and markets wind turbines. Demacq Recycling International, based in North Sea Port, will recycle the wind turbines and blades dust-free for Servion. This process can be performed on location and the recycled material can be used as base raw material.

The trade mission was headed by Minister for Foreign Trade and Development Cooperation Sigrid Kaag, and took place in parallel to the working visit by His Majesty King Willem-Alexander and Her Majesty Queen Maxima. The Dutch Monarch was also present at the signing of the agreement.



Swan Hunter concludes Norther Export Cable Storage Project

Swan Hunter has successfully executed the final work scope of the Norther Offshore Windfarm Export Cable Storage Project at the storage and spooling yard in North Sea Port.

The last sections of spare array and export cables were transpoiled from the Van Oord CLV Nexus, and the DOC-Swan Hunter 4750Te onshore basket carousel, to long-term modular storage baskets. The completion of this final spooling operation marks the end of a yearlong contract for Van Oord, which included export cable load-in from HLV Da Ji, interim storage and protection, export cable load-out to CLV Nexus, spare cable transpoiling and handling operations, and finally transportation of the loaded baskets to the long-term storage site in Belgium.

Green Blue Offshore Terminal opens facility in North Sea Port

Green Blue Offshore Terminal, an initiative of the Prior Group, will open a new terminal in North Sea Port. With 22,000m² of workspace and a manufacturing hall, the terminal will offer services to organisations active in the realisation of offshore wind farms and to assist in construction, modification, repair, and maintenance activities.

Prior Group and ALL NRG have also signed a Letter of Intent (LOI) to cooperate in offshore wind projects together, starting this year. The collaboration will strengthen the presence of ALL NRG in North Sea Port and other ports in the Netherlands and Belgium. ALL NRG will have at their disposal the use of Prior Group facilities like offices, workshops, storage, and services to extend their service portfolio and offer customers even more tailor-made solutions. This includes services from Prior's in-house engineering, electrical company, and yard in North Sea Port.



Multi-million euro

CHIQUITA TRADER MOORING
AT KLOOSTERBOER FOR THE
FIRST TIME.



Photo courtesy of Hannie Schot.

investment



With so much going on lately, it must have been a few hectic months at the terminal of Kloosterboer Vlissingen at North Sea Port. Earlier this year, the company announced that Chiquita decided to switch from reefer vessels to shipping bananas fully containerised to Kloosterboer. Although this results in a higher efficiency, it certainly does not mean less work for the Dutch terminal operator.



MR PAAUWE, MANAGING DIRECTOR OF KLOOSTERBOER VLISSINGEN: "WITH OUR MULTI-MILLION EURO INVESTMENT, WE WILL STAY AT THE FOREFRONT."

All photos courtesy of Scherp! Fotografie, unless stated otherwise.

Quite the contrary. The announcement was only the beginning of a new exciting adventure that Kloosterboer and Chiquita announced on 18 February at the First Visit event, organised due to the arrival of container vessel Chiquita Trader. PortNews talks with Gerben Paauwe, General Manager of Kloosterboer Vlissingen just a few days after the event.

Very proud

"Indeed, a lot is going on", Mr Paauwe starts. "With all the news about Chiquita, people almost forget that we have a lot more customers with many more fresh products that we have to care of. But of course, as a worldwide brand, the well-known blue label attracts ample attention from press and as our Sales Director Jack Kloosterboer expressed during the First Visit event, we all are very proud at Kloosterboer that they decided to move their service from Antwerp to North Sea Port in 2015, and that we have been able to build up a good relationship."

Keeping control

The move to Kloosterboer appeared to be an excellent one and in 2018, Chiquita decided to bring the volumes that were still conventionally shipped to Bremerhaven, to North Sea Port as well. Hence today, the complete volume from South and Central America, more than 700t million per year, is shipped to Europe via the Kloosterboer terminal.

One of the main reasons for Chiquita to fully switch to containerised transport is quality. Mr Paauwe, "Customers consider Chiquita a premium brand and it is very important for the company to keep control over the complete supply chain, from farmer to consumer. With their own fleet, they can

themselves decide on the shipload. Each vessel has room for additional cargo, but this will never undercut the quality of the bananas."

Plenty of interest

Chiquita's choice for Kloosterboer does not mean that there is no room for competitive brands. "Our relationship is based on the fact that we have excellent facilities on a strategic location towards the main shipping routes, and on the simple fact that the two companies really have a connection. This of course does not mean that we are not allowed to do business with others", Mr Paauwe explains. "Bananas enter our terminal on Monday and the last ones leave at the end of the week. They have to stay in the containers as long as possible, giving us plenty of space on our quays and in our warehouses for handling other products on the other days. We can in this way further optimise our operation." Having a well-known brand as customer surely helps in reaching Kloosterboer's goals. "Indeed, we have noticed a lot of interest from other parties since Chiquita decided to come to North Sea Port, and our new container facilities give us an excellent market position."

Mutual commitment

Kloosterboer announced ambitious plans at the event in February. Although initiated by the Chiquita business, the plans will attract abundant additional trade. "The investments that we have made, and are going to make, are based on Chiquita's longer term commitment to Kloosterboer", Mr Paauwe continues. "In Central American loading ports, investments have already been realised by Chiquita to facilitate their full

containerisation. The recent expansion in volume from Chiquita at Kloosterboer has already resulted in investments in our storage and handling facilities, but for loading and unloading reefer vessels we could until now stick to what we were used to. But with the container vessels, we really need to look ahead, especially as Chiquita might come to us with larger vessels in the near future.”

Fully automated

“Unloading and transporting the new volumes of containers in the traditional way, thus with mobile harbour cranes and reach stackers, is ultimately not really efficient. So we are now going to invest in better solutions.” First of all, Kloosterboer will realise a fully automated reefer depot with more than 1,000 reefer plugs. “This dedicated container depot is going to be a one-of-a-kind, as a reefer depot of this size cannot be found anywhere in the world. Four rubber tired gantry cranes (RTGs) will also be purchased. We have investigated various logistics concepts, but the RTGs are a logical choice for us, as more than 60% of the container terminals use this type of crane, making it a proven concept.” The size of the RTGs, Kloosterboer has opted for electrically powered versions, will be seven containers wide and five containers high. “In the new concept, containers will be swiftly, safely, and efficiently unloaded from the vessel, transported to, and stored in the depot fully automated. Alongside this, we will be able to constantly monitor the containers as each of them will be connected to a remote monitoring system.”

Larger vessels

In the meantime, a new empty depot has already been realised. Besides for storing empty containers, this area is also used for the pre-trip inspection of containers, for instance for checking the cooling engines, repairs, and for maintenance and cleaning of the containers before their next shipment. “We are in this way able to provide additional services for our customers, on site and close to the point of departure to sea”, Mr Paauwe



SALES DIRECTOR MR KLOOSTERBOER: “AT KLOOSTERBOER, WE ALL ARE VERY PROUD THAT THEY (CHIQUITA) DECIDED TO MOVE THEIR SERVICE FROM ANTWERP TO NORTH SEA PORT IN 2015, AND THAT WE HAVE BEEN ABLE TO BUILD UP A GOOD RELATIONSHIP.”



THE CONTAINERS ARE CURRENTLY UNLOADED WITH MOBILE HARBOUR CRANES.

FIRST OF ALL, KLOOSTERBOER WILL REALISE A FULLY AUTOMATED REEFER DEPOT WITH MORE THAN 1,000 REEFER PLUGS.

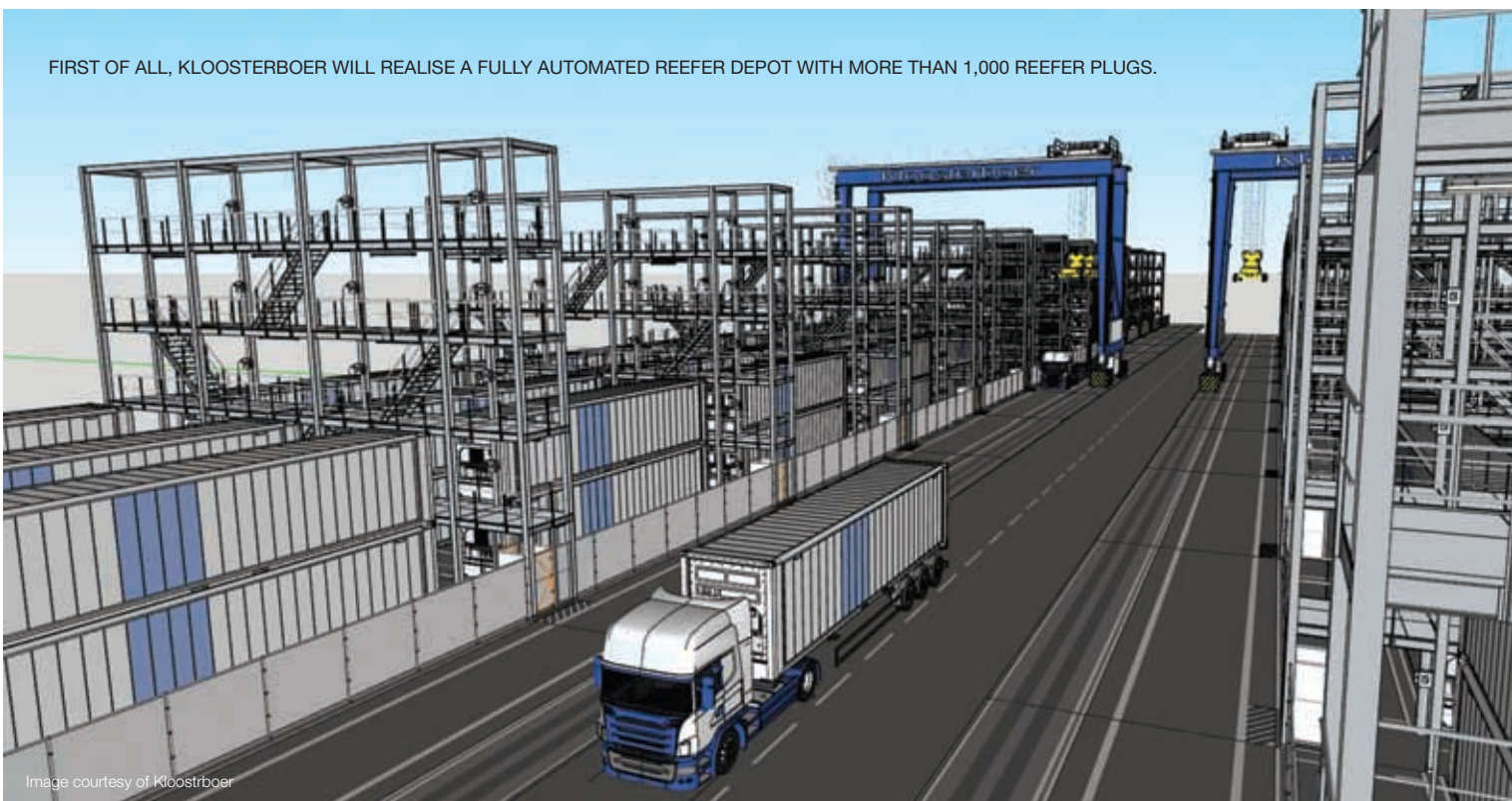


Image courtesy of Kloosterboer

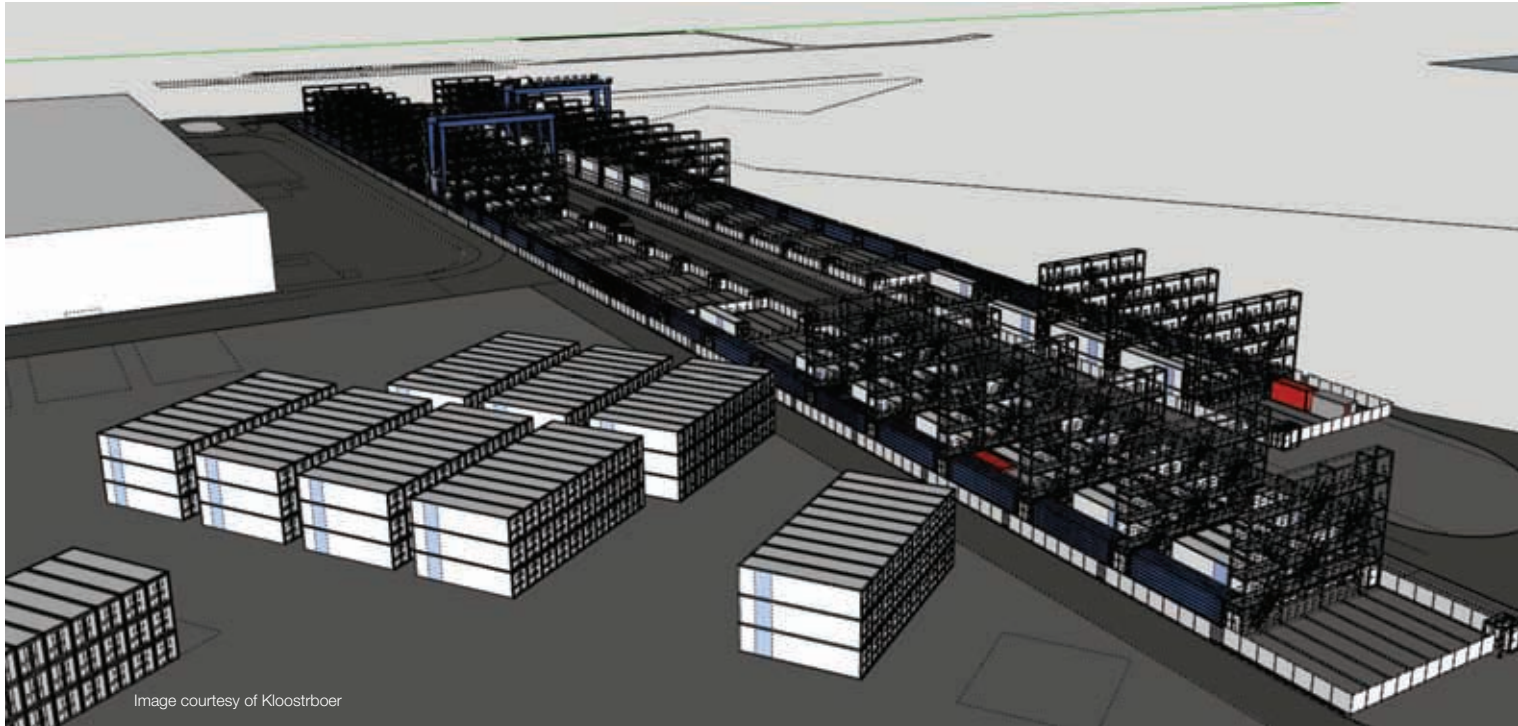


Image courtesy of Kloosterboer

IN THE NEW CONCEPT, CONTAINERS WILL BE UNLOADED FROM THE VESSEL, TRANSPORTED TO, AND STORED IN THE DEPOT FULLY AUTOMATED.

explains. The container depot should be operational in 2020. A next important step will be creating additional quay space, in order to receive larger container vessels. Mr Paauwe, “The plans that we are now investigating with North Sea Port involve the realisation of a new quay at the end of our terminal. New terrain will be created behind this new quay, giving us extra storage and handling capacity. The additional quay length, together with a desired deepening of the harbour, will provide us with the opportunity to receive larger container vessels for Chiquita and other customers as well. These extra facilities could be operational in 2022.”

Innovative and sustainable

The bananas of Chiquita undoubtedly play an important role in Kloosterboer’s current and future plans. “Having Chiquita as a customer and the volumes they bring to our terminal has made us reach a transition point. With the current volumes we already know that things must change in order to stay competitive”, Mr Paauwe says. “Apart from this competitive aspect, the automated terminal, and how we are going to organise things perfectly suits our mission of being an innovative and sustainable company. Within this respect, it is also good to mention our involvement in a new feasible pilot project concerning autonomous transport. A pilot with electric trucks, like the Volvo Vera, is currently being investigated and tested on various terminals and public roads in the port area. We have furthermore for several years now been using electricity from our own four wind turbines to power our temperature-controlled warehouses.”

Ahead of developments

Chiquita’s vessels offer a great opportunity for backhaul cargo for Central America and of course, container activity does not stop with the containers arriving from Central America. Kloosterboer acts as a hub for the transshipment of bananas to the European hinterland, with Unifeeder and Samskip running weekly liner services to the UK and Scandinavia. For other fresh products, Kloosterboer is part of a container barge service to Rotterdam and Antwerp. Other large container operators have



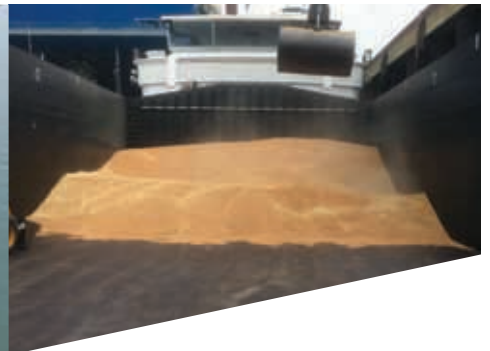
Photo courtesy of Hannie Schot.

“ The automated terminal, and how we are going to organise things perfectly suits our mission of being an innovative and sustainable company.

also found Kloosterboer. A container vessel of CMA-CGM leaves North Sea Port for Africa every week with, for instance, onions, potatoes or fish. “We are convinced that our container activities will attract new business. It is in fact all a matter of volume and a container is a perfect commodity, as it is totally irrelevant what type of cargo is inside. So no matter how, if Kloosterboer has its way, the container is and will be a fixed value at North Sea Port”, Mr Paauwe confidently states, “and with our multi-million euro investments, we will stay ahead of this development.”

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STEEL IS STILL ONE OF THE BEST MATERIALS, EVEN FROM AN ENVIRONMENTAL POINT OF VIEW.



All photos courtesy of ArcelorMittal Belgium.



Steel still stands strong

ArcelorMittal's sustainable plant of the future

When it comes to ArcelorMittal, steel will last forever. Based on the investments of the company in its Ghent facilities at North Sea Port, and the plans it has to stay in the lead, it looks like the steelmaker will continue to play an important role in this.

Talking with Mr Manfred Van Vlierberghe, CEO of ArcelorMittal Belgium, the company is evidently looking much further than merely keeping the status quo. "Steel has been a prominent material for decades now, and it will be for the future, I am convinced of this", he starts telling. "But there is a great difference in the product and the way our company produced it in the past and the way we do now. We are constantly seeking ways to improve the process, and not just because of economic reasons, as one of our priority goals is to reduce our ecological footprint and realise our ambitious goal of becoming the sustainable steel plant of the future. With the goals we have set for ourselves, we are a frontrunner as these objectives are more demanding than the ones set for the industry by actual legislation."

Big Data

Mr Van Vlierberghe became CEO in 2017. He started his engineering career at ArcelorMittal 24 years ago. Through the years, he has seen the company continuously evolve towards a modern innovative steel manufacturer. "At school, youngsters learn that manufacturing steel is part of the heavy industry. But the image most people get from what they have learned is one of melting ore in a dark and hot environment, which is only part of the truth. One should know that 50% of today's products did not exist seven years ago. This is only possible through constant innovation and improvements. We employ almost 6,000 employees in Belgium. Around 600 of them are highly educated engineers. This is more than 10% of our staff! We also employ almost 200 IT professionals, so manufacturing steel is indeed much more than just melting ores", Mr Van Vlierberghe states. "In recent years, Industry 4.0 and more

specifically Big Data have grown in importance in our organisation", he continues. "We constantly collect detailed information from our production process, suppliers, and customers and obtain the necessary input for improving the reliability of our installations and the quality of our products, so everything meets the customers' demand. And this data mining will become increasingly significant in the near future."

Innovative power

"Looking at our plant, one will notice its lean and highly efficient layout. Throughout the years of expansion, we have been able to keep a close eye on the running order of the process from A to Z, which is quite challenging on a 800ha terrain", Mr Van Vlierberghe states. "From the quay where the raw materials arrive, to where the coils leave, each part of the process is executed in a logical consecutive manner, without unnecessary detours, such as intermediate transport or storage, on the premises." ArcelorMittal produces around 97t million of liquid steel worldwide. This is an impressive figure, but when considering the total worldwide production of 1.7t billion of liquid steel, it is clear that steel production is highly fragmented. Still, in Europe the company has a market share of around 30%. Last year, the Belgium facilities of ArcelorMittal in Geel, Genk, Liège, and Ghent shipped approximately 6.8t million of steel. At North Sea Port, the company focusses on the production of flat steel products. For this, around 11t million of raw materials (ore, coal and scrap) are annually transported to the plant, largely shipped via water, which is why the company decided to settle alongside the Ghent-Terneuzen canal many decades ago. The most important markets for ArcelorMittal Belgium are the Benelux, France, and of course Germany. Keeping



MR VAN VLIERBERGHE, CEO OF ARCELORMITTAL BELGIUM.

THERE IS A REASON THAT THE COMPANY DECIDED TO SETTLE ALONGSIDE THE GHENT-TERNEUZEN CANAL MANY DECADES AGO.



AT NORTH SEA PORT, ARCELORMITTAL FOCUSSES ON THE PRODUCTION OF FLAT STEEL PRODUCTS.

this in mind, current worldwide issues such as the US import restrictions have just a limited direct impact on the Belgian production. The effect from the proposed Brexit, however, still remains a big question mark to Mr Van Vlierberghe. "It is estimated that car sales in the UK will drop by around 10% and this will undoubtedly have an impact on the demand for steel." 40% of the coils produced at North Sea Port go to customers in

the car industry and the remaining 60% is produced for a wide variety of applications, such as industrial equipment, household appliances, construction, components for solar panels, and so on. "The car industry is a fine example of ArcelorMittal's innovative power", Mr Van Vlierberghe explains. "With our Fortiform product, we have managed to reach an optimal combination of high strength, good deformation, and low weight. Car manufacturers can hereby produce up to 10-20% lighter cars that are still safe, resulting in lower CO₂ emissions.

Plenty to look forward to

ArcelorMittal invests between 100 and 150 EUR million in their Belgium facilities each year. Recent investments at the North Sea Port plant are the All Weather Terminal, a new Fortiform furnace in the hot dip galvanising line, two new tailor-made harbour cranes, as well as breakthrough technologies like the innovative Carbon2Value pilot installation. Mr Van Vlierberghe continues, "For Carbon2Value, we work together closely with chemical company Dow Benelux, which is also situated at North Sea Port (Terneuzen). In this project, we separate CO₂ and CO from our process gasses in order to convert them into chemical building blocks and biofuel. Dow Benelux will be able to use the chemical building blocks for the production of plastics. This is a good example of cross-border industrial symbiosis between the steel industry and the chemical industry to reduce CO₂ emissions. Looking at the heavy industry, European investments are not evident as margins are small and competition from other continents is exempted from the extra energy and climate taxes that local European players face, but we believe that we should keep on investing to stay ahead. A new flue gas recirculation installation will be built for the sinter plant at the company's North Sea Port facilities this year. Next year will be a year with many milestones, such as the All Weather Terminal and a completely refurbished blast furnace. At the end of 2020, we will also commission a pioneering new

installation that will convert carbon-containing gas from our blast furnaces into bioethanol. The bioethanol will be used as transport fuel, or potentially in the production of plastics. So we have a lot to look forward to.”

Three pillars

ArcelorMittal's strategy aims towards realising the sustainable steel plant of the future. The company thus wants to become the cornerstone of a circular economy through symbiosis and collaboration with other parties from the industry, government, R&D, and education. The strategy is built on three pillars: Energy & Environment, HR & Digitalisation, and Innovation & Customer Orientation. These pillars come together in many efforts, in order to realise a safe and sustainable industry. “We have taken great steps with regard to safety for everyone working on our premises”, Mr Van Vlierberghe says. “Sure, we still have serious incidents at our facilities and each incident is one too many, but compared to the industrial average in Belgium, we are up to ten times safer.” In the field of sustainability, ArcelorMittal's achievements are also impressive. “Our efforts in reducing our footprint are just too many to mention”, Mr Van Vlierberghe says. “To name a few examples, around 20% of our steel is made out of recycled scrap. Process water is reused 25 times before it is discharged in the canal after purification in each production step. 88% of the required energy is generated from our production process and own wind turbines. The above-mentioned Carbon2Value is one of the many innovation projects to reduce our ecological footprint. Yet another example is the Torero project. In order to bring down the volume of coal needed as raw material for the blast furnace process, we are searching for a way to make bio coal out of waste wood. The Steel2Chem project, another joint project with Dow Benelux, aims at producing synthetic naphtha via the reaction between CO and hydrogen. Like Carbon2Value and Steel2Chem, there are other ways in which we can make our production process a closed circuit in synergy with others.” Reducing CO₂ is an important goal for the company, and plenty has been achieved in the past decades. “From 1990 to 2018, we decreased our CO₂ footprint by 23%. For the next decade, we expect to further reduce our CO₂ footprint by 41%. To put this into perspective, when looking at our competitors we can frankly say that steel imported into Europe is less sustainable compared to our 1990 steel. So we are more than 30 years ahead.”

Future-proof

Although there are many alternatives for steel, Mr Van Vlierberghe is convinced of the fact that steel will last. “When looking at all the options, steel is still one of the best products, even from an environmental point of view. The world average CO₂ emission per tonne of steel is 2,5t, compared with more than 8t CO₂ per ton of aluminium and more than 6t CO₂ per ton of plastic. Producing steel furthermore results in by-products that are useful for other purposes and industries. For example, every tonne of steel results in 300kg of slag that is used as a green alternative for the production of cement (compared to alternative materials like clinker). Taking the fact that 500t of steel is needed per megawatt of offshore wind power, it is hard to imagine that this type of renewable energy will increase without the use of our product. The same counts for solar energy, as each panel has a corrosion-proof structure made of steel.”

Steel still stands strong when it is up to ArcelorMittal. And the Ghent facilities are looking at a bright future as well. “It is clear to us that our innovative products will keep their leading position in the market of high quality products, and our production facilities will remain state of the art. ArcelorMittal really is futureproof... as if it is made of steel”, Mr Van Vlierberghe ends with a smile.

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THE IMAGE MOST PEOPLE GET FROM WHAT THEY HAVE LEARNED IS ONE OF A DARK AND HOT ENVIRONMENT, WHICH IS ONLY PART OF THE TRUTH.



MANUFACTURING STEEL IS INDEED MUCH MORE THAN JUST MELTING ORES.

WHEN IT COMES TO ARCELORMITTAL,
STEEL WILL LAST FOREVER.





All photos courtesy of Scherpl Fotografie

THE INTEREST IN THE INLAND SHIPMENT EVENT WAS HIGH.

Inland shipment event

The great interest at the inland shipment event last 21 March showed that the mental shift is becoming a modal shift within the companies of North Sea Port. The question now remains how this type of transportation can fit into the port's logistics.



COMPANIES FROM THE ENTIRE AREA OF NORTH SEA PORT WERE PRESENT.

As said by Patrick Degryse, Chairman of the Waterwegen & Zeekanaal vzw, North Sea Port is already ahead compared to its neighbouring ports when it comes to inland shipping. But there is much more potential for this kind of transportation. Chris Danckaerts, Managing Director of De Vlaamse Waterweg, agreed and even stated that "inland shipping is the sustainable transport method of the future."

Wide water network

Mr Danckaerts further pointed out that North Sea Port has a wide water network that is ideal for inland shipping. "This is a real asset for the port. Our mission is to make this network even wider and ready for the future with investments in maintenance and new developments."

"Inland waterway shipping is of major importance for North Sea Port", added Daan Schalck, CEO at North Sea Port. "Over the last four years, we already invested in new inland connections and have seen the amount of water traffic rise, including container shipment." This is not surprising, seeing the map of the entire 70km long port area. "Inland shipping is possible in all four winds and also within North Sea Port itself", Mr Schalck observed.

Future growth

Currently 15% of all cargo from and to North Sea Port is transported by inland shipment. "This number will only increase with the New Lock", Mr Schalck continues, "And is even expected to grow by 600 to 700% when project Schelde-Seine is completed."



THERE WAS A NETWORK RECEPTION WITH FOOD AND DRINKS AFTERWARDS.



CHRIS DANCKAERTS, MANAGING DIRECTOR OF DE VLAAMSE WATERWEG.



DAAN SCHALCK, A CEO AT NORTH SEA PORT.

Mr Danckaerts said, "The project Schelde-Seine is something we are all looking forward too. With the broadening and deepening of this waterway, ships of a Class Vb can sail from North Sea Port to Paris. This means that loads of 4,400t and three containers high can be shipped inland."

Thanks to current projects as the raise of several docks and bridges, bigger ships can already be used for inland shipment by the end of 2020. The entire Schelde-Seine project is expected to be finalised by 2028.

The potential

Logistics company LDH Trans is experiencing the potential of inland shipping first-hand. Manager at LDH Trans Jürgen Den Hert elaborated, "We started offering inland shipment options after our customers asked us about the possibilities. After seeing what a great success this is, both ecological and economical, we try to transport as much as we can via water." Head of Logistics at Galloo Stijn Devos agreed, "It is just a logical choice to use inland shipping of our bulk to our terminal in North Sea Port. We have invested in our own barge and are looking to buy two more."

Danny Vanrijkel, Business Development Manager at POM Oost-Vlaanderen, also sees potential in small shipments. "A barge is perfect for inland shipment. Or what do you think about a kind of shuttle back and forth?"

Challenges

Chris De Hollander, CEO of Stora Enso, is enthusiastic about inland shipping as well and sees many advantages for them. But, he said, "There are still too many hurdles to overcome."

Mr Vanrijkel and Peter Lagey, Manager at Multimodaal Vlaanderen, confirm these hurdles. "Inland shipment is sometimes just not possible yet, but we are always looking for an optimal logistics chain", Mr Lagey said.

"There are some operational challenges, too", added Mr Vanrijkel. "Legalisation sometimes forbids a ship crossing borderlines, which makes inland shipment between Belgium and the Netherlands more complicated, even within the port area."

Mr De Hollander also pointed out the opening hours of the locks, the lack of boatmen, and their need for a new quay. "Because of all the partners and procedures involved, this takes a lot of time."

"On top of that, we notice customers are still biased towards inland shipment", Mr Den Hert said. One of these prejudices is that it is more expensive than road transport. "But after the bottom line, this is usually not the case." Mr Vanrijkel confirmed and calls out to "look at the total cost of ownership."

According to Mr De Hollander, without these hurdles, inland shipping can become as facile as trucks and more companies can indeed make the transition.

Companies that are experiencing hurdles or are curious about the possibilities of inland shipment can turn to several institutions. Multimodaal Vlaanderen and POM Oost-Vlaanderen are, for example, established to educate and investigate the best possible and more sustainable logistics solutions for companies.

WWW.VLAAMSEWATERWEG.BE



PATRICK DEGRYSE, CHAIRMAN OF THE WATERWEGEN & ZEEKANAAL VZW.



PETER LAGEY, MANAGER AT MULTIMODAAAL.VLAANDEREN.



DANNY VANRIJKEI, BUSINESS DEVELOPMENT MANAGER AT POM OOST-VLAANDEREN.



CHRIS DE HOLLANDER, CEO OF STORA ENSO.

LDC'S TERMINAL AT NORTH SEA PORT IS ONE OF THE MOST ADVANCED JUICE TERMINALS IN THE WORLD.



All photos courtesy of Louis Dreyfus Company

Louis Dreyfus Company: 100% natural production

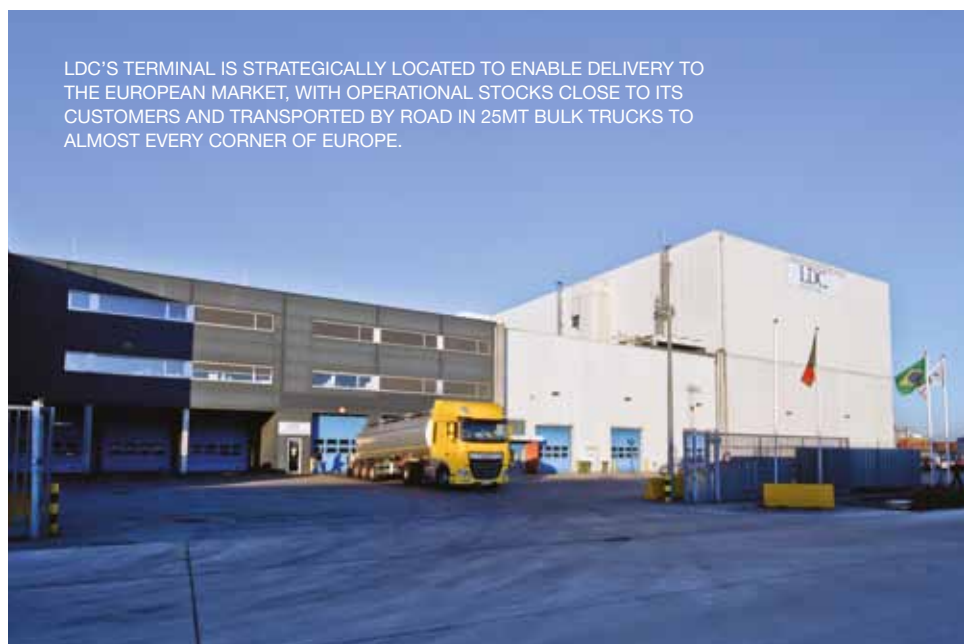
Founded in 1851, Louis Dreyfus Company (LDC) is at the heart of the agricultural industry, with a diversified portfolio spanning the entire value chain. The company's terminal at North Sea Port is one of the most advanced juice terminals in the world. PortNews talks with Mr Frans Havelaar, Country Representative for LDC Belgium.

The story begins with Léopold Louis-Dreyfus, the sixteen year old son of a farmer who laid the foundations for the global business that is LDC today. "His entrepreneurial spirit remains a source of inspiration for the company to this day", Mr Havelaar states. "Since the beginning, many generations of the Louis Dreyfus family have been leading the company and each has left a mark on its development. Building on Léopold's legacy, the Group has seized opportunities to diversify and expand the business, laying the foundations for our long-term future."



HANS HAVELAAR, COUNTRY REPRESENTATIVE FOR LDC BELGIUM.

LDC'S TERMINAL IS STRATEGICALLY LOCATED TO ENABLE DELIVERY TO THE EUROPEAN MARKET, WITH OPERATIONAL STOCKS CLOSE TO ITS CUSTOMERS AND TRANSPORTED BY ROAD IN 25MT BULK TRUCKS TO ALMOST EVERY CORNER OF EUROPE.



ALTHOUGH ORANGE JUICE REPRESENTS ONLY A SMALL PORTION OF LDC'S PORTFOLIO, WITHIN THE JUICE MARKET THE COMPANY IS ONE OF TODAY'S GLOBAL LEADERS.



Top three juice producer

He continues, "Today, we are a leading merchant and processor of a broad range of agricultural goods with activities that span the entire value chain, from farm to fork. Our portfolio includes oilseeds, grains, freight, global markets, coffee, cotton, sugar, rice, dairy, and juice. We leverage our global reach and extensive asset network to serve our customers around the world, delivering the right products to the right location at the right time – safely, responsibly and reliably." In 1999, the group decided to establish a terminal in North Sea Port for orange juice handling, with the first vessel arriving in 2000. Although orange juice represents only a small portion of LDC's portfolio, within the juice market the company is one of today's global leaders. "The company started to manage its first orange grove in 1988 in Brazil and since then, our Juice Platform has developed its business across 70 countries. With expertise and covering all stages of the value chain, we have grown into one of the three largest producers and merchandisers of juice worldwide."

Larger shipping capacity

The group currently has 38 orange farms, including owned land and partnerships. As of January 2019, it operates three processing plants in Brazil, and two logistics terminals enabling worldwide transportation. One in Santos (Brazil), and the other at North Sea Port. "Our North Sea Port terminal is dedicated to handling frozen concentrate orange juice (FCOJ) and not from concentrate (NFC) orange juice", Mr Havelaar explains. "We have multiple blending facilities, we can add pulp and natural aromas to the juice, and we can transform bulk into drums and vice versa. Our aim is a reliable delivery for our clients, which are mainly bottling and packaging plants, as soon as possible after processing." The company leases three vessels to transport the

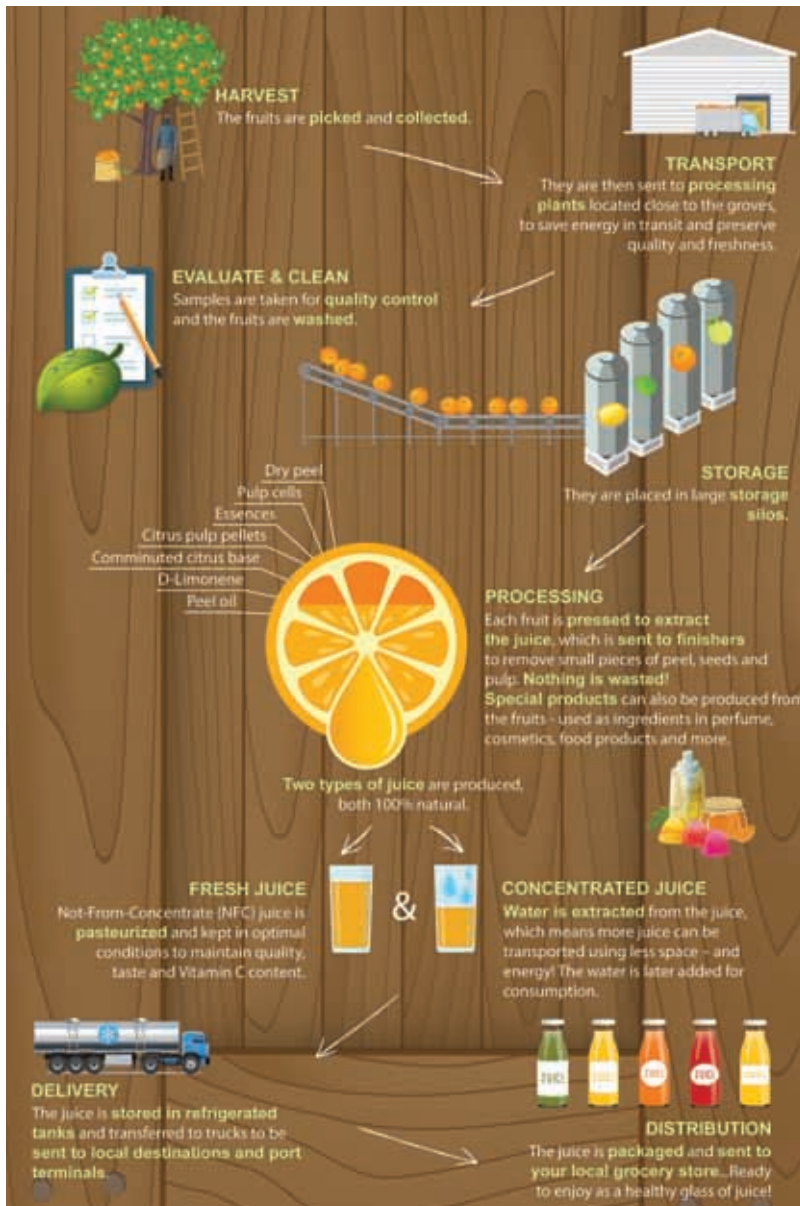


"WE CAN TRANSFORM BULK INTO DRUMS AND VICE VERSA."

juice from Brazil to Europe, one fully dedicated to LDC and the other two are used 50% by LDC. "We see a growing interest in NFC juice, which requires more volume compared to FCO juice. For this reason we plan to change our fleet operations by the end of 2019, to have just two bulk vessels, both fully dedicated to LDC, Mr Havelaar says. "They will have a larger shipping capacity, along with higher efficiency in terms of emissions and fuel consumption."

A strategic location

The reasons for LDC to opt for North Sea Port in 1999 were multiple, says Mr Havelaar. "Firstly, it was an opportunity to have a terminal directly on the quayside of the Ghent-Terneuzen



LDC'S JUICE ACTIVITIES SPAN THE ENTIRE VALUE CHAIN.

Canal, giving vessels easy access from the North Sea. Beyond this, our terminal is strategically located to enable delivery to the European market, with operational stocks close to our customers and transported by road in 25MT bulk trucks to almost every corner of Europe." For the near future, Mr Havelaar also sees possibilities for barge transport, with the terminal being connected to Europe's large network of inland waterways. Orange juice is also transported by truck in container barrels to the ports of Antwerp and Rotterdam for further shipment, facilitated by North Sea Port's location at a short distance from both ports.

Larger storage facilities

LDC doubled its juice handling facilities in 2009 in response to already growing demand for NFC juice. "This expansion meant we had to build a new terminal for NFC juice, which requires different storing and handling conditions than FCO juice. With the new NFC terminal, we are able to better address changing demands from the market", Mr Havelaar says. New investments are ongoing, such as tank storage facilities under construction to enlarge the fresh NFC juice storage capacity by another 50%. Mr Havelaar comments, "Space for future developments at our current premises is becoming scarce



WORKING WITH A NATURAL AND HEALTHY PRODUCT, OUR STAFF HAS A FUNDAMENTALLY POSITIVE ATTITUDE TOWARDS ENVIRONMENTAL SUSTAINABILITY.

and, alongside the North Sea Port authority, we are now looking at alternatives for the future. This is a challenge, but we are confident that through our positive collaboration, we will find the best solution."

100% natural products

Apart from being a family-owned company, one of the nicest things about working for LDC is, according to Mr Havelaar, the fact that the company operates in a market for natural products. "Despite what many people think, orange juice is a 100% product of nature, containing 0% artificial additives. Most of the orange groves are fully owned, giving us complete control of the cultivation process. The majority of our farms are certified by the Rainforest Alliance, helping to ensure the traceability of our products from certified farms to our Matão plant and Santos terminal in Brazil, and finally to our destination terminal in North Sea Port. This approach is part of LDC's global sustainability efforts, which are a fundamental part of our identity as a company."

Reducing the environmental footprint

In 2017, LDC set targets to reduce its environmental footprint by 5% in the following areas by 2022: greenhouse gas emissions, energy and water consumption, and solid waste generation. In addition, and as part of its culture of continuous improvement, LDC's Safety, Health and Environment team work to enhance safety measures at all company sites, on an ongoing basis and through specific initiatives. "Working with a natural and healthy product, our staff has a fundamentally positive attitude towards environmental sustainability, putting ample efforts into reducing our ecological footprint and maintaining the highest standards of hygiene. Although it may come as a surprise, working at LDC means working in a truly hi-tech environment, with crucial hygiene measures that are a necessary part of the processes to handle and transport large volumes of fresh products. For all these reasons LDC is a great place to work and build a career, with many opportunities for employees. I am a fine example of this, having worked at LDC for over 20 years now in various roles", Mr Havelaar ends.



North Sea Port

the 60 kilometres long cross-border port area stretching from Vlissingen 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.

northseaport.com





All photos courtesy of ZTZ Logistics

ZTZ Logistics: everything in-house

Driving through the North Sea Port area, one cannot miss the facilities of Jac Rijk and its subsidiary Zwaar Transport Zeeland (Dutch for heavy transport Zeeland). Parked in line in front of the premises, a broad range of heavy duty vehicles demonstrates what it is all about at this successful family-owned company.

By talking with Managing Director Joost Rijk, representing the family Rijk's third generation, one soon learns that a lot more can be told than what is revealed by the parked machines.

The Jac Rijk company started in 1933 as an agricultural service supply contractor and just after World War II in 1946, it took its first step in the earth-moving industry. Mr Rijk elaborates, "In 1944, the allied forces bombed the dykes around parts of Zeeland in order to hinder the German armed forces. The repair works lasted until the end of 1946, in which we were also involved as contractor. Our earth-moving adventure began with this assignment." Soon after this first job, more work followed. "From the Fifties until the Eighties of the last century, we executed ample work for the Delta Works, such as for the Eastern Scheldt Storm Surge Barrier. This was an excellent showpiece for us to show our capabilities. Our market expanded from Zeeland further into the Netherlands and today, a large share of our earth-moving activities takes place outside of the Netherlands, and we see a growing portfolio outside of Europe since the Eighties."



AN OPEN AREA OF 3.5HA FOR STORING MACHINERY.



MR JOOST RIJK, MANAGING DIRECTOR OF ZWAAR TRANSPORT ZEELAND.



IN A GROWING MARKET WITH MANY PROJECTS IN VARIOUS REGIONS, THE COMPANY WAS CONSTANTLY FORCED TO MOVE AROUND ITS EQUIPMENT.

Moving around equipment

Within the earth-moving industry, Jac Rijk's focus lies on mining & quarries, marine, infrastructure & site preparation, and rehabilitation & sanitation. In a growing market with many projects in various regions, the company was constantly forced to move around its equipment. "We learned that for moving our equipment, depending on third parties was just too restrictive. It was not always possible to transport our machinery the way we wanted", Mr Rijk explains. "We therefore decided to start our own Zwaar Transport Zeeland transport company in 1978." Apart from transporting ground-breaking equipment, Zwaar Transport Zeeland also assisted Jac Rijk in commissioning equipment and supplying containers for the use of, among other things, mobile office space and storage facilities. Soon, requests for transport from clients were met and alongside transporting rolling machinery, the company also expanded towards other types of heavy cargo. "For us, there is little difference between transporting a shovel or a wind turbine gearbox. We have the right equipment, ample expertise and experience, and our staff is fully licensed to take on any special transport assignment."

ZTZ Logistics

Zwaar Transport Zeeland added new activities to its portfolio in 2014. Apart from transporting and storing equipment, additional services were now also offered such as painting, (dis) assembly, maintenance, cleaning, and so-called pre-delivery inspections.

5,000M² WAREHOUSE FOR COVERED STORAGE, ASSEMBLY, AND SERVICING AND ACCESS TO ANOTHER 7,500 M² INDOOR STORAGE FACILITY.



“This kind of work began as occasional services for our customers, but it soon grew to become one of our main activities”, Mr Rijk says. “We recently decided to put the transport (Zwaar Transport Zeeland) and service (ZTZ Services) activities under one brand called ZTZ Logistics. This should enable us to better express our full range capabilities and it will be easier for our customers to see who we are and what we stand for.” Jac Rijk has for decades now used Caterpillar machinery so when it comes to servicing, ZTZ Logistics has learned a lot from this equipment. “Today, we service a wide variety of brands. Working closely together with Dutch and Belgian dealers, we take care of a broad range of shipping services for these companies, as well as assembly, repair, and maintenance.”

Further expanding activities

According to Mr Rijk, ZTZ Logistics aims at a further expansion of its service activities. “We have until now been working on customer’s request, but more companies might be interested as soon as they find out what we can offer. When looking at transport, ZTZ logistics can transport exceptional cargo up to 150t and cranes up to 80t/m. We can also handle cargo with extreme lengths. We have all facilities available at our location in Vlissingen. Alongside an open area of 3.5ha, we



We have the right equipment, ample expertise and experience, and our staff is fully licensed to take on any special transport assignment.

have a 5,000m² warehouse for covered storage, assembly, and servicing. We furthermore have access to another 7,500m² indoor storage facility. We have two overhead cranes available, one with 20t capacity and one with 2x25t. We can offer bonded storage facilities for equipment. Other than that, we are fully equipped for servicing machinery and with yearlong experience in transporting our own equipment, we are fully aware of the do’s and don’ts in many countries. For example, one of our services is cleaning the machinery before transport. This sounds like an easy job, but for a country like Australia, the rules for importing equipment are very strict due to the risk of bringing in exotic material. So cleaning is therefore not just a matter of shallow cleaning, but of dismantling and cleaning the machinery almost bit by bit.”

MR RIJK SEES A FUTURE FOR TRANSPORT VIA WATER.



TWO OVERHEAD CRANES AVAILABLE, ONE WITH 20T CAPACITY AND ONE WITH 2X25T.

One stop shop

“In our business, we see that there are currently lots of links with a shipping project that involves several companies. Most of these companies certainly have their skills and capabilities, but are often forced to do their job for a price that is far too low. This could negatively influence the quality of a project. With ZTZ Logistics however, we offer a one stop shop solution. We have everything in-house to provide a complete solution in an efficient way and at a competitive price, without devaluating quality”, Mr Rijk states. “In offering such an extensive package of services, planning and coordination are very important. Or else efficiency and effectiveness are at stake. Good communication and procedures help us to keep things going according to plans.” One contact for all your needs avoids communication errors, which can lead to unnecessary costs.

Transport via water

So far, things have worked out rather well for the company and the future looks promising. In order to keep up with the requests from new markets, ZTZ Logistics is investing not only in equipment, but in people and expertise as well. “Throughout the years of our existence, we have constantly searched for the best solutions. This is one of the reasons we decided to move to the North Sea Port area in 2006, as this gave us the opportunity to expand our facilities.” When looking at today’s challenges, Mr Rijk sees a future for transport via water. “It is difficult for infrastructure to keep up with the upscaling of transport. Viaducts, bridges, and roundabouts are areas of growing concern for exceptional transport, which is why I see more and more special cargo to be transported via inland waterways, and shortsea routes. Being located in North Sea Port gives us an advantage. It would be perfect to have public RoRo facilities but apart from this, there are ample loading facilities available at the various terminals in the North Sea Port area. This, together with our experience in overseas shipping via other ports, gives us an excellent starting position to further expand our activities.”



EVERYTHING IN-HOUSE.

CONSTRUCTION & FABRICATION

BUILDING BRIDGES IS AELTERMAN'S CORE BUSINESS.



All photos courtesy of Aelterman



THE BUDA BRIDGE,
TRANSPORTED BY WATER.



AS THE OFFSHORE MARKET DEVELOPS, BUSINESSES SUCH AS AELTERMAN ADVANCE ALONG, CONSTRUCTING SPECIFIC INDUSTRY MATERIALS LIKE THIS PILING TEMPLATE.

Supreme steel construction

The prominent steel construction company Aelterman is a dynamic family business with extensive know-how of steel construction. They are specialised in steel bridges, lock gates, barrage gates, crane parts, and other welded constructions.

The enterprise that we know as Aelterman today was created from the smithy annex hardware store that Remi Aelterman operated from the 1930s in the municipality of Oostakker in Ghent, Belgium. In 1952, three (out of a total of seven) Aelterman offspring set up a private limited liability company with a metal construction activity. Initially the activity focused on making steel trusses for agricultural buildings and repairing agricultural equipment but as the company grew, they extended into bridge construction for public works.

Expansion and multi-modal transport

In 1965, the company had to find a new location due to the construction of the R4 motorway. It moved to the Beelbroekstraat in Sint-Amandsberg, next to the Ghent-Antwerp railway line. With their very own railroad access, it became much easier to get materials delivered and finished parts conveyed. The second Aelterman generation joined the company in 1985, and activities in surrounding countries commenced. The workforce was expanded, and turnover rose sharply. A new location was imminent, and a choice was made for the vacant buildings and sites of the former Langerbrugge shipyards on the Moervaartkaai in North Sea Port. This gave Aelterman the opportunity to transport large constructions by sea and waterways. Their new water-based location turned out to be an instant success and soon a new site had to be found. In 2005, Aelterman was the first company to establish itself at the new Kluizendok in North Sea Port. Today, the construction facility is ideally situated next to a waterway with Ro-Ro facilities. Ample successfully completed projects in Europe ensure that Aelterman is one of the leading construction sites when it comes to bridge construction, steel structures, and hydraulic engineering works. It is one of just a few European constructors that can still carry out the renovation and reconstruction of riveted constructions.

Q & A

In a recent interview with PortNews, Managing Director of steel construction facility Aelterman, Jean-Pierre Aelterman, elaborates on the business' activities, location, and future plans.

PortNews: Is bridge building Aelterman's 'main business' when compared to other company activities?

Mr Aelterman: "Bridges remain Aelterman's main endeavour, representing about 80% of our sales. We are also an important player in the manufacturing of lock gates, weirs, offshore wind parts, and other high-quality constructions. We are specialised in high-quality offshore mechanics, such as pile grippers and piling templates. The offshore market develops all the time and we advance along with that specific high-tech market, with safety as our number one priority."

PortNews: According to the website, Aelterman is one of a handful of steel constructors in Europe that can still execute renovations and repairs of riveted structures. What can you tell us about this specialised trade?

Mr Aelterman: "It is precisely this niche market that has been hit so hard, as many repaired constructions are not professionally restored during repair but are instead replaced by 'fake' rivets. It is a small market and the cost of sounding is high, which is why the customer is increasingly seduced by cheap counterfeiting."

Aelterman projects

From 2008 to 2010: Floating scaffolding, Wintam-Rupelmonde (165t), Schellebelle-Aard (110t), Imalso (291t), in 2008: Bow Bridge (580t) over the Albert Canal in Ham (B) and Arc bridge (1040t) at Bétune (F), in 2009: Sluice doors (100t / pc) Evergem (B), in 2010: Pont du Vert Galant (470t) at Wambrechies (F) and Noordbrug (600t) over the Leie in Kortrijk (B), and in 2011: Second Scheldt bridge (2200t total) in Temse (B), Viaduct (890t) over the Sambre at Landelies (B), and lift door (244t) at Heume.



ONE OF THE TWO STEEL BRIDGES BUILT BY AELTERMAN FOR THE KIELDRECHTSLUIS IN ANTWERP.



THE BRIDGES ARE TRANSPORTED BY BARGE TO THEIR FINAL DESTINATION.



PortNews: What are the advantages of being located at North Sea Port?

Mr Aelterman: "There are very few manufacturers in Europe with direct access to water and certainly not in a port that allows free access to the sea. Most of our competitors are inland or need to reach the sea by passing one or more stationary bridges."

PortNews: Aelterman has a production location with a Ro-Ro facility at the Kluizendok on the Ghent-Terneuzen Canal. How does Aelterman use this site? Are a lot of constructions transported by pontoon?

Mr Aelterman: "North Sea Port has become an indispensable link for Aelterman's production. In recent years, many parts were produced at the Kluizendok. This is due to the fact that exceptional dimensions and weights can now be transported by water thanks to the Ro-Ro facility."

PortNews: Does the merger of Zeeland Seaports and Ghent Port Company directly affect Aelterman?

Mr Aelterman: "The merger does not yet have any noticeable influence on our activities, but we are sure that it will have positive results for our company in the future."

PortNews: Recently a bridge destined for Antwerp was built at the Kluizendok. Can you tell us something about this project? What makes Kluizendok such a suitable location?

Mr Aelterman: "We are building two additional steel bridges for the Kieldrecht lock on our sites. Each specimen weighs 1,500t, is about 100m long, 21m high, and approximately 15m wide. Work on this project started in the summer of 2017, and the

“ North Sea Port has become an indispensable link for Aelterman's production.

steel construction is now completely finished. Our location is extremely important to ensure our first-rate installation method. The bridges are prepared on our terrain. The axles are fitted, and the necessary electromechanical components are installed so that upon leaving the yard, the bridges are ready to 'plug and play'. The Kieldrecht lock will then be taken out of service for a period of three weeks while the bridges are assembled. The bridges are ready for installation and will be placed in an upright position. We do not encounter any stationary bridges on Antwerp's left bank on our way to the port area, so there are no height restrictions for transport. This means that we can prepare and transport the bridges to the construction site as a whole, instead of in various smaller parts. This ensures a high-quality end product and significantly reduces yard-related activities and required work sites."

THE ENTERPRISE SPECIALISES IN HIGH-QUALITY OFFSHORE MECHANICS, SUCH AS THIS PILE GRIPPER.



IN RECENT YEARS, MANY PARTS WERE PRODUCED AT THE KLUIZENDOK.

LOADING OF THE PILE GRIPPER ONTO THE BARGE.



PortNews: Aelterman has also built several bridges for Ghent. Where can we find these constructions?

Mr Aelterman: "All riveted swing bridges in Ghent city centre are constructed by us, as are the pedestrian and bicycle bridge at the imperial park, both foot and bicycle bridges on the Krook, the two pedestrian and cyclist bridges on the new F7 bicycle motorway (De Denijsbrug and Borluutbrug), and the Pylon and pedestrian section of the cable-stayed bridge at the Ghelamco Arena."

PortNews: Do you see developments for your sector when it comes to sustainability? How do you see the future of the steel construction industry?

Mr Aelterman: "A steel bridge is a durable product and the recent evolution in coating means that maintenance is reduced to a minimum. The best proof is that concrete bridges are increasingly replaced by steel specimens. The new design of the Genoa bridge can be taken as an example."

PortNews: What other future objectives do you have?

Mr Aelterman: "We want to limit our footprint by ordering most of our materials within Europe, and we would like to bring big parts to the yard as intact as we can to relieve traffic by road."

Next-generation lubricants

A lubricant that lasts up to ten times longer than standard products? Dex Premium Lubricants, with an office in North Sea Port, developed this next-generation lubricant with the help of nanotechnology, and with great results.

These results are thanks to a nanotechnological treatment of base oils. The difference with other lubricants is, according to Chief Technology Officer Rob Deurloo, that their lubricants have been fundamentally enriched before additives are mixed in. "Whereas additives change the chemical composition of a lubricant, our enrichment process takes place on a nanolevel and instead targets the behaviour of the oil itself. It is this enrichment step that causes significantly reduced friction", says Mr Deurloo.

Nanolayer

Mr Deurloo continues, "Our nanotechnology fundamentally improves the way in which industrial lubricants behave. The base oil of our lubricants is produced in our own, dedicated enrichment plant in the Netherlands. This is where the nano-enrichment process takes place, using a procedure tested and certified by independent parties."

The nanoparticles in turn are attracted to the friction surface, where the particles bind with carbon chains in the oil, which 'curl up' in a tightly packed ball around the particles. This creates an ultrathin though highly elastic film of 'oil spheres' between the surface and the lubricant, thus radically reducing friction.

The friction-reducing effect

"Less friction means a higher power output, which increases the engine's fuel efficiency and helps lower CO₂ emissions", explains Mr Deurloo. "The overall result is that our lubricants last up to ten times longer than traditional products. For example, fisherman John Bais of Bais Zeevis in Den Helder, the Netherlands, previously had to change oil every 250 working hours of his generator. After switching to our nanolubricant, he found that after 3,000 hours, the lubricant was still in excellent condition. This was tested and confirmed by research bureau ORM Advies."

The friction-reducing effect also means lower peak temperatures and improves cold-start performance in cold



All photos courtesy of Dex Premium Lubricants

AFTER SWITCHING TO DEX PREMIUM LUBRICANTS THE ENGINES OF BAIS ZEEVIS CUTTERS WORK MUCH SMOOTHER AND QUIETER.



ALL FOURTEEN FERRIES OF ALBLAS WERE RECENTLY SWITCH TO DEX PREMIUM LUBRICANTS.



THSD MIDDELBURG OF VAN OUWERKERK IS ALSO A CLIENT.

conditions, resulting in a considerable reduction of emissions. “Using one of our nanolubricants in a 12-cylinder car engine resulted in an 80% drop in NOX emissions.” Furthermore, it means a significant reduction of noise and vibration, as Mr Bais noticed as well. “Not only does the oil last longer, we also noticed that the engine works much smoother and quieter.” According to Mr Deurloo, “This is due to the fact that the process, by which a protective layer forms between the lubricant and the friction surface, also results in a lower lubricant temperature. The layer furthermore reduces shear stress on the lubricant and limits contamination with wear particles.”

Efficiency gains

Test results indicate that the nanolubricants reduce zero load losses by 20%. In a real-life situation with a reversed gear, reduced friction was found that reduced energy consumption by 28kW per hour, representing annual cost savings of thousands of euros. The actual efficiency gains, however, are determined by a range of variables. With the right information about the equipment and working processes, DEX Premium Lubricants can estimate the potential savings more client-specifically.

Switching to nanolubricant

Captain Gerlé Blaak, Director Marketing & Sales at Dex Premium Lubricants, sees that people are somewhat hesitant in switching to their product. “This is mainly because of the warranty on their equipment”, he explains. “Some distributors wave their warranty when you do not use their recommended product that meets the exact specifications as set by the manufacturer. This is why we make any commercially available lubricant tailor-made in a nano-enriched version at our dedicated production facility. The enriched oil is transported to Transnational Blenders’ facilities, where the oil is mixed with



THE LUBRICANT IS USED FOR RACING ENGINES AS WELL, SUCH AS THIS VERDUYN RACING TEAM’S DUCATI 999R.

any additives needed to achieve the agreed specifications.” The result is a lubricant that meets all specifications set by our customer (and the OEM), yet one that delivers a superior performance. Still, the cost of DEX Premium Lubricant might also be an obstacle as it costs about three times the price of standard lubricants. Mr Deurloo says, “Yes, this is quite an investment, but when you save on oil changes, oil consumption, and up to 5 to 7% of fuel consumption, you will earn your money back in no time.”

1. WWW.DEX-OIL.COM

THE NEW FACILITY NEAR THE KENNEDYLAAN.



A well-considered move

Newly located in North Sea Port is the industrial rental company I-Rental. At a prime location near the Kennedylaan, the old spot of Kranen Michielsens, I-Rental has opened a 600m² warehouse with over 4,400m² to further expand their services.

When talking to Louis Hanjoul, Managing Director of I-Rental, at their new facility in Zelzate, PortNews found out that the expansion was a well-considered move. “We received ample requests from companies and contractors working in North Sea Port and the surrounding area to open up a facility in Ghent. So we did the numbers, which looked great, and decided to take the risk.”

Out of demand

The market demand has always been a leading factor for the company, even before its founding. The Z-Group, founder of the original company, was a specialist with regard to safety equipment and safety personnel, and rented both to (petro) chemical plants. They were asked by clients if they could also supply other work equipment and the precursor of I-Rental, Z-Rental, was founded in 2008.

Two years later, the Z-Group decided to disinvest in rental equipment. Mr Hanjoul and his associate Michel De Weerdts realised a management buy-out of Z-Rental, and renamed it I-Rental. “The ‘I’ stands for industrial, as we are an industrial rental company. But it also stands for Innovation and Integrity”, says Mr Hanjoul.

Since the management buy-out, I-Rental has become a strong



We install all the rented equipment. We hereby ensure that everything works and is up to code.

strong player in rental to the chemical and petrochemical industry in Belgium, with several big clients and a catalogue of over 60,000 items. “The first year was immediately a good year. However, our second year was somewhat troubling”, Mr Hanjoul says. “Still, we kept investing in a good sales team and expanded our equipment fleet. This really turned things around.”

For rent

With such an extensive catalogue and wide range, almost any industrial equipment is for rent via the company. “We rent out anything but cranes.” Mr Hanjoul continues, “From compressors, tower lights, and power groups, to welding equipment, explosion proof material, and all kinds of hand tools, all according to the highest standards and with the right certificates.”

The equipment is usually rented for projects to contractors or the end-user company itself. “We work on a lot of industrial projects, such as shut-downs, new installations, and repair work. But when a company just needs a compressor or some lifting equipment, or anything else for that matter, they can just walk in and rent one tool, too.”

I-Rental does not only rent out the equipment. “We install all the rented equipment. We hereby ensure that everything works



LOUIS HANJOUL, MANAGING DIRECTOR OF I-RENTAL.

and is up to code. We also remain on-site during the rental period to oversee things, sometimes 24/7. And afterwards, we pack everything up, clean it and make sure it is ready for the next job.”

Risk-spreading

With the new location at North Sea Port, the company is looking forward to the future. “The chemical and petrochemical industry is doing great in Belgium and the rest of the Benelux. And as a result, we are doing great as well. But we know competition will come, especially in Antwerp”, Mr Hanjoul says. “To spread the risk, we see potential in more smaller facilities like this one in North Sea Port. In fact, any concentration of industrial facilities is a target.”

“We are also looking to enter other industries. Our existing catalogue already offers equipment for use in the steel industry, road works, and different infrastructure projects.” He continues, “We have already been renting out to some building companies, but I am sure we can grow even further and more rapidly in these industries.”

Renting across the border

Mr Hanjoul is excited about their new presence in North Sea Port. “Not only can we now better accommodate our customers, the cross-border character of the port also offers more chances. However, renting equipment to another country is not always easy. Each country has its own rules and regulations. For example, some material like hoisting equipment must be certified every three months in Belgium, and just once a year in the Netherlands. The guidelines for electrical equipment also differ between Belgium and the Netherlands. This makes renting an even bigger challenge, but also a great opportunity”, he concludes.



WITH MANY ITEMS IN STORAGE THE COMPANY CAN DELIVER FAST.

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Transportation to Eastern Europe



All photo's courtesy of Lalemant BV

With over 100 years of experience, Lalemant is one of the longest standing transportation companies in Europe. The group specialises in chartering, barging, agency, forwarding, and trucking, which means door-to-door transport around the world, including Eastern Europe.

Founded by the Lalemant Family in 1885, the company offers various services in several departments. The chartering department handles short-sea and deep-sea transportation of dry, liquid, and breakbulk ranging from 500 to 175,000mt shipments on a worldwide basis. Lalemant Barging, in turn, offers reliable, fast and ecological transportation of both dry and liquid commodities, including grain and coal. Another department that handles bulk and breakbulk is Lalemant Trucking, which is currently further expanding in Eastern Europe. PortNews spoke to Pierre Thielemans, Head of Department Lalemant Trucking, about their activities and the challenges they face when exporting to this part of Europe.

Headquarters in Ghent

Lalemant Trucking started offering road transport in 1982 from its headquarters in Ghent. The companies within North Sea Port were in consequence their main suppliers for a long time, representing about 60 to 70% of their activities. The business

LALEMANT TRUCKING
TRANSPORTS AN AVERAGE OF
300 TO 400 TRUCKLOADS A WEEK
TO AND FROM EASTERN EUROPE.



has however grown immensely since then and has become truly international with offices across Europe.

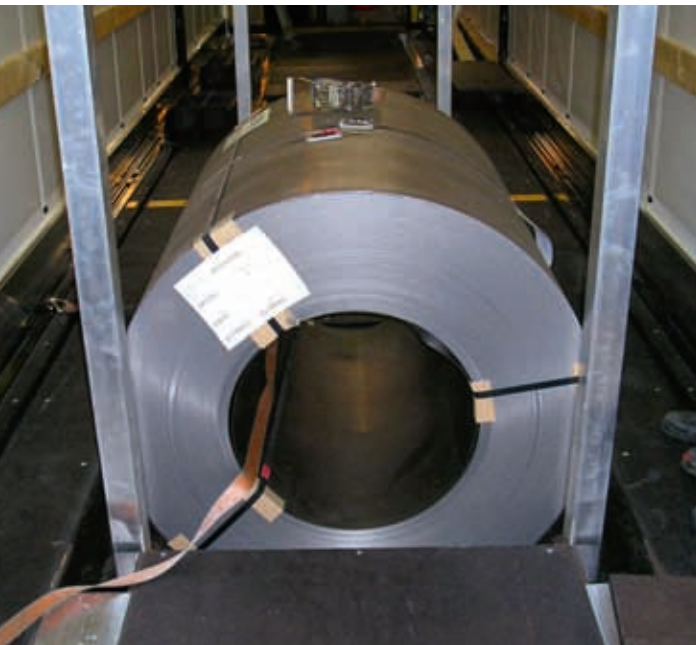
Mr Thielemans explains that, "Even though it is often more cost-effective to transport over sea, the main advantage of trucking is flexibility and quick delivery times. Especially when it comes to just-in-time cargo, road transport is often faster and a better choice for our clients." They are furthermore not bound to waterways, which means a greater transport range.

Various cargo

In the early days, big volumes of bulk were transported by tipping trucks, mainly for the steel industry. Nowadays a large part of the cargo is palletised and transported by tilt trailers. The commodities are from all sorts of industries, such as food, chemical, packaging and mechanical engineering. Steel is also still a large part of the company's customer portfolio. This diversity is a conscious decision, as the group wants to keep their area of expertise as broad as possible. Mr Thielemans



PIERRE THIELEMANS, HEAD OF DEPARTMENT LALEMANT TRUCKING.



LALEMANT TRUCKING ALSO OFFERS SPECIAL EQUIPMENT, SUCH AS COIL TRAILERS FOR THE HEAVY INDUSTRY.

“ We really started from zero in this part of Europe, and now look at us.

says, “This way, we do not merely depend on one sector. So if there is a crisis in a specific industry, we do not notice this all too much, unless of course it is a general economic crisis.”

Like all departments of Lalemant, Lalemant Trucking is continuously seeking to differentiate their services, searching for added value. “We always look to offer special services that cannot be offered somewhere else. For instance, we also supply glass transport and are exploring options to transport more breakbulk cargo with special dimensions. The added value makes us a one-stop company for all of your transportation needs.”

One of these special services includes transportation opportunities to Eastern Europe, an area where Lalemant Trucking is especially active. Mr Thielemans says, “With the fall of the Berlin Wall in 1989, we saw an opportunity to become a specialist in this part of Europe. We really started from zero in this part of Europe, and now look at us.”

Local offices

The Trucking department certainly transports to Western Europe as well, but Eastern Europe is the core-business. In numbers, they transport an average of 300 to 400 truckloads a week to and from this part of Europe.

The success is reflected in the number of local branches in Eastern Europe. Over the years, the company has opened up offices in Poland, Russia, and later also in the Czech Republic, Romania, and the Ukraine was added to the list in June 2018. “By opening local offices, we have noticed several advantages for us and our clients. Our local employees know the region

best and can speak the same language. This makes it easier to find and do business for all involved.”

Mr Thielemans continues, “Thanks to a good screening process and an education period, our new, local employees really make these offices bloom after three to five years, which makes the investment entirely worth it. With great previous results and our low employee turnover rate, we are pleased and hopeful that our employees will stay with our company for many years to come.”

After opening the Ukraine office last year, Lalemant Trucking is now looking to expand in Germany. “We already have many German customers, and have noticed the country’s growing market. We are opening up a German branch this summer to accommodate this market.”

Challenges

Transport to Eastern Europe does entail a certain level of difficulty. Each Eastern European country has its own rules, also when it comes to documentation. “Thankfully, with our year-long experience and local people, we can assist our clients in collecting all the right paperwork. But this is not the only challenge when it comes to exporting to Eastern European countries such as the Ukraine and Russia. You might also be dealing with some specific difficulties and non-reliable companies and contact persons from time to time. And the weather can of course at times be quite extreme in Russia and surrounding countries, which can cause delays.”

Mr Thielemans expresses how important their employees are in these situations. In case of delays, for instance, good communication is necessary. “It is important to have a good gut feeling and experience in selecting good, reliable transport partners and clients. And you must really know the local laws, and which specific documents are required for every type of transport.”

For transporting to Eastern Europe, Lalemant Trucking works with several local transport partners, even though it has its own trucks and drivers. These collaborations are more cost-effective and safety-driven in these difficult markets. Mr Thielemans explains, “The drivers need extra skills to transport to these countries, otherwise it is just too dangerous. We have noticed that it is better to work with local drivers when it comes to language barriers and knowhow.”

Working together

“Another upside of collaborating is that you are, as a company, stronger together.” Mr Thielemans continues, “We truly believe in our collaborations with other transport companies, which include Polish, Czech, Ukrainian, and Russian enterprises. By working together sufficiently, we can offer a much higher capacity, which is great.”

He adds, “Our ultimate goal is to transport cargo from anywhere in Western Europe to Eastern Europe, and vice versa. Thanks to our local investments and collaborations, we are well on our way to truly achieve this.”

Mr Thielemans sees possibilities at North Sea Port as well. “I personally believe that the scaling of the port benefits us all. We have already made some new connections, and are looking forward to collaborating with even more businesses in North Sea Port, together with our Belgian and Dutch clients, and beyond.”

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North Sea Port preparing for Brexit

HONDA MOTOR EUROPE LOGISTICS IS, LIKE MANY OTHER COMPANIES IN NORTH SEA PORT, USED TO DEALING WITH CUSTOMS.



Unless the daily turmoil in Westminster leads to delay or other solutions, the United Kingdom (UK) will very likely leave the European Union (EU). The consequences for North Sea Port are yet unclear, but the port is preparing itself for what might come.

The UK is the second-largest trading partner of North Sea Port, accounting for some 9% of the total 70.3 million tonnes of maritime transshipment. This involves goods such as vehicles, containers, construction materials, chemical products, fertilisers, and energy and petroleum products.

Consequences of Brexit

The consequences for North Sea Port are still uncertain, but the port is closely monitoring the developments related to Brexit. “Whether it comes to a Brexit deal or a hard Brexit, North Sea Port has been consulting with other companies who do business with the United Kingdom for quite some time now”, explains Jan Lagasse, CEO of North Sea Port. “To anticipate how the situation will evolve and to refer businesses to the proper channels, we are keeping a close eye on the developments surrounding this issue.”

Mr Lagasse is aware that Brexit will definitely have an impact on the port and its clients. “But we also know that the UK is not self-efficient, so they will still need products from Europe and in the medium and long term, trade will continue. Brexit brings a lot of uncertainty, but one thing is for sure: on the short term,



DAAN SCHALCK AND JAN LAGASSE, CEOS OF NORTH SEA PORT.



CEES FOSSEN, ADVISER OF THE DUTCH CUSTOMS.

we will be faced with several hick-ups, additional red tape, and unexpected topics. And customs are certainly going to be very busy, especially when it comes to container transport and Ro-Ro traffic.”

Return of border control

This is mainly due to the return of border control. “After Brexit, there will be no more free traffic between the UK and the Netherlands, Belgium, or any other European country for that matter”, elaborates Cees Fossen, adviser of the Dutch Customs. “Customs will furthermore be obliged to monitor the border activities more closely, checking all necessary documents and if needed, collecting taxes.” It is expected that Brexit will create approximately 750 thousand additional declarations for importing, and about 4.2 million when it comes to export.

“As customs, we are preparing to limit the impact as much as possible, but businesses also have their own responsibility to have everything in check.” Mr Fossen continues, “Businesses must fill in the declarations beforehand, otherwise we cannot allow products into or out of the port. Also keep in mind that European truckdrivers themselves cannot declare items at the Dutch or Belgium border: the exporter must fill in those forms online via their own country’s customs.” Hence, the main challenge lies in the preparation. “Not only within their own business, but with trade partners and logistic providers, too.” There will be some problems at the border, certainly in the early Brexit stages, due to poor preparation. Delays will therefore likely become more common. “The Brits are hoping that with modern technology, the process will take place as smoothly as possible”, Mr Fossen says. “Still, it is unpredictable how much extra time it will take between the UK and the Netherlands or Belgium. This all depends on several factors, such as the



preparation of companies in requesting permits on time.” Mr Lagasse adds, “We are fortunate that a lot of the cargo moving in and out of North Sea Port is not too time-sensitive. But you can imagine that for fresh flowers, every hour counts. When you look at cars or steel goods, we expect that these industries will be somewhat less affected.”

Opportunities of Brexit

Daan Schalck, CEO of North Sea Port, states that “Brexit also holds opportunities for North Sea Port.” The possibility arises that companies will redirect their shipments to North Sea Port when waiting lines grow around Calais and Dunkirk. North Sea Port has already been approached by several ferry companies wanting to start new ferry services from this port. The EU is also investigating the North Sea-Mediterranean corridor when it comes to a no-deal Brexit. To keep the traffic going between Ireland and the mainland, the EU proposes, among other things, a direct route with North Sea Port. Mr Fossen thinks that the old Olau Line between Vlissingen and



CONNECTING THE UK TO THE CONTINENT IS A BIG PART OF CLDN'S OPERATIONS.

Sheerness could also be quite interesting for North Sea Port. "With the expected waiting lines in Calais and Dover, this route can create an opportunity for the port. Especially when they prepare themselves well."

North Sea Port's role

Preparations are indeed being made by North Sea Port. The port has been closely cooperating with the relevant authorities and governments in the Netherlands and Belgium. "We try to limit the impact of Brexit as much as possible. Through dialogue with governments and authorities and with round table discussions, we aim to keep our current trade, and grow further where possible", says Edwin Evenhuis, Public Affairs & Corporate Communication at North Sea Port.

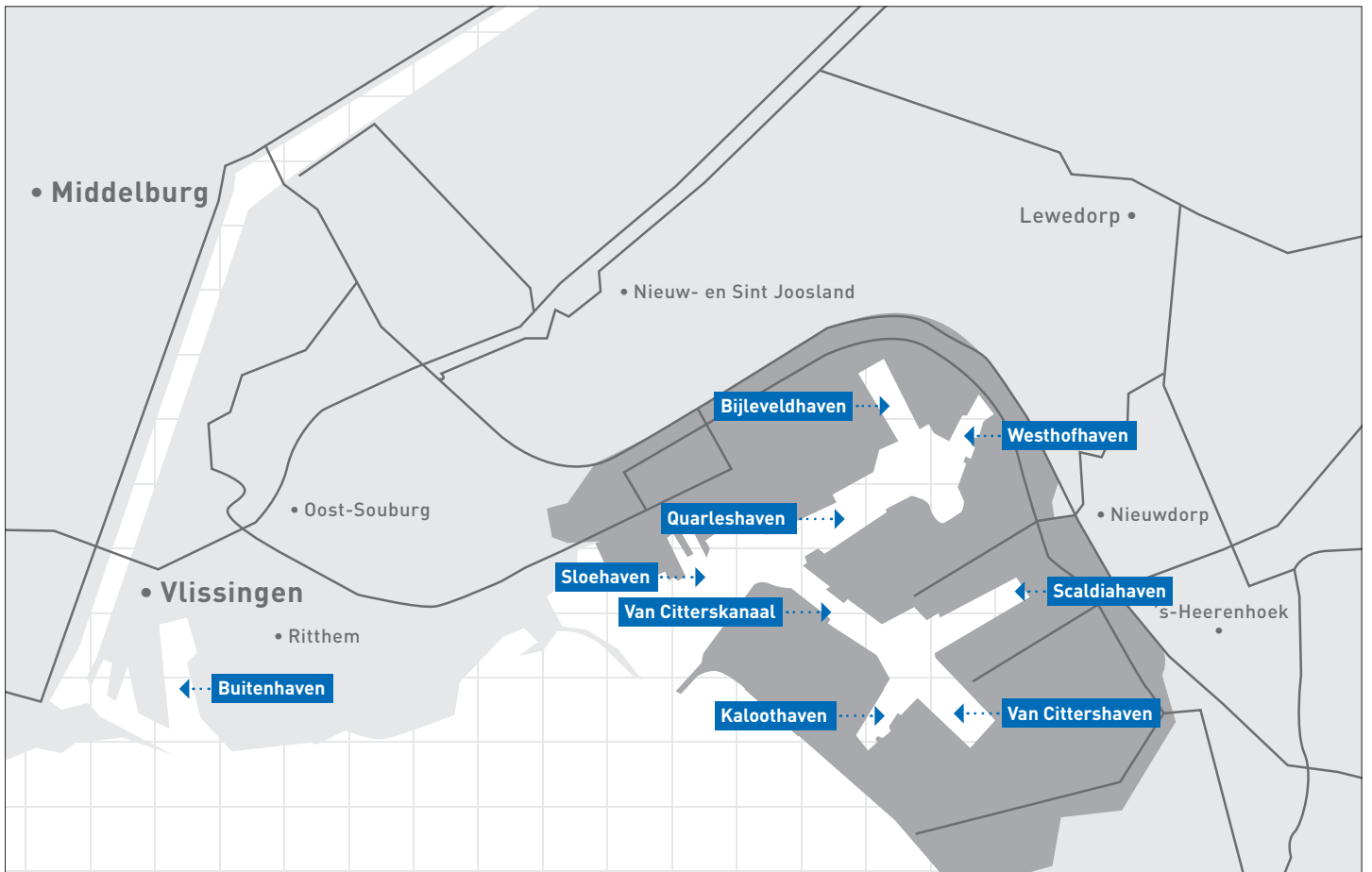
North Sea Port exchanges information regarding stockpiling, customs formalities, financial repercussions, and the impact on IT with the companies in the port. "North Sea Port takes a facilitating role in this by, for example, creating space for the handling of goods and temporary storage", adds Mr Evenhuis.

"Our main goal is to inform, support, and facilitate wherever necessary."

As North Sea Port is an international port, ample companies are fortunately used to dealing with customs. These international companies are already adapted to border delays, filling out declarations, and the likes. Not much will change for them, except for some additional forms and longer transport times. But as Mr Fossen points out, there are lots of SME companies that have never had to fill out customs forms or anything. "For them, it will be quite a hassle to comply with all the new requirements."

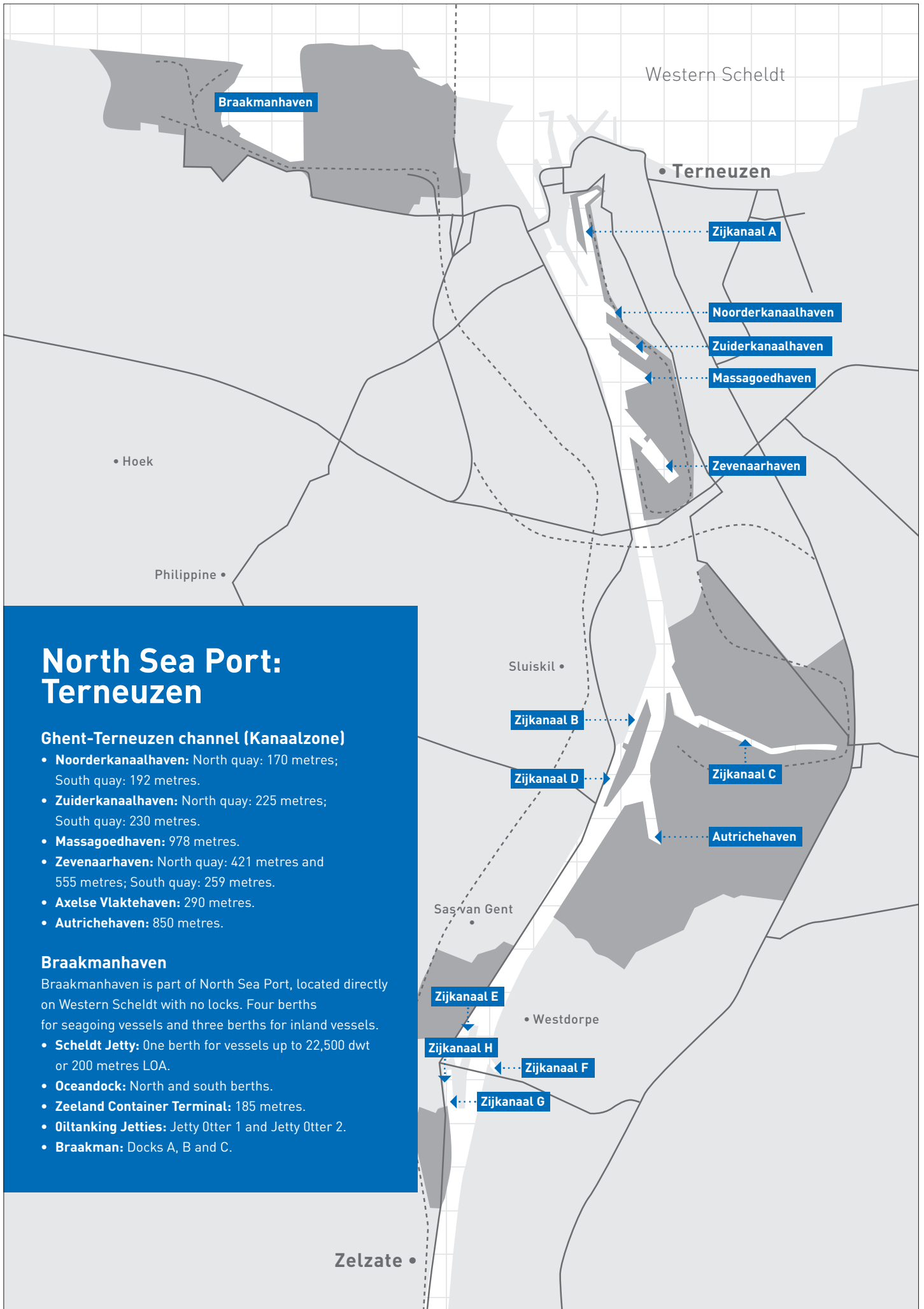
Mr Evenhuis concludes, "Through North Sea Port's brevit@northseaport.com hotline and our individual company contacts, companies can contact us about questions on Brexit and what it will mean for them." There is also a website with helpful links and information to further prepare for Brexit.

WWW.NORTHSEAPORT.COM/BREXIT



North Sea Port: Vlissingen

- **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.



North Sea Port: Terneuzen

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

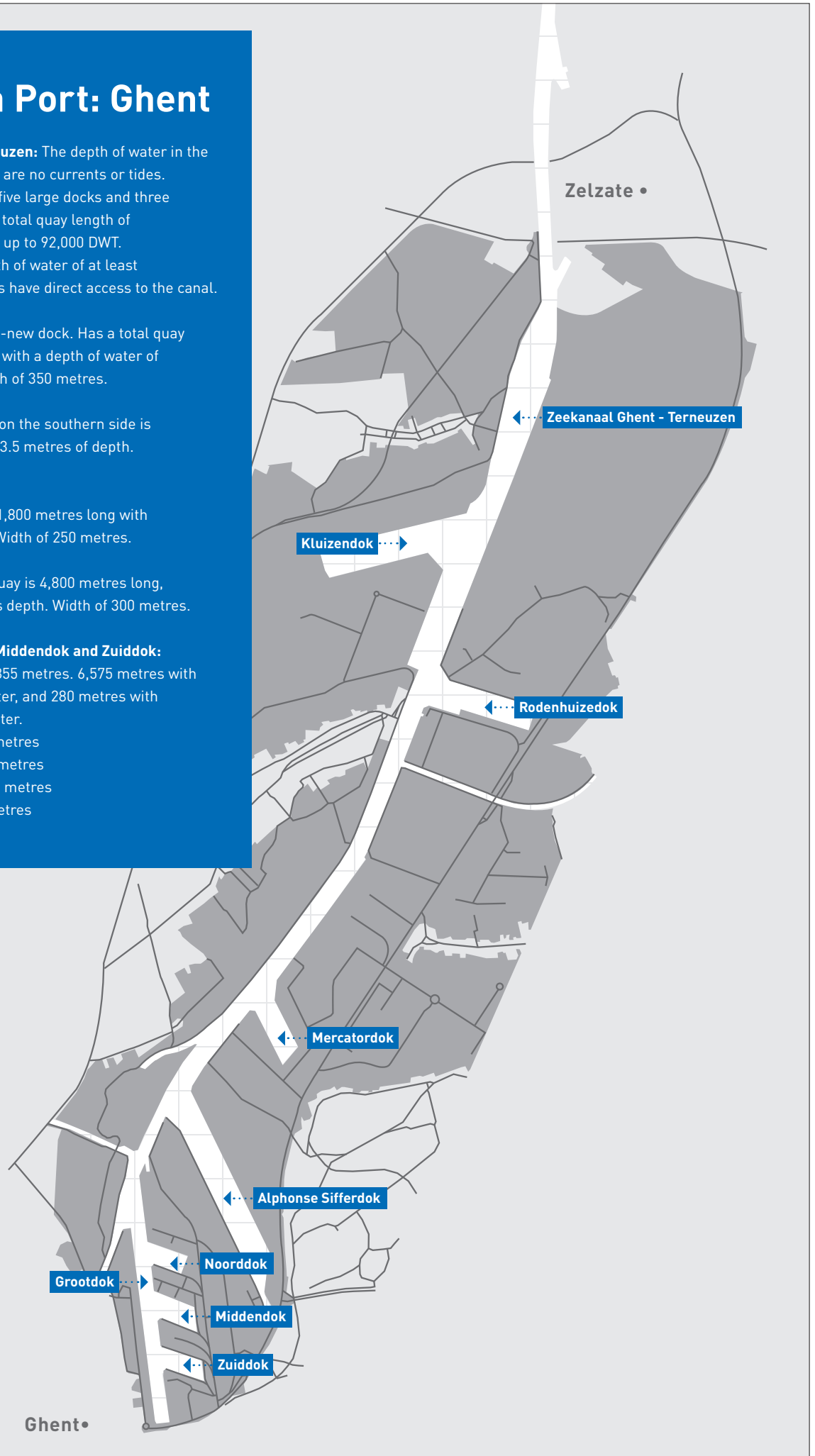
Braakmanhaven is part of North Sea Port, located directly on Western Scheldt with no locks. Four berths for seagoing vessels and three berths for inland vessels.

- **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.

North Sea Port: Ghent

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.

- **Kluizendok:** 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.
- **Rodenhuedok:** 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



The Zeeland Port Promotion Council is pleased to welcome new participants. Founded in 1993, the Zeeland Port Promotion Council represents the majority of companies located in the port of Vlissingen and Terneuzen. Together they offer a complete range of the best possible port facilities and all the logistics solutions you need. See pages 61 - 63 for a complete list of participants.

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I. WWW.DNM.NL

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→ HUIS VAN DE TECHNIEK



Huis van de Techniek (House of Technology) is the main location in Zeeland that stimulates young people to study and work in science and technology.

On behalf of companies, schools, and the government, we are involved in activities to arouse young people's interest in a career in technology. The students can get to know the local companies through visits, guest lectures, and assignments. Huis van de Techniek furthermore organises various projects, such as Beroepenoriëntatie

Techniek Zeeland, Techniek Experience, Zeeuwse Havens, and Girlsday Zeeland. Our Techniek (Technology) ambassadors and (female) role models are committed to making children and teenagers in Zeeland enthusiastic about science and technology by providing tutorials and guest lectures. The youngsters also take part in our projects and are featured in GirlsFuture glossy magazine.

I. WWW.HUISVANDETECHNIEK.NL

→ OVET SHIPPING



Ovet Shipping, established in 1971, is a joint venture between stevedoring company Ovet and shipping agent/logistics service provider Bulk Maritime Agencies Rotterdam (BMA), which is part of Peterson Control Union. With offices in Terneuzen and Vlissingen, Ovet Shipping's main activity is providing shipping agency services in the Western Scheldt area. Alongside its services as shipping agent, Ovet Shipping is also an experienced logistics

service provider with a proven track record in freight forwarding, chartering, barging, and offshore logistics. The latest development is the establishment of a passenger terminal at Zeeland Airport for helicopters flying to offshore wind farms. The terminal is set up in cooperation with Peterson Den Helder, an authority in the field of offshore aviation.

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	ICL-IP Terneuzen B.V.	www.iclip-terneuzen.nl	■					
	ING Business Banking	www.ing.nl/zakelijk					■	
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K	Katoen Natie Westerschelde B.V.	www.katoennatie.com				■	■	
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	Loodswezen Regio Scheldemonden	www.loodswezen.nl		■		■	■	
	Luctor Belting Nederland B.V.	www.luctorbelting.com	■				■	
M	Mammoet Nederland B.V.	www.mammoet.com	■	■	■	■	■	
	Maritiem & Logistiek College de Ruyter	www.scalda.nl					■	
	Maritime Support Vlissingen	www.msvlissingen.nl		■			■	
	Mourik Vlissingen B.V.	www.mourik.com				■		
	Multraship Towage & Salvage	www.multraship.com	■	■	■			
	Municipality of Middelburg	www.middelburg.nl						■
	Municipality of Terneuzen	www.terneuzen.nl						■
	Municipality of Vlissingen	www.vlissingen.nl						■
	Montagebedrijf Terneuzen	www.mbterneuzen.nl	■	■				
N	Nelis BV	www.nelisbv.com		■		■	■	
	North Sea Port	www.northseaport.com	■	■	■		■	
	Nouvall Engineering Services	www.nouvall.com					■	
	N.V. Economische Impuls Zeeland	www.impulszeeland.nl					■	
	N.V. Westerscheldetunnel	www.westerscheldetunnel.nl				■	■	
O	Oceanwide Personnel Services B.V.	www.oceanwidecrew.com					■	
	Oiltanking Terneuzen B.V.	www.oiltanking.com	■			■	■	
	Ørsted Nederland	www.orsted.nl		■	■	■		
	Outokumpu Stainless B.V.	www.outokumpu.com	■			■		
	Ovet B.V.	www.ovet.nl				■	■	
	Ovet Shipping B.V.	www.ovetshipping.com		■		■		
P	Pfauth Logistics B.V.	www.pfauth.nl				■	■	
	Prior Group	www.priorgroup.nl					■	
	PTC B.A.	www.ptcba.nl		■		■		
R	Rabobank Oosterschelde	www.rabobank.nl/oosterschelde					■	
	Rabobank Walcheren-Noord Beveland	www.rabobank.nl/wnb					■	



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		INDUSTRY	MARITIME	OFFSHORE	LOGISTICS SERVICES	OTHER SERVICES	EDUCATION AND GOVERNMENT		
S	Rabobank Zeeuws-Vlaanderen	www.rabobank.nl				■			
	Sagro Aannemingsmij. Zeeland B.V.	www.sagro.nl		■	■	■			
	Saybolt Nederland B.V.	www.corelab.com/rd/saybolt				■	■		
	Schipper Groep	www.schippergroep.nl					■		
	SDW Shipping	www.sdwshipping.com				■			
	Seacontractors	www.seacontractors.com		■	■	■	■		
	Sealake Terminal B.V.	www.sealaketerminal.com		■	■	■	■		
	Secil Cement	www.secil.pt	■			■			
	SGS Nederland B.V.	www.sgs.com				■	■		
	Shipyards Reimerswaal	www.shipyardreimerswaal.com		■					
	Shutdown Control	www.shutdowncontrol.nl		■					
	Suez Recycling & Recovery Netherlands	www.suez.nl					■		
	Sweco Nederland B.V.	www.sweco.nl					■		
	S.T.T. B.V.	www.agency-stt.com	■	■	■	■			
	Sorteerbedrijf Vlissingen B.V.	www.sorteerbedrijfvlissingen.nl				■	■		
	SPIE Nederland B.V.	www.spie-nl.com					■		
	T	Supermaritime Nederland B.V.	www.supermaritime.com		■	■	■		
		Swagemakers Intermodaal Transport B.V.	www.rswagemakers.nl				■		
Tanido B.V. Sworn Marine Surveyors		www.tanido.com				■	■		
Terneuzen Powder Technologies B.V.		www.tpt.nl	■			■	■		
The Wind Technicians		www.thewindtechnicians.com			■		■		
Timmerman Industrial Repairs		www.ltimmerman.nl		■			■		
TMS Terneuzen B.V.		www.tmsnl.com	■				■		
Try-Act EWIV		www.try-act.eu					■		
V		Van Ameyde Marine Vlissingen	www.ameydemarine.com		■		■	■	
		Van Keulen Transport B.V.	www.vankeulentransport.nl				■		
		Verbrugge Internationale Wegtransporten B.V.	www.verbruggeinternational.com				■		
		Verbrugge Marine B.V.	www.verbruggeinternational.com		■		■	■	
		Verbrugge Terminals B.V.	www.verbruggeinternational.com		■	■	■		
		Verenigde Bootlieden B.V.	www.bootlieden.nl		■		■	■	
		Verex Douane Service	www.verexdemeijer.nl				■	■	
		Verschelling Assurantiën	www.verschelling.nl					■	
		Vesta Terminal Flushing B.V.	www.vestaterminals.com				■	■	
		Vlissingse Bootliedenwacht B.V.	www.vlb.vlissingen.nl		■		■	■	
	Vopak Agencies Terneuzen B.V.	www.vopakagencies.com				■	■		
	W	Wielmaker B.V.	www.wielmaker.nl				■	■	
		Y	Yellow & Finch Publishers	www.ynfpublishers.com				■	
			Z	Zeeland Bunkering	www.zeelandbunkering.nl		■		
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		Zeeland Refinery		www.zeelandrefinery.nl	■				
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The content of PortNews is the responsibility of the Editorial Committee.

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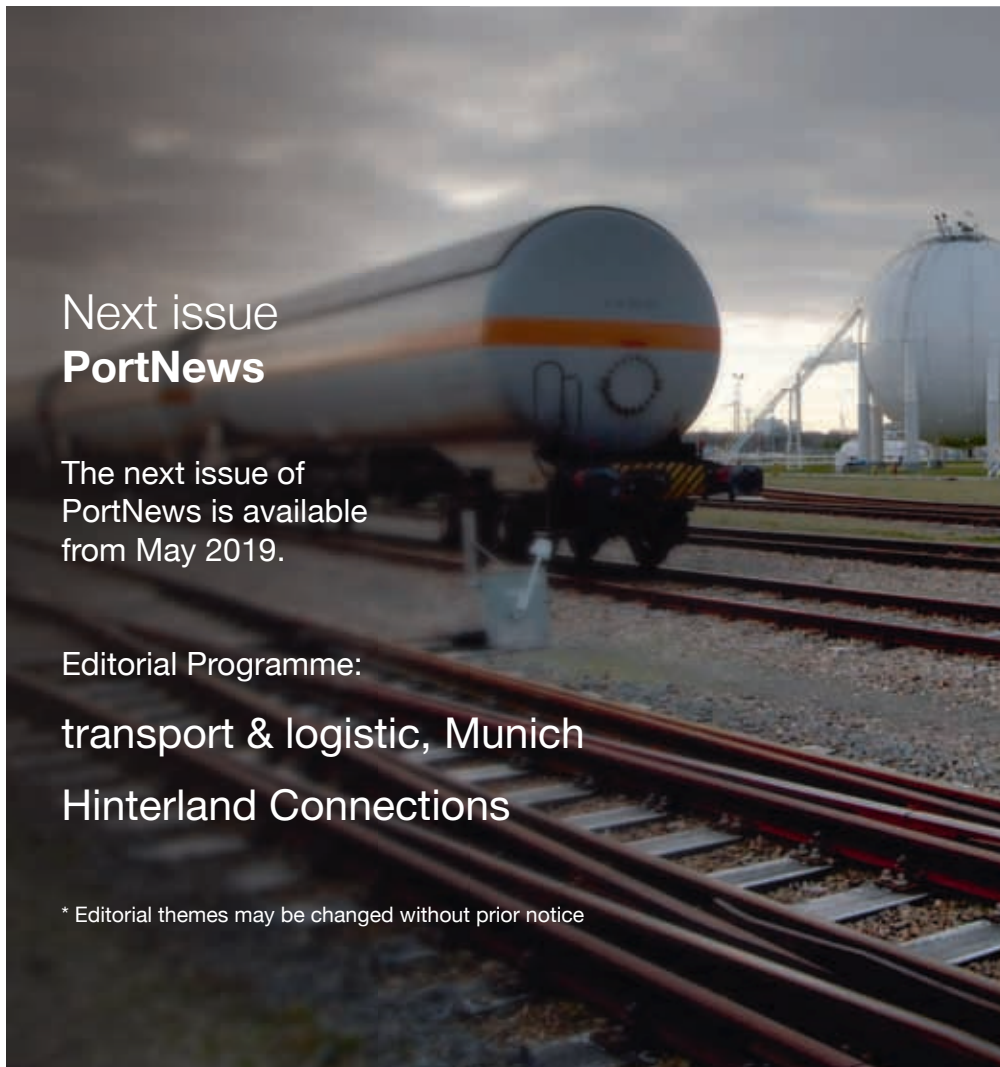
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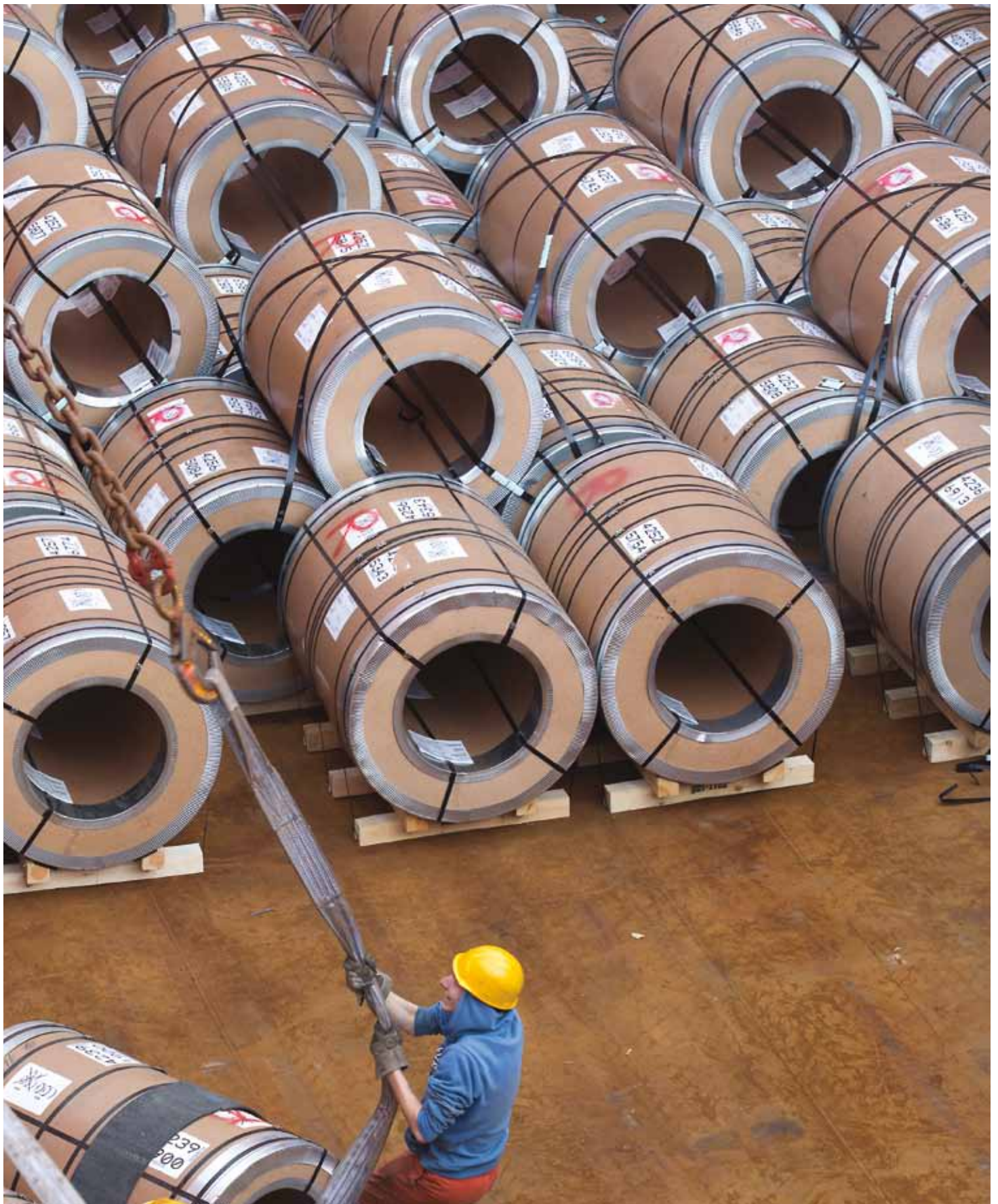
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