

# PortNews



## Optimal logistics

New offshore activities

The European gateway

Being a good neighbour



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### ON THE COVER

When it comes to transport and logistics, one of the spearheads of North Sea Port for the upcoming years is rail development. Read more on page 10.

## 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.

<b>4-7</b> JUNE 2019	<b>transport logistic</b> Munich	<b>12-13</b> JUNE 2019	<b>WindDays 2019</b> Rotterdam	<b>11-13</b> JUNE 2019	<b>TOC Europe</b> Rotterdam
					
<b>3-6</b> SEPTEMBER 2019	<b>Offshore Europe</b> Aberdeen	<b>7-9</b> OCTOBER 2019	<b>Offshore Energy 19</b> Amsterdam	<b>15-17</b> OCTOBER 2019	<b>Transport &amp; Logistics</b> Antwerp
					
<b>16-17</b> OCTOBER 2019	<b>Top Transport Europe</b> Marseille	<b>17-18</b> OCTOBER 2019	<b>European Commodities Exchange</b>   Vienna	<b>6-8</b> NOVEMBER 2019	<b>Intermodal Europe</b> Rotterdam
					
<b>17-23</b> NOVEMBER 2019	<b>Trade Mission China</b> China				
					
<b>26-28</b> NOVEMBER 2019	<b>Wind Europe Offshore</b> Copenhagen				
					



# “ A sustainable modal split

Welcome

The biannual Transport Logistic exhibition and conference will soon take place in Munich, where ample companies and organisations can demonstrate their capabilities in the field of multimodal transportation. North Sea Port will of course have a pavilion at this important event, facilitating various companies from our port area.

Our port plays a vital role in transport and logistics, like a spider in the centre of its web, connecting the sea with a dense network of hinterland connections. There is a Dutch slogan that says ‘Zonder transport staat alles stil’, meaning ‘Without transport, everything stops’. And this is true. Without transport, factories will not receive their raw materials for production, warehouses can no longer be filled with stock, and stores and supermarkets cannot be supplied.

Much of this ongoing process starts at the port. Getting overseas goods in is usually not an issue, certainly not for North Sea Port with its excellent location close to the North Sea and a maximum draught of 17m. Our port is lucky to have congestion-free connections and we want to keep it this way, as this will help the growth of companies in our port. So getting goods towards the hinterland is of a greater concern. For smooth and efficient transport, congestion should be avoided as much as possible. This can be realised in two ways. First of all, the infrastructure should be suitable for logistical movements. Secondly, in realising a good modal split, transport to the hinterland should be arranged in the most efficient and (of increasing importance) sustainable way. An obvious example of this is that one barge contains cargo of hundreds of trucks.

North Sea Port is working hard on both solutions to keep transport flows to and from the hinterland running efficiently. We depend on others for most of the infrastructural improvements, as many stakeholders are involved. We put a lot of effort into constantly influencing opinions to organise support, as we really need help to get things done. One of our plans concerns new rail connections that we wish to



establish. The first connection is at the east bank of the Ghent Terneuzen Canal. This new rail connection will relieve the west bank connection. The second rail connection will directly connect the northern part of North Sea Port to the port of Antwerp. Both connections will make rail transport from our port more efficient, more sustainable, and safer. Fifty percent of goods transported from North Sea Port to the hinterland is already barged. For the near future, we are aiming at reducing road transport in favour of rail. We will also be aiming towards an expansion of the invisible modality of pipelines. These steps will keep us on the front row, with a sustainable modal split.

I hope to see you in Munich!

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

Daan Schalck  
CEO of North Sea Port

# North Sea Port's optimal logistics

Good business attracts good business







CLOSE-UP OF THE KLUIZENDOK IN GHENT. COMPANIES SUCH AS GHENT CONTAINER TERMINAL, INTERFACE TERMINAL GENT, CBM, CBR GENT II, VAN HOOREBEKE TIMBER, KESTELEYN, CEMMINERALS, IMEWO, KLUIZENDOK TANK TERMINAL, DOUGLAS TERMINALS AND GHENT TRANSPORT & STORAGE AMONGST OTHERS ARE LOCATED HERE.





NORTH SEAPORT HAS A DRAFT OF 17M AND IS ACCESSIBLE TO CAPESIZE VESSELS.

North Sea Port is a multimodal logistics hub, centrally located in Europe, that features extensive shipping routes via land and water.

Trucks, trains, barges, and seagoing vessels ensure vast daily traffic to and from the port areas. Located along both banks of the Western Scheldt River, it is open to global shipping via the North Sea. North Sea Port is accessible to ships with a draught of up to 17m. The Terneuzen and Ghent areas are reached via the Terneuzen lock complex. The lock can accommodate ships with a draught of 12.50m. By 2021, a new lock with a length of 427m, a width of 55m, and a depth of 15m will replace the middle of the three existing locks. Altogether, the port area features 56km of quay walls and 19km of docks. Commercial Manager at North Sea Port Jean Ruinard highlights, “North Sea Port is one port, but it has its various specialities, depending on the historical development of the original port. Take Vlissingen for example, a strong logistics hub. Due to its depth, the focus lies on shipping companies and niches like West Africa and South America, as well as short sea connections. In Ghent, the focus lies on storage and handling. Terneuzen is a solid industrial centre. By merging the ports, we have strengthened our position. We are growing steadily. Good business attracts good business.” According to Mr Ruinard, North Sea Port has ample unique selling points, “The port is ideally situated, only an



Photo courtesy of Vlaeynatie

TRAIN FULL OF SUGAR ON ITS WAY.

hour away from the North Sea, and is usually congestion-free in comparison to Rotterdam and Antwerp, and our hinterland connections are great.” “Another one of the upsides of North Sea Port is that the businesses in the port are easy to reach by their clientele. The short lines of communication ensure direct working methods”, says Mr Ruinard. “But there is still a lot



UNLOADING OF CONTAINERS AT  
LOGISTICS PROVIDER VERBRUGGE.



to be won”, he continues, “we have to keep working hard, ensuring development opportunities.” North Sea Port boasts 525 businesses, creates 100,000 jobs and has an added value of EUR 14 billion. The port furthermore offers room for investment, such as at the Kluizendok in Ghent where H. Essers constructed a brand-new warehouse last year and groupage specialist Transuniverse is currently expanding.

### New rail connection

TriModal Container Terminal Terneuzen (3MCT) recently started a direct rail link from Westdorpe to the ports of Antwerp and Zeebrugge. The joint venture is part of the Vlaeynatie Groep, a major logistics player that is mainly active in handling dry bulk. The container terminal delivered at the end of last year is the coordination centre for transport by road, water, and rail. After the train departs from the 3MCT terminal in Westdorpe, it heads to the Deurganck quay on the Left Bank in Antwerp (quay 1742 on Mondays and Wednesdays, quay 1700 on Friday). The same train is also flexibly used for the Cosco Shipping Ports in Zeebrugge. The new rail connection is operated by Lineas and has a capacity of 81 TEU per train. The three weekly trains annually keep about 19,000 trucks off the roads between North Sea Port and the ports of Antwerp and Zeebrugge.

### Central Gate

Transport by road is still essential to facilitate the supply and removal of goods at North Sea Port. Processes, such as the introduction of CargoCard, facilitate this modality, but it remains a challenge to coordinate these processes and to offer sufficient parking spaces and facilities for waiting and through traffic. That is why North Sea Port is planning to create a Central Gate for trucks in the port area of Vlissingen. Independent location research has shown that the area in Borssele between the Westerscheldetunnelweg, Sloeweg, Driedijk, and Borsseledijk is the most suitable location. This makes Central Gate optimally accessible for passing trucks and trucks that have the port area as their destination. The Central Gate will serve as a central access point for North Sea Port terminals. Drivers can register in advance, so waiting times at terminals can be avoided. This prevents random parking in the region and improves the safety and quality of life in and around the port area. Central Gate also provides truck drivers with the opportunity to rest along one of the most important Dutch-Flemish transport corridors. The port will receive a subsidy from the European Union for the gate's infrastructure. The expectation is that the development of Central Gate can start in early 2021. During development, the application of innovative and sustainable technologies is encouraged, such as alternative fuels and truck charging points. The province of Zeeland has granted a subsidy for this innovation. With a central service location such as Central Gate and efficient use of space, North Sea Port wants to contribute to developments in the logistics sector and in energy transition. The initiative is in line with the national agendas for sustainability and energy transition, as well as with the ambitions of the Top Sector Logistics in the Netherlands.

### Optimal logistics and infrastructure

Various other initiatives are underway in the port area to ensure optimal logistics and infrastructure. One example is the initiative of Zeeland Connect and terminal operators to try out a test route with autonomous trucks. The test area is partially located on the premises of participating companies and partially on the public road. The test with autonomous, preferably electric transport vehicles is limited to distances of 5km max. Five North Sea Port companies are interested in participating. These enterprises include (large) storage and transshipment companies, and food producing and processing companies. Autonomous driving can be a solution to the struggle of finding drivers. Drivers may also be able to do more valuable work elsewhere in the company. A second project for which a European subsidy is being requested should help small and medium-sized enterprises to switch to electric transport. These projects together cost EUR 6 million. The aim is to secure EUR 3 million European subsidy for the projects.

#### MORE INFORMATION

##### North Sea Port

Jean Ruinard

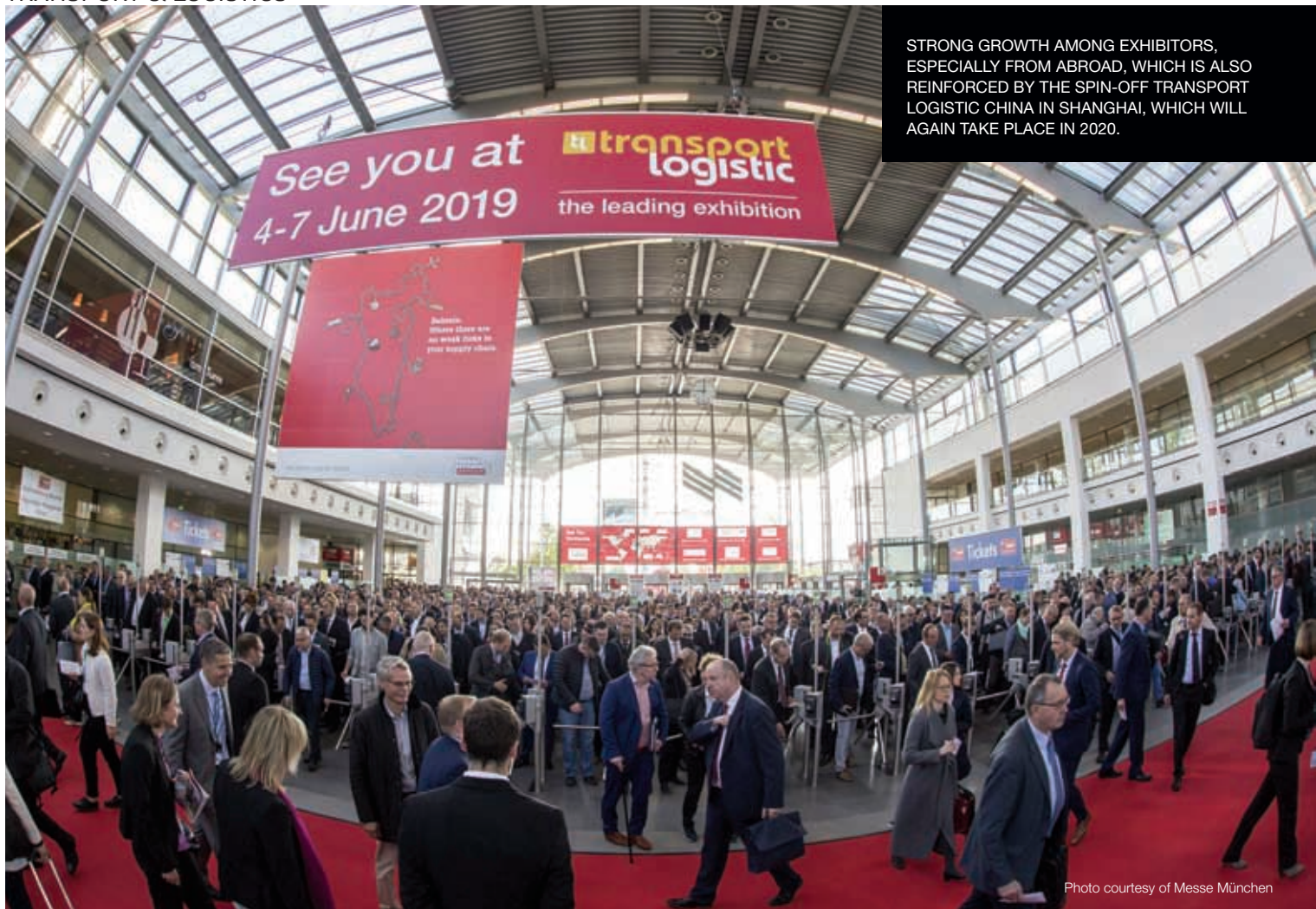
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STRONG GROWTH AMONG EXHIBITORS, ESPECIALLY FROM ABROAD, WHICH IS ALSO REINFORCED BY THE SPIN-OFF TRANSPORT LOGISTIC CHINA IN SHANGHAI, WHICH WILL AGAIN TAKE PLACE IN 2020.

Photo courtesy of Messe München

# Meet key logistic players

## Transport logistic Munich 2019

Sustained growth in e-commerce, progressive digitisation of logistics processes, revolutionary impact of ‘Industry 4.0’ on transportation and logistics: the challenges of the future are enormous.

The demand for innovative products and technologies is greater than ever, with the aim to bring people, markets, and goods together in a way that is faster, more efficient, and more sustainable. In spite of many political and economic uncertainties, as well as numerous business challenges ranging from the lack of skilled personnel to digitalisation, the logistics industry is confident that it will meet the challenges. Companies are getting ready and pushing future technologies forward.

From 4-7 June 2019, the transport logistic fair in Munich, Germany caters to all key logistics players, as the world’s leading trade fair for logistics, mobility, IT, and supply chain

management. This is where the global industry meets every two years. A number of North Sea Port companies will join the North Sea Port booth and attend the fair together. The fair acts as the business platform for, and driving force behind, the international logistics and transport industry. Transport logistic combines innovative products, technologies, and systems with pooled expertise and a strong sales focus. An international source of inspiration, it is a forum for future-oriented topics.

### Dates & times transport logistic 2019

Opening times	Exhibitors	Visitors
Tuesday 4 June	07:30 – 19:00	9.00 – 18.00
Wednesday 5 June	07:30 – 19:00	9.00 – 18.00
Thursday 6 June	07:30 – 19:00	9.00 – 18.00
Friday 7 June	07:30 – End of dismantling	9.00 – 18.00



## Solutions to future challenges

The high-quality international events programme is dedicated to current industry trends and challenges. Recognised experts present new methods and innovative approaches and solutions. Country 'specials' provide information on relevant markets and their characteristics. As the world's leading trade fair, transport logistic reflects the industry's entire value chain. Companies and specialists from all over the world are attracted by the impressive range of activities on offer. The air freight industry gets together at the integral air cargo Europe exhibition and conference. Those operating in maritime logistics also attend mariLOG, the international conference for its field.

## Success

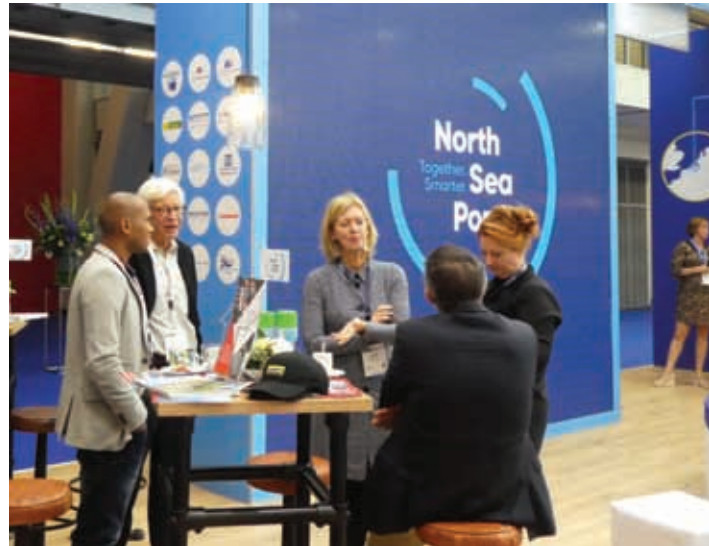
The bi-annual fair in 2017 featured 2,162 exhibitors from 62 different countries and regions, with an attendance of 60,726 visitors from 123 countries and regions. More than 115,000m<sup>2</sup> of exhibition space was occupied, and some 200 experts took part in the conference programme.

## Location

Munich, in the heart of Europe, is a venue with an outstanding infrastructure that welcomes visitors from all over the world. Munich airport has daily services to and from a wide range of national, European, and intercontinental destinations. This 'city on the Isar' also has excellent road and rail connections.

Come and join us at this international industry gathering!

I. [WWW.TRANSPORTLOGISTIC.DE](http://WWW.TRANSPORTLOGISTIC.DE)



## Visit North Sea Port Pavilion at booth number B2.406

Participating companies include Danser Group, De Vreese Logistic, DFDS, Lalemant, Mervielde Transport, Scanfor, Tailormade Logistics, Transuniverse Forwarding, Verbrugge Terminals, WDP, OVET, PTC, Vlaeynatie, Zeeland Port Promotion Council. North Sea Port is also represented at the FIT-booth, hall B3, booth number 109/210.

RAIL TRANSPORT PRESENTED AT THE OPEN-AIR SITE OF THE FAIR IN 2017.



Photo courtesy of Messe München



NEW AND EXISTING COMPANIES ON THE EAST SIDE OF THE CANAL WANT TO USE MORE RAIL TRANSPORT.



# The best time to act

Improving rail infrastructure for a better modal shift

Logistics and infrastructure act as communicating vessels, and ports play a vital role as linking pins in this. When logistical movements increase, the infrastructure needs to grow as well in order to avoid congestion. It is one of the port authority's responsibilities to ensure that this infrastructure remains up to date.

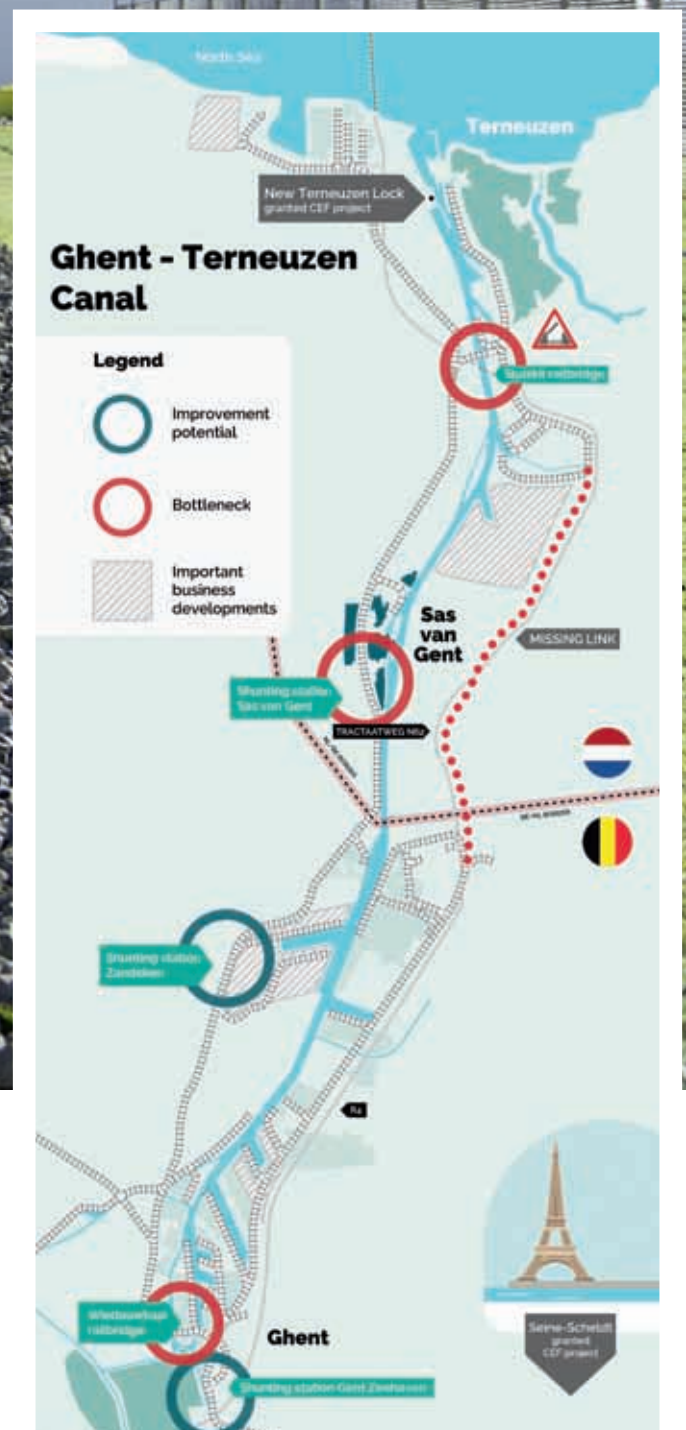
North Sea Port has many pros when it comes to connectivity, with its strategic location towards the dense shipping routes on the North Sea and an extensive congestion-free network of rail, road, and waterways towards the hinterland. Looking at the infrastructure outside of the port area, North Sea Port has to deal with many stakeholders to promote the desired infrastructural improvements. And as these improvements are not always welcomed by everyone, this can sometimes be a challenging task. North Sea Port therefore puts ample effort into intensively meeting and talking with as many relevant stakeholders as possible, to find the proper support in many ways.





## A ready ear

Apart from searching for optimisation of infrastructure, congestion issues can also be dealt with by optimising transport. With the right modal shift, transport can be made more efficient and environmentally-friendly. The complete package of routes should be solid and balanced for this modal shift. One of the spearheads for North Sea Port for the upcoming years is rail development. Looking at the port's modal shift, North Sea Port's goal is to at least maintain the 50% share of inland shipping, and to reduce the volume of road transport for the benefit of transport by trains. The port area is currently connected to the hinterland via two main railroads and



FOR THE RAIL GHENT TERNEUZEN CONNECTION, THE PORT AUTHORITY IS AIMING AT A NEW CONNECTION ON THE EAST BANK OF THE GHENT-TERNEUZEN CANAL.





LOOKING AT THE PORT'S MODAL SHIFT, 50% OF HINTERLAND TRANSPORT ALREADY TAKES PLACE VIA WATERWAYS.

improvements are required to optimise these connections. The plans for improving the rail connections are not new. With North Sea Port as a European Top 10 port, plans now find a ready ear from both national and European authorities. So the time is right for taking final decisive steps.

### Redundancy

The main priority is the Rail Ghent-Terneuzen (RGT) connection, which is currently most important for North Sea Port. Apart from the existing connection on the west bank of the Ghent-Terneuzen Canal, the port authority is aiming at a new connection on the east bank. The companies on this side of the canal at present have to make a detour via the west bank route, which currently takes a lot of extra time. But it is expected that things will worsen in the near future. For this specific route, trains have to pass a bridge over the Ghent-Terneuzen Canal. Because of the new lock currently under construction near Terneuzen, the traffic on the canal will increase considerably, resulting in more and/or longer periods that trains will not be able to pass the bridge. New and existing companies on the east side of the canal want to use more rail transport, instead of transport by truck.

This will contribute to a better and more environmentally-friendly modal split. The growing number of trains, together with the additional bridge opening times, will however lead to undesirable congestion within the port area. In its turn, this congestion in the port might result in delays further along the route. So improving one environmentally-friendly means of transport (via the canal) will frustrate another means (via rail), which is of course not an option for North Sea Port. The stakeholders have therefore joined efforts concerning the urgency of realising the RGT.

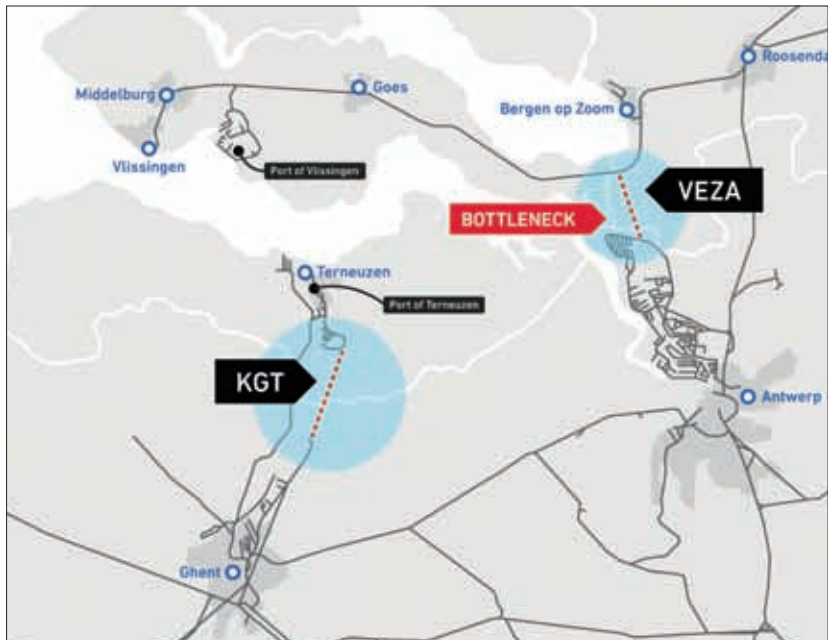
### Environmentally-friendly

With the growing volumes entering the port area from overseas and the companies asking for additional railway facilities, the extra east bank connection will improve the railway connectivity towards the hinterland, thus contributing to a more efficient and

NORTH SEA PORT'S GOAL IS TO REDUCE THE VOLUME OF ROAD TRANSPORT FOR THE BENEFIT OF TRANSPORT BY TRAINS.



Photo courtesy of Scherpl Fotografie



A LARGE DEVIATION VIA THE CITIES OF BERGEN OP ZOOM, ROSENDAAL, AND DORDRECHT CAN BE AVOIDED WITH VEZA.



sustainable solution and a better modal split. North Sea Port together with the local governments submitted a research proposal on behalf of a wide consortium of companies and government agencies to improve this rail infrastructure. The European Commission approved funding for this CEF application, meaning it will contribute some EUR 650 thousand (50% of the total cost) to the study. All studies are expected to be completed by the end of 2019. With this go moment approaching, today really is the best time to act and receive the support needed.

Alongside the RGT connection, VEZA is another cross-border rail project on North Sea Port's wish list. VEZA will directly connect the northern part of the port area with the port of Antwerp and its railway system to the hinterland. A large deviation via the cities of Bergen op Zoom, Roosendaal, and Dordrecht can be avoided with VEZA. Just like the east bank RGT connection, VEZA will contribute to a better, safer, faster, and more environmentally-friendly solution.

## Pipelines

North Sea Port is part of the Rhine-Alpine and the North Sea-Mediterranean rail corridor, but the hinterland is obviously much wider and longer. For example, six trains leave to China via the new Silk Route every week. For North Sea Port, it is evident that the additional rail connections add value to existing companies, as it will help them to grow further. It will also contribute to attracting new companies to settle down in the port area. Alongside rail, other means of transport also remain important for North Sea Port. In its Ambition 2030 plan, North Sea Port expresses its plans to enlarge the volume of commodities transported via underground pipelines, as this is one of the most environmentally-friendly means of transport. Pipelines are also an important tool for stimulating the exchange of waste materials and residues between companies. What is considered waste by one company can be a valuable raw material for another. Collaboration between North Sea Port and other ports and regions is essential for realising a robust and efficient pipeline network. One important challenge in this will be cross border connections, as the Dutch rules for waste transport (and the definition of waste) differ from the Belgian rules, so this too is an important message from North Sea Port to the authorities involved.

Photo courtesy of Scherpl Fotografie



DELAYS IN THE PORT AREA WILL ALSO LEAD TO DELAYS FURTHER ALONG THE ROUTE.

### Malik Azmani, leading candidate for VVD at the 2019 European elections and VVD member of the Lower House.

"During my visit to Zeeland, I was highly impressed by the size of North Sea Port and the port's huge potential. It is a fine example of intensive cross border collaboration which benefits the Netherlands and stakeholders involved. Barriers for further growth should be eliminated as much as possible. Adjustments and expansion of the rail infrastructure are essential. After my visit, I immediately reported this case to our spokesman involved."

### Mark Demesmaeker, Member of the European Parliament, and substitute of Committee on Transport and Tourism.

"A good multimodal access guarantees the success of a modern seaport. North Sea Port's unique location still has a lot of potential in this matter, such as the improvement of the rail network's reliability. Ample efficiency gains can often be realised, certainly in cross border projects, which is also recognised by the European Union. Border regions are Europe's connecting links. Eliminating any bottlenecks can result in tremendous added value, as well as contributing to the modal shift."

## A lot of attention

Being one of the first European cross-border merger ports, North Sea Port attracts ample local, regional, and national attention. With the upcoming European elections in mind, representatives of many political parties have visited the port. European Commissioner Malmstrom, several Flemish parliamentarians, as well as a delegation of the Dutch Parliament recently visited the port, together with the Chairs of the Fractions in the Provincial Council. During their visit, they were also informed about the necessity of the RGT. A few rail corridor coordinators also visited the port to learn about North Sea Port's plans and the significant role of rail transport. It is also good to know that both Dutch Prime Minister Mark Rutte and his Flemish counterpart Geert Bourgeois have at the recent Flemish-Dutch Top Conference expressed their willingness to support North Sea Port in optimising the port's modal shift. RGT is also on the agendas of the European Union (NS MED) and the Round Table consultation of the Dutch and Flemish government within the MIRT framework (MIRT stands for multi-annual plan for infrastructure, environment and transport). The fact that authorities are now taking the importance of North Sea Port's accessibility seriously is demonstrated by the steps taken in Flanders to improve the rail infrastructure around North Sea Port. On top of this, it was recently announced that the Flemish government will make a reservation of EUR 900 million for improving the entire infrastructure around the Belgian area of North Sea Port. Hopefully, the Dutch will follow.

I. [WWW.RAILGHENTTERNEUZEN.EU](http://WWW.RAILGHENTTERNEUZEN.EU)

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

# Towards a sustainable and smart supply chain

## An Eastman-Stukwerkers/ITG project

In the fourth quarter of 2017, Stukwerkers Havenbedrijf launched an inland shipping container service from its multimodal container terminal Interface Terminal Gent (ITG) at Kluizendok in North Sea Port. In their search to convince local companies to make use of this service, Stukwerkers has partnered together in a pioneering project with local shipper Eastman Chemical.

The common project goal was to realise a modal shift towards sustainable logistics in Eastman's pre-carriage, by shifting from unimodal all-road transportation to a multimodal road-inland shipping option. The project, which is still ongoing, already counts as an example contribution to the mental and modal shift within North Sea Port.

### Shared opportunity

Laurent Colanbeen, Business Development Manager at Stukwerkers/ITG, says, "At the time of the start-up of the inland shipping service at North Sea Port's left bank (Kluizendok), the pre-carriage from local shippers was still mainly executed by unimodal all-road transportation. This means that containers have an empty pick-up and transportation from the deep-sea ports to the production site or local warehouse, where they are loaded and subsequently transported back to the deep-sea ports. This all-road option was also the case at the Eastman Ghent North site."

In order to change this set-up, Stukwerkers and Eastman were keen to develop a collaborative partnership right from the start. Mr Colanbeen elaborates, "Our shared opportunity refers to inland shipping as a solution to create a more sustainable

pre-carriage and to cope with the current (and future) mobility problems on the part of the shipper, and the need of container volumes on our part as terminal and logistics service provider." He adds, "We were convinced that working together would create mutual benefits."

Global Supply Chain Director at Eastman Franky Veryser states, "Eastman values the importance of collaboration with partners like Stukwerkers to drive innovation and continual improvement, both at Eastman and along the value chain." He continues, "We also share values such as customer focus and sustainability, so it is a great cultural fit which makes it ideal to partner with them in this significant project."

Both Mr Colanbeen and Mr Veryser point out that the project has benefitted especially from the complete trust, data transparency, and solid teamwork. "Stukwerkers wanted to gain more insight into the planning structure and needs of a local shipper and in return, we needed the intermodal container expertise from Stukwerkers to help us shift to a more multimodal transportation mindset. By truly working together, we have accomplished this shift", says Mr Veryser. Mr Colanbeen adds, "Without the transparency of Eastman, we would not have had all the necessary data and the project would not have been so successful."

### From a mental shift to a modal shift

Rather than set out and implement a multi-year plan, Eastman and Stukwerkers took an agile approach and started small. Mr Colanbeen comments, "The initial project team consisted of just a handful of people from Eastman, Stukwerkers, and transport company De Schoenmacker. This small yet effective team provided the opportunity to quickly gather feedback, build up trust, and start a proof of concept." They also benefited from short reporting lines, which meant they could swiftly reassess and refine. This proved to be of key importance, as the project team has faced multiple challenges. Both internal challenges,





STUKWERKERS HAVENBEDRIJF LAUNCHED AN INLAND SHIPPING CONTAINER SERVICE FROM ITS INTERFACE TERMINAL GENT (ITG) AT KLUIZENDOK IN NORTH SEA PORT.



All photos courtesy of Stukwerkers /ITG



The first step was to convince Eastman’s freight forwarders and shipping lines to use the inland shipping service set-up.

such as adjusting the orders and production planning to a new transport modality, and externally as the logistics chain includes multiple freight forwarders and over a dozen shipping lines that needed to be aligned.

The main objective in the first phase of the project (i.e. obtaining the modal shift) was to realise a mental shift between all parties involved, and to ensure that the informational and operational flow in the logistics chain was aligned. Mr Colanbeen explains, “The first step was to convince Eastman’s freight forwarders and shipping lines to use the inland shipping service set-up, and make sure that Eastman bookings towards the shipping lines were correctly booked on a Container Yard (CY) Gent basis.” “The second step was to ensure that the shipping lines respect the CY Gent bookings by assisting them in positioning empty containers at Ghent, so that Eastman could use these units for export. And lastly, we had to make sure we met the transport company’s request of maintaining our swift 30’ truck turnaround time on the terminal, in order



BUSINESS DEVELOPMENT MANAGER AT STUKWERKERS/ITG LAURENT COLANBEEN EXPLAINING THE APPLICATION AGRES.



GLOBAL SUPPLY CHAIN DIRECTOR AT EASTMAN FRANKY VERYSER.



EASTMAN NORTH HAS SWITCHED ONE THIRD OF ITS VOLUME TO INLAND SHIPPING.

for them to perform an efficient first mile.” Mr Colanbeen adds, “Thanks to solid teamwork between Eastman and Stukwerkers, efficient communication, and a problem-solving attitude, we were able to successfully tackle all of the above-mentioned points in 2018.”

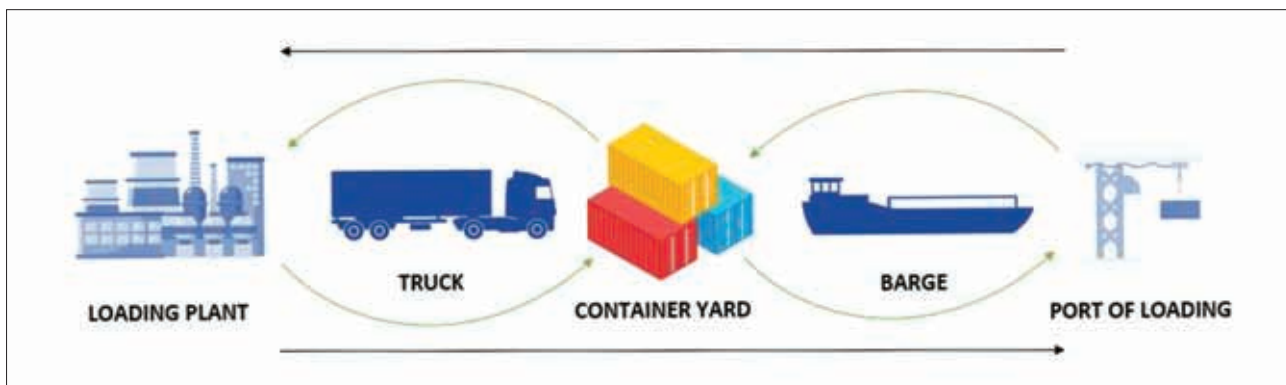
### Digitalisation as the cornerstone

Digitalisation by creating a terminal application also proved to be of great help. The application, based on a good understanding of the logistics flow, made it possible to provide insights to all actors involved.

Mr Colanbeen says, “The in-house development of the cloud-

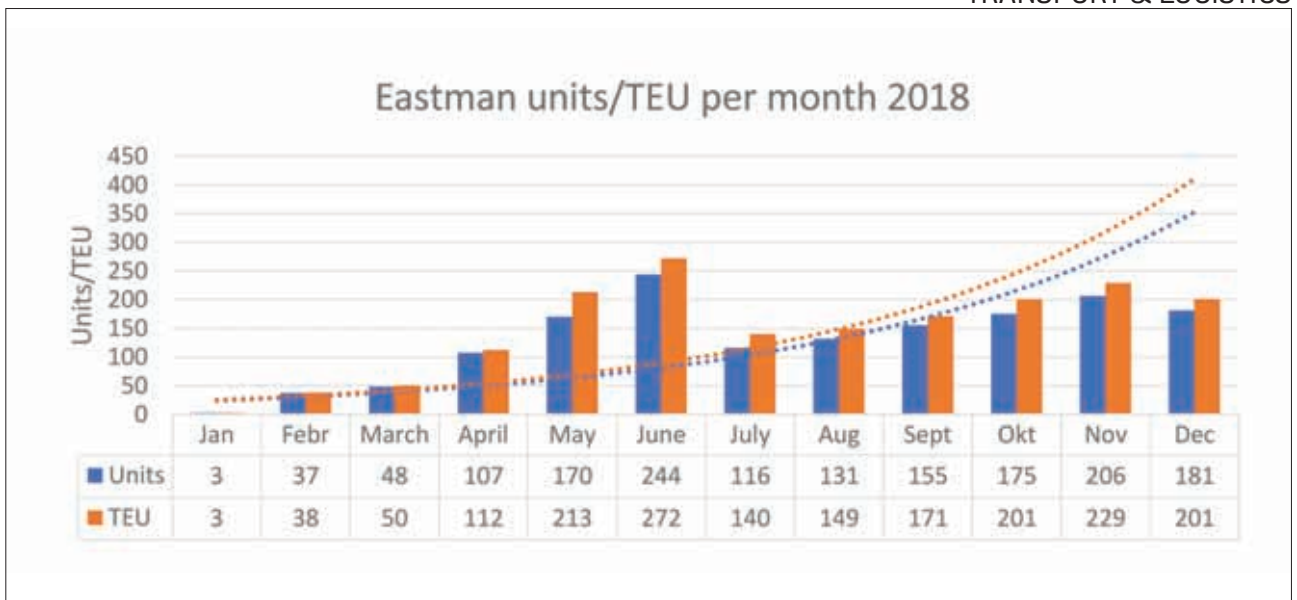
based application AGRES played a huge role indeed.” AGRES, which is an acronym referring to Automatic Gate Registration System, was created by Stukwerkers to strengthen the cooperation with transport company De Schoenmacker. “We had originally intended for the application to provide a swift terminal registration procedure for the transport company, but it quickly became a multi-purpose tool accessible to both Eastman’s planning department and De Schoenmacker”, Mr Colanbeen adds.

He explains, “With this tool, it is possible to swiftly register the container pick-up and drop-off at the terminal for which all documents are provided electronically. The application is



EASTMAN'S NEW PRE-CARRIAGE: MULTIMODAL MOVEMENT FROM DOOR TO TERMINAL/PORT.





A TOTAL OF 1,541 UNITS/1,738 TEU WERE TRANSPORTED THROUGH ITG IN 2018.

integrated into our container programme, which simplifies the registration process and thus saves valuable time. The application furthermore enables one to do a double check the registered carrier bookings.”

Mr Veryser confirms, “Since our planning department can access the tool, we can also check the shipping line bookings to ensure that all is correctly registered upfront and responding pro-actively.”

Mr Colanbeen continues, “An additional important benefit that we have noticed is that it enables us to keep track of the empty container stock level. If the number of orders exceeds a certain carrier’s stock, then a stock replenishment message is automatically sent to that carrier. Moreover, via the information received from the Eastman planning department, our application makes it possible to provide a weekly or monthly forecast to the shipping lines, allowing a much swifter replenishment of the empty container stock when required.”

He carries on, “The application makes it possible to collect statistics as well, for instance of the terminal truck turnover time.” This KPI is crucial, as it allows Stukwerkers to follow up on the average time that it takes to drop off and pick up a container at the Interface Terminal, and maintaining that average under 30 minutes. Mr Colanbeen elaborates, “We can now show that we are able to handle the additional volumes without an increase in terminal turn-around time, which was a concern for the transport company in our start-up phase.”

### Quantitative and qualitative benefits

The second phase of the project is currently ongoing. But Eastman and Stukwerkers have both already experienced quantitative and qualitative benefits of this project.

### Interface Terminal Gent

Interface Terminal Gent (ITG), founded in July 2014, is a joint venture between stevedore Stukwerkers Havenbedrijf and transport company Masterbulk. The multimodal container terminal infrastructure consists of three 750m rails, 1,100m of quay, 80,000m<sup>2</sup> of storage capacity, and is ISPS-certified. Alongside a perfect accessibility by road, the terminal is connected via inland waterways with the deep-sea ports of Antwerp and Rotterdam, and the inland ports of Lille and Dourges in Northern France, and by rail with Italy and China. As of 2018, ITG also has a short sea connection between Ghent and Hull.

Mr Veryser comments, “The integration of modal barge transport has truly transformed Eastman Gent North’s logistics chain. Thanks to the project, we transported a total of 1,541 units (1,738 TEU) via inland shipping in 2018, which translates into 291t of CO<sub>2</sub> reduction, and thus resulting in a more sustainable pre-carriage logistics.”

Mr Colanbeen adds, “Eastman North has switched one third of its volume to inland shipping. If Eastman transported 100% of its volume through barge, a yearly reduction of as much as 741t of CO<sub>2</sub> could be feasible according to our calculations.”

Mr Veryser says, “With the inland shipping option that is





ROAD TRANSPORT FROM EASTMAN NORTH TO ITG IS ABOUT 10KM.



EASTMAN'S PRE-CARRIAGE HAS SWIFTED FROM UNIMODAL ALL-ROAD TRANSPORTATION TO A MULTIMODAL ROAD-INLAND SHIPPING OPTION.

now part of Eastman Gent's multimodal distribution hub and used by our two divisions Advanced Interlayers and Amines, our efficiency in the supply chain has significantly improved because of the integration of our distribution centre, rail, and barge, hereby sustainably supporting the growth of our operations."

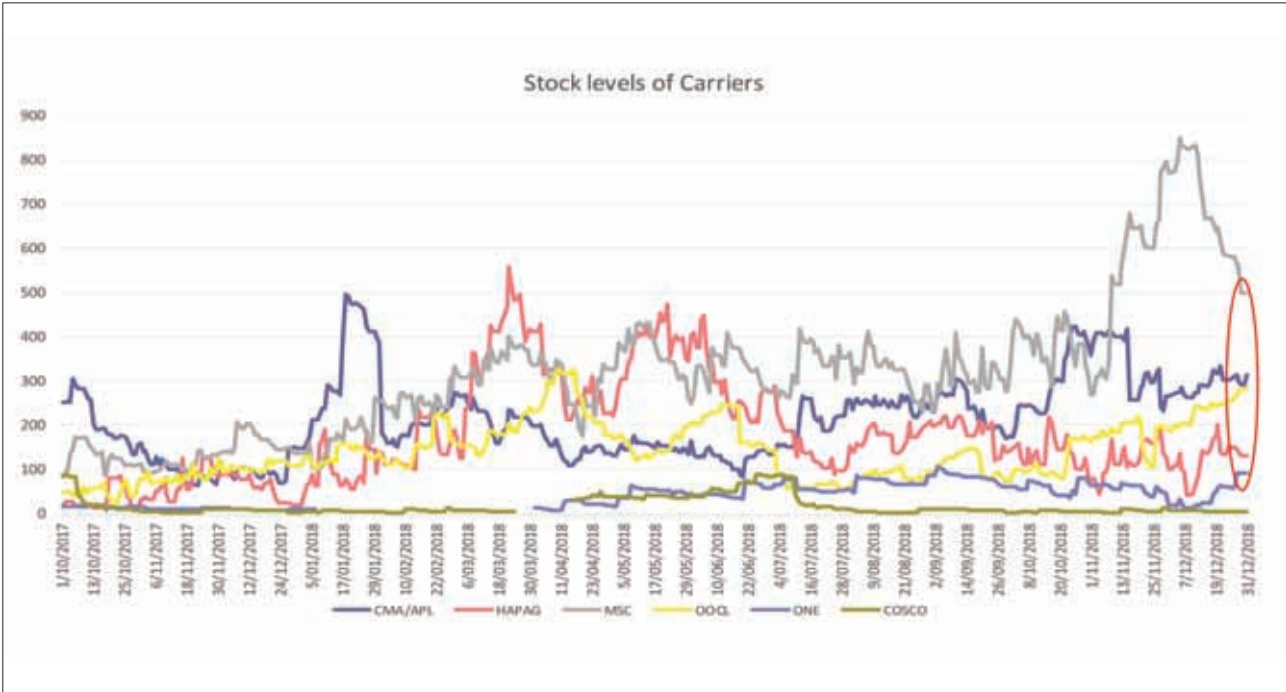
According to Mr Colanbeen, the project has helped Stukwerkers in achieving the necessary volume to further develop its inland shipping service. "A direct result can be seen in the increase in empty container stock positioning by the shipping lines from the deep-sea ports and inland terminals to our terminal in North Sea Port", he says. "Thanks to this project, they have positioned 50% more with an average batch size of at least 35TEU. The monthly forecasts that we can provide, as well as a 10-day container dwell time (i.e. the average time a container remains stacked at the terminal) is also a positive element for the shipping lines, giving them confidence that their containers have a high utilisation grade."

Mr Colanbeen continues, "Another tackled concern was the number of orders that was either not shipped on time, or did not reach the end customer in time. As the project demonstrates, this KPI was kept as low as 0.97%, proving the inland shipping option to be very reliable with 99% of containers being shipped completely on time."

## Eastman

Eastman is a globally specialised chemical company that produces a wide range of advanced materials, additives and functional products, specialty chemicals and fibres that are found in products that people use on a daily basis. Eastman has two manufacturing sites in North Sea Port: Ghent South site and Ghent North site.





THE AVERAGE CONTAINER DWELL TIME.



With the inland shipping option our efficiency in the supply chain has significantly improved.

In addition to Eastman's volume, both the volume of other shippers that also started their modal shift last year (such as Arcelor Mittal), as well as Stukwerkers's position as a consolidation hub, enabled an increase in inland shipping frequency. Mr Colanbeen adds, "We were able to increase our sailings to Antwerp from two sailings a week during the start-up, to five weekly sailings by the end of 2018."

**Moving forward**

Mr Verysse concludes, "We want to continue to build on the positive first year results and include additional volumes, as well as widen the project scope to include other areas of our organisation."

Mr Colanbeen says, "Now that the information and operation flow is clear for all parties involved, we must continue to finetune this pre-carriage set-up so it can reach its full potential. We are also seeking to further improve together with Eastman an even more sustainable and smart supply chain."

Stukwerkers therefore plans to expand its application with a 2.0 version. Mr Colanbeen states, "This updated version will allow Eastman and other supply chain actors to gain a better insight into other elements, such as container forecasting, supply and vessel planning, process improvement, stock level monitoring, and the reduction of the CO<sub>2</sub> footprint."

- I. WWW.EASTMAN.COM
- I. WWW.STUKWERKERS.COM



LOADING CONTAINERS AT ITG.



EASTMAN USES FOURTEEN CARRIERS, WHICH IS QUITE UNIQUE.

# Galoo Gent: the European gateway

North Sea Port is the choice of many companies due to its excellent position towards the North Sea shipping routes. Recycling specialist Galoo settled alongside the Ghent-Terneuzen Canal, in order to realise a European gateway.

Galoo is one of the leading companies for the recycling of ferrous and non-ferrous metals in Western Europe. It has established ample branches in Belgium, France, and the Netherlands. Galoo has coined an industrial converting process to recycle scrap from consumer goods (cars, white and brown goods), factory scrap, and vessels in an ecological way. The company contributes to a cleaner environment by converting waste products into secondary raw materials.

## Well-thought-out investments

The company was founded in 1939 in Menin (Belgium) by Mr and Mrs Joseph and Bertha Galoo-Verhaeghe. “The company is still a family-owned enterprise today”, explains Lieven Neerinck, Site Manager and Group Export Manager Ferrous Metals at Galoo Gent. “Because of the Second World War and the reconstruction after the war, the company was able to grow rapidly due to the trade in a broad range of waste materials from this reconstruction. Antoine Vandeputte joined the company in 1965 after marrying Joëlla, the daughter of the founders and from then onwards, the company’s vision targeted continuous but well-thought-out investments in new installations.” According to Mr Neerinck, investing is still one of the strengths of the company. “We are constantly searching for the best ways to separate the incoming flows of waste material, and this constantly requires impressive investments due to the ever-changing types of materials we receive.”

## For an obvious reason

Another development that characterises the company since the eighties are the many acquisitions and the founding of new branches. One example of this was acquiring Van Heygen Recycling alongside the Ghent-Terneuzen Canal in North Sea Port. This takeover took place for an obvious reason. Mr Neerinck explains, “Throughout the years we have been specialising in the separation of ferrous metals, such as steel and iron. A large amount of this was supplied to steel factories in Europe. After the Nineties, our continent started to lose its strong position as steel producer, meaning we had to seek other customers for our scrap. New upcoming countries are in



All photos courtesy of Galoo.



DISMANTLING BARGES AND SEA VESSELS WITH A MAXIMUM SIZE OF 15,000T IS ALSO POSSIBLE.





THE GROWING AMOUNT OF CONSUMER GOODS IS HOWEVER MUCH MORE COMPLICATED TO SEPARATE AND RECYCLE, AS IT CONTAINS MANY TYPES OF MATERIALS.



great demand of steel for construction works, and steel plants over there have hence become an important market for us.” For this, Galloo started to look for an opportunity to establish a site with a direct waterway connection to the North Sea, which it found in the acquisition of Van Heygen Recycling in 2002. “The Van Heygen site, known as Galloo Gent since 2012, is literally the European gateway to the rest of the world for all our branches. All ferrous metals from all our branches are collected here for overseas transportation to, for instance, Egypt, India, Turkey, and Vietnam.”

### Seeking the most sustainable way

The site of Galloo Gent includes an enormous amount of different waste material, and discharging seems almost impossible. But according to Mr Neerincx, one should not be deceived by appearances as all waste that enters the site leaves within two months. This separating has become one of the main challenges for the company. “The waste originally mainly based on factory scrap and building materials, consisting of only a few product types that mainly included steel, concrete, timber. The growing amount of consumer goods is however much more complicated to separate and recycle, as it contains many types of materials. Take, for instance, cars. They contain abundant types of plastics, and all these types have to be separated. This challenges us to search for the best, most efficient, and most sustainable way to execute this job and forced us to develop sophisticated equipment for this task. Another development is the growing amount of batteries and PV panels which also requires a different approach.” Another activity of Galloo Gent lies in the trade of non-ferrous materials



LIEVEN NEERINCX, SITE MANAGER AND GROUP EXPORT MANAGER FERROUS METALS AT GALLOO GENT.

such as copper, zinc, aluminium, and stainless steel. After cutting, crushing, and collecting, these materials are sold in relatively small volumes.

### Decommissioning

Seagoing vessels of up to 45,000t can be loaded from the terminal, but there is another benefit of its location alongside the canal, as it is also suitable for decommissioning vessels. “This location has always been active in dismantling barges and sea vessels with a maximum size of 15,000t. We have a dedicated quay for this, as well as a slipway that enables us to take the vessels out of the water with ease for onshore dismantling.” This dismantling is not always an easy job and





GALLOO GENT HAS A DEDICATED SLIPWAY FOR TAKING THE VESSELS OUT OF THE WATER WITH EASE FOR ONSHORE DISMANTLING.



GALLOO GENT IS LITERALLY THE EUROPEAN GATEWAY TO THE REST OF THE WORLD FOR ALL OUR BRANCHES.

depending of the presence of asbestos, it can even take up to eight months per vessel", says Mr Neerincx. "A total clean-up is the first stage of a project, removing everything on and in the vessel, such as windows, timber, isolation, and sometimes asbestos. Then we remove the non-ferrous materials. Finally, what is left is dismantled for recycling. We have a strong position in this dismantling in Europe, as we are one of the officially acknowledged dismantling yards for vessels. As per January of this year, it has been decided that every vessel that flies the flag of a European country must be dismantled in



We have a strong position in this dismantling in Europe, as we are one of the officially acknowledged dismantling yards for vessels.

yards that are on the European List of Ship Recycling Facilities, in order to make sure things are done in an appropriate and environmentally-friendly way." Although the decommissioning of offshore oil and gas assets receives ample attention in the market, it is not a priority for Galloo Gent. "Sure, we keep an eye on this market. We are located behind the locks at Terneuzen, and should the opportunity arise for us, then we have the knowledge, experience, and facilities to take care of these assets as well."

### Challenges and concerns

Mr Neerincx has been working for Galloo for nineteen years now. Galloo Gent has been his base since 2015. Throughout the years, he has seen many things change, such as the aforementioned developments. One concern for the near future for Mr Neerincx is growing competition. "To stay ahead of the competition, we should keep our service towards our clients at a high level. So we keep on innovating and renewing. To avoid road congestion and delays caused by this, we recently invested in our first barge, the Galloo 1, for inland shipping. Inland shipping can help us to remain fast and flexible towards our customers, and it can also save money. This of course also depends on how North Sea Port and other authorities promote this transport mode, for example with reasonable port rates."



ALL WASTE THAT ENTERS THE SITE, LEAVES WITHIN TWO MONTHS.

When considering overseas export, the draught of the Ghent-Terneuzen Canal might become an issue. "So far, the draught of the canal has been no problem for us, but the cost element of our services might become increasingly important to stay ahead in the market. With larger vessels, we could raise the volume per shipment, which results in a higher cost efficiency. This requires an improved canal draught. The new lock that is under construction near Terneuzen has already been designed with this in mind. The next step should be the deepening of the canal." Another point of interest lies in the maritime services, necessary for shipping goods per vessel. "For our overseas shipments, we need the help of pilots, shipping agents, and port workers. Port services from North Sea Port are also necessary. Of course we have to pay for all this, and it is important that the rates of these services remain competitive." Recruiting is one of the main issues for Galloo Gent today. "Many companies in our region are looking for labour in the same pool", states Mr Neerincx. "It is thus a challenge to get the right people. People need to become more aware of the fact that Galloo is an innovative and modern forerunning family company. We play a substantial role in creating a more sustainable environment. It really is a pleasure for me to be part of this, and I am sure it could be for many others, too."



# Capture, store, and reuse CO<sub>2</sub>

Ghent-Terneuzen Canal Zone

The city of Ghent, UGent, North Sea Port, and a number of important industrial players have formed a unique collaboration. Together, they will investigate how they can store and reuse CO<sub>2</sub> emissions in the Ghent-Terneuzen Canal Zone.

In a carbon neutral economy, the aim is to minimise CO<sub>2</sub> emissions. The captured CO<sub>2</sub> can be collected for use in fuel or building materials. The aim is to eventually create a Carbon Capture and Utility hub (CCU hub) in the North Sea Port area, by means of pilot projects in a demonstration plant.

### Unique partnership

The industrial parties, including Engie, ArcelorMittal, Anglo Belgian Corporation, Alco Bio Fuel, Oiltanking, Terranova Solar and Fluxys, knowledge centres UGent, Bio Base Europe Pilot Plant and CAPTURE and the spearhead clusters Catalisti (Chemicals and Plastics) and Flux50 (Energy), have a lot of common ground. Think of the supply of gases and energy, data





THE GHENT-TERNEUZEN CANAL ZONE.



The circular economy, is one of Ghent's spearheads in the coming years.

on chemical processes, storage and transport, purchasing and use of chemicals, and climate-neutral fuels.

The city of Ghent, North Sea Port, the Provincial Development Agency East Flanders, and Cleantech Flanders facilitate this partnership and will help to overcome technical challenges by setting up innovation and investment programmes for new technologies. The fifteen parties will use the expertise for the (cross-border) Ghent-Terneuzen Canal Zone and for strengthening initiatives at the Flemish, federal, and European level. Sofie Bracke, Alderman of Economy, Trade and Harbour in Ghent, explains "Cleantech, or the circular economy, is one of Ghent's spearheads in the coming years. The development of the CCU hub is an ambitious project, which requires the necessary courage and knowledge. The fact that we can work with so many important parties on this project is unique and hitherto unseen in Flanders. The Flemish government announced last week that it wants to invest 400 million euros in projects like ours. That is why we are so positive."

### Full circle

Striving for liveable, healthy cities and regions with less CO<sub>2</sub> emissions is an important social challenge that affects and concerns current and future generations. The European, Flemish, and local governments have set targets and are aiming for considerably less emissions by 2030 or 2050. The Cleantech Cluster Ghent region wants to work on this challenge by deploying more clean technology at an accelerated pace and striving for a circular economy in which waste materials become raw materials. In addition to reducing CO<sub>2</sub> emissions, an important strategy is to capture CO<sub>2</sub> so it can be used as fuel, building materials or in high-quality applications. Driven by technological innovation at the existing knowledge centres, the simultaneous cooperation with companies and the unique opportunities in the North Sea Port area, various parties intend to further investigate and prepare the development of new circular value chains.

### Climate-neutral fuels

The potential buyers of e-fuels include the heavy transport (trains, shipping, freight traffic) and aviation sectors, whereby the fuels of fossil origin can be replaced by a cleaner e-fuel. This not only leads to lower CO<sub>2</sub> emissions in the production and use chain, but also to greatly improved air quality due to lower emissions of SO<sub>x</sub>, NO<sub>x</sub>, and particulate matter.

### Increase product spectrum

The CCU hub's ambition does not stop at the production of e-fuels. The unique co-location of the chemical industry, infrastructure, knowledge institutions, and various port areas offers the possibility of creating a completely new economic fabric in the Scheldt/Rhine delta in which, in addition to e-fuels, many other raw materials can be produced from renewable energy and CO<sub>2</sub>. The initiators will therefore actively seek synergies in the region.



# Turning organic residues into renewable energy

All photos courtesy of Scherp! Fotografie

Newly situated in North Sea Port is the renewable energy plant Aben Green Energy. Part of the family business Aben, the company is now running at full capacity and recently welcomed its new Plant Manager Bas Peters.

PortNews talks with Mr Peters at the location in Westdorpe about the company's move to the port, its activities, and goals.

## From Wanroij to North Sea Port

"Aben is originally an agricultural company, founded by the two brothers Jan and Toine Aben. The company took a rather natural step in 2003 and started producing renewable energy. Mr Peters explains, "Many agricultural businesses have these sorts of installations, but on a smaller scale. Aben started off with a small plant as well, which produced around 230kW per hour."



ABEN GREEN ENERGY CAN PRODUCE ABOUT 18 MILLION CUBIC METRES OF GREEN GAS A YEAR.

Over the years, the company however expanded its production of renewable energy and at its location in Wanroij, it now produces green electricity for around 13,000 households. The company has already built another plant almost 200km away in the heart of North Sea Port, named Aben Green Energy. "We immediately saw a lot of potential here", Mr Peters continues. "The welcoming demeanour of the port company, the province, and municipality further strengthened our decision to establish our new plant here."

### Organic residual goods

Early on, Aben had the ambition to build an even bigger plant. "We ended up here in Westdorpe in North Sea Port by chance. Still, it is not really odd that we were looking at more industrial sites", Mr Peters says. In fact, Aben Green Energy uses organic residual goods to produce green gas, of which heaps pass through North Sea Port.

"These organic residual goods are usually goods that are rejected for consumption for people and animals. Examples are moulded food, goods that were dropped on the floor, or rejected for another reason."

He continues, "We notice that several companies in North Sea Port have residual goods that they cannot use. We are able to take these goods out of their hands and use it to produce renewable energy."

### Zero waste

Mr Peters adds, "The zero-waste principle does play a part in this. If we did not use these residual goods, they would be disposed of, which is a costly operation for some of our suppliers. Aben Green Energy instead takes this 'trash' and turns it into enough green gas to annually keep around 12,000 households warm."

This process of course also has a residual product of its own, which can be used as an organic fertiliser. "Our own 'residue' is perfectly useable by farmers as fertiliser", he says, "which results in a complete zero-waste process."

Another important value is sustainability. Mr Peters explains, "A lot of thought has gone into making the process circular, without any waste or emissions. This is also the reason that alongside the production of green gas, we annually purify and convert CO<sub>2</sub> to approximately 20,000t of liquid food grade CO<sub>2</sub> that is useable for technical applications. The process also produces heat, which we can use very well in our own processes. And so nothing goes to waste."

### Year-round production

"When speaking of sustainability, you mainly hear about windfarms and solar panels. Still, these cannot produce green gas like us, only green electricity", he adds. "Plus, the production depends on sunshine and wind. Our plant, on the

## SUSTAINABLE INDUSTRY

contrary, runs 24 hours, 365 days a year, which makes our production of renewable energy constant all year round.” Aben Green Energy can produce about 18 million cubic metres of green gas a year at the Westdorpe site, which translates into sufficient green gas for 1.5 households per hour. “With the problems surrounding natural gas, turning organic residues into green gas is a great industry for a sustainable future.”



BAS PETERS, PLANT MANAGER AT ABEN GREEN ENERGY.

## Building the plant

Even though the company was welcomed by North Sea Port with open arms, the construction of the plant took some years to realise. Mr Peters explains, “Aben had already chosen this location back in 2014. However, the construction depended on receiving a production subsidy for the production of Renewable Energy (SDE+). Aben was assigned the necessary subsidy in 2016 to start the green gas production, and construction started beginning of May 2017.” The plant was finalised in January 2019 and currently consists of thirteen silos: four fermentation silos in which biogas is produced, one validation silo, four silos for the storage of residual goods that have not yet been used, and four smaller storage silos for storing substrates for production.

## Opportunities and advantages

Now the plant is up and running, Mr Peters notices even more opportunities and advantages offered by North Sea Port. “It is amazing that companies at North Sea Port are so helpful. We can just go to our neighbours for questions, residual goods, and even transportation.”

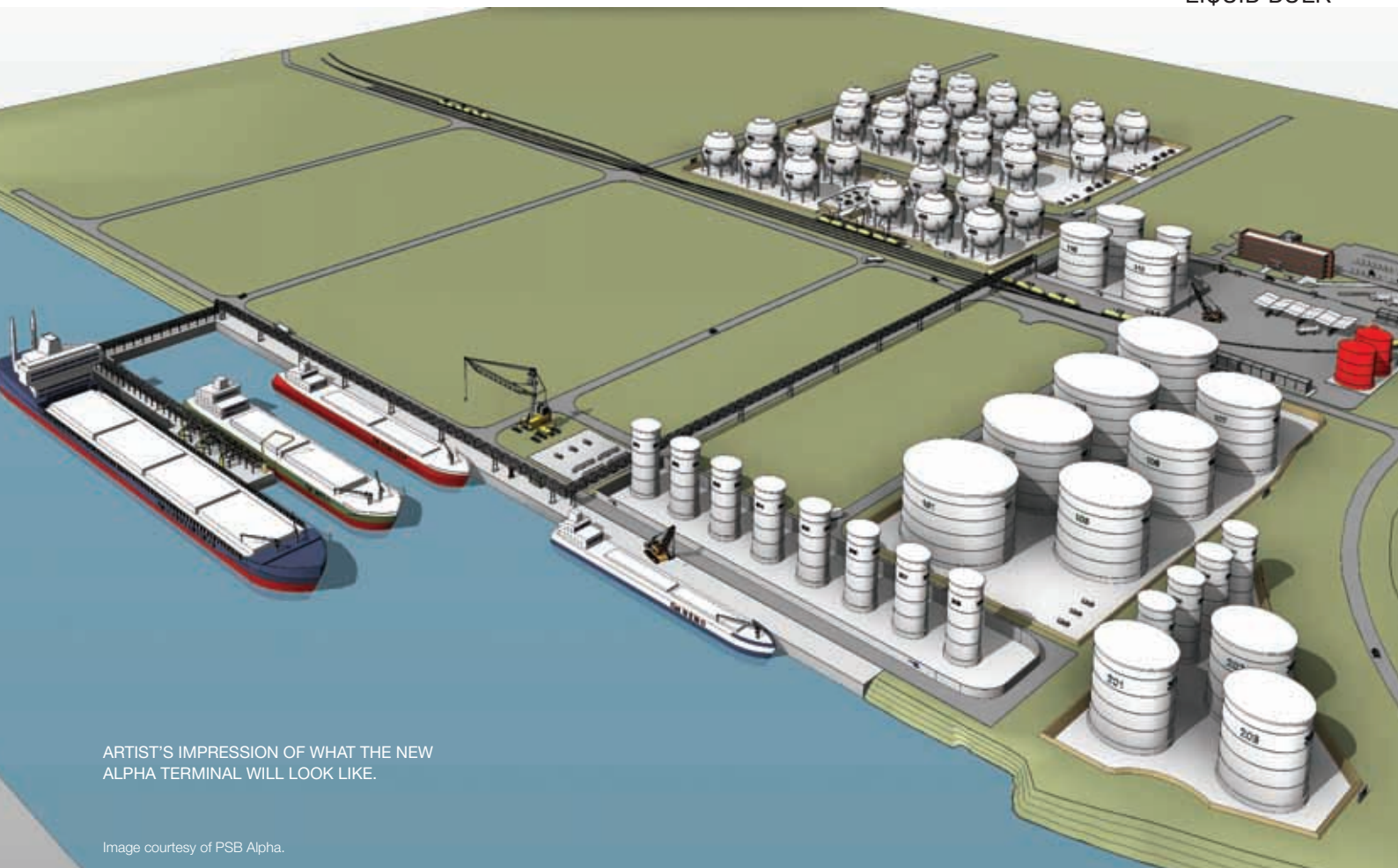
He continues, “We are furthermore very impressed with the broad infrastructure of this area. We have a perfect location for inland shipping and truck transportation for the supply and disposal in North Sea Port. And we are also looking at railroad, for which we can knock on our neighbour’s door.” After already benefitting from the immense opportunities that North Sea Port has to offer, Mr Peters believes there is more yet to discover. “We are still relatively new in North Sea Port, so we have probably just scratched the surface of its potential. We look forward to uncovering even more opportunities and new collaborations, as we are always searching for residual goods and other partnerships to enhance a sustainable industry.”

I. [WWW.ABENBV.NL](http://WWW.ABENBV.NL)

THE PLANT IN WESTDORPE WAS FINALISED IN JANUARI 2019.







ARTIST'S IMPRESSION OF WHAT THE NEW ALPHA TERMINAL WILL LOOK LIKE.

Image courtesy of PSB Alpha.

## An investment of EUR 460 million

Last year, PortNews reported on the investment of the Swiss company PSB Alpha in a new-to-build tank storage facility in North Sea Port through its 100%-owned subsidiary Alpha Terminals.

Since announcing their plans, there have been many developments according to Mike van Croonenburg, President of PSB Alpha. "For instance, we realised that there is much more potential here and decided to expand our plans", he says. "In fact, we doubled in size. Originally, the terminal would have been approximately 8ha, will now cover about 16ha."

To establish their plans, PSB Alpha will invest EUR 460 million in the new terminal. "Although this is a mega investment, we believe it is worth it", Mr van Croonenburg states. "North Sea Port offer plenty of opportunities that will provide our terminal with a great starting point."

Mr van Croonenburg has directed ample compliments to the port company as well. "It is fantastic working with North Sea Port. They have assisted us greatly in realising our plans", he says. "We do not feel like a client at all, but more like a partner. This is something exceptional."

The new terminal will be built by French consortium Whitestone-VINCI Group, close to the entrance of the port area in the so-called Sloehaven. A total of 60 tanks will be constructed. The terminal will then have a capacity of about 720,000m<sup>3</sup>. "The tanks will not be built in phases. Instead, we have chosen to complete the terminal in one go, as this is more efficient and cost-effective," explains Mr van Croonenburg. The construction of the terminal will start at the beginning of 2020.

After building the new tank terminal, which will provide approximately 120fte, the company will aim at niches in the market. Mr van Croonenburg explains, "We want to build a future-proof terminal that is not restricted to a certain type of fossil liquid or gas. We expect the liquid/gas split to be around 50/50. What we are going to build are tanks that can be used for a large variety of liquids and gasses. Fossil, but of course also renewable, carbon-neutral products. We believe that it will ultimately be a truly next-generation terminal, which will give the area a huge impetus."

1. [WWW.PSBA.CH](http://WWW.PSBA.CH)

MIKE VAN CROONENBURG,  
PRESIDENT AT PSB ALPHA.



# New business in the Binnenhaven

Dynamics is a common feature of any port area. The port's industrial and logistical activities often change, depending on the economic situation and influenced by the supply and demand of raw materials and goods.

A fine example of this is the recent development of the Binnenhaven. Situated in the city of Vlissingen, this location was in somewhat of a sleeping mode for many years when it comes to industry and trade. But the recent growing offshore wind activities in the southern part of the North Sea, together with its opportunities for ample companies, is turning the Binnenhaven into a vibrant area.

## Growing demand

A company that recently started its activities here is MSV, which stands for Maritime Support Vlissingen. Lenny de Bloeme-Gerards is the enthusiastic Business Unit Manager taking large steps in order to position the new company in the market.

MSV was founded in August of last year, aiming at the growing demand for tender services in the southern North Sea region.

Mrs de Bloeme-Gerards joined the company in February of this year. "We noticed a growing interest in tender services in this region. Not just because of the growing number of offshore windfarms, but also because of, for example, crew changes and store supplies for all kinds of vessels."

## New building

"We can swiftly and flexibly service a wide area from Vlissingen. First of all, we offer tender services for which we use our own vessels and vessels rented from DCS Maritime. Not just for crew changes, but also for bringing marine surveyors on board of vessels for inspection. The services provided are for our own customers, as well as for shipping agents in and outside of Zeeland. We also offer CTV mooring space, office space, and storage and transshipment facilities for among other things equipment and spare parts." The company has advanced plans for a new building for offices and warehousing. The proposed location is the Binnenhaven, where the company is currently using temporary office facilities. "We have part of our vessels moored in the Binnenhaven and we have storage facilities there as well", Mrs de Bloeme-Gerards explains. "It is



MSV NOTICED A GROWING INTEREST IN TENDER SERVICES IN THE REGION.

Photo courtesy of MSV





THE COMPANY HAS ADVANCED PLANS FOR A NEW BUILDING FOR OFFICES AND WAREHOUSING.

Artist impression courtesy of MSV



THE SERVICES PROVIDED ARE FOR OWN CUSTOMERS, AS WELL AS FOR SHIPPING AGENTS IN AND OUTSIDE OF ZEELAND.



Photo courtesy of MSV

Photo courtesy of Scherpl Fotografie



LENNY DE BLOEME-GERARDS, BUSINESS UNIT MANAGER OF MSV AT THE BINNENHAVEN.

obviously nice to be close to our vessels. Apart from this, the Binnenhaven is an ideal place, close to the city of Vlissingen and within a stone's throw from the train station, which is very convenient for our customers."

### Out of the box

Mrs de Bloeme-Gerards believes the future looks bright for MSV. "We see many possibilities to extend our services. So

much is possible in this region", she says. "This not only involves services towards the North Sea or Western Scheldt River. From our terminal, we are just a short sailing trip away from Zeeuws-Vlaanderen. We are now investigating consolidated transport services to the abundant companies located over there. This could be faster and cheaper compared with trucking through the Westerscheldetunnel. This could be ideal for small cargo, such as spare parts, tools, and equipment." It is this out-of-the-box thinking that characterises the people behind MSV.

### Cost efficient

With the planned newbuild premises, the company wants to further extend its onshore services to customers as well. "In our new building, our customers will find up-to-date and first-class individual offices and storage space, along with shared facilities. This makes our model cost both efficient and effective for our customers. Using skilled technicians from within our company, we will also offer maintenance and repair services to vessels", Mrs de Bloeme-Gerards continues. "And upon request, we will furthermore have available space to provide accommodation."

### Excellent proposition

One of the big challenges for MSV is the fierce competition. "With the upcoming offshore wind industry, it is no surprise that many companies are following the pack and other ports are offering services as well", states Mrs de Bloeme. "But North Sea Port has an excellent proposition and by working together with other companies we have lots to offer. To stay ahead of other ports, the companies in our port area should be prepared to collaborate, hereby offering the best package deal."

I. [WWW.MSVLISSINGEN.NL](http://WWW.MSVLISSINGEN.NL)



# Working across borders

## North Sea Port pivot in European pioneering project

On Wednesday 8 May, Flemish Prime Minister Geert Bourgeois and Dutch State Secretary for Home Affairs Raymond Knops launched a pioneering project to improve cross-border cooperation in the long run. North Sea Port, being one of the first European cross-border merger ports, will act as a great pivot within this European project.

It is currently still quite difficult to construct cross-border projects. This is mainly because the Netherlands and Flanders each have their own laws and permits which complicate issues in the field of cross-border infrastructure, sustainability, and employment.

Flanders and the Netherlands have now announced a study to investigate how cross-border cooperation can be improved. At the press meeting in the beautifully renovated Port House in Ghent, Mr Knops explains, "We want to grow at the border, not border our growth."

### Experimental region

North Sea Port is herein an outstanding region to study and experiment, and will act as subject in the project.

The project consists of two parts. In the first part, a research team will analyse possible solutions for opposing legislation. "We will be looking at how planning and permit regulations can be adapted to each other, so that cross-border infrastructure projects can proceed faster", says Mr Knops.

Concrete cross-border issues at North Sea Port are identified in the second part of the project. For these issues, tailor-made solutions will be proposed that should improve cross-border infrastructure and cross-border labor. "Among other things, we look at how permits, procedures, and regulations can be better coordinated."

"It is important to experiment in a cross-border port", comments Mr Bourgeois. "Piet Hein Donner already addressed the idea to use an experimental region for a more unambiguous regulation during the Oyster Party in 2016, which will become a reality with this project."

### Cross-border opportunities

For North Sea Port, this yields opportunities in the field of entrepreneurship, shipping waste, CO<sub>2</sub>-transport, and employment across borders. Moreover, by removing cross-border obstacles, the modal shift within North Sea Port can be further expanded. Freight transport via shipping, rail or pipelines will, for instance, become easier.

CEO of North Sea Port Jan Lagasse adds, "We want to take full advantage of this opportunity for North Sea Port and the companies in our port to remove obstacles and improve cross-border cooperation."

The project fits in with the European Commission's plans and ambitions to stimulate growth and cohesion in border regions across Europe, and thus promoting a further deepening of the internal market. The first solutions following the project will be available in the summer of 2020, and will hopefully inspire the solving of other bottlenecks in the whole Flemish-Dutch border region.

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



FROM L TO R: CEO OF NORTH SEA PORT DAAN SCHALCK, CEO OF NORTH SEA PORT JAN LAGASSE, FLEMISH PRIME MINISTER GEERT BOURGEOIS, DUTCH STATE SECRETARY FOR HOME AFFAIRS RAYMOND KNOPS, GOVERNOR OF THE PROVINCE OF ANTWERP CATHY BERX, DUTCH MINISTER OF STATE PIET HEIN DONNER, ACTING GOVERNOR OF EAST FLANDERS DIDIER DETOLLENAERE, AND KINGS COMMISSIONER OF ZEELAND HAN POLMAN.

Photo courtesy of Scherp! Fotografie





All photos courtesy of FMO





FLUSHING MARINE & OFFSHORE IS LOCATED AT THE WESTHOFHAVEN.

# New offshore activities

## Flushing Marine & Offshore

North Sea Port has in recent years built up an impressive track record in offshore wind. With the growing interest in renewables, one would almost forget that the port has a long history in serving the oil and gas industry. New company Flushing Marine & Offshore (FMO) recently decided to start a business at North Sea Port.

The young company has a solid mother with Holland Shipyards Group. PortNews speaks with Marco Hoogendoorn, Commercial Manager of Holland Shipyards Group, about the company's neonate.

### Things went very fast

According to Mr Hoogendoorn, North Sea Port is no unknown location for Holland Shipyards Group. "We were the leading contractor last year for a refit project for Perenco which we executed in the Scaldiahaven. For this operator, we converted the drilling rig Exonma (former Energy Enhancer) into a platform that they will use for decommissioning oil assets. Perenco was very satisfied with how we executed the project, and discussed with us the possibilities for more future projects."

Although working at the Scaldiahaven went very well, Perenco decided to look for stability and continuity with a location of its own in North Sea Port. Mr Hoogendoorn, "With the upcoming projects for Perenco and the fact that the location of Holland Shipyard in Hardinxveld-Giessendam is not an option for receiving large offshore structures, we started to look for a place to start a branch at North Sea Port. We examined various locations, but when the opportunity arose to lease a number of assets at the Westhofhaven, consisting of a number of buildings and a very useful quayside, things went very fast and resulted in the founding of FMO."

### Against the grain

The company will generally be serving the market for mobilisation and demobilisation of offshore oil and gas rigs. Focus lies on storage of offshore equipment and parts, on construction, and installation. A large share of the work will consist of projects for Perenco, but work for other parties will also be taken care of. With North Sea Port's leading position as a hub for offshore wind,



## Plenty of opportunities for Perenco

With the newly established FMO terminal, launching customer Perenco sees a lot of opportunities to further enlarge its operations in the oil & gas market. Jonathan Dery, Group Communication & Training Manager at Perenco says, “Last year, with the transformation of the Energy Enhancer into our Exxonma, together with Holland Shipyards Group we learned a lot from the possibilities that North Sea Port has to offer. That is why we decided to establish our FMO offshore mobilisation and demobilisation terminal in this port.” He continues, “The North Sea has always been important for us, and it is our intention to expand our activities over there. With the strategic location of the new terminal and FMO, we will be able to mobilise and demobilise our rigs at close range of their working area, giving us the chance to act fast and flexibly upon upcoming North Sea projects. And located nearby the important North Sea highways, our rigs will also be able to sail directly from North Sea Ports to other locations as well.”



MARCO HOOGENDOORN,  
COMMERCIAL MANAGER  
AT HOLLAND SHIPYARDS  
GROUP.



THE INDOOR FACILITIES ARE FULLY UP AND  
RUNNING WITH CONSTRUCTION ACTIVITIES.

the realisation of a new terminal that is dedicated to oil and gas activities might seem to go somewhat against the grain. But it is evident to Mr Hoogendoorn that despite the growth of the renewables industry, oil and gas will remain important energy sources. “Perenco is specialising in more complex oil and gas exploitation, such as end of life and marginal fields”, he says. “For Perenco, having a partner located close to the North Sea oil and gas fields is important. They want to expand activities over there, as they still see ample opportunities. The company uses innovative methods to extract a maximum volume from existing fields. Resources are optimally managed, which is also positive from a sustainable perspective. Apart from this, the company is also active in decommissioning and with the amount of oil and gas fields going offline, this market also looks promising.”

## Longer-term partner

Mr Hoogendoorn continues, “With their plans for the North Sea in mind, Perenco was seeking a longer-term partner with proper facilities, and therefore investing in a new company at North Sea Port was a good decision made by Holland Shipyards Group.” On searching for a new location, Holland Shipyards Group was pleasantly surprised with the entrepreneurship at North Sea Port. “Compared with larger ports, we noticed that it was very easy for us to find and meet the right people. So we were able to act fast, and with the right amount of flexibility of all parties concerned, FMO was operational within just a few weeks.” FMO is aiming at a slow, but steady growth. A group of around 50 people is currently working on various projects. Most of them are from sub-contractors. More people will soon be working at the terminal, depending on the number and type of projects.





WORKING AT THE SCALDIAHAVEN WENT VERY WELL.



FMO CURRENTLY HAS TWO RIGS MOORED AT ITS QUAYSIDE.

### Fully up and running

Perenco is leasing the grounds at the Westhofhaven, and FMO provides the services and takes care of management. FMO is still in its start-up phase, but that does not alter the fact that the terminal shows abundant activities. "Since the establishment of FMO, business has been going very well", states Mr Hoogendoorn. "We currently have two rigs moored at our quayside for refurbishment and one other project in progress, meaning our indoor facilities are fully up and running with construction activities." Apart from a spacious

“ Investing in a new company at North Sea Port was a good decision made by Holland Shipyards Group.

construction hall and ample room for storing offshore components, FMO also has various additional amenities. "The location of FMO yields many advantages", Mr Hoogendoorn says with enthusiasm. "Over here, we have plenty of space available, both covered and open, for storage of all kinds of offshore equipment and parts. Companies such as Van Oord and Boskalis already use our services, but we have still space available for inside storage. We furthermore have sufficient room for construction works, with ample lifting capacity inside with a variety of overhead traveling cranes, and our mobile crane on the quay. On top of this, we have our in-house blasting and painting facilities. One of our partners for the paint shop is JC Straaltechniek, a company that established JCS Vlissingen especially for this purpose. Our dedicated quay has a length of 250m and with a draught of 10m, it can accommodate almost any oil or gas rig. FMO provides the best services from a top notch location to all our customers."

I. [WWW.FLUSHINGMO.COM](http://WWW.FLUSHINGMO.COM)

I. [WWW.PERENCO.COM](http://WWW.PERENCO.COM)

I. [WWW.HOLLAND-SHIPYARDS.COM](http://WWW.HOLLAND-SHIPYARDS.COM)





# Working together

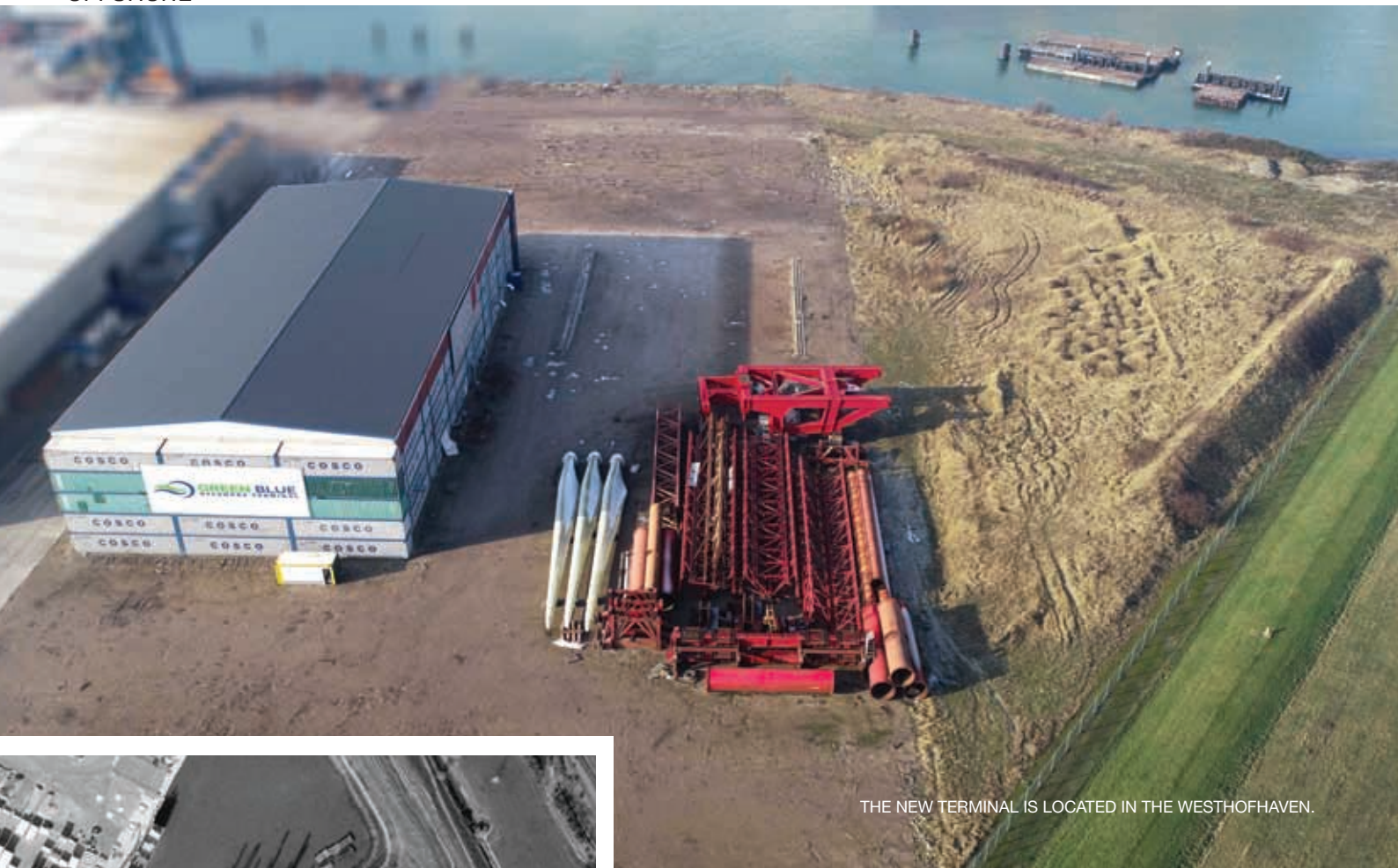
The Westhofhaven at North Sea Port has developed into a full service location for the offshore industry, offering a broad range of services. One of the newly established companies on the southside is Green Blue Offshore Terminal.





BRAM VAN STEL, OWNER (L) AND MARK DE KOEIJER, ACCOUNT MANAGER (R) OF GREEN BLUE OFFSHORE TERMINAL'S INITIATOR PRIOR GROUP.





THE NEW TERMINAL IS LOCATED IN THE WESTHOFHAVEN.



ONE OF THE NEWLY ESTABLISHED COMPANIES ON THE SOUTHSIDE OF THE WESTHOFHAVEN IS GREEN BLUE OFFSHORE TERMINAL.

Green Blue Offshore Terminal was founded to provide added value to the offshore oil, gas and renewables industry. Rather than on offering transshipment services, the focus lies on providing facilities and capacity for repair, maintenance, refurbishment, conservation, and construction works. These services are offered to asset owners, suppliers of components, contractors, and sub-contractors.

### A total package solution

The site covers a total area of 22,000m<sup>2</sup> of workspace and a hall of 125x35x15m. It is an initiative of the Prior Group. Opting for North Sea Port was not a strange choice, as the Prior Group already has a strong and long-term presence in this port. Due to an increase of activities in the group, additional workspace was searched for and found at the Westhofhaven. An increasing interest from national and international marine and offshore companies opting for North Sea Port was another important factor. Several owned Prior Group companies and partners are united within Green Blue Offshore Terminal to fulfil the customers' needs. Prior Group's owner Bram van Stel comments, "Initiatives often die in silence because of insufficient regional capacity in the form of temporary workers or work space. This usually concerns technical, co-supporting solutions related to technical demands. For this reason, a number of regionally operating companies have decided to work together, hereby offering a total package solution."

### Valuable addition

Prior Group is an organisation with its core business in consultancy, human capital (with multiple agencies), and technical solutions, and with owned companies in electrical and mechanical engineering. Over the years it has built up a long reference list within the offshore industry. This experience, together with an extensive network, will make Green Blue Offshore Terminal a valuable addition to North Sea Port's offshore services. "From the many lessons learned from the past with the installation of offshore assets, equipment and materials used are getting better with each and every new project", says Mark de Koeijer, Account Manager at Prior. "But this does not mean that maintenance, repair, and modifications



will be unnecessary. Whether this will be on location offshore or at our terminal depends on what our customers want, but no matter how, we are perfectly capable of offering the best solution.”

## Decommissioning

Mr van Stel adds, “Apart from providing services to operators, contractors, and suppliers, we can also help other terminals in our port area. For instance, when they are in need of temporary storage space.” The terminal is also perfectly fitted for decommissioning. Mr de Koeijer explains, “For the next decade, decommissioning of North Sea oil and gas installations will become increasingly relevant for the industry. In this market, our Green Blue Offshore Terminal will target parts of the assets that can be refurbished and reused. Thirty year old platforms will of course end up in the shredder for recycling, but younger installations that will be decommissioned have installations and equipment on board that can be effortlessly reused after ten to

fifteen years of use, such as power generators.” The company also keeps an eye on the future market of decommissioning wind turbines. “Owners often replace turbines for new ones with a higher output, even though they have not yet reached their technical end of life. These turbines could be refurbished and reused perfectly”, Mr de Koeijer says.

## Further collaboration

The terminal is a result of companies working together, and Mr van Stel sees many opportunities for further collaboration. “For our new terminal, we are currently looking for partners in the field of heavy lifting and conservation. In, and close to, North Sea Port, there are lots of excellent companies offering services to the offshore industry. Working together, for example in sharing facilities, equipment, and manpower, will further strengthen North Sea Port’s position as an offshore port.”

I. [WWW.GREENBLUEOT.NL](http://WWW.GREENBLUEOT.NL)

# LOI Prior Group and ALL NRG

Immediately after the news of Green Blue Offshore Terminal, Prior Group also announced that it had signed a letter of intent (LOI) with ALL NRG. ALL NRG is a service provider that has its core business in offshore wind with clients such as Ørsted, Vattenfall, Siemens Gamesa, and MHI Vestas. The collaboration will strengthen the presence of ALL NRG in the southern part of the North Sea. “ALL NRG has a strong presence in Esbjerg”, explains Mr van Stel. “From here, they offer a broad range of services towards the offshore wind industry and upon looking at the developments in our region, they noticed a strong resemblance with what is going on in the Baltics and the northern part of the North Sea. In fact, they are following their clients.”

ALL NRG will make use of the facilities of Prior and Green Blue Offshore Terminal, such as offices, workshops, and storage facilities. They will furthermore profit from the Prior Group’s engineering and electrical services to extend their portfolio so they can offer customers even more tailor-made solutions. Hans Schneider, Chief Executive Officer of ALL NRG, states, “To further expand our current business activities in the Benelux, teaming up with Prior Group is a strong benefit for ALL NRG. The joint competences of Prior Group and ALL NRG will be in high demand when the next major expansion of Dutch and Belgian offshore wind really starts to kick off. The well-established multidisciplinary organisation in Prior Group with a vast local network adds excellent value to our core business – provision of manning and project solutions. The cooperation between our companies will be a benefit to both existing and future customers in the region.” Mr de Koeijer explains, “ALL NRG operates on a level far beyond its competitors and is a preferred supplier to key players in the offshore wind industry. We have in ALL NRG found a trustworthy partner with both



technical and operational experience that has been successful in executing multiple offshore wind projects. We will join forces when it is beneficial to our customers and when it improves project results.”

The core business of the joint operation will be in the field of mechanical and electrical work for the offshore wind. A growing amount of construction and preparative installation work is expected on the Green Blue Offshore Terminal, instead of at the offshore location. Once commissioned, the turbines and blades will also need maintenance and repair.

Mr van Stel adds, “We found out during our conversations that our services are complimentary when we approach projects together. In doing so, we are able to provide solutions to our customers that we would not be able to provide separately. By cooperating with ALL NRG, we team up with a valuable partner who has a proven track record in providing solutions to the most complex tasks and activities in the offshore wind industry for years.”



# H.Essers at the Kluizendok

One stop shop for the chemical industry

Logistics company H.Essers was founded ninety years ago by entrepreneur Henri Essers, who serviced the region of Limburg and the Netherlands with his cattle truck. Mr Essers transported cattle and relocated mining families.

This family business today employs 6,350 people. Christophe Houpels has worked for H.Essers for the past two years. As a logistics expert with a 27 year track record, he is the responsible business unit manager for the warehouse in Ghent and Antwerp. Mr Houpels explains, "The company has seen major growth over the years and has developed from a one truck transport company to an international logistical player. We have more than a million of square metres of warehouse available and the majority of these warehouses are owned by us." H.Essers has a strong asset-based strategy. Mr Houpels explains, "Having our own warehouses and not renting this from others is quite unique for a company. It definitely sets us apart from the rest." The company decided to change its game plan





LAST YEAR H.ESSERS BUILT THE FIRST WAREHOUSE OF 12,000m<sup>2</sup> FOR EASTMAN CHEMICAL AT THE KLUIZENDOK.

Photo courtesy of Tiny Naessens

in the 1980s and invest in warehousing solutions. A move which has been extremely beneficial.

### Investing in the Kluizendok

H.Essers opened its first warehouse at the Kluizendok in Ghent in 2018. Mr Houpels, “We can build up to 75,000m<sup>2</sup> here. We finished the first warehouse of 12,000m<sup>2</sup> for Eastman Chemical on 15 October 2018, and recently on 15 April 2019 we started building a warehouse of the same size for Chevron. We prefer to build in blocks of 12,000m<sup>2</sup>. We are planning to develop phases three and four as we speak.” These phases will include the expansion of existing activities and building for new customers. Mr Hoepels, “Chemical customers have a need for

Photo courtesy of H.Essers

CHRISTOPHE HOUELS,  
BUSINESS UNIT  
MANAGER FOR THE  
WAREHOUSE IN GHENT  
AND ANTWERP.





Photo courtesy of Tiny Naessens

INSIDE THE WAREHOUSE.



Photo courtesy of H.Essers

“CHEMICAL CUSTOMERS HAVE A NEED FOR DEVELOPMENT IN THE GHENT REGION.”

“ For us, the Kluizendok in Ghent is the right strategical choice.

development in the Ghent region. The Kluizendok in Ghent is the right strategical choice for us.”

### Trimodal connections

The new H.Essers site is trimodally connected with road, water, and rail. “These trimodal connections fit perfectly within our vision to develop more sustainable solutions. By combining different modes of transport, we are drastically reducing CO<sub>2</sub> emissions and offering solutions to the congestion problem”, says Mr Houpels. H.Essers also invests in trimodal sites at other locations, such as Genk where the company recently took over a train terminal. H.Essers Railport Genk will be further developed and used to serve customers even better. A multimodal connection between Antwerp-Ghent-Zeebrugge and Genk-Antwerp is also being established.

### North Sea Port

H.Essers was already present in the Ghent region. Mr Houpels explains, “We did onsite activities for Arcelor, Ghent Shell, and DOW Terneuzen. Now we have our site and warehouses nearby, ensuring that we can provide additional services as a logistic company.”

North Sea Port has been extremely helpful in facilitating H.Essers. “The contact with North Sea Port has been very important for us. Not only have they introduced us to the region and to companies within the region, but they have built added value for us, created network opportunities, and given practical advice.” North Sea Port is a great facilitator and that

makes it, alongside the location and the opportunities offered by Kluizendok, a great place to invest in. Mr Houpels, “I actively follow the national border deliberations to be able to deploy my people across the Dutch-Belgian border. North Sea Port plays a major role in this debate as an organisation that looks beyond national borders. The effect of the merger is that we are included and informed about projects in the Netherlands – something we were not before. The communication and openness of North Sea Port is great, which makes for easy dialogue. If I have a new project in Terneuzen for example, I can talk to the people at North Sea Port.”

### Sustainability

The theme of sustainability is high on H.Essers’ agenda. The company is always looking for the most environmental-friendly solutions. Mr Houpels says, “We invest in energy-efficient trucks, but also in IT models that, among other things, ensure a higher load factor and guarantee that we use fewer trucks on the road. We also develop tools to optimise multimodal routes. Containers are not only transported by road, but also by water and rail.” Likewise, the company invests in windmills, solar panels, and LED lighting.

### Future

Mr Houpels concludes, “A great asset of Kluizendok is the opportunity to expand. In Ghent, just like in Antwerp, we want to be a one stop shop for the chemical industry and create a full portfolio of added value for our customers. An extra challenge is attracting new talent in Ghent. H.Essers is an attractive employer. We are a professional family company with strong corporate values, with a 10 to 12% growth each year. Every new project creates jobs, and so we need good, motivated people.”



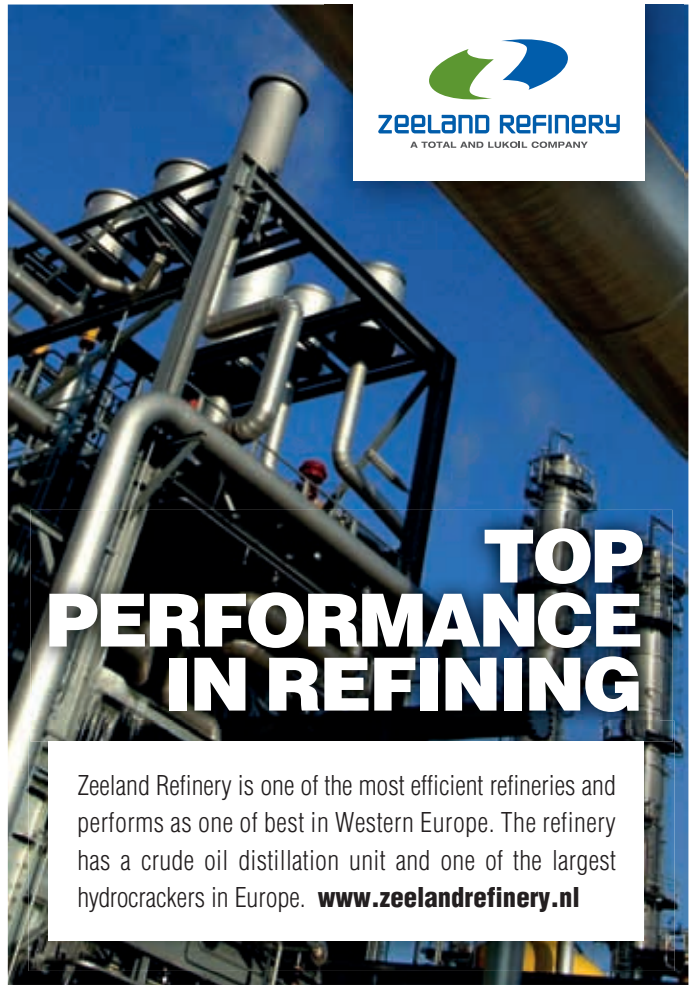


**TPT**

TPT is a chemical logistic service provider and contract manufacturer based in Terneuzen.

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# All-in-one

Shipping agency service and  
cargo survey company

NAVONUS CO-OWNERS  
JOSIE PEIFFER (L) AND  
JORIS CLAPPAERT (R).

All photos courtesy of Navonus.



With a view of the Voorhaven of North Sea Port, the agency and cargo survey company Navonus is located at the heart of the Ghent's shipping business.

Navonus is a shipping agency service and cargo survey company all rolled into one. With a young team of operators and boarding agents that work with modern port-call software, Navonus prides itself on providing old-fashioned agency services to all their clients. Thanks to their connections with local terminals, agents, and freighters, they know what's going on in the port, ensuring that their clients' products move to, from, and through Belgium and the Netherlands safe and sound.

Eight years ago, Navonus co-owners Joris Clappaert and Josie Peiffer decided to combine their previous maritime proficiency by launching their own company. Mr Clappaert highlights, "Our two branches of expertise combine beautifully: when Navonus steps aboard a ship, one of our agents visits the captain, while our surveyor goes to the chief officer for inspection of the cargo." With a total team of fifteen employees, Navonus is certainly service-orientated. Their triumphs are embodied by a hard-working crew of professionals. As Mr Peiffer points out, "It is the people in this company who truly make the difference, they are our secret to success." He continues, "Our main office is in Ghent. We like to stay close and local to best serve our clients." The company has two other branches, one in the port of Antwerp, and one in Hardinxveld-Giessendam in the Netherlands serving the ports of Rotterdam and Amsterdam. Mr Clappaert adds, "We hereby ensure great service in the entire ARAG region."

### Shipping agency

Navonus Agency Department aims to offer the captain and his crew a good local service, and to make them comfortable during their stay in port. Their port-call software manages



“ We like to stay close and local to best serve our clients.

all tasks on one single platform. The software combines operational tasks, documents, e-mail updates, and finance with one single data input, ensuring time reduction and reliable information. Mr Clappaert continues, "An operator of a well-known Scandinavian shipping company that we work with complimented us. He said that we still provide an old-fashioned agency service and that we should keep on doing that. That is exactly what we do: We board every vessel upon arrival and departure, even during the port stay when the vessel is in port for more than two days. We have been trained like this and we find this service very important."



BERTHING OF VESSEL BY AGENCY NAVONUS.



JOSIE PEIFFER,  
CO-OWNER OF NAVONUS

“ It is the people in this company who truly make the difference, they are our secret to success.

### Cargo survey

At the Cargo Survey Department, Navonus offers first rate cargo supervision around the clock. Their tightly-knit team of surveyors has nearly a century of combined experience. The objective here is, above all, to safeguard and guarantee the quality of the product. The company's competence is deeply rooted in the GAFTA, FOSFA, and ISO 17020 accreditations and recommendations. The services include supervision during loading and unloading of dry agribulk and liquid products, draft survey, hold condition survey, pre-shipment survey, and weight control. Mr Peiffer adds, “We do just about 50/50 of dry and liquid bulk. The port of Ghent focusses on import and our import ranges from the Baltics, the Black Sea area, South America, and Canada. Most of our export goes to Scandinavia.” The office issues the necessary certificates and dispatches samples to laboratories. Navonus also helps with logistical solutions and contracts.

### Future

Navonus has experienced a steady growth. However, the company does not intend to give up its level of personal service. When planning for an expanding clientele, the enterprise carefully analyses customers' need and how it can best facilitate these. Navonus at heart aims to stay that small, local company, servicing its clients precisely as they expect. As Mr. Peiffer says, “Being small gives us the advantage to act locally and think globally.”

I. NAVONUS.BE



JORIS CLAPPAERT,  
CO-OWNER OF NAVONUS



LINSEED AND LINSEED OIL ARE EXAMPLES OF BOTH DRY AND LIQUID PRODUCTS THE COMPANY WORKS WITH.



# New location, new opportunities

On Thursday 4 April, Mayor Jan Lonink and alderman Jack Begijn officially opened Portaal van Vlaanderen's new location at Beneluxweg 101 in Terneuzen.

The information centre found its new home in the Sluiswachter. Mr Lonink and Arie de Bode, Chairman of Portaal van Vlaanderen are enthusiastic about this location next to the water and close to the centre. Mr de Bode adds, "This makes Portaal van Vlaanderen a real starting point for visitors to the port and the city of Terneuzen."

## Further growing

After the portal having several temporary locations over the past two years, Mr de Bode is very pleased with this new space. "Portaal van Vlaanderen has already experienced a huge growth over the last years. With this new location closer to the centre and the interest in the New Lock, I believe we can grow from 10,000 to 15,000 visitors."

## Example of cooperation

The new location is a nice step for the city and the port, and offers new possibilities as well. It is also a fine example of cooperation between all stakeholders.

The municipality of Terneuzen owns the building and enabled the move. Mr Lonink confirms the city's ambition behind Portaal van Vlaanderen. This part of Terneuzen is currently developing rapidly.

Not only with the improvements made to the lock and the dock, but they are also building a restaurant, hotel, and more condos across the street", he says. "With the relocation of Portaal van Vlaanderen to the Sluiswachter, I believe the centre will become the starting place for visitors and cruises to the city or waters."

North Sea Port is another stakeholder and will create an information point for the port here. As the portal is now a bit further away to the lock compared to its old location, the port company has made their boat available for tours.

Furthermore, a new electric train was handed to Portaal van Vlaanderen by Leendert Muller from Multraship at the opening. Both the new and old train will be used to transport visitors to, and from, the lock complex.

## Interactive exhibition

The location includes a great exhibition space. Visitors can at present find an exhibition here on the lock complex and the arrival of the New Lock. This interactive exhibition, created by Modoc, was officially introduced during the opening by the Flemish chairman of the steering committee of the Nieuwe Sluis Terneuzen project, Freddy Aerts.

Since there is more than enough space at the new location, Portaal van Vlaanderen can now also host events related to the port. Mr de Bode concludes, "Or who knows, maybe we can add an exhibition on North Sea Port? After all, we now have a very beautiful place for that."

[WWW.PORTAALVANVLAANDEREN.NL](http://WWW.PORTAALVANVLAANDEREN.NL)



MAYOR JAN LONINK (L) AND ALDERMAN JACK BEGIJN (R) OFFICIALLY OPENED PORTAAL VAN VLAANDEREN'S NEW LOCATION.



VISITORS CAN AT PRESENT FIND AN INTERACTIVE EXHIBITION HERE ON THE LOCK COMPLEX.



LEENDERT MULLER FROM MULTRASHIP (R) HANDING OVER THE NEW ELECTRIC TRAIN TO ARIE DE BODE, CHAIRMAN OF PORTAAL VAN VLAANDEREN (L).



IN THE MIDDLE: DAAN SCHALCK, CEO OF NORTH SEA PORT, AND SANDRA DE MEY, COMMERCIAL MANAGER AT NORTH SEA PORT, RECEIVED THE AWARD FOR BEST TANK STORAGE PORT.

## And the Best Port Award goes to ...

During the third edition of the Global Tank Storage Awards in Rotterdam, North Sea Port claimed the award for Best Tank Storage Port for the second year in a row.

The awards ceremony and gala dinner on Tuesday 29 March at the Floating Pavilion in Rotterdam celebrated the achievement of terminals and equipment innovations as well as individual success.

North Sea Port was nominated for the category 'Best Tank Storage Port' and was in competition with Antwerp (Belgium),



THE AWARD CONFIRMS THAT THE GROWTH AND AMBITION OF NORTH SEA PORT HAS NOT GONE UNNOTICED INTERNATIONALLY.

Amsterdam (Netherlands) and Marseille (France) for the title. Sandra De Mey, Commercial Manager at North Sea Port, comments, "The Global Tank Storage Awards ceremony is always exciting. We are really proud to have won the award for the second time."

### Diverse portfolio

Winning the award gives North Sea Port recognition as an important port for the storage of liquid bulk. "Liquid bulk accounts for about 29% of all goods transhipped from sea-going vessels within the port", Ms De Mey says. "With many dedicated and non-dedicated storage facilities, this entails all kinds of liquid bulk, but mostly petroleum products, bio-diesel, chemicals, liquid fertilisers, and gases. Thanks to companies such as Citrosuco and AMC, fruit juice is also an important niche for North Sea Port: 50% of all orange juice in Europe comes through here! On a smaller scale, our portfolio also contains molasses (at Algist Bruggeman) and latex (at Kelvin Terminals)", Ms De Mey continues. "So, you can certainly say that our tank storage activities are quite diverse."

### In the logistical heart of Europe

"When handling liquid bulk and, of course, other types of cargo, North Sea Port offers many advantages", Ms De Mey says. "Extending 32km inland, with a draught of up to 17m, the port's congestion-free connections to the hinterland and its specialised tank-storage terminals are just a few benefits that





make North Sea Port indeed the best port."

Ms De Mey also draws attention to the central location of North Sea Port. "The port is situated in the logistical heart of Europe. This, along with its mix of transport connections to the European hinterland, makes North Sea Port a true economic hub. Furthermore, North Sea Port is connected to the Central Europe Pipeline System, which gives us a great edge over the competition."

### Room for growth

Ms De Mey continues, "The current storage capacity of some 3.9 million cubic metres enables North Sea Port to retain reserves of liquid bulk for both short and long-term storage. This is already a huge amount, but we expect to expand this storage capacity

even further to 4.7 million cubic metres in the future."

She adds, "We have the room to invest, and we are not just saying that: it is actually happening. There are, for instance, new establishments and terminals. There are also new initiatives from companies within North Sea Port, such as the Carbon2Value initiative of ArcelorMittal and Dow Benelux." Ms De Mey says further, "Winning the award confirms that our growth and ambition has not gone unnoticed and it has given us a significant amount of international recognition."

### Thanks to you

But with all its advantages, Ms De Mey concludes that they "could not have done it without the companies and people working in North Sea Port." She continues, "The award may say North Sea Port, but it is really for all our companies handling liquid bulk. Congrats to you!"

#### MORE INFORMATION

##### North Sea Port

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**DAMEN**

# Being a good neighbour

With an exposition, several information points, and sponsorships of local importance, Ørsted has integrated in the North Sea Port neighbourhood well.

Even before winning the tender for the 752MV Borssele 1+2 project in 2016, the company nourished contact with the province of Zeeland and the port company. Talking with PortNews, Communications Manager Ørsted NL Stefan de Bruijn explains, “Our mission is to make a positive impact here in North Sea Port, which also means having a good relationship with our neighbours.”

## A positive impact

“We are well aware what kind of impact the construction of a wind park can have on the local community, and we want people to be glad we have settled here.” Mr De Bruijn continues, “We find it our corporate social responsibility to offer a win-win situation for everybody. And we know that local businesses, people, and establishments can indeed benefit from our arrival.”

He adds, “Thankfully, we notice that people here think the same way and they have welcomed us with open arms. The local community is full of energy and has offered us many possibilities and great collaborations.”

The main objective of these collaborations is to inform. Mr De Bruijn explains, “Local and regional citizens and entrepreneurs

would like to know what kind of activities are coming to their region, and we are happy to share this information.”

## Local collaborations

One of these collaborations is the new exhibition about Ørsted and Borssele 1+2 in MuZEEum in Vlissingen, where visitors can learn all about the company, windfarms, and the whole process. The company is also working on an information point in the Oranjemolen (translated: Orange Mill) for all those interested in offshore windfarms. Moreover, Ørsted has organised several meetings to inform the local community about what is already happening, and what will happen in the future.

Another collaboration is with the Zeeuwse Bibliotheek (ZB). “As the ZB has an informative function, this was a perfect match for us.” The company set up an information point in the ZB in Middelburg, but that is not all. “With our children’s book ‘Is dit mijn thuis?’ (translated: ‘Is This My Home?’) which we presented in the ZB in Vlissingen in February, we can also teach kids about climate change and the importance of green energy”, adds Mr De Bruijn.

## Local sponsorships

The company is furthermore sponsoring local institutions, such as MuZEEum. “When it comes to sponsoring, we’ve chosen to support initiatives that are truly local, informational, and have a connection with the maritime and/or sustainable industry. We must unfortunately also say ‘no’ to ample other initiatives. We have been contacted by around 100 organisations and companies over the past years,” explains Mr De Bruijn.

ØRSTED'S INFORMATION POINT IN THE ZEEUWSE BIBLIOTHEEK IN MIDDELBURG.



All photos courtesy of Ørsted NL

THE EXHIBITION ABOUT ØRSTED AND BORSSELE 1+2 IN MUZEEUM.



ØRSTED IS PROUD SPONSOR OF KNRM COAST GUARD IN ZEELAND.





Ørsted will in 2019 build the operations & maintenance site for Borssele 1+2 base in Vlissingen, Zeeland, creating 50-100 permanent and highly skilled jobs in Zeeland for its operational lifetime. Ørsted is working with several Dutch suppliers on Borssele 1+2, including Van Oord (installation cables), Sif (foundations), Fugro and Boskalis (site investigations), and Cordeel (construction of O&M base).



“Safety is a priority for us, and we are therefore the proud sponsors of KNRM coast guard in Zeeland. Since they are our neighbours, we will see each other often at sea and are likely to need their services as well. It is also a sympathetic initiative. It mostly drives on volunteers and we would like to support this.”

### Regional education

“We also work together with teaching institutions in Zeeland, such as Scalda and HZ University of Applied Sciences. By offering guest lectures, internships, and more, we help to educate future wind technicians. And who knows, they can even start working for us immediately after they graduate”, Mr De Bruijn concludes.

I. [WWW.ØRSTED.NL](http://WWW.ØRSTED.NL)



COMMUNICATIONS MANAGER ØRSTED NL STEFAN DE BRUIJN.



FROM LEFT TO RIGHT: CEO AT ARCELORMITTAL BELGIUM MANFRED VAN VLIERBERGHE, MINISTER-PRESIDENT OF FLANDERS GEERT BOURGEOIS, VP OF TECHNOLOGY STRATEGY AT ARCELORMITTAL CARL DE MARÉ AND MAYOR OF THE MUNICIPALITY OF GHENT MATHIAS DE CLERCK.

## ArcelorMittal invests EUR 160 million to reduce CO<sub>2</sub> emissions

ArcelorMittal Belgium has in North Sea Port initiated the construction of two new ground-breaking facilities to reduce carbon emissions: The Torero plant and Steelanol plant. In the early stage, the Torero plant will annually convert 120,000t of waste wood into approximately 50,000t of biocoal. The waste wood will be supplied by Renewi. Via the Steelanol plant, carbon-containing gases will be transformed into bioethanol to be used as fuel for transportation or for the production of synthetic materials. This will be the first industrial installation of its kind in Europe, producing 80 million litres of bioethanol each year.

“We want to become the sustainable steel company of the future through new breakthrough technologies such as Torero and Steelanol. They contribute to strengthening our global leadership in terms of CO<sub>2</sub> and energy efficiency in the steel sector”, comments Manfred Van Vlierberghe, CEO ArcelorMittal Belgium. The two installations represent a total investment of EUR 160 million and will prevent approximately 400,000t of CO<sub>2</sub> emissions per year in the first phase. For the financing, innovation support was obtained from, among others, the European Union and the Flemish government. The commissioning and first production are expected at the end of 2020.

## Planned R4 conversion

The R4-West and R4-East around Ghent in North Sea Port will receive a major make-over starting in 2020. The objective of this work is to secure a safer and smoother connection from, and to, the port. The project, named R4WO, focusses on a better mobility within the port and will, among others, include a new bicycle and rail infrastructure, as well as bus lanes. Activities will begin with the construction of a so-called turbo roundabout at the Eurosilo intersection that connects to the E17/E40 intersection. Three bicycle hubs will also be realised. The conversion will mean an absolute strengthening in the position of North Sea Port as a multimodal port. The accessibility by road will gain a huge boost and traffic between Ghent and the Netherlands will be better and safer in the future. The entire R4WO project costs around EUR 900 million.





OVET IS ACTIVELY DEVELOPING THE BREAKBULK SECTOR.



Photo courtesy of Ovet



PETER VAN DAEL, COMMERCIAL MANAGER AT OVET.

# A little less black

## Diversification ensures growth

With an extensive background in both Dutch and Belgium ports, Ovet's Commercial Manager Mr Van Dael is actively developing the breakbulk sector at the stevedore company. The enterprise specialised in storing, transhipping, and processing dry bulk, has over the years become known as a black bulk terminal due to its transshipment of coal. Today, Ovet is changing colour and moving towards a diversification of products. Mr Van Dael explains, "We still handle coal, but no longer for power production, mainly for the industry. Besides that, we offer a lot of value adding services, like sieving coal into various size gradations. We are also focussing on other kinds of bulk, such as wood pellets, salt, earth, fertilisers, aggregates, and density rock. We have superb floating cranes that we can move wherever they are needed, and the size of the cranes ensures that we can also target a great variety of breakbulk." With four floating cranes, OVET is capable of working in the entire Scheldt estuary. The floating cranes can be moved between the terminals in the ports of Vlissingen and Terneuzen in just three to four hours.

### Quality in bulk

Ovet offers a fine, qualitative service in bulk. The company sees its bulk and breakbulk sector growing every year. Mr Van Dael continues, "We have a great variety of clients and they are happy with our service, so we are developing opportunities to

serve them even better. For example, we deliver to the steel industry, so we focus on the development of steel products. But it is not just the steel industry that we focus on, we are looking at the general breakbulk sector, unpacked goods, crates and other goods. We are experiencing genetic growth thanks to satisfied customers that would like to continue being serviced by us." Ovet has ventilated covered warehouses and especially reserved zones for breakbulk at their locations in Vlissingen and Terneuzen. They are also connected to rail, road, and water, which gives them great modal access. Mr Van Dael highlights, "There is a lot of congestion on the roads, and these different transport options enable us to connect traffic flows and avoid congested zones."

### The next decade

The base of the high-quality services is formed by a continuous focus on the clients' demands and requirements. This diversification of Ovet means organisational adjustments are needed. "We have had quite some changes in a short time, and we are reinventing the firm. We keep on developing and these changes are chances enabling our growth." So what will Ovet look like in the next decade? Mr Van Dael laughs and says, "I expect Ovet to look a little less black."

I. [WWW.OVET.NL](http://WWW.OVET.NL)



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Vlissingen over Terneuzen in the Netherlands to Ghent in Belgium**





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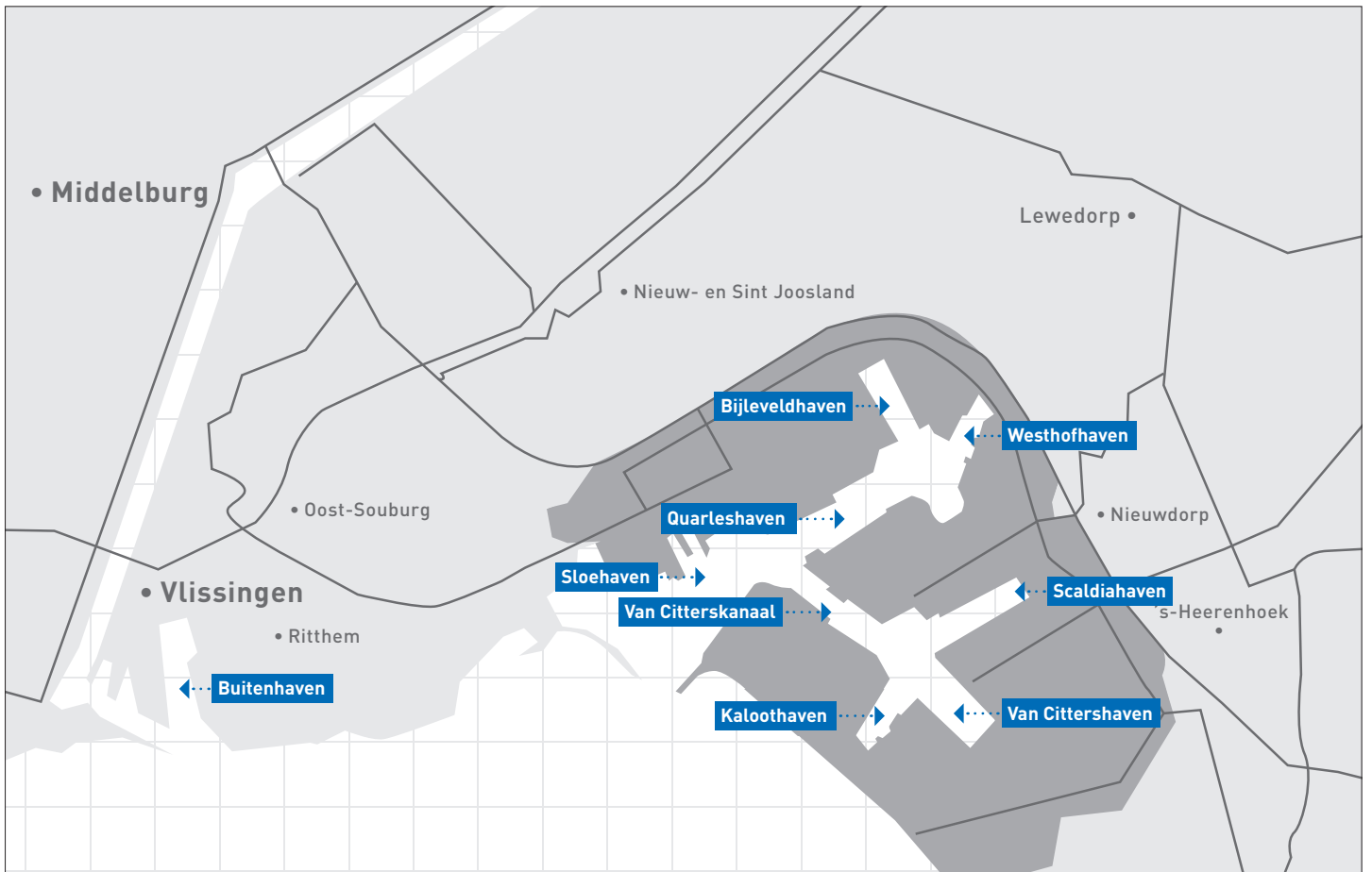
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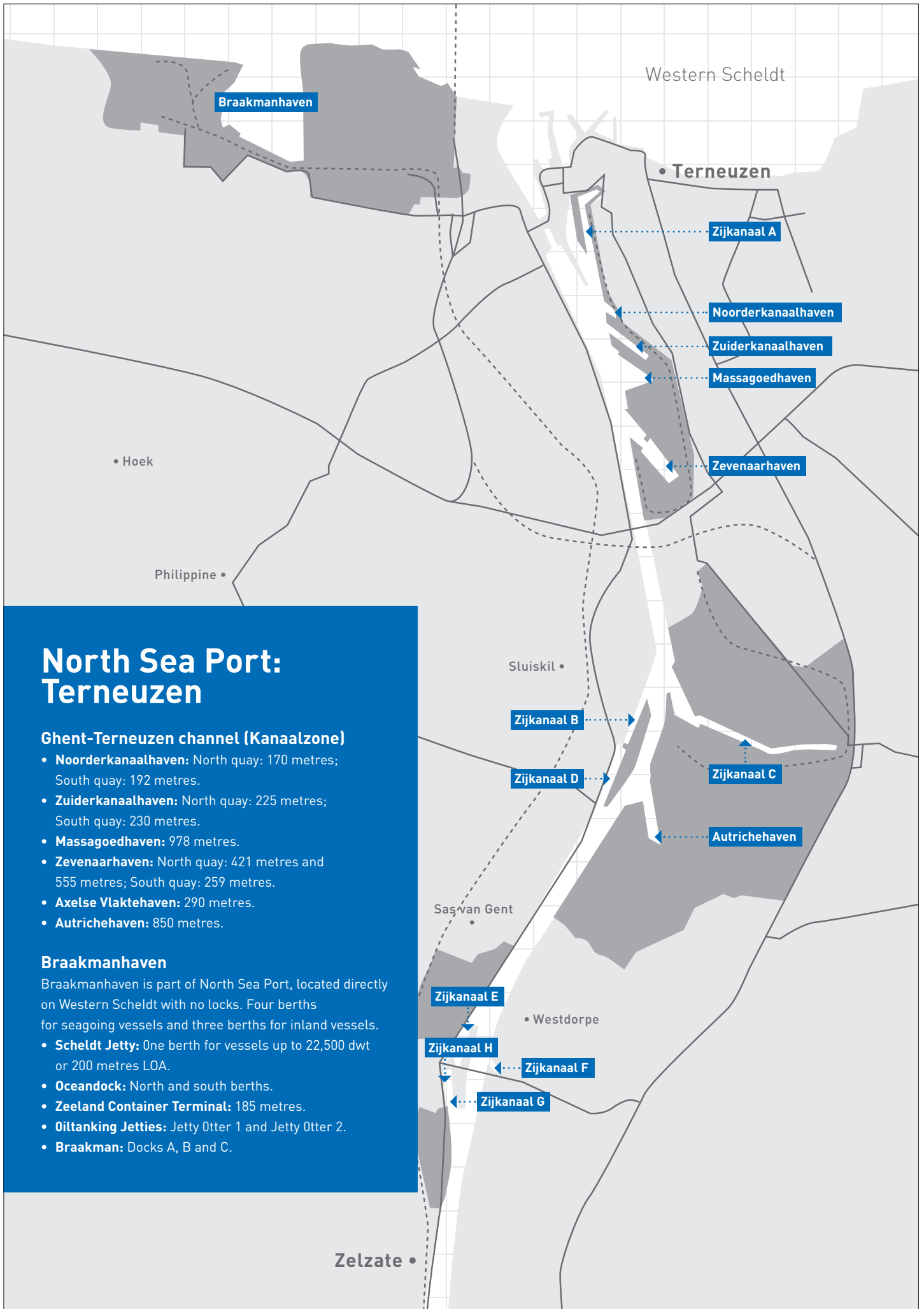




## North Sea Port: Vlissingen

- **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

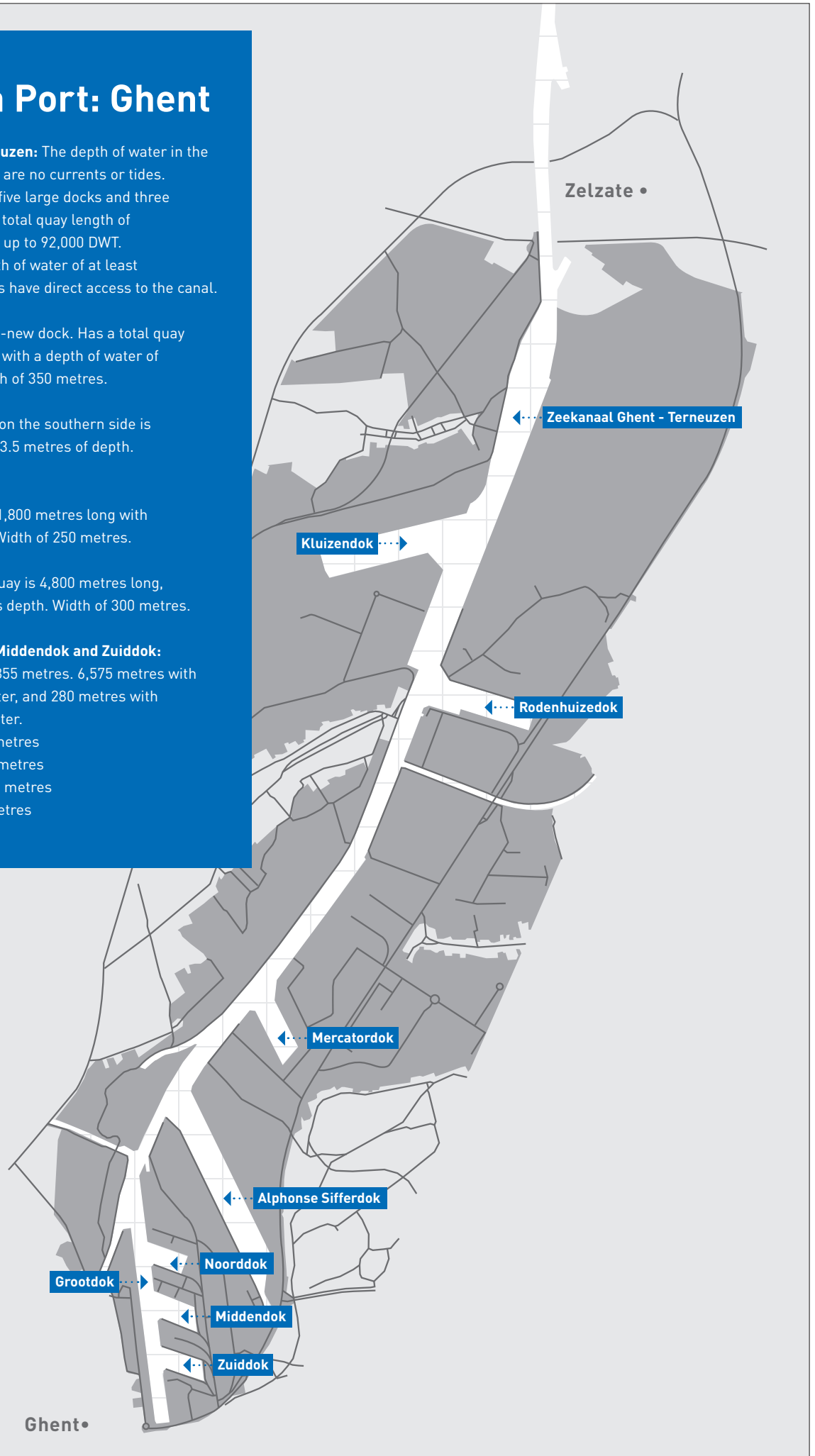
Braakmanhaven is part of North Sea Port, located directly on Western Scheldt with no locks. Four berths for seagoing vessels and three berths for inland vessels.

- **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.
- **Oiltanking 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







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	Outokumpu Stainless B.V.	<a href="http://www.outokumpu.com">www.outokumpu.com</a>	■		■			
	Ovet B.V.	<a href="http://www.ovet.nl">www.ovet.nl</a>			■		■	
	Ovet Shipping B.V.	<a href="http://www.ovetshipping.com">www.ovetshipping.com</a>		■	■			
P	Pfauth Logistics B.V.	<a href="http://www.pfauth.nl">www.pfauth.nl</a>			■		■	
	Prior Group	<a href="http://www.priorgroup.nl">www.priorgroup.nl</a>		■			■	
	PTC B.A.	<a href="http://www.ptcba.nl">www.ptcba.nl</a>		■	■			





## Participants of Zeeland Port Promotion Council

INDUSTRY	MARITIME	OFFSHORE	LOGISTICS SERVICES	SUSTAINABLE INDUSTRY	OTHER SERVICES	EDUCATION AND GOVERNMENT
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R	Rabobank Oosterschelde	<a href="http://www.rabobank.nl/oosterschelde">www.rabobank.nl/oosterschelde</a>					■			
	Rabobank Walcheren-Noord Beveland	<a href="http://www.rabobank.nl/wnb">www.rabobank.nl/wnb</a>					■			
S	Rabobank Zeeuws-Vlaanderen	<a href="http://www.rabobank.nl">www.rabobank.nl</a>					■			
	Sagro Aannemingsmij. Zeeland B.V.	<a href="http://www.sagro.nl">www.sagro.nl</a>		■	■	■				
	Saybolt Nederland B.V.	<a href="http://www.corelab.com/rd/saybolt">www.corelab.com/rd/saybolt</a>				■		■		
	Schipper Groep	<a href="http://www.schippergroep.nl">www.schippergroep.nl</a>						■		
	SDW Shipping	<a href="http://www.sdwshipping.com">www.sdwshipping.com</a>				■				
	Seacontractors	<a href="http://www.seacontractors.com">www.seacontractors.com</a>		■	■	■		■		
	Sealake Terminal B.V.	<a href="http://www.sealaketerminal.com">www.sealaketerminal.com</a>		■	■	■		■		
	Secil Cement	<a href="http://www.secil.pt">www.secil.pt</a>	■			■				
	SGS Nederland B.V.	<a href="http://www.sgs.com">www.sgs.com</a>				■		■		
	Shipyards Reimerswaal	<a href="http://www.shipyardsreimerswaal.com">www.shipyardsreimerswaal.com</a>		■						
	Shutdown Control	<a href="http://www.shutdowncontrol.nl">www.shutdowncontrol.nl</a>		■						
	Suez Recycling & Recovery Netherlands	<a href="http://www.suez.nl">www.suez.nl</a>						■		
	Sweco Nederland B.V.	<a href="http://www.sweco.nl">www.sweco.nl</a>						■		
	S.T.T. B.V.	<a href="http://www.agency-stt.com">www.agency-stt.com</a>	■	■	■	■				
	Sorteerbedrijf Vlissingen B.V.	<a href="http://www.sorteerbedrijfvlissingen.nl">www.sorteerbedrijfvlissingen.nl</a>				■		■		
	SPIE Nederland B.V.	<a href="http://www.spie-nl.com">www.spie-nl.com</a>						■		
	T	Supermaritime Nederland B.V.	<a href="http://www.supermaritime.com">www.supermaritime.com</a>			■	■		■	
		Swagemakers Intermodaal Transport B.V.	<a href="http://www.rswagemakers.nl">www.rswagemakers.nl</a>				■			
Tanido B.V. Sworn Marine Surveyors		<a href="http://www.tanido.com">www.tanido.com</a>				■		■		
Terneuzen Powder Technologies B.V.		<a href="http://www.tpt.nl">www.tpt.nl</a>	■			■		■		
The Wind Technicians		<a href="http://www.thewindtechnicians.com">www.thewindtechnicians.com</a>			■			■		
Timmerman Industrial Repairs		<a href="http://www.itimmerman.nl">www.itimmerman.nl</a>		■				■		
TMS Terneuzen B.V.		<a href="http://www.tmsnl.com">www.tmsnl.com</a>	■					■		
Try-Act EWIV		<a href="http://www.try-act.eu">www.try-act.eu</a>						■		
U		United Metals	<a href="http://www.united-metals.nl">www.united-metals.nl</a>						■	
		Van Ameyde Marine Vlissingen	<a href="http://www.ameydemarine.com">www.ameydemarine.com</a>		■		■		■	
		Van Keulen Transport B.V.	<a href="http://www.vankeulentransport.nl">www.vankeulentransport.nl</a>				■			
		Verbrugge Internationale Wegtransporten B.V.	<a href="http://www.verbruggeinternational.com">www.verbruggeinternational.com</a>				■			
		Verbrugge Marine B.V.	<a href="http://www.verbruggeinternational.com">www.verbruggeinternational.com</a>		■		■		■	
		Verbrugge Terminals B.V.	<a href="http://www.verbruggeinternational.com">www.verbruggeinternational.com</a>		■	■	■			
		Verenigde Bootlieden B.V.	<a href="http://www.bootlieden.nl">www.bootlieden.nl</a>		■		■		■	
		Verex Douane Service	<a href="http://www.verexdemeijer.nl">www.verexdemeijer.nl</a>				■		■	
		Verschelling Assurantiën	<a href="http://www.verschelling.nl">www.verschelling.nl</a>						■	
		Vesta Terminal Flushing B.V.	<a href="http://www.vestaterminals.com">www.vestaterminals.com</a>				■		■	
	Vlissingse Bootliedenwacht B.V.	<a href="http://www.vlb.vlissingen.nl">www.vlb.vlissingen.nl</a>		■		■		■		
	Vopak Agencies Terneuzen B.V.	<a href="http://www.vopakagencies.com">www.vopakagencies.com</a>				■		■		
	W	Wielemaker B.V.	<a href="http://www.wielemaker.nl">www.wielemaker.nl</a>				■		■	
		Yellow & Finch Publishers	<a href="http://www.ynfpublishers.com">www.ynfpublishers.com</a>			■			■	
		Z	Zeeland Bunkering	<a href="http://www.zeelandbunkering.nl">www.zeelandbunkering.nl</a>		■				
			Zeeland Cruise Port	<a href="http://www.zeelandcruiseport.com">www.zeelandcruiseport.com</a>						■
		Zeeland Maritime Cleaning	<a href="http://www.zmcleaning.nl">www.zmcleaning.nl</a>	■	■	■	■			
		Zeeland Refinery	<a href="http://www.zeelandrefinery.nl">www.zeelandrefinery.nl</a>	■						
Zéfranco Communicatieservice Frans		<a href="http://www.zefranco.com">www.zefranco.com</a>						■		
ZTZ Services		<a href="http://www.ztzservices.nl">www.ztzservices.nl</a>				■				
Zwaar Transport Zeeland		<a href="http://www.zwaartransportzeeland.nl">www.zwaartransportzeeland.nl</a>				■				

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

### Circulation and subscriptions

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### Editorial Committee

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

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- Judith Everaard, Marketingcommunication Advisor, North Sea Port

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