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ON THE COVER

Five years ago, Bulk Terminal Zeeland started business at North Sea Port. Back then, some people must have raised their eyebrows, as investing in new terminal facilities was not without risk. However, things worked out very well.

Photo courtesy of Scherpl Fotografie.

EVENTS

North Sea Port and Promotion Council North Sea Port 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.

15-17 SEPTEMBER 2020	Antwerp XL Antwerp	22-25 SEPTEMBER 2020	Wind Energy Hamburg	29-1 SEPT/OCT 2020	Breakbulk Europe Bremen
					
6-8 OCTOBER 2020	Intermodal Europe Rotterdam	13-15 OCTOBER 2020	Cool Logistics Global Rotterdam	27-28 OCTOBER 2020	Offshore Energy Amsterdam
					
29-30 OCTOBER 2020	European Commodities Exchange Berlin	4-5 NOVEMBER 2020	Top Transport Europe Marseille	3-5 FEBRUARY 2021	Fruit Logistica Berlin
					





Keep the spirit alive

Welcome

The past few months have been surreal to me, and I assume this counts for everyone. We became aware of the coronavirus at the end of last year and most of us then considered it a minor problem that would only involve China. Well, we all know what happened.

The corona crisis affects the port in an economic way and many companies will suffer from this. But to me, it is now most important to think of all the people that have lost their lives through the virus, and to think of those that all of a sudden have to miss friends and family. The virus is a true silent killer that hits and runs, leaving a trace of grief and unfortunately no one knows where it will end.

Dealing with this crisis as a port shows that all links in the nautical chain are crucial to make sure that the port can go on. The importance of collaboration has never been as important as now, and I am glad to see that everyone is working together to ensure that vessels still come and go, and logistics and production continues. A big compliment to all for making this happen.

With this in mind, we should also look beyond the crisis. At a certain point, hopefully within a few months, the restrictions from government will be reduced and things will start to get back to normal. It is hence important that we keep our collaborative spirit alive in order to get back to full speed. Just before the corona outbreak, the global economy was doing well and most of us profited from this situation. No one will ever forget this year, but many

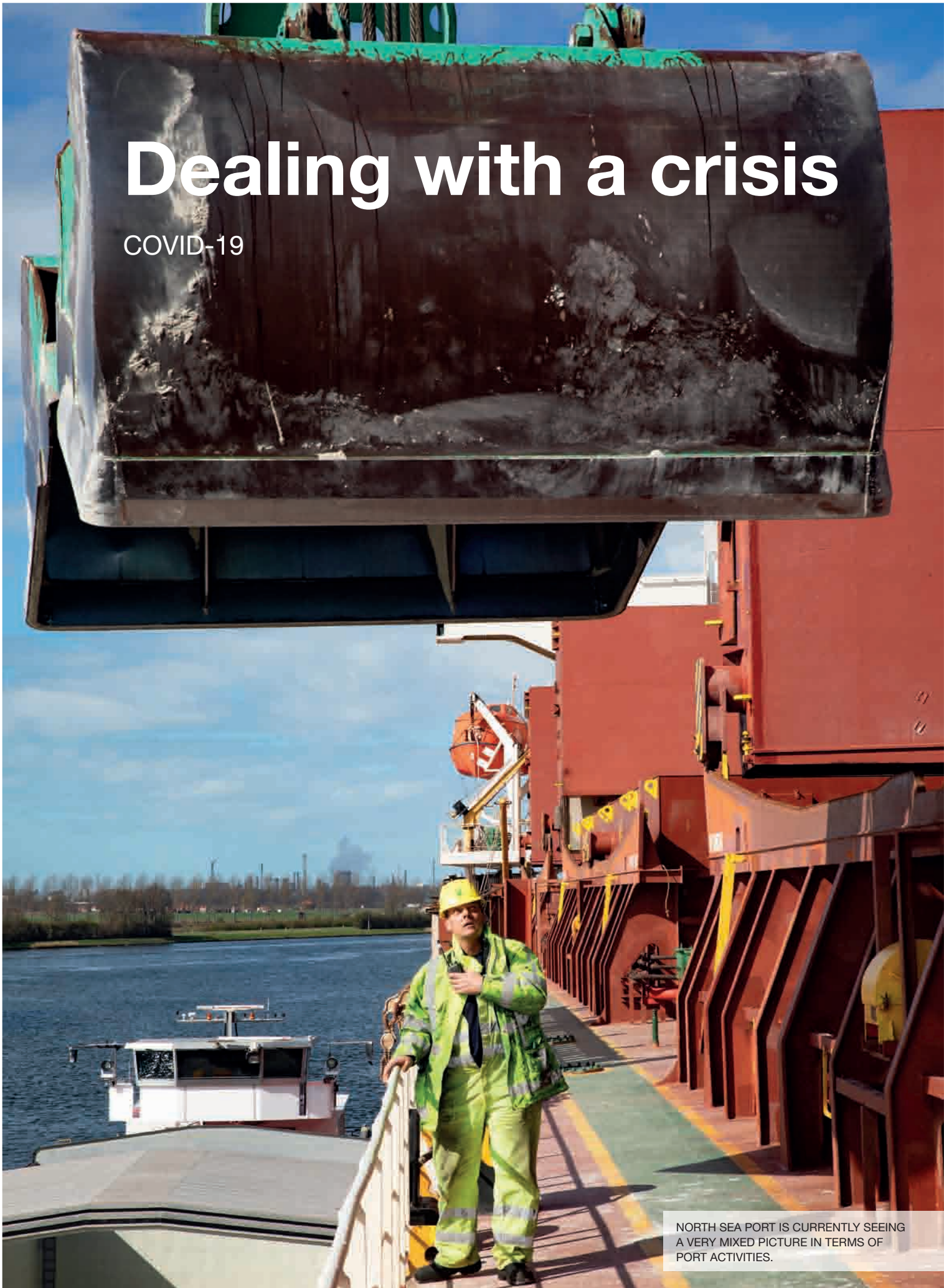


more years will come. To keep stepping on the brakes, no matter where in the supply chain, will not make things any better. This is why I call upon everyone to stay alert and aware of the ample existing and future opportunities. Stay healthy, stay safe!

Daan Schalck,
CEO of North Sea Port

Dealing with a crisis

COVID-19



NORTH SEA PORT IS CURRENTLY SEEING A VERY MIXED PICTURE IN TERMS OF PORT ACTIVITIES.

As port authority, North Sea Port manages, operates, and develops the port area. For many of us, the managerial role is not as visible as the other two, but the tasks involved should not be underestimated. An excellent example is the COVID-19 crisis that is currently putting the world upside down.

Thousands of people earn their living in production, logistics, and in all kinds of other services in the port area. Vessels sail in and out to be loaded and unloaded. And on the landside, trucks and trails keep on moving in and out, too. Meanwhile, all necessary measures need to be taken in line with the strict rules issued by government in Belgium and the Netherlands to fight against the virus. According to Daan Schalck, CEO of North Sea Port, this means all hands on deck to help business continue in a safe and healthy way. "Top priority for the port authority," he says, "is of course the health of our staff. All our offices and other amenities are closed for staff and visitors. The 24/7 port control centre, the reception, and our port inspectors are working according to adjusted schedules and with fewer people. And like in most industries, many of our staff are working from home. Staff that is crucial for port operation such as our inspectors need to carry a permit at all times in case they need to cross the Belgian-Dutch border."

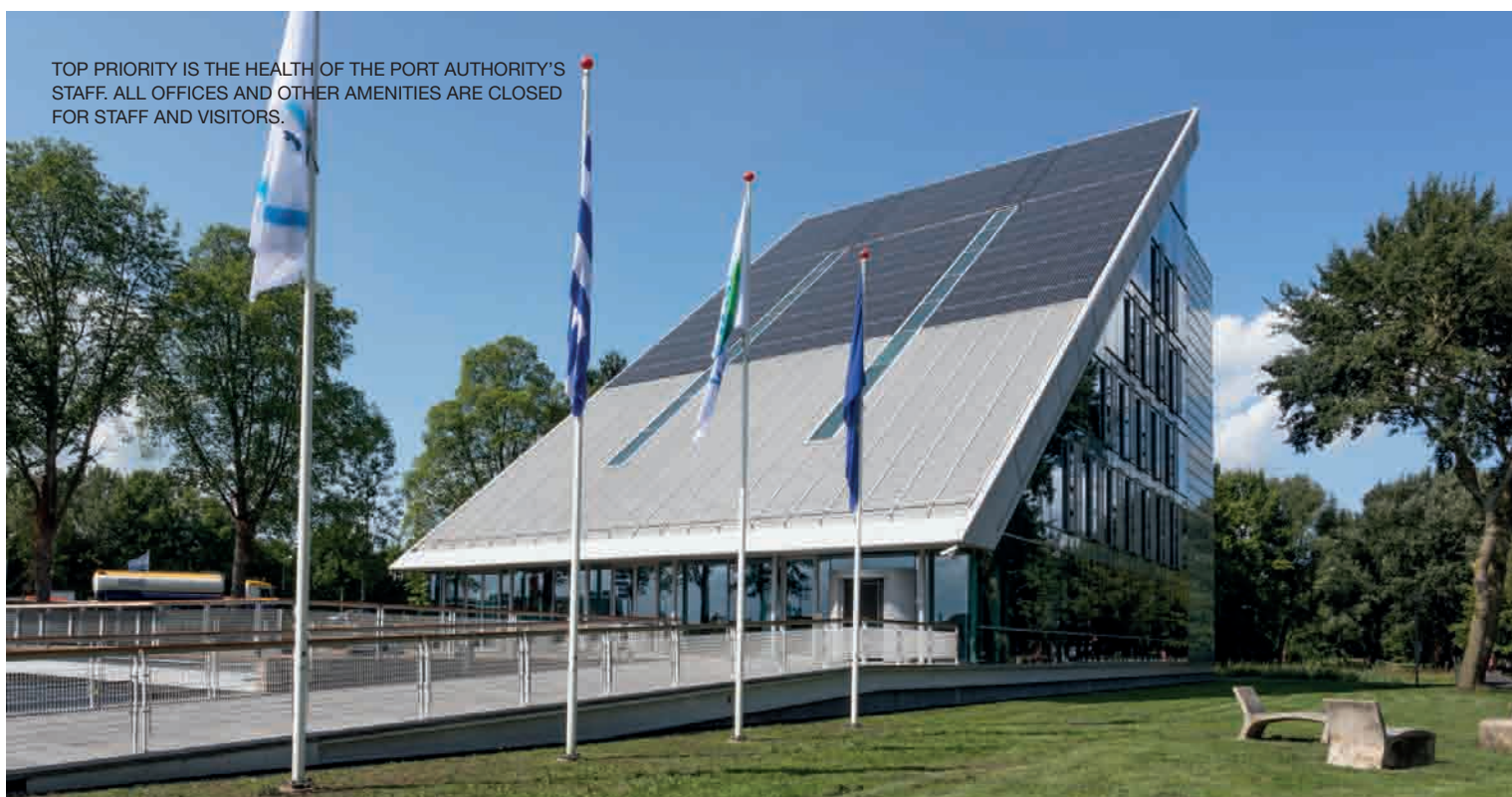
Crisis Team

Mr Schalck continues, "On 13 March, when we became aware of the situation, we first compiled a Crisis Team in order to be able to act efficiently and swiftly. First priorities of the team

are to follow and implement the measures taken by both the Belgian and Dutch government to prevent a further spreading of the virus. The team's objective is also keeping the port operational in a safe and healthy manner and deciding on the staffing of the port authority's offices. The Crisis Team acts as the first point of contact for the organisation. In the beginning the team met each other on a daily base, which was later limited to a few times per week."

Dashboard

As a next step, a dedicated Task Force became operational one week later. According to Mr Schalck, this Task Force is an addition to the Crisis Team. He explains, "The Task Force deals with the operational and economical aspects of the port. Top priority is to guarantee the supply of goods, food, and lifesaving products. For its role, a dashboard is developed to monitor the nautical services such as piloting, lock operation, tugging services, boatmen services, and the charging and discharging of vessels. With the dashboard we can keep a proper view on these services to make sure that all of them are constantly available in an efficient way." Mr Schalck is Chair in both the Crisis Team and Task Force.



TOP PRIORITY IS THE HEALTH OF THE PORT AUTHORITY'S STAFF. ALL OFFICES AND OTHER AMENITIES ARE CLOSED FOR STAFF AND VISITORS.



THOUSANDS OF PEOPLE EARN THEIR LIVING IN PRODUCTION, LOGISTICS, AND IN ALL KINDS OF OTHER SERVICES IN THE PORT AREA.

Keep in touch

To be able to keep the port running under the given circumstances, North Sea Port is also frequently in touch with its stakeholders, including the various parties within the nautical chain, other Belgian and Dutch ports, Belgian and Dutch ministries, the relevant trade associations, and North Sea Port's Business Advisory Board and Supervisory Board. "It is of course," says Mr Schalck, "of great importance to keep up to date with all parties concerned in this matter. Only in this way can we be sure that things continue efficiently and according to governmental restrictions. On a national level, we are also part of the Belgian Task Force Nautical Chain. This task force, with the Belgian seaports and all other parties in the nautical chain, including for example the Dutch pilots, aims at guaranteeing the supply of goods via Belgian seaports."

Measures taken

Companies started to contact North Sea Ports with their concerns soon after the start of the crisis. Mr Schalck comments, "Several companies get in touch with us to express their concerns. In general terms, the port economy is languishing, which has serious financial consequences for some companies. We try to help them wherever possible, for example in being benevolent in the payments of ground rent." Another effect of the crisis lies in the measures taken with regard to health. "Until now, we did not have to quarantine a vessel", states Mr Schalck. "Like always, each vessel that wants to enter our port needs to send in a Maritime Clarification of Health 24 hours in advance. In case just one single question on

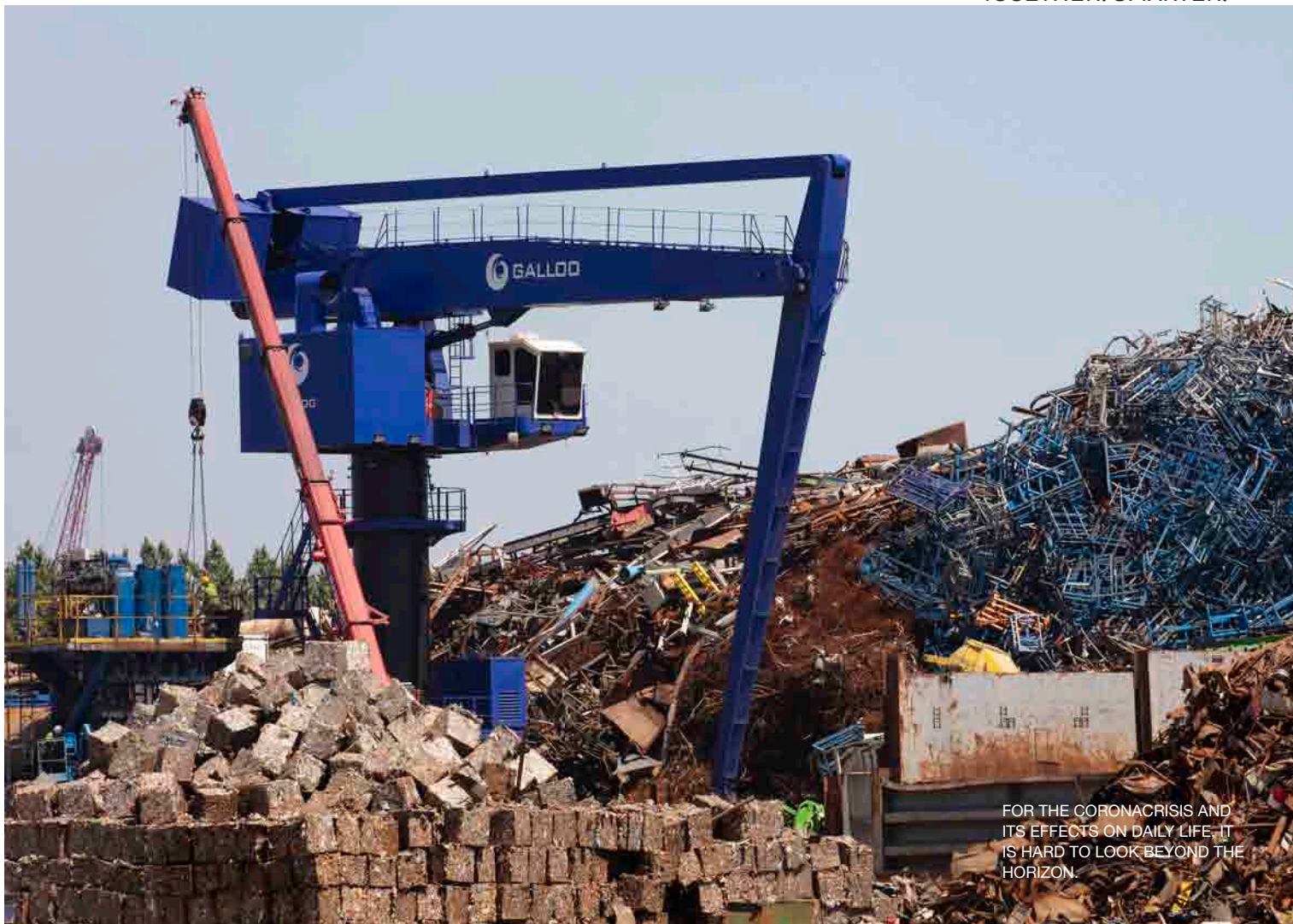


NORTH SEA PORT HAS LAUNCHED A DEDICATED CORONA PAGE ON ITS WEBSITE WITH ALL RELEVANT INFORMATION.

this questionnaire is answered with "yes", it is immediately reported to the Dutch or Belgian health authorities, as we cannot take any risks. Crew transfers in our port are much more difficult, as crew must stay on board at all times. The seamen's centres in our port are closed, although they still offer data cards that are imported for staying in touch with family. Sea and river cruise ships are at present not welcome until further notice and no port tours are allowed."

Drop down in cargo

When looking at the current situation, it is a bit too early to jump to any conclusions with respect to throughput volumes and financial



FOR THE CORONACRISIS AND ITS EFFECTS ON DAILY LIFE, IT IS HARD TO LOOK BEYOND THE HORIZON.

“ The port authority constantly monitors the situation and keeps its stakeholders informed.

effects. “We are currently seeing a very mixed picture in terms of port activities”, Mr Schalck voices. “Some companies have decided to temporarily halt their production or activities. Others are continuing to operate as before, though often with a reduced staff or they have adjusted their production. And a number of companies are actually very busy.” The recent quarterly figures of the port show a drop down of 6.6% in maritime cargo shipment compared with Q1 of 2019, whereas inland shipping remained stable. Mr Schalck explains, “So far, it looks like the effect of the virus is limited. The reduction of 6.6% means our port handled a total volume of 16.7t million of seaborne cargo. This is the average of the first quarter cargo transshipment over the last five years. Only in 2019 and 2018, which were record years, did we record higher volumes of maritime transshipment in the first quarter. As the situation will last for a while, we expect that figures in the upcoming quarters will be more affected by the virus. There is no doubt that the coronavirus is having a severe impact, not only on numerous companies in the port zone, but also on the port authority, which due to the impact of the crisis, expects a loss of income and a fall in cargo transshipment this year.”

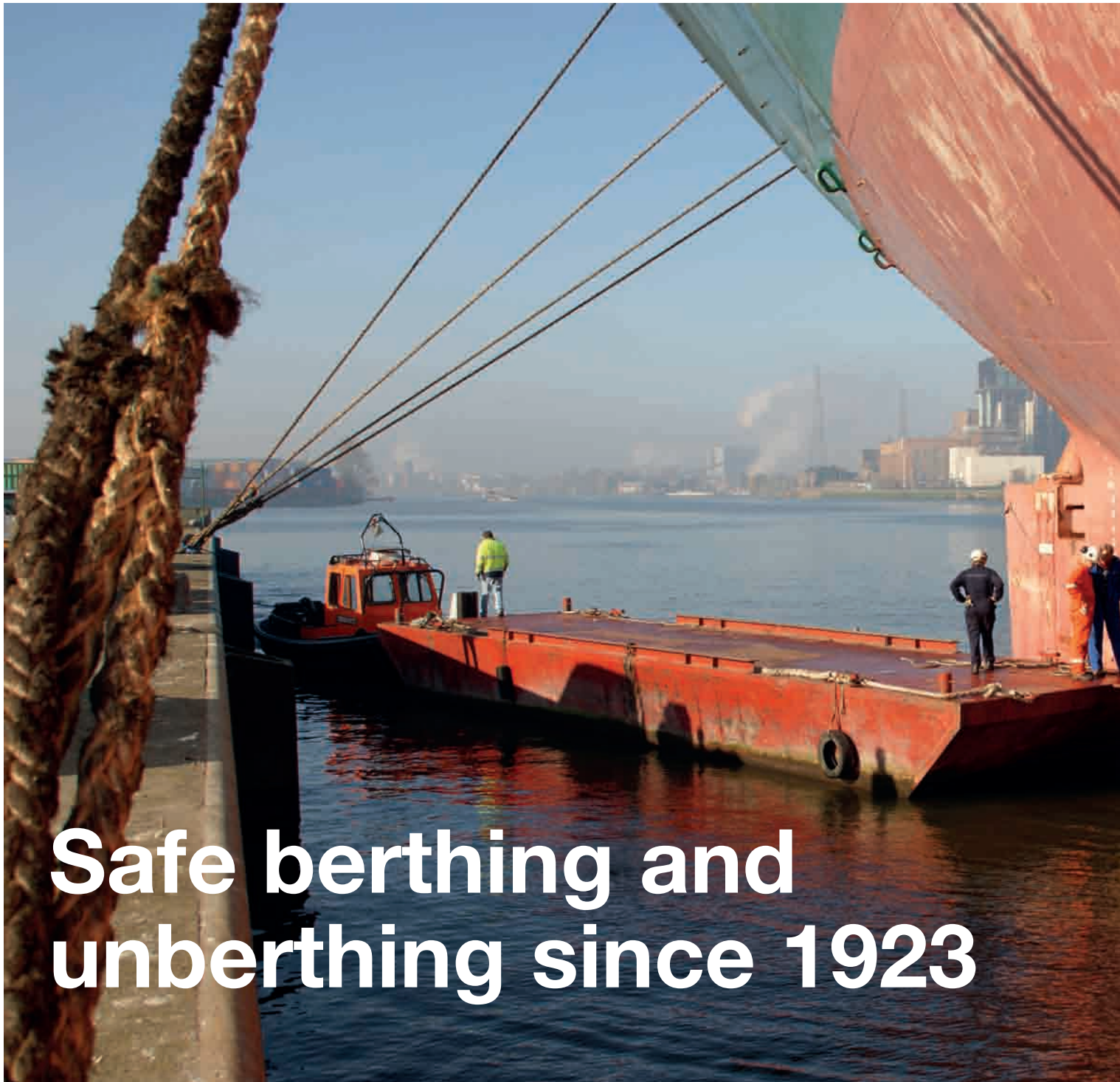
Communication

For the coronacrisis and its effects on daily life, it is hard to look beyond the horizon, but the port authority constantly monitors the situation and keeps its stakeholders informed. “Communication has never been as important as today”, Mr Schalck admits. “We have taken some adequate measures for this. First, our account managers try to keep in touch with their customers to stay informed about their situation. Apart from this, we have launched a dedicated corona page on our website with all relevant information and we post important news on our social media channels. We frequently send a digital newsletter as well and keep the press informed.”

Sense of unity

Despite the economic effect that the crisis will have on most companies in the port, some heart-warming initiatives have been taken to help overcome the virus. “Many companies are donating personal protective equipment to health care institutes in our region, as they are in great need of this. It is good to see that, despite the many uncertainties, this situation is yielding a good sense of unity within the port. And that is something we should all treasure”, concludes Mr Schalck.

I.NORTHSEAPORT.COM



Safe berthing and unberthing since 1923

De Eendracht takes care of the safe mooring and unmooring of vessels in the Ghent port area. This activity already dates back to 1885, with boatmen helping sailing vessels with safe berthing and unberthing. A lot has changed since those days though.

“Mooring and unmooring has always been an important activity in the port area, as this contributes to safe traffic in the docks and the Ghent-Terneuzen Canal”, says Alain van Gelderen, General Manager of De Eendracht. “In the nineteenth century various people provided boatmen services, but in 1923 all activities were legally combined into one company: De Eendracht (meaning unity).” De Eendracht today still remains a company with limited liability, with eight partners of which each person has a specific responsibility. Mr Van Gelderen is one of them. “In our organisation, this partnership is still a family matter for all partners. I started my career at De Eendracht as boatman in 1987 and after some years succeeded my father as shareholder. We have thus been always a privately-owned company.”

Wheelman

Soon after the establishment of De Eendracht, activities were expanded with the supply of wheelmen. Mr Van Gelderen



TODAY, DE EENDRACHT ALSO RENTS WORKBOATS AND BARGES.

All Photos except aerial, courtesy of De Eendracht.



TODAY, NORTH SEA PORT REQUIRES ALL VESSELS WITH A LENGTH OF AT LEAST 240M OR A 32M BEAM TO BE ASSISTED BY A WHEELMAN.



THE EXISTING FAST BOAT ALSO OPERATES AS AN INTERVENTION VESSEL FOR NORTH SEA PORT.

explains, “Our wheelmen go on board of the vessels departing from Ghent, where they take over the helm to assist the pilot to help the vessel sail safely through the Ghent-Terneuzen canal and onto the Western Scheldt for their final destination. Our Terneuzen colleagues operate on the incoming vessels. Today, North Sea Port requires all vessels with a length of at least 240m or a 32m beam to be assisted by a wheelman, but for other smaller vessels our wheelman assistance is also often requested so as to avoid any risk.”

Geographical region

Looking at the boatmen services, more than 3,000 vessels are assisted each year. “Every seagoing vessel longer than 80m requires our help”, states Mr Van Gelderen. As a cross-border region, North Sea Port has a unique situation of having several boatmen services. One in Vlissingen, two in Terneuzen, and one in Ghent. “For us, the merger of Zeeland Seaports and

the Port of Ghent was not really a big change. Because we are neighbours alongside the same canal, there has always been ample collaboration between the various organisations and authorities in the cross-border region. As we are all connected to, and dependent on, a good working maritime chain. We consider this a high priority. It is positive to notice that this collaboration has become more and more common use.”

Last-minute planning

Mr Van Gelderen explains that the boatman services are always a matter of short-term planning. “Our port area,” he says, “consists of quays alongside a number of docks and the canal. So, there is not much room for vessels to wait. For us, this means that our boatmen services are always a last-minute job in which the last five minutes are the most important. As soon as the vessel is close to the quay of destination, we must respond immediately. Fortunately, we can follow the process



DE EENDRACHT TAKES CARE OF THE SAFE MOORING AND UNMOORING OF VESSELS IN THE GHENT PORT AREA. THIS ACTIVITY ALREADY DATES BACK TO 1885.

from the moment the vessel enters the North Sea Port area. For this task, we are connected to North Sea Port's Enigma port management system, which is very adequate."

Other services

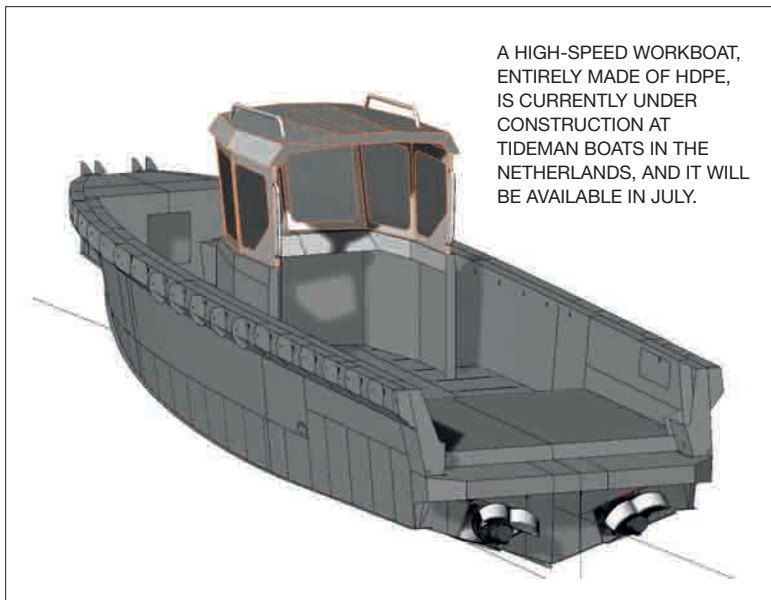
The boatmen and wheelmen services are only two activities in the long range of tasks the company is aiming at. "In 1987, we moved to our current location and from here, we have expanded our activities towards other services", Mr Van Gelderen comments. "Today, we rent working boats and barges, offer anchor handling services, and deliver goods such as provisions to, for example, vessels at the oiltanking jetty and other locations that are difficult to reach by truck. Fifteen years ago, we started to take care of the collection of household garbage from vessels by offering the use of small 1,100l containers. Vessels can now leave their garbage in the port very easily. In the beginning we handled about 30 containers per month, now we do more than 200. Next to this, we also have a taxi service to take crew to destinations on shore, for example to the airport, doctor or dentist. We started this taxi service to absorb peaks and troughs. Boatmen waiting for vessels can meanwhile drive people around, but it has now become a valued service for visiting crews. Our people know the port very well, so they can transfer crew fast and efficiently."



BOATMAN SERVICES ARE ALWAYS A MATTER OF SHORT-TERM PLANNING.

Challenges

When asked about today's challenges that De Eendracht has to deal with, Mr Van Gelderen mentions four. "Many companies in our port area do not really know what we do. Many of them ask us to follow security rules that are not relevant for us. Why



A HIGH-SPEED WORKBOAT, ENTIRELY MADE OF HDPE, IS CURRENTLY UNDER CONSTRUCTION AT TIDEMAN BOATS IN THE NETHERLANDS, AND IT WILL BE AVAILABLE IN JULY.

should we know how to park a truck on a terminal? We are not truck drivers and only operate on the quay. These measures are not efficient and often time-consuming.” As a second challenge, Mr Van Gelderen mentions the new lock that is currently under construction near Terneuzen. “With the new lock, capacity at the lock system will rise. Of course, more vessels are good for us and we are very happy about that, but not when this leads to big fluctuations of traffic with higher peaks resulting in higher variation in demand for boatmen. It is good to see, however, that a lot of attention is already paid to this by those parties concerned, and boatmen services are considered as an equal partner in the chain.”

Five years

A third challenge is employment. “In general terms,” Mr Van Gelderen says, “people tend to leave a company and switch to another job after only a few years. This is not really in line with becoming a boatman, as this job requires an expensive and year-long training. It will take two years before you are able to work without someone keeping an eye on you, and only after five years will you become a fully operational, independently acting boatman. Working as a boatman means you will never have a dull moment. It is a job with abundant challenges, responsibility, and individual operations, and this is something not everyone can handle. But it is good to notice that we are still able to find the right people.”

High-speed vessel

The fourth and final challenge that Mr Van Gelderen recognises is the increasing road traffic in and around the Ghent port area. “More and more cars and trucks are moving around in our region, resulting in congestion in and around the port. As there are not many alternative routes available, this hinders our work. That is one of the reasons why we decided to invest in a new fast vessel. This high-speed workboat, entirely made of HDPE, is currently under construction at Tideman Boats in the Netherlands, and it will be available in July.” De Eendracht presently has four vessels on hand. Three flat boats and one high-speed vessel, and the new Tideman boat will replace one of the flats. “Our existing fast boat also operates as an intervention vessel for North Sea Port, so it must be available 24/7, resulting in limited deployability. The new high-speed vessel will give us the extra capacity needed to be able to move around fast and flexibly in the port.”



SINCE ESTABLISHMENT IN 1923, NOT A SINGLE HOUR OF DELAY TO SHIPS WAS CAUSED BY DE EENDRACHT.

Fixing a vessel

The job of the boatmen has not changed a lot over the years, according to Mr Van Gelderen. “Basically, mooring and unmooring has always been a matter of fixing a vessel to the quay with a rope”, he states. “Apart from the fact that we now use winch trucks when necessary, not much has changed. Two boatmen are needed for a smaller vessel, four for middle size vessels, and for the larger ones we use four boatmen and the two winch trucks. Vessels do grow in size, hence using bigger lines, but this does not always mean that the lines become heavier and more difficult to handle, as lightweight material is in use now for modern lines, such as, for example, Dyneema.”

Top priority

One thing about De Eendracht boatmen services that has not changed over the years either is the high sense of safety. “The circumstances we are working in are not without risks”, Mr Van Gelderen states. “I know this from my own experience. Therefore, we have always paid a lot of attention to safety. As a result of this, we have now been operating for many decades without serious injuries. It is good to notice that our boatmen take their job very seriously. Since our establishment in 1923, not a single hour of delay to ships was caused by us and that is something all of us can be very proud of.”

A new stage



Photo courtesy of maritimephoto.com

Five years ago, Bulk Terminal Zeeland (BTZ) started business in the Quarleshaven at North Sea Port. Back then, some people must have raised their eyebrows, as investing in new terminal facilities was not without risk. However, things worked out very well. Now, the world is looking at new challenges, though the people at BTZ remain positive.

“We are in an awkward situation,” says Jacco Geleijnse, Managing Director of Bulk Terminal Zeeland. “We still have plenty of work, but we notice that things are changing. In the port, it is not business as usual and in the offshore industry, work at sea is under pressure as crew changes are difficult. Everyone feels a bit out of habit, and things will stay like this for a while. Somehow we have to adapt and make the best out of it.”

The world's largest

When everything goes according to plan, a new crane will be delivered to Bulk Terminal Zeeland in September, which will highly increase the capacity for loading and unloading. The new crane will mark a new stage in the company's turbulent development. “A new Sennebogen 895 E is under construction for us. This crane is unique. With an estimated 390t of own weight and a reach of more than 40m, the 895 E is the world's largest hydraulic material handler of its kind.



BTZ'S QUAY TODAY IS FINE AND THE COMPANY IS MAKING THE MOST OUT OF IT.



Photo courtesy of Bulk Terminal Zeeland.

BTZ SERVICES ALSO OFFERS SPACE FOR STORING (SPARE) PARTS AND EQUIPMENT FOR THE VESSELS USED IN OFFSHORE WINDFARM CONSTRUCTION.

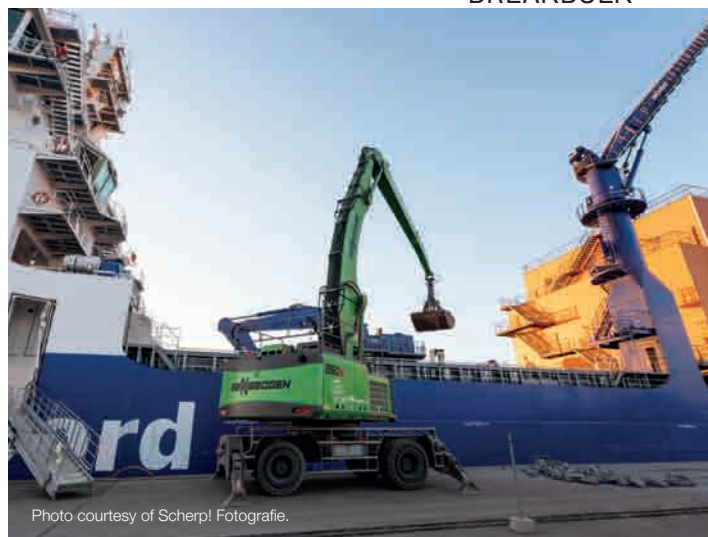


Photo courtesy of Scherp! Fotografie.

BTZ CURRENTLY HAS A 50T SENNEBOGEN.

Also, in the development of this type of crane, Sennebogen has particularly focused on energy efficiency. The crane therefore comes with an innovative energy recovery system. Our crane will be supplied with various tools, so we can use it for a broad range of cargo – from containers to bulk. We currently have a 50t Sennebogen, so you can imagine that with the new crane our capacity for loading and unloading vessels will be extended considerably.”

Looking further ahead

Many cases have been reviewed since the start of the company in 2015, and the new crane is the largest investment of the young company so far. But BTZ is looking further ahead and new investments are to be made within the next three years. “On our terminal,” Mr Geleijnse says, “we have constantly been working on optimising our facilities and software for the handling and storage of goods. And this would not have been possible without our motivated and skilled staff. Because of our expanding business, we are always looking for space, for both open and warehouse storage. Our quay today is fine and we are making the most out of it. Nevertheless, we are steadily reaching our limits on the quay and in our storage capacity, which is why we are seeking ways to expand our facilities both for our quay and storage. For this, we are talking with North Sea Port as we depend on its plans with the terrain and quay next to ours. We understand that these kinds of multi-million euro decisions take a lot of time and consideration. But we are convinced that things will turn out fine for us.”

Three activities

BTZ has 35,000m² covered storage and 11ha of open storage available behind a 225m quay. At the terminal, the company focusses on three activities: agri bulk, wind and offshore services, and commodities. Mr Geleijnse explains. “Looking at BTZ Agri, we are specialising in the storage and handling of bio grains and seeds under SKAL certification. Ample measures need to be taken to be allowed to handle and store these types of products. For this type of goods we are one of the major players in storage under SKAL certification in the Netherlands. BTZ Services handles and stores rock stones for the wind and offshore industry, and also offers space for storing (spare) parts and equipment for the vessels used in offshore windfarm construction. Those vessels often make use of our quay for demobilisation and

BREAKBULK

mobilisation, too. Finally, BTZ Commodities handles scrap and other material for steel producers and foundries.”

Best starting position

Looking at the past years, BTZ has always been in the learning mode, looking for new opportunities. “Everything we did, we actually did for the first time”, Mr Geleijnse admits. “Our daily business was, and still is, very exciting. We have learned by experience, and step by step we have changed from just a bulk terminal into a multi-purpose terminal, for which we have the best starting position. Apart from our excellent facilities, we also have a highly motivated team consisting of around

25 employees, as well as a team of flexible workforce. This is very important, as it enables us to quickly adapt to changing circumstances. We are constantly working on keeping our facilities and staff up to date with respect to requirements from authorities and customers. On top of this, we are located at North Sea Port, close to the North Sea and connected to the hinterland with congestion-free inland waterways and highways.” Mr Geleijnse considers North Sea Port a good alternative for the port of Rotterdam. He explains, “Looking at the goods that we take care of, we know that Rotterdam lacks space at the terminals. The inland waterways and highways to Rotterdam are furthermore dealing with growing traffic. This provides opportunities for North Sea Port and therefore for the companies in the port area too.”

Recognised partner

As a young and growing company, acting fast and flexibly when opportunities arise, BTZ is certainly aware of the future. “Of course,” comments Mr Geleijnse, “daily practice asks a lot from us, but this does not mean that we are not looking further ahead. We keep on investing, both in facilities and in people, aiming for expansion in a healthy future. The new crane and our plans for our quay and terrain are proof of this, as well as our efforts in quality control and IT. We are recognised by many in the market as a serious partner. We will keep on acting as a service provider for our customers in the area of loading and unloading of vessels, and the handling and storage of goods. This is what we did, what we do, and what we will continue to do. Both now, and in the future.”



Photo courtesy of Bulk Terminal Zeeland.

FOR BIO GRAINS AND SEEDS BTZ IS ONE OF THE MAJOR PLAYERS IN STORAGE UNDER SKAL CERTIFICATION IN THE NETHERLANDS.

I. BTZEELAND.NL



Photo courtesy of maritimephoto.com.

BTZ HAS 35,000M² COVERED STORAGE AND 11HA OF OPEN STORAGE AVAILABLE BEHIND A 225M QUAY.



Photo courtesy of Scherpl! Fotografie.

Gould Services gets a foothold

Providing services for Borssele III & IV offshore windfarm

The construction of the Borssele III & IV offshore windfarm is well underway. Van Oord announced the installation of the first monopiles in October last year. In March of this year, the Borssele Beta substation sailed out to be placed on its jacket at the windfarm.

Many parties are involved with the construction of the windfarm, and Van Oord recently signed an agreement with Gould Services in Vlissingen for providing offshore wind services. Gould was selected by the Dutch contractor to act as its key logistics hub for the Borssele III & IV offshore windfarm. For this task, Van Oord will also make use of Gould's offshore service base in Vlissingen.

Dedicated accommodation

The agreement contains berth facilities related to crew transfer vessels and survey vessels, providing onshore logistic services, storage and handling of tools and other related offshore equipment, as well as marine coordination. Gould will also provide the Dutch contractor with facility services. In addition, Gould has started the preparations of building a dedicated accommodation with 60 rooms for offshore windfarm technicians and management. The building will have direct quay access, so crew can seamlessly be transferred from their crew transfer vessel to hotel accommodations. For crew changes, the Gould facilities are located nearby direct road and rail connections to the surrounding airports. The construction of this accommodation is planned for after this Summer.

Spinoff

According to Arjen Pattenier, co-founder and member of the Gould advisory board, this contract has already resulted in a valuable spinoff for the young company. "The current contract," he says, "only involves the construction phase, but we have now been asked to make an offer for providing services during the operational phase as well. From our location in Vlissingen, we could act perfectly as a hub for the windfarm's maintenance."

Three core activities

The Gould management has been involved in the offshore wind construction and port logistics since the beginning of 2007. Gould is a private company with three core activities: Gould Wind Park Services, Gould Logistics, and Gould Offshore Service Base. The services offered to Van Oord are a joint effort of the three entities, in close collaboration with local suppliers.

Zeeland suppliers

For Orsted's Borssele I & II offshore windfarm project, cable solutions provider Nexans will be using the services of Gould, too. "Since we started our company, we have been working hard to get a foothold in the renewables onshore and offshore market and so far, things are doing well", Mr Pattenier states. "In the services we offer, we can profit from our excellent location in Vlissingen and from the ample experienced suppliers that Zeeland has to offer as well. Together, we can offer a broad range of services that aligns very well with our customer's requests."

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Offshore wind energy ensures growth

Lalemant prides itself on accuracy, efficiency and above all, flexibility. The business ensures reliable transportation both locally and internationally.



LALEMANT ENSURES RELIABLE
TRANSPORTATION BOTH
LOCALLY AND INTERNATIONALLY.

All Photos courtesy of Lalemant



LALEMANT HAS ABOUT FORTY BREAKBULK SHIPMENTS A YEAR ON A PROJECT BASIS.



2019 WAS A SOLID DRY BULK AND BREAKBULK YEAR FOR LALEMANT.

Lalemant is a seasoned logistics player with a wide range of services. Its services rely on four main pillars. Firstly, it is a shipping agency for the Belgian ports. Secondly, Lalemant is a large trucking company with locations all over Europe, and is mainly specialised in longer distance transport between East and West. Thirdly, the company handles inland shipping from Ghent, Belgium for the Benelux and Germany, and from Bethune in France for the French market. Its fourth specialty is maritime shipping with dry bulk cargo and breakbulk shipping from Ghent and wet cargo shipping from Antwerp, Belgium.

Offshore wind energy

Head of the shipping department Dag de Bondt explains in an interview that 2019 was a solid dry bulk and breakbulk year. Disregarding standard steel transports, Lalemant has about forty breakbulk shipments a year on a project basis. Mr de Bondt says, "When it comes to breakbulk, in spite of the fact that the price of oil recovered last year, the oil and gas breakbulk related projects were scarce." He explains that the offshore wind energy related projects have made up for the traditional oil & gas projects. Mr de Bondt continues, "The share of offshore wind related transports grew significantly in our breakbulk portfolio. In numbers, I would say wind energy related projects expanded from 20% to 40% in 2019. In this business we see that the offshore wind energy absorbs what is lost in the mining and oil & gas sector. As we traditionally provide a very strong cover for European shortsea requirements and many offshore wind initiatives are originating locally, we have some competitive advantage and solid inhouse expertise that our customers can rely on to move forward quickly. Whereas, for example, in the US Gulf or West Africa oil & gas is much more active, we might be depending on input from third parties. Europe is a forerunner in wind energy and we are happy to take part in this."

Uncertain prices

Despite the fact that there is money in the market and Lalemant generates a considerable income with breakbulk, Mr de Bondt explains, "The fluctuating prices of oil and minerals often prevent the smooth completion or succession of projects. There is, for instance, a lot of uncertainty on whether and when a mine will be expanded or a railway will be constructed. As shipping is a derived demand, this poses a serious risk for the break bulk shipping market and for our short and medium-term income. Thankfully, we are fairly

BREAKBULK

light on assets and can easily follow the trends in the market, ensuring our success so far. Our human capital proved to be a good investment.”

Challenges

Lalemant sees a further containerisation and use of Ro-Ro's on the bigger trade axes as a major challenge. Mr de Bondt elaborates, “With standard multipurpose ships, it is difficult to compete with, for example, a Ro-Ro. When the infrastructure is in place, the Ro-Ro operation is unbeatable. And that is a real challenge in the sector.” The offshore wind energy sector, though already competitive, might even attract more players. “Supply and demand is fairly well balanced for now, mostly because of the new wind energy projects. The way we see it, is that some businesses that are active in the regular oil & gas related offshore market will also look elsewhere if their demand drops further, and will end up in the wind energy market. This will create stiff competition. Retraction in fossil fuel exploitation, although we are far from it, has to happen anyway at some point and I prefer to carry the burden now, instead of letting the next generation deal with it. We are thankful to have good connections with various wind energy companies and hope that oil & gas decommissioning picks up to support demand.”

Coronavirus

The coronavirus that is holding the world's economy in its grip will also impact Lalemant's growth in 2020. Mr de Bondt voices, “I think that the short-term trend will eventually deepen and accentuate last year's trend. The oil & gas men will hit the brakes, there is no escape. I think margins will drop even further and competition will become even fiercer in the short term. That



LALEMANT SPECIALISES IN MARITIME SHIPPING WITH DRY BULK CARGO AND BREAKBULK SHIPPING FROM GHENT.

means we have to be realistic. We assume that our company will do as well as last year. And our opportunities to grow are rather slim. An increase will be hard to realise in these times, but that certainly does not mean we will not try! No matter how difficult, a disease or problem is there to be solved.”

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Ample space for big machinery

Expansion of Feyter's heavy equipment workshop

All photos courtesy of Feyter Forklift Services

Work on a large expansion has commenced on Feyter Forklift Services' site in Vlissingen. The location is home to Feyter's Heavy Equipment Division, which has been experiencing such growth in the maintenance, sale, and rental of heavy machinery that their current workshop space started to hold the enterprise back.

The expansion allows the company to adequately satisfy growing demand and uphold their service pace. The main component of the expansion is the construction of a large additional workshop space of nearly 800m². Construction of the warehouse expansion is expected to be completed by mid-June 2020. The new-to-be-built addition will almost double the size of the current workshop and spare parts warehouse to approximately 1,800m² in total.

Feyter Forklift Services has two facilities that are both located in North Sea Port; one in Terneuzen and one in Vlissingen. The Vlissingen facility handles all of the company's heavy equipment-related activities. Repairs, maintenance, sale, and rental of reach stackers, forklift trucks heavier than 10t, and



AERIAL VIEW. ON THE LEFT IS FEYTER'S CURRENT WORKSHOP AND SPARE PARTS WAREHOUSE, ON THE RIGHT THE EMPTY SPACE WHERE THE EXTENSION IS BEING BUILT.

terminal tractors are all coordinated from there. The strategic location in the Vlissingen-Oost port area allows the company to transport heavy machines both over land and water. The spacious new workshop area will be dedicated to the heavy equipment that Feyter's Vlissingen-Oost site specialises in, so maintenance activities can be carried out on more machines at any one time.

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Port

Passionate about cross-border cooperation

Astrid Vliebergh

When two different companies merge into one, like Zeeland Seaports and Port of Ghent did, the process often brings about some alterations in the company structure to facilitate the unity and effectiveness of the new, combined business. In the case of North Sea Port, the merger resulted – among other things – in the creation of a new position in its commercial affairs management. PortNews sat down with Astrid Vliebergh, who holds the new post of Head of Commercial Affairs at North Sea Port.

Q: How is the commercial affairs department structured?

A: I started as Head of Commercial Affairs at North Sea Port on 1 September 2019, in a newly created position. The Commercial Affairs team that I manage, consists of three separate departments. First off, there are the commercial managers and their administrative assistants, who manage the accounts and carry out transaction work. Then there is the business intelligence team, which gathers and studies data, facts, and figures, both on general business and on specific topics such as multimodality, Brexit, and finance. Finally, there is the public relations team. The commercial affairs team works at different locations, so I try to divide my time between them. I work wherever North Sea Port provides workplaces.

Q: Can you tell us something about your personal background?

A: I studied Germanic Languages in Ghent and European Studies in Leuven. My professional career kicked off working as an intern for European institutions such as the European Parliament and the Committee of the Regions. In the European Parliament, I worked for what was then called the Committee on Regional Policy, Transport and Tourism, a field in which ports play a key role. That really sparked my interest in ports. I subsequently worked for the Province of East Flanders, developing and facilitating European projects, including projects with – then – Zeeland Seaports and Port of Ghent. Being in charge of project management, and working together with the ports enhanced the connection I already felt. After five years at the Province, I started working for one of the EU programmes, the ‘Interreg 2 Seas’ based

in France. It was a new maritime programme, based in the region between the UK and the continental side; Northern France, to (large parts of) Flanders and the Dutch coastal provinces. The project subjects at Interreg 2 Seas were very diverse, but all had a cross-border and cross-Channel character.

After five years at Interreg 2 Seas, I rejoined the Province of East Flanders, this time in a senior position. Over time, I became director of a department that focussed on economics, cross-border collaboration with the Netherlands, European cooperation, and international relations. All of those facets contributed to my knowledge of port authorities, especially of the then newly merged North Sea Port.

Q: Were you involved during the merger?

A: While I was working there as director, the Provincial Council of East Flanders also became a stakeholder – first of Port of Ghent, and later of North Sea Port. So I experienced the merger process from the other side of the table – not as decision maker, but from the administrative side. It was fascinating to witness. I still find it an astonishing accomplishment that Jan Lagasse and Daan Schalck managed to realise the merger in such a short timeframe, to get everyone involved to work together towards the same goal. I thoroughly enjoy having joined North Sea Port so early on in its existence. We are merely at the starting point, so I do hope to contribute to the rest of North Sea Port’s story. At times, it can be a disadvantage that I do not have a prior history at Port of Ghent or Zeeland Seaports, but more often, it is an advantage. I fully consider myself a North Sea Port product. I am not from Ghent, nor from Zeeland Seaports. I am from North Sea Port.



ASTRID VLIEBERGH, HEAD OF COMMERCIAL AFFAIRS AT NORTH SEA PORT.

“ I am not from Port of Ghent, nor from Zeeland Seaports. I fully consider myself a North Sea Port product.

Q: It sounds like those previous positions you held were naturally leading up to your current post. Is that coincidental?

A: Cross-border cooperation and the vicinity of ports were the red thread throughout my career, that is very true. And while ending up at North Sea Port feels very natural, it wasn't part of a specific plan – the path leading here just formed itself along the way. I have always had a pronounced interest in what happens in ports. From the first European projects I worked on, I found it fascinating to see how a port's ecosystem works and how it interacts with the world around it. How different parties and actors work together, especially when that cooperation transcends borders, has always been where my heart lies, in every position I have held and every project I have worked on. What is new for me, is the actual business of the port authority; all its activities and mutual relations. It is a lot! Luckily, I can draw on some prior knowledge of the context.

Q: What are your ambitions as Head of Commercial Affairs?

A: North Sea Port could have opted for a distinct commercial profile; I did not bring that to the table. Instead, I hope to play other trump cards, especially in facilitating our commercial managers. To reach objectives, to help realise projects with customers, and attract new activities to North Sea Port. That is what I see as my mission. I find it very important to facilitate mutual cooperation between players, in addition to attracting new activities that further enhance embedding and retention, so that the ecosystem within North Sea Port grows even stronger.

Q: Current times present various societal challenges. Do you have a particular focus there?

A: Sustainability, CO₂ emissions, energy, both in energy efficiency and the transition to alternative sources, as well as matters regarding innovation, digitalisation, multimodality, and mobility are all big current issues. I do not believe one particular issue is more significant than others. They are impossible to compare and they all have an impact. What is interesting to me is the interaction between commercial business and societal challenges. How does a company, or in this case a group of companies, handle these issues on the one hand, and their operational management on the other? Being Head of Commercial Affairs requires me to always think outside the box. Naturally, North Sea Port is not a specialist on all these different terrains. But we keep our minds open and our tentacles extended in all directions. When a client wants to discuss a certain challenge with us, we call in the wide variety of expertise we have in-house.

The companies within the port area are competitors, colleagues, and sometimes a bit of both. How do we create the framework of an excellent port around them, so that they can optimise their activities? That is the commercial approach I want to uphold.

Q: Is there anything you would like to say to the PortNews readers?

A: I want to extend an invitation to the companies within North Sea Port. Our door is always open for dialogue if a company wants to discuss something with us directly. As far as we are concerned, the earlier, the better, so that we can actively assist in making plans concrete. There are 525 companies in North Sea Port. Their input is of great importance to me and I am looking forward to getting more acquainted with them. The commercial managers might be the first point of contact, but whenever possible, I will join the dialogue, negotiations or company visits. The more companies I know, the better I understand what their activities entail and how we should lay out our commercial strategy in the future.

I. WWW.NORTHSEAPORT.COM



LIQUID POLLUTIVE WASTE IS
A NICHE PRODUCT.

All photos courtesy of S.T.T. Forwarding

Forwarding a niche product

Even today, with everyone dealing with uncertain perspectives caused by COVID-19 and low oil prices, business in the North Sea Port continues as usual, albeit on a lower scale. Ships still sail in and out for loading and unloading cargo, and office operations related to these activities are still ongoing as well, but with unusual restrictions such as fulltime working from home. Remko van Reems, Commercial Manager of S.T.T. Forwarding, is no exception here, and we have a word with him by telephone about this young company.



FROM SMALL TO LARGE, S.T.T. FORWARDING TRANSPORTS EVERYTHING WITH WHEELS.



MR VAN REEMS, COMMERCIAL MANAGER AT S.T.T. FORWARDING: "WORKING FROM HOME IS FEASIBLE OF COURSE, BUT I MISS THE VALUABLE INTERACTION AT THE OFFICE AND WITH THE MARKET."

"It is certainly not business as usual", he says. "Working from home is feasible of course, but I miss the valuable interaction at the office and with the market, where I notice a lack of initiative because of the effects on the market. Also, as most people are working from home, they are more or less in a restricted mode, though everyone is trying to make the best out of it."

2016

S.T.T. Forwarding originates from April 2016, with Mr Van Reems acting as Commercial Manager from the start. He explains, "S.T.T. Forwarding is the natural predecessor of the company I owned from 2003 until early 2016." S.T.T. is a group of maritime companies managed by Marijn van Nispen and until 2016, it did not have a logistics branch. "Marijn and I have known each other for many years, and we did a large project together in 2010. A shipment with 300 containers of waste had to be transported from Ecuador to France for further processing. Marijn has a lot of knowledge in waste and I know the logistics business, so together we successfully took care of this assignment. In 2015, the same company was looking for a reliable partner to take care of a number of smaller and larger waste shipments, and Marijn decided to found S.T.T. Forwarding to be able to act as forwarder for these shipments. He asked me to join the company."

Niche product

The type of waste that S.T.T Forwarding deals with is, according to Mr Van Reems, a true niche product with relatively small quantities. "The waste we take care of is often highly pollutive dry and liquid waste goods from the heavy industry such as refineries and process industry. Most of it is collected and shipped in containers, in order to avoid spillage and to be able to keep good control of it. For each transport, our customer has someone on site both upon leave and upon arrival of the goods to check if everything takes place as desired and required. Trust is very important, and our customers must rely on us and our capabilities in taking care of the transport of their waste safely, securely, and according to the ample strict local, national, and international rules." Another aspect in this kind of transport is time, according to Mr Van Reems. "Because of the strict rules

THE COMPANY ALSO ARRANGES TRANSPORT OF OTHER PRODUCTS, RANGING FROM HERBS AND INTESTINES TO MACHINERY AND METALS.



Next to Ro-Ro, we also arrange transport of other products, ranging from herbs and intestines to machinery and metals.

and many permits required for each country that the shipment has to pass through (this also counts for the territorial waters of these countries), it can take up to nine months after our first price quotation until a transport actually takes place. This means that it is very difficult to make predictions for this type of business.”

Stable basis

Apart from waste, S.T.T. Forwarding also arranges the transport of other goods that require a more regular way of doing business. “In our industry, customers tend to be very loyal and when I joined S.T.T. Forwarding, a large number of customers from my former company continued to do business with me. Next to the containerised chemical waste, we also take care of arranging transport of a broad range of Ro-Ro material. From small to large, we transport everything with wheels”, says Mr Van Reems. “For one of our customers we arrange the transport of material bought from auctions from Turkey via Zeebrugge to Africa. Next to Ro-Ro, we also arrange transport of other products, ranging from herbs and intestines to machinery and metals. Arranging transport of this type of goods gives us a stable basis for dealing with ad hoc waste activities” Most of these operational matters are handled by Bas Schelfhorst, who joined S.T.T. Forwarding in the Autumn of 2016.

Face to face

With this broad package of goods, no day is the same at S.T.T. Forwarding, which is exactly what Mr Van Reems likes about his job. “In this business, we have to deal with many unsuspected and challenging issues almost every day. I also like the international aspect of our business. I deal with customers from all over the world. And, although with today’s facilities it is not always necessary, I have learned that meeting customers in person is crucial, certainly in the beginning. I therefore travel a lot, for example to attend trade shows and to join trade missions. One should realise that a person you meet at an exhibition for the first time could become a loyal customer many years later. At least, that is what happened several times during my trips. Face to face contact is still very important, and meeting as many people as possible really is a joy to me.”

Closing entry

Mr Van Reems mentions another part of his job that he enjoys. “With our business, we are part of the waste management process. We arrange the shipment of waste from producers to companies that take care of recycling or proper processing. While earning a living, we also contribute to a greener world, which I really like. However, looking at this and within today’s perspective, Mr Van Reems sees a big challenge. “The process of recycling starts with the initiative of the waste producer. He decides when it is the best time to recycle. In uncertain times, he will tend to postpone the shipment and recycling of waste as long as possible in order to save money. This way it will become a company’s closing entry, which is bad for business but ultimately for the environment as well.”

I. STTFORWARDING.COM

Aiming for expansion



All photos courtesy of DOC Logistics.

Until a few years ago, the Buitenhaven in Vlissingen was one of the quieter places in North Sea Port, with only a few operating companies. This has however changed since it is now an important service location for the offshore industry.

One of the companies that has chosen the Buitenhaven as a home base is DOC Logistics.

The company settled down here in 2017 and many projects have been executed from here since. Time for a word with Managing Director Dave Hangoor.

Satisfactory

“A lot has happened since the last time we spoke.” says Mr Hangoor [read PortNews 2017, issue 4, page 32]. “And although we are currently in a period of uncertainties, some interesting projects are planned for the near future as well, so business is still quite satisfactory for us.” In the past few

months, the company has been internationally involved in various projects with the semi-submersible vessels of Cosco Heavy Transport, for which DOC operates as full marine technical and operational service provider. When looking at cable spooling and storage on the Vlissingen yard, it has been a bit quieter in the last four months. “We are now working towards a new long-term cable storage project and a new two-year storage contract. I expect this to be awarded before summer”, Mr Hangoor states. “And this year, Cosco Heavy Transport will come to us with four semi-submersible vessels for demobilisation and mobilisation works. The first one arrived at the end of April, and Multraship’s Cormorant lifting the two buoyancy casings from foredeck to their position on the aft resulted in an impressive view for everyone passing by.”

Swan Hunter

DOC until recently had a partnership with Swan Hunter for the spooling yard activities, but Swan Hunter has decided to take a step back as joint partner and from the port logistics business, although the company will remain involved in DOC’s activities. “Swan Hunter joined us in 2017 as a partner to set up the DOC-Swan Hunter Storage and Spool Yard at the Buitenhaven and



DOC OPERATES AS FULL MARINE TECHNICAL AND OPERATIONAL SERVICE PROVIDER FOR COSCO HEAVY TRANSPORT.

“ We offer a broad range of services that are all related to offshore logistics and reach further than just storage and the spooling of cables.

business has been doing well since the start. Swan Hunter has however decided to leave the partnership and focus on their own engineering activities. Despite of this, we will continue to work closely, with Swan Hunter providing engineering services.”

DOC Logistics

With the exit of Swan Hunter came the right moment to change the name of the company. “We decided to change the name of our activities to DOC Logistics”, Mr Hangoor explains. “We offer a broad range of services that are all related to offshore logistics and reach further than just storage and the spooling of cables. We already discussed the semi-sub heavy transport projects with Cosco Heavy Transport. On our 20,000m² yard we also own facilities and equipment available for rent for on and offshore repair of power cables and for the mobilisation and



DOC STARTED ITS ACTIVITIES MORE OR LESS WITH TEMPORARILY MOORING AND DISCHARGING FACILITIES SUCH AS PONTOONS.

demobilisation of (cable-laying) vessels. For the latter purpose, we have 24/7 direct open water access, and 300m of mooring capacity with Ro-Ro capabilities at a water depth of 10.5m LAT. This capacity will hopefully be extended soon.”

Expansion plans

On the yard, DOC is at present working on developing an unused part of the terrain for storage and small-scale logistics operations. “Next to expansion on our current premises,” Mr Hangoor says, “we are discussing the extension of our location with North Sea Port and the local authorities. We started our activities over here in 2017, more or less with temporarily mooring and discharging facilities such as pontoons, with the intention to move towards the area next to our office as the ideal storage location solution. This plan was however not executed and now we have our eyes on part of the Buitenhaven that is currently leased from North Sea Port by the Ministry of Defence. Their 250m long quay with jetty alongside would be perfect for our operations and would also be an economic benefit for Vlissingen. It would be a good solution for us if we could lease this terrain for further development. The Dutch Navy or any other interested party will of course be allowed to make use of the jetty when needed. The jetty is currently not used at all, which is a pity as there is never enough mooring space in a port area.”

Superb mooring facility

“In the current market situation,” Mr Hangoor continues, “DOC is mainly aiming to keep existing business alive with appropriate marketing tools. Any long-term planning is difficult. It is thus fair to say that matters concerning the Defence jetty moving slowly are not in our disadvantage. Nevertheless, the Buitenhaven is the ideal spot for all kinds of cable handling and maritime activities and the advantages are evident for us. Our plans would further promote the development of the Buitenhaven. I hope we can soon come to a satisfying solution for everyone concerned. So that when this storm has passed and life has returned to relatively normal, we will have a superb and flexible additional mooring facility on this offshore hotspot.”

Damen Shiprepair Vlissingen

Megayachts are secret to success

In times of crises, a little bit of luck and the ability to adapt can make all the difference. That certainly proved to be the case for Damen Shiprepair Vlissingen. When the offshore market collapsed some years ago and the ship repair business dwindled, a new venture showed up on the horizon.



Damen Shiprepair Vlissingen (DSV) has a long and distinguished history of maintenance, repair, and conversion of all types of seagoing vessels and offshore installations. At one time during its history, it even built planes. However, the focus has always been on commercial projects such as tankers, bulk carriers, ferries, offshore vessels, and even naval vessels. The one type of vessel it had not really considered was the superyacht. Or in the case of DSV, the megayacht. But that is exactly the type of vessel that has made DSV so successful in recent years, explains Managing Director Peter Sterkenburg.

“Damen Shiprepair Vlissingen has recently had a few good years, and one of the main reasons for this is the fact that we are increasingly known as a trusted partner for the repair and refit of megayachts, yachts of more than 100m long”, he states. Right around the time when the offshore market collapsed, business slowed down at DSV. There were fewer ships being built and older ships were being scrapped and thus needed fewer repairs. “So we were working with Damen Schelde Naval Shipbuilding (DSNS), focussing on Marine refits”, recalls Mr Sterkenburg. “We then encountered a lucky break, which is



All photos courtesy of Damen Shiprepair Vlissingen.



DAMEN SHIPREPAIR IS THE GO-TO PARTNER FOR LOCAL FERRIES, INCLUDING THE PRINCESS MÁXIMA SEEN HERE IN DRYDOCK.

DSV HAS A PROUD HISTORY OF CARRYING OUT REPAIRS ON ALL TYPES OF SEAGOING VESSELS SUCH AS TANKERS, BULK CARRIERS, FERRIES, OFFSHORE VESSELS, NAVAL VESSELS, AND NOW MEGAYACHTS.

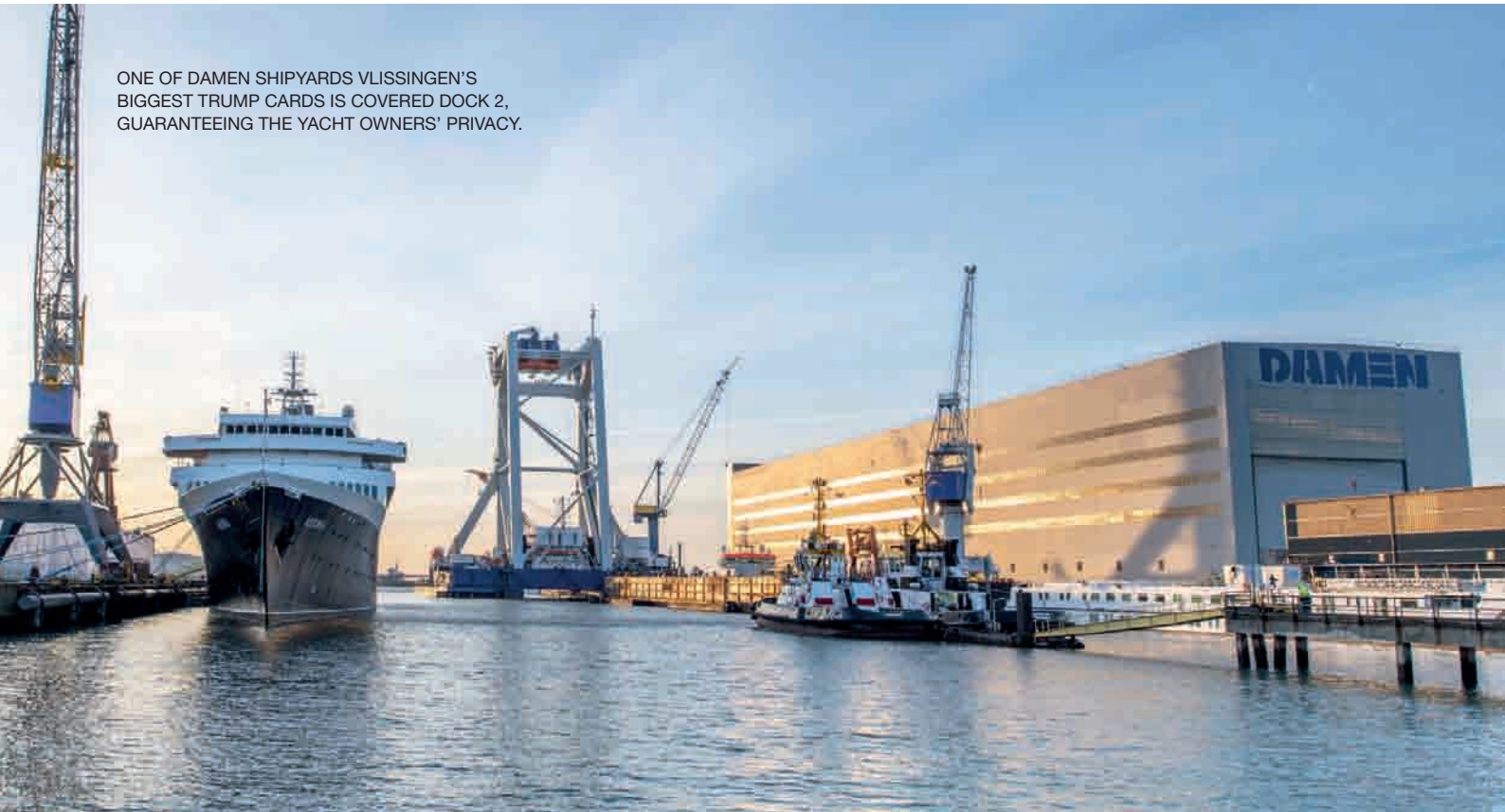
what you need in business at times. We were asked to help on a different project: the refit of a 100m+ megayacht. It was a matter of being there at the right moment, with the right facilities, and an openness to learn with support from our sister company AMELS. Because of that, we were able to complete the project to the owner's satisfaction."

First of many

It was this first project that really set the ball rolling. DSV has since completed work on various megayachts. The vessels are

brought for a variety of projects, from regular maintenance to complete renovations, and anything in between. "We have had vessels come in for a redesign of the interior, but also for remodelling the decks or even for the installation of a larger helipad", comments Mr Sterkenburg. "The timing could not have been more perfect. At the same time as seeing one part of our business significantly decreasing, this new part of the business has truly made a real difference. What I love most about the megayachts is that they keep all our people at work. We have a team of 108 skilled workers and they get to

ONE OF DAMEN SHIPYARDS VLISSINGEN'S BIGGEST TRUMP CARDS IS COVERED DOCK 2, GUARANTEEING THE YACHT OWNERS' PRIVACY.



DAMEN SHIPREPAIR VLISSINGEN HAS EXPANDED ITS ACTIVITIES INTO THE REPAIR AND REFIT OF MEGAYACHTS.

come to work every day because we have enough projects on the go."

Different kind of work

This year alone, DSV has already completed two megayacht projects and it is expecting two more towards the end of the year. "Having two yachts here at the same time stretches our resources and facilities, but we can handle it", explains Mr Sterkenburg. He adds that the expansion into megayachts

has however meant a bit of an evolution for the company. "It takes a different mindset than the kind of ship repair we were previously used to. Our workers have to wear clean working clothes, their shoes need to be clean, everything that goes on board is wrapped and protected. It took a bit of time for us to get used to working like that, but we have spent a lot of time on training. Our workers are turning it around now, by offering their own solutions on how to improve practices even further."

Internal adjustments

The move into the repair, maintenance and refit of megayachts asks for a different approach. DSV has thus made various changes to its operational procedures. This year, we had two refits at the same time, which had a big impact on our organisation. We have altered our organisational structure and appointed two dedicated project leaders per project. It worked really well, because these megayacht owners prefer to deal with the same people throughout the refit. The clients have been very positive about the project. We still need to have an internal evaluation on how it went, but I have only heard positive comments."

In addition to a different way of working, there were also some necessary logistical changes. "We have redesigned the space inside our covered Dock 2", comments Mr Sterkenburg. "With the megayachts, it is important to have plenty of storage space, because everything is taken off the vessel: railings, decking, and the likes. That requires a lot of storage space. As we prefer to keep everything in one place, we have now moved one of the workshops that was in Dock 2 to another building to create more space."

Non-disclosure agreements

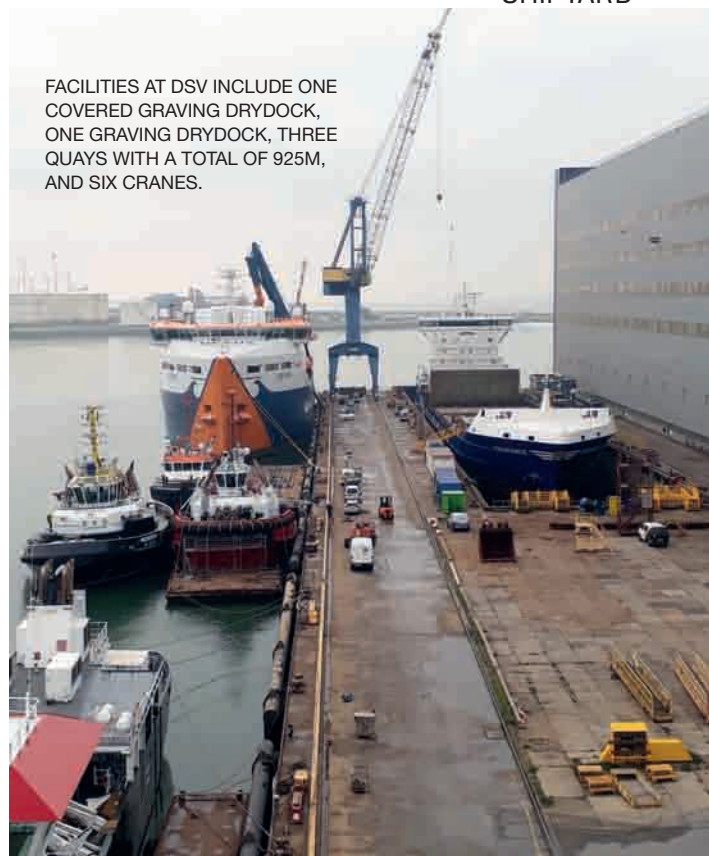
One of the challenges of working on megayachts is the secrecy surrounding the projects. Owners value their privacy and are reluctant to have their vessels seen or even photographed. One of Damen Shipyards Vlissingen's biggest trump cards is the fact

History of Damen Shiprepair Vlissingen

The shipyard was formerly known as Scheldepoort, and part of the Royal Schelde Group. Scheldepoort started in 1960 with the construction of two drydocks. Several floating docks were added in the years that followed, with the core business of maintaining, repairing, and converting seagoing vessels based in the port of Vlissingen. The Antonia, the first newbuild vessel, was undocked in 1964. In 2000, the Royal Schelde Group, including Scheldepoort, was taken over by Damen. Today, the yard is split into two separate entities. One of these is Damen Schelde Naval Shipbuilding that as its core activity builds large naval and patrol vessels. The other entity is Damen Shiprepair Vlissingen, which focusses on repair, maintenance, and conversion of any vessel type or floating object. Both sister companies work on the same site and make use of each other's strengths.

Facilities

DSV can dock vessels up to 215m, with a maximum beam of 29.8m. DSV is one of very few yards permitted to dock tankers in a non-gas-free or inerted condition. Facilities include one covered graving drydock, one graving drydock, three quays with a total of 925m, and six cranes. It also has an in-house paint subcontractor, a panelling street for the construction of large block sections, and all the equipment needed to execute the most challenging repairs.



FACILITIES AT DSV INCLUDE ONE COVERED GRAVING DRYDOCK, ONE GRAVING DRYDOCK, THREE QUAYS WITH A TOTAL OF 925M, AND SIX CRANES.

that it has a covered dock. It is often used for naval vessels, but also comes in handy for refitting megayachts. And it is not just outsiders that are banned. Anyone working on the project has to sign a non-disclosure agreement and any staff not working on the project are banned from entering work areas.

All this secrecy can make it hard for a company to publicise the good work that has been done. But there is something more important than publicity in the megayacht world, says Mr Sterkenburg. "It is word-of-mouth. Owners who are satisfied with the work you have done on their vessel will tell other yacht owners, which leads to new projects. This has certainly proved to be the case for us."

Health & Safety

While the megayachts continue to float in, other work is continuing also. There have in recent years been many naval projects for countries such as Portugal, Kenya, Morocco, Belgium, and the Dutch navy. There is furthermore a standing agreement that local ferries can always count on DSV for necessary repairs or maintenance. With all the different activities and projects going on and the large number of people working on the yard on a daily basis, the company places heavy emphasis on Health and Safety. "Each meeting we hold starts off with discussing our Health and Safety procedures and any incidents that may have happened or almost happened", comments Mr Sterkenburg. "For large projects, we contract an external HSE specialist. That brought us new insights on how to make our work practices even safer and the importance of documenting everything. We also have an annual safety day. One of the things I dread most is having to tell someone that their loved one is not coming home that day. So we do everything in our power to make sure the shipyard is as safe as it can be."

Shiprepair in times of corona

The worldwide COVID-19 pandemic has caused challenges for companies in all sectors of the economy, although the full



PETER STERKENBURG, MANAGING DIRECTOR OF DAMEN SHIPREPAIR VLISSINGEN.

scale of consequences is still unknown. When the first corona patients were diagnosed in the Netherlands, DSV was quick to ban anyone with cold symptoms from the yard. This was soon followed by a complete visitor ban and though work continued, it was executed in line with official recommendations. "Despite the coronavirus, our work has continued. We have projects to finish. But the safety of our staff always comes first, so we have ensured that everyone can carry on as safely as possible", says Mr Sterkenburg. "This is realised by keeping hygiene levels high, as well as respecting safe working distances, both in production and in offices. We are fortunate that we have so far not had much staff on sick leave. Only time will tell how the virus will impact business, but we remain positive that we can weather this storm, just like we have in the past."



North Sea Port

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



1,000 hectares of industrial sites available to investors.

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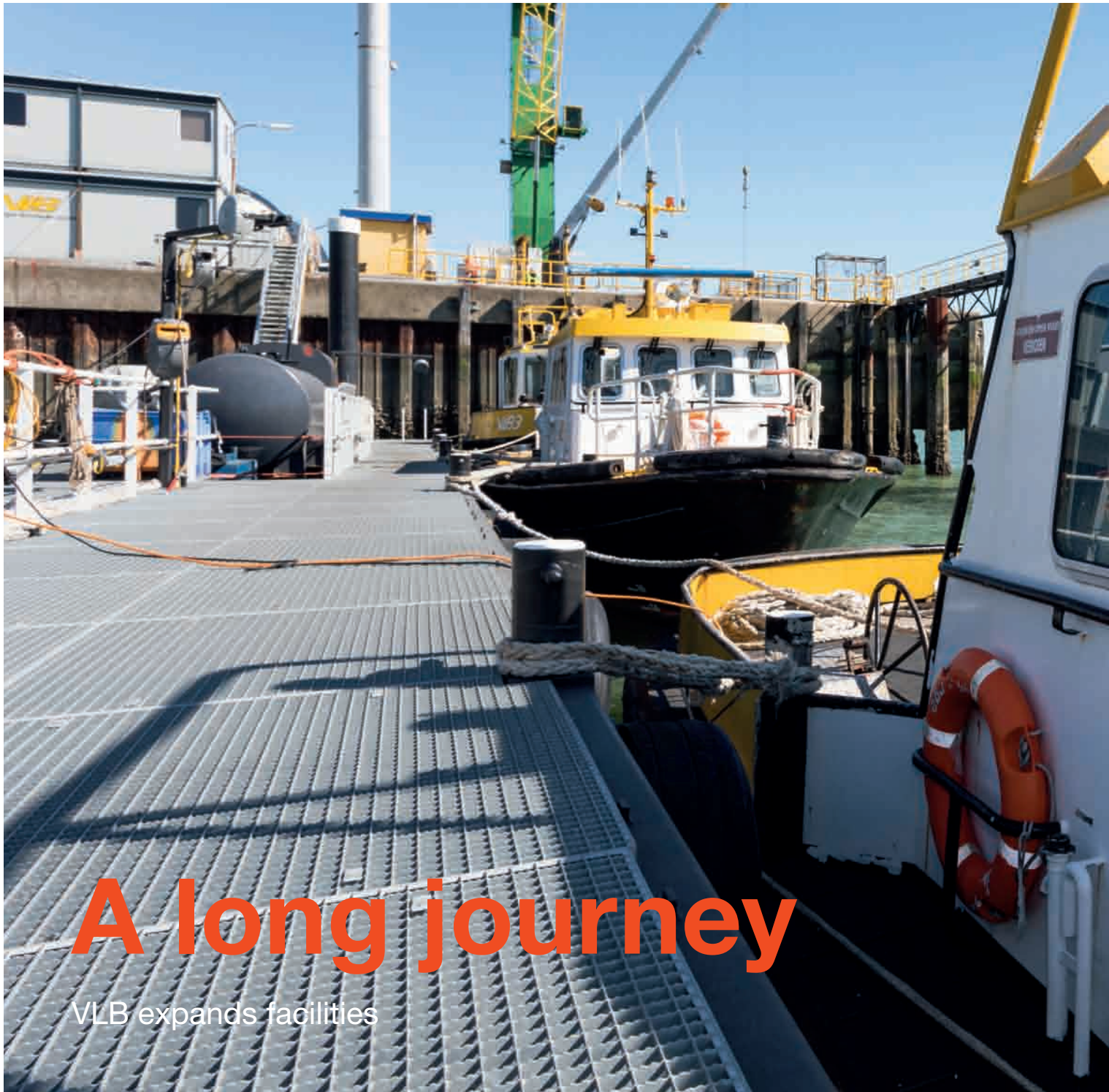
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A long journey

VLB expands facilities

Since 1971, the Vlissingse Bootliedenwacht (VLB, or Flushing Boatmen Company) is known for its service and quality regarding mooring and unmooring activities in Vlissingen. Located close to the entrance of the port area at the corner of the Quarleshaven and the Sloehaven, the company has for many decades been able to deliver, fast, secure, and safe services to many vessels. But, as we will learn from this article, the company has much more to offer.

Managing Director of VLB Wim van Splunder comments, “In 1971, my father and mother started with only one vessel over here. At that time, only a few, mainly producing companies were present in the port, leaving a lot of room for development. Throughout the years, our premises became surrounded by the activities of Verbrugge Terminals and C.RO Ports. Also, soon after the terrorist assault on the WTC in New York in 2001, ISPS rules became effective, meaning that the terminals of Verbrugge and C.RO Ports were closed by fences. Being enclosed by the two terminals and with limited access because of the security rules, our possibilities to grow and to offer the best possible service to our customers became limited.”

VLB Services

Having started with offering mooring services, VLB expanded its activities throughout the years, which a few years ago



Photo courtesy of Scherpl Fotografie.

resulted in the founding of a second company, VLB Services Company. “About 20 years ago, the number of vessels entering and leaving the port area considerably decreased because of economic downturn”, Mr Van Splunder explains. “Therefore, we decided to expand our business with other maritime services. For us, the cost of staff is relatively high. Boatmen waiting at our office for vessels that do not arrive are, of course, a waste of both time and money. We decided to use this 24/7 availability of our crew as a unique selling point. One of the first things we started with was the rental of Yokohama fenders, gangways, and pontoons. For us, this really was a leap of faith without any business plan. Luckily, it turned out to be a success and business soon expanded.” With the two companies, VLB now offers a wide range of services. Boatmen, stores delivery, and water taxi services are mainly restricted to the Vlissingen area. Other services, such

WIM VAN SPLUNDER,
MANAGING DIRECTOR OF VLB.



Photo courtesy of Scherpl Fotografie.



IT WAS DECIDED TO HAVE THE NEW BUILDING CONSTRUCTED ON THE SLOPE, PROVIDING SPACE ON THE LANDSIDE FOR PARKING, LOADING, UNLOADING, AND FOR STORING EQUIPMENT.

Image courtesy of VLB.

Through VLB Services Company, the following services are offered:

- Supply of crews and runners for in-/outbound (towage) transports, as well as trial-crews.
- Stores delivery – delivery of (cold)stores and technical equipment.
- Water taxi – transport of crews, shipping agents, surveyors.
- Assistance – render assistance during anchoring, (un)docking, and oil cleaning operations.
- Oil cleaning – add know-how and oil-recovery equipment in case of an oil-pollution.
- Towage – towing pontoons and/or hulls, positioning fenders, and oil booms.
- Equipment rental – rental of pontoons, gangways, Yokohama fenders, vessels, and oil-recovery equipment, as well as a large quantity of other maritime parts.

evident either, as space at the waterfront is scarce and of great commercial value for the port authority. Last year, things moved very quickly thanks to the great and effective efforts of North Sea Port. The port authority really did their utmost to get things arranged for us, meanwhile keeping the interests of Verbrugge and C.RO Ports in mind as well.” Construction started as soon as the arrangements were made, and now things are well underway. It was decided to have the new building constructed on the slope, providing space on the landside for parking, loading, unloading, and for storing equipment. Mr Van Splunder continuous, “It was also agreed that C. RO Ports and Verbrugge would give some terrain back to North Sea Port, after which we could lease it. Apart from additional space – we now have a 1ha terrain – this also gives us the opportunity to realise an open entrance route outside the ISPS zone. It was a long journey indeed, but I am very happy with what we are now realising.”

HACCP compliant

The new building will have a two-story office of 17.5m by 15m and a 30m by 17.5m warehouse. Part of the warehouse will be conditioned controlled and will have room for seventeen pallets of refrigerated products and another seventeen pallets of frozen products. “We are looking forward to this new storage facility,” Mr Van Splunder states, “as now we are using various containers located all over the place. With these new HACCP-compliant storage facilities, we do not intend to compete with terminal operators and other logistic service providers. It will only be used for short-term storage by, for example, ship handlers who want to have a certain level of stock in the port area, so they can swiftly respond to last-minute requests for goods from vessels. With our 24/7 availability, we help them with delivering goods to the vessels, even at night and in the weekends.” Next to the building, a 17.5m by 18m additional space is left for future development. Mr Van Splunder voices, “For now, this terrain will be used for trucks to park and turn. Depending on what will happen in the

as rental of equipment and the supply of crew, are also offered further away in, for example, other ports.

Complicated

As the company grew, VLB often discussed expansion at the current location with the port authority, Verbrugge, and C.RO Ports. Other options in the port area were also investigated. Finally, it was decided last year to stay and build new larger office and warehouse facilities. “I think we have been working on the expansion for about fourteen years now”, says Mr Van Splunder. “Things are quite complicated. Expanding over here would mean that Verbrugge and C.RO Ports had to make room for us. Other options in the port area are not

near future, we can decide whether to keep this space open or to expand the warehouse. In fact, in the construction of the warehouse, expansion is already taken into account.”

Mooring space

A new to construct offshore platform will be used for loading and unloading vessels. The existing jetty is also completely renovated and a new one is under construction, providing the company with ample mooring facilities. “With the extra jetty, we will have sufficient mooring space for our vessels”, Mr Van Splunder says. “So, they will have more freedom of movement. In the current situation, due to tide, current and waves, our vessels are easily damaged as they bump into each other easily, making additional regular maintenance necessary. This can be avoided with the additional mooring space, which saves us a lot of time and money.”

Top priority

Despite the expanding services, the boatmen activities are still very important for the company. “No matter how,” says Mr Van Splunder, “most vessels entering the port area need our service to be able to moor and as the sole boatmen service provider in the port, this will remain our top priority. The work of our boatmen should not be underestimated. Together with STC in Rotterdam, we have our dedicated three-year course for training people for the job. For this work, we do not necessarily rely on people with a maritime background. We attract people from various branches, ranging from fishery, inland shipping, but also from producing industries. Being a boatman means that you have a lot of autonomy. Work is also very unpredictable, which means that no working day is the same.”

Important role

Being on the water in the port area means that VLB sees a lot. “We are constantly sailing around in the port area with our vessels,” adds Mr Van Splunder, “which means that when something occurs that requires some kind of interference, we are often the first on the spot. We are more or less the eyes and first-aid of the port authority.” Today, collaboration between the various maritime service providers, the port authority,

A challenge

It took some years to come to an agreement on the definite expansion plans of VLB. North Sea Port played an important role in the final result. Daan Schalck, CEO of North Sea Port, says, “For a port, boatmen services are crucial. VLB has been involved in the mooring of vessels almost from the start of the Vlissingen-Oost port area, and since that moment has witnessed the growth of the port activities. VLB too expanded throughout the years, and it was evident that a solution had to be found for new and larger facilities. This certainly was a challenge, as many interests were involved. With the constructive collaboration of all parties concerned, a positive outcome is created for everyone. This way, the activities of VLB in order to assist in safe and efficient traffic in our port, will be future proof. North Sea Port wishes the company lots of success!”



DAAN SCHALCK, CEO OF NORTH SEA PORT.

and other authorities is excellent. “As traffic on the Western Scheldt and inside the port area increases and the sizes of vessels grow, safety, efficiency, and timing are becoming ever more important”, says Mr Van Splunder. “With today’s fine collaboration, we have all achieved a lot in this matter. Working and talking together really helps to have a safe and efficient operation and I am proud that we play an important role in this with our team.”

I. VLBVLISSINGEN.NL

CONSTRUCTION STARTED AS SOON AS THE ARRANGEMENTS WERE MADE, AND NOW THINGS ARE WELL UNDERWAY.



Photo courtesy of Scherp! Fotografie.

Breakthrough in steam recycling

Recompression technology delivers

A small-scale pilot project with steam recompression at the Dow site in Terneuzen has proven that reusing steam in industrial processes is not only technically feasible, but is indeed a great way to reduce CO₂ exhaust gases.

AERIAL VIEW OF DOW TERNEUZEN.



Photo courtesy of Dow Chemical

After a nine month trial period, the numbers are in. The machine that was built to recompress residual steam at the site, more than delivers; it annually reduces Dow's CO₂ exhaust emissions by 20,000 tonnes. What is even better is the fact that this technology can potentially achieve tenfold that amount; the machine built for this pilot project only compresses 1% of Dow's residual steam, so the company is now investigating how to further develop and upscale the system.

"In hindsight, successful innovations always seem simple," says Kees Biesheuvel, Technology Innovation Manager at Dow, with a smile. "But this technological breakthrough was a long time coming. I had been researching and preparing this project for approximately four years before construction on the recompression machine had even commenced."

Reduce or reuse

For many companies in the chemical, agro-food, paper, and horticultural industries, heat is the largest energy consumer. In order to achieve the climate targets for 2050, figuring out how to either reduce residual heat or reuse it is an essential question. This also goes for Dow's chemical processing plant in Terneuzen. The company has a lot of residual heat, which has a temperature of around 130-140°C. For Dow to be able to reuse it, the steam needs to be heated to 240°C. The problem was that no one in the world had managed to achieve such a massive temperature increase in steam through recompression – ever.

The idea to develop a steam recompressor came to life through the Institute for Sustainable Process Technology (ISPT), a collaborative partnership between about a hundred processing businesses, universities, and knowledge institutions in the Netherlands. At ISPT, Mr Biesheuvel is the director of the industrial heat cluster.

In this inspiring environment, Mr Biesheuvel researched the technological possibilities to upgrade steam. He found out that the food and salt industries were already using steam recompression machines that achieved a small temperature increase in steam in a highly energy-efficient way. "It was great to see that the fundamental, physical principal was already in use," says Mr Biesheuvel, "but the temperature differences that need to be bridged in those industries are minor. Nobody had figured out how to bridge the temperature gap that I had in mind, which was around 100°C."

Increasing the pressure

The amount of energy required to make heat move from A to B depends on the phase transition. When you condense steam, an enormous amount of energy is released – the same amount that you needed to create that steam out of water. When steam cools off too much or its pressure becomes too low, its energy cannot be retrieved.

Mr Biesheuvel and his team thus needed to figure out how to increase the steam's pressure, so that it condensates at a higher temperature and releases that large amount of energy at a higher temperature. To do so, they needed a machine that increases pressure; a recompressor. Mr Biesheuvel continues, "Studies in the field of steam recompression have been done for decades, I found some dating as far back as the 1980s.



KEES BIESHEUVEL,
TECHNOLOGY
INNOVATION MANAGER
AT DOW.

Several suppliers that I spoke with found references in their old paper archives that proved their companies had contemplated venturing into this direction, but it was never opportune.” It is a different world today than it was a few decades ago. Building machinery has become significantly cheaper, and there is a far greater and cheaper supply of green electricity. Moreover, there is momentum. Never has there been a stronger demand for sustainability and corporate environmental friendliness.

Green light

Once Mr Biesheuvel and his team figured out the best technological approach to steam recompression, they turned the theory into a reality. They convinced everyone involved of their idea, its technological and economical feasibility. The project was discussed with the government and a funding framework for sustainable energy innovation was drawn up. The provincial government of Zeeland also became involved through the Green Deal programme. Dow also heavily invested in the project; in the construction of the recompressor, but also in engineering, research, and development.

When all lights were on green, it took almost another year for the machine to be built, and several more months before it was put in place and connected to Dow’s systems. Then the engineers had to learn how to start it up and fix some teething problems. “It was a learning curve, but that is why you do a pilot project like this – to gain that experience.”

The steam recompressor was designed to save up to ten tonnes of steam per hour. After a nine month trial run, the machine actually proved to be saving fourteen tonnes an hour.

Not stopping here

Dow has worked out a plan towards achieving its goal of being carbon neutral by 2050. The circular use of heat in chemical processes is one of its pillars. “We use a lot of steam at Dow Terneuzen and it is a waste not to reuse the energy that is captured in this. Now that we have proof that this technology works, it can really help us achieve circular heat use,” says Mr Biesheuvel.

He thinks that the positive outcome of the pilot project has guaranteed a place for steam recompression in the next steps towards carbon neutrality. “When Dow needs to build a new factory, they can incorporate a recompressor unit into the design without hesitating, knowing it will work.” Apart from the long-term planning up to 2050, Mr Biesheuvel and his team are also looking into whether they can speed up the implementation of this technology in Dow’s processes.

The current steam recompression machine on site accomplishes a 0.5% reduction of Dow’s CO₂ emissions. How big that percentage can become by upscaling is hard to predict. “It depends on the entire configuration modifications. A steam



THE STEAM RECOMPRESSION MACHINE THAT WAS BUILT FOR THE PILOT PROJECT AT DOW TERNEUZEN.

system on an integrated site like Dow’s in Terneuzen behaves like an electricity grid,” he explains, meaning that a new and larger steam recompressor can only be installed to replace another (fossil) energy source. They need to match precisely. “You cannot preserve steam. So you need to find a balance between supply and demand.”

To increase the steam’s pressure from 3.5 bar to 12 bar, and



IT TOOK ALMOST A YEAR FOR THE MACHINE TO BE BUILT, AND SEVERAL MORE MONTHS BEFORE IT WAS PUT IN PLACE AND CONNECTED TO DOW'S SYSTEMS.

“ To be able to reuse Dow's steam, it needed to be heated to 240°C. The problem was that no one in the world had managed to achieve such a massive temperature increase in steam through recompression – ever.

thereby make the entire energy content of the steam available, you only need a small amount of energy – maybe as little as one tenth of the energy released. “This incredible energy efficiency makes this technology one of the first options you would consider, financially too,” continues Mr Biesheuvel. “But like I said before, the essential question is not about economics but about the supply and demand situation on site.”

Over time, Mr Biesheuvel thinks Dow could increase its steam recompression capacity to upscale the current 0.5% CO₂ reduction to 10% – totaling 400,000t annually. “400,000 tonnes; that is a spectacular prospect.”

Sharing knowledge

Mr Biesheuvel is certain that cooperation between companies, industries, and governments is essential for the success of

Promising technologies

Steam recompression is merely one technology that Dow is looking into in its quest to achieve carbon neutrality. When asked what technologies he finds most promising for the future, Mr Biesheuvel has a clear answer: electrification in general. Fully adapting the chemical processes at Dow to electrification is, however, easier said than done. “Adaptation is an understatement. Most of the time, we actually need to reinvent the entire process.”

Hydrogen

Mr Biesheuvel also considers the prospects that hydrogen offers. During Dow's chemical processes, a lot of hydrogen is released. Part of the hydrogen is transported to Yara Sluiskil, who use it in their processes. Dow is also cooperating with ArcelorMittal to research a chemical process involving hydrogen. The idea is to add CO from ArcelorMittal to hydrogen to create naphtha, an important base material for many of Dow's products. “I believe hydrogen's best application is as a chemical building block,” says Mr Biesheuvel. “There is a lot of buzz about using hydrogen to heat our houses or fuel our cars. But you achieve a much larger CO₂ reduction if you use it in a chemical application.”

Plastic recycling

What happens in the market is decisive. If demand for a certain product falls, you cease producing it – no matter how good it is. “Take the position of plastic, for example,” explains Mr Biesheuvel. “People are trying to reduce their use of plastic and search for alternatives. Then suddenly, a different factor comes into play and changes the game.” Mr Biesheuvel refers to the current coronavirus crisis to make his point. “Due to Covid-19, the demand for plastics is surging. To prevent contamination, food and medical products need extra packaging, and large amounts of plastics are needed for protective suits and masks. Our society cannot function without plastics. Not with this many people living so closely together.”

Therefore, according to Mr Biesheuvel, another key technological innovation area is in plastic recycling. More specifically: chemical recycling, which gives plastics back their primary function by breaking it down on a molecular level and rebuilding it, instead of downcycling it into low-grade materials. “You can learn a lot by looking at nature. When a leaf falls from an oak tree in Autumn, it will not return as an oak leaf next year. Everything in nature is chemically recycled in the circle of life.” Mr Biesheuvel believes that the key question is how to get the material flows that become available post-function back to the processing location.

the energy transition. Dow is sharing its knowledge on steam recompression with other businesses, which means that this prototype could set a revolution in steam recompression in motion throughout similar industries. While the pilot project was still being implemented, its technology already became included in the SDE++ funding, a government funding scheme for sustainable energy production as of 2020. Moreover, it has been listed in European regulations as one of the most promising technologies.

AQUADRANT HELPS COMPANIES TO SET UP AND IMPLEMENT MANAGEMENT SYSTEMS TO MONITOR, CONTROL, AND IMPROVE QUALITY, SAFETY, AND THE ENVIRONMENT.



All photos courtesy of Aquadrant.

Aquadrant

Specialists in more efficient and effective management

Complying with occupational health and safety legislation and regulation can be a time-consuming and complicated process. Fortunately, Aquadrant can lend a helping hand. Newly appointed Director Kees Goedegebuure answers our questions.

What does your company do?

Mr Goedegebuure: “Aquadrant can help companies to set up and implement management systems of their choosing. These can be systems, for instance used to monitor, control, and improve quality, safety, and the environment. Our goal is to make the management system anything but a bureaucratic burden, precisely because having a good system in place can contribute to improving care and a more efficient and effective way of management.”

What kind of companies use your services?

Mr Goedegebuure: “We work with companies in a wide range of industries, including civil and maritime engineering, transport

of hazardous materials, inland or sea shipping, heavy-lifting, transport, holiday parks and group accommodations, and contracting companies. The company has an affinity with the maritime sector, because its founder Derk Kuipers initially trained for a career in inland shipping. His experience ranges from deckhand to captain and afterwards, he spent 24 years working in petrochemistry. He was involved in the storage of LPG and chemical gases, and has held positions from operator to senior staff member in various departments, including increasing efficiency and the implementation of new construction projects.”

What services do you offer clients?

Mr Goedegebuure: “We can help them to ensure they are compliant with occupational Health & Safety legislation and regulation. We also carry out Risk Inventory and Evaluations (RI&E), which are a legal obligation. During a Health & Safety inspection, a company can be fined about EUR 3,000 if it does not have an RI&E. We can also compose a corresponding plan of action to ensure a company comes up to code. Again, this is a legal obligation. Part of such a plan of action can include matters such as writing a Legionnaires’ disease management

“ Simply put, we do ordinary things extraordinarily well.

plan, composing QHSE procedures, writing work instructions, composing schedules, carrying out an internal audit, and much more.”

The company recently celebrated its 25th anniversary. What is the secret of your success?

Mr Goedegebuure: “Simply put, we do ordinary things extraordinarily well. We offer a valuable contribution to the processes and business operations of our clients. Our aim is to ensure that our clients have a great return on their investment with us. Rather than seeing it as necessary costs, we want companies to gain added value. We clearly communicate our business philosophy to our clients and offer them the best quality, as they should expect nothing less. We are always upfront whenever we are unsure or cannot do something, too. In those cases, we hire an expert on our client’s behalf.”

Why would a company use your services?

Mr Goedegebuure: “Aquadrant is the leading specialist in the field of occupational safety. Furthermore, we can be consulted for support with, among other things, environmental risk analysis, RI&E, ISO certification, and other quality processes. We also provide various courses and exam training. We possess the right knowledge to help companies with issues such as environmental and work safety, corporate social responsibility (CSR), and the implementation of a CO₂ performance ladder.”

How big is your team?

Mr Goedegebuure: “We have a team of four people, including Derk and me. In addition to this, we have access to a pool of experienced freelancers with a wide range of expertise that can be deployed whenever and wherever necessary. Derk is slowly transferring the business to me, with a view to retire in the near



AQUADRANT’S NEWLY APPOINTED DIRECTOR KEES GOEDEGEBUURE.

25th anniversary

Aquadrant celebrated its 25th anniversary last year. The company was founded in 1994. Derk Kuipers took over as director in 2001, and he is now handing over the reins to Kees Goedegebuure.

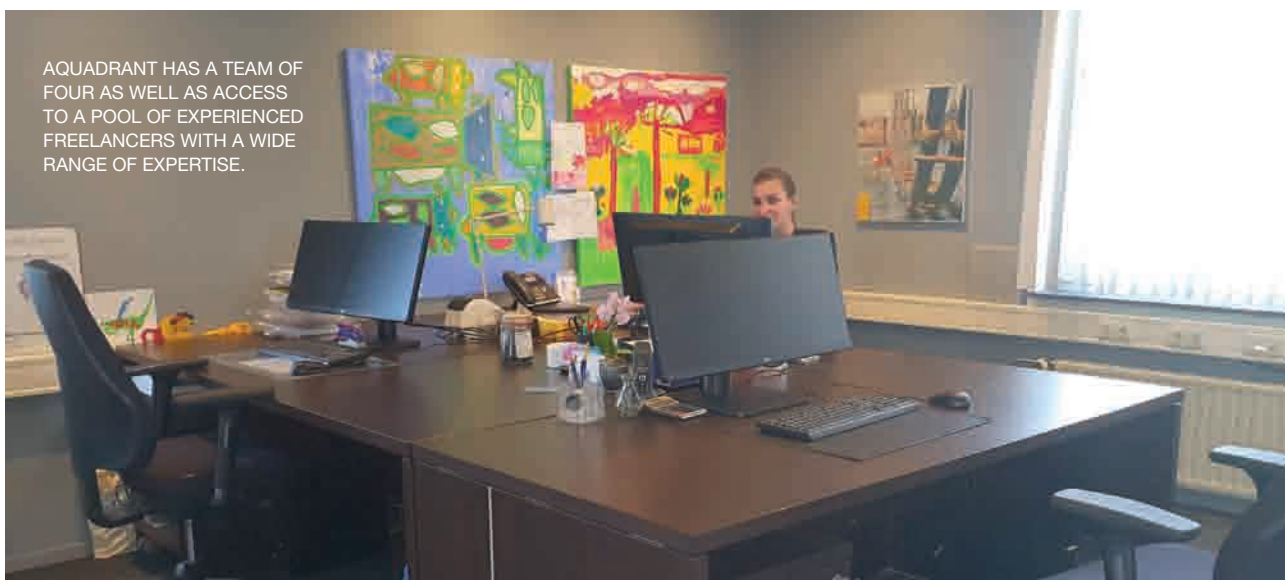
future. But that won’t affect our operations or the quality of work we offer.”

What are your plans for the future?

Mr Goedegebuure: “After the corona era, we intend to grow further. There will be many new port activities in the near future, and these will have to be carried out safely and efficiently. It is here that our experience can offer clients real added value.”

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AQUADRANT HAS A TEAM OF FOUR AS WELL AS ACCESS TO A POOL OF EXPERIENCED FREELANCERS WITH A WIDE RANGE OF EXPERTISE.



SEARCH AND RESCUE EXERCISE ON THE WESTERN SCHELDT, IN COOPERATION WITH THE COAST GUARD.



Photo courtesy of KNRM / Mario Rentmeester

Helping sailors in distress

KNRM in Zeeland

The Royal Netherlands Sea Rescue Institution (Koninklijke Nederlandse Redding Maatschappij, or KNRM) has been helping people in distress at sea – and on other larger bodies of water throughout the Netherlands – for nearly 200 years.

With a history of over 60,000 rescue operations, 2019 marked KNRM's 195 year anniversary. The association's story starts shortly after a particularly fatal day in October 1824, when no less than 17 ships stranded on the Dutch coast within 24 hours. Outraged by the lack of rescue supplies and volunteers, businessmen and dignitaries in Amsterdam and Rotterdam took to action raising funds to establish an organised rescue association. The 'Noord- en Zuid-Hollandsche Redding Maatschappij (North and South Holland Rescue Institution)' was founded in Amsterdam, followed nine days later by the 'Zuid-Hollandsche Maatschappij tot Redding van Schipbreukelingen' (South Holland Institution for the Rescue of Shipwrecked) in Rotterdam. Both associations were established to provide assistance to anyone in need at sea, free of charge.

The two associations merged into the current KNRM in 1991, and the foundation's mission remains the same. It voluntarily helps those in need at sea. To do so, the KNRM relies solely on donations, just as it did in 1824.

In those first years after their founding, the foundations' rescue boats only sailed out several times a year. In 2019, KNRM volunteers sailed out to assist people in need 2,458 times in 2019, rescuing or helping 4,258 people. The organisation now works from 45 rescue stations nationwide, aided by 1,300 volunteers and 80 rescue boats.

KNRM Zeeland

The KNRM rescue stations are operational 24 hours a day, 365 days a year, under all (weather) circumstances. There are six rescue stations in Zeeland; in Breskens, Cadzand, Hansweert, Neeltje Jans, Veere, and Westkapelle. And although the KNRM is mainly known for its North Sea rescue operations, it is also active on the Western Scheldt, Eastern Scheldt and Veerse Meer. Each location deals with its own set of challenges. The Western Scheldt's biggest danger lies in the sheer amount of constant ship movements. The Eastern Scheldt is notorious for its treacherous currents and shallows, and very busy with leisure crafts, divers and swimmers during summer. The Veerse Meer also gets crowded in summer, as recreational boats,



Photo courtesy of KNRM

HISTORICAL PHOTO OF A RESCUE OPERATION BY THE KNRM NEAR SCHEVENINGEN IN 1938.

surfers, divers and swimmers join river cruise vessels, ferries, and inland shipping vessels on the water, which has shallows and islands to manoeuvre around.

In recent years, the Zeeland division of the KNRM has seen an increase in annual rescue operations. In 2019, their rescue boats were deployed 315 times, whereas they jumped into action 295 times the year before. KNRM Zeeland also actively takes part in maritime events in the province, such as the Zeeuwse Havendagen, the opening ceremony of the 'Oosterscheldekreeftseizoen' (lobster fishing season on the Eastern Scheldt), and the nationwide organised Rescue Boat Day.

Radio Medical Service

The association has noticed a significant increase in the amount of incidents concerning inland and merchant shipping vessels in recent years. When inland shipping vessels called for help, it was commonly



It is remarkable that a foundation that relies entirely on donations has managed to sustain a professional network of rescue stations, boats, and crew for nearly two centuries.

due to a fire on board, a stranding or sinking. With merchant shipping vessels, most rescue operations involved medical evacuations, executed in cooperation with the KNRM Radio Medical Service (Radio Medische Dienst, or RMD). Sailors faced with a medical emergency can call the RMD, a radio service by the KNRM that offers remote medical assistance to ships worldwide.

The doctors that work for this unique service are on call 24 hours a day for medical emergencies on ships anywhere in the world. They carry out their work for the KNRM RMD in addition to their regular medical practice. In 2019, the Radio Medical Service provided remote medical assistance to sailors 715 times. In 66 of these incidents, evacuating the patient with a rescue boat was imperative. In 40 cases, the local coast guard deployed a helicopter.

100,000 individual donors

The KNRM is committed to the prevention of emergencies by raising awareness, sharing knowledge, providing training, and supervising. Over the course of time, the KNRM has broadened its work field to include remote medical assistance via radio, medical evacuations, lifeguard service, and coastal and maritime assistance.

It is remarkable that a foundation that relies entirely on donations has managed to sustain a professional network of rescue stations, boats, and crew for nearly two centuries. In 2019, the KNRM even reported that for the first time in its existence, it received donations from over 100,000 individual donors. The organisation credits receiving so many individual gifts to its voluntary profile and the remarkable work that its rescuers carry out.

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Volunteering

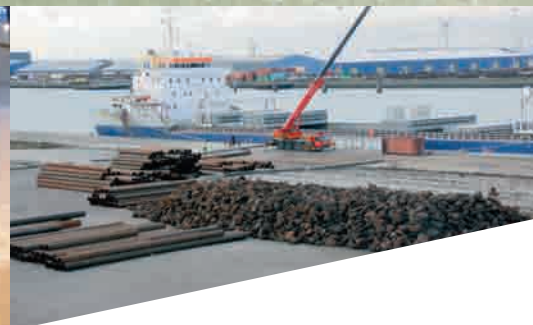
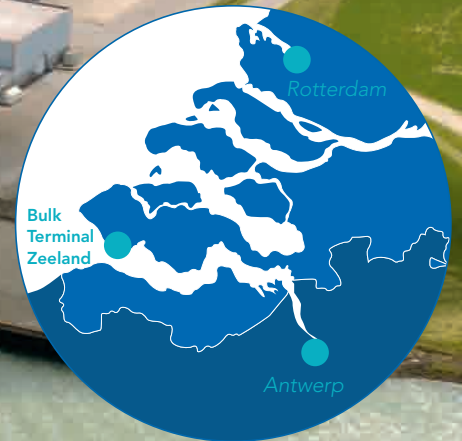
KNRM rescue stations in Zeeland are always looking for volunteers. New crew members start as Junior Coxswain, combining education and training with weekly practical exercises – and, of course, responding to emergency calls. KNRM puts a lot of time and effort into crew training. During their first years, Junior Coxswains obtain their sailing and maritime radio communication licenses, and follow marine radar training, first aid and resuscitation training, firefighting courses and helicopter underwater escape training. The first three years are concluded by a week of SAR craft operations in Stonehaven, Scotland. Upon completion of this final course, volunteers become Coxswains. The KNRM website provides information about the various volunteering opportunities for anyone interested.



KNRM RESCUE BOAT ON THE VEERSE MEER IN ZEELAND.

Photo courtesy of KNRM rescue station Veere.

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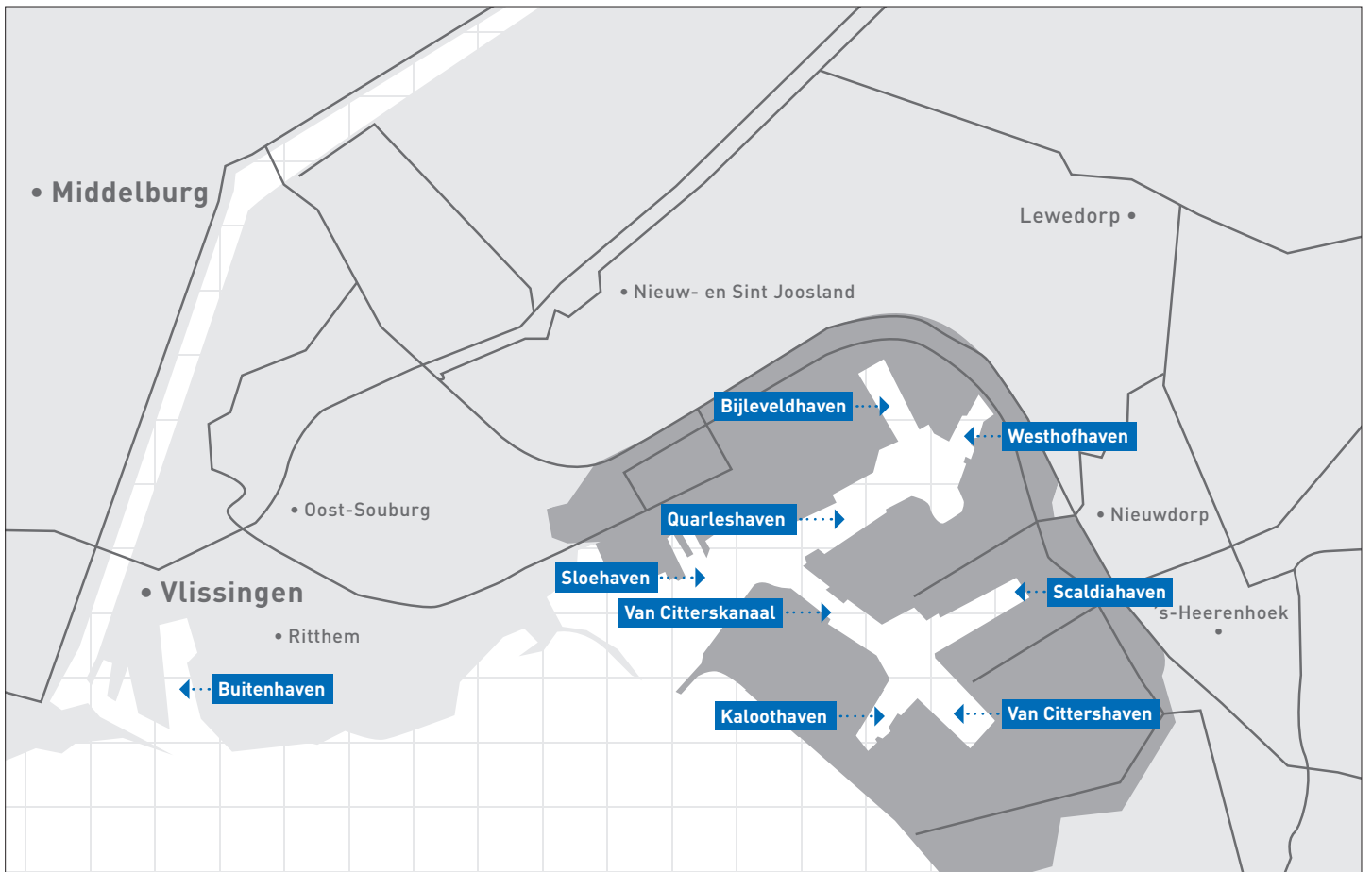
Correspondence to:

Bulk Terminal Zeeland B.V.
P.O. Box 26, 4328 ZG Burgh-Haamstede
The Netherlands

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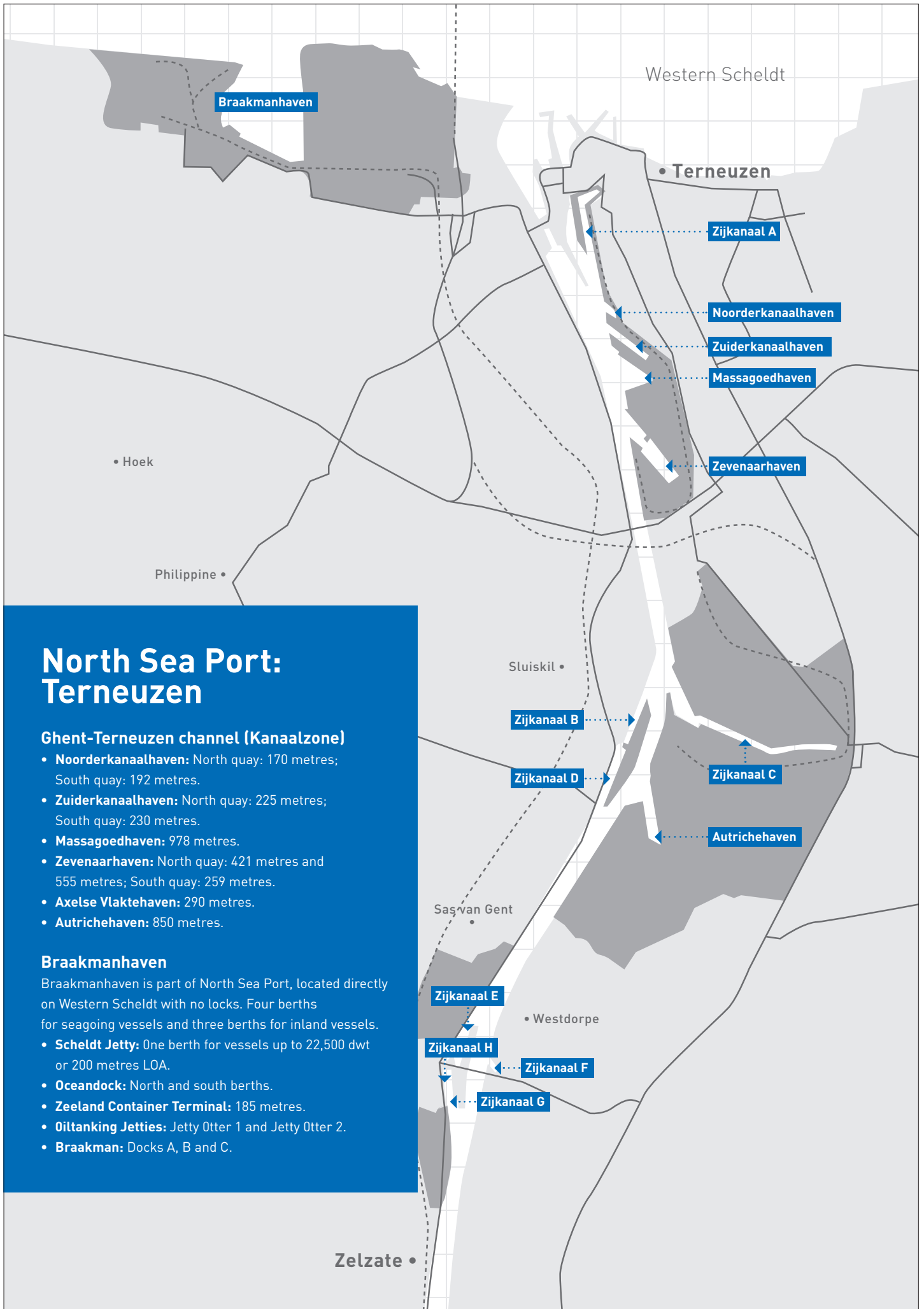
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North Sea Port: Vlissingen

- **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.

Zeeland Refinery Pier



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

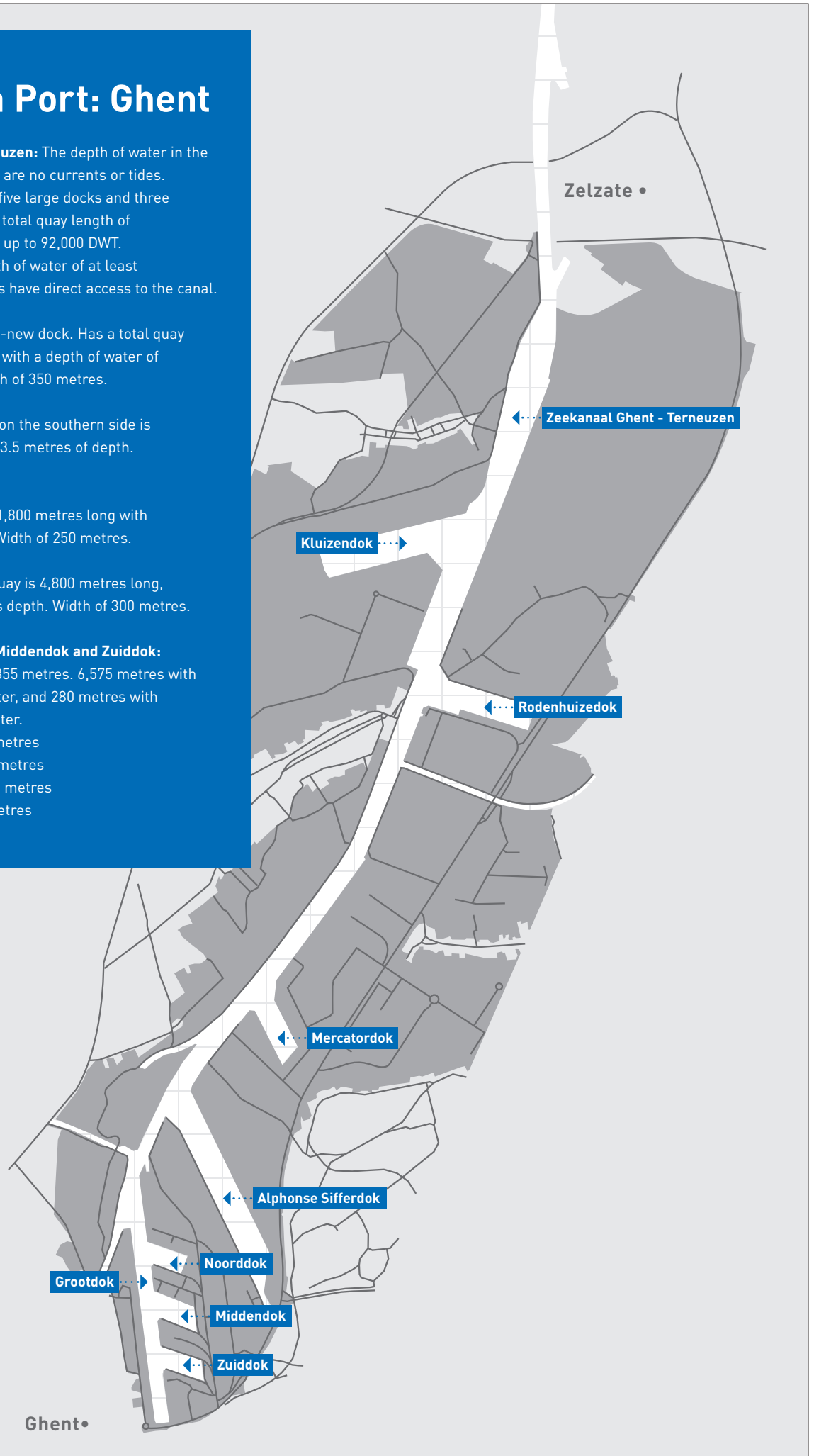
Braakmanhaven is part of North Sea Port, located directly on Western Scheldt with no locks. Four berths for seagoing vessels and three berths for inland vessels.

- **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



The Promotion Council North Sea Port is pleased to welcome new participants. Founded in 1993, the Promotion Council North Sea Port represents the majority of companies located in the port of Vlissingen and Terneuzen. Together they offer a complete range of the best possible port facilities and all the logistics solutions you need. See pages 52 - 55 for a complete list of participants.

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→ LALEMANT



Lalemant is a tried and tested logistic services provider, headquartered in Ghent with branches in Antwerp, Zeebrugge, and elsewhere in Europe. The company combines over 100 years of experience in Shipping Agency, Inland Barging, and Maritime Shipping and Chartering, so it can thus cover a wide range of tailor-made solutions. The company's Agency Department is operational 24/7 and is the link between ship-owners, charterers, stevedores, and port authorities. The Chartering desk handles

cargo on a worldwide basis in both dry and liquid markets. The Barging department also moves both liquid and dry commodities with utmost care to any European destination. The Trucking department completes the transport chain with ample expertise in many types of cargo and the support of a large network of subsidiaries strategically placed across Europe.

I. LALEMANT.COM

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Lalemant Trucking is specialised in transport to and from Eastern Europe (FTL/LTL – ADR/ NON-ADR). It transport a variety of packed goods by standard/coil or mega trailer (machinery, glass, chemicals, automotive, steel, etc.), but also executes bulk transports by tipping truck. The company can also transport pharmaceuticals and medical appliances with its temperature-controlled trucks. Headquarters are based in Ghent (Belgium), with branch offices in St Vulbas

(France), Wroclaw (Poland), Rumburk (Czech Republic), Bucharest (Romania), Kiev (Ukraine), Moscow (Russia), and will soon be opening brand-new offices in Germany and the United Kingdom. With abundant experience in transport by truck, Lalemant Trucking can meet all logistical needs for transports to and from Eastern and Western Europe.

I. LALEMANT.COM

→ SIMONS BOUWGROEP



Simons Bouwgroep is a contractor based in Terneuzen. The company is active in the southwest of the Netherlands and in the border region of Flanders. The professional organisation ensures that all projects run smoothly. The contractor works with specialised subcontractors such as regional steel construction companies, plumbers, electricians, and painters. Quality and good service are top priority. Simons Bouwgroep is actively engaged in various projects within the trade and industry sector, residential

construction, utility construction, renovation, maintenance, health care, and private sector. Thanks to its professional workshop, the company can quickly realise its own frames, windows, doors, stairs, and furniture. Items are sustainably built, both in the design and construction phase. Simons Bouwgroep actively contributes to the improvement of one's living environment.

I. SIMONSBG.NL



Participants of Promotion Council North Sea Port

		INDUSTRY	MARITIME	OFFSHORE	LOGISTICS SERVICES	SUSTAINABLE INDUSTRY	OTHER SERVICES	EDUCATION AND GOVERNMENT	
A	Aben Green Energy B.V.					■			
	ABN AMRO						■		
	Access World (Missingen) B.V.				■		■		
	A.C. Rijnberg Transport Service B.V.				■				
	Adriaanse & van der Weel Advocaten						■		
	Aerssens & Partners						■		
	ALLNRG			■					
	Alpha Terminals B.V.	■							
	Amadore Hotels & Restaurants							■	
	Aquadrant B.V.							■	
B	Atlas Professionals						■		
	Baker Tilly N.V.						■		
	Boluda Towage Europe		■						
	Boogaard Advocaten						■		
	Bouwgroep Peters B.V.						■		
	BOW Terminal			■	■				
	Bulk Terminal Zeeland Services B.V.		■	■	■				
	C	Century Aluminum Vlissingen B.V.	■						
		Cordeel Nederland B.V.	■			■			
		C-Port B.V.						■	
C.Ro Ports Nederland B.V.					■				
D	C.T.O.B. Transport & Logistics				■				
	Damen Shiprepair Vlissingen	■	■	■					
	Danser Group		■		■				
	DB Cargo Nederland N.V.				■				
	De Baerdemaecker NV				■				
	De Pooter Personeelsdiensten						■		
	De Ruyter Training & Consultancy							■	
	De Zeeuwse Alliantie Notarissen						■		
	Delta Coastal Services B.V.		■				■		
	Delta Safe Security Services B.V.						■		
E	Dex Premium Lubricants	■			■		■		
	DNM						■		
	DOC Logistics B.V.		■	■	■				
	DOW Benelux B.V.	■							
	Draftec B.V.	■		■			■		
	DRV Accountants & Adviseurs						■		
	Dutch Marine B.V.		■				■		
	Elloro						■		
	Embedded Coaching & Consultancy						■		
	Energy Port Zeeland			■		■			
Engie-Fabricom B.V.	■					■			
Epesi B.V.						■			
Euro-Mit Staal B.V.	■								

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F	Feyter Group	www.feyter.com	■				■	
	Firma Klouwers Terneuzen	www.klouwers.nl			■			
	Flexibility Zeeland	www.flexibility.nl					■	
	Flushing Marine & Offshore B.V.	www.flushingmo.com		■	■			
	Flushing Shipping Agencies	www.fsagencies.com				■	■	
G	FMJ E & I Zeeland B.V.	www.fmj.nl					■	
	Golden Tulip L'Escaut	www.hotel-lescaut.nl					■	
	Green Blue Offshore Terminal	www.greenblueot.nl		■	■			
H	H4A	www.h4a.nl					■	
	Haskoning DHV Nederland B.V.	www.royalhaskoningdhv.com					■	
	Havenwerk B.V.	www.havenwerk.nl					■	
	Henk Kramer Communicatie	www.henkkramer.nl					■	
	Heros Sluiskil B.V.	www.heros.nl	■					
	HR Expat Services	www.hrxpats.com					■	
	Huis van de Techniek	www.huisvandetechniek.nl						■
	I.B.S. B.V.	www.ibs-hallenbouw.nl	■				■	
	ICL-IP Terneuzen B.V.	www.iclip-terneuzen.nl	■					
	ING Business Banking	www.ing.nl/zakelijk					■	
	Interface Terminal Gent (ITG)	www.stukwerkers.com				■	■	
	Interlashing B.V.	www.interlashing.com				■	■	
J	Istimewa Elektro	www.istimewa.nl	■				■	
	JB Nautic Safety B.V.	www.jbnauticsafety.nl					■	
	Justion Advocaten	www.justionadvocaten.nl					■	
	Katoen Natie Westerschelde B.V.	www.katoennatie.com				■	■	
K	Kloosterboer Vlissingen B.V.	www.kloosterboer.nl			■			
	Koch adviesgroep Ingenieurs & Architecten	www.kochadviesgroep.nl					■	
	Koolwijk Shipstores B.V.	www.shipstores.nl				■	■	
	KVA International	www.kva-international.com	■	■	■			
	KWS Infra/Aquavia	www.kws.nl					■	
	Labojuce B.V.	www.labojuce.nl	■				■	
L	Lalemant N.V., Lalemant Trucking N.V.	www.lalemant.com			■			
	Legrant Freight Management B.V.	www.legrant.eu				■		
	Liftal Hijstechniek	www.liftal.com					■	
	Loodswezen Regio Scheldemonden	www.loodswezen.nl		■		■	■	
	Luctor Belting Nederland B.V.	www.luctorbelting.com	■				■	
M	Mammoet Nederland B.V.	www.mammoet.com	■	■	■	■	■	
	Maritiem & Logistiek College de Ruyter	www.scalda.nl					■	
	Maritime Support Vlissingen	www.msvlissingen.nl		■			■	
	Mourik Vlissingen B.V.	www.mourik.com				■		
	Multraship Towage & Salvage	www.multraship.com	■	■	■			
	Municipality of Borsele	www.borsele.nl						■
	Municipality of Middelburg	www.middelburg.nl						■
	Municipality of Terneuzen	www.terneuzen.nl						■
	Municipality of Vlissingen	www.vlissingen.nl						■

			INDUSTRY	MARITIME	OFFSHORE	LOGISTICS SERVICES	SUSTAINABLE INDUSTRY	OTHER SERVICES	EDUCATION AND GOVERNMENT
N	North Sea Port	www.northseaport.com	■	■	■			■	
	N.V. Economische Impuls Zeeland	www.impulszeeland.nl						■	
O	N.V. Westerscheldetunnel	www.westerscheldetunnel.nl				■		■	
	Oceanwide Personnel Services B.V.	www.oceanwidecrew.com						■	
	Oiltanking Terneuzen B.V.	www.oiltanking.com	■			■		■	
	Ørsted Nederland	www.orsted.nl		■	■	■	■		
P	Outokumpu Stainless B.V.	www.outokumpu.com	■			■			
	Ovet B.V.	www.ovet.nl				■		■	
	Ovet Shipping B.V.	www.ovetshipping.com		■		■			
	Pfauth Logistics B.V.	www.pfauth.nl				■		■	
R	Prior Group	www.priorgroup.nl			■			■	
	PTC B.A.	www.ptcba.nl		■		■			
	Rabobank Oosterschelde	www.rabobank.nl/oosterschelde						■	
	Rabobank Walcheren-Noord Beveland	www.rabobank.nl/wnb						■	
S	Rabobank Zeeuws-Vlaanderen	www.rabobank.nl						■	
	Sagro Aannemingsmij. Zeeland B.V.	www.sagro.nl		■	■	■			
	Saybolt Nederland B.V.	www.corelab.com/rd/saybolt				■		■	
	Schipper Groep	www.schippergroep.nl						■	
T	SDW Shipping	www.sdwshipping.com				■			
	Seatrade Rotterdam B.V.	www.seatraderotterdam.nl		■		■			
	Secil Cement	www.secil.pt	■			■			
	SGS Nederland B.V.	www.sgs.com				■		■	
	Shipyards Reimerswaal	www.shipyardsreimerswaal.com		■					
	Simons Bouwgroep B.V.	www.simonsbg.nl	■						
	Sloecentrale	www.sloecentrale.nl					■		
	Sorteerbedrijf Vlissingen B.V.	www.sorteerbedrijfvlissingen.nl				■		■	
	SPIE Nederland B.V.	www.spie-nl.com						■	
	S.T.T. B.V.	www.agency-stt.com	■	■	■	■			
	Stukwerkers Havenbedrijf N.V.	www.stukwerkers.com				■		■	
	V	Suez Recycling & Recovery Netherlands	www.suez.nl						■
Supermaritime Nederland B.V.		www.supermaritime.com			■	■		■	
Swagemakers Intermodaal Transport B.V.		www.swagemakers.nl				■			
Sweco Nederland B.V.		www.sweco.nl						■	
Tanido B.V. Sworn Marine Surveyors		www.tanido.com				■		■	
Terneuzen Powder Technologies B.V.		www.tpt.nl	■			■		■	
The Wind Technicians		www.thewindtechnicians.com			■			■	
T.I.M.E. Service Catalyst Handling BV		www.ts-cat.com		■					
Timmerman Industrial Repairs		www.timmerman.nl		■				■	
TMS Terneuzen B.V.		www.tmsnl.com	■					■	
Transuniverse Group N.V.		www.transuniverse.be				■		■	
V		Tri-Modal Containerterminal Terneuzen	www.vlaeynatie.eu				■		
	Try-Act EWIV	www.try-act.eu						■	
	Van Ameyde Marine Vlissingen	www.ameydemarine.com		■		■		■	
	Van Keulen Transport B.V.	www.vankeulentransport.nl				■			

W
Y
Z

		INDUSTRY	MARITIME	OFFSHORE	LOGISTICS SERVICES	SUSTAINABLE INDUSTRY	OTHER SERVICES	EDUCATION AND GOVERNMENT
Verbrugge Internationale Wegtransporten B.V.	www.verbruggeinternational.com				■			
Verbrugge Marine B.V.	www.verbruggeinternational.com		■		■		■	
Verbrugge Terminals B.V.	www.verbruggeinternational.com		■	■	■			
Verenigde Bootlieden B.V.	www.bootlieden.nl		■		■		■	
Verex Douane Service	www.verexdemeijer.nl				■		■	
Verschelling Assurantiën	www.verschelling.nl						■	
Vlaeynatie B.V.	www.vlaeynatie.eu				■			
Vlissingse Bootliedenwacht B.V.	www.vlb.vlissingen.nl		■		■		■	
Vopak Agencies Terneuzen B.V.	www.vopakagencies.com				■		■	
Wielemaker B.V.	www.wielemaker.nl				■		■	
Yellow & Finch Publishers	www.ynfpublishers.com			■			■	
Zeeland Bunkering	www.zeelandbunkering.nl		■					
Zeeland Cruise Port	www.zeelandcruiseport.com						■	
Zeeland Maritime Cleaning	www.zmcleaning.nl	■	■	■	■			
Zeeland Refinery	www.zeelandrefinery.nl	■						
Zeeland Sugar Terminal	www.vlaeynatie.eu				■			
Zéfranco Communicatieservice Frans	www.zefranco.com						■	
ZTZ Services	www.ztzservices.nl				■			
Zwaar Transport Zeeland	www.zwaartransportzeeland.nl				■			



TPT

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Covering the port area of North Sea Port, PortNews is the official publication of the Promotion Council North Sea Port and port authority North Sea Port.

Circulation and subscriptions

Distributed to a wide international audience, the high quality quarterly magazine promotes the activities of companies active in the ports to key customers, business partners, stakeholders, as well as at major international trade events.

PortNews is available in hard copy as well as a digital version. Each issue has approximately 10,000 readers.

Editorial Committee

The content of PortNews is the responsibility of the Editorial Committee.
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Special thanks to everyone who kindly contributed their time and expertise to put together this issue of PortNews.

Find out more about contributing to future issues of PortNews by contacting Charles van den Oosterkamp, charles@ynfpublishers.com, tel. +31 (0)6 10979655.

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Next issue
PortNews

The next issue of
PortNews is available
from September 2020.

Editorial Programme:

- Breakbulk
- Offshore
- International trade fair
Breakbulk Europe | Bremen
- International trade fair
Offshore Energy | Amsterdam

* Editorial themes may be changed without prior notice



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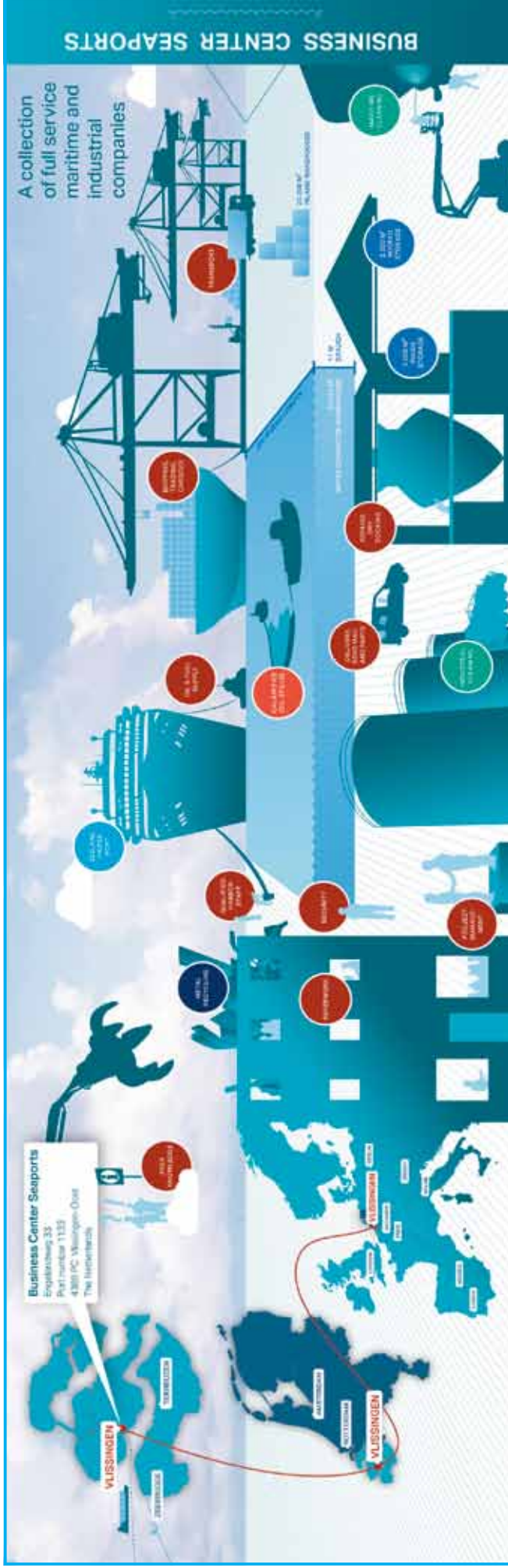
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