

PortNews

Optimal logistics

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ON THE COVER

As an LME certified location, North Sea Port has always been an important port for handling and storing metals. One of the companies involved in this activity is Access World, which signed a contract in 2019 with North Sea Port on the expansion of its current site in Vlissingen. Read more on page 8.

Photo courtesy of Access World.

EVENTS

North Sea Port and Promotion Council North Sea Port will be in attendance at various events and trade shows.

Below you'll find a snapshot of the upcoming events that might be of interest to you.

28-29 APRIL 2021	Maintenance Antwerp	4-6 MAY 2021	Transport Logistic Online only	18-20 MAY 2021	Fruit Logistica Berlin
					
18-20 MAY 2021	BreakBulk Europe Bremen	29-1 JUNE/JULY 2021	StocExpo Antwerp	7-9 SEPTEMBER 2021	Seafood Expo Global Barcelona
					
7-9 SEPTEMBER 2021	TOC Europe Rotterdam	7-8 OCTOBER 2021	European Commodities Exchange Copenhagen	19-21 OCTOBER 2021	Transport & Logistics Antwerp
					
26-27 OCTOBER 2021	Offshore Energy Amsterdam	26-28 OCTOBER 2021	Intermodal Europe Amsterdam	2-5 NOVEMBER 2021	Europort Rotterdam
					
23-25 NOVEMBER 2021	Wind Europe Electric City 2021 Copenhagen	7-9 DECEMBER 2021	Antwerp XL Antwerp	9-12 MAY 2023	Transport Logistic Munich
					



Circular economy

Welcome

COVID-19 became a worldwide pandemic about a year ago. I do not need to tell you about the consequences and the virus still today keeps us preoccupied in many ways: socially, economically, as well as politically. Nevertheless, most of us are in one way or another trying to get back to somewhat normal lives, and we all hope the vaccination programme will speed things up.

As for most organisations, planning for Promotion Council North Sea Port is rather challenging these days, as the ample restrictions limit us in our promotional and networking objectives. Many exhibitions are postponed, but we will hopefully be present at events after the summer break. Until then, we will just have to be creative in meeting one another.

North Sea Port noted 63.5t million of cargo transshipment from maritime shipping in 2020. This was 11.2% less than in 2019. Corona, Brexit, and the oil crisis all show their impacts on this figure. With this result, the volume of handled goods is back at the same level as in 2017, just before the record years of 2018 and 2019. Keeping this in mind, along with the fact that various commodities in the 2020 results such as containers showed a positive result, last year's volumes should keep us optimistic about the future as it demonstrates just how strong our port is. Business is recovering in various markets and lots of logistics and industrial companies in our port area should be able to profit from this, too.

As talks have been ongoing for a while now, it was merely a matter of time before the merging of the ports of Antwerp and Zeebrugge. The new merger Port of Antwerp Bruge was officially announced on 12 February, hereby following North Sea Port's fine example. I'm convinced this new development will strengthen the position of the Western Scheldt region as the gateway to Europe, from which our port can benefit as well. And as North Sea Port's CEO Daan Schalck said in an interview with the Zeeland press, it could also support further collaboration in subjects of mutual interest such as safety, digitalisation and sustainability.



Talking about sustainability, circularity will play an important role in North Sea Port's new Masterplan that is currently being drawn up. Help from the industrial-logistic cluster is indispensable to realise the port authority's circularity goals. And I know, as we have already been a leading sustainable port for many years now, that together we can all contribute to a more circular economy for both the port and its environment.

With kind regards,

Henk de Haas,
Chairman of Promotion Council North Sea Port



Going for circularity

Sustainability stands high on North Sea Port's agenda. The port authority acts as a proactive facilitator to help companies in the port area to reach their sustainability goals and reduce the ecological footprint of the crossborder port area. CEO Daan Schalck recently voiced in a radio interview that with the new masterplan, North Sea Port will resolutely opt for circularity.

A circular economy is a system of closed cycles in which raw materials and products are used efficiently, their value is kept as high as possible for as long as possible, renewable resources are used, and in which system thinking takes centre stage. Circular cycles can include, for example, sharing, reusing, repairing or remanufacturing, and recycling. In reaching the climate goals for 2050, circularity is of utmost importance as up to two-thirds of

greenhouse gas emissions are related to production, transport, and use of materials. In a European context, important steps have already been taken both nationally and regionally that mainly focus on energy recovery based on industrial symbioses. However, in terms of product design, optimisation of value chains, new circular business models, and logistics processes for circular supply chain transition, a lot more steps must follow. And North Sea Port can play a vital role in this.

Ahead in the field

North Sea Port, the port authority, and the many industrial and logistics companies have always been ahead in the field of sustainability and circularity. The port houses a large cross-border biobased cluster, and dismantling and recycling facilities for a broad range of products. It plays a leading role in the offshore wind industry, and around 400MW of electricity is annually produced by solar and wind energy in the port area. Lots of companies in the port area are involved in symbiosis projects in which they make use of each other's residual materials. Take, for instance, the residual heat and CO₂ exchange between Yara Sluiskil and its neighbouring greenhouse complex or the residual



Many companies in the port area are involved in symbiosis projects where they make use of each other's residual materials.

heat network realised between Stora Enso and Volvo Cars. North Sea Port stimulates innovations in the circular economy through partnerships with both public and private parties. An example of this is the Carbon Capture and Utilization Hub, where CO₂ (combined with green hydrogen and renewable energy) will be captured and reconverted into raw materials. With the new masterplan, which is expected to be published in Q2 of this year, North Sea Port is now aiming at new initiatives in which establishing circular cycles are important.

North Sea Port's roles in circularity

To ensure that North Sea Port's industrial-logistics complex can be expanded both competitively and sustainably, transition in three closely related areas is necessary. These areas are climate neutrality, a sustainable modal shift, and circularity of energy, materials, and supply chains. The port authority takes responsibility for this in various ways, ranging from facilitating to investing proactively, and always keeps a sustainable continuation and growth of added value for the entire port region in mind. When looking at North Sea Port's position in the circular economy, several roles can be differentiated:

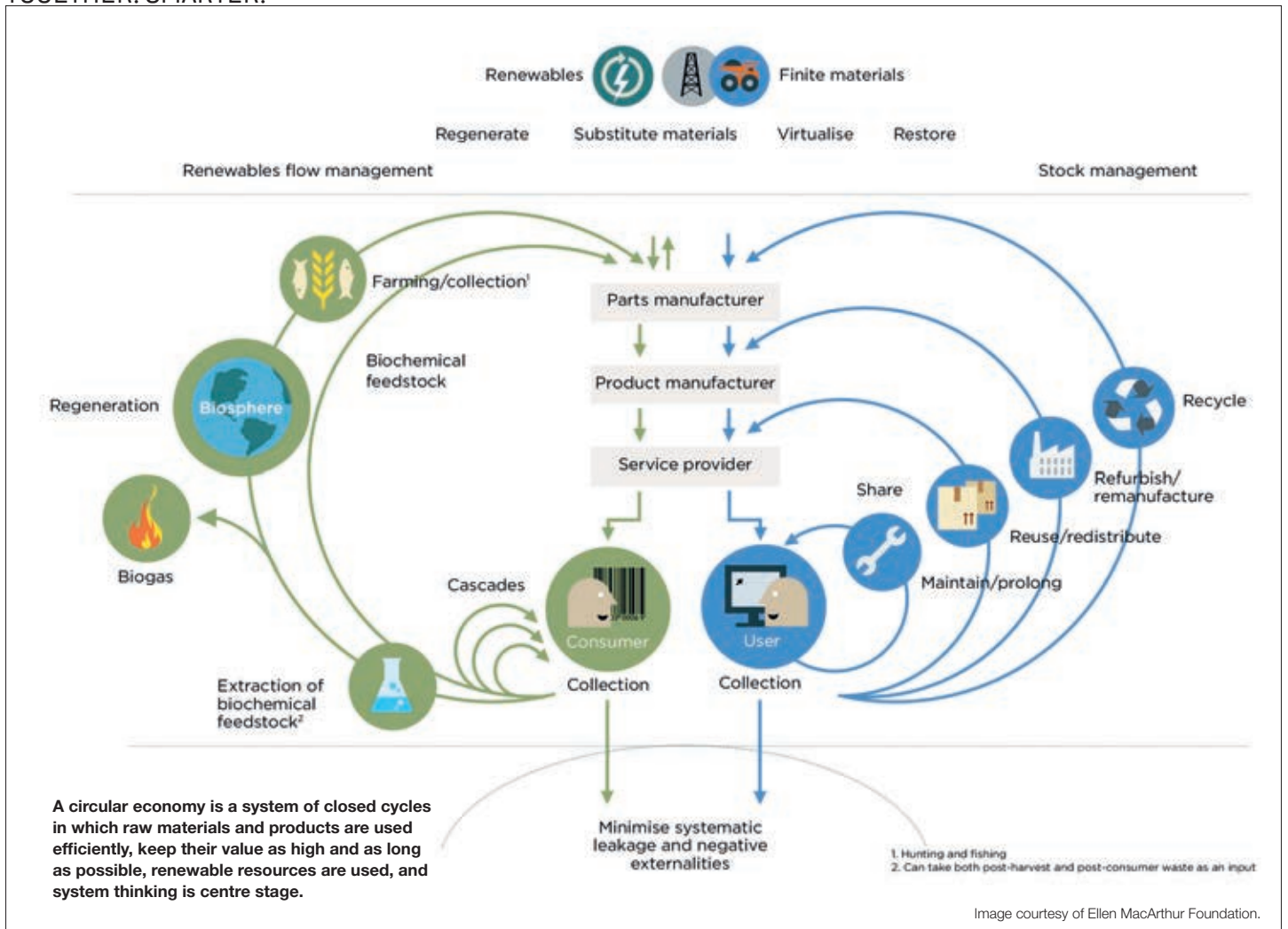
North Sea Port's webinar on circularity

North Sea Port will soon organise a webinar on circularity, one of the key pillars in the new strategy for North Sea Port. Representatives from the industry, government, NGOs, science, and of course North Sea Port, will give their point of view on circularity. More information about the event will be published via North Sea Port's various (social media) channels.

- **Energy and raw material hub.** In the port area, a large quantity of energy is produced from various energy sources. North Sea Port actively promotes and enables the use of renewable energy sources and raw materials (like hydrogen) instead of fossil fuels, which reduces the port area's CO₂ emission. North Sea Port furthermore facilitates projects on energy recovery based on industrial symbiosis.
- **Materials hub.** The more recyclable materials or auxiliaries can be reused in industrial processes, the more the amount of residuals can be minimised. New circular activities can be developed complementary to existing plants such as pretreating and transforming their residuals (like carbon-sources) or reusing waste water. This is material recovery based on industrial symbiosis. Even symbiosis with the nearby (urban, agricultural, natural) port's exterior areas creates great opportunities. A circular economy requires ample space and infrastructure, not in the least for the handling, storing, pretreatment, and transport of these recyclable and renewable sources but also for new industrial circular activities. North Sea Port has the unique position of being able to offer sufficient space for future circular investments to maximise the potential of symbiosis with the existing industry and to develop new circular businesses.
- **Supply chain role.** North Sea Port with its excellent location towards the North Sea and hinterland can play an important role in looking at valuable new cargo in favour of circular port businesses, so larger parts of the supply chain can be brought into circular transition. According to recent studies (Haezendonck & Van den Berghe, 2020), this may result in more local or regional freight flows and supply chains, different cargo types to handle, and opportunities for new (reversed) logistics. In order to reduce transport, more production in the port area using local resources or urban waste materials could also be stimulated. Local sourcing can be considered as mining the future and enhances the resilience of companies in the port area in case of future crises.
- **Innovation role.** North Sea Port offers an ideal experimental ground and pilot area for knowledge development and knowledge exchange on circularity. Through intense cooperations and partnerships with knowledge institutes like University of Ghent, HZ University of Applied Sciences, and both public and private partners within and outside the port area, the port wants to grasp every opportunity to accelerate the transition towards a circular economy.

Responsibilities

In attracting new companies to settle in the port area, the port authority could promote companies that fit within the circularity cycles mentioned above. Attracting new circular business could also lead to new cycles. The port area needs the necessary infrastructure and space for circular businesses. Infrastructure will require high investments in which governmental funds play



an important role. North Sea Port inspires the strategy and need for new and improved infrastructure. The port authority also has a networking role, as circularity goes further beyond the border of the port area and might even involve cross-sectoral cooperations. For a circular industry, the port could collaborate with, among others, the agricultural industry that could supply all kinds of green residual materials. Agricultural industry could use residual materials like waste water or CO₂ from the port's industry in return. The exchange of (process) water with the port's exterior could also be promoted, for example for heating nearby houses. Collaborating with other industrial regions and ports could be beneficial.

In this context, North Sea Port is one of the partners of the North Sea Port District Agenda, in which cross-border collaboration is initiated between six municipalities, two provinces, and North Sea Port to add value from the port to its surroundings.

Hydrogen

For the upcoming years, North Sea Port will turn into a hydrogen hub, with a current usage of 580kt which will double in the future. This ambitious project in fact covers all roles and responsibilities of North Sea Port as described in the previous paragraphs. In attracting new companies, North Sea Port could aim at companies using green hydrogen as fuel, for re-using CO₂, as raw material. A sufficient pipeline infrastructure is required for the development of a hydrogen hub. Renewable energy from offshore windfarms is needed to produce green hydrogen. North Sea Port's port authority has successfully joined forces with other concerned parties in Zeeland to convince

the Dutch government to choose Zeeland for landing one of the two future export cables of the 4GW IJmuiden Ver offshore windfarm, and to gain even more GW.

Challenges

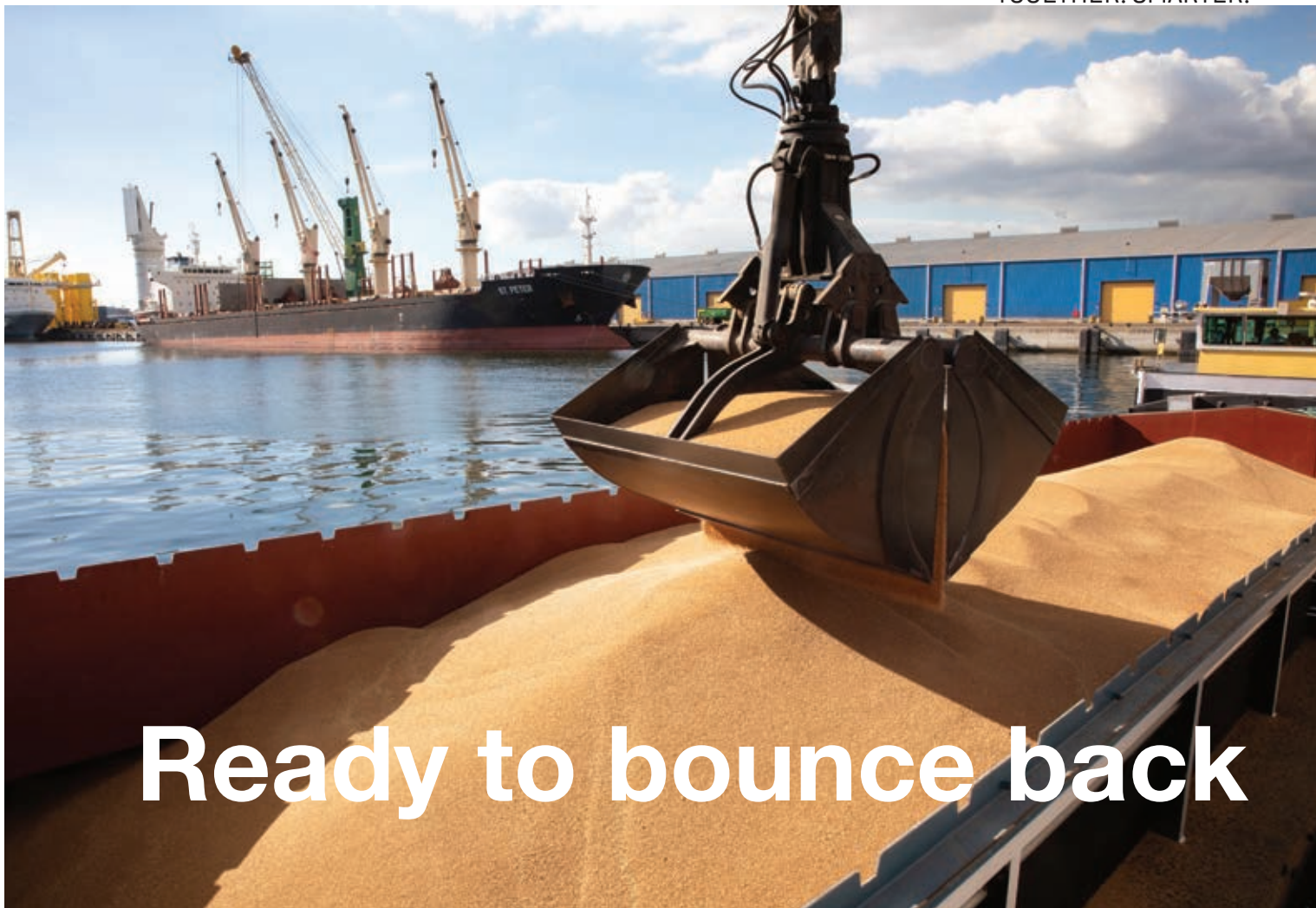
One of the challenges in realising a circular economy is the upscaling of the many pilot projects in and around the port area. Collaboration is key in this matter, as working together will make it easier to realise the necessary critical mass. Various restricting rules and regulations should be changed in favour of circularity, which requires a proactive role from local, national, and international governments. Financing also remains an issue for realising a high level circular economy, and the help of national and European governments is hence crucial as well. It is certainly good to learn that most political parties participating in the upcoming Dutch elections acknowledge the importance of circularity for a sustainable world.

MORE INFORMATION

North Sea Port

Karen Polfliet
 Policy Adviser Environment
 T. +32 495 243 153
 E. karen.polfliet@northseaport.com
 I. NORTHSEAPORT.COM





Ready to bounce back

North Sea Port's waterborne cargo traffic in 2020 amounted to 118.3 million tonnes. A total of 8,832 seagoing vessels and 41,450 barges called at the port last year, an average of 24 and 114 a day respectively.

The COVID-19 pandemic, the uncertainty surrounding Brexit, and the turmoil on the oil markets forced North Sea Port to take a step back last year. Nevertheless, the overall performance of the port remained strong, the container business continued to grow, and new investors are gathering speed to contribute additional traffic volumes and jobs. CEO Daan Schalck expects to reclaim any lost ground in the coming two years.

In line with what many other ports experienced, North Sea Port saw its seaborne cargo turnover decrease by 11.2% in 2020. After three successive record years, the total volume loaded or unloaded in or out of seagoing vessels fell back from 71.5t million to 63.5t million. The port still achieved the fourth best result in its history, even when combining the volumes handled separately by Ghent, Terneuzen, and Flushing before their merger in 2017. North Sea Port back then started out with 62.3t million.

Liquid bulk (16.2Mt), breakbulk (9.3Mt) and RoRo (2.7Mt) were hit hard by the crisis, but dry bulk, the main activity in terms of volume, resisted pretty well despite the general economic

slowdown, ceding only 6% at 32.5Mt. Moreover, containers went up again, gaining another 4.3% at 2.7t million, an all-time high.

Barge traffic was less impacted than maritime and also maintained a historically high level. Inland navigation vessels moved 54.8t million of goods in or out of North Sea Port, which amounted to a drop of 6.3%. Again, containers were on the rise. The Danser Group, the main actor in this field with about twenty calls a week, last year transported 200,000TEU by the waterway to and from North Sea Port.

Cautious optimism

As far as new land concessions are concerned, North Sea Port hit a new ceiling with 76.4 hectares of land leases signed, almost double the number of 2019. These investments hold the promise of new cargo flows and jobs, and thus bode well for the future.

Mr Schalck is cautiously optimistic, "Port activity started to recover in August and we look forward to a more positive 2021. If the corona pandemic does not lead to a new hard lockdown, we expect to recover half of the losses we suffered last year. We should then be back at our pre-corona level by the end of 2022. A lot of our port industries have shown great resilience and new investments will produce their effect on transshipment and employment. Our port is ready for the rebound."

Spreading risks

As an LME certified location, North Sea Port has always been an important port for handling and storing metals. One of the companies involved in this activity is Access World, which signed a contract in 2019 with North Sea Port on the expansion of its current site in Vlissingen.



The current quay has a length of 40m and was originally constructed to handle coaster vessels and barges.

All photos courtesy of Access World.



Managing Director of Access World Mark Doene is happy to share with us the latest developments, which will almost double the terminal size to 16.5ha. But first he tells us more about the company's history, which in Vlissingen dates back to the nineties of the past century.

Pacorini Metals

"Access World originated from the company Pacorini Metals in 2016", Mr Doene exclaims. "Pacorini Metals has been active in North Sea Port for decades. First as part of the Italian Pacorini Group and as from 2010 as part of Glencore, when they took over all of the Pacorini Group's metal activities. In Vlissingen we work closely together with Verbrugge Terminals when it comes to non-ferrous metals handling. Verbrugge Terminals has been acting as our service provider in this respect since the inception of Pacorini's activities at the port of Vlissingen.

However, in 2011 we had the chance to take over Vlissingen-based Arrow Terminals from its US owner Kinder Morgan, who started the terminal in 1995 as a base for entering the European market. Arrow Terminals built an impressive track record from Vlissingen in handling and storing ferro alloys, which was a welcome addition to our non-ferrous business. It also gave us the opportunity to have our own quay and storage facilities, independently from Verbrugge, to offer our customers a wider range of services by operating our own bulk terminal within the port."

Access Freight

Mr Doene continues, "With the takeover by Glencore, a non-compete clause was agreed upon that the Pacorini Group would not be active in the metal market for a term of five years. After these five years, the Italian group decided to re-enter the metals business. Meanwhile, with the market for storing aluminium growing very swiftly, we had the opportunity to further expand, for example in Africa where we took over the Access Freight company in 2014. Access Freight had an excellent reputation in handling, storing, and transporting a broad range of commodities. With Pacorini Group back in our business, it would be too complicated to have two companies operating with the same name, which is why in 2016 we decided to change our name to Access World. To end this short history lesson, it is good to mention that the enterprise, still part of Glencore and with a head office in Switzerland, today has over 150 warehouse locations in more than 25 countries globally, covering Africa, the Asia Pacific region, the Emirates, Europe, and both North and South America. We handle a broad range of commodities nowadays: Chemicals & Reagents,



Bird's-eye view of Access World's terminal. Once the expansion plans are ready, Access World's Vlissingen facilities will be up to date once again.

Expansion highlights

- The quay side's length will be extended from 40m to 290m.
- Construction of three new warehouses, covering 27,000m² for storing all kinds of commodities and cargo flows.
- Better facilities for value-added logistics such as packaging, crushing, and screening.
- New office space and upgraded parking facilities.

The extended quay will provide better access to larger and more modern (break-)bulk vessels with a draught up to 13m. The increased warehousing capacity will enable clients to store all sorts of cargo flows. All warehouse upgrades will be fully operational by the end of the first quater. The quay expansion will be fully operational by early 2022.

Non-Ferrous Metals, Ferrous Metals, Bulk & Ferro Alloys, Agricultural Products, Forest Products & Lumber, Polymers, and Oil & Gas."

Strong position

North Sea Port secured a strong position in the storage and handling of non-ferrous metals, partly because of its LME status. "Since Glencore acquired the metal division from Pacorini," Mr Doene continues, "the port of Vlissingen became the world's biggest stockholder for non-ferrous metals in the years to follow. With our (LME) non-ferrous metal stocks reaching a stock level of roughly 4t million of mainly aluminium, which accounted for 25%

of the global aluminium stocks at the time, it took a huge position in the global market. Nevertheless, due to changing rules and regulations for exchange-related storage especially, Access World was forced to change its perspective on the Vlissingen activities." Mr Doene adds, "With the upcoming changes for our LME activities, we knew that we had to broaden our market and seek diversification opportunities. We therefore decided to start offering services for other commodities as well such as soft commodities, forest products, and a range of circular economy products. This was of course supported by our worldwide network with an extensive portfolio. As a result, more and more goods were handled and stored in Vlissingen."

Own facilities

"With the takeover of Arrow Terminals in 2011," Mr Doene continues, "we could use our own storage facilities for storage of (bulk) ferro alloys and minerals, with at that time a warehouse capacity of 20,000m². In that same year, we also initiated our own stevedoring activities, so we no longer had to rely on third parties and managed to strengthen our position towards other ports and competitors. Together with a warehouse expansion of up to 50,000m², our volume in the following years rose from a throughput of 250,000t to 500,000t. Soon after the expansion of our storage capacity, we still had to use several external warehouse locations due to ongoing growth of our activities. It is of course a good thing that North Sea Port has ample warehousing companies that all are willing to help each other, yet for various reasons we started to think about extending our own facilities, not in the least as our quay facilities also required an extension."

Expansion plans

He explains, "Our current quay has a length of 40m and was originally constructed to handle coaster vessels and barges.

Because of the organic growth of our activities right after our warehouse expansions, we received seagoing vessels on this quay. Vessels that over the years grew to a maximum allowed length of 185m, which we handle at this berth today. We had to ask the port authority for permission and realised that with this 185m, the absolute maximum had been reached. Using such a small quay for handling 185m long vessels is far from efficient, as we need to constantly move the vessel alongside the quay in order to reach each cargo hold.

Talks on expansion and seeking possibilities started in 2015. One of the challenges we had to face was the fact that we are surrounded by other companies, which made expansion, especially of our storage facilities, difficult. Yet the decision on closing the coal power plant at our port opened up an opportunity, as this meant a plot of land next to us became available. This plot was owned by the coal power plant. After several exploratory discussions with the power plant, we decided to engage North Sea Port in the discussion and an agreement to swap land was finally reached between North Sea Port and the power plant. A terrain of 77,000m² hence became available for North Sea Port. We signed an agreement on a 32,000m² plot with the port authority in May 2019, including a Right of First Refusal for another 45,000m². It soon appeared that there was lots of attention from the market for this 45,000m² terrain, which is why we decided to lift the ROFR at the end of 2019 to lease a total area of nearly 8ha.”

Any type of goods and vessels

A new logistics masterplan was developed for the terminal expansion. As the new plan had moved the entrance to the other side of the expanded terrain, North Sea Port now has a new entrance road presently under construction, enabling Access World to optimise the use of both existing and new terrains. “Our new office buildings are at present under construction close to this new entrance. People thus do not need to enter the terminal and can safely stay away from any operations. A new truck parking will also be realised, so trucks will no longer need to wait outside the terrain or in between our warehouses. Our facilities, including the new to build quay, can therefore be used more efficiently and safer”,

Mr Doene voices. “The existing quay will be added to 288m with a 13m draught at a nautical length of 230m, meaning that we can soon handle larger seagoing vessels and/or accommodate multiple vessels at once. Moreover, the wharfing of vessels alongside our berth will no longer be necessary in the new situation.”

Up to date

The company’s storage facilities, both existing and new to build, are all fit for storage of high-density and low-density commodities, bulk, and breakbulk cargo. The terminal will hence be transformed into a multi-purpose terminal, rather than solely acting as a bulk terminal specialised in handling and storing ferro alloys and minerals. Including the terminal expansion, the company will be able to offer a total warehouse capacity of 78,000m², spread over eleven individual warehouses that are dedicated to a wide range of commodities. Besides the warehouse capacity, it will also boast a plot of 25,000m² dedicated to open storage.

Once the expansion plans are ready, Access World’s Vlissingen facilities will be up to date once again, and Mr Doene looks ahead with confidence. “We have always focussed on non-ferrous metals, ferro alloys, and minerals, and our knowledge and experience in these commodities is definitely a USP. At the same time, we have realised that it has also made us vulnerable with regard to the future. By adding other commodities and services to our new terminal set-up, we will be able to further spread our risk, which is already paying off, and will help us to further accelerate in the upcoming decades, too.”

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Mark Doene, Managing Director of Access World.



Two new warehouses for an additional 19,500m² of storage space.

New distribution centre creates strong link with water

Major development is “unique for Belgium”

Logistics activities at the Kluizendok will significantly grow along with the new distribution centre that WDP and Legio Group are currently developing on the WDPort of Ghent site. The new project is in several ways quite unique for Belgium. For inbound flows, it heavily relies on the multimodal possibilities offered by this location.



The new distribution centre is conceived as a multi-tenant facility, with eight modules of 19,000m² that are connected to each other but which can also function as separate warehouses.

The logistical heart of X20, Overstock Garden, and Overstock Home will soon be their new distribution centre in North Sea Port.



The warehouse WDP already built for DistriLog at its WDPort of Ghent site is an example of the high standards the group brings to its projects.



The multi-tenant distribution centre WDP will build for X2O, Overstock Home, and Overstock Garden, the three retail concepts owned by the Legio Group, will cover approximately 150,000m², making it an exceptional complex on the Belgian logistics property market.

“When counting the mezzanines, the total will in fact be closer to 160,000m² of logistic room. A project of this scale under one single roof and with a long-term commitment of the client for the whole building from the start is unique for Belgium, and firmly puts North Sea Port and our WDPort of Ghent park on the map”, says Kristof De Witte, General Manager BeLux & France at WDP. “In Belgium, there is usually little to no demand for complexes of this size. They tend to opt for the Netherlands or Germany, if only because it is extremely difficult to find the necessary space in our country, where logistic platforms of this size are usually spread out over more than one warehouse.”

Consolidation exercise

Putting everything under the same roof offers many advantages, emphasises Mr De Witte. “The new distribution centre is conceived as a multi-tenant facility, but the eight modules of 19,000m² are connected with each other, meaning that the tenants – the three brands being part of the same group – will be able to optimise their internal flows and run the warehouse with more flexibility, for instance by switching personnel and equipment from one unit to another when needed. At the same time, each unit can function as a fully autonomous entity and a separate warehouse with its own loading docks, free 12.2m height, and more. This multifunctionality is important for us as investors when taking a long-term look.”

The size of the complex is due in part to the kind of products X2O, Overstock Garden, and Overstock Home will bring into it. “Furniture, albeit for bathrooms, indoor or outdoor, takes up room to store. Furthermore, the three brands want their products to be immediately available for delivery. They do not want their client to wait for weeks for a container to arrive from

“ A project of this scale under one single roof and with a client’s long-term commitment for the whole building from the start is unique for Belgium.

Asia, so they keep large inventories close to their markets.” Construction is due to start as soon as the building permits have been obtained. “We expect to be able to start in the spring. Completion will be phased over a one and a half year period. The first 60,000m² will be ready in March 2022, the whole building will be operational in the last quarter of the same year. Maximum speed is not the target here. This is also an exercise in consolidation. Our client is bringing together in one spot the supply chain of three retailers who each generate large flows and have their own logistical organisation to manage these. A step-by-step approach allows them to do this in a controlled way, allocating means in the most efficient way possible. This does not mean that the building will be interrupted after each phase. The work will continue until the entire warehouse complex is up and running.”

Financial engineering

The project requires an investment budget of some EUR 80 million. The financial engineering to make it happen is not very common either: the new logistics platform will be realised through a joint venture partnership in which WDP will hold a 29% share and Legio Group the remaining 71%. “The financial construction is indeed a bit new to us too, but Legio Group explicitly wanted to invest in its own logistics property instead of just leasing it. They searched for the plot of 30 hectares they wanted, and had already identified the



Kristof De Witte, General Manager BeLux & France at WDP.

Kluizendok as an adequate location. At a given time, we entered into a dialogue with them and together we worked out a solution enabling them to achieve their ambition and focus on their core business, without having to get involved in the whole building, maintenance, and property management process. They saw the benefit of joining forces with a specialist company that would take care of the real estate part of the project. The hardware is our concern, they can concentrate on their operations.”

“They also adhered to our concept in which the aim is not to wring the last penny out of the construction process, but to deliver high-standard and sustainable warehouses that keep the total cost of ownership low over the building’s whole lifecycle, with special attention to things like high-grade isolation, the use of renewable energy, led lighting, charging stations for electrical vehicles, and rainwater recuperation. All this resulted in this partnership, which makes the most of both parties’ strengths.”

Multimodality crucial

Apart from the available space, Legio Group had another very good reason to land at the Kluizendok. The group wants to make the most of the multimodal possibilities offered by the site. “North Sea Port is extremely well situated to serve the European hinterland and the Kluizendok offers excellent connections to the international road, rail, and waterway networks. Companies that settle here can take advantage of these multimodal capacities to make their supply chains more efficient and sustainable. That is exactly what our client plans to do, and it was a determining factor in their decision to set up shop here”, Mr De Witte underlines.

The new distribution centre is meant to serve the Belgian and Dutch markets, where X2O, Overstock Garden, and Overstock Home already have about eighty outlets. Most of their inbound flows originate in the Far East and are shipped to Europe in containers. These boxes will find their way to the logistics platform using inland navigation. The containers will

Still room to grow

When it launched WDPort of Ghent with the ambition to develop a large-scale logistics park, WDP was the first of its kind to hit the ground at the Kluizendok. “We took on a pioneering role in bringing logistics to this part of North Sea Port and we proved pretty successful in doing so. You only have to look at who followed our lead and settled down in our neighbourhood. It is getting busier by the day at and around the Kluizendok”, Mr De Witte points out. WDP itself scored its first hit when DISTRILog elected to rent a warehouse covering 34,420m² at the site. Next came Mainfreight with an entrepot of 9,210m². With the coming of X2O, Overstock Garden, and Overstock Home and their new distribution centre of about 150,000m², the building stock of WDP in the southwestern corner of the dock area will multiply, almost hitting the 200,000m² mark.

That is not the end of the story, though. “We still hold two building licences that make it possible for us to rapidly develop new projects for logistical purposes. One is 20,000m² large and lies next to the Mainfreight compound. The other is twice as big at 40,000m² and is situated in the extension of the DISTRILog centre. “The possibility to expand is important to all our clients at the Kluizendok. But we are constantly talking to potential newcomers, too.”

“We of course also keep our eyes open for new locations, including within North Sea Port. But the logical thing to do in our business is to cluster activities as much as possible at existing premises. This helps to deliver efficiencies of scale when it comes to park management, maintenance, and so on.”

WDP’s total property portfolio of semi-industrial and logistics buildings amounts to more than 5 million m² and is spread across 250 sites at prime logistics locations for storage and distribution in Belgium, France, the Netherlands, Luxembourg, Germany, and Romania. Most of these buildings are situated on land owned by the group. WDPort of Ghent is part of the projects built on concessions, representing about 10% of the group’s portfolio.

be unloaded at the nearby container terminal. “They will use the waterway from day one, thereby significantly reducing their ecological footprint and keeping trucks away from busy roads. They made a fundamental and strategic choice for a more ecologically-friendly organisation of their supply chain. In this respect, North Sea Port holds a trump card.”

Jobs

The impact of the distribution centre in terms of jobs is huge. “Complex logistical processes ask for many hands to perform them. We are talking about at least 250 people and twice as many at peak times, not counting the fact that they will move their headquarters to the city of Ghent. These people need to be able to get to work, and accessibility of the Kluizendok by public transportation is currently not ideal. It would help if Max Mobiel could send some of its busses in our direction”, concludes Mr De Witte.

Focus on adding value

A lot of companies decide to start new activities at North Sea Port every year. 2020 was even a record year in terms of land allocated. For many newly settled companies, working from North Sea Port seems to be a success.



All photos courtesy of Vlaeynatie.

In 2015, Vlaeynatie started new activities at North Sea Port's Axelse Vlakte, mainly as a storage, (re)packing, and logistics partner for fertiliser producer SQM. Today, as a result of the successful move to North Sea Port, Vlaeynatie offers services to a much broader range of customers. Time for an update with CEO Paul Van den Broeck.

Service partner

"Since we started in 2015, a lot has happened on our terminal", Mr Van den Broeck says. "Being founded in Gent/Antwerp in 1845, we have a long history in both ports. However, when we were looking for a location for new facilities, we decided to opt for North Sea Port. Apart from taking care of loading and

unloading vessels with mainly bulk fertilisers, we also take care of storage and a broad range of value-adding packing services." Soon after the start of the company in 2015, Vlaeynatie anticipated the changing market situation for sugar in Europe and decided to construct a sugar terminal next to its fertiliser terminal, which became operational as Zeeland Sugar Terminal in 2017. "Through a fully automated process of unloading, storing, and packaging food, safety is guaranteed", Mr Van den Broeck comments.

3MCT

In 2017, the company also decided to participate in a new multimodal container terminal, located next to Zeeland Sugar Terminal: TriModal Containerterminal Terneuzen (3MCT). In 2019,



Ever since its establishment at North Sea Port, Vlaeynatie has been working on optimising its facilities.

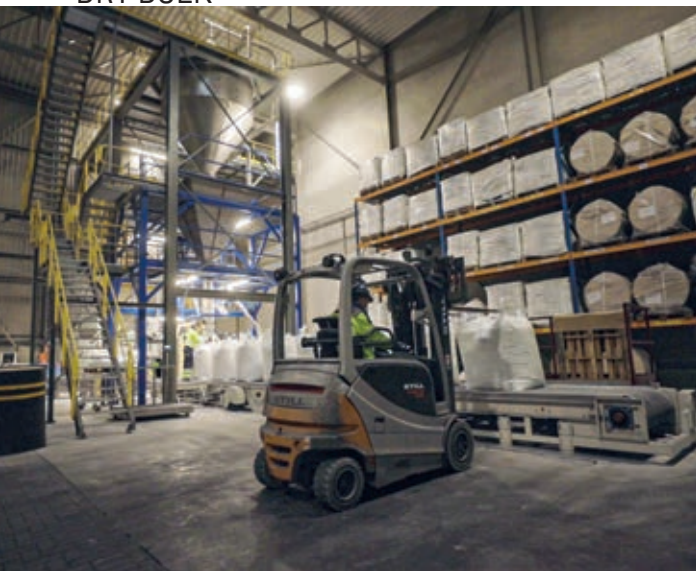


Paul van den Broeck, CEO of Vlaeynatie: "Since we started in 2015, a lot has happened on our terminal."

Vlaeynatie took over trucking company Swagemakers Transport and one of the partners in 3MCT. "With Swagemakers," Mr Van den Broeck explains, "we were already working closely together in 3MCT and by adding the company to our own organisation, we can now operate in the entire logistics chain: we take care of loading and unloading vessels, storing, sieving, blending, packing and repacking, and the transport to the hinterland by barge, shortsea vessel, train, and truck. For our future success, we are convinced of the fact that we should not limit ourselves to only cargo handling and storage. In order to attract business, it is of utmost importance to somehow add value to our services and we can do so with our skills, and our top-notch facilities and equipment.

Cautious in expanding

Ever since its establishment at North Sea Port, Vlaeynatie has been working on optimising its facilities, which is why it was decided to build an additional warehouse, which became operational in 2018. Now, the company has storage capacity for fertilisers of 200,000t. At the sugar terminal, the two giant sugar silos that cannot be overseen has a total storage capacity of 130,000t. "As a company, we are very cautious in expanding. Growth is of course important, but one should not become too confident in business," Mr Van den Broeck says. "However, business went well from the start and we soon found out that our storage capacity for fertilisers did not suffice. Therefore, we decided to build additional storage and packing facilities on our



Vlaeynatie operates in the entire logistics chain: loading and unloading vessels, storing, sieving, blending, packing and repacking, and the transport to the hinterland.

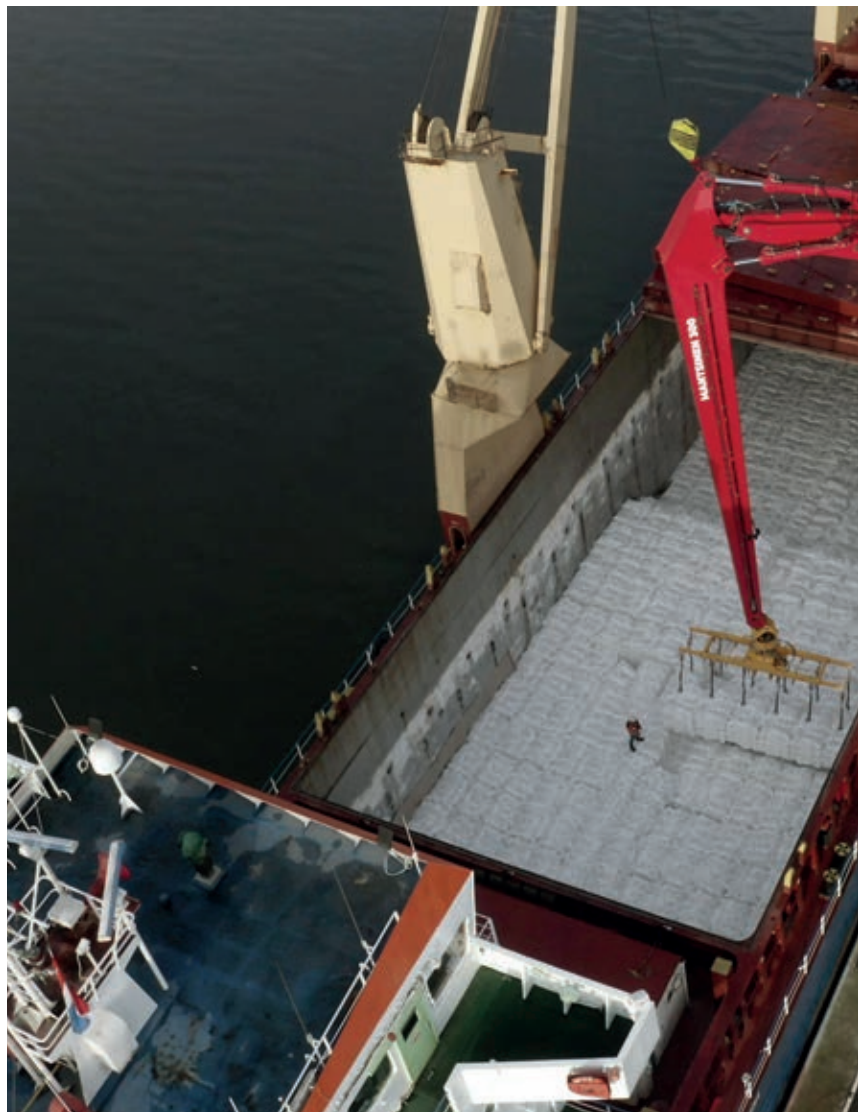
terminal.” “Apart from this,” Mr Van den Broeck continues, “we have been constantly working on optimising our processes. For this task, we made various investments such as additional packaging lines for fertilisers, new packaging lines for GMP+ fertilizers, and a state-of-the-art bulk loading station for GMP+ products.”

FSSC 22000

Vlaeynatie not only invested in equipment, but also in other ways to improve. This year, the company started with some good news as the terminal passed the FSSC 22000 certification process. “Traceability is of growing importance in the food industry,” Mr Van den Broeck voices, “and as from now on, we are able to offer our customers a FSSC 22000-certified operation. The FSSC 22000 certificate is the only certificate approved by the GFSI (Global Food Safety Initiative), which means that our entire process is internationally recognised as being safe and completely traceable. Together with our GMP+ certification, this is valuable proof of our efforts to provide safe food storage, handling, and processing to our customers all over the world.

Goeyvaerts-R

Earlier this year, Vlaeynatie started to work together with crane rental specialist Goeyvaerts-R. “Up until now, we have been using the services from Mammoet for loading and unloading vessels. But in the autumn it was decided to end this collaboration. Now, with Goeyvaerts-R and their year-long experience in providing equipment and services for quay operations, we have found a new partner that will help us to further improve our efficiency at the quayside”, Mr Van den Broeck elaborates. When looking at the quay operations, Vlaeynatie last year successfully tried out an unconventional way of loading vessels. “Our 50kg sugar bags are usually loaded and shipped in containers, but with the current high container prices we searched for an alternative solution, which we found in the use of slings. With the use of slings, we were able to load the sugar bags onto a conventional break bulk vessel in a safe, fast, and efficient way. For longer distances, transport by vessel is still the most efficient way and today prices for containers are high because of the high demand, and this way we can offer our customers an appropriate alternative.”



In 2015, Vlaeynatie started at North Sea Port's Axelse Vlakte, mainly as a storage, (re)packing, and logistics partner for fertiliser producer SQM.

Any product will do

With fertilisers, GMP+ Fertilizers, sugar, containers, and transport, Vlaeynatie already has an extensive portfolio, yet this does not mean that the company is not looking any further. Of course, our focus today lies on sugar and fertilisers, but with our storage, container, and transport facilities, we can also offer services for other goods”, Mr Van den Broeck says. “In fact, any



With the current high container prices Vlaeynatie searched for an alternative solution, which was found in the use of slings.



“With our staff of 120, we managed to keep our business going despite of all the corona measures.”

related industry, and it is obvious that demand for handling and storing of fertilisers moves along with the worldwide food market. Although sugar last year did not have its best year due to disappointing yields, we can conclude that we have had a satisfactory year when looking at volume and revenues. Thus, the effects of the corona virus on our activities were limited. However, the virus still imposes a heavy burden on our staff, and this is something that has been, and still is, one of my worries. With our staff of 120, we managed to keep our business going despite of all the corona measures. Everyone took great care of themselves and whenever necessary, no one hesitated to step up. This is something I am really proud of.”

New challenges

According to Mr Van den Broeck, new challenges lie ahead when looking at sustainability and digitalisation. “Today,” he says, “we are already constantly searching for ways to reduce the ecological footprint of both ourselves and our customers. We can offer the most sustainable transport solution with our multimodal terminal. In our own operation, we also seek sustainable improvements. We have decided that in case of any new buildings, sustainability should play a role, for example with the use of solar panels. Another example lies in the digitalisation of our process. Our goal is to reach a paperless workflow, which also contributes to sustainability. With this paperless workflow we will be able to further improve the efficiency of our logistics process. It would be great when trucks that enter our terrain, are automatically noticed and registered, so that truck drivers do not have to enter our office for extensive paperwork. Instead, they could, drive through to the right location immediately upon arrival for loading or unloading. Meanwhile, the entire operation is digitally settled. This would really save time, avoid waiting trucks, reduce mistakes, and make the lives of truck drivers more comfortable. I believe this is something that no one will be against.”

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Any product will do, as long as we are able to add value to it, as this is the way we want to do business.

product will do, as long as we are able to add value to it, as this is the way we want to do business. For future expansion, we have an additional 20ha in reserve on the opposite side of our terminal. We have an agreement with North Sea Port that we are the first company to be notified in case any other party were to show interest in leasing part of this lot. Should this happen, then we will have the first right to lease. Although we do not have specific plans for this terrain, we are already investigating, together with the port authority, the best way to access the additional hectares, as this will be necessary before we start using it. With our current growth, it is good to have a backstop. The expansion on our current terminal also happened faster than expected. This was originally planned to be executed in two phases, but both phases were ultimately constructed in one go.”

COVID-19

When looking at the current COVID-19 pandemic and its effects on business, Vlaeynatie is lucky to be active in the food-related industry. “Our customers all operate in food and the food-



**“We do what
we are good at”**



Heerema Vlissingen has always been involved in the construction of large steel structures.

With Heerema Vlissingen, part of the Heerema Fabrication Group (HFG), North Sea Port has a well-known constructing company in the house that throughout the years has built a fine reputation in the offshore oil & gas industry and renewables market.

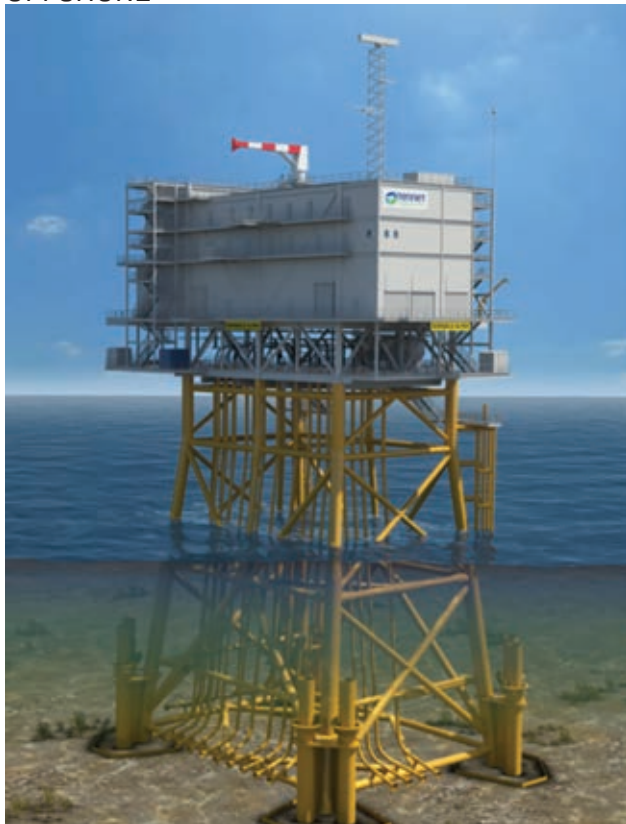
PortNews speaks with Richard Spronk, who has been the company's Yard Director since 2020. "When I joined the company six years ago," he tells, "we were in the middle of constructing one of our largest jackets to date. With its 17,000t, the Gina Krog jacket that we constructed for Equinor really was huge. It caught a lot of attention as it was visible from a large distance." Another jacket was awarded by Equinor in 2017. Although it equalled the Gina Krog jacket in size, the weight of the Peregrino II jacket was 'only' around 9,000t. "The jacket was just as big as the one for the Gina Krog field, however the circumstances in the Brazilian waters off the coast of Rio de Janeiro are not so harsh as the North Sea, which resulted in a weight reduction", Mr Spronk explains.

Hollandse Kust Noord

According to Mr Spronk, Heerema Vlissingen has always done what it is good at. "Our yard has always been involved in the construction of large steel structures," he says, "mainly for the offshore industry. We have thus gained ample expertise and experience, not in the least as we are blessed with a solid, stable, and motivated team. With many customers in the uncertain oil & gas industry, Heerema Vlissingen has faced many challenges over the years but so far, we have managed to withstand. Since closing down the HFG yards in Zwijndrecht and Hartlepool, we have been able to connect with new customers and attract new business in the offshore wind industry. Although we operated independently from each



Richard Spronk,
Yard Director of
Heerema Vlissingen.



lemants, which will be constructing the substation for the Hollandse Kust Noord project, recently granted Heerema Vlissingen the fabrication of the jacket.

other, we frequently worked together with Zwijndrecht and Hartlepool. Topsides for offshore substations were constructed in Zwijndrecht and Hartlepool, and we often fabricated the jackets. Now that HFG is no longer constructing topsides, other constructors of topsides now see us as possible partners.” lemants, which will be constructing the substation for the Hollandse Kust Noord project, recently granted Heerema Vlissingen the fabrication of the jacket. Construction of this jacket started in January with the official first steel cut, and completion is planned for September 2021. “The Hollandse Kust Noord project shows that the market sees us differently now, and they acknowledge our expertise in larger offshore steel constructions”, Mr Spronk elaborates.

From 80/20 to 20/80

Today, the company focusses on two separate activities with a strong focus on the North Sea region. Next to the construction of steel structures for the offshore energy industry, Heerema Vlissingen also acts as shore base for sister company Heerema Marine Contractors (HMC). “With the growing demand for renewable energy, it is obvious that fabrication for offshore windfarms has become a large part of our portfolio”, Mr Spronk states. “When I started in Vlissingen, the use ratio of oil & gas versus wind was 80/20, and today this is the other way around. We construct jackets for the offshore wind industry, but also other subsea structures like pre-piling templates. Last year, we were awarded the fabrication of the Greater Changhua pre-piling template for HMC. This template enables HMC to accurately install the piles for offshore wind turbines. The complete template consists of three pile sleeves connected by framing, including hydraulically adjustable pile guides and mudmats. We fabricated the steel structure and assisted with commissioning. Decommissioning is a market that could become more and more interesting. What most people forget



The Greater Changhua pre-piling template under construction.



Load-out of the Gina Krog jacket in 2015. With its 17,000t, the jacket that Heerema constructed for Equinor really was huge.



Blessed with a solid, stable, and motivated team.

They are very dedicated to us and every new project is of course highly motivating. And this loyalty and enthusiasm are also recognised by our customers.” Mr Spronk sees various opportunities for the upcoming years. “We know that a lot of projects in the offshore industry are planned, and it is our task to stay tuned to the market and be ready when necessary to make sure that we can profit from these opportunities. Our USPs are clear. With our location in Vlissingen close to the North Sea and with a lock free entrance, without any serious tidal restrictions, with sufficient quay facilities, and ample space behind the quay, we are the perfect partner. Apart from this, we have our own fabrication engineering team that ensures that based on design engineering, projects can be constructed as efficiently and seamlessly as possible. We also have inhouse blasting and painting facilities, and we can rely on trusted heavy lift partners.

Prosperous future in mind

As youngsters are hard to motivate for a job in construction, Heerema Vlissingen constantly invests in education. Mr Spronk, “We are fully aware of the fact that our team’s average age is rising and that we must therefore keep in close contact with educational institutes. With our inhouse company school, we support local education by training on the job. Ten students from Scalda Secondary Vocational Education are currently working for us as apprentices. We teach them how to fit and weld and the focus in training their skills concentrates on constructions for the offshore wind industry.” With a prosperous future in mind, Heerema Vlissingen also tries to reduce its ecological footprint. “When looking at our operation, it is not so easy to seek sustainable solutions. A lot can be gained by trying to produce as efficiently as possible. For example, we try to use second-hand steel for the supporting structures in decom projects. We use a lot of electricity, which is why we recently decided to invest in 100m² of solar panels. Our chosen panels are special as they are very thin and flexible, so you can install them on almost any surface. When successful, we can expand the number of panels to other locations at our facility to replace traditional sources for electricity as much as possible. We act thus environmentally-friendly in a business-wise manner,” Mr Spronk concludes.

“ We know that a lot of projects in the offshore industry are planned and it is our task to stay tuned with the market.

is that large supporting structures and tools are needed for dismantling the complex and large oil & gas assets at sea, and these types of constructions fit perfectly within our scope”, Mr Spronk states. “Our strength lies in one-of-a-kind fabrication, not in mass production. Unique tools and supporting structures have to be fabricated for decommissioning.” When looking at the shore base function for HMC, Vlissingen’s role is diverse. “We take care of a broad range of cleaning and outfitting of barges at our yard”, Mr Spronk voices.

Opportunities

According to Mr Spronk, Heerema Vlissingen today employs around 80 people, which depending on the projects can be upscaled with experienced flex workers. “Despite various challenging events throughout our existence, we are happy that our team in Vlissingen always remained loyal to the company.



“Ghent is a strategic hub for the regional and global distribution of citrus juices, and Belgium is also a key market for LDC’s Juice business”, says Baptiste Tanghe, Plant Manager for Louis Dreyfus Company.

All photos courtesy of Jean-Louis Vandevoorde.

Keeping the juice flowing

Baptiste Tanghe was recently appointed Plant Manager for Louis Dreyfus Company (LDC) in Ghent, one of the global agri commodities company's flagship terminals. The group puts a strong emphasis on safety, sustainability, and innovation, and the fruit juice terminal in North Sea Port is a fine example of that focus, he says.

Q: Mr Tanghe, could you tell us something about yourself?

A: I grew up in a West Flemish family, with the mindset that 'work is a virtue' and with values like honesty and humility. I was always interested in my father's job as an agricultural engineer, working as a Plant Manager in the agricultural and food industry. I learned from him that being open-minded and critical are essential skills – both to lead people and in order to continually improve and grow, both personally and professionally.

I completed my studies in 2006, obtaining a bachelor's degree in organic chemistry, and started my professional career as a research & development lab technician. Since then, I have broadened my knowledge and experience by taking up challenges in different sectors: environmental industry, civil sector, and chemical industry.

Q: You started your career at LDC as Plant Maintenance Manager for Ghent almost three years ago. How familiar was the port business to you before that?

A: When I joined LDC in 2018, the only connection I had with port business and North Sea Port was my diving training within Ghent's fire department. This training gave me good safety insights, which are required everywhere these days, and I can state with confidence that it is pretty dark and cold on the bottom of the Sifferdok! However, it was still a totally new experience for me to operate in a port environment.

Q: You are now the Plant Manager for Belgium. How do you view your new role?

A: While serving as Plant Maintenance Manager for LDC's terminal in Ghent for two and a half years, I gained rich knowledge and experience of the daily challenges and tasks at the site. I also worked closely with colleagues from the Quality, Safety, Health and Environment (SHE) and Projects and Operations departments, but I was less involved with logistics operations and customers. In my new role as Plant Manager, I will focus on those aspects of the business as well, while using my technical knowledge and background to ensure the terminal continues to operate safely and efficiently each day, in line with LDC's strong safety culture. We will also continue with efforts and investments to enhance site safety at our juice terminal in Ghent.

Part of my new role is also to keep pace with innovation and new technologies – both in the company and in our industry – to overcome challenges and prepare for the future. LDC is embracing new technologies in its operations around the world and our juice business is no exception, with several initiatives aiming to make activities more efficient and traceable for ourselves and our stakeholders, like the use of eco-efficient vessels and blockchain technology.

Although LDC's terminal at North Sea Port is one of the most advanced juice terminals in the world, I strongly believe that we must continually adjust to the external environment to ensure we continue to guarantee product quality, boost efficiency, enhance safety, and meet evolving customer expectations. The future is about flexibility and connectivity, two characteristics already widely present at North Sea Port and LDC.

Q: North Sea Port is one of the main entry points for orange juice destined for the European market. Could you describe how LDC contributes to this strong position?

A: The oranges from which our juices are produced are grown and processed in Brazil, transported to LDC's terminal in Santos, and the juices are shipped on our own fleet of chartered eco-efficient ocean vessels to LDC's terminal in Ghent for distribution to customers in Europe and beyond. Upon arrival in Belgium, juice is stored in temperature-controlled silos at our storage facilities, which are among the largest in the world and capable of handling both frozen concentrate and not-from-concentrate orange juices in bulk and drums.

The company's terminal is centrally located to enable delivery to the European market, with operational stocks close to our customers. Juices are transported by road in bulk trucks to almost every corner of Europe, and also by truck in container barrels to the ports of Antwerp and Rotterdam for further shipment, facilitated by North Sea Port's location at short distances from both locations.

Q: How important is LDC's terminal in Ghent in the global logistics network and set-up of LDC?

A: LDC operates a strategic asset network within each business line, where each asset plays a role in the safe, reliable, and responsible distribution of goods between origin and destination. Ghent is a strategic hub for the



Our terminal here plays a key role in distributing orange juice produced and processed through our own operations in Brazil.

regional and global distribution of citrus juices, and Belgium is also a key market for LDC's Juice business. Our terminal here plays a key role to supply clients in more than 70 countries, mostly distributing orange juice produced and processed through our own operations in Brazil.

For more than 30 years, LDC has worked to drive positive change in the juice value chain, with Belgium as a key hub for juice distribution in Europe, and working with a range of international partners and experts to assure customers and consumers that the products they buy are responsibly sourced, processed, and transported.

Q: LDC is working hard at further greening its logistics operations in the field of shipping.

A: In 2020 we began operating two new eco-efficient vessels, dedicated to the transport of citrus juices and by-products in climate-controlled tanks, from our export terminal in Brazil to destination markets in Europe and North America. Thanks to more modern technology, these vessels bring greater autonomy and efficiency, and help to reduce fuel consumption by 40% and sulphur emissions by 85%, for more sustainable shipping operations contributing to LDC's commitment to reduce the environmental impact of its global operations. This change was also linked to our investments to increase our capacity to meet the growing demand for not-from-concentrate juices, which require more volume to transport compared to frozen concentrate juices. Together, the vessels can transport up to 50,000t of juice, offering 20% more static capacity compared to the three vessels of our previous fleet.

Furthermore, North Sea Port offers various logistics alternatives such as railroads and barges, and is tending to replace road transportation by more sustainable ways to transport goods, an approach in line with LDC's own efforts to drive increasingly sustainable practices across our value chains.

“ The future is about flexibility and connectivity, two characteristics present at North Sea Port and LDC.

Q: The terminal began operating in 1999 and has been regularly upgraded. Are any further steps planned?

A: Built in 1999 and expanded in 2019, our Ghent terminal currently has storage capacity for 74,000t of juices (frozen concentrate and not-from-concentrate juices combined). In 2019, we increased storage capacity for not-from-concentrate juices by more than 50%, and our blending capacity by more than 20%, at the terminal.

Space for future developments at our current premises is scarce, but we are exploring alternatives for the future together with North Sea Port. This is a challenge, but we are confident that through our positive collaboration we will find optimal solutions for all.

Q: What is the impact of the COVID-19 pandemic on your activities?

A: On a global level, the virus did not significantly impact our operations as LDC played a central role in keeping essential food and feed chains moving, working closely with local authorities around the world to protect our people through reinforced safety and hygiene measures, while ensuring business continuity for our customers worldwide. Today, with the pandemic and logistic challenges still ongoing, we remain vigilant and continue to take the necessary steps to keep our people safe while running our operations with minimum disruption.

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MSC starts container depot at 3MCT

As of 11 January 2021, 3MCT acts as a container depot for MSC. The moving around of empty containers can hereby be avoided and the level of trucking can be reduced. This contributes to a reduction in CO₂ emissions, but also helps to improve connectivity with the nearby industry.

A depot is a location where companies can return their empty containers after import, and pick them up for export. This makes the transport of empty containers redundant. With the MSC depot at 3MCT's terminal, a new extended gateway is established for the port of Antwerp at North Sea Port's Axelse Vlakte. Trucks do not need to travel all the way to Antwerp, but can already discharge at the Axelse Vlakte for loading the cargo onto one of the barge and train services. This hub function also offers ample opportunities for local

customers, as they can bring their goods to Terneuzen instead of transporting them to Antwerp, Rotterdam or Zeebrugge.

Optimal combination

3MCT (part of Vlaeynatie Group, see also page 16) is a trimodal inland terminal aimed at container shipping to and from the ports of Antwerp, Rotterdam, and Zeebrugge. 3MCT stands for Trimodal Containerterminal Terneuzen. It operates as a logistics service provider for internal customers Zeeland Sugar Terminal, Vlaeynatie, and Swagemakers International Transport, as well as for regional customers. Besides a daily barge and truck service, 3MCT also provides a dedicated rail solution twice a week between the port of Antwerp and 3MCT with a maximum of 150TEU per roundtrip. "Trucking might seem faster," states Arno Swagemakers, Co-Director of 3MCT, "but is less reliable than barge or train transport. First of all, trucks often have long waiting times in larger seaports and are confronted with road congestion. Good agreements between 3MCT and the deep-sea container terminals enable 3MCT to offer their customers a more reliable alternative by water or rail. The last mile from 3MCT to the final customer still takes place via road, yet this part from the terminal at the Autrichehaven is less susceptible



For an optimal depot function it is important to have sufficient barge services.

Photo courtesy of 3MCT.

“ By offering the optimal combination of barge, train, and truck, we help to reduce our customers’ ecological footprint.

to waiting times and traffic jams. This in turn enables the customer to organise his loading and/or unloading process more efficiently, resulting in a higher degree of productivity. For an optimal depot function it is of course important to have sufficient barge services, in order to avoid containers having to wait too long at our terminal for their trip to Antwerp. By offering the optimal combination of barge, train, and truck, we help to reduce our customers’ ecological footprint. We can use a dense trimodal network to minimise road transport, so we can choose the right means of transport. To help our customers with their logistical challenges, we can be seen as a one-stop shop with just one primary contact. Looking at the port of Antwerp, our terminal acts as a valuable overflow for Antwerp for shipments towards the hinterland.”

Away from road congestion

The 3MCT terminal recently started as a container depot for shipping company MSC. Jerri Smet is Intermodal Manager at MSC, and he explains the decision. “MEDLOG is the logistics branche of MSC for inland transport of containers. With a presence in 70 countries and over 12 million TEU handled per year, it is one of the world’s largest multimodal inland transport and logistics providers in terms of the extensive geography covered by its services. In order to be able to realise this extensive coverage, MEDLOG invests in partnership contracts with inland terminals, and our latest agreement was made with 3MCT. We are already present in North Sea Port at Stukwerkers in Ghent, and CSP Zeebrugge and Kloosterboer in Vlissingen, and we noticed a lot of potential in the Terneuzen area as well. We already do lots of business with 3MCT and Vlaeynatie, and this depot contract was a next step in our collaboration. It should help us and our customers to reduce road transport and switch to rail and barge with only the final mile via road. Sustainability and reducing carbon emissions are among our main goals. For us, it is good to know that 3MCT has ample import and export traffic. And although Antwerp has several container depots of other shipping companies nearby, we think that Terneuzen is close enough to act as a profitable and time-saving depot. One should not forget that large construction works are planned around Antwerp for the next ten years. These so-called Oosterweelwerken (Oosterweel Works) will cause a lot of road congestion around Antwerp. Having a container depot away from this congestion, yet close enough, can be a real plus for all parties concerned.”

MSC is leading

For Tim Borteel, Commercial Manager at Zeeland Sugar Terminal, the advantage of the new depot function is evident. “Now that MSC has decided to opt for 3MCT as one of their container depots, we can further improve our services towards our customers. Much of the sugar we store in bulk is repacked in bags for transport in containers and with a stock of empty containers only a few metres away, we can act swiftly and



Photo courtesy of Vlaeynatie.

3MCT has space available for around 35,000TEU, part of which can be reserved for empty containers.

CONTAINERISATION



The depot contract with 3MCT should help MSC and its customers to reduce road transport and switch to rail and barge with only the final mile via road.

Photo courtesy of MSC.

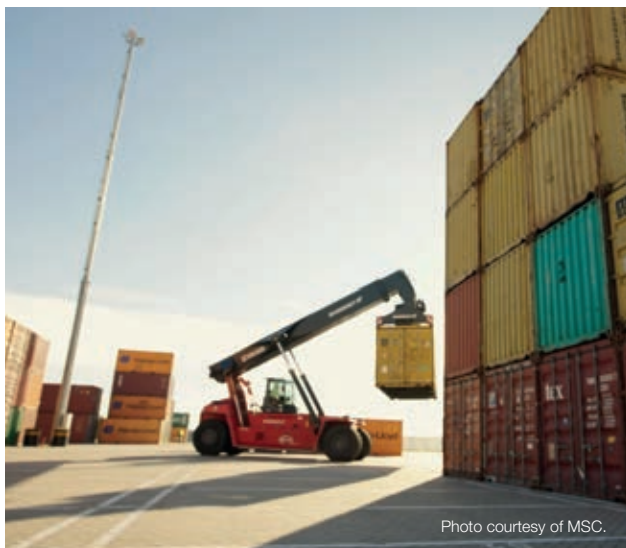


Photo courtesy of MSC.

A depot is a location where companies can return their empty containers after import and pick them up for export. This way the transport of empty containers can be avoided.

reliably. As a matter of fact, there are on a worldwide scale plenty of containers, yet they are not always at the right spot. At North Sea Port, the storage of empty reefer containers was already well organised at Kloosterboer and with 3MCT and MSC, a reliable solution for dry containers is now realised." Approximately 15,000TEU is currently handled each year at the terminal of 3MCT, in which MSC is leading. "With our new depot on the Axelse Vlakte, we know we can contribute to the efficient transport of goods to and from the industry in the Terneuzen part of North Sea Port, just like our Ghent depot supports the Ghent industry", says Mr Smet.

Improving productivity

Mr Swagemakers adds, "For this, the ambition of our customers is important as it is at first notice difficult to compete with trucking on price. It is true that a lot of customers look

at quick wins, and trucking is indeed often cheaper compared to barge or train. However, when looking at the longer term, one will notice that the total costs will be reduced when using our multimodal solution. We are hence asking customers to take a financial risk, but once they have chosen multimodal transport, they will realise that the efficiency level will ultimately rise, resulting in lower prices. We know from various customers that a productivity improvement of 25% is feasible! To help them, we think along with our customers, for example by collecting volumes from various customers into combined shipments as higher transport volumes will always result in lower costs per unit. We are of course proud to have MSC as a partner, though our customers select their preferred shipping company, and we are open to engage in business with other shipping companies, too. The more volume we can handle, the more profitable it will be for our customers."

Perfectly located

"When we talk with potential customers about the depot facilities at 3MCT," voices Mr Borteel, "we learn from their response that they consider MSC a trusted party, so we are very glad to collaborate with them as it helps us to offer our customers a complete package of services." Mr Swagemakers adds, "At 3MCT, we presently have space available for around 35,000TEU, part of which can be reserved for empty containers. Within the Vlaeynatie premises, plenty of space is still available for further expansion for handling and storage, and for offering additional services such as stuffing and stripping. Together with MSC, we look towards the future with confidence." Mr Smet concludes, "With our depots in Ghent and at the Axelse Vlakte, we offer two multimodals hubs for Antwerp originated and destined cargo. Both depots are perfectly located between the North Sea shipping routes and Antwerp and help to avoid annoying, costly, and polluting traffic jams."

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Frontrunner in energy transition

The Dutch coastal province of Zeeland has played an important role in the offshore renewables industry for many years, and the region will in the upcoming years further develop as a frontrunner in energy transition, with ambitious initiatives for the development of green hydrogen production.

The top ten European port of North Sea Port was one of the first ports in the region that stepped into the promising offshore wind market, first with the handling and storage of monopiles and transition pieces (TPs) and throughout the years, the offshore wind-related activities expanded towards construction, (de)mobilisation of offshore support vessels, O&M of offshore

wind turbines, R&D, training and education, and a wide range of maritime, logistic, and technical services. Another part of the industry is the decommissioning of first-generation offshore wind turbines. North Sea Port already has an excellent reputation with the successful execution of decom oil & gas projects over the past two decades.

Full-service location

The term one-stop-shop is often misused, but in this case perfectly fits Zeeland as it is a true full-service location for the offshore energy industry. The broad experience gained over the years is not the only reason why Zeeland appeals to many offshore operators. Its impeccable geographical position, close to existing and future North Sea projects, a lock-free port, and the excellent multimodal and congestion-free hinterland connections are of great importance, too. The Vlissingen port area includes permanent and sufficient heavy-lift crane capacity for next generation foundations and generators, dedicated



Current hydrogen consumption (450,000t of H₂/year) in the region accounts for more than half of the total amount consumed by Dutch industry.



North Sea Port was one of the first ports in the region that stepped into the promising offshore wind market.

heavy-lift quays, seabed conditions that are ideal for jack-up installation, and a 25m-deep pocket for semi-submersible operations. Crew, parts, and equipment can be swiftly transferred by vessel and helicopter from Zeeland.

Energy Port Zeeland

The success of the Zeeland renewable energy cluster is also a result of the strong willingness of companies to work together, as everyone in the small province realises that collaboration leads to a stronger market position. This sense of collaboration resulted in the establishment of the platform Energy Port Zeeland. This platform focuses on closer cooperation between government, educational institutions, businesses involved in training and employment, research and innovation, profiling and communication, and business development. It should lead to new activities in the renewable energy sector. It is important to

create a favourable business climate for these activities by, for instance, providing sufficient education to enable the supply of well-trained staff.

Education and innovation

In the Centre of Expertise Water & Energy students, teachers, researchers, organisations, and companies work together in new developments in water-based energy transition. In the centre, HZ University of Applied Sciences and Scalda Secondary Vocational Education are educational institutes that, in the area of training, education, research and development contribute to Zeeland keeping its leading role in the renewables industry. Scalda, for example, introduced the first dedicated, and GWO-certified training for offshore wind technicians. HZ started the minor offshore renewable energy and with Delta Power, it is aiming for the role of Zeeland's natural environment



in generating and storing renewable energy. Fieldlab Zephyros, an initiative of the centre and World Class Maintenance, aims for zero downtime and zero on-site maintenance of offshore windfarms.

Hydrogen hub

Zeeland last year took the next step in energy transition for a more sustainable world. Within and around the port area, many initiatives were announced for the production of green hydrogen. An important aspect is the availability of electricity generated by operating and planned nearby offshore windfarms. It is good to know that the Dutch government recently opted for Zeeland as landing point for one of the two export cables of the future 4GW offshore windfarm IJmuiden Ver. It also benefits from access to CO₂-neutral electricity from the Borssele nuclear power plant. Moreover, the region already has a high-



North Sea Port has an excellent reputation with the successful execution of decom oil & gas projects.

quality gas/380kV electricity infrastructure with cross-border potential for balancing electricity (Belgium and the Netherlands). Zeeland was the first in the Netherlands to convert existing gas pipelines for hydrogen transport for DOW, YARA, and Zeeland Refinery. There are great opportunities for a connection to a national H₂-backbone and for creating a hydrogen hub in the North Sea Port zone, with opportunities for hydrogen import, storage, and transportation.

Extremely suitable

A recent study reveals that the Scheldt-Delta Region, in which North Sea Port is located, is extremely suitable for the production and use of green hydrogen. Current hydrogen consumption (450,000t of H₂/year) in the region accounts for more than half of the total amount consumed by Dutch industry. Close collaboration between industry, the port, and public authorities facilitates the direct use of hydrogen as a raw material. The region already has a large, flexible range of steam methane reformers (SMRs) to balance out the non-continuous green hydrogen output from electrolyzers. The oxygen produced during electrolysis can also be sold to the local industry.

A good start

Various locations in the North Sea Port zone are suitable for large-scale electrolysis and the development of several locations has already got off to a good start. VoltH2 has started planning and developing the construction of a green hydrogen plant with storage, refuelling, and distribution facilities in Vlissingen. Ørsted, together with Yara, is planning a hydrogen project. Zeeland Refinery has plans to construct a 100MW electrolyser, and in the North-C Methanol project, in which among others Engie and ArcelorMittal are involved, green hydrogen from a 65MW electrolyser will be used for converting CO₂ into methanol. North Sea Port, Gasunie, and the ports of Rotterdam, Amsterdam and Groningen have set up a partnership to carry out a study into the practical set-up of a hydrogen exchange for free trade of hydrogen. A hydrogen exchange could be realised in phases and grow along with the development of a market for climate-neutral hydrogen.



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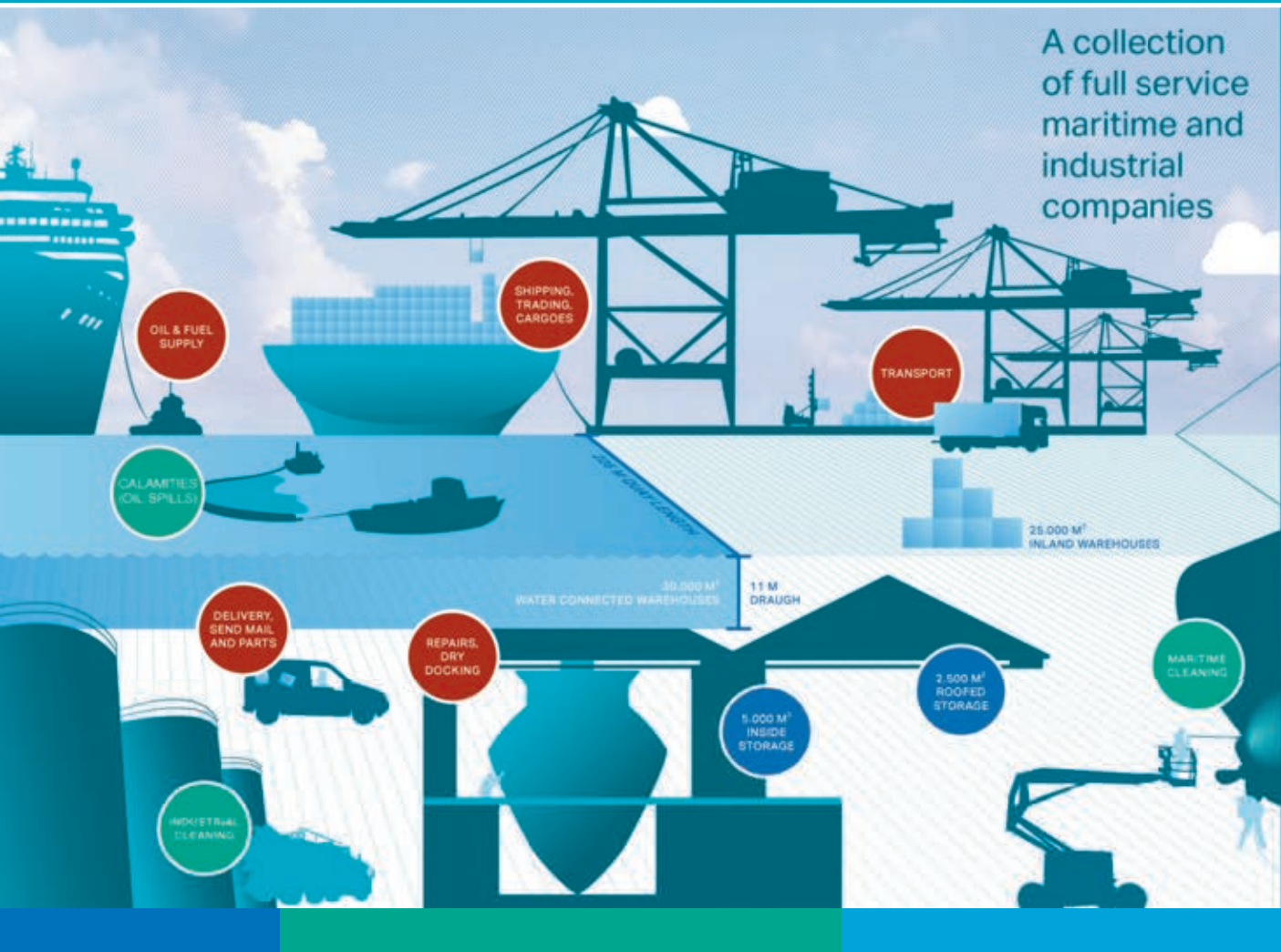
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V6 rail terminal powers Volvo Cars' multimodality drive

Train closely interacts with ship and truck

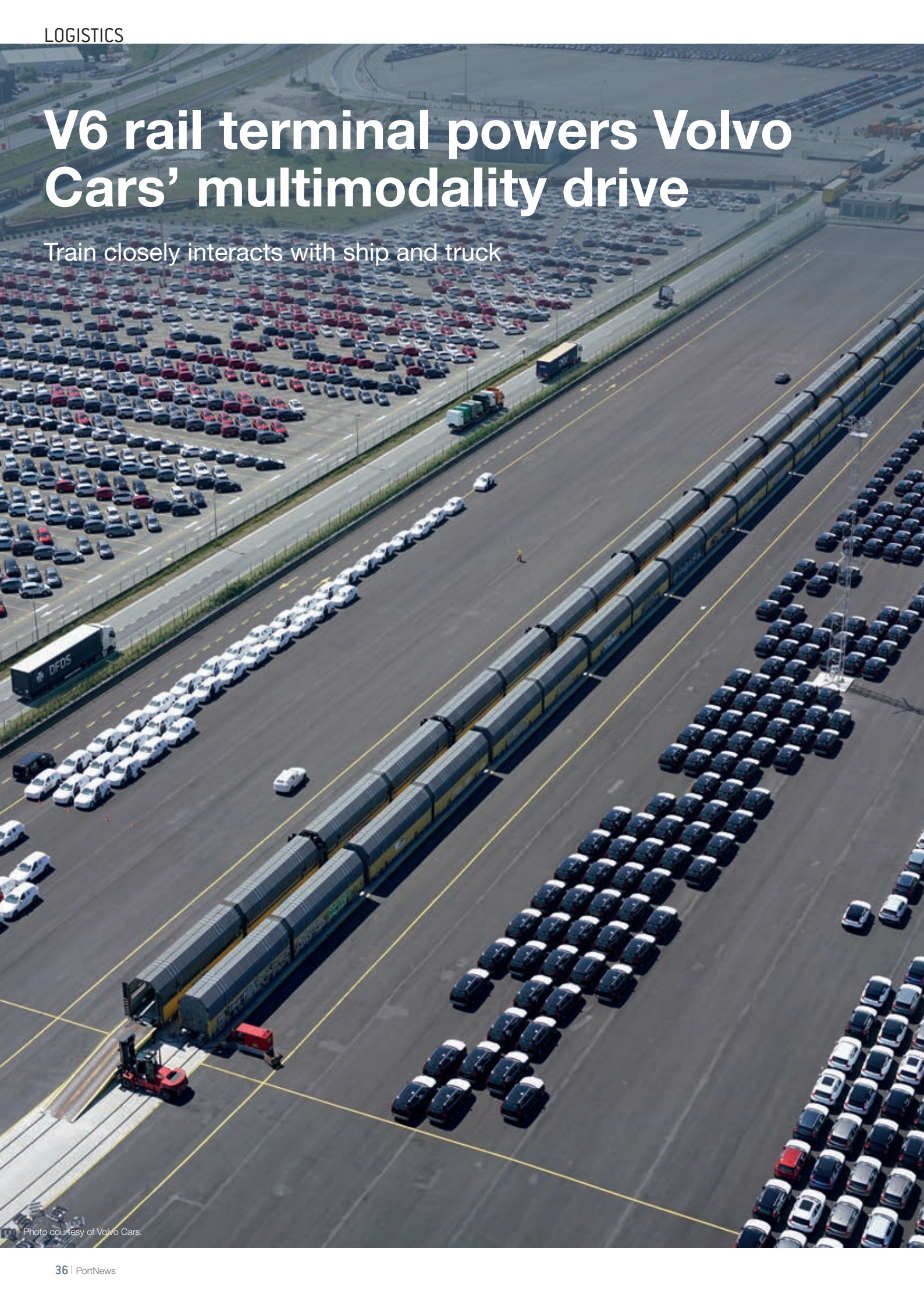


Photo courtesy of Volvo Cars.



The new terminal makes the Volvo Cars logistics chain for finished vehicles faster, more sustainable, and more cost-efficient.

With the new V6 train terminal at the Mercator dock, Volvo Cars has taken a major step in making its distribution logistics faster, more sustainable, and more cost-efficient. To achieve this, the car manufacturer cooperates with shortsea operator and terminal operator DFDS and rail freight company Lineas. “With the new set-up, we are taking 5,000 trucks off the road each year”, says Willem Talboom, Senior Manager Outbound Transportation at Volvo Car Gent.

North Sea Port is now the linchpin in a network for car logistics that extends from China to Belgium, and from Sweden to Italy and Austria, based on the close interaction between trains, ships, and trucks.

The V6 terminal started operations in March last year. Volvo Cars invested several million euros to turn the 52,500m² facility into a full-fledged train terminal, equipped with two 320m tracks, for the reception and distribution of finished vehicles produced by its own assembly plant in Ghent or arriving from its factories in China, Sweden, and the USA (via Zeebrugge).

Two or three trains arrive at the V6 terminal at the Mercator dock every week with cars produced in China, while six to seven trains depart with cars made in Ghent, Göteborg, Charleston, Chengdu or Daqing. Two of them head for Italy (with Sacconago near Milan as final destination), two others go to Austria (where they unload in Schwertberg near Linz), and the final two or three return to China. The trains are run by Lineas, which has been a long-term Volvo partner for more than 20 years now. The rail freight company takes care of the first and last mile in Ghent and works hand in hand with other operators for the long haul to the European hinterland and the Far East.

Strong growth of rail volumes

The capacity of each train averages 200 cars. The Chinese trains bring in Volvo XC60s assembled in the People’s Republic and take back different models produced in Europe. The other trains come in empty, the Austrian train returns after delivering cars of another manufacturer in Zeebrugge.

The number of cars shipped by rail has gone up sharply in the past two years. In 2019, Volvo Cars received 19,400 cars arriving from China; the trains took 8,800 vehicles back for the Chinese market. The total on this route thus reached 28,200 cars transported by rail to, and from, Ghent. Last year, the total climbed to 45,600 cars. This is five times more than the 8,700 cars which arrived by train from China in 2018, when the line started. The traffic with China remained more or less on par, slightly increasing to 29,130 cars. But the rail links to Italy (which started in 2019) and Austria (since 2020) provided extra volumes. They accounted for close to 16,000 cars. The new rise in 2020 was achieved despite the impact of the corona crisis on car sales in the first semester, and which also affected Volvo Cars (global sales went down from 705,450 to 661,713 cars, a decline of 6,2%).



Volvo Cars uses both closed and open RoRo wagons to carry its cars. The open trains are destined for Italy and Austria, the closed one for the first leg of the much longer journey to China (via Poland, where the cars are placed into 40-foot containers).

Photo courtesy of Volvo Cars.



Photo courtesy of Jean-Louis Vandevooijle.

Willem Talboom, Senior Manager Outbound Transportation at Volvo Car Gent.

Showcase project

“Our train operations used to be scattered across different locations. We have brought them together on one single spot at a short distance from our assembly plant. The new location is not only right next to the DFDS terminal from where their RoRo ships shuttle back and forth six times a week to Göteborg, providing the backbone service for our logistics between our European production sites, but it also lies in the immediate vicinity of our marshalling yard which acts as a new car depot where trucks come to load and unload vehicles ready for distribution”, says Willem Talboom, Senior Manager Outbound Transportation at Volvo Car Gent.

The advantages are many, he underlines. “Multimodality is one of the trump cards of North Sea Port, but this really is a showcase project. The new terminal brings water, rail, and road even closer together, and enables faster and more efficient multimodal combinations. We have been able to eliminate or shorten a lot of intermediate road transports. Cars coming from Sweden with the DFDS RoRo ships can be swiftly and directly transferred from their shortsea terminal to our rail terminal or shifted to the nearby marshalling yard to be picked up by a truck. In both cases, they only have to cover a distance of a few hundred yards. Cars from China can be temporarily stored next to the track or quay before being moved to the train or ship.”

“By moving more cargo to the rail, we have also been able to substantially reduce the lead times for the delivery of our cars from factory to final destination. These lead times have been cut by up to 30%. For Chinese Volvo’s, trains only need 20 to 25 days to travel from Xi’an to Ghent. This trip would take almost twice as long by ship. Trains to Italy and Austria will arrive within just two days.”



“By moving more cargo to the rail, we have been able to reduce the lead times for the delivery of our cars from factory to final destination by up to 30%.”

“There is an ecological benefit, too. The train is not only a very reliable, but also a less polluting transport mode, as it emits nine times less CO₂ and eight times less air pollutants than road transport. Our new set-up annually keeps no less than 5,000 trucks – up to 150 a week – off the roads. This is a major gain in our ambition to become greener.”

Part of a larger strategy to cut emissions

The shift to rail is indeed part of Volvo Cars' larger strategy to cut emissions in its logistics network by switching transports from trucks to trains, especially in Europe where road haulage is still ubiquitous in bringing new cars to depots and dealerships in individual markets.

Ghent is leading the way. “By implementing rail transport, we reduced CO₂ emissions by almost 75% on the route between Ghent and a purpose-built depot in northern Italy. From Ghent to a second depot in Austria, emissions were cut by almost half since switching to rail transports”, the car manufacturer stated in a press release last year. The group is also looking to use rail transport on a wider scale in China and the United States. The trucks-to-train swap is itself only one element in the climate action plan that Volvo Cars revealed last year and which it labelled “one of the most ambitious in the automotive industry”. Under the plan, the company aims to reduce its lifecycle carbon footprint per car by 40% between 2018 and 2025, which will require a 25% reduction in operational emissions, including logistics. The ambition is to become climate neutral by 2040. The plant in Ghent has been given the role of trailblazer at the production level, too. Last year, it started assembling, next to the hybrid version of this car, the XC40 Recharge, the first of several fully electric Volvos to come. The plant is currently preparing to take a second fully electric Volvo model into production later this year. The group in January announced plans to more than triple electric car capacity at the plant to around 60% of the total production capacity by 2022.

Moving forward

Volvo Cars clearly intends to keep following the rail track, adds Mr Talboom. “Together with Lineas, we are looking into ways to further optimise our train operations, for instance by attracting return cargo on the trains to Italy, but this is not an easy task. With Infrabel and North Sea Port, which has been extremely supportive in our whole project, we are studying how to improve the larger rail infrastructure within the port area. Some operational bottlenecks still need to be eliminated. There is, for example, just one track available in the terminal's vicinity, where 630m long trains can wait.”

Apart from car logistics, Volvo Car Gent also maintains the daily container train that for many years now connects Belgium to Sweden for the transport of body part components and production material. That train is still handled at the Sifferdok, at the doorway of the assembly plant.

Recently started, already rewarded

Only a few months after the start of the cooperation with DFDS and Lineas, Volvo Cars won the very first edition of the ‘Baanbrekers Award’ of Multimodaal Vlaanderen for its pioneering role as a shipper in the use of alternative transport modes to render its logistical chain more sustainable and efficient.

A short-list of four candidates was selected by a professional jury for three categories: pioneering shipper, pioneering service provider, and multimodal ambassador. The finalists defended their case during a livestream event. The winner was designated by online voting by participants of the Flemish logistics community. Volvo Cars, DFDS, and Lineas jointly came out on top in their category.

With this award, Multimodaal Vlaanderen aims to inspire companies in Flanders to switch to multimodal solutions by providing them with hands-on examples of smart, competitive, and environmentally-friendly modal shifts. Multimodaal Vlaanderen is part of VIL, the Flemish platform for innovation in logistics, and acts as an independent centre for advising shippers and transport operators on the integration of alternative transport modes in their supply chains.



Photo courtesy of Volvo Cars.

Special equipment, like ramps and a generator to move up the roof of closed trains, is used to load the cars onboard the trains.



Photo courtesy of Volvo Cars.

Cars arriving from Sweden by ship can be swiftly transferred from DFDS's shortsea terminal to the rail terminal just a few hundred yards away (visible in background).



All photos courtesy of MvH Group.

Working in port logistics, tasks like filling containers can be hard labour.

The personal approach

At North Sea Port, the human factor plays an important role, not in the least as around 100,000 individuals either directly or indirectly earn their living from activities in the port. Despite the ongoing automation and digitalisation, the input from experienced and skilled people is still essential.



Basiel Martinet, Founder and Owner of MvH Group.

To meet the demand for manpower, companies often make use of employment agencies that help with temporary workforce. One such company is MvH Group, founded on the year-long port-related work experience of owner Basiel Martinet. PortNews had an online Q&A meeting with him.

Q: Mr Martinet, can you tell us something about your company?

A: "My wife and I started MvH in 2012, with a focus on the employment of logistic workers. The M in the company name stands for Martinet and the vH for Van Helsland, which is the family name of my wife Ingeborg. Today, our office has a staff of six people and we employ on average 60 people every day. We are a dedicated and ambitious company that acts locally, cross-border, and always with a personal approach. We operate in Flanders and the southwestern part of the Netherlands, including North Sea Port and the port of Moerdijk. We are currently seeking an expansion towards the port of Rotterdam as well."

Q: Why did you decide to start MvH, as the competition in your market must be fierce?

A: "Before we started MvH, I had been working in logistics and shipping for 20 years in various roles. As a manager on vessels, loading trucks and vessels, driving trucks and reach stackers, managing stevedoring operations, and advising the arrangement of warehouses, I have done and seen it all on various levels in this industry. That is why I know what is going on in shipping and port logistics and cargo handling. I know what works well and what should be improved. In 2012, I decided to leave my job to start my own business. We now use this experience to find the exact match for both our employees and customers."

Q: MvH as approximately 60 people working for the company. Why did they decide to join MvH, as there are also lots of other agencies?

A: "Indeed, we are not the only employment agency. However, what truly makes the difference is the fact that we take really good care of our team. We consider our employees to be the heart of our organisation. I have learned from experience how things can worsen. We provide our employees with a proper vehicle, working outfit, and PPE. So, they always show up for work in a proper and safe fashion. We often receive 'Fast and MvH delivers' from our customers as feedback on our services. We can supply customers with skilled and trained, motivated, and certified staff on short notice, as we have an up-to-date database of available job-seeking people. We can hence act fast to help our customers."

Q: Apart from the abovementioned, where lie your other strengths?

A: "In port logistics, continuity, speed, flexibility, and certainty are extremely important. Like no other, we know our customers inside out, meaning that we know exactly what they need. We know our flex workers very well, too. We know their capabilities and what is also very important, we know how to keep them satisfied. As mentioned before, we take good care of them, from contract to the necessary training or certification. Furthermore, although digitalisation in the order sector is becoming increasingly important, we still like to personally stay in touch with our (potential) flex workers. We know people love to step into our office in Hulst for information about job opportunities. This approach often leads to a direct result. People sometimes start the very next day. We are of course also visible online with our website and social media channels, as well as on the well-known job boards."

Q: What challenges does MvH face?

A: "Working in port logistics, tasks like filling containers can be hard labour and we will probably reach a point where no one will be interested in this kind of work or that it is no longer allowed due to stricter labour regulations. Our goal is to be ahead of this moment. For this reason, we are, together with Flemish robotics expert Voxdale, currently working on a fully automatic and autonomous robot for loading and unloading containers."

Services of MvH Group

MvH Group offers skilled and trained staff for a broad range of port logistics activities, including:

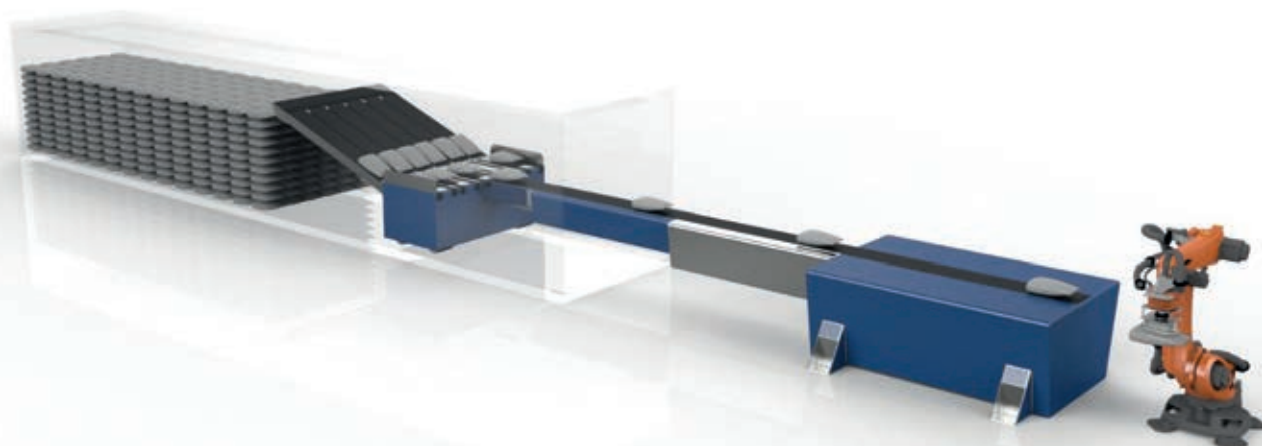
- Stuffing and stripping of containers.
- Loading and unloading trucks.
- Order-picking.
- Preparing shipments.
- Repacking, labeling, and sealing parcels.



"We consider our employees to be the heart of our organisation."

This robot is truly innovative, as it can autonomously and swiftly move goods in and out of containers. Through Link2Innovate and Crossroads, the project is recognised and subsidised by the European Interreg Flanders-Netherlands programme. This programme stimulates cross-border projects for smart, green, and inclusive growth, which is a valuable recognition of our project."

I. MVH-GROUP.COM



Together with Flemish robotics expert Voxdale, MvH Group is currently working on a fully automatic and autonomous robot for loading and unloading containers.



Building up volume(s)

Wijngaard Natie

Two years ago Wijngaard Natie gained a major foothold in the North Sea Port area with the take-over of a large warehouse for chemical logistics. The group renovated the installation, reorganised the operations, and expanded the range of activities. “We believe that business will continue its upward trend”, says Business Development Manager William De Keulenaer.

Wijngaard Natie only recently settled within North Sea Port, but is not a new kid on the block when it comes to logistics and port business. The group’s history stretches at least back to 1864, when the namesake company was officially established in Antwerp, building on an even longer tradition. Today it is an important player in both stevedoring and warehousing. In the first field it runs a trimodal maritime terminal covering a total surface of 355,000m² and 1,5km of quay length, comprising the only all-weather terminal in the port of Antwerp. With regard to warehousing, it can rely on 125,000m² of state-of-art warehouses to offer a wide range of storage, value added and integrated distribution services for various cargo flows, with a specific focus on food and feed products, chemicals, metals, and project cargo. The two main activities are supported by forwarding and transport departments, a container freight station, lashing & securing services, and spin offs like a division



Photo courtesy of Jean-Louis Vandevoorde.

for the tailor-made packing of maritime, airfreight or industrial cargo. The family-owned company employs 180 people, including the dock workers it hires daily for stevedoring purposes.

In 2019 Wijngaard Natie considerably expanded its warehousing activities by acquiring the distribution centre for chemical products of the Ahlers group in Evergem, only a few yards away from the Kluizendok complex in Ghent. "It was our first big step outside Antwerp. But in terms of infrastructure, equipment, knowhow, and certification, it was an excellent match for our existing facility in Kallo, on the Left Bank of the Scheldt River in Antwerp. Moreover, it offered us a chance to get closer to the important industrial cluster in the Ghent port area, with potential clients that fit the profiles we aim at", explains William De Keulenaer, Business Development Manager in charge of the Evergem site. "This was an opportunity to grow

our business we simply could not miss. If we wanted to build such a warehouse, it would have taken us years to achieve a similar result."

Partial reboot

The warehouse on the industrial site De Nest, which was renamed ECO Center Evergem, is 25,000m² large. It is configured with one main hall of 14,200m², and three units of 1,500 to 3,750m². One of these compartments allows for high Seveso threshold storage of special classes of dangerous goods. Another one is equipped with narrow-aisle racks. Free height is 12 metres. The temperature and humidity controlled installation is ISO-certified and is now also GMP+/FCA approved. The warehouse has a full foam sprinkler system, drainage and spill tanks, gas detection and measurement, access control, and 24/7 security and surveillance. The



Photo courtesy of Jean-Louis Vandevorde.

Business Development Manager William De Keulenaer.

infrastructure and equipment are regularly amended to the newest regulatory standards. The available space can be used either for rack or bulk storage of pallets. The loading and unloading docks each have eight gates where trucks and containers are handled. The operational mezzanines of 400m² above them can serve as pick&pack zones or for other logistical purposes, and have their own office rooms. The warehouse also has its own weighbridge. The office building connected to the operational zone houses the customer service team that is in communication with clients and stakeholders daily.

When taking over the site, Wijngaard Natie started by taking out the racks to renovate the floor. “In the first year we operated a partial reboot of the warehouse and reorganised operations. So we first took a step back, but we were up and running again and building up volume when the corona pandemic struck. We held our ground though, and were even able to attract new clients. We also fine-tuned the interaction with the Kallo site, which works both ways. Evergem is a better location for certain cargo flows”, Mr De Keulenaer sums up the past two years.

More flows

“We focus on industrial clients with specific flows and needs. More specifically, we now handle five main kinds of commodities”, he adds.

“Non-dangerous and dangerous chemicals are the two flows we started out with. We are a well-known player within the industry and our facility is tailored to the needs of the chemical sector and meets the higher standards that these clients expect and require. There are a lot of chemical plants in the immediate surroundings. We are aiming at getting them to know us better and attracting more business with them.”

Food is the second big pillar of activity for Wijngaard Natie in Evergem. “We are already active in this sector in our ECO Center Kallo, and extended the licence for packed food products delivered to us by the Federal Agency for the Safety of the Food Chain to our site here. In this area, we thus obtained a full organic certification to store and handle these types of products.”

Food led to feed. “Animal feed is a booming activity. Quality and reliability standards are set ever higher in this sector, which also increasingly relies on dangerous goods in its production for the animal nutrition and petfood market. It has the added advantage that it is a pretty stable activity. For this industry, we



Photo courtesy of Jean-Louis Vandevorde.



Photo courtesy of Jean-Louis Vandevorde.

One of the compartments of the warehouse is equipped with narrow-aisle racks.



All goods are moved in and out on pallets.



Photo courtesy of Wijngaard Natie

The Wijngaard Natie warehouse is by far the biggest building on the industrial site De Nest in Evergem.

“Acquiring this warehouse was an opportunity to grow our Wijngaard Natie business that we simply could not miss.

act both as a consolidation warehouse for all incoming raw materials and with a daily product shuttle to a nearby factory. Secondly, export flows are organised from our warehouse, including document and physical verification by customs, veterinary inspection, and so on.” Food and feed are well represented within North Sea Port as well.

“And then there are the ‘why nots’”, says the Business Development Manager of Wijngaard Natie with a smile. “One-

shots which can complement our activity during a certain period and for which we have available capacity. Since we have not reached full capacity yet, there is still room for this kind of operations. This is not something we are actively pursuing, but if such an opportunity arises... We are also always willing to help out with smaller volumes that other players may not be interested in.”

“Of course, we never combine flows that are not compatible. Every flow is checked for the potential risk of contamination. We ask for the complete information on the product and screen it thoroughly to make sure it fits the requisites of our licences to operate and does not constitute any danger in combination with other goods we store and handle.”

More services

“Next to the existing activities of typical warehousing services, we are open to developing new activities where possible, in close cooperation with our clients and network. Moreover, we can rely on our experience and know-how regarding these services, which we acquired in the Kallo setup. The diversification in flows will in due time be followed by diversification in services. For the time being, in Evergem we limit ourselves to offering the basic functions a warehouse offers: loading and unloading, storage, sampling, relabelling, (re)palletising, and the likes. So far, we do not act on the product itself, even if we had demands to take care of bagging products delivered to us in big bags, to name just one example. That will come in due time, but requires investments which need to be justified by long-term engagements by clients.”

Incoming and outgoing volumes, even when talking about big bags or IBC containers, all move on pallets. Chemicals globally account for about 40% of the volumes handled, animal feeds for 25%. “It makes for a healthier balance that enables us to balance the ups-and-downs in our different trades.”

There is still ample room for additional volumes, William De Keulenaer concedes. “We are on an adequate level of truck handlings and material movements on a daily basis, but have not yet reached our maximum level. We still have plenty of capacity to offer. We have room for a solid 24,000 pallets.” He rates the present occupancy rate at 50%. “But even though the pandemic did not hit us too hard in Evergem, we had to build business up again. So we are quite happy with our progress and have reasons to believe that the business will continue its upward trend.”

Excellent location

“Our location helps us a lot in this respect. North Sea Port is an important industrial hub and is geographically very well located to serve markets like the North of France, the Netherlands, the United Kingdom, and others. The maritime link with Scandinavia is excellent. Rail and water connections are available at the nearby Kluizendok if required by the customer. We are confident we will be able to make the most of these advantages. And as traffic goes up, so will employment, which already stands at fifteen people.”

Investing in a new Warehouse Management System (WMS) will give an extra push. “Our first target is to optimise our operational and financial performance. We are not in a position to do everything. We choose to focus on the right flows and clients, and to reinforce relations with the surrounding market. Corona is not helping in this respect, but we are confident that this approach will pay off.”



North Sea Port

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



1,000 hectares of industrial sites available to investors.

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

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

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

Europe's number 3 as for added value.

Europe's number 8 concerning seaborne cargo traffic.



A fair chance

De Harde Leerschool

In the upcoming years, the producing and logistics industry will be in high demand for skilled workers. On the other hand, a large pool of individuals risks being overlooked as they do not get a fair chance on the labour market. Embedded Coaching & Consultancy is working together with De Harde Leerschool to give those people a leg up and help companies in the North Sea Port area to solve their labour challenges.



All photos courtesy of De Harde Leerschool.

Ed Oskam, Managing Director and Trainer of De Harde Leerschool (l) and Maryella Grootjans, Owner of Embedded Coaching & Consultancy (r).

Embedded Coaching & Consultancy (ECC) coaches, supports, and advises senior managers and management teams. ECC is an expert in crisis management, trauma care, change management, and situational awareness. “As an adviser,” comments ECC’s owner Maryella Grootjans, “I talk to the management of many companies in the port area about lots of topics, ranging from how to help employees that have experienced traumatic situations such as accidents at the workplace, to how to help a company with its recruitment challenges. I have a background in the Dutch Army, and I know Ed Oskam from the Korps Commandotroepen (‘Special Forces’). Today, Ed is involved in De Harde Leerschool. Working together, we create a healthy symbiosis between soft and hard skills based on our mutual experience and expertise.”

Reintegration

De Harde Leerschool originates from the UK School of Hard Knocks. It is a programme that prepares participants who, for various reasons, are dealing with a distance to the labour market for reintegrating in work or education. De Harde Leerschool actually has its base in rugby, but today also collaborates with the Korps Commandotroepen. “With De Harde Leerschool,” General Manager and Trainer Ed Oskam explains, “a company’s employment issues can be dealt with in two ways. Employees can participate in a De Harde Leerschool training in order to raise their resilience and overcome traumas, and people that joined our training for reintegration purposes can be employed by the companies. De Harde Leerschool uses methods in which participants learn to analyse and understand their own behaviour. They are confronted with questions such as: What is dissatisfying to you? What would you like to change? What are your feelings? The trainers act as intense conversationalists, meanwhile sticking to the points of confronting participants and finding their talents, raising consciousness, self-responsibility, and authenticity. Our core values are Respect, Collaboration, Pleasure, Discipline, Passion, Integrity, and Solidarity. Many of these core values also fit the Korps Commanotroepen, which is why they enthusiastically became one of our partners. One of the first projects with a group of youngsters recently took place with their valuable help at their training facilities. The group enjoyed an eight-week training with one week in bivouac.”

Rolling up sleeves

Ms Grootjans continues, “Last year we presented De Harde Leerschool project at a meeting in the North Sea Port area and of those present, several were enthusiastic and showed an interest, including Sagro Decom, Damen Shipyards, and Verbrugge International. We are also looking abroad and are currently investigating the options to contribute to cross border



One of the first projects with a group of youngsters recently took place with the valuable help of the Korps Commandotroepen at their training facilities.



“ By offering De Harde Leerschool training, we can help people stay on the right track and hereby contribute to avoiding port criminality.

employment. Companies always need motivated workers in the port area on both sides of the border. These workers do not necessarily have to be highly educated and are not afraid to roll up their sleeves. A growing number of young people today risk getting on the wrong track and are even facing the justice system. Together with De Harde Leerschool, these individuals are offered a second chance at our ports. The usual reintegration routes are often hindered by red tape and with De Harde Leerschool, we can swiftly act on requests for help. Hence in the Zeeland project, we closely collaborate with local government and the detention centre in Middelburg. By offering De Harde Leerschool training, we can help people stay on the right track and hereby contribute to avoiding port criminality.” For the companies and participants of the project, it is good to know that the involvement of the people from ECC and De Harde Leerschool does not end upon completing a training.

“With our project, we pull out all stops and ask a lot from the participants”, Mr Oskam elaborates. “And they can expect our support and respect in return. We offer them 24/7 support, also when required afterwards, and we help them to obtain all kinds of useful certificates such as VCA and Medical First Aid. We see a low percentage of recidivism among those that join the project.”

A positive effect

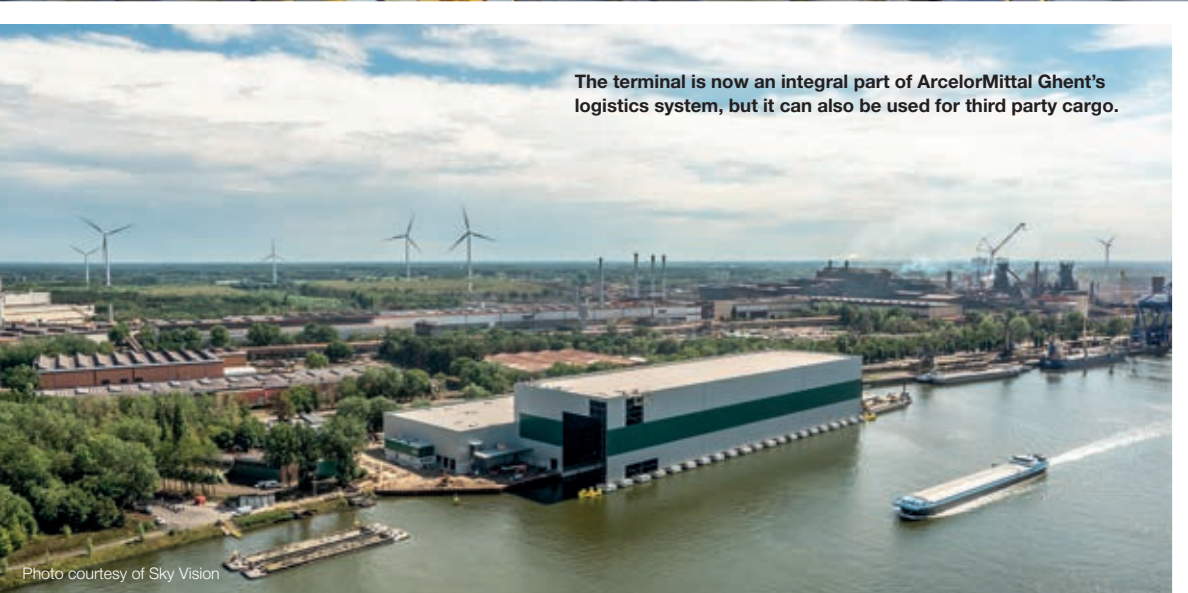
As a basis, De Harde Leerschool depends on financial support from others. The Province of Zeeland already helps with a Human Capital Agenda subsidy and with the package offered – recruiting by reintegrating together with training employees – the foundation hopes to attract as many companies from North Sea Port as possible to join. “Zeeland is known for its dedicated and motivated workforce and for everyone that joins our project,” Ms Grootjans states, “including the industry, government, and individuals, De Harde Leerschool will have a positive effect that further underlines this hard-working image. When everything goes according to plan, our first training will start next July, which will hopefully be the start of many more courses to follow.”

[I. ECC-COACH.NL](http://ECC-COACH.NL)

[I. DEHARDELEERSCHOOL.NL](http://DEHARDELEERSCHOOL.NL)



De Harde Leerschool actually has its base in rugby.



The terminal is now an integral part of ArcelorMittal Ghent's logistics system, but it can also be used for third party cargo.

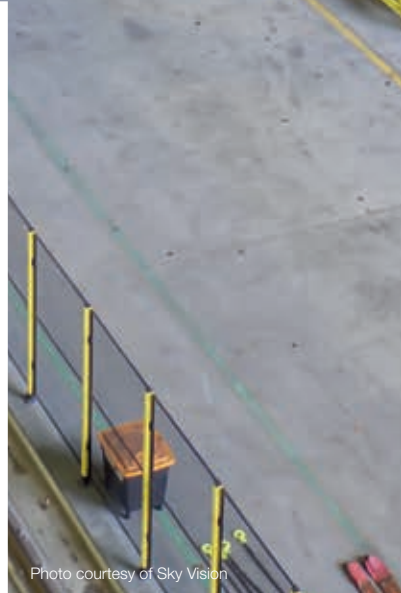


Photo courtesy of Sky Vision



The All-Weather Terminal can handle two ships simultaneously at its covered quay.

All-Weather Terminal fully operational

North Sea Port has joined the very select club of ports equipped with an All-Weather Terminal (AWT). Euroports operates the new terminal next to ArcelorMittal Ghent's steel plant and general cargo quay.

It enables the loading of high-quality weather-sensitive products on inland navigation vessels and coasters, without having to wait until it stops raining or snowing.

The transshipment hall, with its covered dock of 240m long and 25m wide, can simultaneously handle two ships with an air draught of up to 30m and a payload of up to 10,000t. It is directly connected to a warehouse with a storage capacity of 60,000t, which adds flexibility to the internal logistics system of ArcelorMittal Ghent, but also offers space for other flows (20% of the capacity can be used for third party cargo). A unique feature is that the entire process, from unloading the wagons bringing in steel products to their transfer to the cranes loading the ships, is fully automated. More than two million tonnes a year can pass through the 24/7 terminal, which took a year and a half to build. By ensuring a bigger shift of cargo flows to waterways, the AWT annually takes up to 25,000 truck transports off the roads, making it a significant investment in more sustainable logistics. The AWT had a busy start: in the last three months of last year when the installation was still under steam, it had already received about 100 inland barges and 40 coasters. They accounted for respectively 100,000t and 125,000t of cargo, representing 15,800 shipments.

EUROPORTS.COM



The share of maritime and industry has over the years changed from an 80/20 split to 60/40 today.

All photos courtesy of ZMC unless stated otherwise.

No two days are the same

The production and logistics activities at North Sea Port attract ample services that highly contribute to adding value to the local economy and employment. Cleaning of maritime and industrial assets and waste collection are jobs that require specialist know-how and equipment. Zeeland Maritime Cleaning (ZMC) has over the past two decades grown into a known and well-respected company in this profession.

Zeeland Maritime Cleaning originates from maritime cleaning. Mostly executed from within repair shipyards, seagoing vessels and inland tankers are cleaned inside out using vacuum trucks and high-pressure units. Next to these maritime activities,

ZMC also operates in industrial cleaning. These land-related activities are performed in, among others, the petrochemical industry and tank storage. The company is in both sectors an acknowledged party that can offer a large variety in waste collection & transport and cleaning possibilities. The company acquired Van Hamburg Cleaning (Spijkenisse, the Netherlands) in 2019. The enterprise offers an all-in-one solution for industrial cleaning, waste management, transport, storage and handling of dangerous goods, and emergency response.

Different challenges

Bianca Weststrate joined ZMC in 2014. "Since I joined ZMC, I have fulfilled various roles", she says. "I started as Administrative Assistant. I became Planner after two years and I have been working as Account Manager for the past two years." Despite the current COVID-19 restrictions, she likes her job a lot. "Of course, I miss live talks with my customers as that is one of the nicest aspects of my job. Online meetings can be very efficient, yet it is not as effective as a real visit. Still, my job is very pleasant with a lot of challenges, and no day is the

same. The largest part entails keeping in touch with potential and existing customers. I like to keep up with my existing customers. What are their demands, and how can we help them? Apart from talking with customers, I also need to make sure that the things we agreed upon are executed according to plans and regulations. I hence arrange the proper documentation and inspect the work area, too. Meanwhile, I have the chance to talk with our field service team on location, which helps me to know what they are confronted with. I learn a lot from this.”

Vulnerable

“In the maritime sector, our customers include shipyards, shipowners, and agents,” Ms Weststrate continues, “and in the market we have gained a fine reputation. The maritime industry is nevertheless very vulnerable, with plenty of ups and downs. We therefore decided to expand our onshore activities as the petrochemical industry and tank storage are, for example, more stable compared with the maritime industry. The share of maritime and industry has over the years changed from an 80/20 split to 60/40 today. Geographically seen, our work focusses on the Amsterdam-Rotterdam-Antwerp region, which includes North Sea Port. Though whenever necessary, we also operate in the port of Zeebrugge.”

Collaboration

ZMC places great importance on partnerships and collaboration. ZMC has for instance a joint venture with sister company OSRI and the Vlissingense Bootliedenwacht (VBL, Vlissingen Boatmen Company), which is called Calamiteiten Team Zeeland. This joint venture focusses on immediate disposal of expertise, facilities, and means at times of a calamity. “In case of any kind of calamity in the port or at an industrial complex, Calamiteiten Team Zeeland can act swiftly in taking the right measures”, Ms Weststrate explains.

Account manager Bianca Weststrate (l) and Planner Tommy van Nielen (r).



Photo courtesy of Scherp! Fotografie.



ZMC acquired Van Hamburg Cleaning in 2019.



There are 40 people working in the field service.

For calamities at North Sea Port, we have a container stored at VBL filled with the necessary equipment from both ourselves and our sister OSRI such as oilbooms, skimming equipment, high-pressure units, and absorption materials. In case of an oil spill in the port area, this container can be easily lifted onto one of VBL's vessels to be transported to the location of the incident. Small incidents happen regularly, yet big calamities thankfully hardly ever take place."

Efficient schedule

Tommy van Nielen is Planner at ZMC. "I started working at ZMC just two years ago. Before that, I was Transport Planner at Kloosterboer. One of the biggest differences between the two jobs is that I was planning third party trucks at Kloosterboer, whereas I now deal with our own trucks and equipment. As we work in an ad hoc business, planning can be quite an effort as I have to deal with what I have on hand. This certainly makes my job very attractive as I never quite know what the day will bring me. Our projects range from small jobs to extensive longer term projects. The challenge is to fit all these projects into one efficient schedule. As a planner, I am responsible for planning both ZMC's activities and those of Van Hamburg Cleaning. We currently have around thirteen operational vacuum and tank trucks, and there are 40 people working in our field service. Apart from scheduling, planning also means that I make reservations for equipment and workers. I furthermore instruct them and whenever necessary, I rent equipment from one of our colleagues."

Up to date and digitalised

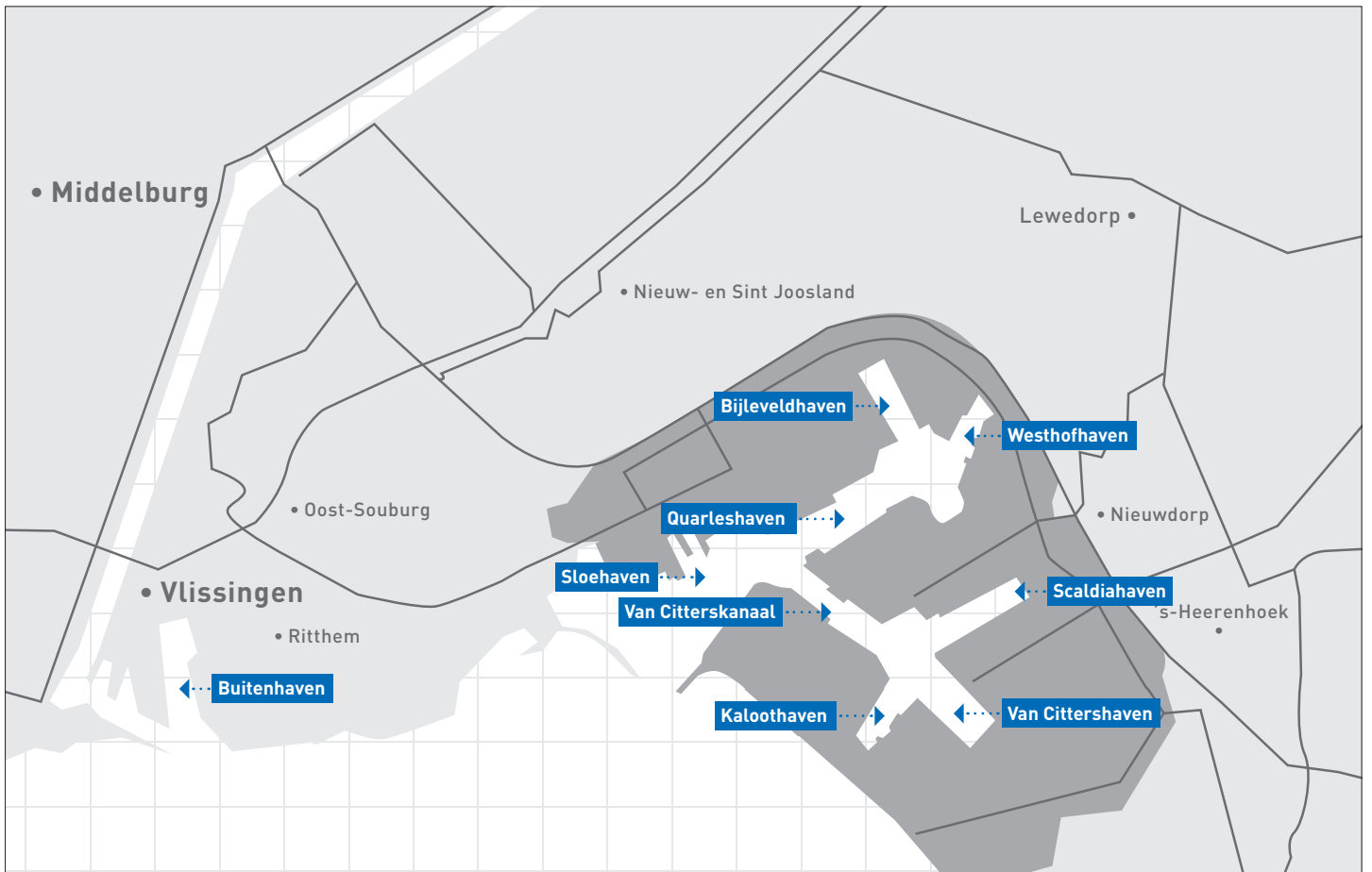
"In our business," Ms Weststrate continues, "having the right certifications is very important. Due to the dangerous goods and working conditions, we have to deal with lots of rules and

regulations and it is thus important to keep our organisation – equipment, staff, and procedures – up to date for the necessary certificates. Examples of these certificates include 'VCA' (SCC), 'Hoge Druk Spuiter' (High pressure water jetter), 'Druk Vacuüm Machinist' (Pressure vacuum pump operator), 'Mobiele boom- en schaarlifhoogwerker' (Mobile boom and scissor lift), and 'Adembescherming' (Respiratory protection). Our field service team needs to be regularly trained and re-instructed for all of these certificates." ZMC's quality department has in the past two years, alongside the existing 'ISO9001' and 'VCA-VOL', also obtained the 'ISO14001', 'VCA Petrochemie' (Petrochemicals), and 'ISO45001' certifications. "From now onwards, our processes and procedures are fully digitalised, which makes our jobs a lot easier", comments Mr Van Nielen.

Fast and flexible

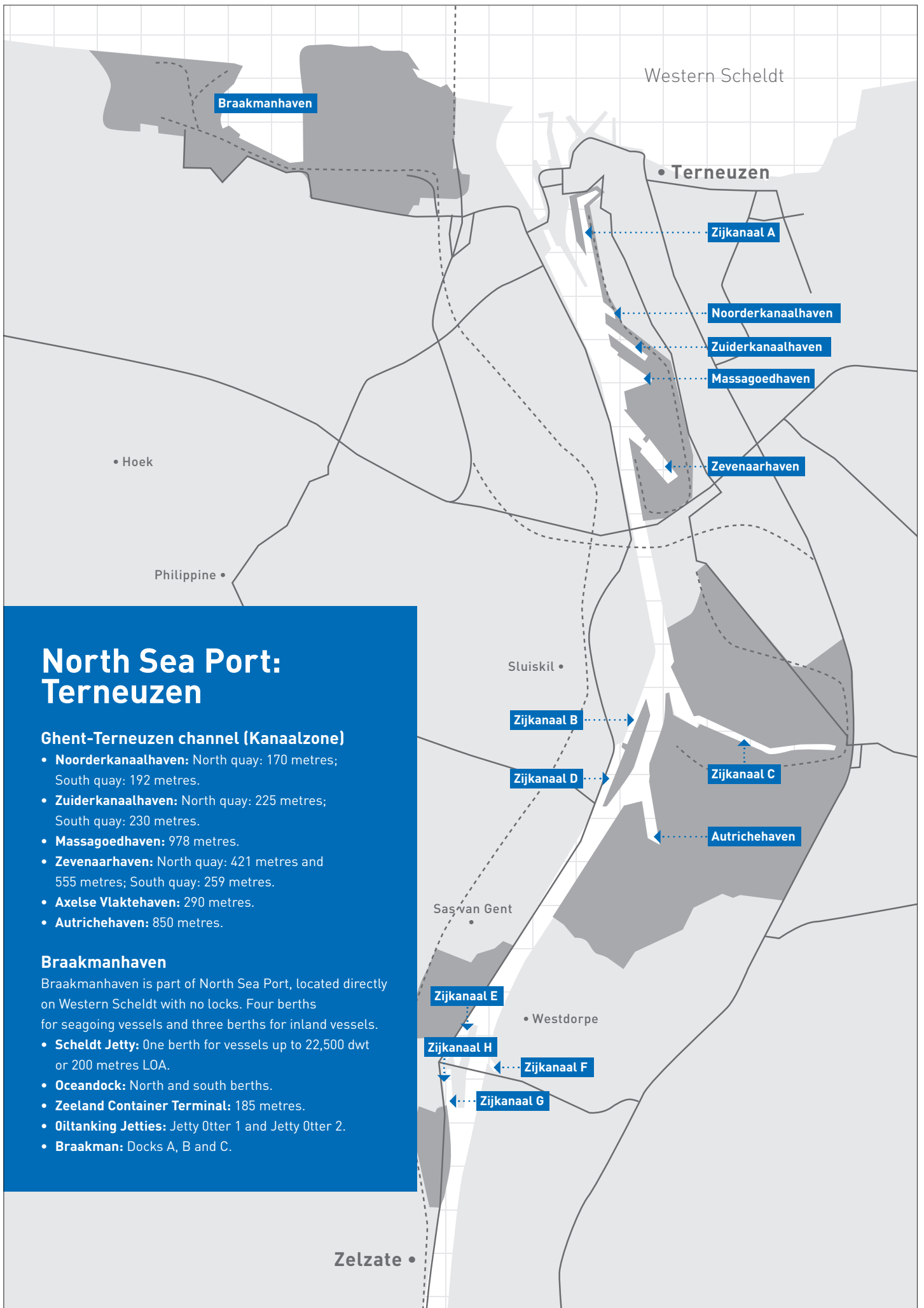
A lot has changed since ZMC's establishment, and Mr Van Nielen is very impressed with the speed of the developments. He voices, "In the two years that I have been working for ZMC, I have witnessed ample developments in the field of staff, equipment, and digitalisation. A lot has been invested in all three. It gives me lots of confidence that we will stay in the lead as a professional company. We might be slightly more expensive than our competition, yet by contrast the quality of our work is very high, we act fast and flexibly, and we are available 24/7. Not many of our competitors can compete with us, of that I am sure."

I. ZMCLEANING.NL



North Sea Port: Vlissingen

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



North Sea Port: Terneuzen

Ghent-Terneuzen channel (Kanaalzone)

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

Braakmanhaven

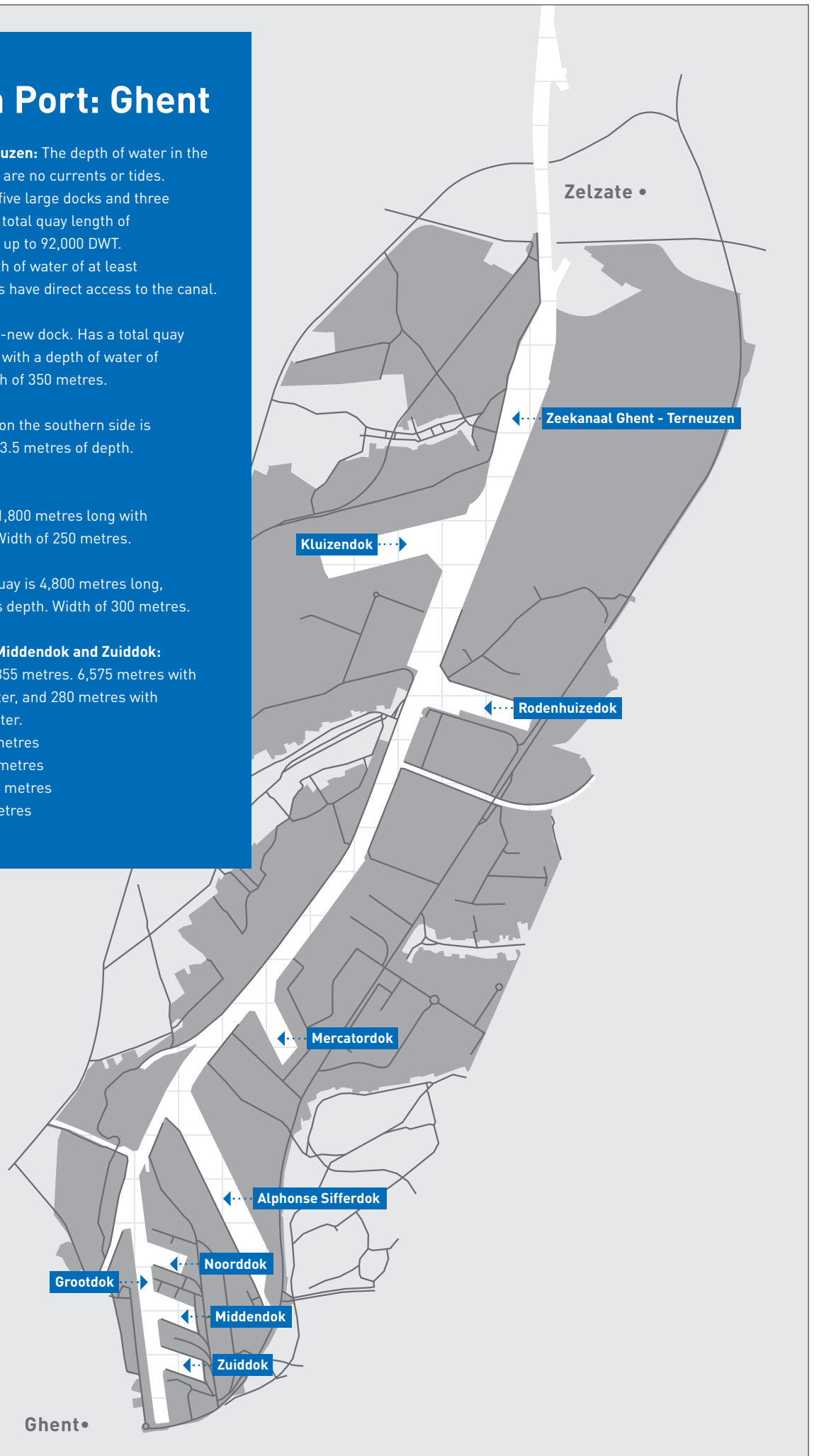
Braakmanhaven is part of North Sea Port, located directly on Western Scheldt with no locks. Four berths for seagoing vessels and three berths for inland vessels.

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

North Sea Port: Ghent

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

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



The Promotion Council North Sea Port is pleased to welcome new participants. Founded in 1993, the Promotion Council North Sea Port represents participants located in North Sea Port. Together they offer a complete range of the best possible port facilities and all the logistics solutions you need. See pages 60-63 for a complete list of participants.

→ HOONDELT SERVICES & DECOMMISSIONING



Hoondert Services & Decommissioning (HSD) is located at the Kaloothaven in North Sea Port (Vlissingen), with direct access to open sea and excellent hinterland connections by road, rail, and short sea.

The site covers a total area of 35,000m² and a 200m long quay. The required licenses and certification (ISO 9001 & 14001, VCA Health & Safety, ISPS Port Security, etc.) are in place. HSD also stands for Healthy, Safe, Decom, and the company is fully committed to safe

and environmentally safe practices. HSD has an excellent track record of fifteen years in decommissioning of offshore installations; dismantling and recycling of ships and shipwrecks (EU-acknowledged recycling facility); NORM removal, decontamination and disposal; and refurbishment of offshore installations, and provides added value to the offshore oil & gas and renewable energy.

I. HSD.NL

→ HOONDELT CIVIL, ROAD AND HYDRAULIC ENGINEERING



Hoondert Civil, Road and Hydraulic Engineering is a subsidiary company of the Hoondert Groep. The company specialises in various disciplines such as civil engineering, road construction, soil remediation, structural engineering, sand excavation, sewer construction, industrial service provider, (industrial) decommissioning projects, remediation, complex lifting activities by own cranes up to 600t, and transport by road and water. Hoondert offers its services to companies in the oil & gas industry, ship repair yards, oil refineries, nuclear

power station, chemical process industry, sustainable industry, public companies, and so on.

The company is fully certified, and has all the permits and licences to perform the projects in a safe, healthy, and environmentally-friendly way. Circular thinking is part of Hoondert's DNA and has been embedded in the company for several years now. Ample synergy can be found between the various companies within the Hoondert group.

I. HOONDELT.NL

→ JONKMAN OPLEIDINGEN



Jonkman Opleidingen offers a wide range of logistics and safety training courses. The courses are provided by passionate instructors and fit perfectly into practice. Many of the courses can also be provided according to the SSVV training guide (SOG). This certification is important for companies that carry out risky work in the (petro) chemical industry and offshore industry. In the field of company emergency response (BHV), the training courses provided by Jonkman Opleidingen meet the NIVHB guidelines.

Jonkman Opleidingen is also ISO9001-2015 certified. All our courses are taught in Dutch. For certain courses, students also have the option to request the exam in another language. Jonkman Opleidingen offers VCA exams in more than 25 different languages. We can also provide the entire course in another language on request. Thanks to our mobile training units, training courses can also be followed at the customer's location.

I. JONKMANOPLEIDINGEN.NL

→ KAMPS STRAAL- EN INDUSTRIËLE SPUITWERKEN



Kamps Straal- en Industriële Spsitwerken is a subsidiary of the Hoondert Group. The company is situated in Heinkenszand near the highway A58, and also operates a facility in Kats, which provides direct access to open sea. Kamps is specialised in blasting, thermal spraying, spray painting, and powder painting. Kamps is ISO 9001, ISO14001, and VCA** certified, and applies coating systems according to Norsok M-501 and other common standards. The company developed its own quality management system to secure the required standard of quality. Kamps is fully

committed to safe, healthy, and environmentally safe practices. The integrated approach is highly appreciated by its customers, who operate in various disciplines such as process industry, refineries, nuclear energy, offshore oil & gas, sustainable industry, and ship-related companies. Kamps can meet all expectations to protect constructions and products and provides them with corrosion resistance, wear prevention, heat resistance, and erosion resistance.

I. KAMPSSTRAALBEDRIJF.NL

→ MARTENS CLEANING



Martens Cleaning offers a full scope of services from waste collection, transportation, sampling, and analysis to processing, storage, and final recycling or disposal. The scope covers waste waters, bilge water, oily waste, sludge, hydrocarbons, waste fuel, cleaning residues, and industrial and ship generated wastes. The company operates a Port Waste Reception Facility in North Sea Port. This facility has a quay of nearly 200m with deep water and excellent hinterland connections. Furthermore, the facility can support in maritime emergencies and can provide a save berth with all means of intervention

at hand. Martens Cleaning is part of the Hoondert Group. Experience and competences are shared within the group and unique solutions are hence provided for its customers. Martens is fully committed to safe and environmentally sound working practices. The required licenses and certification are in place and waste is collected by VLG/ADR-approved vacuum trucks and ADN-approved ships. Martens Cleaning also serves the ports of Rotterdam (Martignoni Slop Disposal), Antwerp, and Zeebrugge.

I. MARTENSCLEANING.NL

→ THE SAFETY NETWORK



The Safety Network is a collaboration of six companies in (fire) safety, and health and safety care. Spread over eleven locations in the Netherlands, Belgium, and Germany, more than 500 employees work on the same mission: to make the world a safer place. Together we are building a future in which knowledge, reliability, quality, and innovation are central. We strengthen each other by working closely together and sharing our expertise. Each company has its own identity and culture. By bundling these, we offer an integrated safety

approach. We take care of our customers with passionate employees and make a difference by improving safety awareness. S2N Fire & Rescue, TSA Safety Services, Apply Opleidingen & Advies, Jonkman Opleidingen, Inprevo, and FL beveiliging are able to offer our customers optimal safety solutions. The Safety Network provides safety officers, repressive fire service personnel, training, and consultancy.

I. THESAFTYNETWORK.NL

Participants of Promotion Council North Sea Port

[PER 1-1-2021]

		INDUSTRY	MARITIME	OFFSHORE	LOGISTICS SERVICES	SUSTAINABLE INDUSTRY	OTHER SERVICES	EDUCATION AND GOVERNMENT
A	Aben Green Energy B.V.	www.abenbv.nl				■		
	ABN AMRO	www.abnamro.nl					■	
	Access World (Missingen) B.V.	www.accessworld.com			■		■	
	A.C. Rijnberg transportservice B.V.	www.rijnberg.com			■			
	Adriaanse & van der Weel Advocaten	www.avdw.nl					■	
	Aerssens & Partners	www.aenpmakelaars.nl					■	
	ALLNRG	www.allnrg.com		■				
	Alpha Terminals B.V.	www.psba.ch	■					
	Amadore Hotels & Restaurants	www.amadore.nl					■	
	Aquadrant B.V.	www.aquadrant.com					■	
	Atlas Professionals	www.atlasprofessionals.com					■	
B	Baker Tilly N.V.	www.bakertilly.nl					■	
	Boluda Towage Europe	www.boluda.eu		■				
	Bouwgroep Peters B.V.	www.bouwgroep-peters.nl					■	
	BOW Terminal	www.bowterminal.nl			■	■		
	Bulk Terminal Zeeland Services B.V.	www.btzeeland.nl		■	■	■		
C	Cordeel Nederland B.V.	www.cordeel.nl	■			■		
	C-Port B.V.	www.c-port.nl					■	
	C.Ro Ports Nederland B.V.	www.croports.com				■		
	C.T.O.B. Transport & Logistics	www.ctob-logistics.com				■		
D	Damen Shiprepair Vlissingen	www.damen.com	■	■	■			
	Danser Group	www.danser.nl		■	■			
	DB Cargo Nederland N.V.	www.nldb.cargo.com				■		
	De Baerdemaecker NV	www.stukwerkers.com				■		
	De Pooter Personeelsdiensten	www.depooter.nl					■	
	De Ruyter Training & Consultancy	www.drtec.nl						■
	De Zeeuwse Alliantie Notarissen	www.dezeeuwsealliantie.nl					■	
	Delta Coastal Services B.V.	www.deltacoastalservices.nl		■			■	
	Delta Safe Security Services B.V.	www.delta-safe.nl					■	
	Dex Premium Lubricants	www.dex-oil.com	■			■	■	
	dNM	www.dnm.nl					■	
	DOC Logistics B.V.	www.dutchcontractors.com		■	■	■		
	DOW Benelux B.V.	www.dow.com	■					
	Draftec B.V.	www.draftec.nl	■		■		■	
	DRV Accountants & Adviseurs	www.driv.nl					■	
	Dutch Marine B.V.	www.dutchmarinebv.com		■			■	
E	Elloro	www.elloro.nl					■	
	Embedded Coaching & Consultancy	www.ecc-coach.nl					■	
	Energy Port Zeeland	www.energyportzeeland.com			■	■		
	Epesi B.V.	www.epesi.nl					■	
	Euro-Mit Staal B.V.	www.euro-mit-staal.com	■					
F	Feyter Group	www.feyter.com	■				■	
	Firma Klouwers Terneuzen	www.klouwers.nl				■		
	Flushing Marine & Offshore B.V.	www.flushingmo.com		■	■			
	Flushing Shipping Agencies	www.fsagencies.com				■	■	

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		INDUSTRY	MARITIME	OFFSHORE	LOGISTICS SERVICES	SUSTAINABLE INDUSTRY	OTHER SERVICES	EDUCATION AND GOVERNMENT
	FMJ E & I Zeeland B.V.	www.fmj.nl					■	
G	Green Blue Offshore Terminal	www.greenblueot.nl		■	■			
	H4A	www.h4a.nl					■	
H	Havenwerk B.V.	www.havenwerk.nl					■	
	Henk Kramer Communicatie	www.henkkramer.nl					■	
	Heros Sluiskil B.V.	www.heros.nl	■					
	Hoondert 's-Heerenhoek	www.kampsstraatbedrijf.nl	■	■	■	■	■	
	Hoondert Services & Decommissioning	www.hds.nl	■	■	■	■	■	
	HR Expat Services	www.hrxpats.com					■	
	Huis van de Techniek	www.huisvandetechniek.nl						■
I	IBS Staalbouw 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	JB Nautic Safety B.V.	www.jbnauticsafety.nl					■	
	Jonkman Opleidingen B.V.	www.jonkmanopleidingen.nl						■
	Justion Advocaten	www.justionadvocaten.nl					■	
K	Kamps Straal- en Industriële Spuitwerken	www.kampsstraatbedrijf.nl	■	■	■	■	■	
	Katoen Natie Westerschelde B.V.	www.katoennatie.com				■	■	
	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					■	
L	Labojuce B.V.	www.labojuce.nl	■				■	
	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		■			■	
	Martens Cleaning	www.martenscleaning.nl	■	■	■	■	■	
	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						■
	MVH Group	www.mvh-group.com					■	
N	North Sea Port	www.northseaport.com	■	■	■		■	
	N.V. Economische Impuls Zeeland	www.impulszeeland.nl					■	
	N.V. Westerscheldetunnel	www.westerscheldetunnel.nl				■	■	
O	Oceanwide Personnel Services B.V.	www.oceanwidecrew.com					■	

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	OMC Services B.V.	www.linkedin.com/in/chvdo					■	
	Ørsted Nederland	www.orsted.nl		■	■	■	■	
	Outokumpu Stainless B.V.	www.outokumpu.com	■			■		
	Ovet B.V.	www.ovet.nl				■	■	
	Ovet Shipping B.V.	www.ovetshipping.com		■		■		
P	Pfauth Logistics B.V.	www.pfauth.nl				■	■	
	PMI Polaris Marine Inspections B.V.	www.polarismarineinspections.nl				■	■	
	Prior Group	www.priorgroup.nl			■		■	
	PTC B.A.	www.ptcba.nl		■		■		
R	Rabobank Oosterschelde	www.rabobank.nl/oosterschelde					■	
	Rabobank Walcheren-Noord Beveland	www.rabobank.nl/wnb					■	
	Rabobank Zeeuws-Vlaanderen	www.rabobank.nl					■	
	Royal HaskoningDHV Nederland B.V.	www.royalhaskoningdhv.com					■	
S	Sagro Aannemingsmij. Zeeland B.V.	www.sagro.nl		■	■	■		
	Saybolt Nederland B.V.	www.corelab.com/rd/saybolt				■	■	
	Schipper Groep	www.schippergroep.nl					■	
	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	■					
	Sloentrale	www.sloentrale.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				■	■	
	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					■	
T	Tanido B.V. Sworn Marine Surveyors	www.tanido.com				■	■	
	Terneuzen Port Service	www.terneuzenportservice.nl	■	■		■		
	Terneuzen Powder Technologies B.V.	www.tpt.nl	■			■	■	
	The Safety Network	www.thesafetynetwork.nl						■
	T.I.M.E. Service Catalyst Handling BV	www.ts-cat.com		■				
	Timmerman Industrial Repairs	www.ltimmerman.nl		■			■	
	TMS Terneuzen B.V.	www.tmsnl.com	■				■	
	Transuniverse Group N.V.	www.transuniverse.be				■	■	
	Tri-Modal Containerterminal Terneuzen	www.vlaeynatie.eu				■		
	Try-Act EWIV	www.try-act.eu					■	
V	Van Ameyde Marine Vlissingen	www.ameydemarine.com		■		■	■	
	Van Keulen Transport B.V.	www.vankeulentransport.nl				■		
	Verbrugge Internationale Wegtransporten B.V.	www.verbruggeinternational.com				■		
	Verbrugge Marine B.V.	www.verbruggeinternational.com		■		■	■	
	Verbrugge Terminals B.V.	www.verbruggeinternational.com		■	■	■		



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W
Y
Z

		INDUSTRY	MARITIME	OFFSHORE	LOGISTICS SERVICES	SUSTAINABLE INDUSTRY	OTHER SERVICES	EDUCATION AND GOVERNMENT
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				■		■	
Wagenborg Agencies B.V.	www.wagenborg.com		■	■	■		■	
Westerschelde Ferry B.V.	www.westerscheldeferry.nl						■	
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 Logistics B.V.	www.ztzlogistics.com				■			



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LIFTAL

Vlissingen-Oost (NL)
 P.O. box 80
 NL - 4450 AB Heinkenszand
 Groenlandweg 4, Harbor nr. 4056
 4455 SN Vlissingen-Oost - NL

Phone: +31 (0)118 488 450
 E-mail: vlissingen@liftal.com

Rilland (NL)
 De Poort 15
 NL - 4411 PB Rilland

Phone: +31 (0)113 571 523
 E-mail: rilland@liftal.com



About PortNews

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.

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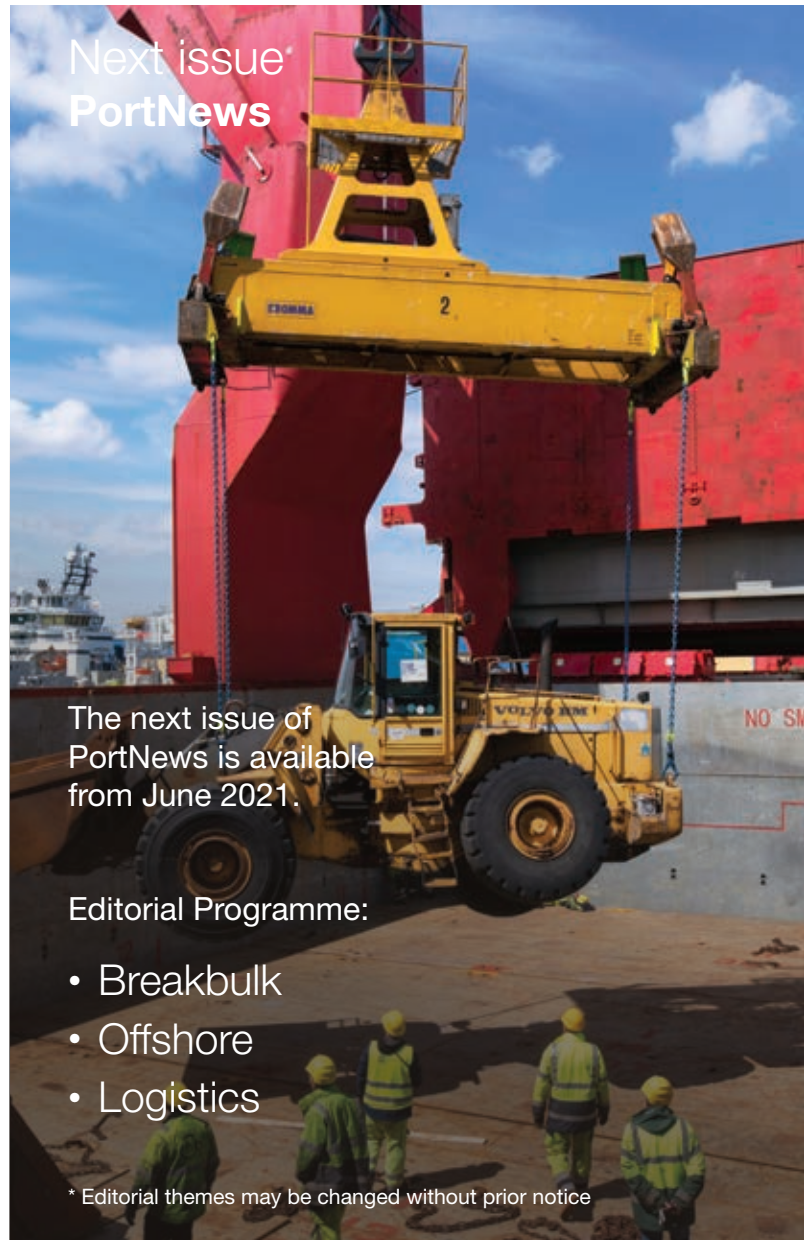
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Find out more about contributing to future issues of PortNews by contacting Charles van den Oosterkamp, info@omc-services.com, tel. +31 (0)6 10 979 655.

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Next issue
PortNews

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Editorial Programme:

- Breakbulk
- Offshore
- Logistics

* Editorial themes may be changed without prior notice



P.O. Box 132
4530 AC Terneuzen
The Netherlands
T +31 (0)115 647 400

John Kennedylaan 32,
Harbour 3000A
9042 Ghent, Belgium
T +32 (0)9 251 0550
E contacteer@northseaport.com
I www.northseaport.com

Follow us on:



P.O. Box 5130
4380 KC Vlissingen
The Netherlands
T +31 (0)118 491 320

E info@pc-nsp.com
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OMC SERVICES BV

Management
Charles van den Oosterkamp

Contributing Editors
Arno Dirkzwager
Jean-Louis Vandevoorde

Contact
E info@omc-services.com
T +31 (0)6 10 979 655





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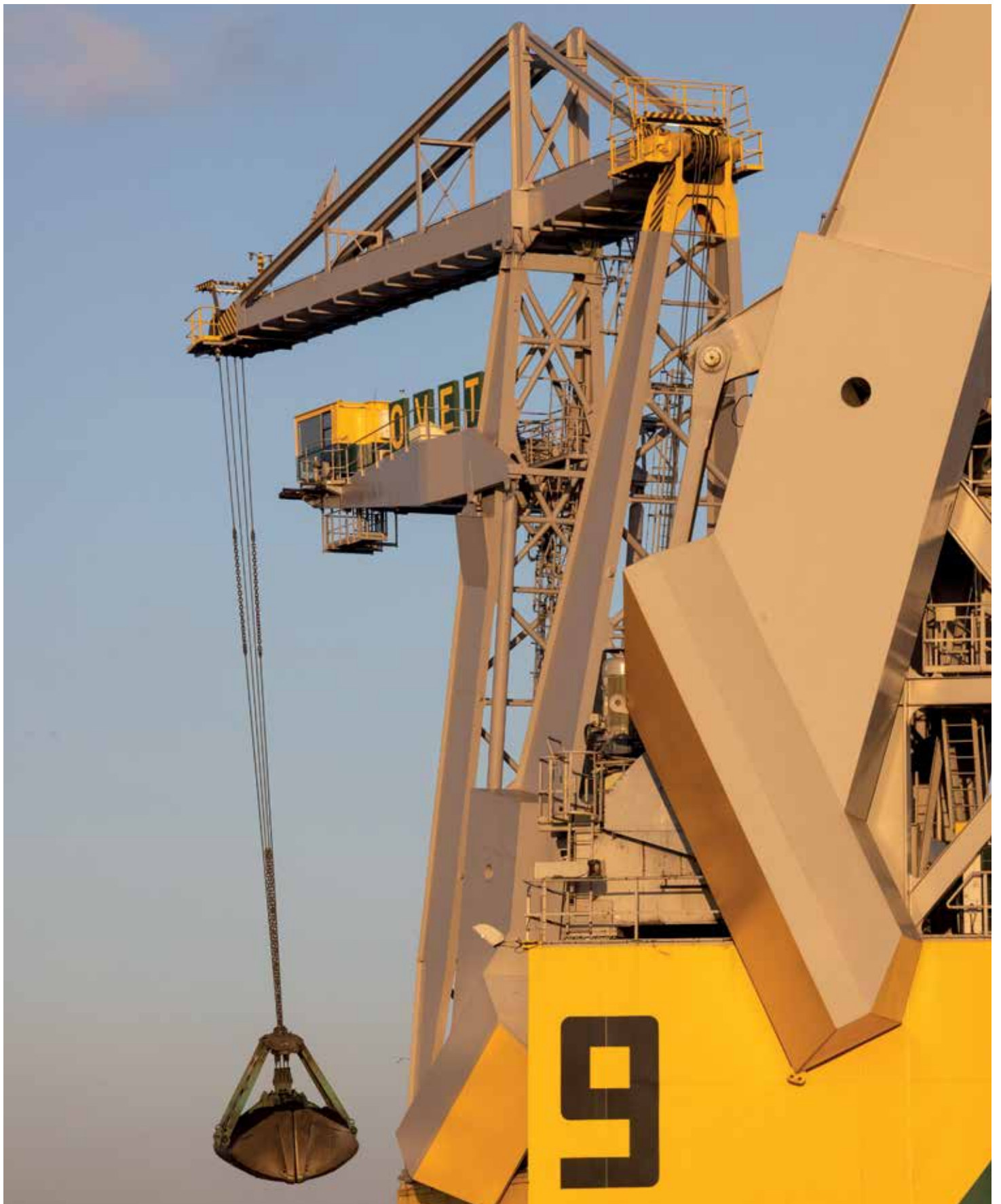


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