

# PortNews

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## ON THE COVER

With many companies servicing the offshore industry North Sea Port is a leading port for, among other things, the handling and storing of offshore wind components. The photo shows monopiles and transition pieces at BOW Terminal. Photo courtesy of Limit Fotografie.

## 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.

<b>12-13</b> OCTOBER 2023	<b>European Commodities Exchange</b> Warsaw	<b>17-19</b> OCTOBER 2023	<b>Transport &amp; Logistics</b> Antwerp	<b>18-19</b> OCTOBER 2023	<b>Top Transport</b> Marseille
					
<b>7-10</b> NOVEMBER 2023	<b>Europort</b> Rotterdam	<b>28-29</b> NOVEMBER 2023	<b>Offshore Energy</b> Amsterdam	<b>12-14</b> MARCH 2024	<b>StocExpo</b> Rotterdam
					
<b>14</b> MARCH 2024	<b>Multimodaal Transport Expo</b> Breda	<b>19-21</b> MARCH 2024	<b>Wind Europe</b> Bilboa	<b>13-15</b> MAY 2024	<b>World Hydrogen</b> Rotterdam
					
<b>21-23</b> MAY 2024	<b>BreakBulk Europe</b> Rotterdam	<b>17-18</b> SEPTEMBER 2024	<b>Transport &amp; Logistics</b> Ghent	<b>2-5</b> JUNE 2025	<b>Transport &amp; Logistic</b> Munich
					

# “ 24/7

## Welcome

At the time of writing this column, September is already two weeks underway, which means that for most people the summer vacation now lies behind them. Hopefully, you too were able to enjoy a nice break.

Slowly but surely, everyone is getting back into the swing of things. Reflecting on these first sentences, I realise it may seem as if the world has stood still in recent months. This is far from the truth, as work continued as usual. Especially in a 24/7 economy like that of North Sea Port. There was thus plenty to write about for this edition of PortNews. Looking at the various topics, the themes of 'sustainability' and 'safety & security' in particular stood out to me.

Of course, sustainability is a widely discussed topic nowadays. But there is still a difference between saying and doing. It's good to see that within North Sea Port, both the port authority and the companies are working on sustainability. North Sea Port underlines its ambition to be a sustainable port with the appointment of a chief sustainability officer. You can get to know him in this magazine. The business sector is also taking proactive steps by constantly looking for opportunities to operate in a 'greener' manner. SFP Group, in turn, with their biogas plant proves that sustainability can also be a business model from which you can make a profit by delivering a green product.

Regarding 'safety & security', the fight against drug-related crime plays an increasingly important role in our port as well. The growing flows of goods from South America naturally attract the attention of drug smugglers. North Sea Port, the authorities, and the port industry are working together to, and not without success, take a stand against this. Safety remains an important topic within this theme as well. Work in the port is still primarily about people, especially in logistics. Terminal operators continuously ensure, through various measures and increased awareness, that people can work safely on the terminals.



These are just a few topics of this PortNews. Finally, I would like to draw your attention to the Offshore Energy Exhibition which takes place in Amsterdam in November. We will of course be there as well, along with North Sea Port and various other companies from our region. In an overview in this magazine, you can read who will be participating. Perhaps I'll see you then.

With kind regards,

Henk de Haas  
Chairman of Promotion Council North Sea Port



# Joining forces for shore power

When berthed vessels shift to shore power, diesel generators on the vessels do not have to run. The Dutch Ministry of Infrastructure will reserve EUR 140 million over the next few years to help realise shore power installations in seaports. The Dutch Climate Fund will add another EUR 40 million.

The letter of intent is limited to the Netherlands. However, this does not mean that realising shore power in the Dutch part of North Sea Port will not positively affect the Ghent port area.

Minister Mark Harbers of Infrastructure and Water Management signed a letter of intent with the Seaports Branch Organisation (BOZ) on Monday, 22 May, setting out public-private agreements on the rollout of shore power for seagoing vessels in the Netherlands. The five major Dutch seaports are working together with the ministry of Infrastructure and Water Management and the terminals to realise shore power in the respective ports. These include the ports of Rotterdam, Amsterdam, Groningen, Moerdijk, and North Sea Port.

### Shore power in all European ports

With the upcoming 'Alternative Fuels Infrastructure Regulation (AFIR)', European ports are required to provide so-called AFIR vessels with shore power as from 2030. These vessels include container vessels, cruise vessels, passenger vessels, and combined passenger and cargo vessels from 5,000t and over. They are all large vessels that consume a lot of energy when berthed on the quay.

"To meet the climate goals, it is essential that all sectors do their part, including the maritime sector", Minister Mark Harbers says in the ministry of Infrastructure and Water Management press release that was released after the signing of the LOI. "At the same time, it requires huge investments. I am glad that this subsidy scheme will give the industry a helping hand and encourage the installation of shore power. It will result in environmental gains and fewer noisy generators running while vessels are berthed. It will hopefully free up space for development at the ports and new climate projects."

The funds for shore power are intended primarily for terminals for AFIR ships, but other marine shore power projects will become eligible for funding too.

### Installing shore power now

In a response to the letter of intent, Boudewijn Siemons, president of BOZ, states "Seaports Branch Organisation commends the government's commitment to shore power. Shore power offers many benefits to society, including the reduction of emissions of CO<sub>2</sub>, NO<sub>x</sub>, particulate matter, and noise. However, this does not translate into a sound business case for terminals and shipping companies. The ministry of Infrastructure and Water Management



Shore power facilities for inland vessels at North Sea Port.

together with BOZ have established attractive preconditions for the proposed shore power subsidy scheme, in anticipation of the mandatory European introduction of shore power by 2030.” According to CEO Daan Schalck, North Sea Port is also happy with the joint initiative to support shore power for seagoing vessels. “North Sea Port prioritises sustainability within port development,” he says, “and the realisation of shore power infrastructure is crucial. This agreement of intent and the ministry’s grant scheme will accelerate the solution for local emissions and improve the footprint of freight transport. It reinforces the port’s License to Operate. We will need cooperation between private parties, including grid operators and governments.”

## 270MW

BOZ previously calculated that ports require some 270MW of shore power capacity for AFIR vessels in the coming years to meet the upcoming obligation. The required investment is more than EUR 300 million. The branch association assumes over 220,000t of CO<sub>2</sub> reduction per year (equivalent to about 75,000 households off gas), and 2,500t of NO<sub>x</sub> reduction. When shore power is also developed for vessels not under the obligation, the potential benefits for these terminals become much greater. Establishing shore power facilities will not only achieve environmental gains and reduce noise pollution, as it may also create room for nitrogen for climate projects in the port. According to Thomas Desnijder, project manager at North Sea Port, it is good to see the Dutch ports teaming up together on this topic. “The ports should work strongly together on sustainability,” he says, “although we all have our own port characteristics and specialisations. When relevant, we are prepared to join forces, with shore power being an excellent example.”



Photo courtesy of Ries van Wendel de Joode/Port of Rotterdam.

**From left to right: Daan Schalck, CEO of North Sea Port, signing the letter of intent, while Paul Dirix, CEO of Port of Moerdijk, Koen Overtoom, CEO of Port of Amsterdam, Minister Mark Harbers of Infrastructure and Water Management, and Boudewijn Siemons, CEO ad int and COO of Port of Rotterdam are watching.**

## No easy job

He continues, “For North Sea Port, shore power for seagoing vessels, next to the already existing facilities for inland barges and inland cruises, will add value to the port services. This does not mean that realising shore power will be an easy job, as several decisions will need to be made concerning location, organisation, and technical execution. Last year, Royal Haskoning conducted a feasibility study to look at possible locations of realising marine shore power at North Sea Port. For this study they have spoken with representatives of various terminals in the Dutch part of North Sea Port. Also, other





On a worldwide scale, there are currently only a few ports with shore power facilities for seagoing vessels and most of them are related to sea cruise vessels and ferries. In becoming part of this initiative, North Sea Port shows it is one of the frontrunners in realising shore power.

ports with shore power for seagoing vessels have conducted feasibility studies to find an answer to the questions ‘What are the best locations for shore power, and how should we organise this?’ A study of Darel earlier this year showed us that, apart from dedicated cruise terminals, there is no single approach for governing shore power in port areas so far. Some ports take care of everything, whereas in other ports, constructing and operating shore power is arranged by the terminal operator(s).”

### Cross-border profit

According to Thomas Desnijder, the realisation of shore power fits in the port authority’s ambition to realise a more sustainable port area and to contribute to more sustainable sea shipping. “The letter of intent is limited to the Netherlands. However, this does not mean that realising shore power in the Dutch (Vlissingen and Terneuzen) part of North Sea Port will not positively affect the Ghent port area. Look for example at the cross-border reduction of NOx due to realising shore power facilities in Zeeland. And of course, based on this we will learn about plans in other parts of our port in Ghent. Also, the Dutch letter of intent might stimulate initiatives taken by the Flemish government.”

### ETS

As of next year, vessels of 5,000t and more will become part of the European Emission Trade System (ETS). This means that from that moment onwards, 40% of the CO<sub>2</sub> emissions of vessels must be paid for by shipping companies. From 2025 this will be 70%, and as of 2026 this will be 100%. “Being part of ETS means that ship owners are in favour of shore power, as this will result in lower CO<sub>2</sub> emissions of their vessels which will reduce the cost of emissions. North Sea Port is part of the maritime green corridor North Sea Port – Gothenburg, and it would be great when the vessels could use shore power on both sides of the corridor, as this will stimulate shipping companies to choose for our port”, Thomas Desnijder states.

### Options

When looking at how to realise shore power at North Sea Port, the port authority is of course talking with the terminal operators. It is also important to stay tuned with the national grid operators and utility providers, as they are the ones that have to ensure that sufficient electricity will be available for powering seagoing vessels from the shore. “So far,” Thomas Desnijder explains, “the most interesting option will be terminals that receive AFIR type vessels, liner services, or terminals receiving vessels for regular visits. Based on the experience we gain from this, we probably will further expand shore power facilities in our port, for example towards the various types of

## North Sea Port Conference

On Thursday, 23 November, the North Sea Port Conference will take place in Ghent. The conference will also be about cooperation between medium-sized European ports. As well as current developments within North Sea Port, the following topics will be covered:

- A successful TEN-T transport network for a sustainably connected Europe.
- Energy transition: How can Europe’s ports be transformed into an energy hub?
- Cooperation among medium-sized European ports: At what levels can they work together to achieve common goals?

These questions will be explored through panel discussions and presentations involving industry, business, and ports. Are you interested in this free of charge conference? Then put this event on Thursday 23 November in your calendar.

offshore vessels. The latter is stimulated by the fact that in the tenders for new to construct offshore wind farms, sustainability of the entire project is becoming more and more important. This means that the supply chain of a new offshore wind farm construction project as a whole must contribute to a more sustainable construction. Shore power for the offshore working vessels used for construction, as well as during the operational phase of a wind farm, plays a role in this as well.”

### Deep dive sessions

Thomas Desnijder continues, “Working together as Dutch ports, it is possible to realise an economy of scale in the realisation of shore power for seagoing vessels. This collaboration should not be limited to the port authorities. As various terminal operators have terminals in the various ports, it’s an opportunity to collaborate as well. First of all, it is important to get all parties involved and to discuss with them what is desired and what is possible at North Sea Port. Afterwards, we will be looking at the technical options. We will organise deep dive sessions with the terminals and other stakeholders. Hopefully, we will be able to take the next steps before the end of this year and in Spring of next year. With North Sea Port acting as connector, we hope that terminals will inspire each other when looking at, for example, shore power solutions and other ways to become more sustainable. On a worldwide scale, there are currently only a few ports with shore power facilities for seagoing vessels and most of them are related to sea cruise vessels and ferries. In becoming part of this initiative, North Sea Port shows it is one of the frontrunners in realising shore power.”

#### MORE INFORMATION

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# The best solutions for subsea cable services, equipment, and marine heavy transport



All photos courtesy of Limit Fotografie, unless stated otherwise.

Things are going rather well for Dutch Offshore Contractors. After a short relapse caused by the COVID-19 pandemic, the offshore market is on the rise again and according to Sil de Rijke, commercial manager of the Vlissingen-based company, this results in a well-filled order book.

One of the company's most recent projects shows that it can keep up with changing market conditions, such as the upscaling of offshore wind projects that require larger equipment and more space at offshore supporting yards. "On our yard, we recently constructed three carousels of 9,000t capacity each. These are the largest liftable carousels in the world. This was quite a challenging project for which the tender took us almost a year and the construction about six months. The carousels are currently used for multiple cable transportations between South Korea and the US for an offshore wind project. Once the work is done, which will take about a year, the carousels will return to Vlissingen to prepare



DOC recently constructed three carrousel of 9,000t capacity each.

them for a new assignment. When looking at our yard now, it looks quite empty. But in our work, this is good news, as an empty yard means that our carrousel are all in business. This mega carrousel project was not only limited to their construction, as we also took care of the mobilisation of the carrousel on our yard.”

### Three business activities

According to Sil de Rijke, DOC consists of three business activities. He explains, “DOC Logistics operates our yard in the Buitenhaven in Vlissingen. We use this for the construction, maintenance, and storage of carrousel, as spool yard, and as



Photo courtesy of Mark Neelemans Fotografie.

Sil de Rijke, commercial manager of DOC in Vlissingen.



DOC's yard in the Buitenhaven in Vlissingen is used for among other things, the construction, and maintenance of carrousel.

third-party cable storage facility. DOC Cable Solutions executes cable service projects, including full turn-key cable transport projects, as well as rental of cable equipment and carrousel. Next to the three new 9,000t carrousel, we have a wide variety of carrousel starting at 500t. The carrousel, together with the accompanying equipment for spooling and cable laying, is rented out to our customers, for which DOC Cable Solutions also arranges the entire mobilisation, including the engineering of for example the sea fastening of the carrousel. DOC Heavy Transport operates its own 16,000t barge, the DOC Carrier, and takes care of heavy transport for offshore projects. In collaboration with DOC Cable Solutions, it provides its customers with a full-service package for floating storage and transport of offshore cables. It operates as an independent service provider for all contractors in the offshore industry. In addition, DOC also offers engineering services, expertise, and crew for semisubmersible load out and load in projects all over the world." Sil de Rijke continues, "Our yard is an excellent storage location for almost all offshore wind projects in a large part of the North Sea, as distances are relatively short and the yard still has ample space available. Vessels and barges can moor at the yard from where the cables left from a project can easily be unloaded via DOC's cable bridge. For some of our customers we store spare cables for about 20 to 25 years. In case a certain cable on the bottom of the sea needs to be replaced, the contractor can pick up a piece of cable that we store for them at our yard."

### Client base

From the home base in Vlissingen, DOC operates all over the world for a growing number of customers. "The large contractors," Sil de Rijke elaborates, "usually have their own



Photo courtesy of DOC.



DOC Cable Solutions executes cable service projects, including full turn-key cable transport projects, as well as rental of cable equipment and carrousel.

cable laying equipment and they focus on larger projects. Next to this, a market has developed of smaller projects with contractors that do not have equipment of their own. This market of smaller cable laying projects and cable repairs is very interesting for us, as we can help these contractors with our broad range of carrousel, equipment, expertise, and crew. This however does not mean that



The yard is an excellent storage location for almost all offshore wind projects in a large part of the North Sea, as distances are relatively short and the yard still has ample space available.

the larger contractors are not relevant for us. On the contrary. For them, we arrange for example the transport of cables from the cable factory to marshalling yards close to the site of offshore wind farms. Instead of transporting the carroussels on a cable laying vessel, they are transported and stored on a barge, which in this way acts as a temporary storage facility close to the offshore construction site. The cable laying vessel will hence not lose any valuable time on collecting new lengths of cable at the factory.” Looking forward to 2024, Sil de Rijke expects cable volumes to rise and distances from the offshore wind farms to the shore to increase. The market will be very tight, with high demand for cables, cable laying vessels, and the necessary equipment, not in the least caused by the growing number of planned offshore wind farms. Apart from the offshore wind subsea cables, umbilicals for the offshore oil & gas industry also remain an important market for DOC. “Throughout the years,” Sil de Rijke continues, “we have built up an extensive client base that consists of all cable producers, as well as many developers and contractors. Of course, building a loyal client base highly depends on satisfied customers. They will return for new assignments, and they will also affirm their satisfaction about our work.”

## Investments

Last year, DOC extended the yard’s facility from 2ha to 6ha. This expansion was badly needed, as storing cables and cable equipment require a lot of space. “With the growing size of offshore wind turbines and farms, cables are becoming



The 9,000t carroussels are the largest liftable carroussels in the world.

bigger and heavier”, Sil de Rijke elaborates. “Also, as cables are increasingly often made of aluminium, the volume of cable grows as aluminium requires more volume for transporting the same amount of electricity. Apart from being a logistic challenge, this also requires more storage space. Next to the investment in the yard extension, we are now building a new workplace on our yard to replace the current workplace consisting of temporary units. This will provide the team with proper and modern facilities, apart from our office that is located away from the yard.” The DOC team currently consists of sixteen people, including a steady group of flex workers, with the possibility to scale up easily. “In our business we must deal with highs and lows. It is therefore good to have a pool of experienced flex workers we can hire to help our own team on our projects. And whenever possible, we also try to make use of local subcontractors and suppliers. For this it is good to know that in and around North Sea Port there are many companies we can rely on. With our relatively small team, our flex pool, and nearby suppliers, we can act swiftly and flexibly, meanwhile guaranteeing the highest possible level of quality”, Sil de Rijke elaborates.

## Van Es Group

Since 2022, Van Es Group has become one of DOC’s shareholders and according to Sil de Rijke, this is of high value for the company. “With Van Es, we have a solid shareholder that enlarges our investment power. As Van Es operates in the offshore industry with several companies, including Jack-Up Barge, Swift Drilling, and Z-Bridge, this also results in a high level of synergy. Jack-Up Barge for example often uses our yard as a home base and storage facility for nearby projects.” Van Es becoming as shareholder also initiated the return of Sil de Rijke to Zeeland from his former employer Jack-Up Barge. “When Van Es became our shareholder, I was asked to join DOC as manager. Before Jack-Up Barge I also worked in Zeeland, so I know this region and North Sea Port very well. Furthermore, the work in the contracting business with full scope projects is very interesting. Each project is unique and aimed at offering the best solutions for subsea cable laying and marine heavy transport, and this suits me very well. So, I have no regrets of my move and enjoy every working day”, Sil de Rijke concludes.

# Setting foot on the left bank

Tailormade Logistics



TML's total warehousing capacity in North Sea Port now stands at about 110,000m<sup>2</sup>.

With its sixth site in North Sea Port, Tailormade Logistics further reinforced its footprint in its home base and made its first move to the left bank of the sea canal in Ghent. TML needs the added capacity in Evergem to meet growing demand.

Tailormade Logistics (TML) is still very much on the move. It currently has 28 sites in eight countries, totalling about half a million square metres of warehouse space. In Belgium, the group led by founder and CEO Bert Vandecaveye recently added new warehousing and logistics sites in Meerhout and Tongeren, expanded capacity in Ghlin, and reinforced its transport network in West Flanders with the take-over of road

haulage company Transcot. Tailormade Customs came out of the starting blocks last year and prepares to expand to new markets (see box). Along the way, TML added two new titles to its trophy cabinet, receiving the 'Pioneering Employer 2023' and the 'Green Truck 2023' awards, and taking second place in the 'Truck Safety Award 2023'.

## Strong growth

TML keeps expanding in North Sea Port too, as illustrated by the acquisition of Van Hove & Co, a well-known local transport company specialising in regional transport (especially with mega trailers), jockey transport and delivery of new trucks, and just-in-sequence short-haul shuttles for the carriage of Volvo Trucks cabs, brought in by rail from Sweden and delivered at the DFDS terminal at the Mercatordok, to the truck manufacturer's assembly plant in Oostakker. For the latter activity the new business unit within Tailormade



All photos courtesy of Jo De Rammelaere.



From left to right: Steven Troch, logistics manager Ghent, Bert Vandecaveye, founder and CEO of Tailormade Logistics, and Omar Boukhzar, head of Tailormade Customs, in the new warehouse of TML.

## Tailormade Customs extends its reach

Last year, TML set up Tailormade Customs, adding a new service to its end-to-end supply chain logistics and strengthening its claim as a one-stop-shop company for solutions to logistics challenges. “Having our own customs subsidiary gives us a higher degree of reactivity and speed to deal with these issues”, comments Bert Vandecaveye. “Tailormade Customs is part of Tailormade Logistics, but operates as a separate entity to provide customs brokerage services and advice and thus to support the activities of our customers in and outside the European Union”, explains Omar Boukhzar, who is heading Tailormade Customs and brings more than ten years of experience in this field to TMC. “We do so by relying on a fully digitalised platform that is linked to the systems of customs authorities in all surrounding countries and to TML’s own management network.”

The initial focus was very much on the trade between the UK and Europe. “Many customers still struggle to find the right answer to Brexit and sometimes pay too much import duties because they are using the wrong codes or procedures. We help them save time and money by taking care of all their customs clearance formalities and financial obligations – e.g. under the DDP (Delivered Duty Paid) incoterm – and by removing uncertainty about costs and delivery times, which translates into a better service to their own clients. The process can be further enhanced by adding – if need be bonded – warehousing and fulfilment services in various EU destination countries.”

Tailormade Customs, which already has four people working in its Ghent office, now stands ready to make its debut in new markets. France, where Tailormade Logistics built a strong network, will be the first to come, with a first antenna due to open in Calais in the coming months. The Netherlands and Germany will follow next year.

TMC also aims at obtaining the status of ‘Authorized Economic Operator’ (AEO) that further smoothens customs clearance formalities.

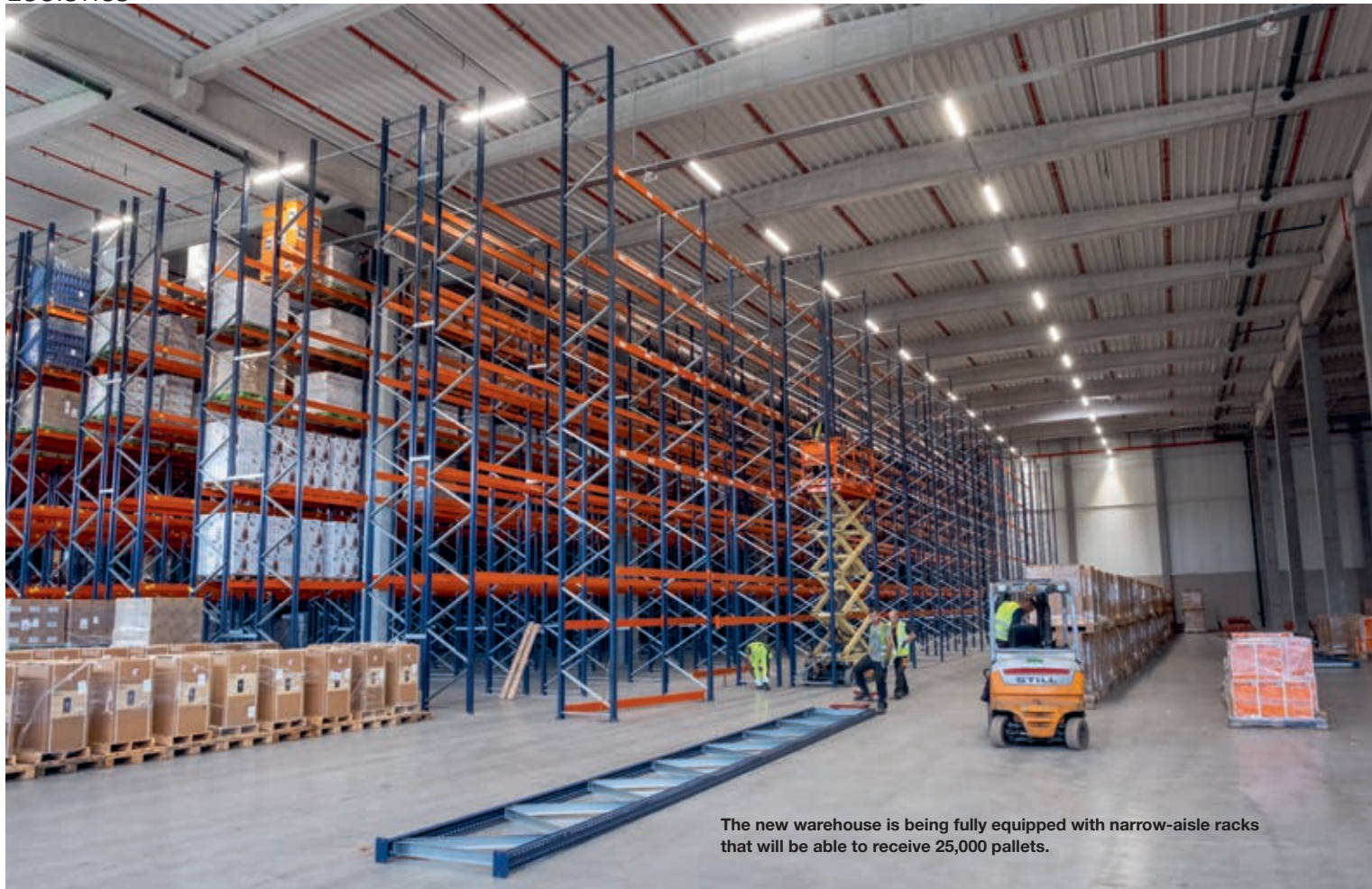
Logistics added two FM Electric trucks to its fleet.

“Last year, acquisitions included, our turnover increased by 25%. The economy is slowing down this year, but we are still hovering at about 20% more and we will probably close the year at around EUR 220 million”, says Bert Vandecaveye. “To keep pace with those numbers, we keep investing. In ICT alone we will spend some EUR 3.5 million this year.”

Ghent is leading the charge “The role of Ghent as the central control tower of our group is gaining in importance, if only because of the ever-higher levels of digitalisation we must reach to meet customers’ demands.”

## New warehouse

More capacity in warehousing is as essential as enhanced capabilities in IT. So, in July TML opened a new site – its fourth logistic one – in the port area. Not on the right bank of the sea canal this time, but on the left bank, just south of the Kluizendok complex. The new building offers 15,000m<sup>2</sup> of space for logistic activities, bringing TML’s total in Ghent to 110,000m<sup>2</sup>. With its BREEAM Excellent certification, it features solar panels, heat pumps, smart led lighting etc. for increased sustainability.



The new warehouse is being fully equipped with narrow-aisle racks that will be able to receive 25,000 pallets.

Rainwater is captured for reuse and there are charge points for electric vehicles.

When completely equipped with racks in a narrow aisles' configuration, the new warehouse in Evergem will be able to receive 25,000 pallets. Goods are already being transferred to the new platform, the aim being to free up space in warehouses on the right bank for the larger automotive volumes handled by Tailormade Logistics. "We will need no less than a thousand truck moves to shift some of our clients to this new location. When the operation is completed, Evergem will be packed to the ceiling of this 14m high building", the CEO comments.

### Multi-user site

TML rents the place from Weerts Logistics Parks, the logistic real estate division of Weerts Group. "We are an asset-based company, but it's good to have a mix of – and strike the right balance between owned and rented space."

Evergem, where about twenty people will be employed, is a multi-user site, hosting customers that fit with the narrow aisles' configuration applied. "Being able to service different customers using the same infrastructure, personnel, and equipment spreads the risks and lowers the costs. It also makes the whole operation more flexible and able to absorb the different peaks and low points in activity from one customer to another. That is all the more important since the cargo flows tend to become less stable than they used to be. Faced with the current economic uncertainty, many players have become extremely cautious."

### Learning curve in electric vehicles

When selecting this new location, multimodal accessibility was an important factor for Tailormade Logistics. Evergem scores



"We currently have 28 sites in eight countries. Through this fourth logistic site in Ghent, we strengthen the North Sea Port section of our network."

well in this regard, being close to the R4 ring road and to the Kluizendok and the Interface Terminal Gent (ITG) with its water connections to container ports, shortsea service to the UK, and rail links to Italy. "We remain strong believers in intermodality, but making use of barge or rail is often more easily said than done. For many flows the threshold remains high, even on routes that look promising at first. Competition from road haulage remains as fierce as ever. But things can change rapidly. The steep rise of the Maut in Germany could very well open up new opportunities for intermodal solutions."

Greener transport solutions like electric trucks come with their own challenges, Bert Vandecaveye knows. "With Van Hove we now have two electric trucks in service. They set us off on a steep learning curve on costs, operations, the training of personnel, and so on. Everyone agrees that greening is the way forward and we are committed to sustainability in all areas. But for companies active in Belgium, keeping costs under control is vital for remaining competitive."

I. TAILORMADE-LOGISTICS.COM



# Shapping the future of energy

Offshore Energy Exhibition & Conference 2023 will bring the offshore energy industry back together again on 28 and 29 November 2023 in Amsterdam RAI, the Netherlands.

Europe's leading event for the entire offshore energy industry forms the perfect opportunity to reach business leaders, highly qualified experts, and professionals across global markets. The event will present two days filled with networking opportunities, sharing knowledge, and shaping the future of energy together.

## North Sea Port, host to many companies

North Sea Port is one of Europe's leading ports in offshore and has been an Offshore Energy exhibitor from the very beginning. This year North Sea Port will again be host to a broad range of international companies and organisations.

## Present at the booth of North Sea Port

(as known on 14 September)

- Actemium
- BOW Terminal
- Impuls Zeeland
- Overlasko
- Promotion Council Nort Sea Port
- Sagro
- Sarens
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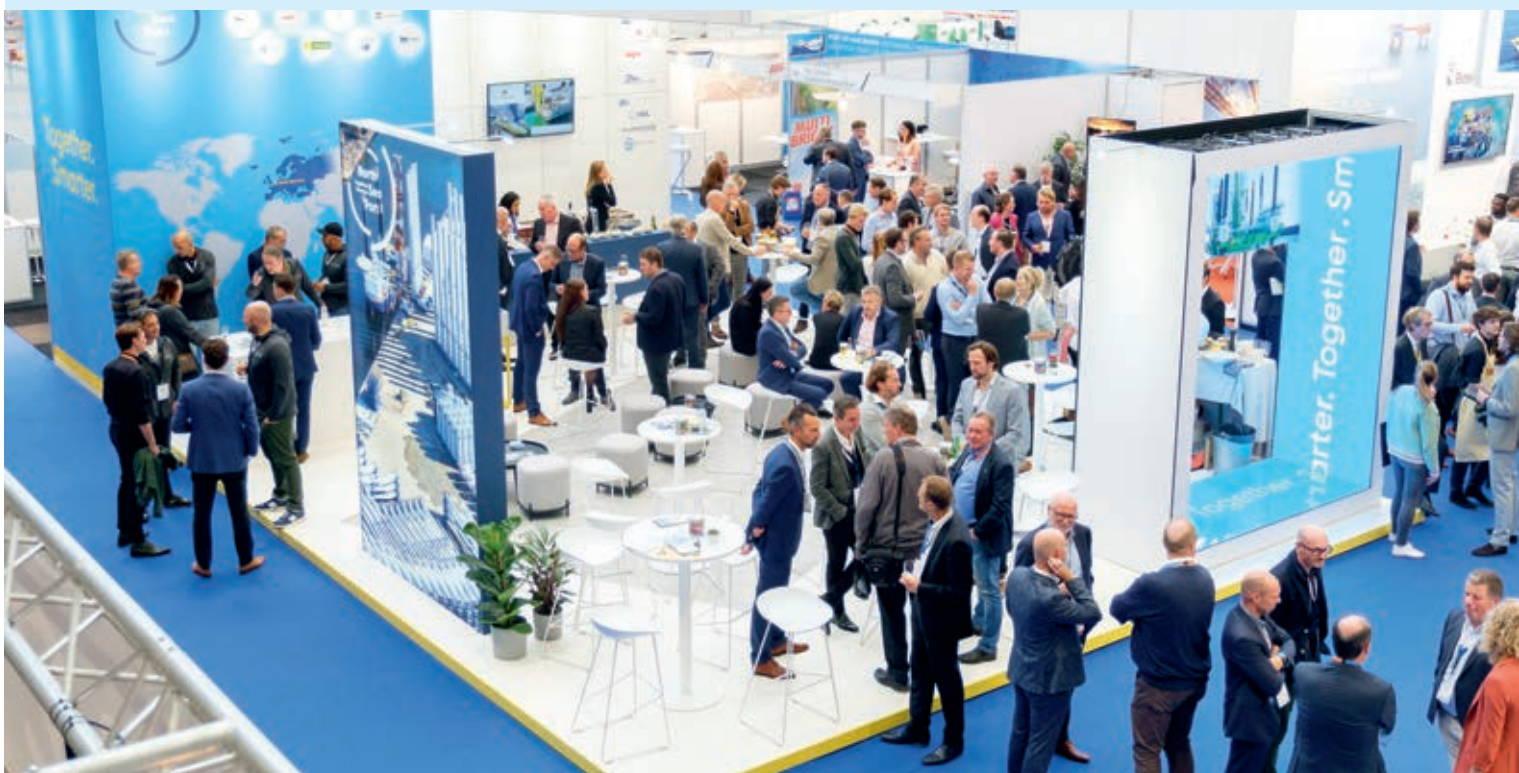
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- Damen Shipyards 1.313
- Delta Marine Crewing 1.351
- DEME 1.445
- Holland Shipyards Group 1.423
- Multtraship Towage & Salvage 1.606
- Oceanwide 1.200-4
- O.O.S. International 1.229
- Seacontractors 1.312

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## Offshore Energy details

- Date: 28 and 29 November
- Opening hours: 09:30h – 18:00h
- Venue: RAI Amsterdam Convention Centre  
Europaplein 24, 1078 GZ Amsterdam  
The Netherlands
- Exhibition: Hall 1
- Conference sessions: Amtrium
- You can enter the exhibition and conference via entrance K.



# Increased resilience against drug-related crime

With the expanded volumes of fresh fruit being imported from South America into Europe via North Sea Port's port of Vlissingen, the port has to deal with a growing drug-related criminal interest. In an ongoing cat-and-mouse game, the authorities and companies are working together to fight these criminal activities.

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The authorities, Customs, police, shipowners, and terminal operators put serious efforts into fighting drug-related crimes. On 14 June, Dutch secretary of state for Customs Aukje de Vries visited North Sea Port. Together with Nanette van

Schelven, director-general of the Netherlands Customs and Chris Mels, deputy director of the Breda Customs office, she was informed about the measures taken by all collaborating parties involved, and the complexity of their campaign against smuggling. At the ZZColdstores terminal she stepped on board of Seatrade's vessel Atlantic Klipper where pallets and containers with bananas and other exotic fruits from South America were being unloaded. On board of the vessel, representatives of Seatrade explained to her the measures taken by them, as well as by the terminal operator in Vlissingen and the terminal operators and Customs in South America to try to avoid drugs being taken on board of its vessels.

## 400,000 boxes

"First of all, it is important to realise that on board of a reefer vessel like the Atlantic Klipper around 400,000 boxes of bananas can be shipped, or in other words 40 million kilogrammes of this fruit. This figure indicates that it is



Photo courtesy of Mark Neelemans Fotografie.

Menno van Gorcum, director of Seatrade Rotterdam (r), welcomes Dutch secretary of state for Customs, Aukje de Vries (l) at the terminal of ZZColdstores in North Sea Port.



Photo courtesy of Mark Neelemans Fotografie.

On board of Atlantic Klipper. Second from left, Aukje de Vries, Dutch secretary of state for Customs. On the right side of the photo stands Menno van Gorcum, director Seatrade Rotterdam. Next to him is Chris Mels, deputy director of the Breda Customs office. On the left side of Chris Mels stands Nanette van Schelven, director-general of the Netherlands Customs.



Before being assigned to shipboard duties, all persons, employed or engaged on a seagoing ship that is required to comply with the provisions of the ISPS Code, must receive an approved security-related familiarisation training.

impossible to check each box of bananas for smuggled drugs”, Menno van Gorcum, director of Seatrade Rotterdam, explains. He continues, “Before loading the bananas onto the vessel, various checks by Customs have taken place, for example at the packing stations, at the port’s entrance, and on the quays. Sometimes scanning equipment is used to check the trucks, and visual checks and dogs are used as well. Before entering the port, the stevedores are checked by security to make sure they are not carrying anything illegal with them, and they are not allowed to take any bags on board of the vessel they are going to load.”

### Closed and sealed

The reefer vessels of Seatrade ship pallets in temperature-controlled cargo holds and reefer containers on deck and people from Seatrade are always present during loading and unloading of its vessels to keep an eye on the quality of the

handling of the cargo. “It is impossible for us to check every box of bananas,” Menno van Gorcum elaborates, “however, during loading of the bananas in the port of departure, quality control checks take place by taking samples.” During these checks drugs are sometimes found, which is immediately reported to the local authorities, after which the drugs are handed over to them. Although impossible to check each box, this does not mean that Seatrade has not implemented a thorough procedure to check its vessels. Seatrade’s Drugs & Stowage Search List plays an important role in preventing the smuggling of drugs, and this list is used to check the vessel twice. Once before, and once after loading.

### Entirely checked

According to Menno van Gorcum, apart from the holds, on each port visit the vessels are carefully and thoroughly checked by security people and dogs. “As the security people are hired by Seatrade, we can keep control of their level of quality”, he says. “As drugs are often smuggled outside the cargo, each hold is carefully checked before and after loading and once completed, the hold is closed and sealed, allowing no one to enter without permission. Also, other locations on board are checked after which they are locked until departure so people cannot enter unnoticed. Apart from the checks on board, divers check the outside of the vessels, as criminals often put drugs in spaces alongside the vessel’s hull that can only be approached under water. Finally, once loaded and ready for departure, the vessel will unmoor from the quay, making it impossible for people to come onboard. Then a final check takes place before



**In Europe it is not always known that in the exporting countries ample efforts are also taken to prevent the overseas smuggling of drugs to Europe. (Screenshot from security camera.)**



**In South America, the stevedores are checked by security before entering the port.**

leaving the port.” One complexity in the measures taken by Seatrade lies in the fact that before arriving in Europe, various ports in South America and the Caribbean are often visited and each visit brings the risk of drugs being brought on board. Apart from this, each port has its own security measures with different levels of thoroughness. This is why it is important that frequent checks are also needed in the ports of arrival. In the most ideal situation, each port should have permanent scanning devices that can check each pallet or container for drugs before leaving the port.”

### Business model

Menno van Gorum continues, “In granting shipments of bananas, our customers look at what anti-smuggling measures are taken in the entire supply chain, from banana farmer to wholesaler. For us this means we put ample effort into sailing as ‘clean’ as possible, meaning that we want to at all costs avoid the smuggling of drugs on board of our vessels. Today, preventing smuggling is part of our business model. This means that, apart from the aforementioned control measures on board of our vessels, we also put a lot of effort into training the crew of our fleet. By careful recruitment we keep control over the quality of our crew, which minimises the risk of crew being influenced by criminals.”

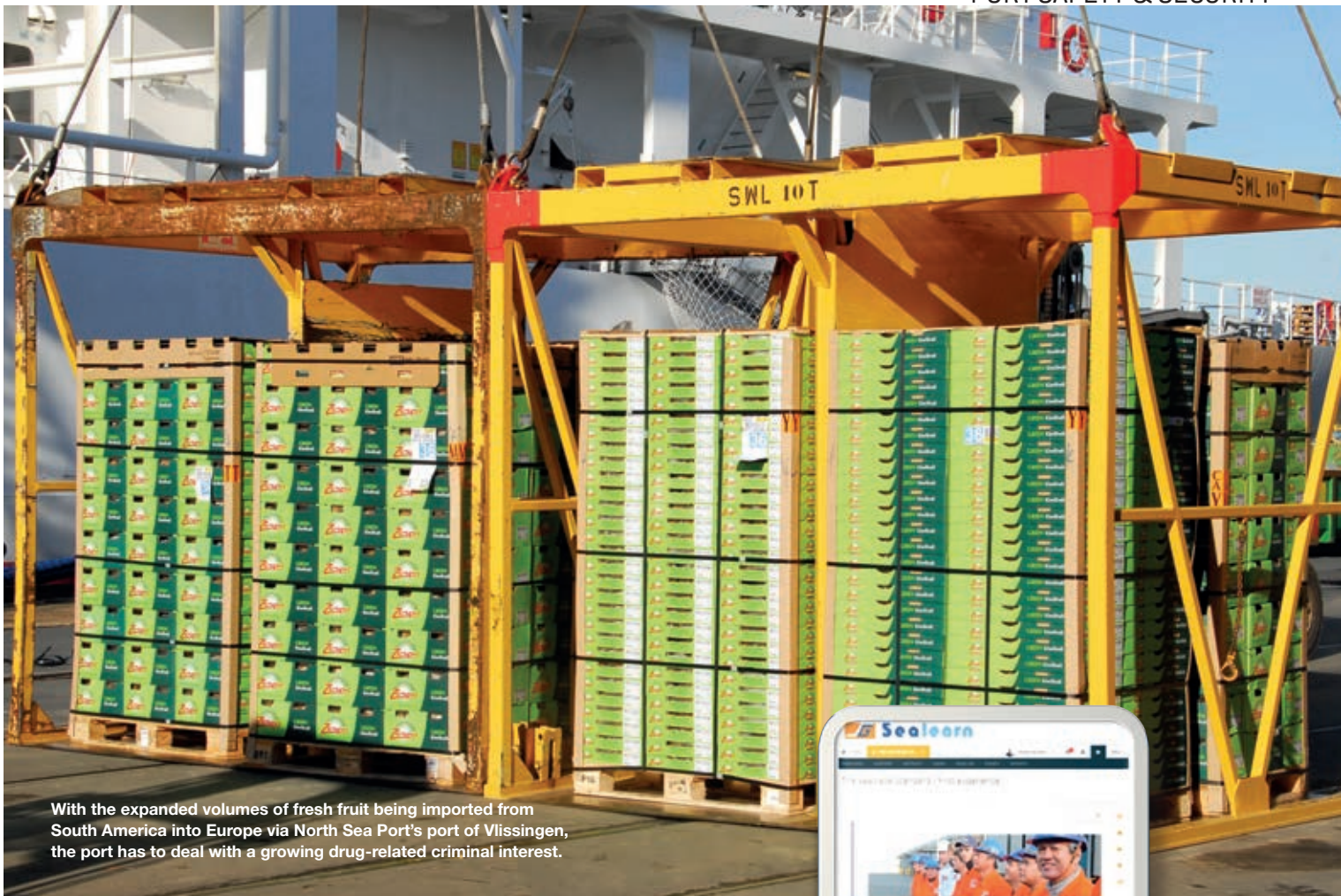
### Training

When looking at training, Seatrade works according to the international standards that apply for seafarers. Before being assigned to shipboard duties, all persons, employed or engaged on a seagoing ship that is required to comply with the provisions of the ISPS Code, must receive an approved security-related familiarisation training. Apart from this, every seafarer who is designated to perform security duties, including anti-piracy and anti-armed-robbery-related activities, is required by the STCW Convention and Code to demonstrate competence to undertake these tasks, duties, and responsibilities. To be able to maintain the security of the

### Seaport police team

Dutch mainports must become as unattractive as possible for international drug smuggling. The Dutch ministry of Justice and Security is therefore investing a structural amount of EUR 29 million in tackling organised drug crime at Dutch main ports and logistical hubs. The ministry also emphasises further international cooperation within Europe, as well as with source and transit countries in Latin America. Various measures have been taken so far, such as the development of a training ‘Ronselproof in de haven’ in which port workers learn how to deal with recruiting activities of criminal organisations and the establishment of Information Sharing Centers. A new seaport police team became operational in the North Sea Port area on 7 July. A new seaport police team of 25 persons started to operate in the Dutch part of North Sea Port. The team consists of policemen for surveillance, criminal investigators, and data analysts. The team will work closely together with the Rotterdam seaport police team. The establishment of the seaport police team was received with enthusiasm by the port authority and

terminals involved, as this will further support all efforts to find drugs and subvert the criminal activities behind the drug transports. Since last year, the efforts of the authorities involved have already resulted in the discovery of higher volumes of drugs and the arrests of many removers. Removers are the people that try to take out drugs from containers on the terminals. However, the higher volumes could also be proof of the bigger role that Vlissingen plays in the smuggling of drugs (mainly cocaine) from South America. In the first seven months of this year, 4,500kg of cocaine have already been found by Customs so far, exceeding the total volume of 2022. In July, a 41 year old was arrested. This arrest was related to the Custom’s interception of 1,500kg of cocaine earlier that month in the Vlissingen port area of North Sea Port. This latest arrest shows that with the new measures, smuggling drugs via Vlissingen is becoming ever more difficult as the resilience of the port against drug-related crime has increased.



With the expanded volumes of fresh fruit being imported from South America into Europe via North Sea Port's port of Vlissingen, the port has to deal with a growing drug-related criminal interest.

ship, it is essential that all crew members that have duties according to the Ships Security Plan, understand their role and have the necessary competence to perform their security duties. Onboard all ships that are required to comply with the provisions of the ISPS Code, a Ship Security Officer (SSO) must be designated. A 'Ship Security Officer onboard' course meets the requirements for training of these Ship Security Officers. As defined in the ISPS Code, we must also assign Company Security Officers, in particular for the duties and responsibilities with respect to the security of a ship, for ensuring the development (or for developing) of a ship security assessment, implementation, maintenance, and updating of a ship security plan and for liaising with the Port Facility Security Officers. Next to the aforementioned training, crew of Seatrade can also use Seatrade's digital training platform SeaLearn to learn about how to deal with situations caused by drug-related crime. "Our SeaLearn tool is still under development, but it will help us and our crew to be better aware of, and to be able to better withstand, the influence of criminal activities on and around our vessels", Menno van Gorcum notes.

## Impressed

In Europe it is not always known that in the exporting countries ample efforts are also made to prevent the overseas smuggling of drugs to Europe. Sharing information and data will result in a lot of expertise on the illegal import of drugs and the organisations behind this and to improve collaboration, Dutch Customs and police have set up liaisons with their colleagues in various countries.

With the measures taken by companies such as Seatrade and the dedicated seaport police team at North Sea Port, all parties

**The SeaLearn tool is still under development, but it will help the company and its crew to be better aware of, and to be able to better withstand, the influence of criminal activities on and around the vessels.**

involved are working hard for a successful fight against drug-related crimes. After her visit, Aukje de Vries was impressed by the efforts of Seatrade. "Companies play an essential role in the fight against subversive crime. It was very useful to have the opportunity to see the measures they take in person today. By working together with the authorities and the industry, we will be able to really stand up against the organised drug-related crime."

# Road to Zero

Verbrugge Safety and Security Event



All photos courtesy of Mark Neelemans Fotografie.

Safety and security are hot topics today for North Sea Port and the companies operating in its port area. Many measures are being taken to reduce the risks of accidents and to limit the influence of (drug-related) criminality.

At Verbrugge, safety is priority number one, although security is also very important. On 29 September of this year, the company organised its first safety and security event to raise the employees' awareness on both issues. Philippe Brackman, Head of Operations of Verbrugge, explains the reason behind this event.

## Safety

"Although safety and security are two different things, both relate to the welfare of our employees and everyone else present at our terminals", Philippe Brackman explains. He continues, "When looking at safety, we have implemented our



The operation on Verburgge's terminals is diverse with a broad range of both small and huge tools and equipment that can be dangerous when used incorrectly.

Road to Zero programme, which aims to realise zero injuries on our terminals. Challenging? Yes, absolutely, but it indicates how seriously we are looking at this issue. Compared to, for example, the process industry, improving safety is a continuous challenge for our industry. In the process industry things happen according to various standardised processes that do not change a lot. This makes avoiding mistakes and incidents a lot easier compared to the work on our terminals. On an average day, our terminals are busy with multiple processes and activities taking place at once. Cargo is moved from the quays to our warehouses, and other storage facilities vice versa, and part of the cargo is processed at our facilities. What also makes things complicated is that we

take care of a broad range of commodities, from project cargo to fertilisers, and from celluloses to steel. The operation on our terminals is thus diverse with a broad range of both small and huge tools and equipment that can be dangerous when used incorrectly. This requires a large variety in measures and procedures to keep things going safely. Luckily, we can count on our highly trained, experienced and motivated people, which makes all the difference!"

### Security

Due to the measures taken in the ports of Antwerp and Rotterdam, Vlissingen has become a popular port for drug-



**Philippe Brackman, head of operations at Verbrugge Terminals.**



**Although safety and security are two different things, both relate to the welfare of the employees and everyone else present at Verbrugge's terminals.**

related criminal activities. “Luckily for us, from a security point of view drug criminals are aiming more at the terminals in Vlissingen that handle flows from South America”, Philippe Brackman says. “However, this does not mean that criminals are not trying to influence employees from other terminal operators, including us, to get involved in their crimes. This is why we put a lot of effort into informing our people on how to recognise criminal activities and how to act against this criminal influencing. On the other hand, the strict ISPS and other security measures on our terminals are on an elevated level, making it almost impossible for unwanted people to enter.”

“ For us, safety and security are not just a matter of words, as we really act with a broad range of measures, including providing in-house training for and raising awareness with our employees.

### Strengthen each other's awareness

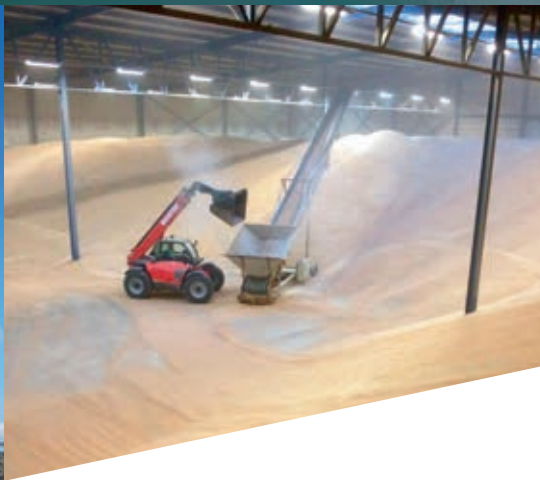
According to Philippe Brackman, safety and security are a matter of both the organisation and the employees. “We always tell our people that safety and security start with yourself”, he says. “However, as an organisation we put a lot of effort into this as well. For us, safety and security are not just a matter of words, as we really act with a broad range of measures, including providing in-house training for and raising awareness with our employees. All these efforts are not really known publicly. On the contrary, when something goes wrong, and I am the last person to say that accidents do not happen, this is published widespread in the newspapers. This creates a one-sided story.” One of the latest activities in raising awareness at Verbrugge was to organise a Safety and Security event in September. “On 29 September, all our employees learned all about safety and security”, Philippe Brackman voices. “Office staff and terminal workers jointly learned all about how to work safely and how to become aware of criminal influences. Of course, for most of our terminal workers working according to safety and security procedures is not a new thing, but working together on these topics with the people from our offices will strengthen each other's awareness. A lot of activities were organised during the day and various organisations were present such as port police, emergency services, Customs, and suppliers of personal protective equipment, for presentations and demonstrations. Our people attended workshops and with the use of virtual reality they were confronted with all kinds of unsafe and unsecure situations.”

### Safe at home

“This year the event was organised as a one day event for employees only”, Philippe Brackman elaborates. “However, we consider this first event as a try out for the future, when we want to organise the event as part of a safety and security week, not only for employees but for all other stakeholders as well. Safety and security are important for all stakeholders: employees, management, customers, suppliers, government, port authority, et cetera. Our plan is to organise this week annually on one of our terminals in Vlissingen or Terneuzen.” Philippe Brackman joined Verbrugge in 2019 as head of operations and in this role, an important part of his responsibility is safety and security. “It is good to see that Verbrugge takes safety and security very seriously and invests a lot in it. It shows it is a good employer to work for. This results in loyalty from existing employees and supports the recruitment of new ones. Terminal work will of course always be people's work, meaning that mistakes are made which can sometimes lead to unsafe situations and even accidents, no matter what measures are taken. Safety and security are considered a hassle for many people, though for me it is a matter of urgency, as it is my goal to make sure that everyone gets home safely after work.”



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**Maarten den Dekker, chief sustainability officer in charge of energy, climate and circularity and new member of the executive board of North Sea Port, "I strongly believe that if there is one place in Europe where the energy and climate transition can succeed, it is here."**

# Taking up the port's biggest challenge

With the nomination of Maarten den Dekker as chief sustainability officer in charge of energy, climate, and circularity and as new member of the executive board, North Sea Port once more underlined the full scope and importance of sustainability as the central pillar in its strategy. Maarten den Dekker knows the stakes are high.

Maarten den Dekker, just recently turned 32, was born and raised in Zeeland, studied business economics in Rotterdam and then started his professional career with a two year traineeship at the Ministry of Economic Affairs in The Hague, a period he describes as a “fascinating and extremely formative experience”. It took him as attaché to the consulate in Shanghai, in charge of keeping track of innovation in energy and chemistry in the Chinese hotspot and reporting back to the Dutch industry and academic world. Back in the Netherlands, he dealt with issues relating to energy transition in heavy industry and ports in regions like Rotterdam and Groningen. “That is where the combined attraction of ports and industry got hold of me”, he recalls. He stayed with the Ministry after his traineeship, contributing to laying the foundations of the national governance in energy transition and CO<sub>2</sub> reduction. When a vacancy opened up at Zeeland Seaports in 2017 for a project leader in sustainable transition – the first of its kind with the port authority of Terneuzen and Vlissingen – he seized the opportunity to return to his home turf, knowing that his horizon would not be limited to Zeeland alone. “I made the decision after much deliberation. Giving shape to sustainability in a port environment was very tempting in itself. But the main trigger to join Zeeland Seaports was the fact that the merger with the Port of Ghent was in the making. The international dimension of the new merger port was crucial to me.”

## Q: You now embody the central axis in the port's strategy. How does that feel?

**A:** I haven't given it much thought in those terms, to be honest. But the nice thing is that it puts me in a position to deal with a theme that is of paramount importance for our society, in the region where my roots are and where my heart lies, but without being limited to that area, and that I am able to do so in the commercial setting – I am and remain an economist – of a thriving port that is of great value to its environment.

## Q: There aren't that many ports that put sustainability as much centre stage as North Sea Port.

**A:** There are not that many ports that are as well positioned to excel on this theme. And so, it is no coincidence that we have made it the central axle in our strategic plan. We even went a step further by giving sustainability a seat at the executive board level. That is not mandatory, it shows how seriously we take that issue. Ports like Antwerp and Rotterdam are fully engaged in this matter, too. But I strongly believe that if there is one place in Europe where the energy and climate transition can succeed, it is here.

## Q: There is still a long way to go to turn today's central theme into tomorrow's reality.

**A:** That makes my job so captivating. I am nominated for a period of six years. The transition has to happen in those six years, here and in other European clusters. If it doesn't in that time span, hard times will come for industry in Europe. Much needs to be done.

## Q: How far do we stand today?

**A:** Together with our partners, we have defined a long list of targets. And in terms of energy efficiency, we have already come a long way and companies like ArcelorMittal Belgium, Dow, and Yara are world leaders in this respect within their industries. But when talking about transition to other sources of energy and circularity, we haven't reached the implementation phase yet. Very often, the technology is already available, but all the conditions to perform the transition are not present yet. Infrastructure is a major issue, as can be the legal framework. But it often comes down to the physical speed with which you can develop new systems. Offshore wind, which is vital in our efforts to produce renewable energy and reduce Scope 2 and 3 emissions, offers a perfect illustration: major progress has been made in developing offshore wind capacity, but that industry is now struggling to follow the growth of demand. To make the transition a success, we need enough electrons and molecules, the infrastructure, pipelines, and ships to take them from A to B, and sufficient capacity for CO<sub>2</sub> storage. We need the right legislation, a strong vision and policy on the side of authorities, with the adequate support. We have to take steps forward on all those fronts. There is progress, but at a pace that is worryingly slow.

## Q: North Sea Port's strategic plan contains some very ambitious goals for 2025. Will you reach those targets?

**A:** It will all come true, but maybe just one or two years later. For hydrogen, for instance, the infrastructure needed to scale up to the 500MW of green energy the strategic plan talks about, will be in place in 2026/27. But our project portfolio by 2030 already stands at 2GW, which shows that North Sea Port is a magnet for the production of green hydrogen.

The same goes for our target of 3 million tonnes of CO<sub>2</sub> storage in 2025. Many companies in our port are CCS-ready, but the sink in which to put their carbon is still lacking. It will take more time than initially expected to get it, but again, the addition of all projects will most probably tilt us to a higher volume than put forward.

So, basically, we are on course, even if we will need a bit more time to fully reach implementation mode. But once the big



No other industrial cluster has steel, chemistry, refineries, and fertilisers sitting in the same area.

Photo courtesy of Dow.

industries in our port get out of the starting blocks in terms of electrification, circularity, hydrogen... our whole cluster will move with them.

**Q: How would you define the Port authority's role in the whole process?**

**A:** We have an extremely important role to play. One of the major changes in our strategic plan is our aim to be the connecting link between all players in and around the port area. The plan's name 'Connect 2025' directly refers to what we now see as one of our three core tasks. Of course, we still provide nautical services, issue land concessions, build quay walls... and all these functions remain vital and valuable – but foremost we now want to be a connector contributing to making things happen, especially when talking about the energy and climate transition and circularity. To be able to do so, we need to be fully aware of where industry is heading to, what infrastructure they must be able to rely on, which parties can complement each other, and how supply and demand can be attuned.

A fine example is how we brought together Gasunie and Fluxys, the Dutch and Belgian gas infrastructure companies, to make sure that by 2026 we will have a cross-border network in place, allowing for instance Ørsted in Vlissingen to do business with ArcelorMittal Belgium in Ghent. It might not have happened without us playing the go-between.

**Q: Reinforcing clusters is part of the same role?**

**A:** Whenever a company wants to make an investment, build a hydrogen plant, set up a circular project, and so on, we have the best overview to determine what the best location can be, taking into account their needs in energy or heat, but also the potential synergies with other actors in our port area. Choosing the right location can have a big impact. And as a port, you need to ask yourself how best to manage the space you have, what companies to attract, and what synergies can make your existing clusters even stronger than they are today.

Again, the diversity North Sea Port offers is quite unique in this respect. No other industrial cluster has steel, chemistry,

refineries, and fertilisers sitting in the same area. It enhances the opportunities for synergies. But if a company does not have a certain size or no link to the water, maybe it should not be sitting in a port.

**Q: Is the North Sea Port organisation already fully geared up to its new mission?**

**A:** A shift like the one we are making is a demanding exercise. We must make that transition without neglecting our other fundamental functions. The ships still matter very much. A port is not an ordinary business park. And putting sustainability and industry in the centre has an impact, because it requires new skills and new profiles. But the new course we are sailing also helps us attract new talent, because many young people want to be part of the story we are writing.

Still, in the end, we are a pretty lean organisation. Our industry cluster today emits more CO<sub>2</sub> than the one in Antwerp. But our port authority is much smaller. So we have to be selective and do things our way.

**Q: A final remark?**

**A:** I am absolutely convinced that if we succeed in embedding circularity in the energy transition, we will have proven our right of existence as a port and industry cluster. The European industry is going through testing times, if only because of the higher cost of energy. We do not have cheap energy sources like natural gas anymore. Luckily, we have the North Sea as an offshore power hub and as carbon storage hub, we have big deepsea ports capable of handling big flows and offering excellent connections to the hinterland. Even then, the circular transition is essential. If we are able to transform the waste generated by the 700 million European consumers into new products on a large scale, in our local industry and in a CO<sub>2</sub>-friendly way, we will strongly contribute to keeping Europe prosperous. It might translate in less massive flows to handle in our ports, but it could very well be the best way to secure the future of ports like North Sea Port.



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Normec OWS is still building up capacity at its new site within North Sea Port.

Normec OWS

# Helping to tackle pollution(s)

With the move of Normec OWS to its new offices in the Ghent port area, North Sea Port has attracted another undisputed world leader in a very specific field. The newcomer is a one stop laboratory and consultancy company specialising in determining biodegradability and compostability of plastics and other materials. The company fits in well with the focus on sustainability, biobased economy, and recycling which is one of the pillars of the port's strategy.



Photo courtesy of Normec.

**Early August, Normec OWS managing director Sam Deconinck and Normec Sustainability managing director Mariska van Schaik cut the ribbon of the new Ghent headquarters, together with Bruno De Wilde, managing director business development of Normec OWC (right).**

Normec OWS (which stands for Organic Waste Systems) started out in 1988 as a spin-off of the University of Ghent, Bruno De Wilde, managing director business development and one of the founding fathers of the company, recalls. Its initial focus was on the dry anaerobic composting (Dranco) technology, a patented biotechnological process developed at the Faculty of Bioscience Engineering of that university for an environmentally-friendly and cost-effective treatment of solid and semi-solid organic feedstocks derived from municipal solid waste, allowing for the production of biogas out of materials that were commonly landfilled.

But these plants are major investments that do not happen daily. So, OWS soon complemented this activity with biodegradability, compostability, disintegration, and ecotoxicity (BDCE) testing and later waste inspection, sustainability auditing and assessment, and analytical services and consulting, to provide for a more continuous source of income.

### Solid growth

Over the course of the past thirty years, these activities became the main line of business, with a steady – and in the second half of the past decade almost exponential – increase of turnover, only halted by the COVID-19 pandemic in 2020. Sales bounced back in 2021 and stood at around EUR 13 million last year, with BCDE testing accounting for 70 to 80% of the yearly total.

The strong expansion is the reflection of the growing concern about plastic pollution and the search by both industries and public agencies for the best end of life solution for their products, and ways to recycle waste streams and to reach the ever more pressing sustainability goals that e.g. the European

Union imposes for a widening range of products, with items like coffee capsules, tea bags, stickers on fruit – “a real nuisance in composting” – recently added to the list.

“We work for industries active in plastics, paper, consumer goods, food,... testing for instance how their products score in compostability, ecotoxicity, and biodegradation in various environments, from fresh and marine water to landfills and different kinds of soil. We also perform life cycle and carbon footprint analyses, and help them to achieve the highest result possible in terms of recycling or how best to fight plastic leaching into nature”, Bruno De Wilde explains.

This expertise is put to wider use. “We also control and audit sorting and recycling systems and installations to check whether they comply with the required standards. On top of all that, we are recognised worldwide by all certification bodies active in the field of biodegradable or compostable materials, member of standardisation and certification organisations like ISO and its European counterpart CEN, the official delegate on several international committees, project leaders in the development of new standards and involved in European sustainability projects. So we are in touch with day-to-day reality in the recycling business and aware of what direction regulation may be moving into.”

### Worldwide reach

Normec OWS aims at the high end of the testing business, he stresses. “We are an atypical lab. Routine control or bulk testing is not our core business. We are specialised in domains like contract research laboratory testing for the development of new materials, with highly trained operators applying tests we often



**Bruno De Wilde checking one of the 3,260 reactors Normec OWS has today.**

Photo courtesy of Jo De Rammelaere.

developed in house. 95% of our testing happens under very strict confidentiality rules.”

“We have built up thirty years of expertise in this area, testing thousands of samples for hundreds of clients from all around the world, defining the right methodology along the way. Quality and innovation are part of our DNA. And we are fully independent. This also explains our worldwide reach: in Ghent, we receive samples from all continents to deal with. In BCDE, 95% of our work is done for international customers. Multinationals active in the most diverse industries and with very large R&D departments of their own come knocking at our door. Because what we do is not ordinary. Biodegradability is a very complex issue, depending on a wide array of factors that determine if, how, and at what rate materials will disappear. Materials that disintegrate rapidly in certain soils will linger on for decades in other environments like sea water, for instance. There is also a lot of confusion in the debate: biobased does not necessarily mean biodegradable, to name one. And emotions run high on topics like packaging and plastics, sometimes at the cost of rationality. Not all plastics can be avoided – if only because they can be useful to prevent loss of food – or recycled. We should look at the numbers and try to strike the right balance. Perfect is the enemy of good.”



Photo courtesy of Jo De Rammelaere.

**Testing comes in all kinds of flavours and nature very often lends a hand... even if worms do not have any.**





## New location

In its former headquarters at the old ACEC compound at Dok Noord in Ghent, Normec OWS was bursting at its seams. “Our old premises allowed us to grow organically, adding new space every time an expansion was needed. But even if our growth rate has slowed after the corona pandemic due to fiercer competition, we were ever more struggling to cope with demand in the most efficient way possible”, Bruno De Wilde says. “We went looking for a new location, keeping in mind that we wanted to stay in Ghent, with its university and high schools that bring us the human potential we need. Furthermore, environmental concern is very vivid among our employees. Many come to work by bike.”

The right site for the new headquarters and main laboratories – OWS opened a small satellite laboratory in Kettering, Ohio in 2021 and has long-lasting collaborations with partners in Japan, China, and Taiwan – was found in the Pantserschipstraat, in the southernmost part of North Sea Port and at the northern fringe of Ghent, pretty close to Dok Noord. “We took our new quarters in existing buildings that offer three times more space, and we invested more than 4 million euros to transform them into the platform we need to further develop our activities.”

## Take-over, split-off, and rebranding

In December 2020, OWS became a full subsidiary of Normec Group, a major Dutch actor in the testing, inspection, certification and compliance (TICC) industry. Founded in 2015, Normec has implemented a growth strategy based on external acquisitions to build an international TICC network. Today it has 30 locations in Europe and 4,000 employees. Subsidiaries are given the freedom to continue to grow independently, the group bringing them the support and leverage of a more comprehensive network.

The integration of OWS within Normec was rounded off last year with the rebranding of the Belgian company, which is now named Normec OWS and adopted a logo in line with the house style of the Normec organisation. The take-over of OWS also came with the divestment of its engineering division, which was incorporated into a separate company called Dranco, which was not part of the acquisition of the laboratory activities of OWS by Normec. Dranco is now a world leading company in its own right in the construction and operation of anaerobic digestion plants and in organic waste management consultancy. Worldwide it has over thirty installations in 14 different countries with a total treatment capacity of over 1 million tonnes of organic waste. Dranco still operates from the former OWS site in Ghent.

Normec OWS makes the shift to its new location in two steps. In June, a large part of the 105 employees already moved to their new working spot. The rest will follow next year.

## Extended capabilities

“This marks a new milestone in our journey”, the managing director business development of Normec OWS concludes. “This move comes with a host of benefits that will enable us to serve our clients even better. With the increased capacity, enhanced testing capabilities, and the room for future expansions, we will be able to maintain our position as the largest testing lab within the field of biodegradation, compostability, disintegration, and ecotoxicity testing. This will also help us to shorten the lead times for testing, providing faster results and being more responsive to our clients’ requirements.”

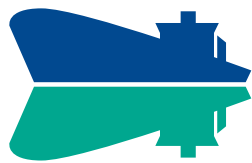
“And we now stand even closer to North Sea Port, which has a special focus on the biobased economy and a very diversified recycling cluster. We already cooperate actively with the Bio Base Plant, being their preferred partner for testing the sustainability of new processes and products. We perform controls at recycling plants sitting in the port area. This interaction is bound to grow. North Sea Port is the kind of environment we perfectly fit in.”

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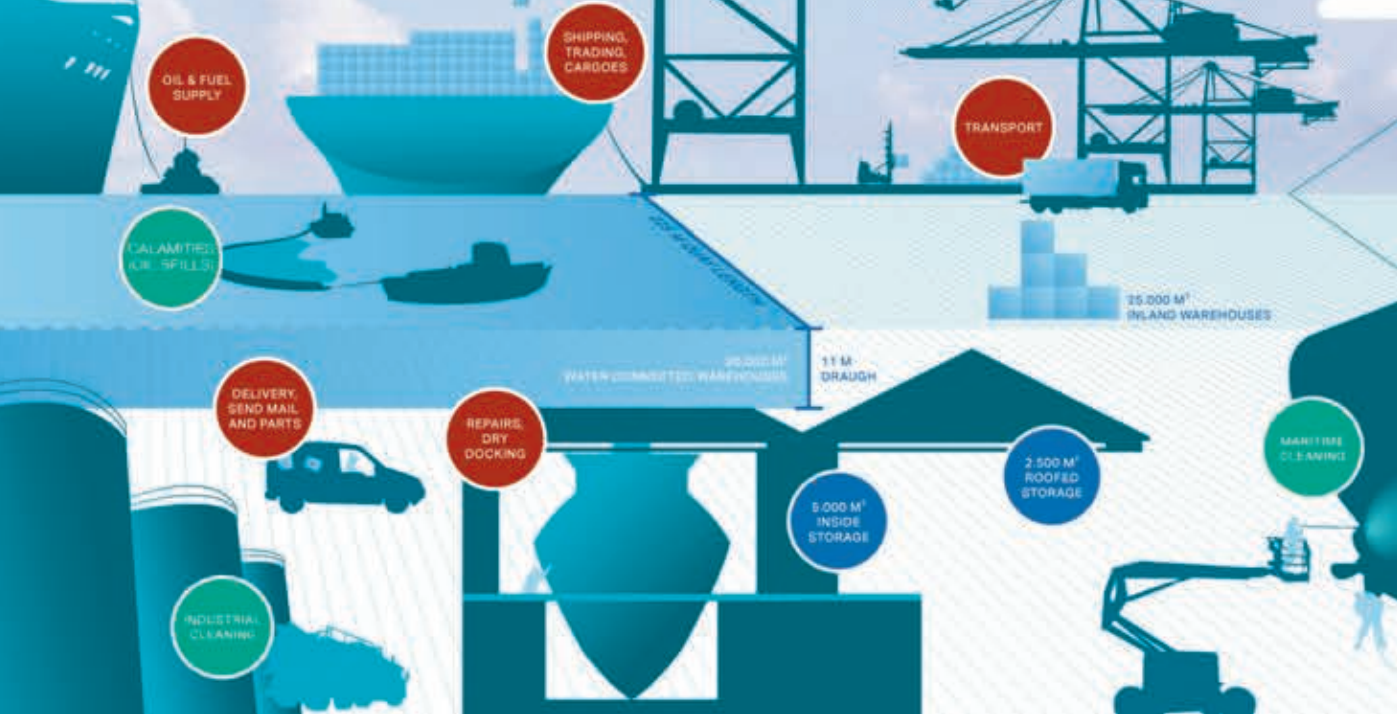
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Terranova Hydrogen

# Turning sunlight into hydrogen



The former landfill and brownfield has been turned into what is now one of the largest solar parks in Belgium.

Terranova, Luminus, and Nippon Gases are adding an extra touch of green to the hydrogen cluster in North Sea Port. Together, they want to build and operate a new electrolysis plant for the production of green hydrogen at the Zonneberg, the ‘Sun Mountain’, in Zelzate, using the solar energy produced on that site. A windmill might complement the set-up. It marks a new step in the transformation of the former industrial brownfield into a renewable energy hub.



“ We aim at producing very pure, high-quality hydrogen based on locally produced renewable energy.

Photo courtesy of Jo De Rammelaere.

Terranova (a joint venture of Aertssen, DEME, and Jan De Nul), Luminus and Nippon Gases together set up Terranova Hydrogen. The joint venture, in which each partner holds a third of the capital, will construct and operate a new plant for the production of green hydrogen at the site of Terranova on the Zonneberg in Zelzate. The 5,000m<sup>2</sup> compound will include storage capacity and a compression and filling station. The required licences have been obtained and ground works have already started to prepare the site where the new plant will be installed. Production of the first hydrogen molecule is



Photo courtesy of Nippon Gases.

**The fully automated electrolysis unit will be managed from the Nippon Gases' control room in Antwerp.**

scheduled for early 2025. The total investment will be around 12 million euros and is supported by a subsidy of EUR 4.33 million from the Flemish government.

### Complementary expertise

Terranova Hydrogen can rely on the very complementary expertise its three shareholders bring to the project. Luminus is the number one in onshore wind and hydro power in Belgium and thus a major player in renewable energy and electrification. Bringing innovative and CO<sub>2</sub>-neutral solutions to the energy market lies at the core of the group's strategy.

Nippon Gases, a worldwide provider of industrial and medical gases with several production plants in Belgium, is familiar with the procedures and processes related to gases and is adding green hydrogen to its product portfolio to help its customers in their energy and climate transition. The fully automated plant at Terranova will be managed from the control room in Antwerp, from which Nippon Gases also operates other installations. Terranova itself is a joint venture of DEME, Jan De Nul, and Aertssen, three Belgian groups with an international reach and very diversified activities in sectors like offshore energy, project development, infrastructure works, and environmental remediation. It is the owner of the site, a former gypsum landfill that is entirely remediated and transformed into a green energy hub, and well versed in solar energy. In Zelzate it operates one of the largest solar parks in Belgium, totalling 55,000 photovoltaic panels with a peak capacity of close to 17MW.

### High-grade hydrogen for industry

All partners in Terranova Hydrogen want to meet the demand for green hydrogen in the future. "Hydrogen will be part of the mix we need to meet the challenge of the energy transition. Demand is expected to grow forcibly in the coming years", says Niels Hubert, manager green energy at Aertssen and project leader for Terranova Hydrogen. "There are only very few green hydrogen production plants in operation today. And turning green hydrogen into an economically viable scenario is not as simple as one would think. This plant will allow us to acquire the required knowhow." Jan Grommen, manager circular and H<sub>2</sub> solutions at Jan De Nul, fully concurs: "Not all the technical, operational, and economic answers are on the table yet. We



Niels Hubert and Jan Grommen standing at the top of Terranova's 'Sun Mountain' in Zelzate.

Photo courtesy of Jo De Rammelaere.

stand at the start of a learning curve. Building and operating this electrolysis unit will help us a lot.”

In a first demonstration phase, the production capacity of the new electrolysis unit will be at 2.5MW. In a second phase, capacity could be doubled to 5MW. “Scaling up can be an option in a second phase. But the smaller size is fully tailored to the available locally produced renewable energy and also the reflection of the fact that we aim at producing very pure, high-quality hydrogen for industrial applications in industries like semi-conductors or for research centres. Unlike other applications, that is not where the large volumes are”, Jan Grommen adds.

The storage capacity will be kept to a minimum. “We do not intend to store hydrogen in large quantities. On the contrary, we will keep storage at the lowest possible level. We need some tanks though, as a buffer between the production unit and the three loading stations to fill trucks for distribution”, Niels Hubert comments.

### Locally produced green energy

The green hydrogen will mainly be produced with the renewable electricity generated locally by Terranova's solar farm.

Nowadays, part of that electricity is used by Terranova for its own operations. However, the majority is injected into the power grid. In the future, a larger share will be redirected to feed the electrolysis unit with green energy. But the partners also have plans to install a windmill to guarantee a sufficient supply of green energy when the weather does not allow the sun to shine at full strength.

“It is that combination of different sources of renewable energy,

which constitutes quite an operational and technical challenge, that makes our project so innovative. But we are still in the process of analysing which electrolysis technology would best fit our purpose”, explains Jan Grommen.

### Renewable energy hub

Terranova Hydrogen is one more step forward in the transformation of the former industrial site into a renewable energy hub. That process started in 2010, when DEME, Jan De Nul, and Aertssen joined forces to convert the polluted landfill and brownfield into a land reprocessing platform and a green energy farm. Green hydrogen and wind power now will come on top of the renewable electricity Terranova extracts from the sunlight.

“The new project is completely in line with the efforts deployed by Terranova to revitalise this site, with its perfect location in terms of accessibility and connectivity, and transform it into a green energy hub”, Jan Grommen concludes. “And for green hydrogen, Terranova teamed up with two partners with the perfect profile to make the whole concept work. Without one of the three parties involved, this project simply would not have happened.”

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# Empowering trade

Customs Support is a full-service and digital customs partner operating on a European scale. Since 2020 it also has an office in Terneuzen.

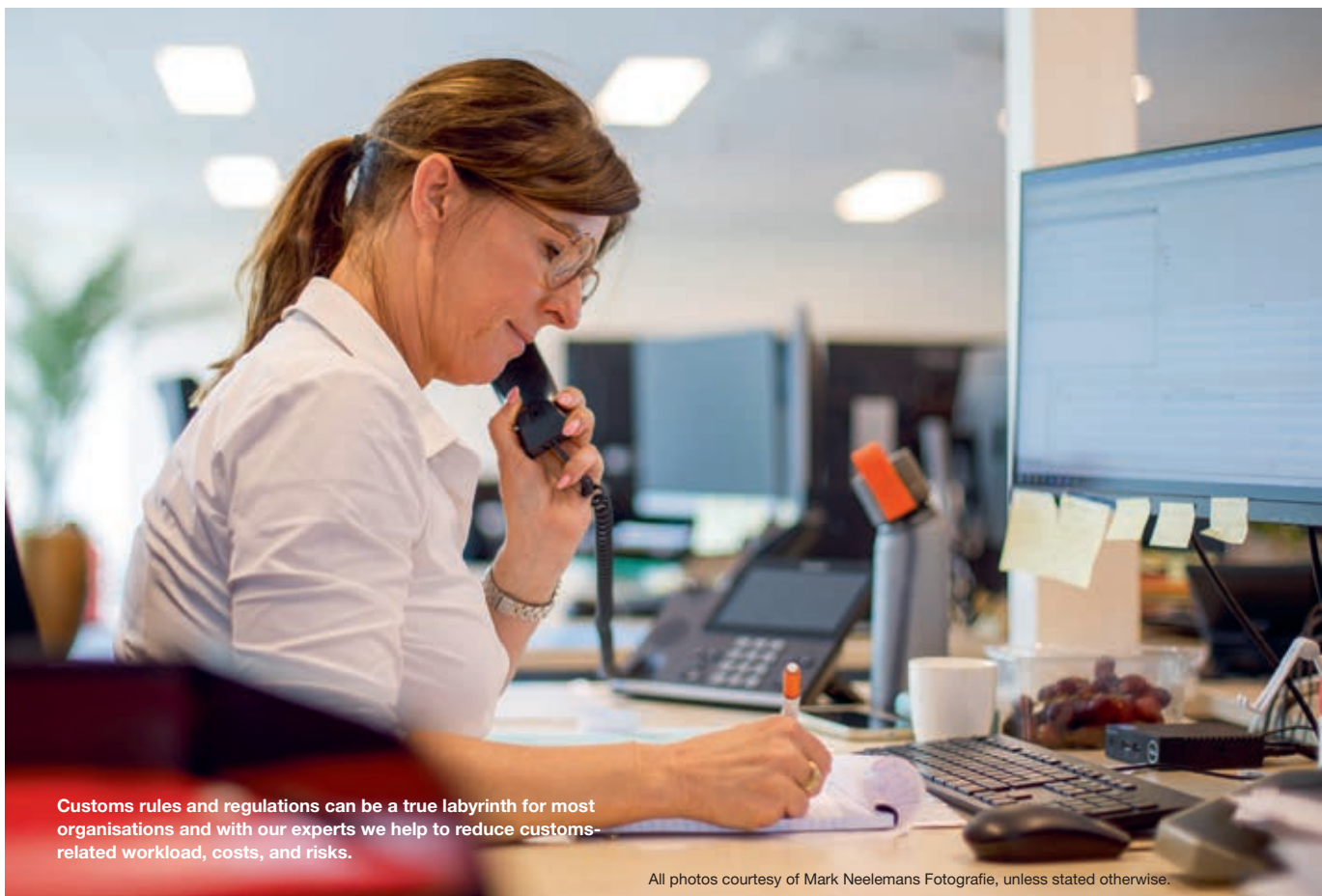
In Europe, Customs Support services countless cross-border clients across a variety of industries, including but not limited to automotive, food and beverage, agriculture, forestry, and events. “Customs Support stands for engaged people, quality, customs compliance, and digital innovation”, Rinus de Bruijn, director operations, explains. “We are currently active in the Netherlands, Belgium, Finland, France, Germany, Ireland, Italy, Poland, Spain, Sweden, Switzerland, and UK.”

## Verex Custom Services

Since taking over Verex Customs Services at the end of 2020, Customs Support also has a branch in Terneuzen. According to Rinus de Bruijn, who was co-owner of Verex Customs Services before it became part of Customs Support Group, the acquisition was a logical step. “Verex and Customs Support

were already working closely together on the Belgium market, and becoming part of the international operating Customs Support Group gave Verex the opportunity to expand its activities and fully integrate in the digital processes of Customs Support”, he explains.

Customs Support currently has two branches in Zeeland. “Our office in Terneuzen mainly focusses on port-related activities, with customers such as Elopak, Vlaeynatie, and Yara Sluiskil. Next to the Terneuzen office, we also have an office in Kapelle, which is mainly aimed at the import and export of fresh products such as onions and potatoes”, Rinus de Bruijn elaborates. According to him, the Terneuzen activities are not limited to Zeeland. “In the Netherlands we have around eleven offices, that all have their own specialisations. In Zeeland for example, we are strong in liquid bulk, offshore, and fresh produce, whereas other locations are stronger in other commodities. When one of our colleagues receives a question about for example liquid bulk, we can help them, whereas they can help us with questions about the commodities they are strong in. We will hence always find a way to assist our customers in the best and most efficient way.” Laurens Zanoli, commercial manager of Customs Support Netherlands, adds, “The extensive European



Customs rules and regulations can be a true labyrinth for most organisations and with our experts we help to reduce customs-related workload, costs, and risks.

All photos courtesy of Mark Neelemans Fotografie, unless stated otherwise.



network is one of our strengths. For our customers, it should not matter whether they are doing business with our office in Terneuzen, in Rotterdam, or elsewhere in Europe. Within our group, our experts help each other find the right answers for our customers.”

### Three main activities

In addition to digital brokerage and traditional services, Customs Support offers customs consulting for all European customers, and on top of this it provides gas measurement services in Belgium and the Netherlands. “Our services are subdivided in three segments”, Laurens Zanoli states. “At Customs Clearance, we provide companies that import goods from third countries or export goods to third countries with a full range of customs services. We perform risk assessments,

complete and check documentation, handle the administration, assist with physical checks of the shipment, give advice on VAT, and more. With Customs Consulting, we give our customers advice in short-term operational concerns as well as in the long-term strategic customs challenges. Customs rules and regulations can be a true labyrinth for most organisations and with our experts we help to reduce customs-related workload, costs, and risks, through analysing the logistics processes and optimising our customers’ customs activities. “Customs Safety,” Rinus de Bruijn adds, “operates in Belgium and the Netherlands, where it offers end-to-end safety services from container risk analysis to handling and measuring dangerous gasses in warehouses, containers, and other poorly ventilated areas. For this we have a wide network of locations from where we offer high-quality gas measurements and trade safety





**Rinus de Bruijn, director operations (l) and Laurens Zanoli, commercial manager (r), of Customs Support Netherlands.**

solutions, using advanced measuring technologies and a digitalised approach to customers' security."

### Committed to digitalisation

To keep the service of the company at the highest level, Customs Support is fully committed to automation and digitalisation, and this does not only apply to its own processes, but to those of its customers as well. "In our business we can be considered as a frontrunner in digital customs", Laurens Zanoli says, "and we heavily invest in digitalising the customs process. Also, by helping our customers with digitalising their customs-related workflows, their work is made easier. Automation also makes the work of our employees more attractive. Instead of filling in forms, digitalisation gives our people additional time to think along with our customers to find



Photo courtesy of Vlaeynatie.

**The Terneuzen office mainly focusses on port-related activities, with customers such as Elopak, Vlaeynatie, and Yara Sluiskil.**



**Our consultants and declarants are highly skilled and always on top of the latest customs news and regulations.**

the best solutions and become an organiser and coordinator, instead of a data entry specialist. This way our organisation becomes stronger, and this also positively affects our customers."

### Unburden customers

Customs Support Group is not a well-known brand in Zeeland yet and it is the goal of Rinus de Bruijn and his colleague Laurens Zanoli to change this. "In Zeeland, Verex used to be a well-known company," Rinus de Bruijn says, "and although the level of services have remained the same, people still have to get used to our name. They should also become aware of the fact that now, as part of Customs Support Group, many more services are offered." He continues, "We have the ambition to become Europe's largest independent full-service customs support partner. With over 1,700 dedicated customs professionals working together in twelve European countries, we help our clients' goods to cross borders smoothly. Through our extensive service offering and digital capability, we support our clients in maximising regulatory compliance and achieving operational efficiency. This includes support in import duty optimisation, duty planning, and ongoing developments to reflect the constantly shifting customs landscape. Our consultants and declarants are highly skilled and always on top of the latest customs news and regulations. By helping to empower their trade, we unburden our customers and create trust in their customs-related issues."

# Facilitating the food chain



All photos courtesy of Lineage Logistics, unless stated otherwise.



In the past few years, Lineage has heavily invested in its facilities for containerised goods.

After the acquisition of Kloosterboer by Lineage Logistics, its terminal in Vlissingen, together with the other Kloosterboer companies, have been further integrated into the US-based organisation. With former board member of Kloosterboer, Mark Ketelaar as regional vice president Benelux and Germany, the company constantly evaluates new opportunities to grow together with customers, making their network more efficient and equipped to serve customers.

### Integration

As of 2021, the company welcomed Kloosterboer to the One Lineage family and has worked hard on the integration. With a new logo being one of the noticeable changes, employees, according to Mark Ketelaar, haven't experienced significant shifts in their daily work. "The bulk of the integration work has taken place in the background, concentrating on seamlessly merging financial and administrative systems into Lineage's overarching operations. Regarding our valued customers, we have maintained our commitment to excellent service. While some aspects might have evolved during the integration, the core values and customer-centric approach remain intact. This aligns well with the One Lineage approach, ensuring continuity and consistency following acquisitions."

### Important hub

"Many of the European Lineage companies that I am responsible for are former Kloosterboer companies", Mark Ketelaar states. "Apart from these, Lineage also acquired various other temperature-controlled warehouse companies, as well as transportation companies. Lineage this way has established a European logistic network covering eleven countries, with the Netherlands as an important logistic hub. Our Vlissingen facility plays an important role in this as European fresh hub for front and back haul shipment of conventional and containerised temperature-controlled cargo. Apart from handling and storing fresh fruit, vegetables, fish, butter, fries, and other perishable goods, it also handles, stores, and blends a broad range of juices. Acting as a hub for Lineage, in Vlissingen, overseas shipments, short sea and barge services, as well as road transport come together to transport all kind of fresh products from Vlissingen into Europe and bring collected goods from the hinterland to numerous overseas destinations."

### Dense network

One important mutual characteristic of Lineage's acquisitions is that many companies are family-owned companies and according to Mark Ketelaar, one of the most important advantages of this is that these type of companies generally look forward instead of going for short-term results. "Another strength of Lineage," he says, "lies in the fact that we cover



The Vlissingen facility also handles, stores, and blends a broad range of juices.



Photo courtesy of Mark Neelemans Fotografie.

**Mark Ketelaar, regional vice president Benelux and Germany of Lineage Logistics.**

a broad spectrum of the logistics chain, as apart from handling, storing, and processing of fresh and perishable goods, the company also has its own forwarding division, and it operates its own trucks.” “Throughout the years, we have acquired several warehousing and trucking companies in the countries we are operating in”, Mark Ketelaar explains. “One of the latest acquisitions for our integrated solutions is for example Spanish transport company Grupo Fuentes, which also has a branch in Vlissingen. With these acquisitions, Lineage created a dense logistic network throughout a large part of Europe. With our seaport terminals such as Vlissingen, our forwarding and trucking divisions, and our own warehouses in the hinterland, we can arrange everything ourselves for our customers, from port of departure to the port of arrival, and further into the supply chain to most destinations that our customers desire.”

### Other positive effects

Mark Ketelaar continues, “Another important benefit of the current size of Lineage lies in the positive effects caused by synergy and standardisation. Think for example of our IT interface, that for instance moves towards one digital portal where our customers can get all information about their current, past, and future shipments. This is not only beneficial to our customers, but for ourselves as well. Of course, the close collaboration with the company’s homebase in the US also provides the opportunity to exchange knowledge and we can make use of the extensive US network for expanding business in that part of the world.”



Acting as a hub for Lineage, in Vlissingen, overseas shipments, short sea and barge services, as well as road transport come together to transport all kind of fresh products from Vlissingen into Europe and bring collected goods from the hinterland to numerous overseas destinations.



Lineage's purpose is to transform the food supply chain to eliminate waste and help feed the world, and over here in Vlissingen, we are motivated and enthusiastic about contributing to this mission.

### Reefer containers

"Lineage's purpose is to transform the food supply chain to eliminate waste and help feed the world," Mark Ketelaar elaborates, "and over here in Vlissingen, we are motivated and enthusiastic about contributing to this mission. COVID-19 showed us how vulnerable the supply chain can be and how important it is to keep the food chain operating. There was a reason we were in those days considered as a critical factor that should be kept operational at all circumstances during the pandemic." According to Mark Ketelaar, further growth is an important target for the terminal in Vlissingen. "I see that one of our biggest challenges for the upcoming years is to further expand our position as reefer container terminal for seagoing

vessels and barges. We already have an established position for traditional reefer vessels, and in the past few years we have heavily invested in our facilities for containerised goods. We want to further promote that we are a multi-purpose terminal for fresh and perishable goods. No matter what kind of seagoing vessel or barge, we would like to take care of all of them."

### Port authority

For reaching its goals in Vlissingen, Lineage is also working together with North Sea Port's port authority. "We have an honest and open way of communication with the port authority," Mark Ketelaar says. "Of course, the port authority plays a leading role in the port's infrastructure which is relevant for operators' accessibility. On the other hand, they also help by promoting the port and its facilities, which is beneficial for all users. It is in everyone's interest to further raise Vlissingen's profile on the global map and so far, we are well on our way with this", Mark Ketelaar concludes.

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# Accelerating the energy transition

Since 2019, organic residues are converted into biomethane in a biogas plant on the Axelse Vlakte. The facility was commissioned by Aben Green Energy and in 2021 the facility was acquired by SFP Group.

Along with the acquisition, the name of the biogas installation was changed to SFP Zeeland. SFP Group is a young company that was founded in 2020 by Niels Peters (CEO) and Erik Brouwer (CFO). “SFP stands for Sustainable Fuel Plant”, Niels Peters explains. “SFP is established with the goal to have eight to ten biogas plants operating in the Netherlands and abroad by 2030. After graduating in International Business, I started my professional career in the energy industry and in 2012 I joined Aben Green Energy, where I took care of the procurement of feedstock for Aben’s biogas plants. Also, I became involved in the development of Aben’s new plant on the Axelse Vlakte, close to the Autrichehaven which is in

the Terneuzen port area of North Sea Port. I always had the ambition of starting a company of my own and I decided to leave Aben in 2020 to start SFP with business partner Erik Brouwer. SFP Group now has 28 employees with over 170 years of biogas experience. Our most valuable asset are the people that work for us.”

## Early next year

Niels Peters continues, “The first step of SFP was to develop a biogas plant in the province of Friesland, where Erik lives. In the port of Harlingen, we acquired a suitable piece of land for this purpose. Following this, we decided to develop a biogas installation in the Delfzijl part of Groningen Seaports as well. After years of preparation, the constructing of both plants will start early next year. Meanwhile, Erik and I were thinking about the Aben plant in Westdorpe as a perfect addition to our company. The Friesland and Groningen plants are for 70% based on the Westdorpe design and by acquiring this plant we would have an operating asset which would give us a solid base, and it would give us the opportunity to learn a lot and gain experience from the operating plant. So discussions started with the Aben family, and they agreed to

**Since 2019, organic residues are converted into biomethane in a biogas plant on the Axelse Vlakte. In 2021, the plant was acquired by SFP Group.**



All photos courtesy of Mark Neelemans Fotografie.





In our biogas installation we convert organic residues from the agricultural sector and food processing industry into biogas through fermentation.

sell the Westdorpe plant to SFP. A year after I left Aben, the Westdorpe plant became part of SFP.” Niels Peters notes that the biomethane installation in Westdorpe is currently operating very well. “Since its commissioning in 2019, the facility has an average uptime of more than 99%. In the hands of SFP the installation has doubled its production and currently produces almost 40m<sup>3</sup> of biomethane per year, supplying around 25,000 households in the area. With Westdorpe we show that our system works. It is a proven concept that can be easily implemented on other locations, as it is scalable and duplicable. It was also the first biogas plant in the Netherlands that supplies gas to high pressure as well as low pressure gas grids, which shows how flexible it is.”



**Niels Peters is CEO and co-founder of SFP Group.**





SFP is constantly improving and adapting its installation.



SFP only uses feedstock that is no longer suitable for consumption by humans or animals.

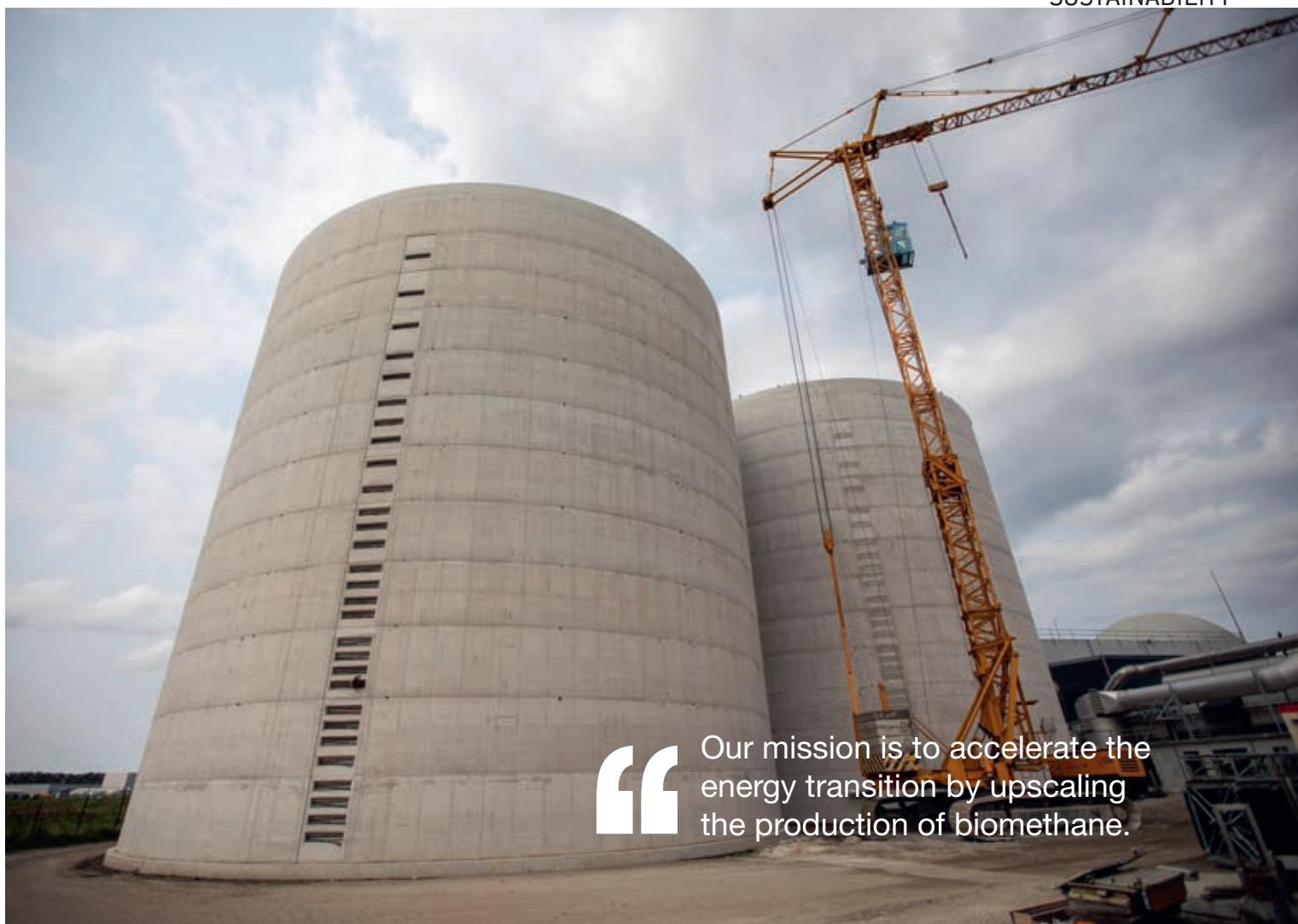
### Threefold outcome

The outcome of the Westdorpe production process is currently threefold: biomethane, liquid biogenic CO<sub>2</sub>, and organic fertiliser. “In our biogas installation we convert organic residues from the agricultural sector and food processing industry into biogas through fermentation”, Niels Peters explains. He continues, “Instead of talking about biomass, we prefer to

speak of feedstock, as the term biomass is too generic and often has a negative connotation. In our process we only use feedstock that is no longer suitable for consumption by humans or animals. Think for example of residues from the processing of vegetables that are rejected for sale and consumption due to quality issues. This way we reduce the number of residues that would otherwise be destroyed. With our biogas plant we create a circular process that results in three green products that reduce the carbon footprint of the users. The result of the fermentation process is biogas that is cleaned and upgraded. What remains is liquid biogenic CO<sub>2</sub> and biomethane. The CO<sub>2</sub> is sold to greenhouses to stimulate the growth of the crop. The biomethane is fed into the natural gas network where it ends up at the nearby households.”

### Digestate

As a residue from the fermentation process, a so-called digestate remains which is sold as a dry and liquid organic fertiliser. However, with the expansion of the plant the amount of liquid fertiliser is too big to put on the market. SFP has found an alternative market for this. “With the current expansion of the plant, additional volumes of biomethane and CO<sub>2</sub> will become available for which we can easily find a market”, Niels Peters states. “However, the additional volumes of the digestate are more challenging. Therefore, we are now investing in a new application. The digestate is processed into solid and liquid



Our mission is to accelerate the energy transition by upscaling the production of biomethane.

fertiliser. Especially the amount of liquid fertiliser is now too large. We are starting to process the liquid fertiliser in our new water treatment installation. After treatment, clean water remains that can be used in the nearby industry that is in great need for process water. The sludge that is left after cleaning the water can be used as fertiliser. We hence have another circular process created within our facilities and can provide the market with a solution that helps to reduce their carbon footprint.” According to Niels Peters, apart from buying water or CO<sub>2</sub>, the surrounding companies can also be valuable partners for collaboration. “We are true advocates of creating local synergies.”

### Flexible

“Our mission is to accelerate the energy transition by upscaling the production of biomethane”, Niels Peters says. “We, also think that sustainability is something that starts with your own actions. This is why we, for example, buy the feedstock as closely as possible from our facilities. In Westdorpe our feedstock comes from suppliers within a radius of just 100km. The circumstances for biomethane are positive today, not in the least because of the war in Ukraine that shows that we should be less dependent on the import of natural gas. Of course, the energy transition from fossil to renewable energy also promotes the use of biogas. Still, with our process we are at the end of the supply chain for our feedstock. There are ample other applications that are useful for the residues that we use as feedstock. Often suppliers decide to sell it for these more profitable applications. This is why we must be flexible in



**In Westdorpe SFP's feedstock comes from suppliers within a radius of just 100km.**

our procurement of feedstock and our installation needs to be flexible as well as it should be able to process a broad range of products. We are therefore constantly improving and adapting our installation. On the other hand, with the growing demand for food due to an increasing population, the volume of residues will grow as well, so we are not afraid that we will run out of feedstock, which will help us to realise our goals.”



The very first electric truck came off Volvo Trucks' assembly line all dressed in Katoen Natie's red livery.

Photo courtesy of Volvo Trucks.

## Volvo Trucks

# First Belgian-made e-truck hits the road

In July Volvo Trucks Ghent started writing a new chapter in its history with the delivery of the very first electric heavy duty truck bearing the 'made in Belgium' stamp. The FH Electric not only marks the first step toward series production of battery electric trucks in Ghent, but also the start of a new round of investment at the only truck assembly plant in Belgium.

Volvo Trucks Ghent is the largest factory of Volvo Trucks, with 42,000 vehicles assembled last year out of a record 143,000. It plays a key role in the group's strategy for developing sustainable, fossil-free transport solutions. The plant in

Oostakker, in the immediate vicinity of North Sea Port, has embarked upon a major transition to this end.

A major turning point was reached when the first FH Electric rolled off the assembly line on July 12. Flemish minister of Mobility and Public Works Lydia Peeters attended the event and stressed its importance: "This is an achievement for Flanders. Thanks to this factory, we are putting our region on the map in terms of electric truck production in Europe. We are thus getting closer to our ultimate goal of making Flanders the world's number one region in zero-emission freight transport."

### Katoen Natie and Atlas Copco

The new e-truck has a range of up to 300 kilometres with a full load of 44 tonnes. It was ordered by logistics service provider Katoen Natie, who will use it to carry goods between an industrial site of its client Atlas Copco Airpower in the Antwerp area and one of its warehouses there.

Katoen Natie went on to sign a letter of intent to purchase

“ Thanks to this factory, we are putting our region on the map in terms of electric truck production in Europe.

twenty additional e-trucks. Two of those will probably also be integrated in the logistic set-up for Atlas Copco, a spokesman for the group said. The others will shuttle containers between terminals.

Katoen Natie's FH Electric will not be the very first Volvo e-truck to ride on Belgian roads, though. Other companies (DFDS, Van Hove/Tailormade Logistics...) already opted for electric trucks of the Swedish make, but these vehicles were built in Sweden, where production started last year.

### New logistics centre and battery module factory

For the production of its electric vehicles Volvo Group has adopted the Mixed Model Assembly principle, meaning the new electric trucks are built on the same production line as combustion-engine vehicles. In the future other models, like fuel cell electric trucks, will be added to the same assembly line. That is extremely challenging in technical, operational, and logistical terms and requires additional investments on top of those already made in recent years. So, to store the extra parts that come with the addition of new electric FH, FM, and FMX models, Volvo Trucks Ghent will build a new logistics centre at its site. Preparatory works have started and it is planned to open by the end of next year. In 2025 a state-of-the-art battery module factory will follow. It will involve an investment of about EUR 75 million.

Together, these substantial investments will add another 100 jobs to the payroll of Volvo Cars Ghent by 2025. “This confirms the commitment of the group to the Ghent factory”, Koen Leemans, VP Volvo Group Truck Operations Ghent, underlined.

### An electric candle for an anniversary

Early September Volvo Trucks celebrated the 30th anniversary of the FH, which was introduced in 1993 and became the company's flagship model and most sold truck ever, with nearly 1.4 million units in around 80 markets all over the world.

The FH now also comes in an electric version. No surprise there. Volvo Trucks, which launched its first electric truck in 2019, leads the market for heavy electric trucks. In total, the Swedish truck manufacturer had sold about 5,000 electric trucks in about 40 countries. The 44t heavy-duty FH, FM, and FMX were added to the electric range last year, with the plant in Ghent now joining the production facilities for these trucks.

Volvo Trucks is aiming for 50% of global sales of new trucks to be electric in 2030, and 100% to be net-zero emission by 2040.

### Automotive as a spearhead

Automotive is one of seven spearhead sectors in North Sea Port's strategy. The assembly plants of Volvo Trucks and Volvo Cars in Ghent are the industrial linchpins of this activity. They provide significant flows of parts and finished products and a great deal of logistics activity, as well as more than 10,000 direct jobs and considerable added value. Added to this is indirect employment with suppliers and logistics service providers.

North Sea Port is also an important European hub for other brands, including Ro/Ro lines connecting Ghent to Scandinavia and Flushing to the United Kingdom and important distribution activities for players including Honda.

I. VOLVOGROUP.BE

I. KATOENNATIE.COM



Koen Leemans, VP Volvo Group, and Flemish minister Lydia Peeters took centre stage at the delivery of the FH Electric. Ghent mayor Mathias De Clercq and alderwomen of the Port Sofie Bracke shared the spotlights.

Photo courtesy of Volvo Trucks.



All photo courtesy of Mark Neelemans Fotografie, unless stated otherwise.

Apart from Zeeland Refinery as a supplier from the very beginning, Oliehandel Dekker has always had many customers in the port area of North Sea Port.

# The best service at the highest quality

## 50 years Oliehandel Dekker

Founded in 1973, Oliehandel Dekker has become a well-known name in Zeeland. The company today is even servicing a much wider region from its locations in Axel and Grijpskerke.

PortNews talks with the third-generation management team of the family-owned company that this year celebrates its sixtieth anniversary. Although not located in the port area of North Sea Port, Oliehandel Dekker has a strong relationship with the port. "In the early seventies we became the first

distributor of the Total refinery in Vlissingen that today is known as Zeeland Refinery", Robert Dekker explains. "This refinery was constructed for Total Energies and throughout the years we have remained a loyal partner of the refinery."

### Grijpskerke

Oliehandel Dekker initially acted as wholesaler for fuels and lubricants and later the company started to operate its own gas stations as well. "Our grandfather established the company in Grijpskerke, and after some time he moved to our current location, just outside of the village, where he added a gas station to the new facilities", Robert Dekker says. "We currently own thirteen gas stations and apart from the head office in

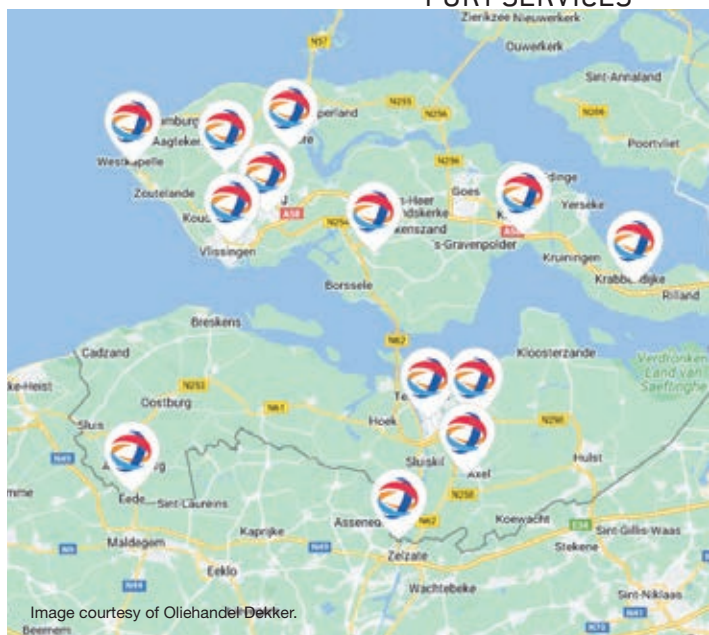
Grijpskerke, the company also has a branch in Axel.” His companion, Huib Bimmel, adds, “In 1980 we became the official reseller of Benegas in the southwestern part of the Netherlands for the resale of bottled propane, and propane in bulk volumes. We also started to offer our customers a filling service for propane bottles in Grijpskerke.”

### Full-service

Huib Bimmel continues, “In the Eighties we also became a dealer for technical gasses that are used for example for welding, and in 2020 we acquired Taale Gas in Middelharnis. Led by director Arjan van Garderen, this company is specialised in the supply of industrial, medical, and technical gasses. With this acquisition we could further expand our knowledge to give our customers thorough advise in a broad range of gasses. Apart from the supply of products, for which we also operate a number of tank trucks and trucks for the transport of gas bottles, we also take care of the complete fitting of fuel tanking, gas, and greasing oil installations, for example at camp sites and car garages. Next to this we rent out mobile fuel units, so-called intermediate bulk containers (IBCs). So, from a plain wholesaler we have evolved into a full-service provider for our customers in various markets.”

### North Sea Port

Apart from Zeeland Refinery as a supplier from the very beginning, Oliehandel Dekker has always had many customers in the port area of North Sea Port. “Being so close to Zeeland Refinery is of course an important advantage for us,” Robert Dekker states, “as this gives us the opportunity to swiftly respond to requests from customers. The source for our supply is just a few minutes’ drive from us.” Also, when looking at customers, the Zeeland part of North Sea Port has always been an important area for the company too”, Robert



Oliehandel Dekker currently owns thirteen gas stations.

Dekker continues. “However, the region we serve today has become much wider, as it covers the entire area below the line Rotterdam, Moerdijk, Roosendaal up to the border with Belgium.” To be able to service their customers in Zeeuws-Vlaanderen, Oliehandel Dekker also has a full-time, full-service branch in Axel which is run by another family member.

### Three-headed management team

Oliehandel Dekker today is managed by three people: Huib Bimmel, Robert Dekker, and Richard Roffel. Together they are the third generation at the helm of the family-owned company. “With our three-headed management team, we have followed



Oliehandel Dekker today is managed by three people. From left to right: Huib Bimmel, Richard Roffel, and Robert Dekker.

the footsteps of our fathers”, Robert Dekker explains. “When our grandfather retired, his sons Bart Junior and Theo, together with his son-in-law Jaap Bimmel formed the management team. In 2013, when Bart Junior retired, Huib and I joined Jaap and when Jaap retired, Richard entered the management team. We stick to a three-person management team, as in our opinion this is the best way to deal with any issues. There is thus always a majority in votes.”

### Keeping up to date

Throughout the years, Oliehandel Dekker has seen a lot of changes. “Because of the growing amount of types of fuels and lubricants, our advising role in this matter has become increasingly important,” Robert Dekker says, “not in the least caused by biofuels that have other characteristics than fossil fuels, such as a limited shelf life. Also, ever-changing prices and changing rules and regulations make business for our customers more difficult and we help them to keep up to date with all of this.” “To give our customers good advice,” Huib Bimmel adds, “it is important for us to constantly keep up with all these developments. Total Energies is a good partner for us with an excellent customer service and technical support, and they also offer extensive product training.”

### Energy transition

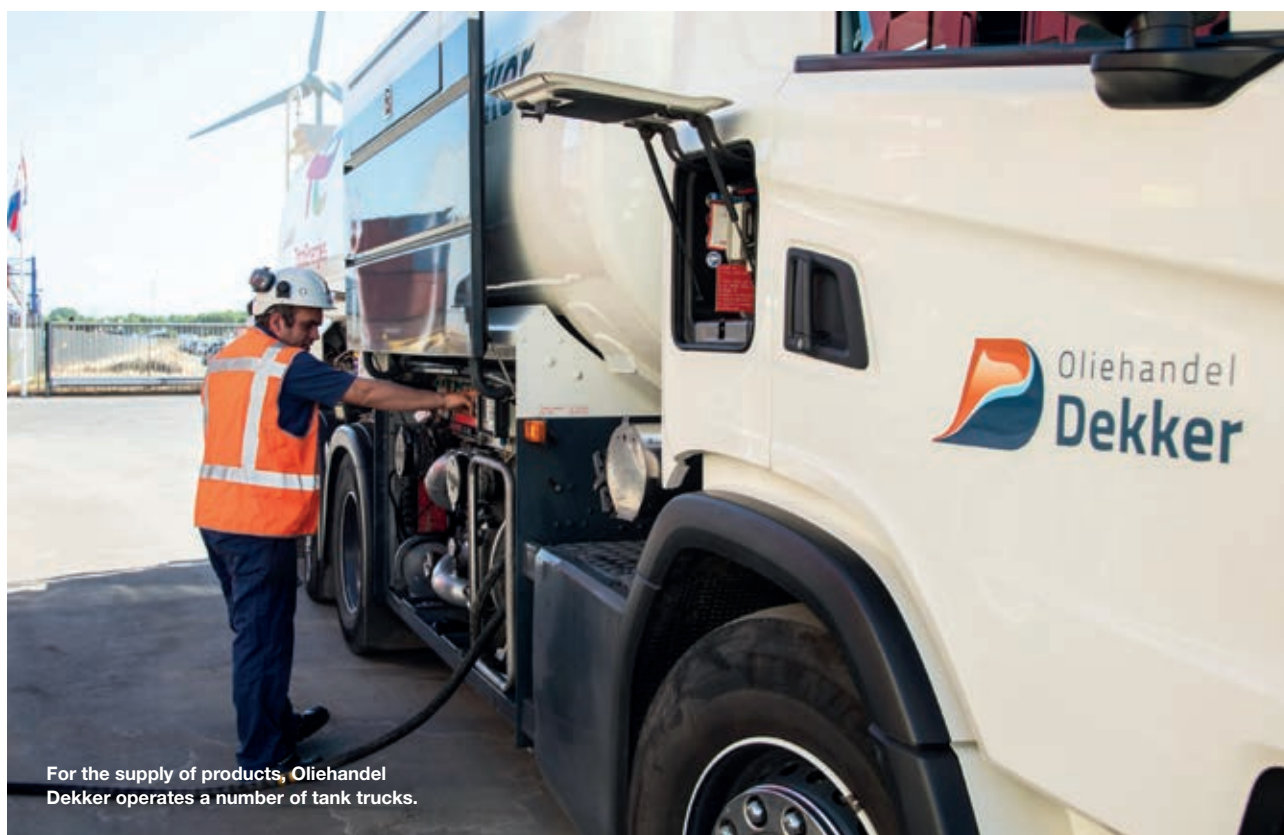
In the upcoming years, the role of electrification will become more important, and this will affect the company’s business. “For us, it is important to be able to add value for our customers through our products and services”, Huib Bimmel elaborates. “This role might come under pressure, as electricity is a very simple and one-sided product. Our service currently consists of the supply and installation of charging points on the premises of our customers. This way, we offer them both fossil and renewable fuels to help them move towards the energy

transition of their fleet. And with our tank card, customers are not restricted to their own charging point. Just like with fossil fuels, they can charge electricity everywhere. Electricity is only one of the options for reducing CO<sub>2</sub> emissions. Biofuels are growing in relevance and green hydrogen may also play a role, especially for trucking, and these products perfectly fit in our portfolio. For us it is important to always keep a keen eye on the developments and to respond in the best possible way.”

### Family feeling

Despite the changing market and the growth of the company, Oliehandel Dekker still operates according to the company’s original motto: offering the best service at the highest quality. “Our company has a high service level, and we are always available for our customers”, Robert Dekker states. “This really is something that characterises most family-owned companies and in our situation this even counts even more as in our team of 60, many are part of the family. Apart from this, we have several parent-child and other types of family relations in our team, which also helps to create a true family business. In the upcoming years we aim at keeping up with the changing market circumstances but meanwhile we want to consolidate the company as a family-owned and organised business. One of the company’s characteristics that our customers value is the continuity of our staff, so keeping our team up to date is also an important goal for us.” Huib Bimmel adds, “In September we will be celebrating our 50th anniversary and we will certainly reward the entire team with a great event for their valuable contribution. Of course, we will not forget our customers either, as throughout the month there will be several promotions for our commercial and consumer customers to thank them for enabling our company’s success.”

I. OLIEHANDELDEKKER.NL



For the supply of products, Oliehandel Dekker operates a number of tank trucks.





# Exceptional in original hospitality

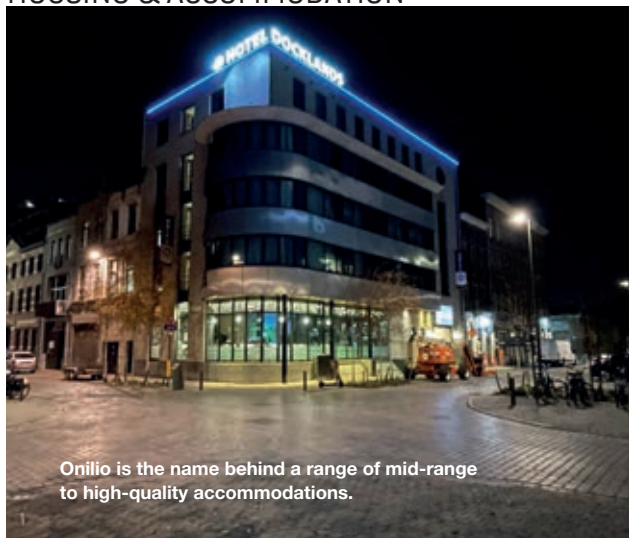
Onilio is a new brand in the hospitality industry. However, behind this name hides a range of accommodations with an excellent reputation and managed and operated by the same people for over twenty years.

PortNews talks with managing director Joost van Damme about his plans to position Onilio as the one stop hospitality shop for business stays. "Onilio manages hotels, apartments, and holiday homes in Zeeland and Belgium", Joost van Damme explains. "They are rented out for holidays and business stays, for short and longer terms. It is our challenge to offer our guests, whether they are tourists or companies that need

accommodation for their staff, customers, or suppliers, a comfortable stay."

## Diversity

Joost van Damme continues, "The accommodations we have in our portfolio are quite well known by themselves, however, not many people know Onilio as the company behind them. Currently, we are looking to expand our activities with new projects and by promoting Onilio as the name behind a range of mid-range to high-quality accommodations, so it will be easier for consumers and companies to recognise our existing and future facilities as top service locations." According to Joost van Damme, one of the strengths of Onilio lies in the diversity. "When looking at our business customers, their demands are not uniform. Sometimes they need accommodation for one night, for example for one of their visiting customers, and sometimes they need a place for months to accommodate a



Onilio is the name behind a range of mid-range to high-quality accommodations.

### Onilio's portfolio

With its portfolio, Onilio offers companies a flexible, long or short-term stay close to the industrial and business hotspots around the Western Scheldt River.

- Vlissingen: De Gulden Stroom; beach apartments;
- Vlissingen: Hotelresidentie Vlissingen; hotel;
- Hoofdplaat: Kustpark Village Scaldia; holiday park;
- Antwerp: Hotel Docklands; hotel and apartments.

On top of this, more projects are planned.

group of workers during a maintenance shutdown of a plant”, he elaborates. “A kitchen at the accommodation is also oftentimes essential and hence all of our accommodations have one.”

### Customer satisfaction

“With Onilio, we offer our clients any type of accommodation they desire”, Joost van Damme says. “The only thing they have to do is get in touch with us, and based on their requirements we will look for the best option. And one thing is certain: all our accommodations are of top quality. This year, for example, we received a request from one of our customers for the accommodation for 70 persons. For all of them, we found a nice place to stay at one of our accommodations. And even when we do not have sufficient space available, we will help our customers by looking for a solution at one of the many other accommodations in Zeeland. For the longer term it is better to collaborate, as this will help raise customer satisfaction. They will remember that we have helped them and appreciate that we found a solution, even if this was at an accommodation of one of our colleagues.”

### Pamper

According to Joost van Damme, the attitude of Onilio's business customers towards accommodating staff and customers has changed through the years. “In the past companies tended to put more effort in looking for a nice place to stay for their customers and prospects, whereas this was less important for their own staff. Today, companies also want to offer their staff a good place to stay. The same goes for contractors that want their technicians to stay in Zeeland for a longer time period. They also want to pamper their people and give them a chance to relax in comfort.”



### Room for expansion

Zeeland is a province that, especially in summertime, receives a lot of tourists, which is why it already offers numerous facilities from camp sites to hotels. When looking at accommodations for business stays, however, Joost van Damme states that there is still plenty of room for expansion. “Considering the province's growth ambitions in tourism and the many new industrial projects that are planned, for example in the North Sea Port area, the current number of accommodations does not suffice. In fact, there already is a shortage in accommodations which is why the sector should respond to this by offering new accommodations, both in number and in variety. As a matter of fact, Onilio already has various projects in the pipeline to expand our portfolio.”



Joost van Damme, managing director of Onilio.

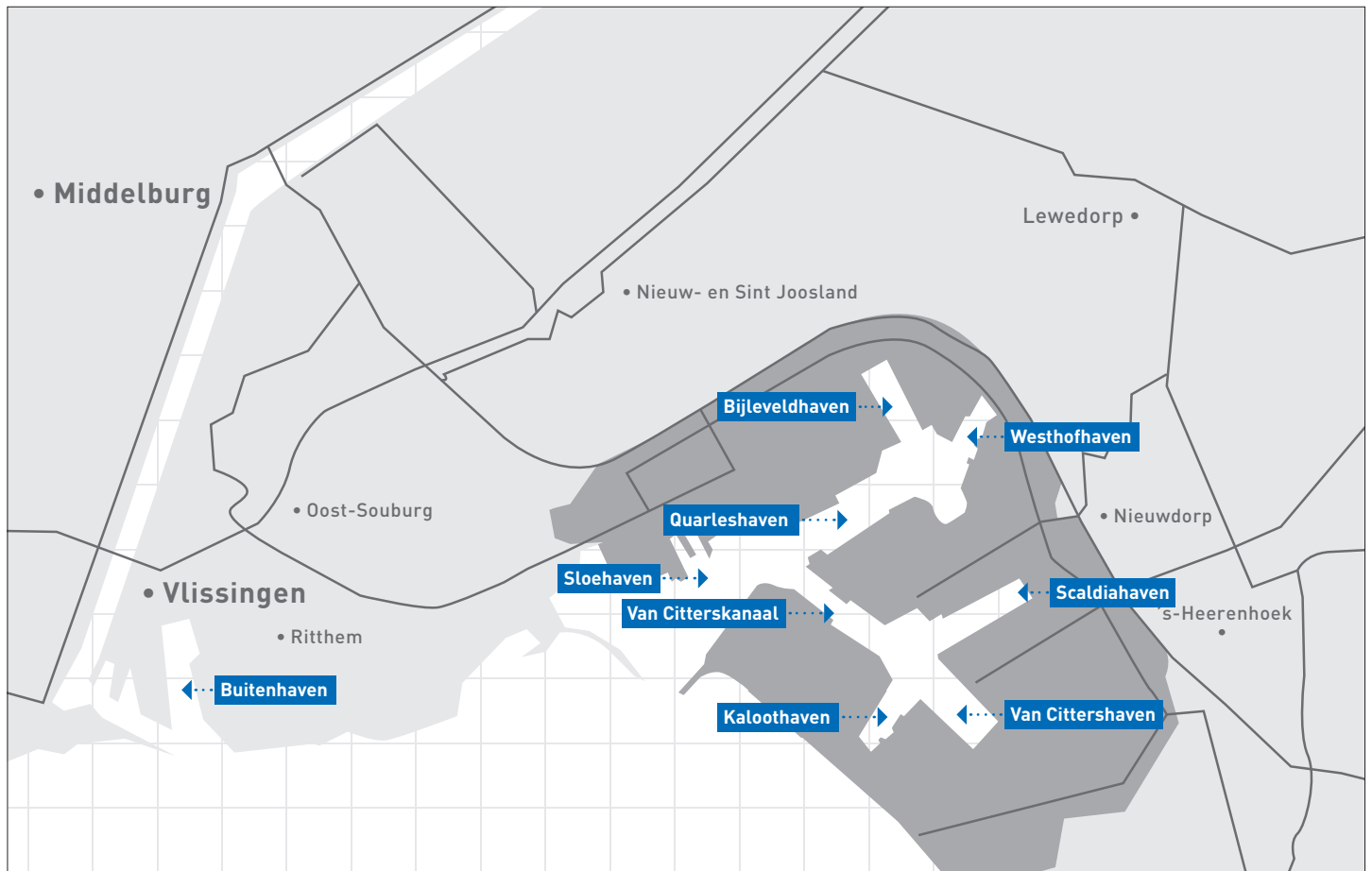
“With Onilio, we offer our clients any type of accommodation they desire. The only thing they have to do is get in touch with us, and based on their requirements we will look for the best option.

### One phone call away

Joost van Damme has a long career in hospitality, which he started at the age of fourteen. Before he founded Onilio, he for many years worked abroad and throughout the Netherlands.

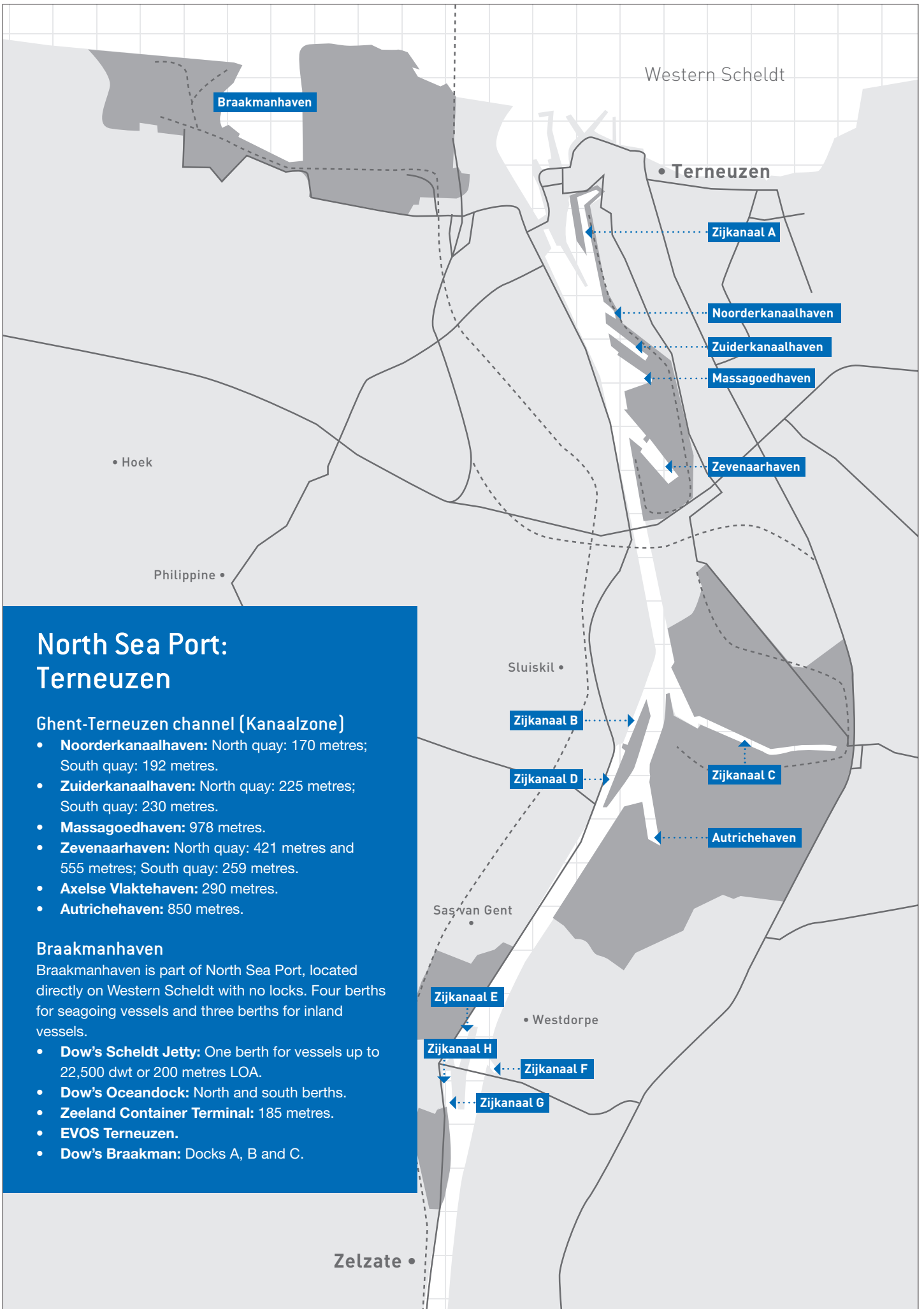
Now he wants to promote Onilio as the one-stop-shop for hospitality. “Onilio stands for ‘Exceptional in original hospitality’ and it should become synonym for a broad range of top-quality hotels, apartments, and small to large holiday homes. Our goal is to help companies in and around Zeeland with their accommodation issues. They should know that they are only one phone call or email away from the best hospitality offer, as our team will take care of their wishes in the most appropriate way.”

I. ONILIO.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. Can accommodate largest reefer vessels.
- **Westhofhaven:** 475 metres of quay. Can accommodate large offshore vessels.
- **Kaloothaven:** 1,130 metres of quay.
- **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.

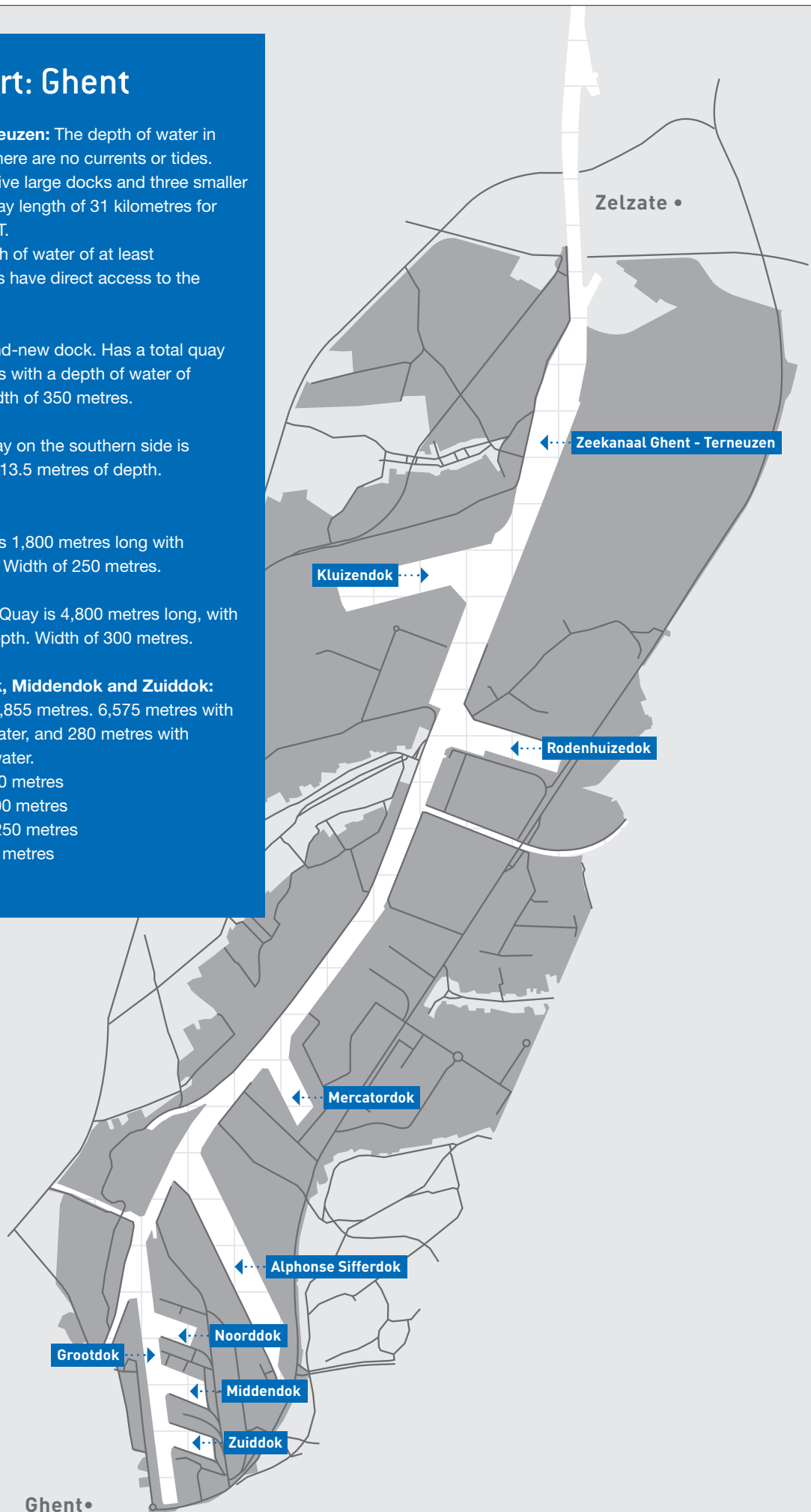


# North Sea Port: Ghent

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



## Members of Promotion Council North Sea Port

		INDUSTRY	MARITIME	OFFSHORE	LOGISTICS SERVICES	SUSTAINABLE INDUSTRY	OTHER SERVICES	EDUCATION AND GOVERNMENT
	5G Multimodal		■		■	■		
	A.C. Rijnberg transportservice B.V.				■			
<b>A</b>	Aannemingsmaatschappij Van Gelder B.V.	■	■					
	ABAB Accountants en Adviseurs						■	
	ABN AMRO						■	
	Access World Terminals B.V.				■		■	
	Adriaanse & van der Weel Advocaten						■	
	Aerssens & Partners						■	
	Agro Minne		■		■			
	ASD Group / Vervaeke	■						
	Atlas Professionals						■	
	AXXAZ						■	
<b>B</b>	Baker Tilly N.V.						■	
	BMD Advies						■	
	Boels Rental B.V.						■	
	Boluda Towage Europe		■					
	Bouwgroep Peters B.V.						■	
	BOW Terminal			■	■			
	Brandtie						■	
	Bulk Terminal Zeeland Services B.V.		■	■	■			
<b>C</b>	Cemminerals N.V.	■						
	CLdN				■			
	Competence Development Center						■	■
	Control Union Belgium NV	■	■	■	■	■	■	
	Cordeel Nederland B.V.	■			■			
	C.T.O.B. Transport & Logistics				■			
	Customs Support Terneuzen				■		■	
<b>D</b>	Damen Shiprepair Vlissingen	■	■	■				
	Danser Group		■		■			
	DB Cargo Belgium B.V.				■		■	
	DB Cargo Nederland N.V.				■			
	De Baerdemaecker N.V.				■			
	De Pooter Personeelsdiensten						■	
	De Ruyter Training & Consultancy							■
	De Zeeuwse Alliantie Notarissen						■	
	Delta Safe Security Services B.V.						■	
	DFDS Seaways Belgium				■			
	DHG						■	
	dNM						■	
	DOC Logistics B.V.		■	■	■			
	DOW Benelux B.V.	■						
	Drafterc B.V.	■		■			■	
	DRV Accountants & Adviseurs						■	
	Dutch Marine B.V.		■				■	
<b>E</b>	Elloro						■	
	Elopak BV	■						
	ELTEN Benelux B.V.	■						
	Embedded Coaching & Consultancy						■	
	Epesi B.V.						■	
	Equans	■						
	Euro-Mit Staal B.V.	■						
	Euro-Silo N.V.				■			
	Evolution Terminals B.V.				■	■		
	Evos Ghent NV				■			
	Evos Terneuzen B.V.	■						
<b>F</b>	Fertilife Benelux B.V.	■						

## Members of Promotion Council North Sea Port

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		INDUSTRY	MARITIME	OFFSHORE	LOGISTICS SERVICES	SUSTAINABLE INDUSTRY	OTHER SERVICES	EDUCATION AND GOVERNMENT
Feyter Group	<a href="http://www.feyter.com">www.feyter.com</a>	■					■	
FinCo Marine Energies	<a href="http://www.fincofuel.com">www.fincofuel.com</a>		■			■		
Firma Klouwers Terneuzen	<a href="http://www.klouwers.nl">www.klouwers.nl</a>				■			
Flushing Shipping Agencies	<a href="http://www.fsagencies.com">www.fsagencies.com</a>				■		■	
FMJ E & I Zeeland B.V.	<a href="http://www.fmj.nl">www.fmj.nl</a>						■	
Gould services	<a href="http://www.foundgould.com">www.foundgould.com</a>		■	■	■			
Green Blue Offshore Terminal	<a href="http://www.greenblueot.nl">www.greenblueot.nl</a>		■	■				
H4A	<a href="http://www.h4a.nl">www.h4a.nl</a>	■			■	■		
Havenwerk B.V.	<a href="http://www.havenwerk.nl">www.havenwerk.nl</a>						■	
Heylen Warehouses	<a href="http://www.heylenwarehouses.com">www.heylenwarehouses.com</a>	■					■	
Henk Kramer Communicatie	<a href="http://www.henkkramer.nl">www.henkkramer.nl</a>						■	
Heros Sluiskil B.V.	<a href="http://www.heros.nl">www.heros.nl</a>	■						
Holland Shipyards	<a href="http://www.hollandshipyardsgroup.com">www.hollandshipyardsgroup.com</a>		■	■				
Hoondert 's-Heerenhoek	<a href="http://www.kampsstraalbedrijf.nl">www.kampsstraalbedrijf.nl</a>	■	■	■	■	■	■	
Hoondert Services & Decommissioning	<a href="http://www.hsd.nl">www.hsd.nl</a>	■	■	■	■	■	■	
HR Expat Services	<a href="http://www.hrxpats.com">www.hrxpats.com</a>						■	
Hudig & Veder Chartering B.V.	<a href="http://www.hudigveder.nl">www.hudigveder.nl</a>		■		■			
IBS Staalbouw B.V.	<a href="http://www.ibs-hallenbouw.nl">www.ibs-hallenbouw.nl</a>	■					■	
ICL-IP Terneuzen B.V.	<a href="http://www.iclip-terneuzen.nl">www.iclip-terneuzen.nl</a>	■						
IGL B.V.	<a href="http://www.igl.nl">www.igl.nl</a>		■	■			■	
Impuls Zeeland	<a href="http://www.impulszeeland.nl">www.impulszeeland.nl</a>						■	
ING Business Banking	<a href="http://www.ing.nl/zakelijk">www.ing.nl/zakelijk</a>						■	
Ingenieurbureau Walhout Civil B.V.	<a href="http://www.walhoutcivil.com">www.walhoutcivil.com</a>	■	■	■			■	
Interface Terminal Gent (ITG)	<a href="http://www.stukwerkers.com">www.stukwerkers.com</a>				■		■	
Interlashing B.V.	<a href="http://www.interlashing.com">www.interlashing.com</a>				■		■	
IPC Services België BV	<a href="http://www.ipc-services.be">www.ipc-services.be</a>	■					■	
Istimewa Electrotechniek B.V.	<a href="http://www.istimewa-elektro.nl">www.istimewa-elektro.nl</a>	■		■		■	■	
JB Nautic Safety B.V.	<a href="http://www.jbnauticsafety.nl">www.jbnauticsafety.nl</a>						■	
Jonkman Opleidingen B.V.	<a href="http://www.jonkmanopleidingen.nl">www.jonkmanopleidingen.nl</a>							■
Justion Advocaten	<a href="http://www.justionadvocaten.nl">www.justionadvocaten.nl</a>						■	
Juust B.V.	<a href="http://www.juust.nl">www.juust.nl</a>						■	
Kamps Straal- en Industriële Spuitwerken	<a href="http://www.kampsstraalbedrijf.nl">www.kampsstraalbedrijf.nl</a>	■	■	■	■	■	■	
Katoen Natie Westerschelde B.V.	<a href="http://www.katoennatie.com">www.katoennatie.com</a>				■		■	
Koch adviesgroep Ingenieurs & Architecten	<a href="http://www.kochadviesgroep.nl">www.kochadviesgroep.nl</a>						■	
Koolwijk Shipstores B.V.	<a href="http://www.shipstores.nl">www.shipstores.nl</a>				■		■	
KWS Infra/Aquavia	<a href="http://www.kws.nl">www.kws.nl</a>						■	
Labojuce B.V.	<a href="http://www.labojuce.nl">www.labojuce.nl</a>	■					■	
Lalemant N.V., Lalemant Trucking N.V.	<a href="http://www.lalemant.com">www.lalemant.com</a>		■	■	■		■	
Legrant Freight Management B.V.	<a href="http://www.legrant.eu">www.legrant.eu</a>				■			
LGH BVBA	<a href="http://www.lgh.eu">www.lgh.eu</a>	■	■	■			■	
Liftal Hijstechniek	<a href="http://www.liftal.com">www.liftal.com</a>						■	
Lineage Logistics Vlissingen	<a href="http://www.kloosterboer.nl">www.kloosterboer.nl</a>				■			
Lion Storage Netherlands B.V.	<a href="http://www.lion-storage.nl">www.lion-storage.nl</a>					■		
Loodswezen Regio Scheldemonden	<a href="http://www.loodswezen.nl">www.loodswezen.nl</a>		■		■		■	
Luctor Belting Nederland B.V.	<a href="http://www.luctorbelting.com">www.luctorbelting.com</a>	■					■	
Maaskade Bevrachters Belgium	<a href="http://www.maaskade.com">www.maaskade.com</a>		■		■		■	
Mammoet Nederland B.V.	<a href="http://www.mammoet.com">www.mammoet.com</a>	■	■	■	■		■	
Maritiem & Logistiek College de Ruyter	<a href="http://www.scalda.nl">www.scalda.nl</a>						■	
Martens Renewables	<a href="http://www.martenscleaning.nl">www.martenscleaning.nl</a>	■	■					
MasChem B.V.	<a href="http://www.musimmas.com">www.musimmas.com</a>	■						
Meyland NV	<a href="http://www.meyland.be">www.meyland.be</a>	■						
MMPS	<a href="http://www.mmps.nl">www.mmps.nl</a>		■	■	■			
Montis Mooring- and Boat-service B.V.	<a href="http://www.montismooring.com">www.montismooring.com</a>		■					
Multraship Towage & Salvage	<a href="http://www.multraship.com">www.multraship.com</a>	■	■	■				
Municipality of Borsele	<a href="http://www.borsele.nl">www.borsele.nl</a>							■
Municipality of Middelburg	<a href="http://www.middelburg.nl">www.middelburg.nl</a>							■



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		INDUSTRY	MARITIME	OFFSHORE	LOGISTICS SERVICES	SUSTAINABLE INDUSTRY	OTHER SERVICES	EDUCATION AND GOVERNMENT
	Municipality of Terneuzen	<a href="http://www.terneuzen.nl">www.terneuzen.nl</a>						■
	Municipality of Vlissingen	<a href="http://www.vlissingen.nl">www.vlissingen.nl</a>						■
N	Navonus N.V.	<a href="http://www.navonus.be">www.navonus.be</a>	■					
	North Sea Port	<a href="http://www.northseaport.com">www.northseaport.com</a>	■	■	■		■	
	N.V. Westerscheldetunnel	<a href="http://www.westerscheldetunnel.nl">www.westerscheldetunnel.nl</a>			■		■	
O	Oceanwide Personnel Services B.V.	<a href="http://www.oceanwidecrew.com">www.oceanwidecrew.com</a>					■	
	Oliehandel Dekker B.V.	<a href="http://www.oliehandeldekker.nl">www.oliehandeldekker.nl</a>			■			
	OMC Services B.V.	<a href="http://www.linkedin.com/in/chvdo">www.linkedin.com/in/chvdo</a>					■	
	Onilio B.V.	<a href="http://www.onilio.nl">www.onilio.nl</a>					■	
	Ørsted Nederland	<a href="http://www.orsted.nl">www.orsted.nl</a>	■	■	■	■		
	Outokumpu Stainless B.V.	<a href="http://www.outokumpu.com">www.outokumpu.com</a>	■		■			
	Ovet B.V.	<a href="http://www.ovet.nl">www.ovet.nl</a>			■		■	
	Ovet Shipping B.V.	<a href="http://www.ovetshipping.com">www.ovetshipping.com</a>		■	■			
P	Pfauth Logistics B.V.	<a href="http://www.pfauth.nl">www.pfauth.nl</a>			■		■	
	PMI Polaris Marine Inspections B.V.	<a href="http://www.polarismarineinspections.nl">www.polarismarineinspections.nl</a>			■		■	
	Premier Modular B.V.	<a href="http://www.premiermodular.nl">www.premiermodular.nl</a>	■				■	
	PreZero	<a href="http://www.prezero.nl">www.prezero.nl</a>					■	
	Prior Group	<a href="http://www.priorgroup.nl">www.priorgroup.nl</a>		■			■	
	Projectontwikkeling Herengracht B.V.						■	
	PTC B.A.	<a href="http://www.ptcba.nl">www.ptcba.nl</a>		■	■			
R	Rabobank Oosterschelde	<a href="http://www.rabobank.nl/oosterschelde">www.rabobank.nl/oosterschelde</a>					■	
	Rabobank Walcheren-Noord Beveland	<a href="http://www.rabobank.nl/wnb">www.rabobank.nl/wnb</a>					■	
	Rabobank Zeeuws-Vlaanderen	<a href="http://www.rabobank.nl">www.rabobank.nl</a>					■	
	Royal HaskoningDHV Nederland B.V.	<a href="http://www.royalhaskoningdhv.com">www.royalhaskoningdhv.com</a>					■	
S	S.T.T. B.V.	<a href="http://www.agency-stt.com">www.agency-stt.com</a>	■	■	■	■		
	Sagro Aannemingsmij. Zeeland B.V.	<a href="http://www.sagro.nl">www.sagro.nl</a>		■	■	■		
	Sarens Nederland	<a href="http://www.sarens.com">www.sarens.com</a>					■	
	Saybolt Nederland B.V.	<a href="http://www.corelab.com/rd/saybolt">www.corelab.com/rd/saybolt</a>			■		■	
	Schelde Exotech	<a href="http://www.exotech.nl">www.exotech.nl</a>	■	■				
	Schipper Groep	<a href="http://www.schippergroep.nl">www.schippergroep.nl</a>					■	
	SEA-invest	<a href="http://www.sea-invest.com">www.sea-invest.com</a>			■			
	Seatrade Rotterdam B.V.	<a href="http://www.seatraderotterdam.nl">www.seatraderotterdam.nl</a>		■	■			
	SEC Catering	<a href="http://www.seccatering.nl">www.seccatering.nl</a>					■	
	Secil Cement	<a href="http://www.secil.pt">www.secil.pt</a>	■		■			
	SFP Zeeland	<a href="http://www.sfp-group.nl">www.sfp-group.nl</a>				■		
	SGS Nederland B.V.	<a href="http://www.sgs.com">www.sgs.com</a>			■		■	
	Shipyard Reimerswaal	<a href="http://www.shipyardreimerswaal.com">www.shipyardreimerswaal.com</a>		■				
	Simons Bouwgroep B.V.	<a href="http://www.simonsbg.nl">www.simonsbg.nl</a>	■					
	Sloecentrale	<a href="http://www.sloecentrale.nl">www.sloecentrale.nl</a>				■		
	Sorteerbedrijf Vlissingen B.V.	<a href="http://www.sorteerbedrijfvlissingen.nl">www.sorteerbedrijfvlissingen.nl</a>			■		■	
	SPIE Nederland B.V.	<a href="http://www.spie-nl.com">www.spie-nl.com</a>					■	
	Stukwerkers Havenbedrijf N.V.	<a href="http://www.stukwerkers.com">www.stukwerkers.com</a>			■		■	
	Supermaritime Nederland B.V.	<a href="http://www.supermaritime.com">www.supermaritime.com</a>		■	■		■	
	Swagemakers Intermodaal Transport B.V.	<a href="http://www.swagemakers.nl">www.swagemakers.nl</a>			■			
	Sweco Nederland B.V.	<a href="http://www.sweco.nl">www.sweco.nl</a>					■	
T	T.I.M.E. Service Catalyst Handling B.V.	<a href="http://www.ts-cat.com">www.ts-cat.com</a>		■				
	Tanido B.V. Sworn Marine Surveyors	<a href="http://www.tanido.com">www.tanido.com</a>			■		■	
	Tank Terminal Sluiskil	<a href="http://www.tankterminal-sluiskil.nl">www.tankterminal-sluiskil.nl</a>			■		■	
	Tauris B.V.	<a href="http://www.tauris.be">www.tauris.be</a>					■	
	Terberg Tractors Belgium	<a href="http://www.terbergspecialvehicles.com">www.terbergspecialvehicles.com</a>	■	■	■			
	Terneuzen Port Service	<a href="http://www.terneuzenportservice.nl">www.terneuzenportservice.nl</a>	■	■	■			
	Terneuzen Processing Technologies	<a href="http://www.tpt.nl">www.tpt.nl</a>	■		■		■	
	The Safety Network	<a href="http://www.thesafetynetwork.nl">www.thesafetynetwork.nl</a>						■
	Timmerman Industrial Repairs	<a href="http://www.ltimmerman.nl">www.ltimmerman.nl</a>	■	■	■		■	
	TMS Terneuzen B.V.	<a href="http://www.tmsnl.com">www.tmsnl.com</a>	■				■	
	TOS Port & Logistics B.V.	<a href="http://www.tos.nl">www.tos.nl</a>		■	■	■	■	

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Transport Mervielde	<a href="http://www.mervielde.be">www.mervielde.be</a>				■			
Transuniverse Group N.V.	<a href="http://www.transuniverse.be">www.transuniverse.be</a>				■		■	
Tri-Modal Containerterminal Terneuzen	<a href="http://www.vlaeynatie.eu">www.vlaeynatie.eu</a>				■			
UWV EURES Goes	<a href="http://www.uwv.nl">www.uwv.nl</a>							■
Van Ameyde Marine Vlissingen	<a href="http://www.ameydemarine.com">www.ameydemarine.com</a>		■		■		■	
van Hoorebeke Timber N.V.	<a href="http://www.vanhoorebeke.com">www.vanhoorebeke.com</a>	■						
Van Keulen Transport B.V.	<a href="http://www.vankeulentransport.nl">www.vankeulentransport.nl</a>				■			
Verbrugge Internationale Wegtransporten B.V.	<a href="http://www.verbruggeinternational.com">www.verbruggeinternational.com</a>				■			
Verbrugge Marine B.V.	<a href="http://www.verbruggeinternational.com">www.verbruggeinternational.com</a>		■		■		■	
Verbrugge Terminals B.V.	<a href="http://www.verbruggeinternational.com">www.verbruggeinternational.com</a>		■	■	■			
Verenigde Bootlieden B.V.	<a href="http://www.bootlieden.nl">www.bootlieden.nl</a>		■		■		■	
Vlaeynatie B.V.	<a href="http://www.vlaeynatie.eu">www.vlaeynatie.eu</a>				■			
Vlissingse Bootliedenwacht B.V.	<a href="http://www.vlb.vlissingen.nl">www.vlb.vlissingen.nl</a>		■		■		■	
Wagenborg Agencies B.V.	<a href="http://www.wagenborg.com">www.wagenborg.com</a>		■	■	■		■	
Water-Link	<a href="http://www.water-link.be/industry">www.water-link.be/industry</a>					■		
Westerschelde Ferry B.V.	<a href="http://www.westerscheldefferry.nl">www.westerscheldefferry.nl</a>						■	
Wielemaker B.V.	<a href="http://www.wielemaker.nl">www.wielemaker.nl</a>				■		■	
Wilhelmsen Port Services B.V.	<a href="http://www.wilhelmsen.com/port-services/">www.wilhelmsen.com/port-services/</a>				■		■	
Witte-Boussen Assurantiën B.V.	<a href="http://www.witteboussen.nl">www.witteboussen.nl</a>						■	
Yellow & Finch Publishers	<a href="http://www.ynfpublishers.com">www.ynfpublishers.com</a>			■			■	
Zeeland Cruise Port	<a href="http://www.zeelandcruiseport.com">www.zeelandcruiseport.com</a>						■	
Zeeland Cruising B.V.	<a href="http://www.zeelandcruising.nl">www.zeelandcruising.nl</a>		■					
Zeeland Maritime Cleaning	<a href="http://www.zmcleaning.nl">www.zmcleaning.nl</a>	■	■	■	■			
Zeeland Refinery	<a href="http://www.zeelandrefinery.nl">www.zeelandrefinery.nl</a>	■						
Zeeland Sugar Terminal	<a href="http://www.vlaeynatie.eu">www.vlaeynatie.eu</a>				■			
Zéfranco Communicatieservice Frans	<a href="http://www.zefranco.com">www.zefranco.com</a>						■	
ZTZ Logistics B.V.	<a href="http://www.ztzlogistics.com">www.ztzlogistics.com</a>				■			

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