

ZEELAND PortNews

Front Running in Food

4 | North Sea Port

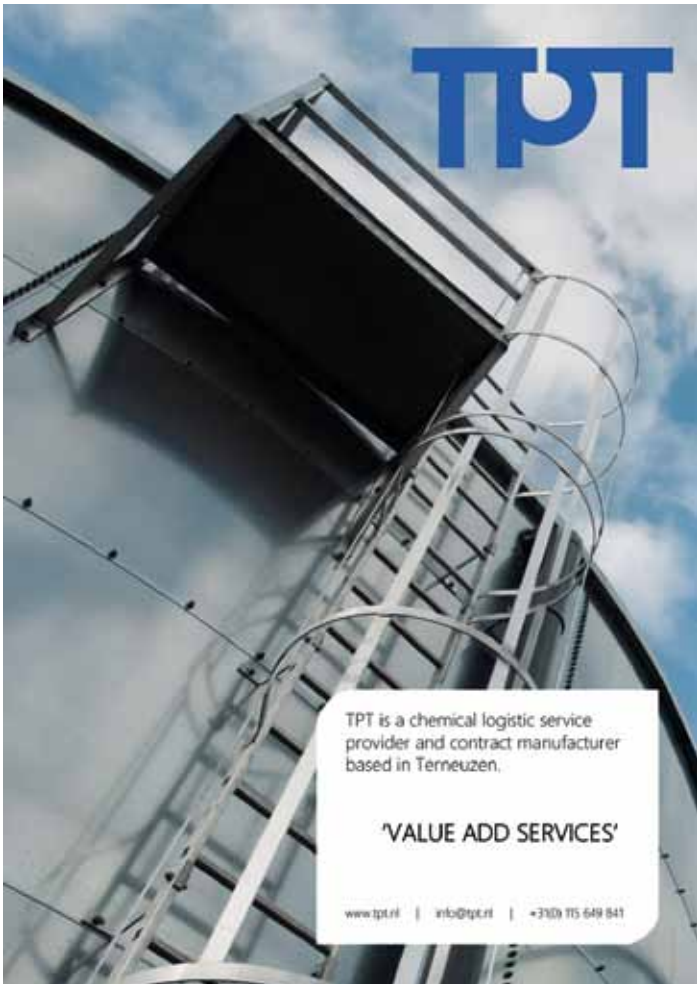
Interview with Mr Lagasse and Mr Schalck

9 | Food Logistica

Connect at Fruit Logistica Berlin 2018

26 | Buitenhaven Vlissingen

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Readership
 Each issue of the high-quality quarterly magazine: Zeeland PortNews reaches approximately 10,000 readers, including:

- key port customers from a constantly updated global database
- business partners in transport, logistics, fabrication and port services
- port and community stakeholders in Zeeland and beyond
- visitors to major international trade events.

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IN THIS ISSUE



4



18



32



9



26



38

2 EVENTS

Business Calendar

3 WELCOME

Jan Lagasse, CEO North Sea Port

4 WINNING COMBINATIONS

North Sea Port: Together. Smarter.

9 FRUIT LOGISTICA

Connect at Fruit Logistica Berlin 2018

10 FOOD LOGISTICS

Front running in food

14 INSIGHTS

It is a privilege

18 TRANSPORT & LOGISTICS

Cross-border rail connections

22 OFFSHORE WIND

Ørsted updates about Zeeland offshore cluster

26 OPERATIONS & MAINTENANCE

Buitenhaven Vlissingen
a new O&M hotspot

29 OFFSHORE

Peterson to launch terminal at
Zeeland Airport

32 COMPANY PROFILE

The best spot

36 PORT SECURITY

Attacks, crime and cyber security

38 COMPANY PROFILE

H4A – Unique diversity

42 PORT MAPS

Vlissingen and Terneuzen

44 ENVIRONMENT & CULTURE

The Zeelandtoren – A proud landmark
in Vlissingen

45 NEW PARTICIPANTS

46 PARTICIPANTS

Overview

49 PUBLISHERS

About Zeeland Portnews

ON THE COVER

In the last two decades the ports of Vlissingen and Terneuzen have developed into one of Europe's leading food ports. Apart from the regional input, Vlissingen has grown into an important port for the export of food products from other parts of the Netherlands as well. With so much expertise and experience in-house, the Zeeland ports have grown into a leading import/export hub for food products to and from countries all over the world.

EVENTS

Zeeland Seaports and the Zeeland Port Promotion Council will be in attendance at various events and trade shows throughout the year. Below you'll find a snapshot of the upcoming events that might be of interest to you.

7-9 FEB 2018	Fruit Logistica Berlin	13-16 MARCH 2018	Intermodal South America Sao Paulo	17-19 APRIL 2018	TransRussia Moscow
					
30 APRIL-3 MAY 2018	OTC Houston	15-17 MAY 2018	Windforce Conference Bremenhaven	29-31 MAY 2018	Breakbulk Europe Bremen
					
5-7 JUNE 2018	Provada Amsterdam	12-14 JUNE 2018	TOC Europe Rotterdam	13-14 JUNE 2018	NWEA Wind Days Rotterdam
					
19-20 JUNE 2018	Global Offshore Wind Manchester	27-29 JUNE 2018	Marine Maintenance Amsterdam	27-30 AUGUST 2018	ONS Stavanger
					
25-28 SEPTEMBER 2018	WindEnergy Hamburg	2-4 OCTOBER 2018	Cool Logistics Global Antwerp	22-24 OCTOBER 2018	Offshore Energy Amsterdam
					

“ What’s in a name?

Welcome

After over a year of increasingly promising explorations, the stakeholders of Zeeland Seaports signed the merger agreement with Port of Ghent with conviction. A merger that is positive for everyone: for our stakeholders, the region and certainly for the companies in our port. North Sea Port provides possibilities – through efficiency, economy of scale and eliminating overlapping activities – to cut operational costs. These cuts can also generate benefits for businesses in the region, such as lower rates or a lower rate increase. In addition, the larger scale enables the bundling of cargo flows.

The port will become a player in a higher league. During the Flemish-Dutch Summit in November last year, when the merger talks were announced, Mathias de Clerq, Deputy Mayor of the City of Ghent, already stated that we will be playing in the Champions League of sea ports. The numbers support this claim. We will be in the top 10 of European ports regarding transshipment, and in the top 3 for added value. A strong port, one that matters and cannot be overlooked.

By maintaining our offices in the various locations and setting up a company Advisory Body, we guarantee the lines of communication will be kept short, which is essential to our relations. The holding company will be established in Sas van Gent, in the centre of the port area and on the border between the Netherlands and Belgium. The future Port House in Ghent – the House of the Free Skippers on the Graslei – will serve as an international showcase.

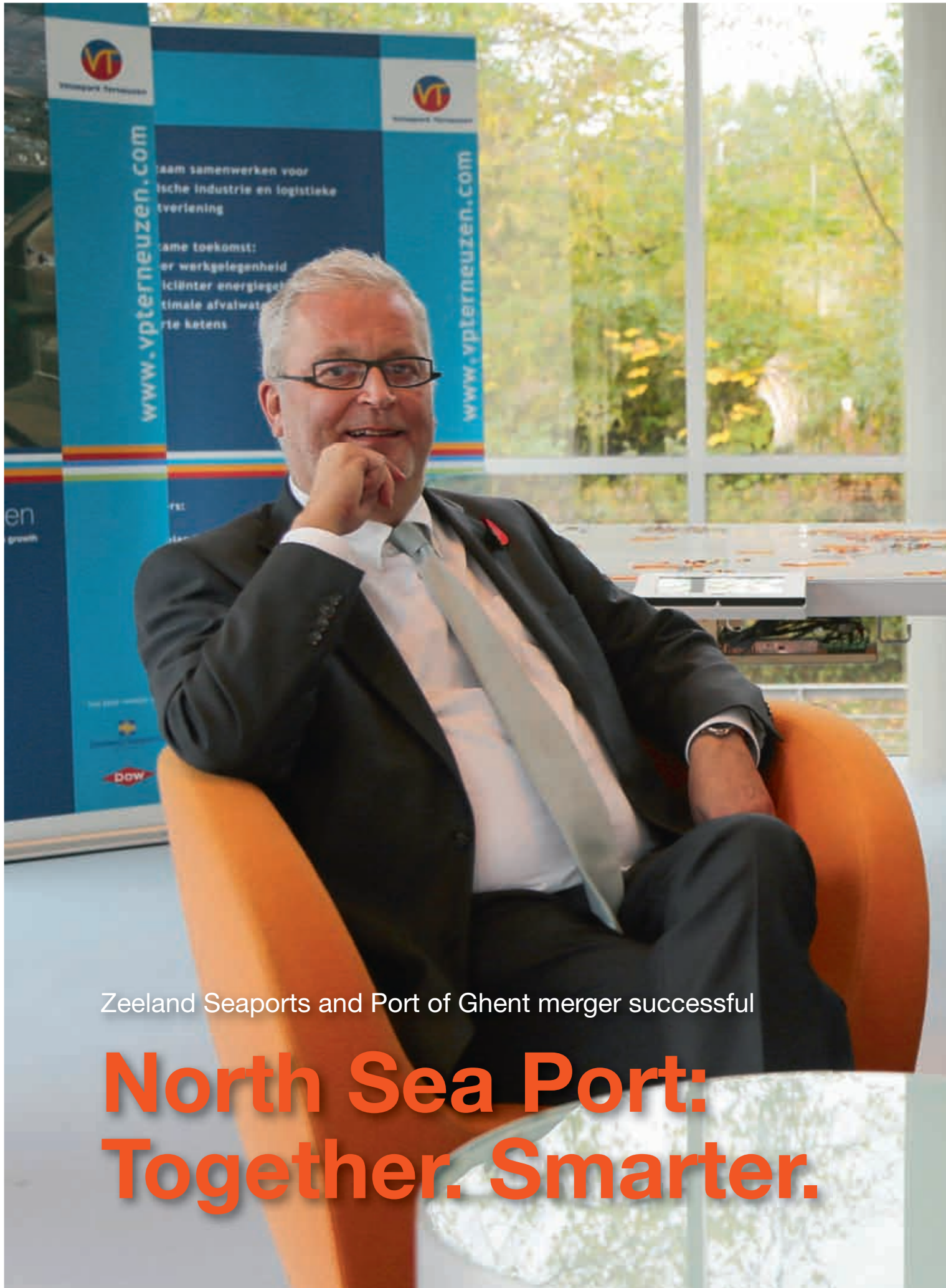
The merger – a merger of equals – also entails a new name. Zeeland Seaports and Port of Ghent will amalgamate into



JAN LAGASSE, CEO OF NORTH SEA PORT.

one new name: North Sea Port. We chose this name because it expresses the innovation and ambition that matches the new port. Moreover, it has a touch of boldness, as North Sea Port geographically stretches beyond the former ‘Ghent’ and ‘Zeeland’. Attached to the new name and logo is an important motto: ‘Together. Smarter.’ Smart emphasises the importance of close cooperation with, and between, customers, partners and stakeholders, while the focus lies equally strong on working smarter and innovating.

Another result of the merger is that in Zeeland PortNews, we will be paying more attention to the other side of the border as well. We will be keeping you up to date with the developments of the entire port area. Further details will be disclosed in the near future.



Zeeland Seaports and Port of Ghent merger successful

North Sea Port: Together. Smarter.



MR LAGASSE (L) AND
MR SCHALCK (R), CEOS OF
NORTH SEA PORT.

On 8 December, the Port Ghent and Zeeland Seaports officially signed their long-anticipated merger and announced the new name and logo for the combined ports: North Sea Port. Through the merger, North Sea Port automatically ranks among the top European ports: number three for added value, and number ten for sea transshipment. We asked Jan Lagasse and Daan Schalck, CEOs of North Sea Port, to discuss the merger and its consequences for the region.

WORDS BY YARA ROOD



THE OFFICIAL NORTH SEA PORT MERGER DOCUMENTS, MOMENTS AFTER BEING SIGNED AND JUST BEFORE THE NEW LOGO IS DISCLOSED.

After an extremely busy year of negotiations, how do you reflect on the merger process?

Mr Schalck: “One development that was fantastic to see was how the positive approach of stakeholders and companies involved continued to grow during the merger process. We gained broad public support, not just from the Municipal Council of Ghent, but also from the Flemish Parliament: both the majority and opposition became increasingly enthusiastic. I did not expect such a broad consensus on the matter. You’d need a magnifying glass to find anyone still opposed.”

Mr Lagasse: “Many parties involved at first had their reservations. It was very promising to see how communication, teamwork and trust between employees of both companies developed throughout the last year. I have seen that work out very differently with other mergers in the past.”

Mr Schalck: “I think the merger protocol and the merger agreement were very solid documents to start with. The merger agreement remained uncontested from the start, no fundamental questions were raised. A few additions were necessary, to clearly set out agreements in particular cases – Thermphos is a well-known example.”

Mr Lagasse: “With most parties involved, the focus remained on the higher purpose, which is ultimately good. This ensured the desire to find solutions.”

Mr Schalck: “There was ample praise for the transparency and decency with which we conducted the process. We took a lot of time to keep everybody informed: our stakeholders, members of the Dutch and Flemish parliaments, companies involved, our employees, ministers, governments and so on. We wanted to ensure that everyone who wanted to, could follow the negotiations and developments.”

Mr Lagasse: “We also created a focus group with business

contacts, whom we consulted on several occasions to build support with, and receive input from.”

How did you decide on North Sea Port, the new name of the combined port area?

Mr Lagasse: “We engaged the services of a specialised bureau. First, they conducted a brainstorming session with us and our communication specialists. What do you want to be as a company, how do you want to come across? They came up with a list of suggestions, ranging from conservative to artistic. We decided upon a shortlist of three names, and proposed those to our stakeholders.”

Mr Schalck: “The stakeholders also gave us input beforehand. They helped us decide on what the new name should embrace and represent. The stakeholders expressed a preference for something equally representing both countries, with an international ring to it. Ports often have a geographical aspect to their name. Out of 100 ports, 99 are named after a city, a region, a province. This was something we wished to continue.”

Mr Lagasse: “That desire was expressed unanimously by both stakeholders and businesses involved. But it wasn’t an easy task. Ghent has an international image, as does the English term Flushing. Finding a term with an international appeal that covered the entire region, however, was not as simple. By choosing North Sea Port, we give the new port a unique place in the heart of Europe. Its geographical connotation is globally recognised, making it a strong brand in terms of marketing.”

Let’s take a look at the future. What are the next steps after finalising the merger?

Mr Lagasse: “From now on, we will introduce ourselves as North Sea Port. One company, with one commercial team and



“We’ll share the synergies that benefit us with our customers.” – Jan Lagasse, CEO of North Sea Port

one strategy. We will internationally profile ourselves at trade fairs and congresses as a unity.”

Mr Schalck: “In 2018, no one should be able to notice that we were once two separate companies. One company is what we will be communicating to the external world in every possible way.”

Mr Lagasse: “As of 1 January, we will operate as one company, with one joint Management Team. The holding will initially be set up as a subsidiary of the two existing companies, as it can only become the parent company of the two companies after the Flemish Harbour Decree has been adapted. The Flemish Parliament is expected to vote on this decree during the spring of 2018, which is merely a formality. The merger has already been approved by the Dutch Government, the Flemish Parliament, the Flemish Harbour Commission, the Flemish Mobility Council, and the Inspection of Finances. After adaptation of the decree, we can realise the final merger structure. All stakeholders of both Port of Ghent and Zeeland Seaports will then receive their stakes of the holding, based on the agreed percentages. Apart from these developments, we have set up a Post-Merger Integration Workgroup, consisting of both Zeeland Seaports and Port of Ghent employees. It even includes a Dutch employee of Port of Ghent, as well as a Flemish Zeeland Seaports employee. They will guide and guard the integration process, find synergies and make propositions in regard to cultural aspects.”

Both Port of Ghent and Zeeland Seaports had strategic masterplans for the upcoming years. What is the strategic masterplan for North Sea Port?

Mr Schalck: “The merger protocol already came with a first draft of the new strategic masterplan. It basically combines the two previous ones, as they weren’t all that different to begin with. Specialised ports of a fairly similar scale have the same outlook on the future. The strategic masterplan for North Sea Port is based on three pillars:

- *Economically:* North Sea Port aims to offer companies in its region every opportunity to realise their potential and by doing so, adding to the prospects for the port in our combined future, which relies heavily on the added value of employment opportunities.
- *Spatially:* we want to optimise the infrastructure and spatial planning of North Sea Port in such a way, that companies can exploit their growth possibilities.
- *Sustainably:* we want to accelerate the achievement of sustainability objectives. Both port authorities had already set ambitious sustainability targets. As we can now realise a cross-border approach, we could create synergy between industrial players much quicker.

There are two important conditions. The first is: the merger needs to succeed. This also means that the integration within the company must work, as you will not achieve added value with a segregated mindset. The second condition concerns the company’s financial health, which we need to enhance as soon as possible to realise the investments in North Sea Port and our ambitions for the future.”

North Sea Port

The merged port authority company wants to continue investing in the strength of its network and by doing so, further construct an ecosystem of partners, stakeholders and companies that encourages economical, ecological and social symbiosis. By providing integrated services, North Sea Port continues to commit itself to growth and development of man and society.

Because of this, a completely new name was given to the port, expressing this renewal and ambition. It’s a tad bold: North Sea Port, after all, surpasses the previous ‘Ghent’ and ‘Zeeland’, as it claims the entire North Sea area. The name is deliberately international, placing the new port authority company at the heart of Europe.

North Sea Port might not be the biggest port in tonnage (yet), it does rank among the top ports in Europe: (relatively) small, but clever. To further emphasise this added value in comparison to competing ports, an aspirational baseline has been added. On the one hand, ‘Together. Smarter’ focuses on the close cooperation between customers, partners and stakeholders, simultaneously perpetuating the role of atypical player in the field. North Sea Port’s objective is to actively work towards innovative business and smart progress, without being presumptuous.



MR SCHALCK AND MR LAGASSE, CEOS OF NORTH SEA PORT, MR DE BOER, CHAIRMAN OF THE SUPERVISORY BOARD OF ZEELAND SEAPORTS AND MR DE CLERQ, CHAIRMAN OF THE BOARD OF DIRECTORS OF PORT OF GHENT, DURING THE PRESS CONFERENCE ON 8 DECEMBER.

Mr Lagasse: “In Zeeland Seaports’ masterplan Winning Combinations, it says:

‘Collaboration with other ports therefore offers good opportunities for Zeeland Seaports. On a project basis, operational collaboration can somewhat reduce vulnerability. Extensive collaboration can reduce the vulnerability of Zeeland Seaports further and also increase the clout needed to achieve strategic goals and even strengthen the competitive edge. In order to add extensive collaboration in to the equation, the Port Authority has laid down a number of clear criteria and quantifiers. The strategic masterplan offers a framework



“In 2018, no one should be able to notice that we were once two separate companies.” – Daan Schalck, CEO of North Sea Port

in which discussions with interested ports can be set up.’ In other words Mr Schalck: this merger is the execution of our current masterplan.”

Mr Schalck: In the Port of Ghent masterplan, cooperation was one of the strategic objectives as well. This merger was the realisation of two separate interests, so it came about rather naturally.”

What will change for the customers of the ports, and for companies in their vicinity?

Mr Schalck: “I think customers of both ports will see at least three major advantages. First of all, by being organised more competitively, in due time we’ll be able to lower certain rates, or keep them steady, regardless of inflation. I think customers will see their expenses lowered by the unity of the ports.”

Mr Lagasse: “We’ll share the synergies that benefit us with our customers.”

Mr Schalck: “The second advantage also has to do with synergy. Customers that are only familiar with one part of North Sea Port can discover synergies that are currently unavailable, or unfamiliar. An example would be the Steel2Chemicals project of ArcelorMittal and Dow Chemicals. Having one port manager, instead of two, can make a big difference in heat-transition projects like these. From now on, you can always consider these matters cross-border. The third advantage lies in transport: combining cargo volumes. We can create greater inland shipping possibilities, as well as freight train products. We have already conducted collective railroad studies, and customers should commercially benefit from this, too. Brand-new options will soon be available. Inland shipping is both a customer and a player for other customers, as is the railroad sector. I see giant leaps in the near future in this respect.”

Mr Lagasse: “An added benefit is that since we will be a larger organisation, we will have more critical mass. This means we can provide better services to companies, as employees can specialise in certain issues, whereas in a smaller organisation, one person often has to deal with many different subjects.”

Mr Schalck: “It might be less tangible for customers, but while announcing the merger, I have already become aware of the branding created by this European port top 10 ranking. I’m convinced that aspects like trade shows will become a completely different experience for us. It will enable us to forward ideas, leads, potential shipping companies, and new services to our customers. It’s hard to quantify all of this, but I firmly believe in this.”

North Sea Port’s head office will be located in Sas van Gent. Can you tell us more?

Mr Lagasse: “General meetings and Management Team and Supervisory Body meetings will all take place in the new Sas van Gent office. It will also be a meeting point for the various company teams.”

Mr Schalck: “It’s an internal affair. Customer contact and external relations will remain at the Mariahoeve, at the office in Terneuzen, and at our monumental harbour building at the Graslei in Ghent.”

Mr Lagasse: “For daily ins and outs, the customer will not need to travel any further than before. North Sea Port remains close to its customers.”

How will the two regions within North Sea Port relate to each another?

Mr Schalck: “One aspect that we cannot emphasise enough, is that all stakeholders, Flemish and Dutch, want to make the most out of this cooperation. Not merely in the Canal region, but also north of the Western Scheldt, creating employment opportunities, and attracting new businesses. It is the combination of the north and the Canal region that makes this portfolio so grand. There’s a different draught, another focus, no lock, a good railroad connection. Management would be quite foolish not to exploit the different opportunities of all parts of North Sea Port.”

Mr Lagasse: “The added value lies in the combination of the Canal zone and the Port of Vlissingen. This value surpasses that of the Canal region alone.”

Mr Lagasse: “Another thing we must bear in mind is cultural differences between ourselves, and between the Dutch, Flemish, and even Belgian federal government.

If Chinese lived on the other side of the border, you would notice cultural differences at all times. But when you speak a virtually identical language, have similar appearances, and spend your free time in each other’s countries, you may not realise there are still cultural differences. We don’t want to turn someone from Ghent into someone from Zeeland, or vice versa. These differences will mainly surface within the merger combination, but cultural differences could be expressed towards a customer or stakeholder too. We will try to ensure that these differences will not just be managed within the company, but in external communication as well.”

Connect at Fruit Logistica Berlin 2018

From 7-9 February 2018, companies from all over the world will be in Berlin to attend Fruit Logistica 2018, one of the most crucial trade shows for the fresh-produce sector. A broad range of businesses will be present to cover the full spectrum of the sector: fresh fruit and vegetables, dried fruit and nuts, packaging and labelling, transport and logistical systems, produce handling and storage, computer and internet solutions, cultivation systems and greenhouses and greenhouse technology.

Large potential

Approximately 3,000 exhibitors and 76,000 visitors attend Fruit Logistica every year, to realise their full business potential within the international fresh-produce trade. As the trade show covers all sectors of the fresh produce business, it also offers great networking and contact opportunities.

The Virtual Market Place

The Virtual Market Place is the official online catalogue for Fruit Logistica exhibitors. By using the exhibitor and product search engine, you can find information on the exhibiting companies and their products. The catalogue also allows you to arrange appointments and create your own tradeshow planner.

Fruit trade 2025

A four-part report on the future of the global fruit industry was published by Fruit Logistica in 2017. The first part of the report, which has been compiled by the Swiss think-tank, the Gottlieb Duttweiler Institute, was first unveiled in Berlin on the eve of Fruit Logistica 2017. As consumers have become more critical, and expect more simplicity and authenticity, the report highlights several important developments that the fresh produce industry will need to be aware of between now and 2025. This trend analysis is a thank-you from Fruit Logistica to all the fresh-produce industry customers and partners that have supported the trade show over the last 25 years. It can be downloaded in its entirety on the Fruit Logistica website.



Fruit Logistica Berlin

Dates & Location

Date: 7-9 February 2018

Opening hours: daily from 09.00 - 18.00 hrs

Location: Berlin ExpoCenter City and City Cube
Messe Berlin GmbH, Messedamm 22
14055 Berlin, Germany

Statistics

Overall area (m ²)	124,820
No. of Exhibitors	3,000
No. of Foreign Exhibitors	2,800
Countries Represented by Exhibitors	84
Cost of Indoor Space 2017 (Row Stand) (€/m ²)	195
No. of Trade Visitors	76,000
Percentage of Foreign Trade Visitors	82.0 %
Countries Represented by Visitors	130

WWW.FRUITLOGISTICA.DE

Zeeland Seaports Pavilion

Booth number: H25/C-09



Front running in food

IN THE PORT OF VLISSINGEN
TEMPERATURE-REGULATED
FOOD PRODUCTS INCLUDING
FISH, MEAT, FRUIT, FRUIT JUICES
AND CONCENTRATES, DAIRY
AND POTATO PRODUCTS ARE
HANDLED.





The province of Zeeland is one of the most important Dutch regions for potato, onion and fruit farming. Zeeland is also developing into one of the leading European regions in aquaculture, cultivating and conducting research into the (onshore) farming of seaweed, algae and fish. The small village of Yerseke is the Dutch epicentre for farming and processing mussels and oysters. Last but not least, Zeeland houses the largest vineyard in the Netherlands, producing top-quality white wines.

Apart from farming, Zeeland also has many other food-related activities, ranging from food-processing industries to companies specialising in food storage and logistics. If we narrow our focus to the port area, one of the companies we find is research lab Labojuce, which is involved in the creation of new blends of juices for a broad range of international customers. Since 2014, Spanish juice producer AMC has been shipping juice concentrate and pulp to the port of Vlissingen where the final juice product is packed and distributed. Apart from AMC, several other internationally operating companies are established in and around the port area; Lamb Weston and McCain, for instance, who process potatoes into a broad range of fries. Doens Food Ingredients, one of the leading importers and exporters of organic food and feed ingredients, is located in the port of Terneuzen, close to multinational Cargill, which has been present in the port area for many decades.

Leading hub

Food products require special knowledge when it comes to storage, handling and transport. Thanks to this, in the last two decades the ports of Vlissingen and Terneuzen have developed into one of Europe's leading food ports. Apart from the regional input, Vlissingen has grown into an important port for the export of food products from other parts of the Netherlands as well. Today, for example, 95% of Dutch onions are exported through the port of Vlissingen to more than 120 countries worldwide. With so much expertise and experience in-house, the Zeeland ports have grown into a leading import/export hub for food products to and from countries all over the world.

Dedicated terminals

Being located very close to the agricultural hinterland, the ports house a number of terminals dedicated to the handling and storage of food and feed. Logistics service



WITH DEDICATED FOOD TERMINALS IN THE BIJLEVELDHAVEN, THE ZEELAND PORTS HAVE GROWN INTO A LEADING IMPORT/EXPORT HUB FOR FOOD PRODUCTS TO AND FROM COUNTRIES ALL OVER THE WORLD.



KLOOSTERBOER AND ZZCOLDSTORES NOT ONLY ARRANGE THE SAFE AND SWIFT DISCHARGE AND STORAGE OF GOODS, THEY ALSO HELP THEIR CUSTOMERS WITH SERVICES SUCH AS QUALITY CONTROL, BLENDING, PACKING AND REPACKING.



THE ZEELAND FOOD CLUSTER EMPLOYS SKILLED AND FLEXIBLE PROFESSIONALS FOR THE HANDLING OF FOOD PRODUCTS AND REEFER CONTAINERS.



95% OF DUTCH ONIONS ARE EXPORTED THROUGH THE PORT OF VLISSINGEN TO MORE THAN 120 COUNTRIES WORLDWIDE.

provider Kloosterboer handles temperature-regulated food products including fish, meat, fruit, fruit juices and concentrates, dairy and potato products. In early 2015, Chiquita made the transition from the port of Antwerp to Kloosterboer's facility in Vlissingen to unload their bananas, resulting in a huge number of Chiquita bananas being handled by Kloosterboer. Another prominent logistics service provider on the scene is ZZColdstores. Initially focused on onions, nowadays ZZColdstores also imports seasonal fruits and bananas, mainly for the German supermarket chain Lidl. Kloosterboer and ZZColdstores not only arrange the safe and swift discharge of goods, they also help their customers with services such as quality control, blending, packing and repacking, and temperature-controlled storage and transport to and from the hinterland by truck, train and barge.

Quality in mind

The province of Zeeland is strategically located between the southern North Sea and the European hinterland. The ports of Zeeland are less than an hour's sailing from the North Sea, and in combination with congestion-free travel by road, rail or inland waterway, offer the ideal scenario. By road, Germany and Italy are within easy reach, and compared with Antwerp, transshipment via Vlissingen is a time and fuel-efficient solution for shipping companies. But before transport to its final destination, the produce is unloaded, stored and, if necessary,



CMA-CGM HAS BEEN USING VLISSINGEN FOR ITS WEST AFRICA SERVICE FOR THREE YEARS NOW.

Photo courtesy of Maritimphoto.com

further processed. In order to maintain an uninterrupted logistics flow and always keeping quality in mind, the food cluster employs skilled and flexible professionals for the handling of food products and reefer containers. This way, a large number of consumers from all over the world buy fresh products that have left the ports of Zeeland only a few days before. Originally, the Zeeland ports dealt mainly with reefers with palletised products, as this used to be the best maritime transportation method for many food products. Today, however, the importance of containerised food, fruit and juice is growing. As a result of this, the Zeeland ports are also seeing a rising share in reefer containers in this segment. One of the very first operators, CMA-CGM has been using Vlissingen for its West Africa service for three years now. The service has a weekly rotation between Vlissingen, Dunkerque and West Africa.

Lack of waiting time

Apart from its strategic location, another important advantage of the Zeeland port area, compared to nearby competitors Rotterdam and Antwerp, is the lack of long waiting times thanks to the high level of efficiency and flexibility. For the container business, this is crucial. It only takes a truck ten minutes to arrive, discharge and depart with an empty container. The empty containers can also stay in the port, as Kloosterboer has an empty container storage facility, so the expensive and unnecessary transportation of empty containers can be avoided. This way, each full container can be simultaneously traded in for an empty one.

The companies using the CMA-CGM service are highly satisfied and with this example in mind, Zeeland Seaports, together with the logistics service providers, are looking for other operators to follow CMA-CGM as more operators choosing Vlissingen will help to realise a healthier container flow. ■

MORE INFORMATION

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It is a privilege

Martin and Anton Verbrugge prepare for the future



Zeeland PortNews had an interesting conversation with Martin Verbrugge (President and CEO - right) and his son Anton (left) about their family business.

Verbrugge International has been acting in the port of Vlissingen and Terneuzen for decades. Today, the third generation of the family sits at the helm of the company.

Can you give our readers a short historical overview?

Martin Verbrugge: "In the early years of our company, with my father Anthony in the lead, we profited from the growing industrial activities along the banks of the Ghent-Terneuzen Canal. We expanded our road transportation business with port-related logistics. Paper and cellulose were imported mainly from Europe and Canada, and in Terneuzen, Elopak, a producer of cartons for juices and dairy products, became one of our important partners. In the nineties, the importation of cellulose from South America became increasingly important. We had to look for another location to handle the Panamax vessels from that region and we decided to expand within Vlissingen."

From 2001, Verbrugge has been involved in the handling and storage of cellulose at Scaldiahaven, with launching customers Gearbulk and CMPC from Chile. Throughout the years, this location has become increasingly important for Verbrugge, who also started to handle metals and components for the offshore wind industry at their Scaldia Terminal.

Verbrugge also settled in the Quarleshaven. What was the reason for this?

Martin Verbrugge: "With our plans constantly in mind, we have always been looking for additional storage and quay capacity, and in 2000 there was the possibility of taking over the premises of NV Haven van Vlissingen. That is the location where we started the Verbrugge Zeeland Terminal, specialising in paper, metals and timber. Today we also handle offshore wind components at this terminal."

Martin Verbrugge started his career at Verbrugge in 1980 and stepped into his father's shoes as CEO in the mid-nineties. In the ensuing years a lot has happened.

What will be most remembered by you?

Martin Verbrugge: "What has given me a lot of pleasure is the development towards our current leading role in wood pulp. The pioneering visits to South America, joined by representatives of our clients from the European paper industry and often together with representatives of Zeeland Seaports, were always very exciting. In those days, without mobile phones and with very bad internet connections, communication was not as easy as it is today, which made it very challenging from this point of view. The trips made me

realise what obstacles my father had to overcome when he visited Scandinavia looking for business when things were even more difficult."

Eighteen months ago, Anton Verbrugge, the 30-year old son of Martin, entered the firm as the proposed successor of his father.

Was this a predestined step?

Anton Verbrugge: "My family certainly did not force me, or my sisters, to get involved in the Verbrugge company. In fact, my sisters' paths have taken them in completely different directions. And for me it was no done deal to join Verbrugge. I first studied for a Master's Degree in International Business in the UK for a few years. Also, I worked for Glencore in the US for three years. To switch to Verbrugge was my own decision and so far I do not regret it. Compared with my job at Glencore, my activities now have a much wider perspective. Our company is involved in various markets which take care of the storage and handling of a large number of different products. Each commodity has its own culture which makes doing business really fascinating. Also, with Verbrugge being a family-owned company, working with, and taking care of, personnel has become much more important to me."

Martin Verbrugge: "I intended to keep Anton out of the company a little bit longer. But together we decided to start working as a team sooner than we both expected, giving him the chance to learn, and me the chance to phase out my activities. Of course I am very pleased with the fact that, with Anton on board, the management of the company will stay in our family's hands."

When looking at the future, what are the plans for Verbrugge?

Anton Verbrugge: "As a family-owned company, we are always looking ahead, avoiding big risks. Long-term relationships with our partners are profitable for them and for us in many different ways, so we put a lot of effort into this. In daily business we are also active short-term, observing the market and our competitors, operating fast and flexibly when required to do so by circumstances. For this reason, it is good to know that, when necessary, the lines of communication with Zeeland Seaports, the municipalities and the Province of Zeeland are short and these institutions are always willing to be helpful and collaborative."

What commodities will be important for Verbrugge in the upcoming years?

Anton Verbrugge: "Metals and concentrates – products that already have an important share in our portfolio – will increase in importance. In this segment, we are seeing a growing volume in metal concentrates, such as from lead, copper and zinc. At the Scaldiahaven, we recently invested in making one



AT THE SCALDIAHAVEN, VERBRUGGE RECENTLY INVESTED IN MAKING ONE OF THE WAREHOUSES SUITABLE FOR THE STORAGE OF METAL CONCENTRATES. ALSO A SPECIAL, COVERED CONVEYOR SYSTEM HAS BEEN INSTALLED.



TODAY, VERBRUGGE ALREADY PUTS A LOT OF EFFORT INTO SAFETY.



METALS AND CONCENTRATES, PRODUCTS THAT ALREADY HAVE AN IMPORTANT SHARE IN VERBRUGGE'S PORTFOLIO WILL INCREASE IN IMPORTANCE.

of our warehouses suitable for the storage of these products. Inside the warehouse, we created a situation of negative pressure, required for safe storage. Also, a special, covered conveyor system has been installed for the transportation of these products at our terminal. With these new investments, we are fully prepared for the growth in volume of these types of products.

Apart from this, what is the future of Verbrugge's traditional goods?

Anton Verbrugge: "Our position in the market for forest products, such as paper and cellulose, will remain stable. The same counts for tobacco. Other agricultural products, such as coffee and rapeseed will grow in share."

What is your opinion about the merger of Zeeland Seaports and the Port of Ghent?

Anton Verbrugge: "This merger shows a lot of progressiveness and broad-mindedness from both port authorities and I feel very positive about it. It will bring the ports and the companies in the port area a lot of good things."

Martin Verbrugge: "This new port area, with Terneuzen as a junction between Ghent and Vlissingen, will make the region much stronger. Of course, Verbrugge will meet new competition within the port area, but for us this does not make any difference, as there will be always competition, no matter where from. For the port area, this 'internal' competition will result in much stronger clusters of industries."

What will Verbrugge look like in 2027?

Martin Verbrugge (smiles): “In 2027 I will be 72 years old. More and more people from the generation I am dealing with in business are retiring. So for the company it will be good when, one day, I leave as well. Although it is not my intention to be at Verbrugge in 2027, I will keep an important role within the company for the next couple of years.”

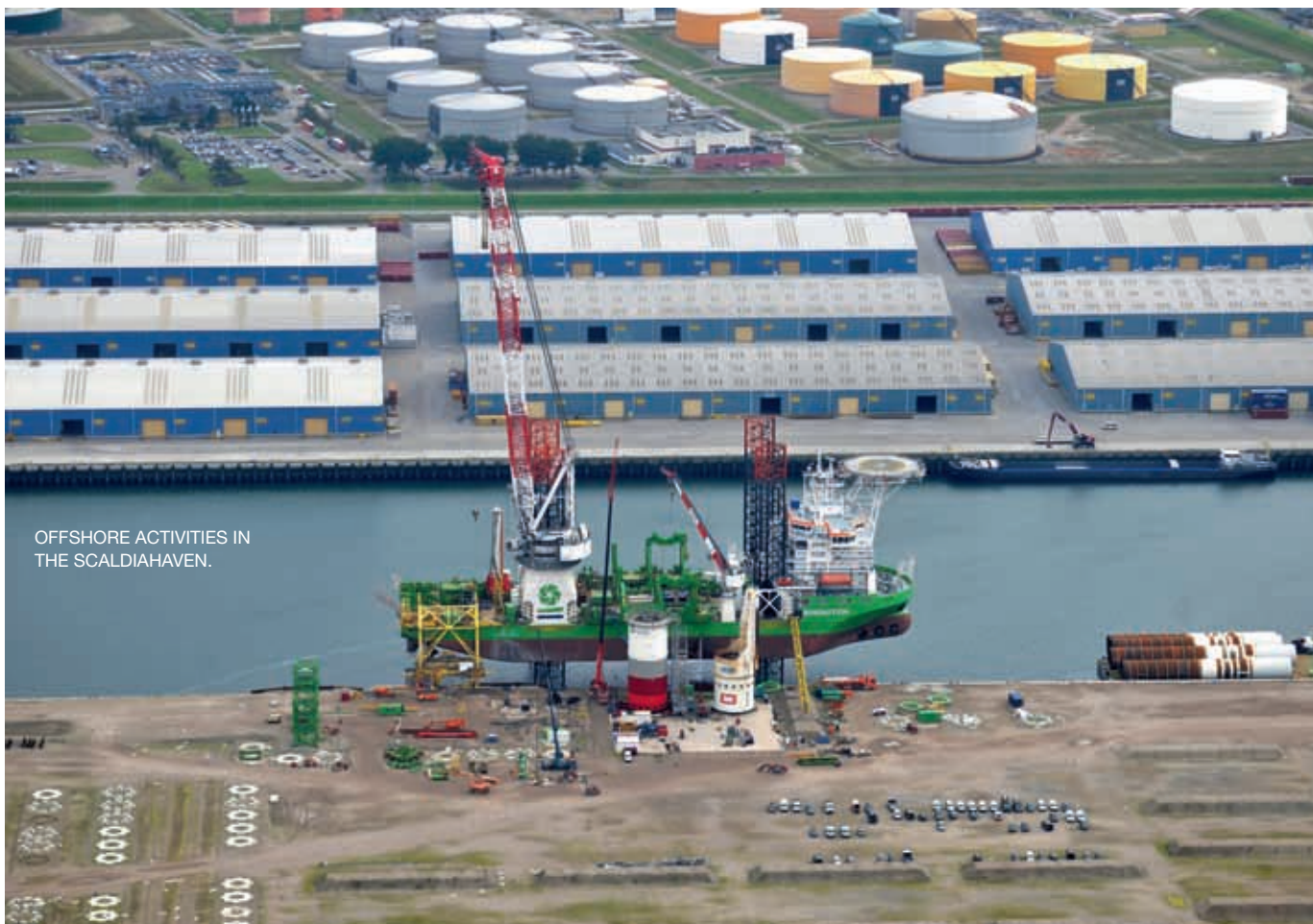
Anton Verbrugge: “It really feels like a privilege to work for our company and it is my goal to keep Verbrugge healthy in many respects. In the next decade, sustainability and safety will become important issues. In storing and handling celluloses and concentrates, we already play a role in the circular economy. The biggest challenge for us lies in acting in a sustainable way ourselves. For this, we are investigating the use of solar and wind energy at our facilities; the use of diesel electric equipment, such as cranes and carriers; and also the possibility of shore power at our quays. We are going to take big steps forward in these areas. Today, we already put a lot of effort into safety because of the rules and requirements. Most important, however, is that safety becomes self-evident for everyone at Verbrugge, not just because of the rules, but because it is part of the job. My decision to join our company was inspired by my grandfather. His passion and care for people and nature really meant a lot to me, and I hope to be able to follow his good example.”

I. WWW.VERBRUGGEINTERNATIONAL.COM

“ In storing and handling cellulosis and concentrates, we already play a role in the circular economy.



ANTON VERBRUGGE: “OUR POSITION IN THE MARKET FOR FOREST PRODUCTS, SUCH AS PAPER AND CELLULOSE WILL REMAIN STABLE.”



OFFSHORE ACTIVITIES IN THE SCALDIAHAVEN.

Optimising rail infrastructure

Cross-border rail connections



Photo courtesy of Scherpl Fotografie

A port is merely as strong as its hinterland connections, and Zeeland is working hard at realising its full potential. Current developments such as the merger between Zeeland Seaports and Port of Ghent, as well as the Seine-Scheldt connection and the construction of the new lock in Terneuzen, are all signs that optimising cross-border rail infrastructure is becoming increasingly urgent.

Rail Ghent-Terneuzen

The first and foremost project concerning rail connections in the Zeeland/Flanders region is the optimisation of the rail freight corridor between Ghent and Terneuzen. Companies in the Ghent-Terneuzen cross-border region are encountering competitive disadvantages due to the longer travel time and the additional costs incurred. Within the framework of the joint rail strategy of the Port of Ghent and Zeeland Seaports, rail bottlenecks such as the Sluiskil bridge (NL), the Wiedauwkaai bridge (B), the bundles at Sas van Gent (NL) and Zandeken (B) and the Ghent-Seaport shunting station have been mapped out, as well as the missing link on the eastern side of the canal. In addition, longer tracks are required at Ghent-Seaport.

Earlier this year, Zeeland Seaports, the Port of Ghent, the municipality of Terneuzen and the Provincial Council of Zeeland

submitted a research proposal on behalf of a wide consortium of companies and government agencies, to improve the rail infrastructure within and between the port areas of Terneuzen and Ghent. The three-year study will cost a total of about EUR 1,3 million. The European Commission recently approved funding for this CEF application, which means it will be contributing around 50% to the study. Zeeland Seaports, the Provincial Council of Zeeland, the municipality of Terneuzen, the Port of Ghent, the city of Ghent and the Provincial Council of East Flanders will pay the other half.

The study has broad support: ProRail, Infrabel, VNO-NCW Brabant Zeeland, Port & Industry Zeeland (PORTIZ), EVO Fenedex, KNV, VEGHO-VOKA, the Flemish Department of Mobility and Public Works, the Scheldemond Euregion, the Municipal Council of Zelzate and companies such as Outokumpu, Yara, Vlaeynatie, Verbrugge, Ovet have actively

communicated the importance of this study to the European Commission. The Belgian Federal Government and the Dutch Ministry for Infrastructure and Watermanagement have let the European Commission know that they are also in favour.

The result of this three-year study will serve as an important tool in further investment decisions made by authorities for the work required to improve the railway. The study will also investigate all aspects necessary in preparation for this.

Aspects such as the railway's sensitivity to risk in the region (including the Sluiskil bridge and Wiedauwkaai bridge crossings) and the railway capacity that will be required in future in this rapidly developing area are being considered. Passenger transport options on the railway are also being considered and different funding options are being explored.

Bottlenecks and missing link

Sluiskil bridge: The bridge is the main railway link for commercial activities on the eastern side of the canal. The bridge forms a logistical bottleneck in the effective flow of the logistics chain and most likely provides insufficient capacity to meet predicted future transportation needs.

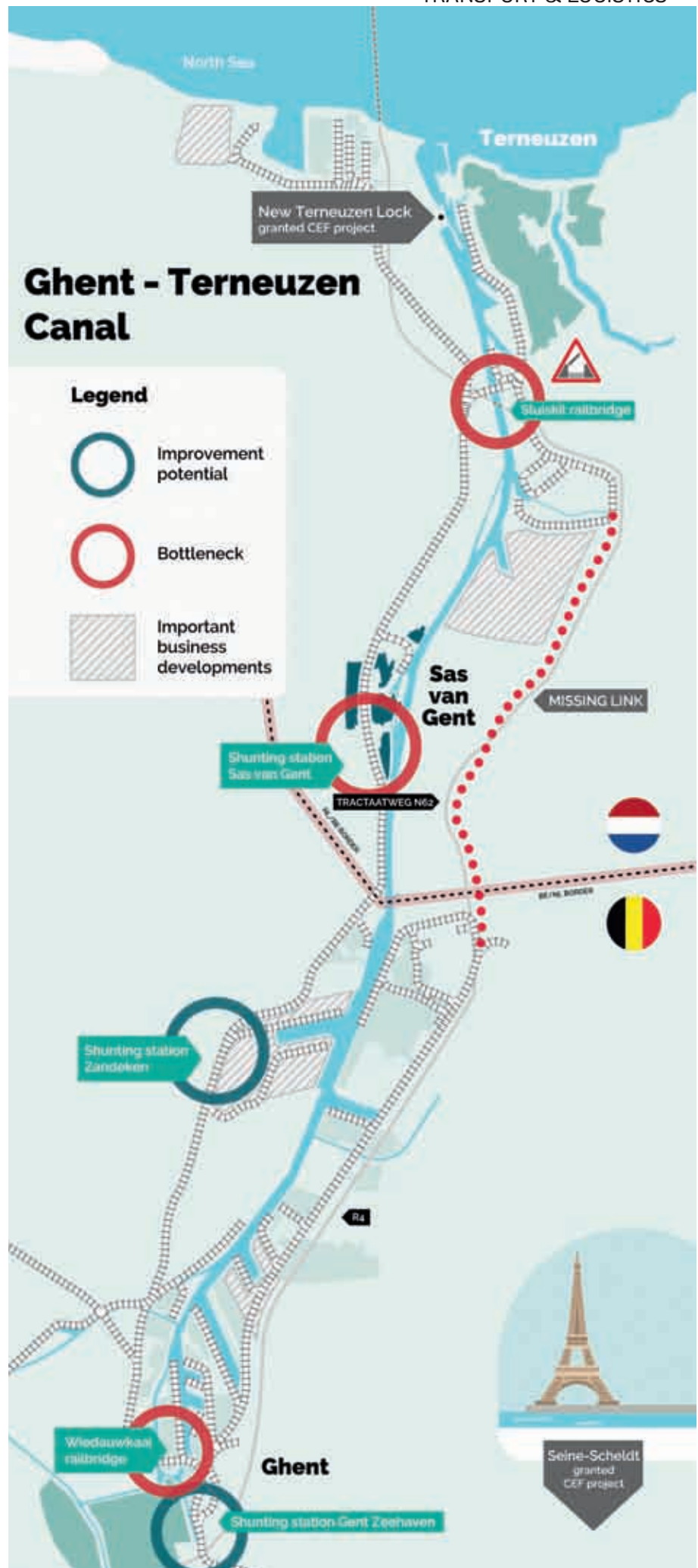
Shunting station Sas van Gent: Growth within the current noise contour is too limited to achieve more transportation and/or movements within the current yard.

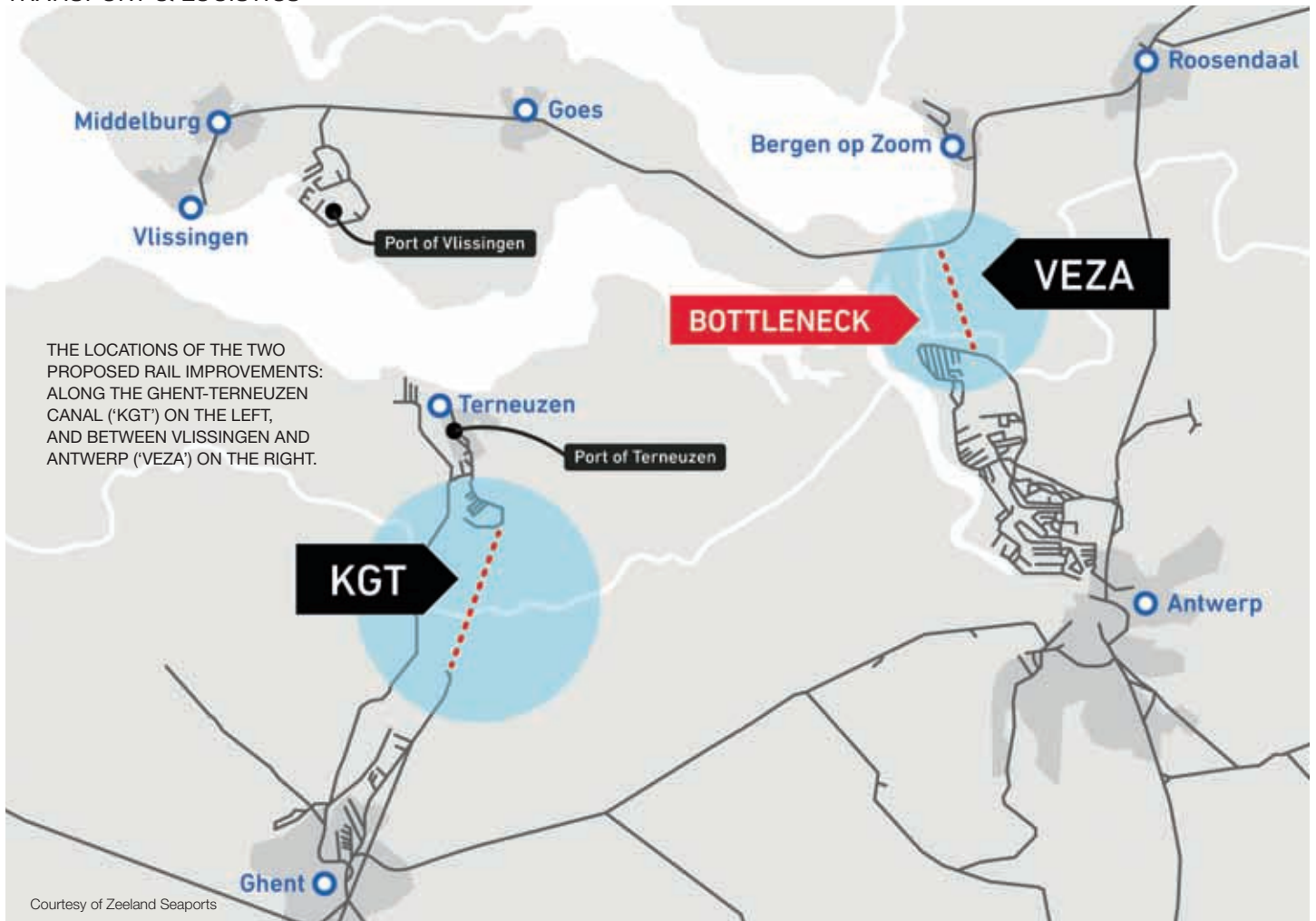
Wiedauwkaai bridge: Potential failure of the mechanism is creating problems for railway transportation.

Rail bundle Zandeken: Research is being conducted on the possible expansion of the rail bundle at Zandeken, in order to facilitate the prospected increased flow of goods at the Kluizendok. The connection on the north side of this rail bundle will make it a direct connection towards Terneuzen possible.

Shunting station Ghent-Zeehaven: At this station, three tracks will be extended to 740m in length. The realisation of this extension will take place by 2020.

Missing link: This is the missing link in the Ghent-Terneuzen rail infrastructure. The tracks are missing on the eastern side of the canal, where major developments are currently underway, such as the arrival of a new company and its expansion.





Zeeland-Antwerp rail connection

Another possible rail freight improvement in the area, which has been under debate for a long time, is the construction of direct tracks between Zeeland and Antwerp. Freight trains leaving the Port of Vlissingen for Antwerp currently need to make a large detour via Roosendaal, in order to change direction. That is not just time consuming and thus expensive, but has other disadvantages. The train tracks go straight through the city of Bergen of Zoom, which is problematic in regard to the transportation of toxic substances as well as noise pollution. Currently, safety issues and noise pollution levels far exceed the norm in Noord-Brabant. With the anticipated growth in the future, those numbers will only go up further.

The plans for a direct Zeeland-Antwerp rail connection have been on the drawing board for years, and never left it. The situation, however, is not the same as it was before. There is momentum. In the administrative meeting of the Multiannual Infrastructure, Spatial Planning and Transport Programme (MIRT) of 2016, the Dutch government and the Provincial Council of Zuid-Holland endorsed that the corridor Rotterdam-Antwerp is an important multimodal gateway. As a result, a MIRT study will be conducted on the corridor. Zeeland Seaports and the Provincial Council of Zeeland encourage this initiative, as infrastructural north-south connections directly concern Zeeland. The Flemish Government and the Provincial Council of Noord-Brabant have expressed that improvements on this corridor are a priority. The MIRT-study comprises everything that interrelates with logistic connections, including housing

“ Out of all transport in north-south directions, merely 1% is currently done by rail.

aspects. Port authorities gave a strong impulse to conduct these studies, as they profit from improved infrastructure as well.

In the Rotterdam-Antwerp corridor, freight transport is expected to grow exponentially over the next years. Based on research from the National Market Capacity Analysis (NMCA) in 2017, 22% growth is expected in a low growth scenario or 58% in a high growth scenario on this corridor by 2040. That is significant growth, for which the current infrastructure is insufficient. Antwerp already suffers from road congestion, and Rotterdam is increasingly affected as well. Even with the planned improvements on the ring road around Antwerp, the roads will not be able to digest the predicted traffic growth. Zeeland is fairly free of congestion, and companies are already choosing Zeeland over Antwerp for that reason. When the supply route to Antwerp becomes smoother, both Antwerp and Vlissingen could profit, for example by making more dedicated train combinations which will result in higher frequencies and lower costs per unit. There are initiatives to distribute more cargo flow to inland shipping routes, but inland shipping has its limitations: not every destination in Europe is accessible over water. All mobility alternatives need to be optimally facilitated, especially the sustainable ones. The Paris Climate Agreement has made this even more pressing. In terms of rail freight, the focus lies immensely on Germany.



95% of rail freight in the Netherlands is headed to Germany. But for Zeeland, the French hinterland is of great importance too. Out of all transport in north-south directions, merely 1% is currently done by rail. This is one of the reasons why the Zeeland-Antwerp rail connection corresponds with Zeeland Seaports’ masterplan: it is ambitious about sustainability and wants to increase the amount of rail freight in the region.

MORE INFORMATION

North Sea Port – Logistics

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Marjolein de Kerf, Public Affairs & Government Grants Consultant:

“Zeeland is located in a hugely important economical region in Europe. The combination of Antwerp, Rotterdam, Moerdijk and the ambitious newly merged North Sea Port, is the gateway to Europe. They are rival ports to some extent, of course, but creating optimal connections between these ports is a smart move none the less. And there are several aspects in which the ports’ mutual cooperation is well under way, such as sustainability. Within the global economy, Europe needs to be smart and innovative. We need to work together. If you merely look at the economic competition of your own company, you’re constantly behind on the worldwide developments. That’s why Zeeland Seaports has chosen cooperation once again. You are stronger together.

The Zeeland-Antwerp rail connection is just one example of a possible improvement in connecting these cross-border ports. The Port of Vlissingen is of a very different size than the Port of Antwerp, but the new faster connection will create new rail freight opportunities for both ports. The merger between Zeeland Seaports and Port of Ghent already sees Zeeland Seaports’ focus becoming more broad, cross-border. The contacts that were established on the Flemish side, on a federal level as well, in the process

of bringing the rail Ghent-Terneuzen one step further, can also be implemented for the Vlissingen-Antwerp connection. The European Commission pays ample attention to cross-border regions, as they can generate added value for the EU, which can be greatly beneficial for Zeeland. The capacity analysis conducted by the Dutch government, as part of its NMCA, demonstrated that rail freight is a good alternative to road transport, but is insufficiently utilised. This is true, but it is a direct consequence of the lack of optimisation of the railway network. The infrastructure for rail freight needs to be improved, and we need to work towards a more competitive mode of transport. Rail freight in the Netherlands is too expensive when compared, for instance, with the German ports that are currently a good alternative. The railway market needs cross-border harmonisation of safety systems and infrastructure, including the removal of missing links and accommodating longer trains (>750m). This will open up possibilities for private partnerships between companies and other investors, so you do not depend on governmental support as much. On a governmental level, the focus is often on resolving bottlenecks. At Zeeland Seaports, we prefer to be proactive: to look ahead and avoid the occurrence of bottlenecks all together.”



Ample Opportunities for Local Supply

Ørsted updates about Zeeland offshore cluster

The fifth meeting of Platform Energy Port Zeeland, which took place on 25 October at Zeeland Airport, was attended by almost 200 people. An important reason for the great interest in this event was the update from Ørsted (formerly known as DONG Energy) on the Borssele 1&2 offshore wind project. Not least because the Danish company plans to realise its operations and maintenance (O&M) base for the project in Vlissingen.

After the event, Zeeland PortNews spoke with Jasper Vis, Managing Director Netherlands and Claus Bølje Møller, Project Director of the Borssele 1&2 Offshore Windfarm.

Borssele 1&2 project is the first large-scale offshore wind project in the Dutch part of the North Sea. The Dutch Government granted this 752MW project to Ørsted in July 2016; their first Dutch project. The record-breaking low price of EUR 72.70 per MWh attracted a lot of attention in Europe and was a real trendsetter. After this, the price for offshore wind projects continued to fall.

Mr Vis explains: "For us it was no surprise that prices in offshore wind dropped so dramatically

and I am convinced that we have not reached the bottom yet with Borssele 1&2. Just take the continued growth in the size of the turbines. A large part of the investment is due to the construction at sea. As turbines are getting bigger, these installation costs will fall, simply because you will need fewer turbines to generate the same amount of power compared with older farms that have smaller turbines."

O&M base Vlissingen

Located close to the Zeeland coast and at short distance from the port of Vlissingen, the project attracts a lot of attention from industry in Zeeland. Especially the experienced offshore cluster expects

BORSSELE 1&2 IS THE FIRST LARGE-SCALE OFFSHORE WIND PROJECT IN THE DUTCH PART OF THE NORTH SEA.

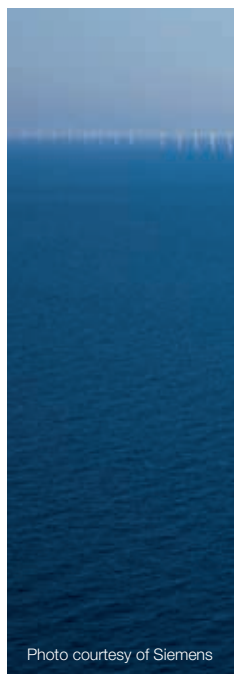
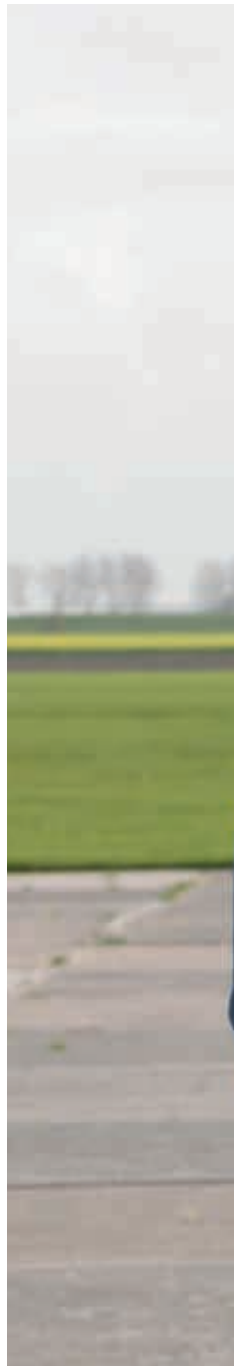


Photo courtesy of Siemens

MR VIS, LEFT AND MR BØLJE MØLLER, RIGHT, AT ZEELAND AIRPORT.



Photo courtesy of Scherp! Fotografie

FOR THE ANHOLT OWF, WHICH IS COMPARABLE TO THE SCOPE OF THE BORSSELE PROJECT, 3,000 MEN AND WOMEN WERE ENGAGED TO WORK OFFSHORE ON THE PROJECT.



to gain a lot of work from the Borssele offshore windfarms. Recently, Ørsted announced the signing of a Letter of Intent with Zeeland Seaports for the construction of an O&M base in the Buitenhaven in the port of Vlissingen. “Taking a lifespan of 25 years into account, it is evident that the location of an O&M base is crucial, as the windfarm will be serviced from this location for such a long period,” Mr Vis says. He continues: “For this reason, the Buitenhaven in Vlissingen is ideal, and the fact that a lot of companies and organisations in Zeeland are already involved in the offshore industry is very convenient. Mr Bøjle Møller adds: “It is good to see how enthusiastic Zeeland is about the Borssele wind project and we know from our own experience with other locations that working together with local suppliers can be very convenient and successful. And good collaboration within the local industry works out well both for the companies and for the success of the project.”

A Giant Operation

“To give an impression of the impact of the construction of a windfarm,” Mr Bøjle Møller continues, “for the Anholt OWF,

EXPERIENCE FROM EXISTING O&M BASES TELLS THAT THE VLISSINGEN O&M BASE WILL BE STAFFED WITH APPROXIMATELY 70 PERSONNEL WITH VARIOUS SKILLS. PICTURE SHOWING ØRSTED'S KINGS WHARF O&M BASE, BIRKENHEAD, UK.



AS TURBINES ARE GETTING BIGGER, INSTALLATION COSTS WILL FALL.

which is comparable to the scope of the Borssele project, 3,000 men and women were engaged to work offshore on the project. Around 100 vessels were used and for the complete project 1,000 man-years were necessary. So for a giant operation, which needs good coordination, a proper base close to the construction site is necessary." Once the windfarm is completed, the base will be operational for at least 25 years, resulting in a lot of other related activities as well. "Our experience from our existing O&M bases tells us that the Vlissingen O&M base will be staffed with approximately 70 personnel with various skills. We will need facilities for around two to three crew transfer vessels and probably also helicopter transfer, so an airport at close range is also necessary, such as Zeeland Airport," Mr Bøjle Møller adds.

Procurement principles

During construction of the windfarm, the majority of the necessary supplies, services and equipment will be the responsibility of Ørsted's main contractors. Once operational, it will be the other way round, with Ørsted taking care of most of the local O&M-related contracts directly. Mr Vis: "Of course, in the end, the project is our responsibility. It is not without reason that the Project Management Team will be made up of people from Ørsted, but for the construction of the windfarm we will be relying on the expertise and know-how of our main contractors. But whatever happens, everything needs to meet our procurement principles of Responsible Sourcing, Quality and Best Value." Mr Bøjle Møller adds to this: "In our Anholt project it was estimated that around EUR 60 million was spent more or less within the region. Everyone interested in becoming supplier for Borssele 1&2 should keep an eye on our website, orsted.nl, our newsletter and twitter, as we are going to use these media for making announcements about the project."

International crew

Construction of the O&M base will start as early as 2018, before the actual construction of the farm begins. "The O&M base will also operate as a service centre during the construction of the windfarm," Mr Bøjle Møller says. "The project will be coordinated from here. The base will also be used as a hub for the shipment of people and some of the material and equipment to the construction site. It is expected that the outcome of the tender for the main contractor of the O&M base will be announced mid-2018. Construction will start soon after that. Once completed, the base will house an international

“Borssele 1&2 will be an interesting project. The subsea area is very densely covered with many cables and pipelines running next to and over each other, so everything needs to be examined and worked out very carefully.

crew. Mr Bølje Møller: “As the offshore wind industry is an international business with suppliers from all over the world, I expect staff from the Netherlands, Denmark, UK, Germany, and from elsewhere to be working at our office. A diverse and interesting group of people to be working with.”

When looking at the planning for the offshore windfarm, a lot has already happened. An agreement has been made with TenneT TSO for the connection of the farm to the national power grid. Siemens Gamesa has been granted the supply of the turbines, and Fugro, as well as Gardline (now part of Boskalis), have been awarded contracts for site surveys in the Borssele windfarm zone. Ørsted expects to release more news next year. Mr Bølje Møller: “Procurement for the main contracts will take place in 2018. In 2020, actual construction will start and if everything goes according to plan, the offshore windfarm should produce its first electricity in summer 2020.” Mr Vis adds, “Borssele 1&2 will be an interesting project. The subsea area is very densely covered with many cables and pipelines running next to and over each other, so everything needs to be examined and worked out very carefully. On the other hand,” he concludes, “in contrast with other projects, no one has appealed against the permit for the project. That is rather extraordinary.”

1. WWW.ØRSTED.COM

HANS CHRISTIAN
ØRSTED DISCOVERED
ELECTROMAGNETISM
IN 1820.



Photo courtesy of Wikipedia.

From DONG to Ørsted

In November, DONG Energy changed its name to Ørsted. Mr Vis clarifies: “DONG originally stood for Danish Oil and Natural Gas. A decade ago, we initiated our transformation from black to green energy. Since that decision, we have reduced our coal consumption by 73%, and decided to fully phase out coal by 2023. Today, we have become a global leader in offshore wind with a market share of 25%. In 2017, we divested our upstream oil and gas business to become dedicated to renewables. Now, 83% of our revenues come from offshore wind energy and 17% are bio and thermal energy related. With this in mind, it is evident that the name DONG is no longer an accurate description of who we are, and who we want to be. Therefore, we decided to change our name to Ørsted, after Hans Christian Ørsted. This Danish professor discovered electromagnetism in 1820. His groundbreaking discovery helped pave the way for numerous technological advances, among them electric power production.”

SIEMENS GAMESA HAS BEEN GRANTED
THE SUPPLY OF THE 8.0MW TURBINES.
THE ROTORS WILL ALL HAVE A RECORD
SIZE OF 167M.

Image courtesy of Siemens.



THE BUITENHAVEN IS WELL-SUITED TO BECOME AN O&M HOTSPOT.

Vlissingen Buitenhaven: a new O&M hotspot

Expanding the Zeeland offshore cluster

The construction of the windfarms Borssele I and II and the corresponding arrival of Ørsted (formerly DONG Energy) has accelerated the redevelopment of Vlissingen's Buitenhaven. Part of the masterplan that Zeeland Seaports has envisioned for the region is for the Buitenhaven to become a hotspot for O&M-related activities. Peter Geertse, Commercial Manager at Zeeland Seaports, explains how restructuring the Buitenhaven fits into Zeeland Seaports' masterplan.

What triggered this development plan for the Buitenhaven?

Mr Geertse: "The incentive is obviously the construction of the Borssele windfarms. The great benefit for Zeeland is that these will be the first major Dutch windfarms at sea, so that gives Zeeland a head start in the market. A more specific event that set the wheels in motion was the signing of a 'letter of intent' by Ørsted: a cooperation agreement to concentrate and coordinate O&M and construction activities around the Vlissingen Buitenhaven. Ørsted's plan is to coordinate maintenance from a large warehouse and office building in the Buitenhaven during the lifespan of the wind park – approximately 25 years. During the construction phase, the building and development of the windfarm will be coordinated from the same location. This means Zeeland

Seaports is bringing in the undisputed market leader in the field of renewables. Ørsted has built, and continues to exploit, 22 windfarms. With Ørsted, we are trying to further develop the port of Vlissingen for this particular market. This will not only attract suppliers, but also a whole cluster of companies that are involved in offshore O&M.

Following on from this development, Zeeland Seaports aims to restructure the entire Buitenhaven. A few years ago, in cooperation with the Councils of the Municipality of Vlissingen and the Province of Zeeland, we started the subsidised FES-project ('Fonds Economische Structuurversterking), the objective of which is to modernise and update the Buitenhaven to better facilitate companies that deal with offshore wind activities. The company Dutch Offshore Contractors (DOC) is currently working on the former Olau terrain and there are several other locations available, such as the former Vlissingen - Breskens ferry dock and the adjacent terrain, owned by Rijkswaterstaat; all prime locations on the waterfront. The advent of the navy base in the Buitenhaven, too, will certainly add to its new dynamics. We don't expect large offshore wind-component handling or construction activities such as turbines or foundations in the Buitenhaven. Assembly and production are predominantly carried out in other parts of the port of Vlissingen, which is logical, as it requires a lot more space than O&M activities, as well as dedicated heavy-duty quays. Just as the logistics and construction activities over there are well-balanced, the goal for the Buitenhaven is also to find equilibrium between O&M facilities and other offshore business. The first signs are already visible: GOULD Windpark Services has shown an interest in opening a new facility there, while Boskalis Fugro already has a vessel researching the seabed for cable-laying purposes for Ørsted. Delta Coastal

Services has also established itself at the Zeeland Security Centre, with the offshore wind sector in mind."

Heliport availability

What makes the Buitenhaven so well-suited to become an O&M hotspot?

Mr Geertse: "Not only does the Buitenhaven have the shortest travelling time to the windfarms, it also has the added bonus of a train station in the vicinity, at walking distance from the CTVs and other workboats. The direct train connection to Rotterdam and Amsterdam allows for a smooth transition for the technicians who need to be flown in to access the ships. Another feature that sets the Vlissingen Buitenhaven apart is the vicinity of a heliport, at Zeeland Airport. Part of the fixed-wing permits and landing permits will be converted for rotor-wing aircraft. As everything in the offshore wind industry is growing bigger, including the investments, time is becoming an increasingly important factor, so adequate helicopter reach is essential. These days, some companies even demand the availability of a heliport. Both helicopters and ships will operate in the daytime, so noise pollution will be kept to a minimum."

Creating job opportunities

How will the development of the Buitenhaven affect the region?

Mr Geertse: "The development of the Buitenhaven to suit the needs of offshore O&M activities will create a lot of jobs for the region. The O&M projects themselves will provide around 100 permanent jobs directly, and that number can be multiplied by 2.5 when you look at the indirect job opportunities, from contractors, ship's maintenance crews, bunker station suppliers, electro technicians and outfitters to catering companies and hotel staff, especially during the construction period. Apart from the turbines, there will also be two TenneT

COMPANIES SUCH AS DELTA COASTAL SERVICES ESTABLISHED THEMSELVES IN THE BUITENHAVEN, WITH THE OFFSHORE WIND SECTOR IN MIND.



Photo courtesy of Scherpl Fotografie



LARGE OFFSHORE WIND-COMPONENT HANDLING OR CONSTRUCTION ACTIVITIES REQUIRE A LOT MORE SPACE THAN O&M ACTIVITIES, AS WELL AS DEDICATED HEAVY-DUTY QUAYS AND ARE PREDOMINANTLY CARRIED OUT IN OTHER PARTS OF THE PORT OF VLISSINGEN.

substations located out there, power plants with electrical installations, jackets and cables that will all require regular maintenance.

Directly after the establishment of Energy Port Zeeland, the HZ University of Applied Sciences contacted the Ministry of Economic Affairs to bring the Centre of Expertise Maritime Wind (Wind op Zee) to Zeeland. The Ministry of Economic Affairs has pledged several millions in grants to the Centre of Expertise. ROC Scalda is working on an offshore technology vocational course at 'MBO'-level, for which it has created the Centre of Innovative Craftsmanship. The educational pathways for teachers and future wind-turbine technicians are already being laid down.

Another result of the formation of Energy Port Zeeland is the collaboration of several companies that specialise in flexible employment, such as Havenwerk and Deinco, who have joined forces with the firefighters' Zeeland Security Centre, and are already on the hunt for future employees. They work with the HZ University of Applied Sciences and ROC Scalda and are even planning to set up a trial wind-turbine configuration at the Zeeland Security Centre, so they can do safety training and working-at-heights training for future personnel in-house."

Does the Binnenhaven play a part in this masterplan?

Mr Geertse: "The Binnenhaven is slightly less convenient than the Buitenhaven, as you have to go through the locks, which takes time. The role the Binnenhaven can play in all this is significantly smaller, but we do think businesses could also benefit from the possibility of expanding into a second harbour close by, especially because of the limitations in the space available in the Buitenhaven."

What will happen after the construction of the Borssele windfarms?

Mr Geertse: "After the construction of the Borssele windfarms, when the OK is given for construction of wind turbines along the coast of Zuid-Holland, everything that is set up and ready in the Vlissingen Buitenhaven could also be used for those turbines, instead of creating an entire new offshore wind O&M base at another location.

With the development of the Buitenhaven (and Binnenhaven) for O&M purposes, Zeeland Seaports is further broadening their offshore cluster. We focus on the added value, the employment opportunities and economic development. Once these activities are up and running, the companies involved can also look into the Belgian windfarms, which will be mirrored in the future Borssele farms. Since our ports did not formerly cater to specific O&M needs, those turbines are currently being serviced from Oostende. However, there is a very good chance that the current developments could result in a synergy with Belgian windparks. This industry is not limited by state borders."

MORE INFORMATION

North Sea Port – Offshore Wind

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Peterson to launch terminal at Zeeland Airport

The Zeeland port area has been acknowledged as an ideal location for offshore-related activities for decades. From the moment the Dutch Minister of Economic Affairs granted permits for the construction of the huge Borssele offshore windfarms, located just a stone's throw from the Zeeland port area it has gained a lot of interest.

Recently, Peterson announced the plan to establish a passenger terminal for helicopter flights at Zeeland Airport. The Borssele offshore windfarms will require transfers throughout construction and for maintenance purposes once the assets are active. Flying personnel to the sites will be the most efficient way to travel to the windfarms due to the short transfer time reducing costs and time associated with travel. Zeeland Airport is located a mere 3.5km from the port of Vlissingen and Peterson's new passenger terminal will be just a 15-minute flight from the Borssele Windfarms making this the perfect portal for swift crew and equipment transfers.

Jan Willem Cornelissen, Business Manager of Aviation at Peterson comments, "With our local office in the province of Zeeland, we are very excited to be working at Zeeland Airport, allowing us to better service the renewables industry. The airport is ideally located and, combined with our aviation expertise and



ARTIST IMPRESSION OF CHECK-IN FACILITIES.

PETERSON'S NEW TERMINAL AT ZEELAND AIRPORT WILL BE JUST A 15-MINUTE FLIGHT FROM BORSSELE WINDFARMS.



Photo courtesy of Sky Pictures



THE SERVICES OFFERED WILL BE BASED ON DEMAND FROM THE MARKET.

innovations, we are confident this site will become the most efficient gateway to the Borssele Windfarms.”

Peterson is a well-known international service provider for the offshore industry and their service covers much more than just crew transfers. Established in 1920 as a family-owned inspection company for grain which was traded and transported on the rivers and canals of the Netherlands, Peterson has since grown to become a global expert for risk management and logistic solutions. The company's scope of activities has expanded over the years, increasing their product and service range to span the global energy market. Since 1968, Peterson has provided integrated logistics services to many international

players in oil and gas exploration and production, delivering cost-effective and innovative supply-chain solutions.

The offshore wind industry also falls within Peterson's scope. Within their logistics model, Peterson searches for the total integration of the supply chain, from analysing data and enhanced planning and procurement through to full offshore support for O&M. Once the assets have reached the end of their technical lifetime, Peterson can provide a complete decommissioning service with their strategic decommissioning partner Veolia. Furthermore, in order to meet the demand for qualified personnel, Peterson has its own in-house recruitment agency and can provide inspection services through sister company Control Union Industrial Inspections, such as rope-access, non-destructive testing, offshore containers, heli-decks, refuelling units, cranes, fall protection and access equipment.

Today, Peterson is established in key regions across the globe. With its Energy Logistics department, the company is present, Europe and North America, Gulf of Mexico and the Caribbean. In Den Helder, the company has built up more than thirty years of experience as a supply base and provider of helicopter services. With this knowledge in mind, it is the company's goal to provide the same services from Zeeland.

Jan Schipper, Regional Director at Peterson, comments that the services offered from Zeeland will develop based on the demand from the market. He explains: “Depending on what the market is asking for, we will look at what kind of services we are going to offer, in addition to helicopter transfers. Our local office will play an important role in this.”

“ Peterson will start getting the terminal prepared for take-off of the first transfer-flights.



IN DEN HELDER, PETERSON HAS BUILT UP MORE THAN 30 YEARS OF EXPERIENCE.



Photo courtesy of Port of Den Helder

Martin Dekker, Commercial Manager at the Zeeland office, states: “Peterson has vast experience in servicing the renewables market for a substantial number of clients, so we understand the demands of the market. Our passenger terminal will ensure we can effectively manage personnel and flights to reduce travel time and costs for our clients. Furthermore, we can offer fully integrated logistics support over sea and land as well.”

The new terminal will be realised in the building of Sky Pictures. In the next months, Peterson will start getting the terminal prepared for the first transfer-flights take-off.

I. WWW.ENERGYLOGISTICS.ONEPETERSON.COM

OVET Shipping

The Zeeland port area is not new to Peterson. Since 1998, the company has been a partner in a joint venture with OVET Shipping through its subsidiary Bulk Maritime Agencies. Ovet Shipping is a shipping agent specialising in the field of dry bulk cargo, such as solid fuels, ores and fertilisers. In addition to that, they also have profound knowledge and experience in handling liquid cargo, as well as forwarding containers and project cargo. Ovet Shipping acts as the local office for Peterson in the Western Scheldt region with offices located in Terneuzen and Vlissingen.

I. WWW.OVETSHIPPING.NL


The best spot

DOC Spool Yard starts in Buitenhaven

With the growing offshore wind industry in mind, an increasing number of companies are settling down in the Buitenhaven in Vlissingen. Dutch Offshore Contractors (DOC) had already seen the potential of this location in 2013. The company recently took residence of their new offices and started up a spool yard. Mr Dave Hangoor, Managing Director of DOC, and Pieter Oosterhof, General Manager of DOC Logistics, talk with Zeeland PortNews about their plans.



Photo courtesy of Scherpl! Fotografie



THE CARROUSEL IS THE LARGEST OF ITS KIND WITH A DIAMETER OF 26M, A HEIGHT OF 10M, AND A STORAGE CAPACITY OF 7,000T.

“It is quite a hectic period for us,” Mr Hangoor begins. Just a brief glance out of the window of DOC’s new office explains why. Only a few weeks ago, where now a giant carousel is winding cables from Prysmian’s cable-laying vessel Cable Explorer, there was empty desert.

Semi-sub track record

DOC was established in 2012 when it started out as an agent for Cosco Heavy Transport, among others. Mr Hangoor: “Cosco Heavy Transport was one of our first customers. And now, we take care of everything for them for all operations outside China. Together, we have built up a good track-record of worldwide semi-sub operations.” This summer, the arrival of Cosco’s heavy lift vessel Xin Guang Hua, carrying the FPSO Western Isles to the Keppel repair yard in Rotterdam, caught a lot of international attention. And in November, DOC loaded and seafastened the drilling rig Diamond Ocean Onyx onto the same HLV in the Port of Fourchon in the US. Apart from the heavy-lift projects for Cosco, DOC is also currently taking care of mid-size projects for other companies, such as the recent transport of the JB119 for the company Jack-Up Barge.

Offshore wind opportunities

Mr Oosterhof: “From the beginning, we have been able to gain a good part of the semi-sub and transport market for the oil and gas industry, but we also see a lot of opportunities in the offshore wind sector that we do not want to miss. Being a heavy-lift specialist, it would be an easy step for us to enter into logistics operations for monopiles and jackets, but, to be honest, in the Netherlands and especially in Zeeland, this business is already taken care of very well by other companies. The storage and handling of cables, however, is still a relatively virgin part of the offshore wind market, requiring a lot of expertise in heavy lift and transport.” With this in mind, DOC has established the DOC Storage & Spool Yard Vlissingen. In the Buitenhaven, the company has a 20,000m² open storage facility, with RoRo capabilities, 9.5m LAT deep-water depth and 24/7 direct open water access.

An easy decision

Mr Hangoor: “Back in 2012, we started business in Zwijndrecht, which is very close to the Port of Rotterdam. Although this seems like an ideal location to do business from, for me the advantages of Zwijndrecht did not exceed the disadvantages.” Being a real Zeeuw

THE ARRIVAL OF COSCO'S HEAVY LIFT VESSEL XIN GUANG HUA, CARRYING THE FPSO WESTERN ISLES, CAUGHT A LOT OF INTERNATIONAL ATTENTION.



Photo courtesy of De Fotovlieger



Photo courtesy of Scherp! Fotografie

MR HANGOOR (LEFT) AND MR OOSTERHOF (RIGHT).

(a person from Zeeland) and living in Vlissingen, the daily challenge of dense traffic to and from Zwiindrecht made Mr Hangoor decide to move his business to Vlissingen. "We had already executed many semi-sub and heavy-lift projects in Vlissingen, so I was fully aware of its potential. When we had the chance to lease a plot of land suitable for the handling and storage of cables in the Buitenhaven, the decision to move to Vlissingen was an easy one."

Dedicated spool yard

"At our dedicated spool yard," Mr Oosterhof explains, "we are working in close cooperation with our partners Swan Hunter, who have a lot of experience in the handling and storage of

cables and umbilicals for the O&G industry. Swan Hunter is also well equipped for this type of work." Ever since the decision to start the new operation, things have gone very fast. Mr Hangoor: "The first project we were supposed to start with was the Belgian Norther offshore windfarm, but then we were asked to take care of the temporary storage of cables for German projects. Of course, we did not want to miss that chance, so we had to act very fast." Mr Oosterhof adds: "The carrousel we bought from Africa, the largest of its kind with a diameter of 26m, a height of 10m, and a storage capacity of 7,000t, had to be installed on the terminal within a week, asking a lot from us and our partners."

Additional capacity

The spool yard will be used for temporary and long-term storage of cables for prospective offshore windfarms. And as each windfarm asks for a specific type of cable, the yard will also store pieces of spare cable for future maintenance and repair. Apart from storage, facilities are also available for the onshore repair of cables and the mobilisation and demobilisation of (cable-laying) vessels. For the latter purpose, DOC has 300m of mooring capacity at a water depth of 10.5m LAT. With the new yard, developments have not come to an end for DOC. Mr Oosterhof: "The current yard is only the first phase of this project. Over here, we have space for a total of three carrousel. A new, smaller carrousel is already under construction and planned to be installed in February, and a third one will arrive in April. As we see many opportunities for growth in this business, we are now investigating the possibility of expanding our facilities in Vlissingen. With this additional capacity, we will be able to extend our services to as many as contractors as possible."

DOC HAVE ALREADY EXECUTED MANY SEMI-SUB AND HEAVY-LIFT PROJECTS IN VLISSINGEN.



Space and flexibility

Many contractors are already looking at the services DOC can offer with a lot of interest. "We are capable of offering services that the bigger terminals in Vlissingen cannot offer at the same level," Mr Oosterhof states. "Our customers want a terminal with plenty of space, but they also ask for a lot of flexibility. As we are a small organisation, we can act fast in a practical way, always keeping quality and safety in mind as one of our first priorities, of course."

Mr Hangoor adds: "The Buitenhaven is the ideal spot for these kinds of activities. All cables require transport over sea, not only to the offshore wind locations, but also from the cable factories. For the residents living close to the site, our activities are ideal because it is relatively clean work that generates hardly any noise. So it is perfect for everyone."

Very enthusiastic

He continues: "With our plans, we can add a lot of extra value to the Zeeland economy. Each vessel we take care of in Vlissingen is a business-creator for the retail sector. Apart from this, we believe in working together; making use of each other's capabilities. To give an example, many local companies

and organisations were involved in the installation of the current carousel. Of course, sometimes we need specialised companies that may not be available in Zeeland, but whenever possible, we prefer to work with regional partners. And it is nice to see that everyone involved is very enthusiastic about this project and willing to put in the extra effort when necessary."

Worthwhile effort

In January, DOC moved into their new offices in the Buitenhaven. Mr Hangoor had already bought the building in 2013. "When I found out that the building was for sale, I realised how unique the location was where it is situated," Mr Hangoor says. It took the company a few years to get the paperwork done and to start converting the building into suitable office premises. DOC is now working closely with Zeeland Seaports on developing the terrain next to the office. "The effort was well worthwhile, as we now have an office which is very nice to work in, offering one of the most beautiful views over Vlissingen and the Western Scheldt River," Mr Hangoor smiles.

I. WWW.DUTCHCONTRACTORS.COM



THE CARROUSEL HAD TO BE INSTALLED ON THE TERMINAL WITHIN A WEEK.



Attacks, crime and cyber security

How safe are our ports?

The threat of terrorism is currently a real danger in the Netherlands. Although the maritime sector has been spared so far, security at the Dutch ports has to take full account of this risk. The current threat level for terrorism stands at four, the second-highest level.

On Thursday, 16 November, at the port security meeting in Nieuwdorp, Hein Versluis, Zeeland Seaports' Port Security Advisor, emphasised that the threat to the nautical sector is very real. Mr Versluis specifically referred to local port security preparations in the event of an attack: "You can arm yourself against well-coordinated attacks which are backed by cash flow. Cash flow leaves behind a footprint that can be investigated. It is far harder to prepare for terrorists that have been coached and inspired – usually from a distance. I wonder how good our response will be if we are immediately confronted with an attack." The current terrorism response approach is organised nationally, but because attacks occur locally, it is of the utmost importance to focus on local coordination.

PORTEX 2018

Mr Versluis called on the participating Port Facility Security Officers (PFSOs) to take part in the PORTEX 2018 organised in Antwerp, Belgium. This major terrorist exercise is being held in May 2018 and Mr Versluis wants to practice with the PFSOs in Zeeland at the same time. The Antwerp exercise is being carried out in collaboration with the Dutch Government.

Security measurements

- Drone ban: a ban on drones is now in effect for the entire Zeeland port area.
- Risk assessment: a new risk assessment toolkit is available from the Amsterdam Port Authority.
- ANPR Cameras: automatic number-plate recognition (ANPR) cameras are used to scan license plates and compare them with data in the police computers. In cooperation with the police, port security is working on placing more ANPR cameras in port areas to increase clarity about the movement of criminals. Six of these cameras have already been installed around Vlissingen, and more are being placed in and around the port.

MMA notification

In addition, the police have called on the PFSO's and the general public to report suspected crime. If you suspect criminal activity you can call 112, but it is also possible to report anonymously via an MMA report, by telephone or via the website (www.meldmisdaadanoniem.nl). Nearly all reports that have come through this system have led to a conviction, according to the police.

Cyber security

"Cyber security is of the greatest importance," declared Rick van Sluijs, IT Manager at Zeeland Seaports, during his presentation at the meeting. He estimated that in 2021 50%



Photo courtesy of Scherp! Fotografie

MR VERSLUIS, PORT SECURITY ADVISOR AT ZEELAND SEAPORTS.

of crimes will be cyber crimes. Mr van Sluijs: "What can be hacked, you ask? Everything! There are now more sensors on earth than people. The weakest link is the naivety of mankind when it comes to cyber crime." The IT Manager stressed that the company that is hacked is not necessarily the hacker's true target. The digital dependence of partners should also be taken into account. Mr van Sluijs: "Consider what could be hacked in your company. A gate that automatically opens and closes, for example." He explained that he is aware of the tension that exists between limiting security risks and keeping a company 'workable'. It is essential, he said, to discuss the extent of people's dependency on digital facilities internally. According to Mr van Sluijs, "Most importantly, businesses need to remain alert and ensure that company and staff facilities are adjusted with a view to cyber security."

New alert app launched

During the port security meeting, Jan Lonink, the Mayor of Terneuzen, launched the 'Alert4Omgevingen' app. Alert4Omgevingen is an alerting system that ensures that the companies in the port areas of Vlissingen/Borsele and Terneuzen can provide information to other businesses in the area quickly and directly in the event of an incident. By pressing a computer button, Mr Lonink sent out the app's first alert. Participating Port Facility Security Officers (PFSOs) instantly received a warning. The message, created especially for the exercise, was generated by Hein Versluis, Port Security Advisor at Zeeland Seaports. Mr Versluis: "The first fifteen minutes after an incident are extremely important. By using this app, everyone in the incident area can be alerted immediately. It is now up to the port companies to maintain their own data."

The alert goes out after an in-house emergency response officer has reported an incident in Alert4Omgevingen. Based on the risk scenarios of the relevant company and applicable weather information, the system sends an alert via e-mail and SMS to the affiliated companies with advice as to the best course of

THE ALERT4ALL APP CAN BE DOWNLOADED FOR FREE IN THE APPSTORE.



action. The app ensures increased self-reliance through the provision of targeted information. Mr Lonink adds, "We have come a long way and Hein Versluis has been the driving force within Zeeland Seaports. This form of alerting provides objective, well-founded information." Companies that do not work with hazardous substances but are located in one of the port areas can also register with Alert4Omgevingen. Veiligheidsregio Zeeland and Zeeland Seaports have worked closely together to develop this alert system and app. The Alert4All app can be downloaded for free in the Appstore (or Playstore.)

H4A – Unique diversity

This year was an exciting year for H4A, as the company moved into a new office and workplace in Sas van Gent. With this beautiful building, H4A really displays its skills as it was constructed by the company itself. Zeeland PortNews speaks with Eric de Ruijsscher, CEO of this 100% Zeeland enterprise.

Mr de Ruijsscher: “Moving to our new facilities marks the final, physical stage of the merger of eight companies. The origin of H4A goes back to 1968, when eight family-owned infrastructure companies in Zeeuws-Vlaanderen decided to join forces and create the company Zeeuws-Vlaamse Asphalt en Aannemingsmaatschappij (ZA&A – Zeeuws-Vlaamse Asphalt and Contracting Company). In 1975 the shareholders of ZA&A also became shareholders of AZV (Aannemingsbedrijf Zeeuws Vlaanderen). In 1977, the company H4A was founded as the holding company of all activities within ZA&A and ZVA.

A brand-new building

Ever since its founding in 1968, the various companies within the holding have kept their location. “We currently have a staff of 275. As we continued to grow, the various locations became too small, and for those at the office, working at different locations presented complications every now and then. Therefore it was decided in 2008 to build a new office,” Mr de Ruijsscher says.

The economic crisis meant we had to put the plans on hold, but with the economy recovering, they were re-activated in 2015, resulting in a brand-new, modern building that today houses most of H4A’s office-related activities.

“It was decided to keep two office locations. Our office in Goes is for our construction and wind energy department, and our new head office in Sas van Gent for the remaining activities”, Mr Ruijsscher explains. “Recently we organised an official opening with an Open Day attended by more than 2,000 people. This happening will be remembered by us as a successful conclusion of an exciting period.”



WITH THE NEW HEAD OFFICE, H4A REALLY DISPLAYS ITS SKILLS AS IT WAS CONSTRUCTED BY THE COMPANY ITSELF.





MR DE RUIJSSCHER, CEO AT H4A IN FRONT OF THE NEW HEAD OFFICE.

Full service solutions

H4A offers a broad range of full-service solutions. The several disciplines of H4A are included in the following subsidiary companies:

- H4A Bouw (commercial and industrial construction)
- H4A Groen (landscaping)
- H4A Industrie Service (industrial construction and maintenance services)
- H4A Infratechniek (road construction and maintenance, pipe and cable laying, road signs)
- H4A Windenergie (construction of windmill foundations and other infrastructural works)
- de Zeeuws Vlaamse Asphalt Centrale (asphalt factory)

The name H4A stands for Holding de Vier Ambachten. Literally this could be translated into Holding the Four Crafts. But in fact it refers to a different meaning of the Dutch word 'ambacht'. In the past, in some Dutch provinces, an ambacht was used to indicate a judicial district, and the company used to work in four neighbouring districts in the south of Zeeland.

Photo courtesy of Scherp! Fotografie

THE GOOD RESULTS WITH
THE BIO ASPHALT ARE
ALREADY PAYING OFF.



Within the many activities of H4A, sustainability is growing in importance.

Relatively unknown

Although H4A Holding was founded in 1977, it took until 2003 before all the companies in the holding started to make use of the name H4A. Mr Ruijsscher: "Our organisation was built up from a number of smaller family-owned companies and the presence of all these companies resulted in increased and more diverse activities. This started to become complicated and costly. Also, we were of the opinion that the realisation of our growth plans would be optimised if we operated under one brand name. On the other hand, we were hesitating, because each of our companies had a good reputation in its particular sector and we were afraid that changing their names into the relatively unknown H4A brand would scare customers off. But in the end, this didn't happen. On the contrary, we have seen positive growth figures ever since."

With the opening of the new building, the logo and house style of H4A has also changed. Mr de Ruijsscher: "The new logo is a nice acknowledgement of the fact that we are one company today. Next year, our organisation will have existed for 50 years and although we do not have plans to celebrate this, it shows that the steps we have made throughout the years were the right ones. Of course, when talking with people from the various departments, you can sometimes feel the difference in culture, but it can be expected that, within the next ten to twenty years, the different cultures will melt into one true H4A culture."

CONSTRUCTION OF A WINDMILL
FOUNDATION.



Flexibility and short lines of communication

Many contractors have suffered a lot from the recent economic crisis. H4A, seems to have survived quite well. Mr de Ruijsscher: "Yes, in the last decade we have enjoyed positive results. This might look awkward, as in Zeeland, since 2008, only 80 of the 125 contractors have been able to defy the crisis. Luckily, we are one of them. I am sure that our diversity has helped us a lot. To give you an example, when the process industry started to suffer from the crisis, they put a hold on many projects we were involved in. But at the same time, the Dutch Government launched a substantial number of projects in order to keep business going, and that worked out positively for us. Other important reasons why we stay strong are our flexibility and short lines of communication. Of course our organisation has grown in size throughout the years, but despite this, we basically still consist of relatively small departments working closely together with short lines of communication. This way we stay flexible and can respond quickly to changing circumstances and customers' demands." Working for the industry as well as for the Government gives H4A a good view of the differences between the two. "In both markets, we often have to deal with tender procedures. You can see that in the commercial market, things are changing more rapidly than in the governmental tenders where price is still leading. But as a whole, you can see that other aspects are growing in importance in both markets," Mr de Ruijscher explains.

Bio asphalt

Within the many activities of H4A, sustainability is growing in importance. A good example of this is the bio asphalt produced by H4A and used for road construction. This bio asphalt is developed by H4A, together with Wageningen University and

AKC (the Asphalt Knowledge Centre). In this type of asphalt, the tarmac is replaced by lignin. Lignin is a residue in the production of paper cellulose. Today, most of this lignin is used to produce biomass energy because there is no other use for it. Using it as an alternative for tarmac makes the asphalt more environmentally friendly. H4A notched up a first in Europe with their use of this green asphalt. The first piece of asphalt was laid in front of their asphalt factory two years ago. "This location is ideal for testing the bio asphalt, as each day a large number of heavy trucks drive over this area when turning onto and leaving our factory premises," Mr de Ruijsscher explains. "Despite the heavy load, the asphalt is doing very well so far, showing no damage after two years of testing." Meanwhile, a piece of road in the port of Vlissingen has also been replaced with the new innovative material. Mr de Ruijsscher: "The good results with the green asphalt are already paying off, as there is a lot of national and international interest for the new product."

A good chance of work

Apart from the green asphalt, solar and wind energy are also showing a lot of sustainable opportunities for H4A. Mr de Ruijsscher says, "In the upcoming years, a great many solar and wind parks are going to be constructed and this means that a substantial number of new cables will have to be installed, leading to a good chance of work for us."

Mr de Ruijsscher is also positive about the merger between the port of Ghent and Zeeland Seaports. "With this cross-boarder merger, the region will become much stronger. And many companies in and around the port should profit from this. I am sure it will turn out very well for us," he ends.

I. WWW.H4A.NL



OVERVIEW OF H4A'S NEW HEAD OFFICE AT SAS VAN GENT.



PIPE AND CABLE LAYING IS ONE OF THE MANY ACTIVITIES OF H4A.



FOR ROAD CONSTRUCTION AND MAINTENANCE, H4A OPERATES ITS OWN ASPHALT FACTORY.



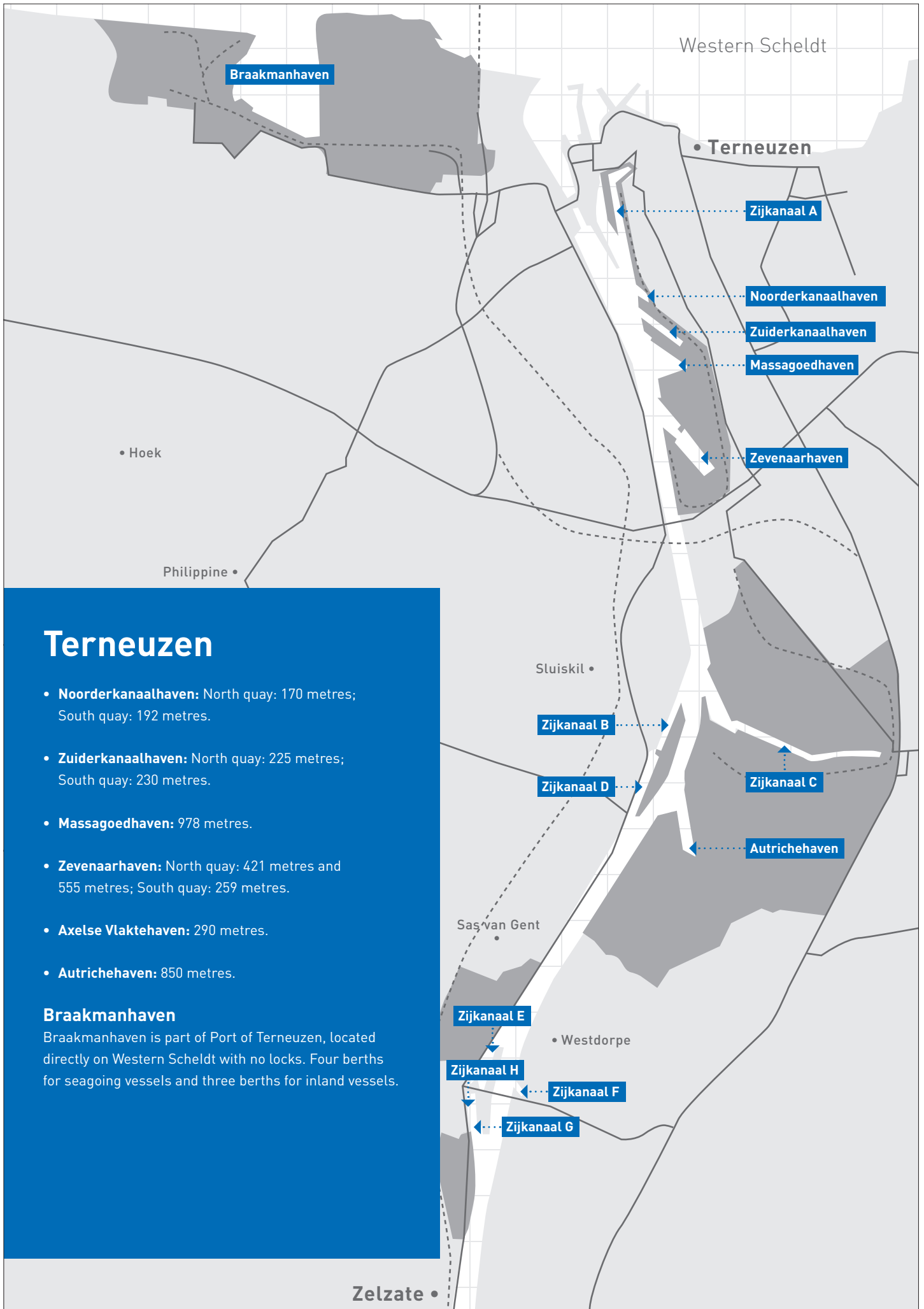
WIND ENERGY IS ALSO SHOWING A LOT OF OPPORTUNITIES FOR H4A.



Vlissingen

- **Sloehaven:** Suitable for all kinds of transshipment including LPG and chemical bulk 920 metres of quay.
- **Bijleveldhaven:** 1,980 metres of quay. North bank is 300 metres long.
- **Westhofhaven:** 475 metres of quay. Can accommodate largest reefer vessels. East side jetty for discharging peat and general cargo quay.
- **Kaloothaven:** 1,130 metres of quay. Two jetties on south bank, one for inland barges.
- **Scaldiahaven:** Over 1,700 metres of quay. South side used 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. 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.
- **Zeeland Refinery Pier:** Located on Westernscheldt River. Accommodates tankers up to 100,000 dwt with maximum LOA of 280 metres.
- **Buitenhaven:** Located outside lock system with direct access to sea, 300 metres of quay. Northern basin has area for coasters and lighters. Vesta also operates an oil jetty for tankers.

Zeeland Refinery Pier



Terneuzen

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

Braakmanhaven

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

The Zeelandtoren – A proud landmark in Vlissingen

Typifying the character of Vlissingen, embracing the history and current context of a shipyard, the architecture of the planned Zeelandtoren (Zeeland tower) is tough, robust and industrial. Its outward appearance is based on the colour and materials of buildings in the immediate area, anchoring the tower in the maritime framework of the so-called Scheldekwartier district.

The tower has a unique character with a different form from every angle. The shape first changes from a diabolo into a vase, then into a bottle and back to a diabolo again via the shape of a jug. This dynamic form is caused by a machine precession, 6-degree distortion of the floor segments. The homogeneity of the main form is subtly built up of three parts, with the plinth and middle section culminating in a tower.

The plinth is formed by the lower four layers, in which the lobby, commercial space, storerooms and a restaurant are situated. At a height of 10m, the plinth is emphasised by a large canopy with a spectacular terrace for the restaurant. The shape of the canopy is derived from the bow of a flatboat. The awning is constructed from wooden parts, reflecting the former typical street scenes of Vlissingen when the bow of a boat in dry dock was part of the daily tapestry.

A magnificent view

The centre portion comprises 27 layers of beautiful apartments with high-rise glass facades, varying in size and price, and all with a magnificent view over Walcheren, the North Sea and the Western Scheldt river, to Antwerp, Breskens, Cadzand and the Belgian coast. Closer by, there is a fine view over the historic city centre, the Amels shipyard with its luxury yachts and the waterfront of Het Dok with its marina, locks and the Walcheren Canal. From the tower, via the new promenades in the Scheldekwartier and the shopping centre, it is less than a 10-minute walk to the beach and the only Dutch south-facing boulevard, where the huge seagoing vessels and pilot boats glide by at a stone's throw. The layers forming the apartments spiral gently upwards, with a staggered pattern of solar panels and conservatories accentuating the shape and height of the tower.

Rising into the clouds

The top of the tower is a unique highpoint, with a sky-bar roof terrace, wellness facilities and a swimming pool, allowing the high, fully transparent leisure layer 360° views; the glass perimeter of the terrace reaches up into the air, giving the tower the impression of rising into the clouds.

In short, it's a new landmark for the Scheldekwartier in Vlissingen... a tower with (inter) national allure.

I. WWW.ZEELANDTOREN.NL



The Zeeland Port Promotion Council is pleased to welcome new participants. Founded in 1993, the Zeeland Port Promotion Council represents the majority of companies located in the ports of Vlissingen and Terneuzen. Together they offer a complete range of the best possible port facilities and all the logistics solutions you need. See pages 46 - 48 for a complete list of participants.

→ AQUADRANT B.V.



AQUADRANT'S HEAD OFFICE.

Photo courtesy of Aquadrant

Aquadrant is an independently operating management and organisation consultancy firm with a hands-on approach. Their permanent and freelance consultants are skilled and motivated. Aquadrant handles the targeted optimisation of business processes with passion, commitment and pleasure. A good management system allows intended objectives to be realised and identifies possible risks. Aquadrant's management systems make company processes comprehensible. It also delivers management

and operational information, which can be used to control and improve the system. Apart from consultancy services, Aquadrant also provides internal audits, supervises external audits and develops and implements management systems. Aquadrant's affinity with the maritime industry ensures a broad client base. Corporate social responsibility and sustainability play a prominent role.

I. WWW.AQUADRANT.COM

→ LEGRANT FREIGHT MANAGEMENT B.V.



The history of Legrant dates back to 1997, when a group of experts was set a challenge to develop a new logistics chain aimed at transporting the increasing volumes of industrial loads between the EU states and Eastern Europe as well as Central Asia. The main goal was to work out and offer industrial load suppliers various options for fast, safe and controlled load delivery along the most advantageous and low-cost routes. Since

then, they have developed a wide range of services and extended their geographic reach. Today, Legrant provides its customers with transportation services of a very high quality, which saves considerable amounts of money and time when delivering loads to the consumer.

I. WWW.LEGRANT.EU

→ VERBRUGGE INTERNATIONAL B.V.



VERBRUGGE'S ZEELAND TERMINAL IN THE QUARLESHAVEN IN VLISSINGEN.

Photo courtesy of Verbrugge International

Verbrugge International is a leading specialised logistics provider in the strategic heart of Northwest Europe, right on the North Sea coast. Founded in 1958, they specialise in distribution, stevedoring and warehousing. From their locations in Terneuzen, Vlissingen and Zeebrugge, Verbrugge meets every logistic requirement. Aside from stevedoring and warehousing solutions, they offer a full range of 'in-house' services such as short and deep-sea chartering, port and cargo agency services and customer clearance. The highly skilled and committed personnel at

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