

ZEELAND PortNews

Covering Zeeland's North Sea Ports
of Vlissingen and Terneuzen

Just a Giant Sugar Cup

10 | Ovet Embraces the Future

BreakBulk Europe 2017
in Antwerp

Insert | Zeeland Offshore Champion

Energy Port Zeeland

14 | Creating Synergies and Diversifying Modalities

Transport Logistics Exposition
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ON THE COVER

At the Autrichehaven in the port of
Terneuzen a giant silo is under construction.
PortNews talks with Mr Van den Broeck,
CEO at Zeeland Sugar Terminal and
Vlaeynatie, about the new sugar terminal
that will be operational in Q3-2017, right
before the start of the European sugar
season. Read more on page 18.

PHOTO COURTESY OF MICHEL AERTS.

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.

18-20 APRIL 2017	TransRussia Moscow	24-26 APRIL 2017	Breakbulk Europe Antwerp	9-12 MAY 2017	Transport Logistic Munich
				 the leading exhibition	
30-1 MAY-JUNE 2017	Provada Amsterdam	2 JUNE 2017	Zeeland Seaports International Golf Tournament Goes	6-8 JUNE 2017	Offshore Wind Energy London
					
6-8 JUNE 2017	Maintenance World Expo Amsterdam	27-29 JUNE 2017	TOC Europe Amsterdam	5-8 SEPTEMBER 2017	SPE Offshore Europe Aberdeen
					
25-27 SEPTEMBER 2017	PPI Transport Symposium Savannah USA	10-11 OCTOBER 2017	Offshore Energy 17 Amsterdam		
					
7-10 NOVEMBER 2017	Europort Rotterdam	28-30 NOVEMBER 2017	WindEurope Conference & Exhibition Amsterdam		
					

“ A Port in Transition

Welcome

Today we live in a world in transition. Although we will still depend on fossil fuels for decades to come, it is clear that the share of wind, solar and hydro power will grow. This transition is undoubtedly influencing the operations in our port.

A decade ago several companies saw the potential of our port for the offshore wind industry and started facilitating the realisation of ample European offshore windfarms. Our region has transformed into a true hotspot for the offshore industry with an impressive track record.

But there is more going on. The change from fossil to renewables also affects the companies involved in the handling of bulk goods. As demand for oil, gas and coal is decreasing, they are looking for new challenges. Company Ovet, for example, is expanding activities into other markets. For this reason, the company is a first time participator of the Zeeland Seaports pavilion at Breakbulk Europe.

Talking about Breakbulk Europe, this event has also made a transition. Following the market, it has slowly changed its focus from traditional breakbulk to heavy lift and when visiting the Zeeland Seaports booth you will notice this also affects the type of companies that join us in Antwerp.

Zeeland Seaports will take part in the Transport Logistic exhibition in Munich next May. The use of drones and (unmanned) e-trucks, the digitisation within the industry and the reduction of CO₂ are going to change the way we operate in logistics. The exhibition will focus on this transition in transport, although I am sure that many things at the Munich event, as well as in the world of transport, will remain unchanged.



One final example of transition that I would like to mention is this year's repeal of the European sugar quota system that is leading to new market opportunities. This resulted in the construction of a new sugar terminal for Vlaeynatie in Terneuzen, which will be operational by the end of this year, leading to new volumes of white bulk to and from our ports.

Read all about this, and much more in this issue of Zeeland PortNews.

A handwritten signature in black ink, which appears to read 'H. de Haas'. The signature is stylized and fluid.

Henk de Haas
Chairman, Zeeland Port Promotion Council

Emergency Dock Opens



Photo courtesy of Scherpl Fotografie

THE MAYOR OF BORSSELE, E.J. (JAAP) GELOK, PRESSES ON THE RED BUTTON IN ORDER TO OFFICIALLY OPEN THE EMERGENCY DOCK. THIS EMERGENCY DOCK WAS BUILT TO ENSURE BETTER SERVICE AT SEA IN CASE OF EMERGENCIES. THE EMERGENCY SERVICES CAN NOW EASILY REACH THE PORT. THE DOCK IS ACCESSIBLE BY SEA AND BY ROAD AT ANY TIME AND CAN ACCOMMODATE THE TRANSPORT OF VICTIMS ON STRETCHERS. THERE IS ALSO SUFFICIENT SPACE FOR (EMERGENCY) VEHICLES.



Photo courtesy of Scherpl Fotografie



Photo courtesy of Scherpl Fotografie

CMA CGM Starts New Service Rotterdam-Vlissingen

French shipping company CMA CGM has started a weekly barge connection between the Rotterdam/Kramer City depot and the Port of Vlissingen. In 2016, the company set up a container service from Vlissingen to West Africa. This EURAF1 service, operated by six vessels with approximately 3,500 TEU capacity, provides a direct connection with West Africa via the logistical hubs of Tanger Med and Algeciras. Currently, the main cargoes are containers with consumables, e.g. potatoes, onions. The new service between Rotterdam and Vlissingen supports a growing need for the transportation of additional types of cargo. It is a welcome addition to CMA CGM's container service from the Port of Vlissingen and is in line with the plans of Zeeland Seaports to increase transshipment of containers.



Lean & Green Star Award for Kloosterboer

Logistics service provider Kloosterboer accepted the Lean & Green Star award recently. Kloosterboer was given this award because they achieved a CO₂ reduction of 35% in five years.

Connekt, the organisers of the Lean & Green program, presents the award to companies that have reduced their CO₂ emission by 20% in 5 years time. In the case of Kloosterboer, energy saving measures such as using the right cooling installations and battery chargers and installing a wind turbine to meet their own energy needs, resulted in a 35% reduction. 5 years ago Kloosterboer also received the award.



Photo courtesy of Paul Ridderhof

FROM LEFT TO RIGHT: NICO ANTEN (MANAGING DIRECTOR CONNEKT), HANS KROES (CEO KLOOSTERBOER), PIETER-JAN DE LANGE (PROJECT CONTRIBUTOR), ANITA VAN DEN ENDE (CLIMATE, AIR AND NOISE DIRECTOR AT THE MINISTRY OF INFRASTRUCTURE AND ENVIRONMENT) PHILIPPE WITSIERS (DIRECTOR PROJECT DEVELOPMENT)

Danser Group Starts New Container Service



The Danser Group, with its Head Offices in Sliedrecht, has started a new container transport service between the Ports of Rotterdam, Zeeland Seaports (Middelburg and Terneuzen) and Ghent.

This new service, created in response to the growing need for a frequent connection between these harbours, marks an expansion in the current service provision and a strengthening of transport links between the seaports and the hinterland network.

The service will initially operate on a weekly basis, with the frequency expected to increase in the near future. It is anticipated that the service will reach 15,000 TEU within two years.

Danser Group's new initiative makes optimal use of the strong connections between the participating ports and stimulates the shift of cargoes from road transport to inland-waterway routes (modal shift)

New On-Line Tool for Negotiating Terneuzen Locks

From July onwards, all inland barges will need to plan their journeys through the lock complex in Terneuzen. Until now, only seagoing vessels and tugboats have been required to schedule a passage in advance. The new system follows an agreement between the relevant parties in the Harbour of Ghent and Zeeland Seaports.

Barge captains can finalise their plans using the Gent-Terneuzen Information tool (www.gtitool.be).

Preparation is currently under way for construction of the new lock complex, located at the entrance of the Terneuzen-Ghent canal that connects Terneuzen with the inland port of Ghent, Belgium. Building work will start in September, with completion scheduled for 2022.



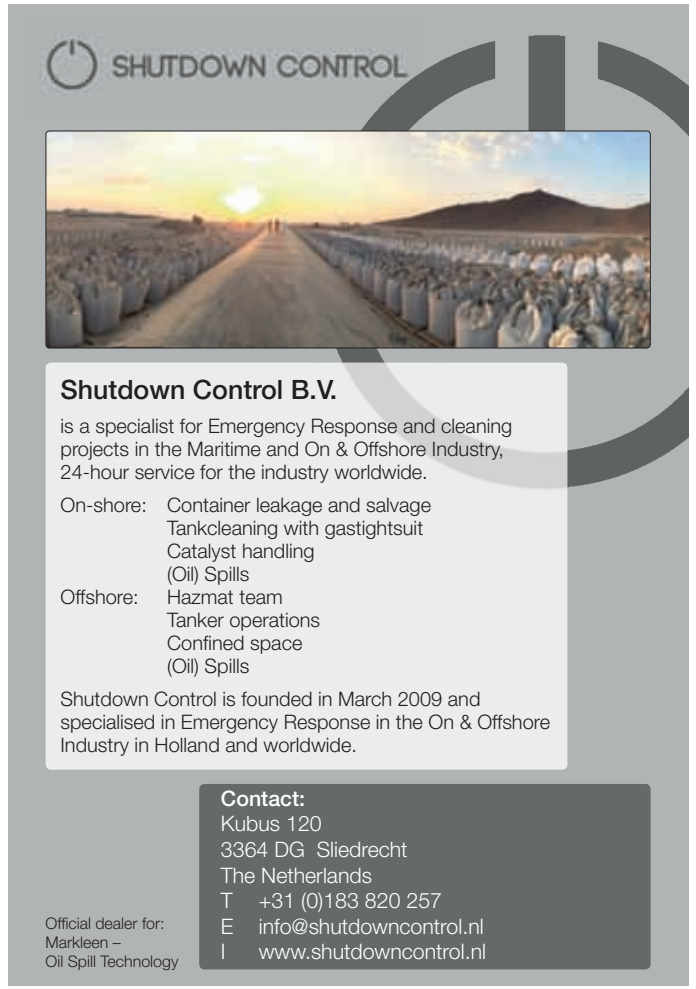


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Readership

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.

Shipyards Reimerswaal Awarded Tideway Order

The move to their new location in the Port of Vlissingen, planned for April this year, is already paying off for Shipyards Reimerswaal. The Shipyard, which is currently based in Hansweert, has been awarded an important order by Tideway for the design and construction of a cable-laying installation.

Tideway, a Dutch offshore company that forms part of the Belgian Deme Group, is constructing a multipurpose vessel (named Living Stone) at a Spanish shipyard. Reimerswaal Shipyard will be responsible for engineering and manufacturing the sophisticated cable-installation spread for this vessel. The company's new base in the Vlissingen Quarles Haven provides the Yard with water sufficiently deep to take on this project.



DOC Makes Move to Vlissingen



Dutch Offshore Contractors (DOC) has moved its headquarters from Zwijndrecht to the Vlissingen Buitenhaven, where it is now located in the old customs office on the Westerhavenweg. DOC, which was set up five years ago and now employs approximately

ten people, serves the heavy-transport needs of clients in the global maritime offshore industry. The company has the know-how and expertise to transport vessels, platforms, wind turbines and other heavy material. In addition, DOC can take care of all facets of a project from A to Z.

Like many of his clients, Terneuzen-born Director Dave Hangoor considers Vlissingen an ideal base and is delighted to be able to coordinate activities from the new location. He is certain that other companies in the Port will benefit from the arrival of DOC in Vlissingen. "Harbour accessibility is good, there is sufficient quay space and there are good rail and motorway connections to the hinterland. Furthermore, the local folk are service-minded and hard working. I have already attracted a number of heavy load vessels and I am sure more will follow."

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www.zeelandrefinery.nl


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MARJOLEIN WARBURG,
CHIEF COMMERCIAL OFFICER
AT ZEELAND SEAPORTS

Photo courtesy of Scherp! Fotografie

Honeycombed Port

Its Power Lies in its Connection

Roots

Mrs Warburg: “After working for 13 years in the Rotterdam port logistics sector, I consciously chose to go back to my roots. This position at Zeeland Seaports is a dream job and I am extremely excited to be working here. There are so many great opportunities for this port complex – the upcoming fusion with the port of Ghent for example – and I am aiming to put my broad network to good use.”

Diversity

A main theme throughout my working life has been immersion in the commercial and corporate sector. What I love about working in the port area is the diversity of the businesses that are active in and around the port. You see a great range of big and small businesses in diverse segments. This sector is optimistic and pragmatic. The people are agile and think in solutions and prospects.”

Global Players

What I appreciate about the logistics sector is that you are not only aware of, but also a player in, the global economy. Logistical service

providers are pioneers who go on a worldwide search to find opportunities and clientele. They have courage, but most importantly they have fun. They enjoy what they do. I find that really important.”

Synergy

Today, the sector is facing big challenges with regard to themes such as energy and digitalisation. Together with the business sector, I would like to explore how Zeeland Seaports can make a contribution to creating a stronger and larger structure. In the Zeeland Seaports master plan ‘Winning Combinations’, some clear choices were made that I embrace. My intention is to develop and expand on these choices. Think of the port as a honeycomb – its power lies in its connection. The fusion with Ghent also plays a big role in this context. In my former position, I noticed that when businesses work together they form beautiful alliances that benefit entrepreneurs as well. I’d like to support that synergy in Zeeland.”

1. WWW.ZEELANDSEAPORTS.COM

Name: Marjolein Warburg
Position: Chief Commercial Officer at Zeeland Seaports
Place of birth: Zierikzee
Education: MA Art History
Children: Daughter (17)
Resides in: Rotterdam



Keeping Up with the Times

Ovet Embraces the Future





TRANSSHIPMENT OF BIGBAG.

Ovet dry bulk terminal has been in business since 1957 and is celebrating its 60-year anniversary this year. With the market shares in the coal industry at an all-time low due to the legislation surrounding CO₂ emissions reduction, the company is having to make changes in order to keep business healthy and thriving. At the helm in these times of tumult is the innovative and experienced ‘coal man’, Vincent Courtois.

Ovet specialises in storing, transshipping and processing dry bulk goods. Their four floating cranes ensure a total discharging capacity of as much as 80,000 tons but the tides are turning. Vincent Courtois explains: “Recently there have been quite some closures with regard to steel production sites. Wallonia, Belgium has had its fair share and further along in the Lorraine region of France, a major steel production company has had to shut down as well. No coals are used at all anymore in Belgium for the production of electricity and in the Netherlands we are also seeing a big reduction. The coal plant at Borssele has closed due to the environmental agreement and aluminum company Zalco in Vlissingen has gone bankrupt as well.”

Threats

Ovet sees about 8 to 9 million tons of incoming and outgoing activity per year. Mr Courtois: “That is still quite a lot of business but we have to work hard for it. The coal industry is under pressure in North-West Europe. The production of steel in Europe has a major competitor on the rise: steel production in

VINCENT COURTOIS,
MANAGING DIRECTOR OVET.



Photo courtesy of Scherpl Fotografie



OVET TERMINAL KALLOOTHARBOUR
IN VLISSINGEN.



THREE OF THE FOUR FLOATING CRANES OF OVET.

China. So we need to look for alternatives and find an answer to the question: How will we handle these threats to our business?"

Diversification

In order to keep going and growing, Mr Courtois is restructuring the business from a company that focuses solely on solid fuels to a multifunctional stevedoring concern.

He is basing this reconstruction first of all on diversification, from solid bulk to agri-bulk, mineral bulk and biofuels. This change sees the need for covered storage space. In Vlissingen the company has a 6,000m² warehouse at its disposal and by the end of this year, another warehouse will be added that will provide Ovet with a further 10,000m² of covered storage space.

Their second pillar of innovation focuses on breakbulk. Mr Courtois highlights, "The breakbulk market is large, and varies from big bags to project cargo. Our floating cranes can be used for other markets as well, so we do have potential for expansion there. That is why we will be present at the Breakbulk Expo in Antwerp. We'd like to meet with other companies, create new relationships and invest in synergies."

Added Value

French stevedoring company Manufrance originally established the transshipping company in 1957 for a major customer: the Association Cooperative Zélandaise de Carbonisation, also known as the Cokesfabriek (Coke factory), as they focused mainly on the production of cokes for the blast furnaces of French steelworks. Terneuzen was a favourable location,

because it is well-situated with regard to England and the Ruhr area, which is where the coals came from. Later on, the company added a dry bulk location in Vlissingen.

The deep waterway in the two ports was a major advantage, as was the company's willingness to explore other options, such as added value opportunities. "The deep waterway remains a key benefit today," explains Mr Courtois: "It ensures that we have an ideal location for transshipment. We decided to expand our services and create added value years ago by allowing our clientele to create partnerships and collaborate with us. Together we formed stronger entities. Our experience with added value gives us an advantage within the breakbulk sector as well. We can use this competence with other kinds of freight traffic. For example, more and more freight will be containerised in the future, with incoming containers needing to be reversed back into breakbulk."

Bright Future

Ovet has turned a corner and has a solid vision for the future. Though they will never neglect their existing clients, they do want to look for collaborations with other companies in the harbour and remain open to embracing alternative paths. "By working together, we will find solutions," clarifies Mr Courtois: "As we slowly move away from the familiar structures and adjust our company's DNA and evolve, our expectations are positive and we remain optimistic."

I. WWW.OVET.NL

For more information about breakbulk at Zeeland Seaports please contact Zeeland Seaports Commercial Manager Marcel Pater +31 115 647 400 marcel.pater@zeelandseaports.com I. WWW.ZEELANDSEAPORTS.COM



BreakBulk Europe 2017

24 - 26 April 2017

Antwerp Expo

Antwerp, Belgium

Jan van Rijswijkkiaan 191, 2020 Antwerpen, Belgium

Antwerp Expo is situated at the intersection of the Avenue Van Rijswijk and the Antwerp ring road.

24 - 25 April	8.00 – 20.00	Educational Workshops and Evening Welcome Reception in the Exhibition Hall
25 April	9.00 – 18.00	Exhibition, Conference Sessions, Micro-Seminars, Exhibitor-led Sessions
26 April	9.00 – 16.00	Exhibition, Conference Sessions, Micro-Seminars, Exhibitor-led Sessions

Visit Zeeland Seaports Pavilion at Hall 1 booth 411

Participating Companies

Bulk Terminal Zeeland	PTC
Cordeel	SDW Shipping
Lifal Hijstechniek	STT Agencies
Multtraship Towage & Salvage	Verbrugge
Ovet	Zeeland Bunkering Terneuzen

I. WWW.BREAKBULK.COM



LIGHTERING OPERATION WITH FLOATING CRANE ON TERNEUZEN REDE (WESTERN SCHELDT).



TRANSSHIPMENT OF GRAIN WITH FLOATING CRANE IN KALOOTHARBOUR VLISSINGEN.

TRAINS ENTER AND LEAVE THE VLISSINGEN PORT AREA BY ELECTRIC RAILWAY.



BERTSCHI CONTAINER TRAIN FROM THE BERTSCHI RAIL TERMINAL IN TERNEUZEN PICTURED HERE WITH A RAIL FEEDING LOCOMOTIVE.



“ The ports of Vlissingen and Terneuzen take care of a total of 35 million-tons of transshipment per year.



SEVERAL TERMINALS IN THE ZEELAND PORT AREA HAVE A RAILWAY CONNECTION.

Photo courtesy of Scherpl Fotografie

Creating Synergies and Diversifying Modalities

Zeeland Seaports and RailCargo Information Netherlands

Part of Zeeland Seaports' master plan 'Winning Combinations' specifies the need to diversify modalities and improve connections in the hinterland. The railroad is an important spearhead of the ports' focus on the future. As a member of foundation RailCargo Information Netherlands, they are working together to improve on railroad networks. In an interview with Zeeland PortNews, Wouter Vos, logistics advisor at Zeeland Seaports and Cor Hoenders, RailCargo's managing director, highlight the importance of their affiliation.

The ports of Vlissingen and Terneuzen take care of a total of 35 million-tons of transshipment per year. This cargo is transported to its respective destinations by inland waterway (51%), by road (20%), by short sea shipping (17%) and by railway (6%). Mr Vos explains that they'd like to see an increase in railroad transport. RailCargo is the ideal partner for long distances, heavy cargo and sustainable transport. Both Mr Vos and Mr Hoenders agree that in partnership there is a lot they can still work on together.

Mr Hoenders: "RailCargo focuses mainly on the logistics experts at freighting businesses, expeditors, logistical services, commodity traders and shipping companies. In order to reach these decision-makers, we visit (potential) clients and advise them. We also initiate new pilots to ensure a modal and mental shift. We function as the representative of the branch and as a rail scout, with a terminal that has connections from the Benelux to the rest of Europe. Together with Zeeland Seaports we can benefit from each other's strengths and improve these connections – a win-win situation for both parties."

Beer and Bitterballen

Mr Vos clarifies that RailCargo will host a Railcafe – called 'Sporcafe' in Dutch – in the ports area on the 1st of June. It is a network meeting for (potential) clients and suppliers. "Our foundation really focuses on what the railway can mean in the supply chain," explains Mr Hoenders, "our members offer full train loads as well as unit cargo and work for all ports and logistical hotspots in the Benelux. By organising network meetings and giving presentations, we'd like to entice more modality decision makers to take part and become members of RailCargo." At the upcoming 'café', a visit to the DOW Benelux plant is on the agenda as well as a boat trip on the Terneuzen-Ghent canal before the beer and bitterballen, essential to every successful networking event, may be enjoyed by the participants.

Access Advantages, Risk Distribution and Synergies

4,600 trains leave or enter the ports of Vlissingen and Terneuzen on a yearly basis. These are filled to the brim with steel, cars, paper, ore, gas and petrochemicals. Most of this cargo is directed towards the northeast of Europe. "We focus on long-distance transport," explains Mr Hoenders, "and although there are more modalities that focus on long-distance transport, we offer a real advantage for a lot of destinations. Think of moving cargo to Italy via Switzerland, for example;



Photo courtesy of Balyon.

RAILCARGO'S MANAGING DIRECTOR COR HOENDERS. "RAILCARGO IS THE IDEAL PARTNER FOR LONG DISTANCES, HEAVY CARGO AND SUSTAINABLE TRANSPORT."

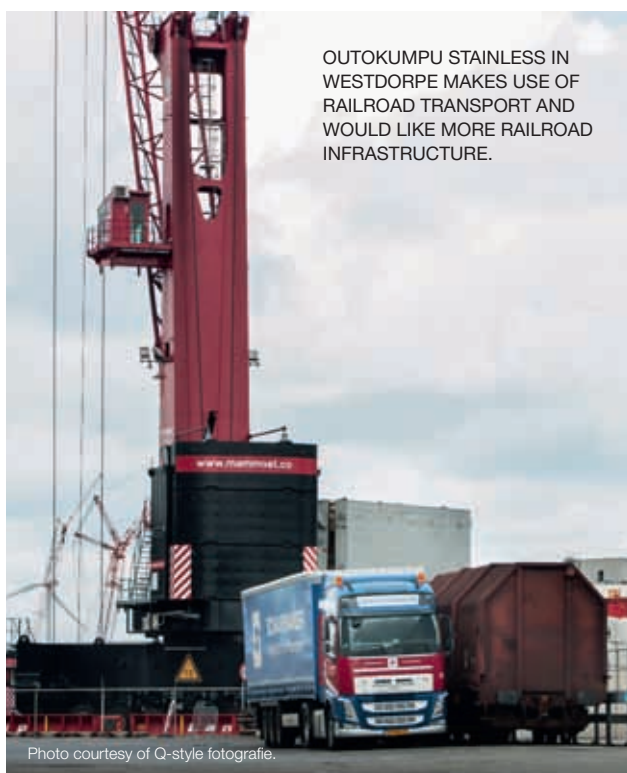


RAILROAD IN THE PORT OF VLISSINGEN.



RAILROAD IN THE PORT OF TERNEUZEN.

IN THE PORTS, THERE ARE ALREADY 150 KILOMETERS OF RAIL AVAILABLE AND MORE TO COME.



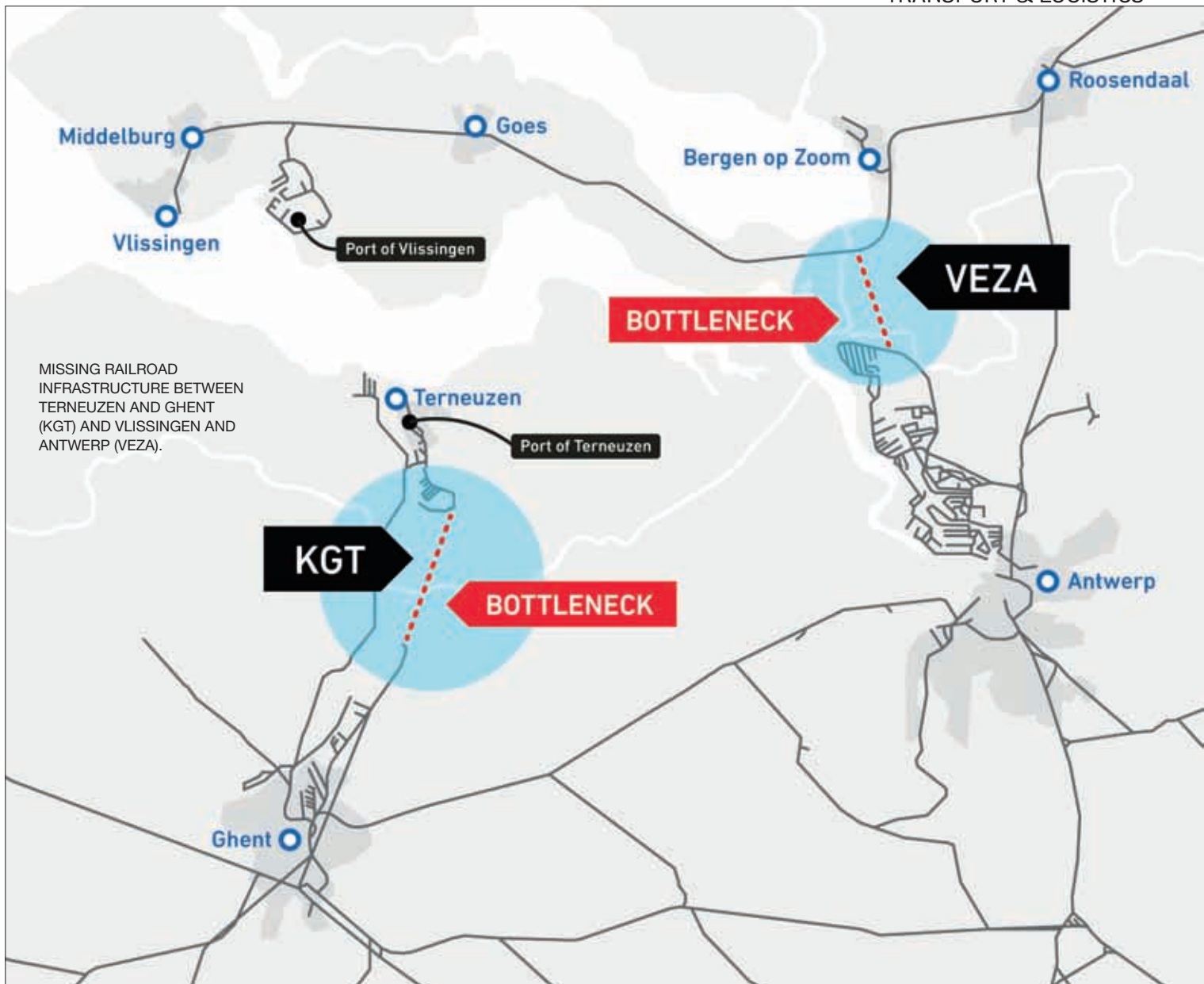
OUTOKUMPU STAINLESS IN WESTDORPE MAKES USE OF RAILROAD TRANSPORT AND WOULD LIKE MORE RAILROAD INFRASTRUCTURE.

Photo courtesy of Q-style fotografie.

there isn't a river barge in existence which can do that faster than we can by rail." Mr Hoenders continues: " An interesting development to follow is the strategic planning of most modern companies. They do not focus primarily on costs only, but look at the long term, at the political environment and the focus that currently lies on sustainability and also at their own risk distribution." Mr Vos: "With regard to the ports, there are already 150 kilometers of rail available and more to come. That is why we actively look for synergies with companies that need rails to transport their goods, for example. We still have plots available alongside the railroad tracks and coordinate the businesses that need railway access accordingly."

Railway Infrastructure

Zeeland Seaports has been lobbying – together with the local government, the Port of Ghent and a number of companies – for a new railway infrastructure. According to Mr Vos, "Our focus lies on the connection between Terneuzen and Ghent and the connection between Vlissingen and Antwerp. Thankfully we have European and Dutch support for the investigation of the railway infrastructure between Terneuzen and Ghent but we are still working on getting support for the connection from Vlissingen to the South. Right now,



MISSING RAILROAD INFRASTRUCTURE BETWEEN TERNEUZEN AND GHENT (KGT) AND VLISSINGEN AND ANTWERP (VEZA).

the train from Vlissingen has to pass through Roosendaal before it goes down towards Antwerp. We'd like to shorten that distance. It is a EUR 170 million-plus project, so we don't expect it to happen overnight; however, it does remain a priority on our list for the further development of the ports." Mr Hoenders emphasizes: "For our competitiveness with regard to other modalities, is of utmost importance to develop this infrastructure."

1. WWW.RAILCARGO.NL

For more information please contact Zeeland Seaports

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1. WWW.ZEELANDSEAPORTS.COM



Transport Logistics Exposition in Munich

16th International trade fair for logistics, mobility, IT and supply chain management
 May 9-12, 2017
 Messe München

Opening times	Exhibitors	Visitors
Tuesday–Thursday	07:30-19:00	09:00-18:00
Friday	07:30- End of dismantling	09:00-16:00

Visit Zeeland Seaports Pavilion at Hall B3 booth 309

Participating Companies

Cordeel
Legrant Freight Management
Ovet
PTC
STT Agencies

1. WWW.TRANSPORTLOGISTIC.DE



A 80,000T SUGAR CUP.

Photo courtesy of Michel Aerts/Vlaeynatie

Just a Giant Sugar Cup

Zeeland Sugar Terminal on Schedule for Upcoming Season

At the Autrichehaven in the port of Terneuzen a giant silo is under construction. Though it is not yet complete, the massive structure is already strikingly eye-catching within the port area. But the view will soon change, as a second, smaller silo is scheduled for completion in a few months' time.

"Although the dimensions are impressive," Mr Paul Van den Broeck, CEO of Zeeland Sugar Terminal explains, "the silos are in fact nothing more than the sugar cup you have at home; but still, they are a bit bigger."

PortNews talks with Mr Van den Broeck about the new sugar terminal that will be operational in Q3-2017, right before the start of the European sugar season.

An Educated Decision

The story of the Zeeland Sugar Terminal began a few years ago when Vlaeynatie, the company behind the terminal, decided to build a new terminal for fertilisers at the Autrichehaven. "Vlaeynatie already has two fertiliser terminals in Spain (Cadiz and Castellon), but in response to demand from our loyal long-term customers, we were looking for a third location in the North-West part of Europe. When Zeeland Seaports highlighted the potential of the Autrichehaven we were very enthusiastic. The location is ideal with a quay to accommodate vessels with a draught up to 12m, at close range from the North Sea and with excellent multimodal hinterland

connections. Additionally, both Zeeland Seaports and the Terneuzen authorities were highly cooperative in helping us to realise our plans. A large piece of land adjacent to the fertiliser terminal was also available, so when we had plans to launch a business in sugar, the decision to choose Terneuzen was easy."

Growing Interest in Sugar

As from 2017 the European sugar market is deregulated and, according to experts, the export of European white beet sugar will rise due to growing demand. "Although the consumption of sugar in Europe is stabilising, the worldwide market still offers great potential, especially in North Africa, the Middle East and the Far East," Mr Van den Broeck explains. "Countries such as China and India show a growing interest in European white beet sugar, which compensates for the European market situation. In addition, significantly improved agricultural techniques will result in higher yields and a more competitive price for beet sugar."

The new sugar terminal sees Vlaeynatie returning to their roots. Mr Van den Broeck comments: "We started handling sugar in Antwerp in 1985, but

THE STORY OF ZEELAND SUGAR TERMINAL STARTED WITH THE NEW FERTILISER TERMINAL AT THE AUTRICHEHAVEN.



Photo courtesy of Michel Aerts/Vlaeynatie

MR VAN DEN BROECK,
CEO AT ZEELAND SUGAR
TERMINAL AND VLAEYNATIE.



Photo courtesy of Scherpl Fotografie

in 2009 we decided to end our collaboration with Babcock & Brown and to withdraw from the sugar business. However, we kept our eyes and ears open; because of changing European regulations in 2017, the sugar market will be in full motion, creating new opportunities. After several conversations with specialists that we have known for years, and with all facts and figures considered, we have decided to return to the sugar industry. Things look very promising; as of now we have attracted sugar plants from Belgium, France and Germany to handle and store their sugar. All sugar we handle is type EC cat. 2 – the same sugar we have at home.”

Railway Connection

The sugar will be transported from sugar plants to the terminal mainly by truck, but a rail connection will also be realised. Before transportation to overseas markets, the majority of the sugar will be packed in 50kg bags or bigger, with the remainder stuffed directly into containers with inliners. “Of course, it would be great to have a direct container service from Zeeland,” states Mr Van den Broeck, “but at present it is our customers’ choice as to which shipping company they book their containers with, and to which deepsea terminal we have to transfer them to. At the site two silos are under construction. One will have a capacity of 80,000t (80 million packs of sugar!) and the second will be able to contain a maximum volume of 50,000t. Zeeland Sugar Terminal will have a storage capacity of 130,000t with the expectation for a larger throughput. There is also room for further silos to be constructed in future. “First we want to see what the market is going to do before we decide on building extra silos,” says Mr Van den Broeck of the future. “Currently, the sugar for overseas markets is non-traceable, meaning sugar from different suppliers can be mixed in one silo. But should this change and buyers demand traceable sugar, we should review and adapt our plans to our customers’ needs.”

Container Facility

The future for Vlaeynatie in Zeeland looks bright. The fertiliser terminal is up and running and plans are underway to build new warehouse facilities for fertiliser in a nearby area. The fertilisers from Chili are partly processed by Plantacote, a subsidiary of SQM, which has a facility on the Vlaeynatie terminal. At Plantacote, the fertilisers are upgraded on customer request. The remaining volume of imported fertilisers are stored in bulk,



Because of changing European regulations in 2017, the sugar market will be in full motion, creating new opportunities.

and after that packed in bags. The newly built warehouse will allow for expanded bulk storage facilities increasing from 15.000m² to 25.000m².

But there is more, and Mr Van Den Broeck raises the corner of the veil: "There is growing demand from our customers for containerised transport of fertilisers and sugar. Therefore, it would be very convenient to have our own container facility. We recently signed an MOU with Zeeland Seaports to lease a piece of quayside land next to our sugar terminal where we are going to have a container terminal. This terminal, which we hope will become operational in 2018, will also be used by our logistic partners for other parties."

Part of a Team

Vlaeynatie is currently recruiting to keep up with the growth of its developments. The current staff of 31 needs to grow

to around 60, not including a flexible workforce required for seasonal projects. Mr Van den Broeck explains: "Sugar is different compared to working with fertilisers, as the regulations for hygiene are much stricter and no hands are allowed to come into contact with the product. Therefore, sugar is transported and packed using automated machinery. The process is 100% HACCP." Still, for work at both the fertiliser and the sugar terminal the human factor is considered to be crucial at Vlaeynatie. "Here at the Autrichehaven we work as a team, making no distinction between the two terminals. We are, and act, as one organisation constantly looking for synergy. Everyone is able to work with both commodities," Mr Van den Broeck says. "And with regards to the construction of the facilities, our suppliers, most of whom are from Zeeland, truly form part of the team. We really need each other to get everything right."

I. WWW.ZEELANDSUGARTERMINAL.EU

I. WWW.VLAEYNATIE.EU



More than 100 Years of Experience

In 1845 Henri Vlaey founded Vlaeynatie in Antwerp to transport and store bulk goods. In 1930 Manuport, the stevedoring division of Vlaeynatie became a major player in the handling of fertilisers. The forerunner of SQM was one of its first customers, and today Vlaeynatie and SQM still have a warm relationship. In 1985 Vlaeynatie began handling sugar alongside fertilisers at the Manufert terminal in Antwerp. In the years to follow this terminal grew into one of the leading European sugar terminals. In 2007 Vlaeynatie started a joint venture, Benelux Port Holdings, with Babcock & Brown and Manuport became Euroports. Vlaeynatie decided to leave the joint venture in 2009 and to continue as an independent business. Today Vlaeynatie has terminals in Spain (ports of Cadiz and Castellon) and The Netherlands (port of Terneuzen).

Vlaeynatie's six-member management team consists of passionate, driven people who share more than 100 years of experience in the handling of fertilisers and sugar.



Photo courtesy of Michel Aerts/Vlaeynatie



Zeeland Refinery recently received a 40 million euro investment from its main asset holders in order to cushion the difficult times in the oil industry. Zeeland PortNews speaks with General Manager of Zeeland Refinery Tanneguy Descazeaud about the recent developments.

TANNEGUY DESCAZEAUD,
GENERAL MANAGER OF ZEELAND REFINERY

Photo courtesy of Lex de Meester

An Economic Impulse for Zeeland Refinery

In Conversation with Tanneguy Descazeaud

Zeeland Refinery recently received a 40 million euro investment from its main asset holders Total (55%) and Lukoil (45%) in order to cushion the difficult times in the oil industry. In Europe there is an overcapacity in the oil refining business but with this major financial boost, Zeeland Refinery keeps its eye on the price.

Their hydrocracker is already renowned as one of the biggest in the world and the goal is to improve its effectiveness even further by adding a third reactor. In an interview with Zeeland PortNews, General Manager Tanneguy Descazeaud explains the latest developments at Zeeland Refinery.

How is it that Zeeland refinery recently received a 40 million euro investment whilst other refineries across Europe are closing their doors?

"It is not easy to be a player in the oil refining industry today due to the overcapacity in Europe. The current low oil price ensures that this applies not only to refining but to all businesses within the sector. The recent investment has done us good and ensures we can keep advancing in the future. What sets us apart is the way we function as a company. We have extremely motivated employees who ensure that Zeeland Refinery keeps producing optimally. By investing in the refinery, the asset holder reflects his trust in the team. It ensures that we can stimulate our flexibility to process a broad range of raw materials. It also means we can enhance our energy efficiency and sustainability as well as lower our operational costs."

When can we expect to see the latest developments come into service?

"We are adjusting the hydrocracker, the part of the process that ensures that the heavy oil is converted into gasoline, diesel, kerosene, lubrication oil or petrochemicals bases. At the heart of this project lies a new reactor. We expect it to arrive in 2019 and believe me, we'll know when it does; it weighs 800 tons! The full project should come into service by 2020."

What are the challenges you foresee within the industry?

"I think the main challenge is the unpredictability and instability of the market. The fluctuating oil price is definitely

something to keep monitoring. At the same time, the recent investment ensures we have a safeguard against hard times. The other challenge remains the evolution of legislation in Europe and especially with regard to the Netherlands. I am not against EU regulations on environmental improvements or emissions reduction but I do think that the competitiveness of our industry should be taken into consideration and must not be affected. Dutch regulations are currently even stricter than EU legislation; in order to keep a level playing field, we should be aware of this threat."

Do you think that businesses in the region will profit from the investment?

"Yes. Apart from securing the jobs of our own 420 employees, there will be, on average, about 75 to 100 people, either Zeeland Refinery employees or contractors, working on this project for the upcoming three years. Local contracting companies will definitely take part in the project."

On a personal note, what brings you to Zeeland Refinery?

"When I finished my dual MA in Chemical Engineering and Physical Chemistry in Paris, France, national service was still mandatory. At the time, you could choose between an 11-month period in the army or a 16-month assignment in a French company abroad. I chose the latter and was placed by the French concern TOTAL at Zeeland Refinery. I worked here from 1998 to 2007 and loved it. I enjoyed the company and Zeeland, the province. I also married a real 'Zeeuwse'. When I left the company in 2007, I knew I'd love to come back here one day. With my wife and our three children we spent the next 8 years working and moving from Paris, to Marseille and Martinique. When they asked me to come back to Zeeland Refinery, I immediately agreed. I feel at home here in Zeeland and am happy to be back."

I. WWW.ZEELANDREFINERY.NL



Exciting Developments Within DeltaSafe Security

DeltaSafe Security experienced an exciting landmark in 2016 with their takeover of Security NL. The acquisition of this Zeeuws Vlaanderen-based security company has put DeltaSafe in the lead when it comes to delivering security services in the south-west of the Netherlands.

"This is our second acquisition in three years and we are very proud of it; in 2014 we acquired JLV, a Schouwen Duiveland-based security company, and now we have Security NL in Zeeuws Vlaanderen. This fits perfectly within our strategy to become the leading security company in Zeeland. Not only in market share, but also in customer satisfaction" director Bert Graaff states. "Our clients in Zeeland find quality, personal attention and a fair price important. Because of the fact that we are a Zeeland-based security company, with an office in Middelburg with small overheads, we know all our customers and employees personally. So we can give them the attention they need, at the time they need it. If you know your customers well, you also know what they want and when they are satisfied. We do not have account managers or sales managers. Mr Graaff highlights: "I work with Michel Staat, the operational director, and we consider it our personal mission to satisfy customers and keep them satisfied, because

that is the way we work and because it is vital for our continuity."

DeltaSafe Security company now employs 130 people in Zeeland. They have VCA* security certification and are a recognised training company. DeltaSafe delivers all kinds of security services: man-guarding, mobile surveillance, alarm monitoring, event security, public domain supervision. In addition to this, they also provide hospitality services such as receptionists and security hosts.

Innovating

Delta Safe Security is always looking for the right solution for any given situation and recently introduced its Mobile Surveillance equipment onto the market. This equipment can be put into operation simply and quickly wherever the temporary protection of goods and facilities is required. The equipment is fitted with cameras that send real-time images online to any place you choose, either to a surveillance company such as Delta Safe Security or to your own (mobile) device, making a swift and accurate response very easy. The state-of-the-art software, provided by Detec, is capable of immediately recognising suspicious persons. The eye-catching colours and the size of the equipment make it highly visible, which gives it a preventative effect of its own. When using this equipment, a discount is often granted from insurance companies.
mobiele-bewaking.nl



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Zeeland Offshore Champion



Photo courtesy of martimephoto.com

For Statoil, Heerema Fabrication Group constructed a launch jacket and pre-drilling wellhead module for the Gina Krog gas field.

Offshore has been an important industry in and around Zeeland for decades, and looking at recent developments in the offshore wind industry, it is evident that this is not about to change.

The ports of Vlissingen and Terneuzen, located in the southern Dutch province of Zeeland, are used by numerous global companies for storage, transshipment, construction, (de)mobilisation, maintenance and decommissioning activities. Within a radius of no more than 25km, a large number of facilities are available for offshore projects of every description. Ranging from recruitment to heavy lift operations and from the mobilisation of jack-up vessels to the design and construction of mega offshore constructions, every service is provided in and around the port area.

Overview of the port of Vlissingen.



Due to its diversity, the offshore cluster is flexible and capable of adjusting to changing circumstances. Proof of this is the successful transition made by the ports of Vlissingen and Terneuzen towards offshore wind. Within the last ten years, the ports have become market leader in this booming industry.

Initially, the activities were limited to logistics, focussing on turbine monopiles and foundations, but activities soon expanded as various companies in and around the port area stepped into the market. It is not just a broad range of experience and services that makes the difference. In addition to the existing facilities, 55ha of quayside land is available to new investors at Zeeland Seaports for production, assembly and logistics.

With its vicinity to the offshore oil and gas rigs and North Sea wind farms, Zeeland offers optimal infrastructure. Its lock-free port facilities, unencumbered by tidal and air-draught restrictions, coupled with its proximity to main trading routes, means that large vessels can reach the ports easily. The ports also offer first-rate, congestion-free, multi-modal connections to the hinterland, board-to-board transshipment facilities and a 24m-deep pocket for heavy lift operations with submersible vessels. The heliport at Zeeland Airport is available to companies active in the operations and maintenance sectors. Last, but certainly not least, the offshore cluster's friendly, dedicated and motivated workers ensure quick turnaround times and safe and careful operations.



Photo courtesy of Wim Kosten

The Ensco 122 jack-up rig entering the port of Vlissingen on her way to Damen Shiprepair.

BOW Terminal: Long-Term Commitment to the Offshore Industry

Based on an expected increase in demand for port logistic areas, BOW Terminal in Vlissingen has made a long-term commitment to the offshore wind industry. BOW Terminal offers all the necessary facilities and equipment to make it the perfect base for offshore wind projects in the North Sea. The 25ha terminal ensures the provision of all preparatory activities for the construction and maintenance of offshore wind parks. The terminal is also a perfect spot for heavy lift cargoes thanks to its permanent heavy lift capacity.

Since its start, BOW Terminal has facilitated a large number of offshore wind projects. Recently, ScottishPower Renewables have chosen BOW Terminal as the marshalling yard for the East Anglia One Offshore Wind project. BOW Terminal will provide 12-14ha of storage capacity for 102 tripod jackets and 306 pinpiles. Apart from storage, the company will also coordinate and execute all the horizontal and vertical transportation of the jackets and pinpiles.

According to Ludolf Reijntjes, Managing Director at BOW Terminal, this contract was a result of the mutual confidence and good relationship established over the past year. As he states, "From the start of the tender, we have been open and flexible towards ScottishPower Renewables and have always had the mindset to suit their needs. This is the way we always work and we have enjoyed success in this market ever since our start in 2010."

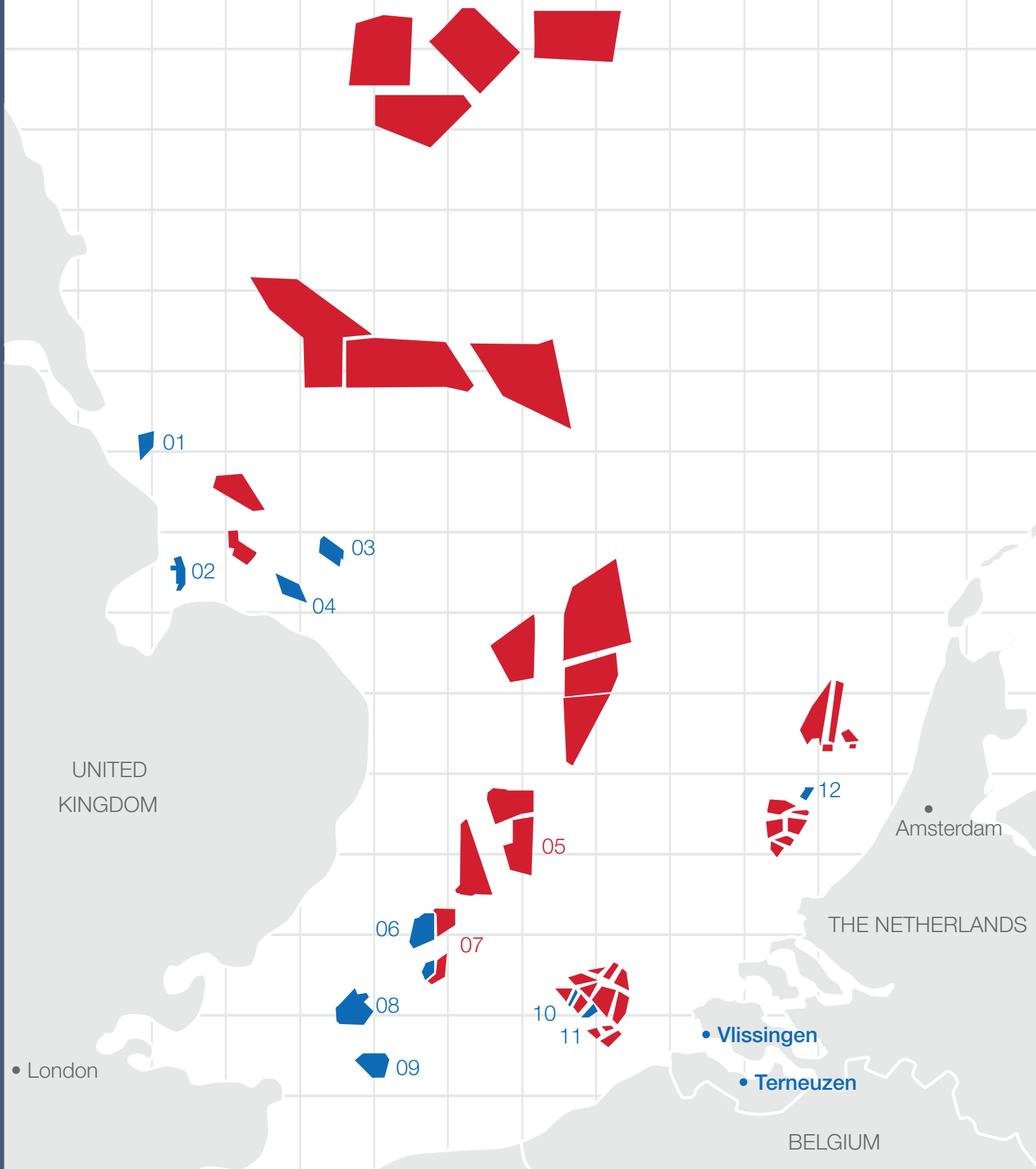
Mr Reijntjes is convinced of Vlissingen as the leading offshore location. He explains, "No port has facilitated more offshore wind projects than Vlissingen, and with every new project we gain more experience and efficiency. No other port can cope with this." He continues, "Today's offshore wind projects and those of the future will provide a lot of work for many companies and, in joining forces, the Zeeland companies will manage to stay ahead in business."

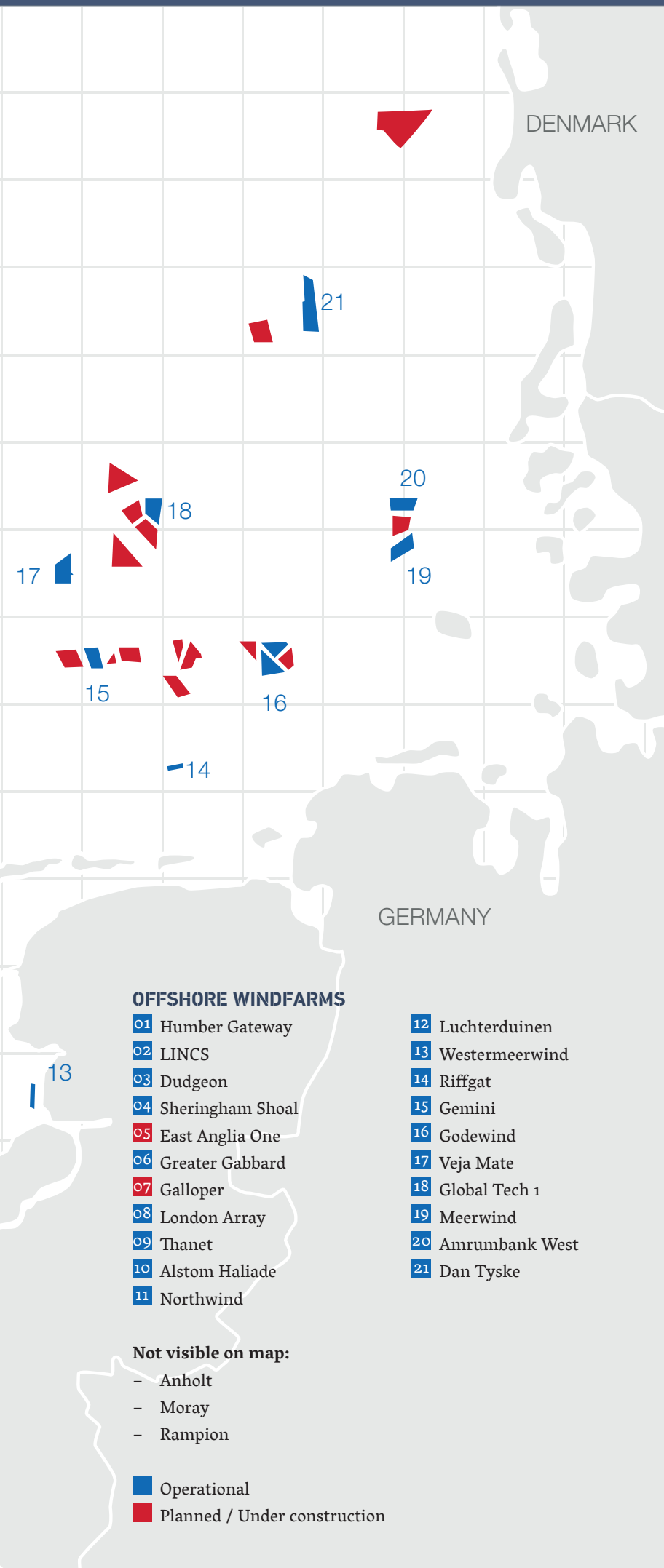
I. WWW.BOWTERMINAL.NL

From the
start we have
been open
and flexible

Loading monopiles for the Galloper offshore windfarm.

OUR TRACK RECORD IN OFFSHORE WIND





WHAT MAKES AN OFFSHORE CHAMPION?

No region is better equipped than Zeeland for the offshore industry:

- Proven track record with abundant companies in and around the port area
- Strategic port location, close to the North Sea
- Excellent multimodal connections to the hinterland
- Optimal port infrastructure
- Multimodal, congestion-free hinterland connections
- 55ha of (quayside) land available for offshore production, assembly and logistics
- Lock-free harbour without tidal and air draught restrictions
- Permanent 1,200t heavy crane capacity
- Harbour seabed conditions are ideal for jack-up installation vessels
- Board-to-board transshipment facilities
- 24m-deep pocket for heavy lift operations with submersible vessels
- Heliport
- Flexible labour regulations
- Transparent, reliable business authorities
- Favourable cost structure
- Excellent living and working environment
- Friendly, dedicated and motivated workers ensuring quick turnaround times and safe and careful operations

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OTHER PROJECTS

The ports of Vlissingen and Terneuzen have so far served more than 30 European wind farms, but the ports have also demonstrated their skills in other parts of the offshore arena. Below is a snapshot of several oil and gas projects.

- Gina Krog, jacket construction
- OSV Aeolus, (de) mobilisation
- OSV Nexus, commissioning
- Pioneering Spirit, construction stinger and heavy-lift testing module
- Rowan Viking, leg extension and maintenance
- Thames Complex, decommissioning
- Tidal power turbine Oosterschelde Storm Surge Barrier, construction works

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Verbrugge International

Full-range Service Provider for the Offshore Industry

Last year, EWW set up a production facility at Verbrugge's Zeeland Terminal

Photo courtesy of EWW

Verbrugge International is a leading logistic company located in the ports of Vlissingen, Terneuzen and Zeebrugge. Since 1958, the family-owned business has grown into a full-range logistic service provider for distribution, stevedoring and warehousing.

In-house services such as short and deep sea chartering, port and cargo agency and customs services are also provided. Handled goods range from dry and liquid bulk to woodpulp, aluminium and project cargo.

The company started in the offshore wind industry in 2008, offering storage, handling and pre-assembly of foundations in Vlissingen for the Greater Gabbard Offshore Windfarm. It has since grown into an important player in the renewables sector.

Verbrugge's strength lies not only in its unique location, explains Mikhael Paulus, Commercial Manager Project Cargo at Verbrugge: "With an excellent infrastructure, state-of-the-art equipment and highly trained people, we are able to offer optimal quality as well as safe and efficient work processes. We recently developed an additional 25ha on our Scaldia Terminal in Vlissingen into a full-service facility for project cargo. At this location we handle transshipments of heavy lift cargo, such as foundations and wind turbine generators for offshore wind farms. Steel construction company Iemants most recently built a giant stinger at the Scaldia Terminal for Allseas' Pioneering Spirit. Simultaneously, multiple jackets for offshore high voltage stations were constructed and more than 360 foundations were handled, coated and stored for the

Dudgeon and Rampion offshore wind farms. The same services are offered on our Zeeland Terminal, where last year EEW set up a production facility."

Erik van der Ham, Commercial Manager Project Cargo at Verbrugge, continues: "With Verbrugge providing the full logistic support, monopiles and pin piles are welded and coated in our warehouses, and on-site construction of jackets and other types of foundations are facilitated. We have plenty of open and covered space to simultaneously run different operations."

All required services for the offshore (wind) industry are offered at Verbrugge, including free span warehouses close to the quay, for pre-assembly, maintenance and other activities. Also, over 4km of heavy-duty quays, 231ha of terminal space and excellent jack-up conditions for heavy-lift vessels – at only 3m from the quay – are part of an outstanding infrastructure.

I. WWW.VERBRUGGEINTERNATIONAL.COM



Plenty of open and covered space to run different operations simultaneously

VDS – Offshore Construction Terminal

The offshore wind business in and around the ports of Vlissingen and Terneuzen not only involves logistic operations. VDS is an all-round offshore construction company for design, construction, painting and coating, maintenance, storage and installation of steel and aluminium offshore structures.

It has been active in the offshore wind industry for years, offering a broad range of tailor-made solutions ranging from (de)mobilising OSV's to building complete topsides for HV stations.

When considering vessel demobilisation, a big plus for VDS is that it can execute the job from scratch to execution. The company not only prepares the vessel for a new job, it furthermore designs and constructs all necessary structures. Depending on the vessel's task, this may include WTG and foundation grillages and blade racks. For the Oleg Strashnov, a pile upending frame incorporating hydraulic and E&I systems was designed and fabricated. Mr Mark Roelse, Business Development Manager at VDS, explains: "In the past, most vessels were

mobilised and one looked no further than one project at a time. Today, we look for longer-term solutions together with our clients. This ultimately saves a lot of money." VDS has mobilised vessels and barges for a broad range of wind parks such as Dudgeon, Blighbank, Gemini, West of Suddon Sands, Veja Mate, Luchterduinen, Westermeerwind and Walney.

VDS's service however extends further than mobilisation. Complete top decks are designed and constructed, like the recent deck for Dong's Walney offshore windfarm. Two top decks for HV stations will be delivered for Northern and Hohe Sea offshore windfarms this year. "Our strength lies in our scale. We are not a mass producer, but a company

specialising in projects ranging to no more than one to six workpieces per project," adds Roelse.

Located in the Westhofhaven, with a 250m long quay and a 10.5 draught, VDS is a first-class base for every offshore construction project. "It is our ambition to coordinate the construction projects from design to final installation, always focussing on our customer's satisfaction. After all, our mission statement is to keep our customer relationships as strong as our constructions," concludes Roelse.

I. WWW.VDSSTAALBOUW.COM

Construction of a top deck for DONG Energy's Walney offshore windfarm.



Photo courtesy of VDS

A pile upending frame, incorporating hydraulic and E&I systems were constructed for Seaway Heavy Lifting's Oleg Strashnov



1.2MW Tidal power plant installed in the Eastern Scheldt Storm Surge Barrier

Photo courtesy of Tocardo

A SUSTAINABLE WAY OF LIFE

In Zeeland, renewables means more than financial profit alone. Surrounded by the sea, the province is heavily influenced by nature. Environmentally-friendly thinking and acting is embedded in the way of life. One of the largest Dutch solar energy projects is going to be realised in the port area, and wind turbines, supplying power to the Zeeland grid, have been part of the Zeeland skyline for decades. Zeeland also is an experimental garden for tidal wave energy. Many companies in Zeeland now work together in order to create a smaller ecological footprint. In the Terneuzen port area, for example, a large greenhouse complex makes use of the CO₂ and residual heat from nearby industry. Further, in the port of Vlissingen, a refinery supplies residual heat to the neighbouring industries. This 'smart-linking', as port company Zeeland Seaports calls it, leads to a triple profit: profit for business, profit for nature and profit for employment.

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PROVEN CORPORATION

Located in the Terneuzen port area, close to the Dow multinational chemical concern, Maintenance Valuepark Terneuzen (MVP) is a brand new complex where government, industry and education work together to create a high level hotspot for maintenance within the process industry. Part of MVP is the Knowledge Innovation Centre Maintenance Process Industry (Ki<|MPi), where sharing knowledge and expertise leads to innovative solutions for safe and cost-saving maintenance.

Although Ki<|MPi focuses on the process industry, the offshore industry can also profit from work executed by this innovation centre. Both industries have great overlap, such as working at heights, corrosion prevention, inspection and cleaning of pipes and inspection and maintenance of mooring piles. Both industries wish to make these matters easier, more efficient and safer. This innovation centre has already made great steps in all of these.

With MVP and Ki<|MPi, Zeeland demonstrates that cooperation really pays off.

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ENERGY PORT ZEELAND – PLATFORM FOR COOPERATION

Energy Port Zeeland acts as a platform for closer cooperation, not only between the Government and educational institutions, but also between the businesses in and around the ports of Vlissingen and Terneuzen. Specific topics in the fields of training and employment, research and innovation, profiling and communication and business development are tackled on a joint basis, creating a win-win situation for all parties. This applies to both the supply and the demand side of the offshore (wind) market. The Provincial Council of Zeeland, Invest in Zeeland, Zeeland Seaports, ROC Scalda and HZ University of Applied Sciences, are the first participants in the platform.

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Maintenance Valuepark: a new high level hotspot close to the Dow complex

Dutch King Opens Maritime and Logistics College De Ruyter

Newly Renovated College Houses State-of-the-Art Classroom Facilities



Photo courtesy of ANP

HIS MAJESTY KING WILLEM-ALEXANDER OF THE NETHERLANDS IS PICTURED BEING WELCOMED ON BOARD MULTRASHIP'S EMERGENCY TOWAGE VESSEL THE GUARDIAN BY CAPTAIN HENK HELMENDAG FOLLOWING A CEREMONY TO MARK THE REOPENING OF THE RENOVATED DE RUYTER MARITIME AND LOGISTICS COLLEGE IN VLISSINGEN, THE NETHERLANDS, ON 3 FEBRUARY, 2017. ALSO PICTURED ARE PROVINCIAL GOVERNOR HAN POLMAN AND HENRIK STEVENS, PRINCIPAL OF THE COLLEGE.



Photo courtesy of Sarinke Rottier

DUTCH KING WILLEM-ALEXANDER OPENS THE COMPLETELY RENOVATED MARITIME AND LOGISTICS COLLEGE DE RUYTER IN VLISSINGEN. WITH A FIRM PUSH, HE SHIFTS THE HANDLE OF AN ANTIQUE SHIP'S TELEGRAPH IN THE DIRECTION "FULL STEAM AHEAD"!

On Friday 3 February, Dutch King Willem-Alexander opened the completely renovated Maritime and Logistics College De Ruyter in Vlissingen. With a firm push, he shifted the handle of an antique ship's telegraph in the direction "full steam ahead"! Tugboats from Multraship Towing and Salvage, stationed on the Western Scheldt in front of the College, sounded their horns and performed a water-cannon salute to mark the official opening.

It is hard to imagine a better location for Maritime and Logistics College De Ruyter: set as it is on the Vlissingen seafront, looking out over the busy sea routes to and from the Zeeland ports.

The College boasts a long history in Zeeland. Since the early 1900s, students have been educated here for a career in the maritime industry. They follow courses for Maritime Officer, Deck Officer or Deck Hand. With the recent renovation, De Ruyter now provides modern, state-of-the-art classroom facilities, including the newest radar and bridge simulators. These days, the College also offers a course for Transport and Planning Manager, Port Planning Manager and Logistical Contributor.

The new building is not only a great improvement for the students, its unique design means the city of Vlissingen has a new eye-catcher on the skyline. Walkers strolling on the promenade are left in no doubt as to what goes on behind the doors. The building exudes all things maritime. On the rooftop, two classrooms have been created in the shape of a ship's bridge and the side walls symbolise a container terminal. There are, however, more than just these outward signs of excellence. This is underlined by the affirmation "Top Training", awarded to the logistics section for 2017. Local companies are also closely involved with the education programme. They may act in an advisory

role, provide internship positions or participate in an examination commission. And, of course, once qualified, the students often find employment within one of these companies.

An excellent example is the good relationship between De Ruyter College and Multraship Towing & Salvage. For many years Multraship, a provider of towage and salvage services in ports, coastal areas and at sea, has offered internships to College students, providing them with vital practical experience.

While in Vlissingen, the King joined Multraship for a short 'cruise' on board emergency towing vessel, the Guardian. He spoke to crew members and a number of students currently doing their internship at Multraship.

Robust and Full of Courage

College Director Henrik Stevens is more than happy with the renovation results and looks positively to the future: "This building mirrors the fact that people here are serious about their industry. We are educating today's youngsters for jobs in the national and international maritime and logistics sector, areas in which – from day one – they will be required to take responsibility in potentially dangerous situations. We prepare them for a professional discipline and this mind-set is reflected in our new building – business-like and exuding robustness, power, courage and a sense of adventure. We are proud of our school, which has been located here in Vlissingen for more than 110 years. And we are proud of all the companies that employ our young professionals."

Connecting



Photo courtesy of TenneT

The Borssele offshore windfarms to be constructed between 2018 and 2020, will generate energy for two million Dutch households. The two windfarms were hot news because of their record-breaking tender prices. As the Dutch Government has appointed TenneT as the operator of the Dutch offshore grid, this is the company which will realise and operate the offshore grid for the Borssele windfarms. PortNews talks with Ms Saskia Jaarsma, Senior Advisor Offshore NL at TenneT, about the role of the company in the North Sea offshore wind projects.

Borssele



THE 380KV HV STATION AT BORSSELE.

Ms Jaarsma, can you tell our readers something about the technical aspects of the work TenneT is going to execute for Borssele?

Ms Jaarsma: “The grid connection of the Borssele offshore wind area will be 1,400MW, consisting of two systems of 700MW each. We will build two platforms in the Borssele wind area, called Alpha and Beta. Each platform will transmit the electricity generated by the wind farms, and will provide 700MW via two cables (alternating current). The four offshore cables will be routed via the Western Scheldt and will come ashore near the existing high-voltage substation at Borssele, where they will be connected to the Borssele substation via underground 220kV cables. The substation will be expanded with transformers, required to convert the voltage level from 220 to 380kV. The national 380kV high-voltage grid will then distribute the

wind energy to households across the country. Borssele Alpha will go into service in 2019 and Borssele Beta in 2020. The Borssele Alpha and Beta projects will be connected using a standardised concept which will also be applied for the connection of the other offshore wind areas, Hollandse Kust South (2x700MW) and Hollandse Kust North (700MW), to be realised before the end of 2023.”

The five offshore windfarms you have just mentioned are part of the Dutch energy policy that runs until 2023. What will happen after that?

Ms Jaarsma: “The Dutch Government is currently preparing a new post-2023 energy policy including the development of new wind energy areas in the Dutch North Sea. TenneT is therefore investigating medium and long-term offshore grid concepts.



Photo courtesy of TenneT

SASKIA JAARSMAN, SENIOR ADVISOR OFFSHORE NL AT TENNET.

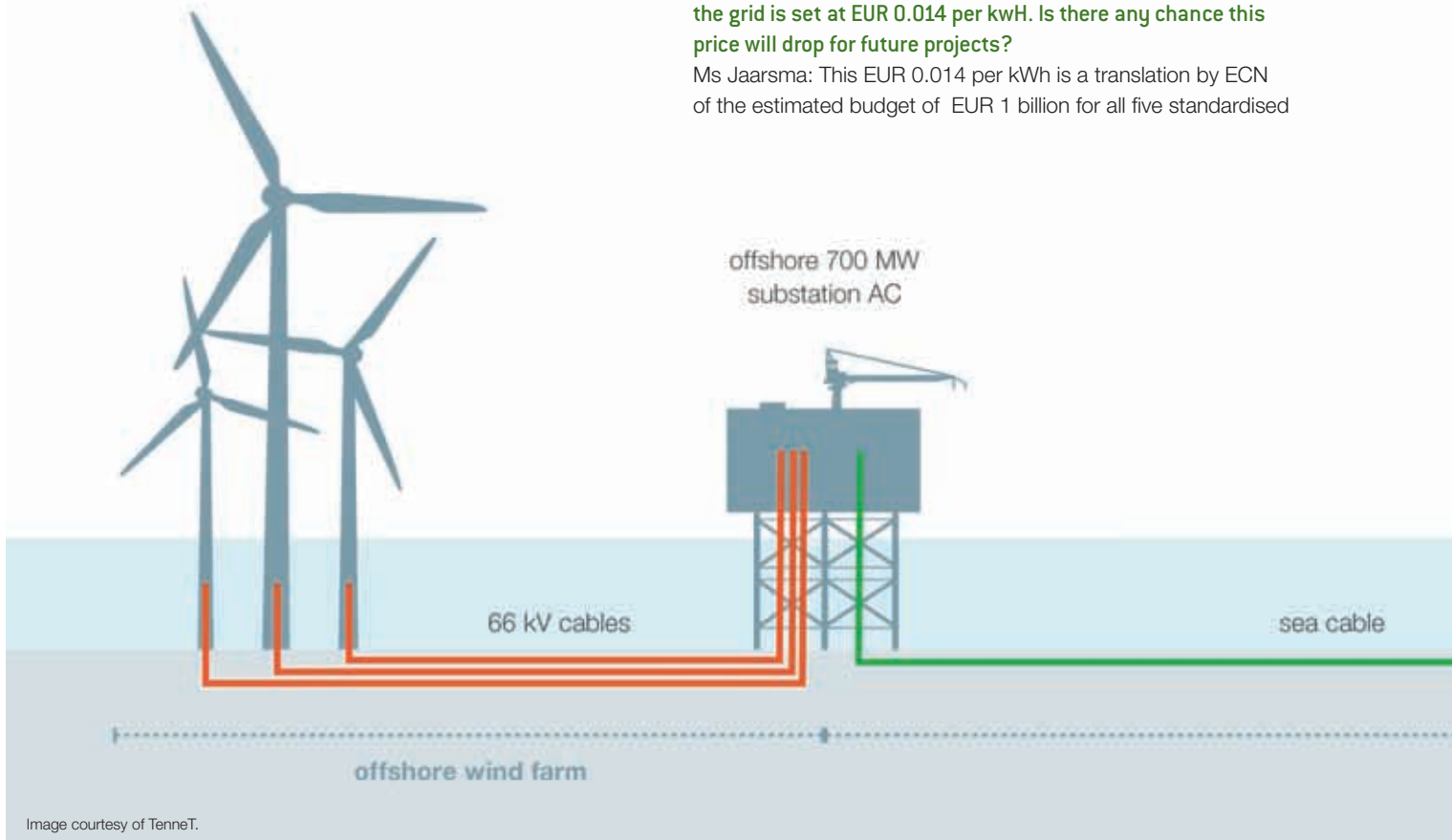


TENNET WILL CONNECT THE BORSSELE WINDFARMS THROUGH TWO PLATFORMS.

With regard to this, we are looking for synergy benefits. A future initiative could therefore consist of the connection of a German offshore windfarm to the Dutch grid. We are also looking into the possibility of a ‘windconnector’ that will combine an offshore windfarm with an interconnector connecting two countries. For the long term, TenneT is investigating the development of an artificial island on Dogger Bank, the ‘North Sea Wind Power Hub’ as we call it. This could connect large offshore wind volumes in shallow waters via international HVDC connections to shore. On 23 March, TenneT signed an agreement with Energinet.dk to join forces on this project. We are definitely considering future developments in an international context and with international partners.”

The price for connecting both Borssele offshore windfarms to the grid is set at EUR 0.014 per kWh. Is there any chance this price will drop for future projects?

Ms Jaarsma: This EUR 0.014 per kWh is a translation by ECN of the estimated budget of EUR 1 billion for all five standardised



“TenneT’s contribution to offshore wind cost reduction amounts EUR 3 billion.

700MW connection systems, covering development of the concept, initialisation, realisation and operation and maintenance. Eventually, the results of the public procurement tenders by TenneT will determine the investments and any up or downside.

The minister of Economic Affairs informed the Dutch Parliament some time ago that TenneT’s contribution to cost reduction amounts to EUR 3 billion. This contribution can be briefly summarised in a number of factors: cost reduction by design and procurement of five similar systems, a long-term vision stimulating innovation (introduction of 66kV as connection voltage, allowing turbines with a larger capacity) and some factors directly influencing the business case of the offshore wind farm: increased availability of the offshore grid due to interlinks between the platforms and de-risking of the offshore windfarm project by clear and transparent requirements.

You have just mentioned the North Sea Wind Power Hub. This concept should lead to more efficiency and lower costs. Is this still relevant seeing that the price of offshore wind is dropping dramatically?

Ms Jaarsma: “It sure is! Due to the international success of offshore wind, the application of this island concept may even be accelerated. As space is scarce in the North Sea, developments will have to move further offshore, and further offshore implies that the required capital investments and operational expenditures will rise. Concepts such as the North



Photo courtesy of TenneT

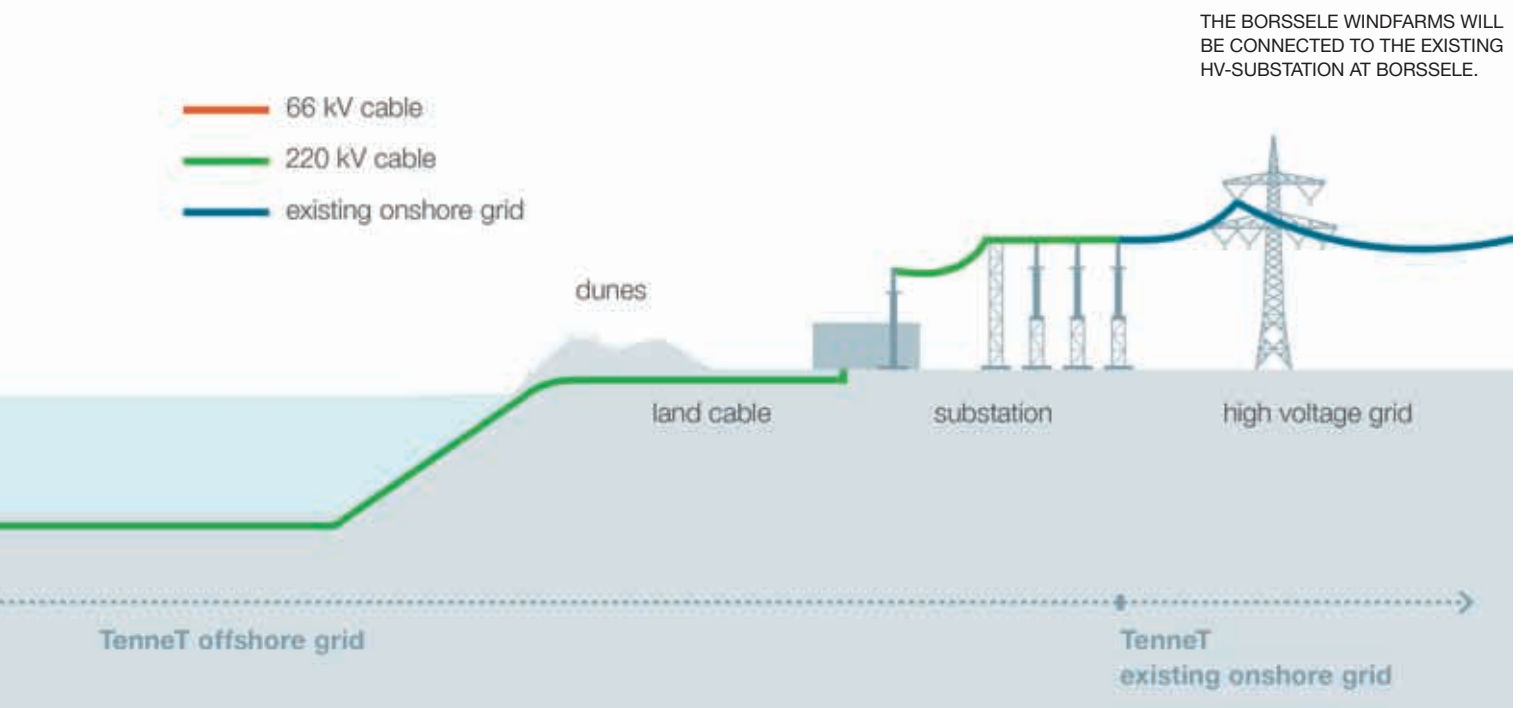
ONSHORE PREPARATIONS AT BORSSELE

Sea Wind Power Hub could support both TenneT and the offshore windfarm developers during the realisation and O&M stages. These concepts for artificial islands are currently being developed and investigated for feasibility.”

The Borssele offshore windfarms are located only a few kilometres off the Zeeland coast. Therefore, the Zeeland Government and businesses expect a lot of work to be generated by the farms. What is your opinion about this?

Ms Jaarsma: “TenneT has already awarded the construction of the platforms and the manufacturing and installation of the 220kV cables for Borssele. The contractors are allowed to deploy subcontractors and any other contributors, which may also create possibilities for potential Zeeland-based suppliers. But of course, this is not TenneT’s decision.”

I. WWW.TENNET.EU/NETOPZEE



THE BORSSELE WINDFARMS WILL BE CONNECTED TO THE EXISTING HV-SUBSTATION AT BORSSELE.

An Exciting Boy's Book



OOS GRETHA AND PROMOTHEUS WORKING
TOGETHER ON THE PETROBRAS PGP-1.

Photo courtesy of OOS International



For every new project we try to have Zeeland subcontractors involved.



This last year has been an exciting year for OOS International. The company has not only signed a contract for the building of two new semi-submersible crane vessels (SSCVs), but after years of preparation, they have officially moved into their new offices in the picturesque village of Serooskerke in Zeeland. The Grand Opening of these new offices was the latest episode in a story that reads like an exciting boys' book. A book that is far from finished, adding another great story to the success of Zeeland's offshore industry.



Photo courtesy of OOS International

OOS PERSONNEL WILL INCREASE TO 650, OF WHICH 500 WILL BE WORKING OFFSHORE.

Leon Overdulte, CEO of OOS International, started his company in 2009 after years of working in the offshore industry. In those early years he took a great risk and not many people in the oil business thought of him as a serious competitor. "It was a challenging time," Mr Overdulte remembers, "I had to use my children's savings, and not many in the industry thought I would survive." After years of business development, however, things suddenly gained momentum when Petrobras granted the young company a four-year contract, with the possibility of an additional four years, to work offshore for them in the Campos and Santos basins. With this deal, the efforts of Mr Overdulte and his small staff finally began to pay off.

Mr Overdulte: "Petrobras granted us a 970-million-dollar long-term contract for the maintenance of offshore platforms. This was great news of course, but first I had to find a way of financing the two ships we had found under construction in China that would fit the job. Finally, CIMC Capital was prepared to help finance the project. CIMC, the owner of the CIMC Raffles Yard, where the SSCVs were under construction, also took a 20% share in OOS International, thus showing its trust in our concept. After this, things went quickly. The two vessels, named OOS Gretha, after my late younger sister, and OOS Prometheus, came into operation in 2014 and went to Brazil to work successfully for Petrobras. Meanwhile, our company grew to 200 people in 2016 of which around 50 persons work onshore."



Market research shows a lot of potential in the decommissioning market.



Photo courtesy of OOS International

LEON OVERDULTE, A DOWN-TO-EARTH OFFSHORE SAILOR.

Potential in the Decommissioning Market

A small and young company that succeeded in competing with the big players in the market. Not surprisingly, the deal caught a lot of attention in the market, but the critics were silenced with the first successfully executed Petrobras projects. With the Brazil business going steady, the people at the office in Serooskerke started looking further ahead for new business. Mr Overdulte continues: "It is nice to be in business in South America and by the end of 2022 we will have done around 40 platforms. But we are convinced that there is work for us in Europe as well. Market research shows a lot of potential in the decommissioning market. Of course, currently the oil and gas operators are taking their time and trying to postpone decom projects by extending the lifespan of their platforms and fields, but in the end more and more decom projects will be put on the market."

With this conviction in mind, OOS International decided to launch two new SSCVs. Both OOS (70%) and a new partner, China Merchant Group (30%), are going to invest in the design and construction of the OOS Walcheren and the OOS Serooskerke. The ships will be built at the yard of CMG's subsidiary China Merchants Industry Holdings. With the newbuilds, the company will scale up its staff to 150 onshore and 500 offshore.

Compete With the Big Contenders

"It is true, pre-financing is big risk for both OOS as well as for CMG, but we want to have the vessels ready when the market really gets going. In 2019, when the vessels will be operational, we hope to have concluded several contracts. The meetings we have already had with a number of operators give us enough confidence to sign the contract for the two vessels," Mr Overdulse explains. Apart from decommissioning, the two SSCVs will also be fit to do lifting and maintenance work. They will each be equipped with two heavy lift Huisman cranes, giving the vessels a capacity of 4,400t each. Altogether, the ships will be able to compete with the big contenders like the Pioneering Spirit.

"Sure the Pioneering Spirit is capable of lifting heavier loads – up to 40,000t. But most big platforms are of a modular kind and it will be very difficult to lift these platforms in one piece within expensive reinforcements. So, in our opinion, it will be cheaper and not slower, to do most of the decom jobs at sea, making use of our vessels," Mr Overdulse explains.

Zeeland Roots

Another 2016 milestone was the Grand Opening of the new offices in Serooskerke. They are housed in a 19th century villa named Welgelegen. With the complete renovation and allied preservation of the villa, Mr Overdulse is showing his passion for his Zeeland roots.

"When I was a kid growing up in foster homes, I very often spent my holidays at this foster home, Villa Welgelegen. Since then, the building has played various roles. A few years ago, we had the chance to prevent the villa from being demolished and we decided to completely renovate it in order to bring it back to its former glory," Mr Overdulse says. "It took us some time, but now we are very proud of the result; reason for us to organise a big party. We never had the time to invite our friends and partners to celebrate, we also don't like to show off, but this was a special occasion. Of course, OOS has grown into an

international firm with offices in Brazil, Mexico, Singapore and Africa and people working everywhere around the globe. That doesn't mean that we should forget our origins. I will always be the down-to-earth offshore sailor. Wherever possible, we help our region, for instance by sponsoring local initiatives. But also for every new project we try to have Zeeland subcontractors involved, thus giving an extra impulse to the Zeeland economy. I am convinced that this loyalty, not only to our region but also to our suppliers, subcontractors and customers, will pay off for everyone," Mr Overdulse concludes.

I. WWW.OOSINTERNATIONAL.COM



Image courtesy of OOS International.

ARTIST IMPRESSION OF THE OOS SEROOSKERKE.

OOS International Introduces Offshore Insights

Holding Overdulse (the parent company of OOS International) has bought itself into Dutch offshore consultancy firm Croes Shipping Services. The company brings with it thousands of active global offshore companies and supporting vessels with detailed profiles and high-class technology for all users within the industry. With the addition of Croes, OOS International has expanded its business model, offering primarily supporting services with cloud-based resources to all companies, Government and owners within the offshore market. After three years of development, a new digital database, called Offshore Insights, is almost ready. The new software program consists of big datasets on offshore support vessels and is

one of the next-generation technologies to be used for the analysis and selection of a massive amount of data. Along with being easy to register and use, the program provides strong security and the safe exchange of information between chain partners. Zeeland-based company Nedbase has been contracted as partner to build a powerful platform, which can, for example, be utilised for chartering purposes, offering advanced units for all offshore transport. Furthermore, all related management and maintenance activities, web design and programming, will be hosted by Nedbase. Offshore Insights is to be launched by mid-2017.

Businesses Benefit at Valuepark Terneuzen

Advantages and Synergy

Valuepark Terneuzen is a joint venture between regional port company Zeeland Seaports and Dow Benelux. It plays a leading role in facilitating partnerships and synergies to support economic developments around the Dow Benelux site in Terneuzen.



Photo courtesy of Scherp! Fotografie

With 80 hectares of land available for further investment, companies settling at Valuepark Terneuzen will benefit from both the proximity of Dow Benelux' extensive petrochemicals facility as well as the expertise of Zeeland Seaports with regard to park infrastructure and regional economic development.

It offers the companies cost-effective facilities and direct access to the rest of the world via road, rail, inland waterway and deep-sea port. Valuepark Terneuzen is centrally located on the estuary of the Western Scheldt, between the main ports of Rotterdam and Antwerp.

History

In 2002, collaboration started between Dow Benelux and Zeeland Seaports to initiate Valuepark Terneuzen. As the facilitator, Valuepark Terneuzen enables the development of the shared infrastructure and looks at the various synergy opportunities for the different players. To date, Dow Benelux and Zeeland Seaports have jointly invested more than EUR 50 million in developing the Park infrastructure. Valuepark Terneuzen has already attracted several prominent logistics players, including Oiltanking, Bertschi, SGS, Inspectorate, Ravago, Zeeland Container Terminal and Katoen Natie.

RAVAGO LOGISTICS
TERNEUZEN AT VALUE PARK
TERNEUZEN.



Photo courtesy of Scherpl Fotografie



Photo courtesy of Scherpl Fotografie



Photo courtesy of Scherpl Fotografie

THE COMPANIES WHICH ESTABLISH THEMSELVES AT THE PARK BECOME PARTNERS.

Partners

Operated by Oiltanking, a new world-scale tank storage terminal has recently been constructed, together with their jetty and eleven Valuepark pipelines connecting with the Dow Industry Park. Companies situated at Valuepark Terneuzen also have access to a rail terminal, operated by Switzerland-based chemicals distribution specialist Bertschi. Located on the Mosselbanken area with sufficient space for development, the terminal comprises two 300m-long tracks designed to connect the Valuepark with the entire European rail network. Two more logistics companies with well-established operations on site are Ravago Logistics Terneuzen and Katoen Natie. Both of these service Dow and Trinseo in handling, packaging and storing plastics products, with Ravago also providing Dow with distribution services. Katoen Natie additionally operates a barge and shortsea container terminal at the Park, handling goods ranging from chemicals to plastics; this has seen a growth in capacity from 5,000 TEU to almost 30,000 TEU per year. The companies which establish themselves at the Park become partners. They share the benefits of an excellent location, good transport connections and proximity to the Dow chemical industry. Valuepark Terneuzen functions as a coordinator and

has organised most of the property prerequisites. Now it is up to the companies themselves to come up with good business cases in order to properly develop the area.

Sustainable Advantages

Creation of Valuepark Terneuzen has brought with it significant environmental and logistical advantages. Before the Park's establishment, raw materials such as naphtha and benzene used by Dow were also stored in Rotterdam, Antwerp or Ghent and then shipped in barges to Terneuzen. The creation of new on-site storage terminals, together with the opening up of pipelines connected to plants on the Dow site, has reduced the number of road shipments by 30,000, in turn lowering overall CO₂ emissions by over 800 tonnes per year. The same logistics advantages also apply to the products manufactured at the Dow Terneuzen Industry Park, via the service providers located on the Mosselbanken and at the Logipark.

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

Maintenance Valuepark Developing Rapidly



At the Forefront of Innovation

Photo courtesy of Scherpl! Fotografie

Maintenance Valuepark Terneuzen (MVP) is a new industrial park for innovative businesses in the maintenance sector. It focuses on developing, researching and disseminating knowledge and providing services aimed at maintenance in the process industry. The project is facilitated by Valuepark Terneuzen, a 50/50 joint venture of the port company Zeeland Seaports and Dow Benelux.

Fourteen hectares east of the Western Scheldt tunnel have been selected as development land for the Maintenance Valuepark. The concept to develop the park was initiated in 2009. Though the project needed its start-up time, today developments are fast and steady. In June 2016, the first business, Trinseo, started erecting a construction on the designated plot of land. Trinseo was followed by TMS Industrial Services and recently Engie Services and Spie have decided to rent space, for maintenance shops and offices, at this industrial theme park. It is expected that by Spring 2018, the business park will be complete and all plots will be filled. The realisation of the real estate has taken place through a joint venture between APF International and Cordeel, with the latter responsible for construction.

Benefitting Process Industry in the Region

The park concept encourages businesses in the region to cooperate intensively. By sharing facilities and knowledge,

synergies can be formed between the companies. Maintenance work in the process industry is increasingly being outsourced to various specialist contractors. For example, at the industry park of Dow Benelux in Terneuzen, some 25 maintenance firms are active on site every day. The majority of them have their own office, workshop, transport vehicles and supporting facilities. The contractor facilities have gradually grown alongside the local plants, and business growth and willingness to invest and develop have become as key as knowledge-sharing. That is why Maintenance Valuepark has been created, to provide a location where maintenance firms, in combination with education and training, can work together to enhance their work practices and extend their service offering. This is not all: the park will also benefit the other process industries in the region, such as Yara and ICL-IP in Terneuzen and Arkema, Invista and Zeeland Refinery in Vlissingen. Another plus point is the development of a proper learning and working environment on site – future technicians can now apply for an internship at the various companies that are relocating to Maintenance Valuepark.

The Knowledge and Innovation Centre

The most important means of improving the overall maintenance in the process industry and ensuring that Zeeland becomes a major player is to create new network relationships between contractors, engineering companies, the process industry and knowledge institutions. The collaboration focuses on innovation, training and knowledge sharing. Maintenance Valuepark features a Knowledge and Innovation Centre for Maintenance in the Process Industry or KicMPI, boasting 53 members stretching from local service industries right through to multinationals – the range is vast.

In an interview, Pieter Raes, General Manager of KicMPI, clarifies the concept. “Maintenance Valuepark is based on

three pillars, firstly the physical park itself, secondly creating added value and becoming an incubator for maintenance in the process industry and thirdly producing a learning and working environment – a concept that involves developing new and innovative methods.” Mr Raes expands, “This educational aspect has been combined with the relevant educational institutes in Zeeland.”

Projects

The association is unique in its approach by actually creating projects in real-time, and organising informative seminars and conferences that are practical and that connect with the industry’s needs. Mr Raes highlights some examples of recent projects: “Take excavating, for example. Seems simple enough, but on a big industrial terrain it is easy to hit a pipe system or to have to deal with polluted soil. We want to develop robots that can do the excavating for us. So we created a consortium with Shell, Boskalis, Dow, ExxonMobil and Vopak to develop a specialised robot. A semi-autonomic system means increased safety and efficiency. In the future, we might even be able to develop a robot that can scan underground and see piping and cabling or pollution ahead of time.”

Mr Raes resumes with another example of research: “Pipelines are connected by so-called ‘flanges’. These are standard and people within the industry are familiar with them. Though flanges are seen as common technology, they can cause quite some problems. Incorrectly mounted flanges cause fugitive emissions that need to be avoided. Government regulations prohibit this. This causes a great deal of unplanned repairs. Right now, we are researching how we can tackle these problems by inventing smart and efficient pipe connection tools, avoiding repairs afterwards.” Other projects include corrosion prevention and safe working at heights.

European Projects

KicMPI also facilitates projects in a European context, by way of Interreg Europe, such as ‘SmartTooling’: new tools, such as drones, situated inside a ball made of carbon fibres. It means that the drone can fall out the sky and bounce on the ground so it does not get damaged or cause damage to equipment. For



Photo courtesy of Reggie Goole at Fotostudio72

THIS DRONE CAN BOUNCE AND NOT GET DAMAGED. IT IS SITUATED INSIDE A BALL MADE OF CARBON FIBRE.

the industry it can also mean a huge improvement. Possibilities include using the drone in a drum containing chemical residues, steam, water, liquid or gas. It is much safer, more efficient, sustainable, informative and ultimately cheaper than having a person try and enter a tank and perform analyses. Mr Raes elucidates, “Contractors can learn these new techniques and this will ultimately lead to businesses in Zeeland being at the forefront of the latest developments in the field and at the centre of innovation.”

Process Industry Hub

It is clear that the Maintenance Valuepark is a key element to Zeeland becoming a process industry hub within Western Europe. The initiative has staying power. With the recent developments seeing a good number of important companies in the process industry moving onto the terrain and developing their business on location, more are sure to follow. The key elements here are innovation, synergy and a clear vision of the future. The latest developments indicate that Maintenance Valuepark is evolving rapidly, and that growth is expected to continue this year.

I. WWW.VPTERNEUZEN.COM

I. WWW.KICMPI.COM

THE MAINTENANCE VALUEPARK IS DEVELOPING RAPIDLY.



Photo courtesy of Scherp! Fotografie



Photo courtesy of Scherp! Fotografie



Photo courtesy of Scherp! Fotografie



Tank Terminal Sluiskil welcoming first customers

Business is Looking Up for Biopark Terneuzen

Photo courtesy of Skypictures

Arie de Bode, Director of Heros Sluiskil, is starting 2017 in a positive spirit. After a period during which Biopark Terneuzen struggled to attract and keep businesses, the location is now receiving renewed interest.

In the summer of 2016, Mr de Bode's Heros joined forces with EcoServiceEurope (ESE – Oostburg) and Afvalstoffen Terminal Moerdijk (ATM – Moerdijk), under the name Tank Terminal Sluiskil (TTS). Working from this new joint venture, a sustainable solution has been found for twelve storage tanks that had remained idle since the September 2015 demise of NPE-Sluiskil BV.

The three companies are no strangers, having cooperated together since 2004. At that time, ATM lacked space at its Moerdijk location for water-purification operations, while Heros had a shortage of wastewater. ESE was the obvious partner to take care of the logistics. From an initial one tank-lorry per week, operations grew to 50,000t in 2015, increasing even further in 2016. As operations began to flourish, more and more loads were transported by inland barge, with Heros' 45-hectare BioPark on the Terneuzen-Ghent canal providing an ideal mooring location.

The recent acquisition is an important milestone and responds to growing international customer needs for wastewater storage capacity. The complete terminal, consisting of twelve tanks

varying from 700 to 6,000m³ and with a combined storage capacity of 45,000m³, is now operational.

Infrastructure at the plant has been brought in line with the latest regulations and an additional tank has already been built, providing a total storage capacity of 50,000m³ for the international wastewater market.

Mr de Bode has proudly announced that plant capacity will be fully utilised in 2017 and 2018. In 2019 he anticipates storage space becoming available for new third parties.

Together with the Finnish Neste's acquisition of the biodiesel plant at the BioPark on next page, Tank Terminal Sluiskil is an important step forward for the BioPark and creates a new impulse for the region as a whole.

I. WWW.BIOPARKTERNEUZEN.COM

I. WWW.HEROS.NL



Photo courtesy of Scherpl Fotografie

ARIE DE BODE, DIRECTOR HEROS.



ESE IS THE OBVIOUS PARTNER TO TAKE CARE OF THE LOGISTICS.

Neste Buys Sluiskil Biodiesel Plant

The Finnish energy company Neste has signed an agreement to acquire a former biodiesel plant in Sluiskil. Neste is purchasing the plant from Electrawinds ReFuel and intends to use the plant for storage and pretreatment of renewable raw materials for the company's renewable diesel refineries.

Until early 2015, the Sluiskil plant produced conventional biodiesel (FAME). The Finnish company aims to have the plant renovated by the end of June, with production scheduled to restart in the second half of the year.

"By acquiring the Sluiskil plant, we are enabling the further expansion of our raw materials base," says Kaisa Hietala, Executive Vice President of Renewable Products at Neste. "Many new raw materials are wastes and residues that are difficult to process, and they require good pretreatment before renewable diesel or aviation fuel can be produced from them. The pretreatment capacity and storage tanks at Sluiskil also contribute to facilitating our future growth."

The acquisition forms part of Neste's global growth programme in renewable products. The transaction is expected to be completed during the first quarter of 2017. The purchase price has not been disclosed.

Neste

Neste creates sustainable choices for the requirements of transport, businesses and consumers. Its global range of products and services allows customers to lower their carbon footprint by combining high-quality renewable products and oil products to tailor-made service solutions. In its renewable products business, Neste aims to continue to focus on refining premium-quality renewable diesel, which can be used in all diesel engines and which cuts greenhouse gas emissions by up to 90 percent compared to conventional fossil diesel. The company is the world's largest producer of renewable diesel refined from waste and residues, and also brings renewable solutions to the aviation and plastics industries. In 2016, Neste's net sales stood at EUR 11.7 billion, and the company was on the Global 100 list of the 100 most sustainable companies in the world.

WWW.NESTE.COM



THE SLUISKIL BIODIESEL PLANT.

Photo courtesy of Skypictures

Zeeland's Premium Breed Kingfish Available this Autumn

At the foot of the towering Zeeland bridge, an exciting new initiative is taking shape. Later this year, Kingfish Zeeland will fill the water basins of a land-based, 5,000m² fish farm with a stock of Yellowtail Kingfish.

The Yellowtail is relatively new to the EU, but Company Director Ohad Maiman explains why this premium species is a sought-after product in the market. The Yellowtail Kingfish, which originates in Australia, is a firm, meaty fish with a full taste. It is an excellent gastronomic alternative to tuna, a species that has suffered from recent negative publicity. The Yellowtail is currently imported from Japan, Chile and Australia, but logistical costs and limited storage life make this an expensive process. Ohad Maiman and Chief Operating Officer Kees Kloet are confident that their Netherlands-based company will give them the edge on competitors from abroad when supplying the West European market.

The company boasts sufficient in-house expertise to successfully breed these fish. The cutting-edge RAS (recirculation aquaculture systems) technology to be used represents an eco-friendly and efficient way to farm. The high-quality salt water required will be directly tapped via a pipeline from the Eastern Scheldt, with 99% of the water in the closed system being recycled. The intention is to operate with 100% renewable energy, produced by an on-site wind turbine and solar panels. The minimal outflow water will be used as a fertiliser, for algae production and rag-worm farming. Animal welfare was a top-priority, when designing Kingfish Zeeland's fish-farming systems. "A happy fish performs better!" they say. The choice to locate in Zeeland was easily made. Zeeland is



KINGFISH ZEELAND BUILDING SITE.

already home to a number of aquaculture businesses, there is plenty of expertise in the area and the local authorities all supported the initiative.

The selection of good-quality young fish to stock the farm is already underway in the water basins at Fry-Marine in Kamperland. Kingfish Zeeland will employ approximately 15 personnel and – once fully established – estimates an annual turnover of 200,000 fish per year, weighing 2 - 2.5kg each.

[I. WWW.KINGFISH-ZEELAND.COM](http://WWW.KINGFISH-ZEELAND.COM)



RESEARCH & DEVELOPMENT FACILITY UNDER CONSTRUCTION.



Participants of Zeeland Port Promotion Council

		INDUSTRY	MARITIME	OFFSHORE	LOGISTICS SERVICES	OTHER SERVICES	EDUCATION AND GOVERNMENT
A	Aage Hempel B.V.		■				
	ABN AMRO					■	
	Access World (Missingen) B.V.				■	■	
	Accountants- en Adviesgroep Rijkse					■	
	Actief Werkt! Middelburg					■	
	Adriaanse & van der Weel Advocaten					■	
	Aerssens & Partners					■	
B	Amadore Hotels & Restaurants					■	
	Beeldmerk					■	
	Boogaard Advocaten					■	
C	Bouwgroep Peters B.V.					■	
	BOW Terminal			■	■		
	C.T.O.B. Transport & Logistics				■		
	CdMR/ Cobelfret B.V.				■		
D	Century Aluminum Vlissingen B.V.	■					
	Cordeel Nederland B.V.	■			■		
	C-Port B.V.					■	
	Damen Shiprepair Vlissingen	■	■	■			
	DB Schenker				■		
	De Pooter Personeelsdiensten					■	
	De Ruyter Training & Consultancy						■
	De Zeeuwse Alliantie Notarissen					■	
	Delta Lloyd Verzekeringen					■	
	Delta Safe Security Services B.V.					■	
E	DOW Benelux B.V.	■					
	DRV Accountants & Adviseurs					■	
	Dutch Marine B.V.		■			■	
	Embedded Coaching & Consultancy					■	
	Ergo Services					■	
F	Euro-Mit Staal B.V.	■					
	Fabricom B.V.	■				■	
G	Feyter Industrial Services	■				■	
	Flexibility Zeeland					■	
	Flushing Shipping Agencies				■	■	
	Fraanje Aannemingsbedrijf B.V.					■	
H	Golden Tulip L 'Escaut					■	
	H4A					■	
	Haskoning DHV Nederland B.V.					■	
	Havenwerk B.V.					■	
	Henk Kramer Communicatie					■	
	Heros Sluiskil B.V.	■					



Participants of Zeeland Port Promotion Council

		INDUSTRY	MARITIME	OFFSHORE	LOGISTICS SERVICES	OTHER SERVICES	EDUCATION AND GOVERNMENT
	Howzat Relocations					■	
I	I.B.S. B.V.	■				■	
	ICL-IP Terneuzen B.V.	■					
	ING Business Banking					■	
	Interlashing B.V.				■	■	
	Istimewa Elektro	■				■	
J	Justion Advocaten					■	
K	Katoen Natie Westerschelde B.V.				■	■	
	Kloosterboer Vlissingen V.O.F.				■		
	Koch adviesgroep Ingenieurs & Architecten					■	
	Koolwijk Shipstores B.V.				■	■	
	KVA International	■	■	■			
	KWS Infra/Aquavia					■	
L	Labojuce B.V.	■				■	
	Liftal Hijstechniek					■	
	Loodswezen Regio Scheldemonden		■		■	■	
	LTT Holland B.V.		■				
M	Mammoet Nederland B.V.	■	■	■	■	■	
	Maritiem & Logistiek College de Ruyter					■	
	Mourik Vlissingen B.V.				■		
	Multraship Towage & Salvage	■	■	■			
	Municipality of Middelburg						■
	Municipality of Terneuzen						■
	Municipality of Vlissingen						■
	Montagebedrijf Terneuzen	■	■				
N	Nelis BV		■		■	■	
	Nouvall Engineering Services					■	
	N.V. Economische Impuls Zeeland					■	
	N.V. Westerscheldetunnel				■	■	
O	Oiltanking Terneuzen B.V.	■			■	■	
	Outokumpu Stainless B.V.	■			■		
	Ovet B.V.				■	■	
P	Pfauth Logistics B.V.				■	■	
	PTC B.A.		■		■		
R	Rabobank Oosterschelde					■	
	Rabobank Walcheren-Noord Beveland					■	
	Rabobank Zeeuws-Vlaanderen					■	
S	S5 Agency World			■	■		
	Sagro Aannemingsmij. Zeeland B.V.		■	■	■		
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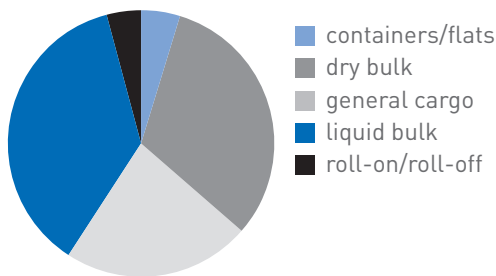
		INDUSTRY	MARITIME	OFFSHORE	LOGISTICS SERVICES	OTHER SERVICES	EDUCATION AND GOVERNMENT	
S	SDW Shipping	www.sdwshipping.com				■		
	Seacontractors	www.seacontractors.com		■	■	■	■	
	Sealake Terminal B.V.	www.sealaketerminal.com		■	■	■	■	
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	Swagemakers Transport B.V.	www.rswagemakers.nl				■		
T	Tanido B.V. Sworn Marine Surveyors	www.tanido.com				■	■	
	Tempo-Team Uitzendbureau B.V.	www.tempo-team.nl					■	
	Terneuzen Powder Technologies B.V.	www.tpt.nl	■			■	■	
	TMS Terneuzen B.V.	www.tmsnl.com	■				■	
U	URS Nederland NV	www.smit.com		■				
	V	Van Ameyde Marine Vlissingen	www.ameydemarine.com		■		■	■
Van Jole B.V.		www.vanjole.com					■	
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Verex Douane Service		www.verexdemeijer.nl				■	■	
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Vlissingse Bootliedenwacht B.V.		www.vlb.vlissingen.nl		■		■	■	
Vopak Agencies Terneuzen B.V.		www.vopakagencies.com				■	■	
Vroon B.V.		www.vroon.nl		■				
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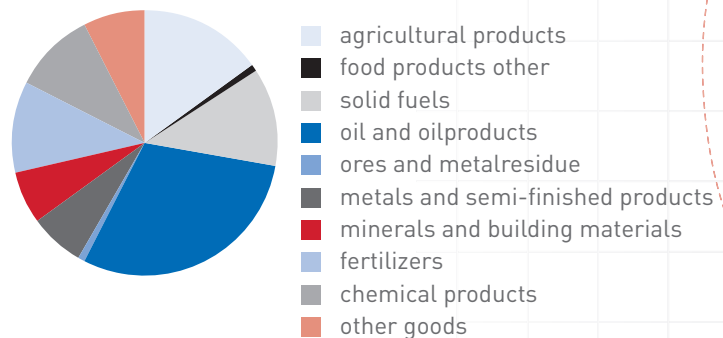
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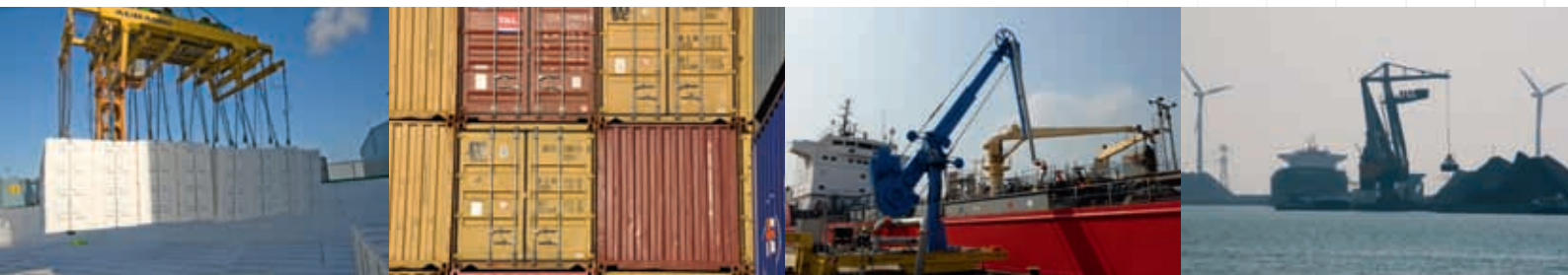
Seaborne cargo by segment



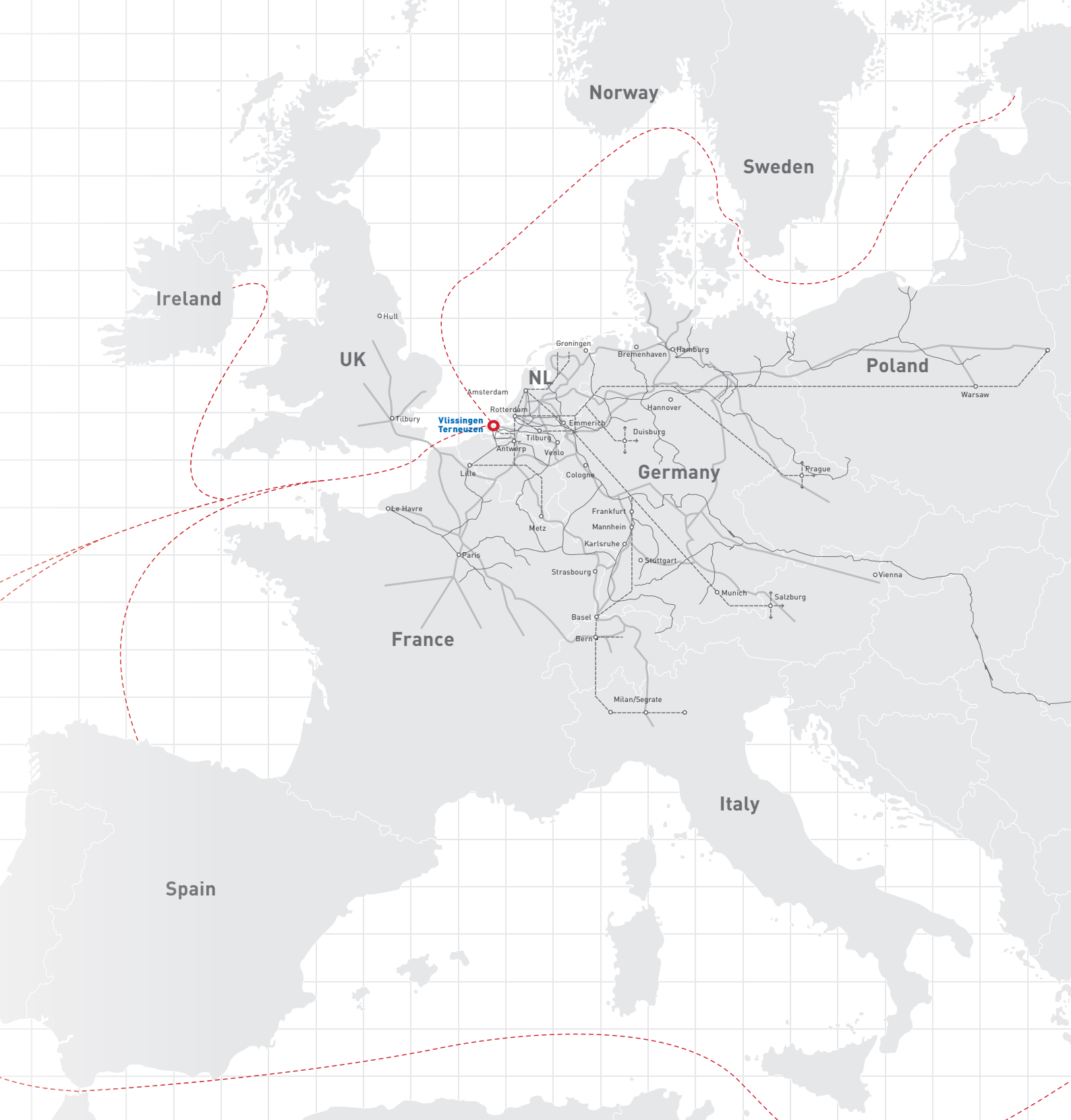
Seaborne cargo by product group



- - - Seatraffic — Inland waterways — Main roads - - - Railways

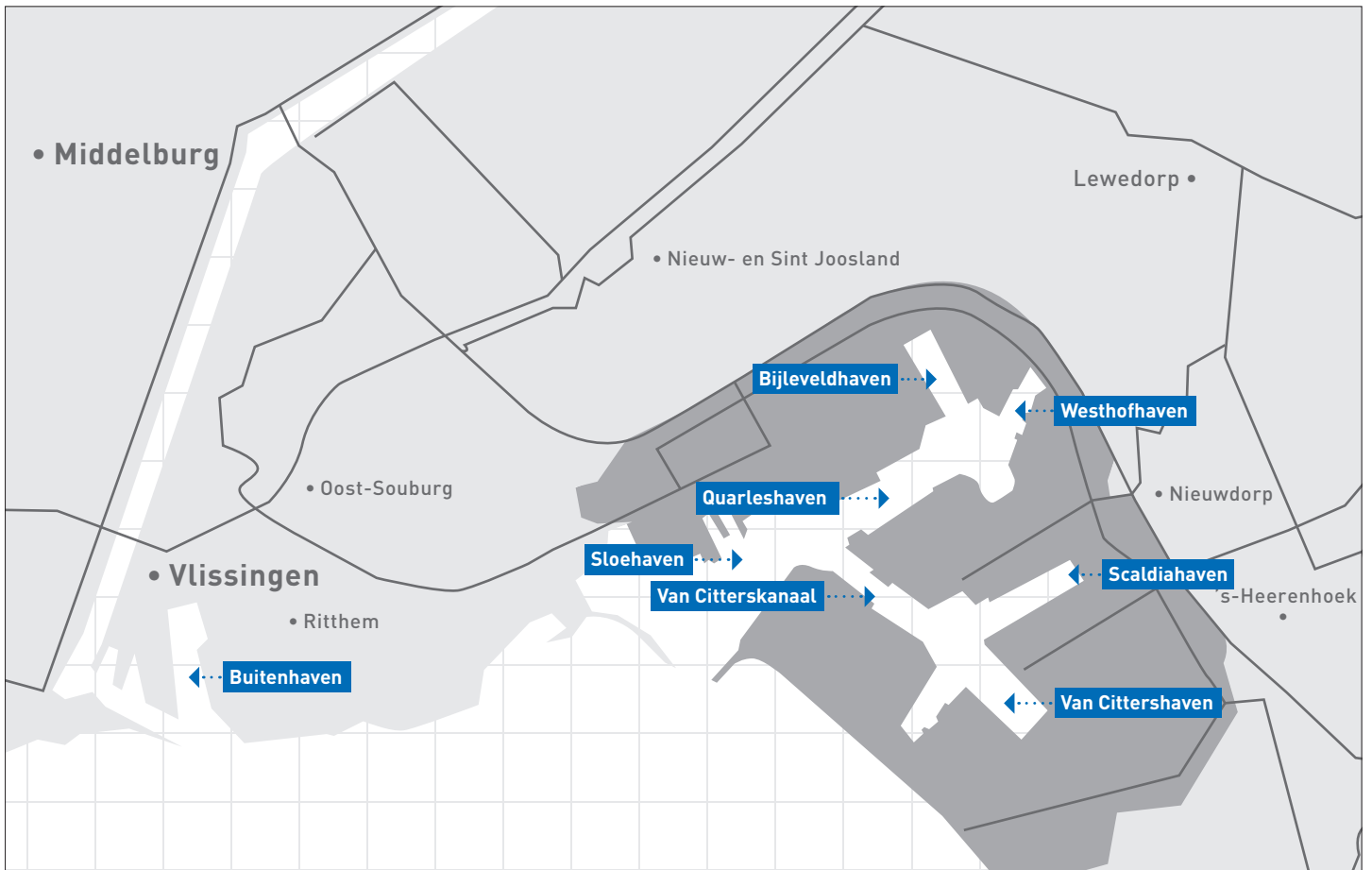


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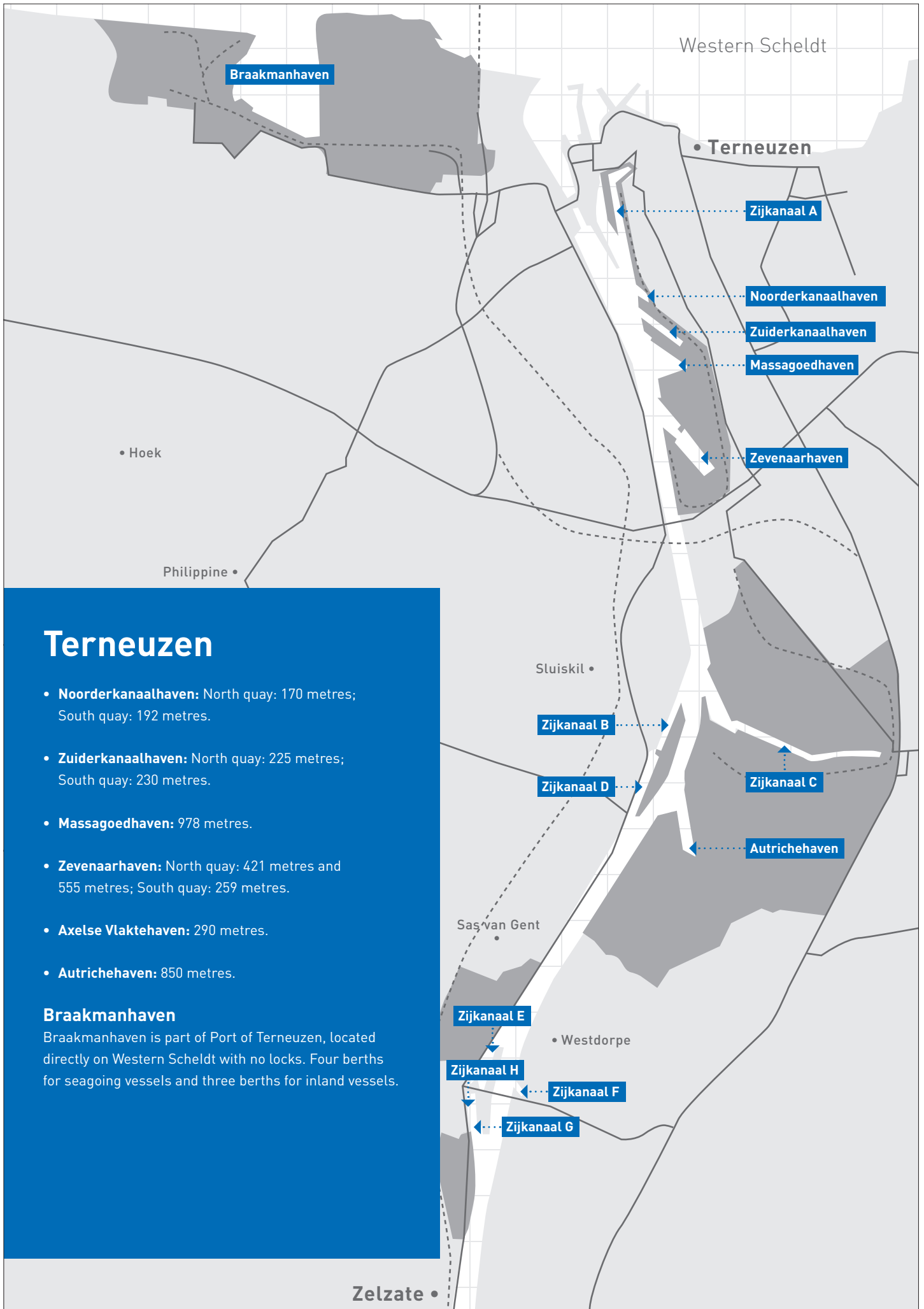




Vlissingen

- **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.

About ZEELAND PortNews

Covering Zeeland's North Sea ports of Vlissingen and Terneuzen, Zeeland PortNews is the official publication of the Zeeland Port Promotion Council (ZPPC) and port company Zeeland Seaports.

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Distributed to a wide international audience, the high quality quarterly magazine promotes the activities of companies active in the ports to key customers, business partners, stakeholders in Zeeland and beyond, as well as at major international trade events. Zeeland PortNews is available in hard copy as well as a digital version. Each issue has approximately 10,000 readers. For your free subscription to Zeeland PortNews,

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