

ZEELAND PortNews

Covering Zeeland's North Sea Ports
of Vlissingen and Terneuzen

Blue Growth in Zeeland

**4 | Food: The Best Port of
the Future**

AMC Flourishes in Vlissingen

8 | Winning Combinations

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in European Sustainability
Plans

22 | Company Profile: Sagro

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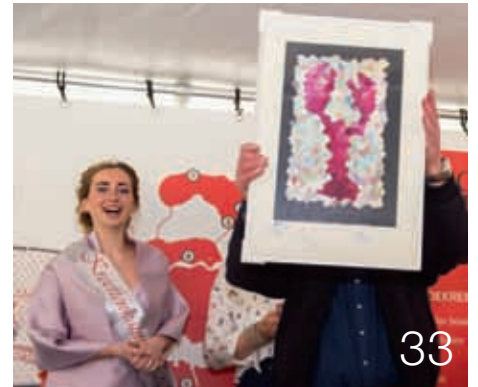


Readership

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.

IN THIS ISSUE



2 EVENTS

Business Calendar

3 WELCOME

Merger Investigation Finalised

4 FOOD

Zeeland Seaports, the Best Port for the Future – AMC Flourishes in Vlissingen

8 WINNING COMBINATIONS

Blue Growth in Zeeland

12 INSIGHTS

50 Years at a Glance – Bert van Hoepen

14 REFIT & REPAIR

Shipyard Reimerswaal – Up and Running in Vlissingen

15 OFFSHORE WIND

Sustainable Energy for Everyone – Eneco Participant in Borssele 2 Offshore Windfarm

18 TRANSPORT & LOGISTICS

Ensuring Reliable and Sustainable Transport

20 LIFTING

An Exciting Project – Overhead Travelling Crane Installed Within an Hour

22 COMPANY PROFILE

Big in Demolition and Bulk Transport – Sagro

26 SUSTAINABLE INDUSTRY

Heros Sluiskil Innovating for the 21st Century

30 EMPLOYMENT

International Payrolling – Delta Marine Crewing

33 ENVIRONMENT & CULTURE

Eastern Scheldt Lobster – A Culinary Treat

34 ENVIRONMENT & CULTURE

Middelburg Celebrates M800

35 BULLETIN

News in Brief

39 NEW PARTICIPANTS

41 PARTICIPANTS

Overview

46 MAPS

Vlissingen and Terneuzen Terminals

48 PUBLISHERS

About Zeeland PortNews

ON THE COVER

Zeeland Seaports considers sustainability as one of its spearheads. In and around the port area, the Port Company promotes and supports initiatives to make use of solar and wind energy. Solarpark Scaldia is a 40ha solarpark that will be constructed in the Vlissingen port area, in the cable and pipeline corridor. Read more on page 8.

IMAGE COURTESY OF AB CREATIVE.

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.

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	7-9 FEB 2018	Fruit Logistica Berlin
					
17-19 APRIL 2018	TransRussia Moscow	29-31 MAY 2018	Breakbulk Europe Bremen	25-28 SEPTEMBER 2018	WindEnergy Hamburg
					



“ Merger Investigation Finalised

Welcome

On 7 November 2016, Zeeland Seaports and the Port of Ghent announced that they would engage in an investigation to see whether a merger of equals was possible. This news was warmly welcomed by the political, economical and academic worlds. Following a process lasting over a half year, the results of the talks have been presented to the shareholders of the two port authorities. An important conclusion is that a merger on an equal basis (50%-50%) is possible and that solutions are available for all merger issues (such as strategy, governance, legal and fiscal).

Research conducted earlier by McKinsey demonstrated significant socio-economic benefits of a merger for the entire area of operation of the two port authorities, which extends from Ghent to Vlissingen. The partnership has the potential to deliver increased added value in the region, more employment, better utilisation of the port infrastructure, enhanced opportunities for innovation, the ability to attract bigger investors, better service provision to firms and increased brand awareness.

The financial valuation performed during the exploratory phase has demonstrated that a merger of equals (50%-50%) is possible. Moreover, expert advice in the strategic, governance, legal and fiscal areas demonstrates that a merger is technically feasible.

Based on the exploratory phase, we – Zeeland Seaports and Port of Ghent – propose to our shareholders that



JAN LAGASSE, CEO ZEELAND SEAPORTS.

the cross-border merged port should take the form of a European company as a holding company for the two existing port authorities. These three entities would have unitary governance and management. A new supervisory body of limited size and with Dutch and Flemish representatives would replace the existing supervisory board of Zeeland Seaports and the executive board of the Port of Ghent. The new company will be managed jointly by two people.

The results of the merger talks have now been put to our shareholders and employee representatives for further scrutiny. It is expected that the merger will be able to be completed by the end of this year. The merger will rank the new port within the top ten European ports.



AMC VLISSINGEN, WITH PHASE 2 UNDER CONSTRUCTION.



AMC VLISSINGEN HAS ACHIEVED THE HIGHEST SCORES FOR THE MOST PRESTIGIOUS CERTIFICATES IN TERMS OF, FOR EXAMPLE, SECURITY, QUALITY AND INDUSTRIAL HYGIENE.

Photo courtesy of AMC

“ We are always looking for partners who can help us realise our goals quickly and well. We have found such partners in Zeeland.



IN VLISSINGEN, AMC BLENDS AND PACKS FRESH JUICES FOR THE CONSUMER MARKET.

Photo courtesy of AMC

Zeeland Seaports, the Best Port for the Future

AMC Flourishes in Vlissingen

Being located close to the fertile grounds of many Zeeland fruit growers and with all the necessary facilities on hand, it is no big surprise that in the last two decades, the ports of Vlissingen and Terneuzen have grown into leading hubs for the handling and storage of all kind of fresh products. This increased activity has also attracted new companies involved in the fresh produce business.

Spanish multinational AMC decided to set foot in Zeeland in 2012. Ever since that moment, things have gone very fast for their facility in Vlissingen. Zeeland PortNews talks with Antonio Muñoz Beraza, CEO of AMC Juices (by phone), Miguel Ángel Cantero Bernal, General Manager at AMC Vlissingen and Leo Lagendijk, Commercial Manager at Zeeland Seaports, to learn more about the success of AMC.

Latest Generation Plant

"In 2012, we decided to invest in a new, latest-generation plant. The best location was Vlissingen, which afforded us greater efficiency and environmental sustainability, allowing us to offer high-quality products to our customers in Northern Europe," explains Mr Antonio Muñoz.

Since then, the AMC Group's style and philosophy have also become intrinsic to AMC Vlissingen, where all quality controls, food safety assurances and operational and business management controls are carried out. These are based on the juice processing and bottling know-how of its Spanish mother company, supported by some twenty years' experience.

Mr Muñoz adds, "We were expanding at the right moment to allow us to become competitive in markets such as Scandinavia and the UK, but we needed to be closer to them. It wasn't sustainable, either economically or environmentally, to export to Northern Europe from our plant in Murcia (Spain); that's why Vlissingen became our location of choice. AMC Juices' state-of-the-art plant in Murcia continues to supply customers located in Spain, Portugal, France and the Asian markets, while Vlissingen supplies Germany, the Netherlands, the Scandinavian countries and the UK."

Sustainability

Sustainability has been one of the benefits which contributes to AMC's sense of comfort in Vlissingen. "It is not very common

to find such well-developed infrastructure using renewable energies, and that is what happens here. Besides this, we use the cold oceanic water for cooling our juices. This innovative and simple initiative has led us to win some important environmental awards," highlights Mr Muñoz.

In April 2017, the AMC Group won the Sedex award in the Best Collaborative Effort category for their active collaboration in the Juice CSR Platform. These awards were created to celebrate the sustainability success stories of Sedex members worldwide in the areas of Continuous Improvement, Best Collaborative Effort and Innovative Supply Chain programmes. Mr Muñoz: "AMC has been a member of Sedex for over a decade, and, being chosen out of hundreds of companies to be the recipient of this award, which is granted by sustainability experts, is a great way to recognise the company's cooperative work."

Excellent Support

"One of the other reasons which lead us to decide on Zeeland was the excellent support we received from Zeeland Seaports, as well as the Zeeland authorities. We were not used to the Dutch regulations and law and their help really made things a lot easier for us," Mr Cantero states. "We are more than satisfied with the services and professionalism we find in the port: the thoroughness they apply to every detail really makes things work impressively well," Mr Cantero concludes.

Mr Leo Lagendijk adds, "For us, AMC was a very valuable prospect. In Zeeland, let alone in our port, there are not many production companies in the food market and production adds a large amount of value to the products that are handled in our port. Apart from this, AMC is a really big player in its particular market and therefore an excellent image-builder for our port, so we made a big effort to help them overcome any obstacles to settling down in our region."

MR CANTERO (L) AND
MR LAGENDIJK (R) AT THE
AMC VLISSINGEN OFFICE.



Photo courtesy of Scherp! Fotografie



Photo courtesy of AMC

MR MUÑOZ, CEO AT AMC JUICES: "VLISSINGEN AFFORDED US GREATER EFFICIENCY AND ENVIRONMENTAL SUSTAINABILITY, ALLOWING US TO OFFER HIGH-QUALITY PRODUCTS TO OUR CUSTOMERS IN NORTHERN EUROPE."

Private-Label Producer

The AMC operation in Vlissingen started production at the beginning of 2014, just about a year after the start of construction of the facilities. Mr Muñoz says, "Everything went very fast. In fact one of our biggest issues in those days was to find enough good people to work for our business, as AMC was not a well-known company in this region. But now, with people seeing how well we are doing in Zeeland, things are changing." Today the plant is operated by a well-trained, lean, manufacturing workforce, with teams rotating between Spain and the Netherlands. Each shift is monitored and measured

by in-plant teams to immediately detect any deviation in productivity and improvements.

In Vlissingen, AMC blends and packs fresh juices that arrive from all over the world. The juices are packed for the consumer market. "Our customers are international retail and wholesale organisations for whom we pack the juices and smoothies in their private-label bottles and cartons. We have some niche brands, but we are mainly a private-label producer, meaning we are not visible in the supermarket. But I am sure that most people in Europe have, at least once, bought a bottle of orange juice packed by AMC," Mr Cantero says with a smile.

An Impressive Growth

Quite soon after their start in 2014, AMC made the decision to expand its production capacity in Vlissingen. "Our strategy aims at supplying a broad range of products and for this we need capacity. Of course we specialise in chilled juices, but within this range the variety is very big. Although the market for juices as a whole is quite stable, the volume of healthy juices and smoothies is growing rapidly and in order to keep up with this growth, production capacity is necessary," Mr Cantero continues. "Therefore, expansion of our production capacity in Vlissingen is, of course, a case in point."

Mr Lagendijk: "Currently, AMC leases around 7.5ha, having started with 2.1ha in 2012; an impressive growth with respect to the figures in our port area."

For the first expansion of AMC (phase 2), the collaboration with Zeeland Seaports and the local authorities was again very productive. Mr Lagendijk explains, "The area covered by the Vlissingen location spans two municipalities, Vlissingen and Borsele, and the challenge presented by AMC's expansion lay in the fact that the border between Vlissingen and Borsele falls exactly along the line between AMC's first and second phase. So for the second phase, new permits had to be arranged."

In order to avoid lengthy procedures and to get things done efficiently, it was a case of 'all hands on deck' at AMC, Zeeland Seaports and the Municipalities. "AMC is a typical example of removing the 'mañana' bias. AMC is used to acting very fast and asks this of their partners as well. To give an example of this, with regard to the second phase, Mr Cantero arranged a video-meeting, with himself in Murcia and us sitting in his office in Vlissingen. Quite a peculiar and funny situation," Mr Lagendijk reflects.

Project of the Year

The result: a state-of-the-art bottling plant with all security requirements and a constant improvement in terms of speed, integration, flexibility and quality. "At AMC Vlissingen, as at AMC Spain, we have achieved the highest scores for the most prestigious certificates in terms of, for example, security, quality and industrial hygiene," Mr Cantero explains. "In both plants, we have around 150 technical audits and inspections every year. On the British Retail Consortium certificate we received the maximum, an AA+ (unannounced)," Mr Cantero adds with pride. This investment in Vlissingen has also been recognised in Spain, where multinational AMC was founded. In 2016, AMC Vlissingen was considered the 'Project of the Year' for their export activities and the creation of new markets, according to the 'Internationalisation Awards' organised by the prestigious financial newspaper Expansión.



Photo courtesy of AMC

EACH SHIFT IS MONITORED AND MEASURED BY IN-PLANT TEAMS TO IMMEDIATELY DETECT ANY DEVIATION IN PRODUCTIVITY AND IMPROVEMENTS.

Mr Cantero: "We are always looking for partners who can help us realise our goals quickly and well. We have found such partners in Zeeland; and with our filling and packing lines and ultra-modern laboratory for testing and product development, we have state-of-the-art facilities. So for us, Vlissingen is the port for our future."

WWW.AMCGRUPO.EU

The AMC Group

Founded in 1931, AMC is a business group dedicated to the food and beverage sector in the global market, focusing on private labels and specialising in:

- fresh fruits
- juices, smoothies and natural fruit drinks
- flowers
- ice cream

In 2016, the AMC Group reached a consolidated turnover of EUR 1,121 million, representing a 14% increase in turnover versus the previous financial year.

The group's more strategic investments include:

- 3,250ha of its own citrus fruit cultivation, as well as a further 400ha of other fruits, mainly seedless grapes.
- Own breeding and development centres for new vegetable varieties
- Fresh produce packing and distribution centres in Spain, France, the United Kingdom, the Netherlands, USA,

Chile, Peru, Israel, Kenya and the Republic of South Africa.

- Juice-squeezing facilities in Spain, Costa Rica and Germany, for fruits of Mediterranean, tropical and cold climates respectively.
- Juice-bottling facilities in Spain and Vlissingen.
- Centres for research and development of new products for main European retailers.
- Registered companies and business offices in Great Britain, France, Germany, Italy, USA, Canada, China and Dubai.

One of the company's main objectives is to continue to be a major player in the food industry, and more specifically on the European fresh fruit and fruit-juice market. Above all, AMC gives precedence to the development of its business partners and works to support and strengthen its associates wherever they may be located.



Photo courtesy of AMC

AMC HAS 3,250HA OF ITS OWN CITRUS FRUIT CULTIVATION, AS WELL AS A FURTHER 400HA OF OTHER FRUITS, MAINLY SEEDLESS GRAPES.

Blue Growth in Zeeland

Zeeland Seaports Frontrunner in European Sustainability Plans

At the recent Zeeland Port Congress, organised by Zeeland Seaports, the main topic was Blue Growth. Speakers and participants discussed the many initiatives in and around the Zeeland port area that show that the ports of Vlissingen and Terneuzen are already ahead when it comes to sustainability.

GLASTUINBOUW ZEEUWS-VLAANDEREN
USES CO₂ AND RESIDUAL HEAT FROM ITS
NEIGHBOUR YARA SLUISKIL.



Photo courtesy of Zeeland Seaports

Taking up the topic of the congress, Zeeland PortNews looks into this new phenomenon. What exactly is Blue Growth? What is happening within Zeeland in this field? What efforts are being made by Zeeland Seaports and why did sustainability become such a strong proposition for the Zeeland ports?

Blue Growth Strategy

'The blue economy can be a driver for Europe's welfare and prosperity'. That was the message of the Blue Growth strategy adopted by the European Commission in 2012. Blue Growth is the long-term strategy designed to support sustainable growth in the marine and maritime sectors (the 'Blue Economy') as a whole. Seas and oceans are the drivers of the European economy in many sectors where there is great potential for innovation and growth. Blue Growth can be seen as the maritime contribution to achieving the goals of the Europe 2020 strategy for smart, sustainable and inclusive growth. Zeeland Seaports, the Port Company as well as the companies working in and around the port area, have already been showing proof of this for many years.

Spearhead

In its most recent business strategy 'Winning Combinations', Port Company Zeeland Seaports considers sustainability as one of its spearheads. For the Port Company, this is not just lip-service in the form of a popular written phrase, as a lot of environmental projects have already been realised in the port area. This way, Zeeland Seaports is contributing to the Blue Growth goals in a very practical and direct manner. The development of the Zeeland port area goes hand-in-hand with sustainable nature and quality of life. Zeeland Seaports considers sustainability to be important for the continuity and competitive power of the ports of Vlissingen and Terneuzen.

In 'Winning Combinations', three sustainable tracks are defined:

- Track 1: sustainable spatial planning of the port area and sustainable operation of the Port Company.
- Track 2: regional and supply-chain agreements with industry, government and social stakeholders in order to realise cohesion between sustainable and economic developments.
- Track 3: attracting new companies to invest and settle in the Zeeland port area that contribute to the circular economy, transition of energy and raw materials, and industrial symbiosis.

A number of activities are described within these three tracks:

- Zeeland Seaports achieves the environmental accreditation Ecoports by 2019 latest.
- In collaboration with businesses, governments, and environmental associations, Zeeland Seaports' environmental and economic objectives in the Terneuzen and Vlissingen port area are determined.
- CO₂ emissions reduction will be realised through a sustainable modal split.

WINNING COMBINATIONS

- A maximum of 20% of goods arriving at the ports through inland shipping will leave the port via road transport. This reduction of road transport will be achieved through supporting the realisation of a minimum of five additional pipelines and a strong commitment to the construction of additional rail connections.
- Extra focus will be given to the efficient use of land, the restoration of the estuarine dynamics and biodiversity in the Western Scheldt River as well as the increase of bio-based production.

Written Statement

This sustainability agenda is, in fact, a written statement of what has already been going on in the ports for years. It is a promise



that the Port Company will continue its own sustainable activities and will keep on supporting initiatives from third parties that are involved in the port.

The road to becoming a sustainable port already started more than a decade ago, when Zeeland Seaports was one of the founding partners of Biopark Terneuzen.

Biopark Terneuzen is a concept in which companies share each other's residual materials. The best example of this is the greenhouse project Glastuinbouw Zeeuws-Vlaanderen. This 300ha greenhouse complex uses CO₂ and residual heat from its neighbour Yara Sluiskil. This way, Yara can reduce its CO₂ footprint and the greenhouse farmers reduce their use of fossil fuels to zero.

The CO₂ and residual heat is transported by underground pipelines, managed by WarmCO₂. WarmCO₂ is now one of the leading experts in this field and has been invited by many other companies to help in the realisation of the same kind of interchange.

Sloewarmte

In Vlissingen too, this kind of interchange is taking place. Over here, a number of companies are cooperating under the project name of Sloewarmte to pioneer an initiative in which they make use of each other's residual heat. The residual heat coupling takes place between Zeeland Refinery, Martens Harbour Reception Installation and COVRA. Waste-heat from Zeeland Refinery production is captured at 140°C and delivered as water via a pipeline to Martens and COVRA. Martens uses the waste-heat to purify used oil from (maritime) vessels and make it suitable for reuse. COVRA converts the residual heat



for the climate conditioning of their offices. After use, the water goes back to Zeeland Refinery, which in turn re-uses it as cooling water in its production process. On an annual basis, this coupling leads to a saving equivalent to the energy consumption of approximately 1,500 households. The process also lowers CO₂ emissions by about 4,300 tons per year.

Solar Park and Wind Energy

In and around the port area, Zeeland Seaports promotes and supports initiatives to make use of solar and wind energy. Solarpark Scaldia is a 40ha solarpark that will be constructed in the Vlissingen port area, in the cable and pipeline corridor. 140,000 solar panels will produce 50MW. In order to finalise the project, the park has been granted an Incentive Grant for Sustainable Energy (SDE) subsidy from the Government. The solar panels will be placed east to west instead of facing south. This is an innovative way of being able to place more solar panels per hectare and not overproducing energy in the peak hours. The hope is that the solar park will attract new companies to the port, as an increasing number of companies want to use sustainable power generated on-site. Ultimately, the park could also benefit the residents of Vlissingen. Furthermore, numerous wind turbines supply power both to the national grid and to a great number of companies in the port area.

Shore Power

Zeeland Seaports is promoting inland shipping as a sustainable modality. To this end, the Port Company is taking steps to make the port more attractive to inland shipping. One of the initiatives is the installation of a large number of shore-based power



140,000 SOLAR
PANELS WILL
PROVIDE 50MW.

Image courtesy of AB Creative/Zeeland Seaports



THE ECOLOGICAL MANAGEMENT OF
THE VEGETATION IN THE PORT AREA IS
A WAY OF TRYING TO MAINTAIN AND
IMPROVE BIODIVERSITY IN THE REGION.

Photo courtesy of Zeeland Seaports

facilities. With these facilities, barges can make use of electricity from the network instead of using their own, more polluting, diesel generators.

The use of shore power reduces NOx and particulate matter emissions and also lowers noise pollution. Research is being carried out into the effects of shore power. Results indicate that shore-power supply boxes in and near to residential areas have a positive effect on the environment. This is the reason why the first extension of shore power took place in urban areas such as Terneuzen, Sluiskil and Sas van Gent.

Nature Management

The ecological management of the vegetation in the port area is a way of trying to maintain and improve biodiversity in the region. Zeeland Seaports' policies are geared towards trying to accommodate as many different types of plants and animals as possible, wherever possible. Zeeland Seaports value the preservation of nature and the environment. They do this on the one hand by exploring/testing the results of the (proposed) activities for the spatial complexity of Natura 2000 and the main ecological structure areas surrounding our management area; on the other, they try to maintain the diversity of flora and fauna right up to the moment that a company opens its doors in that area. In other words, fallow land remains that way until its required for other purposes. The Port Company also tries to maintain the flora and fauna, and where possible improve it, in areas which cannot be used by companies (verges, dykes, power lines, etc.). The ecological management of the natural environment for the port of Vlissingen was set down in a plan in 2010, and was then executed. The plan for Terneuzen was completed in 2013 and ecological management has been launched in a number of places.

About Blue Growth

In Europe the 'Blue Economy' represents roughly 5.4 million jobs in various marine and maritime-related sectors, and generates a gross added value of almost €500 billion a year. The Blue Growth strategy set up by the European Union consists of three components:

1. Development of sectors that have a high potential for sustainable jobs and growth, such as:
 - a. aquaculture
 - b. coastal tourism
 - c. marine biotechnology
 - d. ocean energy
 - e. seabed mining
2. Essential components to provide knowledge, legal certainty and security in the blue economy:
 - a. marine knowledge to improve access to information about the sea;
 - b. maritime spatial planning to ensure an efficient and sustainable management of activities at sea;
 - c. integrated maritime surveillance to give authorities a better picture of what is happening at sea.
3. Sea-basin strategies to ensure tailor-made measures and to foster cooperation between countries:
 - a. Adriatic and Ionian Seas
 - b. Arctic Ocean
 - c. Atlantic Ocean
 - d. Baltic Sea
 - e. Black Sea
 - f. Mediterranean Sea
 - g. North Sea

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In April, Bert van Hoepen, Managing Director Real Estate, shut the door of his office at Koninklijke Schelde Groep, the holding company for the Vlissingen sites of Damen Shipyards, for the last time.

MR VAN HOEPEN IN HIS NATURAL HABITAT, THE HEADOFFICE OF DAMEN VLISSINGEN

Photo courtesy of Scherp! Fotografie

50 Years at a Glance

Bert van Hoepen retires from Koninklijke Schelde Group

On 8 June, Bert van Hoepen said his final goodbyes to his colleagues and business relations with a well-attended reception. In Zeeland PortNews, Mr Van Hoepen looks back at his impressive maritime career.

Can you tell our readers something about your first years at de Koninklijke Schelde?

Mr Van Hoepen: At the end of the sixties, I did my draughtsman's apprenticeship at de Schelde, in the department responsible for the construction and maintenance of the buildings; and apart from my military service, I never left the company, because after my studies I was offered a job there. So, although I was officially employed at de Schelde for 49 years, I actually worked for the company for more than 50 years; and a very pleasant time it was, too. Over the decades, my role at de Schelde changed from architectural draughtsman to assistant supervisor and then to supervisor. In 1981, I was chosen to be Head of the Department of Building Construction and Maintenance and, in 1996, I became Managing Director Schelde Centrale Diensten, which was the department responsible for everything except those things related to the production and maintenance of the vessels. In 2012, I officially retired from work, but I stayed on as Managing Director Real Estate.

During your time at de Schelde, you must have seen lot of things happen in and around the company. What was the most impressive for you?

Mr Van Hoepen: The first thing that comes to mind is the growth of Vlissingen-Oost. In 1966, Scheldepoort, de Schelde's ship repair yard, was the first company to move to this newly developed port area. Just five decades later, this area has expanded immensely, with around 100 logistics and production companies now providing work for thousands of people. Another striking development is the growth of the Amels' Vlissingen yard from zero to its current position as front-runner. When Damen took over de Schelde in 2000, it decided to establish a subsidiary of Amels in Vlissingen. For this, we had to make the former repair dock useable again. Since both the market and the actual size of superyachts have increased considerably, Vlissingen has changed from Amel's subsidiary yard into their main yard. Over here, you see, we have plenty of room to construct the large-sized yachts. This development has really made Amels a successful international brand.

Finally, vessels are usually built in docks and on slipways, but in Vlissingen-Oost we build vessels at ground level. For smaller vessels, this is not so unusual, but in this case we are talking about large naval frigates! It is always fascinating to see these large high-tech pieces being transported from the construction platform into the water.

What will the future bring for Damen and the port?

A lot of people in Vlissingen think de Schelde no longer exists. This is mainly because the most visible activities have moved to Vlissingen-Oost. In the past, de Schelde was part of life in Vlissingen. To illustrate this, most houses used to have an antenna for receiving TV signals. Everyone living in the neighbourhood of de Schelde was aware of the building process of a vessel, as the higher the vessel grew, the worse the reception of these TV signals became. Today, only the people working for Damen are really aware of what is going on; and although the name of de Schelde may have disappeared, the company itself will live on forever in the Damen family. I am convinced of the fact that, next to engineering, the construction of naval vessels will return to Vlissingen (-Oost). The re-development of the Scheldekwardier into a modern living area will give a positive impulse to the city of Vlissingen, and when looking at the port, I think it is important to continue to cherish the existing companies, as they are the ones that have made the port big. Of course, Zeeland Seaports should keep an eye on new opportunities as well. And, most importantly, both local companies and Zeeland Seaports should always keep their heads up and not give up when things are not going as well as expected.

And what about yourself?

First of all, I will take some time to contemplate the possibilities. Of course, I want to spend more time with my wife, but I am not a man who can just relax. The things I want to do somehow have to make sense, to have a purpose.

I. WWW.DAMEN.COM

Shipyards Reimerswaal Up and Running in Vlissingen

On 16 June, Shipyards Reimerswaal celebrated the official opening of its new repair yard at the Quarleshaven in Vlissingen. The official ceremony was witnessed by hundreds of invitees on Reimerswaal's brandnew quay. After years of preparation for the new yard, the company is ready for the future.

Until the move, Shipyards Reimerswaal had been located in Hansweert. They were unable to expand their activities at that location, however, so they decided to transfer to the Quarleshaven in Vlissingen, in close range of the port entrance. One of the last steps taken by the yard was the transportation of their largest dock from Hansweert to Vlissingen. Because of its dimensions, this was quite a challenge and attracted a lot of attention. Once installed in Vlissingen, it was immediately put into operation for its first vessel, the Ortelius of Oceanwide Expeditions.

The removal of this dock, weighing 2,500t and measuring 120m by 30m, was financially more interesting than the construction of a new one. The yard has also recently been involved in more recycling of material, with a refurbished jetty from the former Olau terminal in the Vlissingen Buitenhaven being installed for use as a gangway.

At the Quarleshaven, on a site covering 6.6ha, a new workshop, warehouse and offices have been built. With a 9.5m draught, a 350m quay and a 355m crane, the shipyard expects to be able to expand its activities to take on larger-sized vessels. Apart from their existing customers, the company also hopes to be able to enter the offshore support vessel market. With the new yard, the shipyard meets highest requirements in such fields as safety, ISPS and the environment.

In his speech, Mr Rudi Pieters, General Manager of the shipyard, praised the excellent cooperation with Zeeland Seaports and the contractors. Even before the official opening, the new yard was already up and running, and with a well-stocked order book, the future looks bright.

I. WWW.SHIPYARDREIMERSWAAL.COM



THE ORTELIUS DOCKED AT SHIPYARD REIMERSWAAL IN VLISSINGEN.

Photo courtesy of maritimephoto.com



Photo courtesy of Scherp! Fotografie

MR HARDER, SENIOR
ADVISOR REGULATORY
AFFAIRS AT ENECO



Photo courtesy of Eneco

Sustainable Energy for Everyone

Eneco Participant in Borssele 2 Offshore Windfarm

A giant windfarm will be constructed near the coast of Zeeland, close to the ports of Vlissingen and Terneuzen. Borssele 1 (consisting of plots I and II) will be constructed by Dong Energy and Borssele 2 (consisting of plots III and IV) has been granted to a consortium of Shell, Eneco, Mitsubishi and Van Oord. Zeeland PortNews speaks about this project with Mr Gerard Harder, Senior Advisor Regulatory Affairs at Eneco.

Why did Eneco chose to join the bidding for Borssele 2? Was there a certain reason, or did Eneco join tenders for more windfarms?

Mr Harder: Eneco is aiming at sustainable energy for everyone. Offshore wind is important, as it is the only thing that can realise the scale necessary to achieve this ambition.

Why did Eneco opt to bid in a consortium, rather than bidding individually?

Mr Harder: Until 2019, 700MW-tenders will be issued annually. With respect to this size, we think it is important to join forces. Of course there are companies that, due to their global footprint, are large enough to bid individually. We however think the combined experience and strength of our partners and ourselves provides the best opportunity to make

offshore wind a full-fledged industry with an aligning effect in growth for employment in the Dutch assembly and construction industry. This also offers ample opportunities for the regions involved.

What exactly will be Eneco's role in this consortium?

Mr Harder: We are going to use our experience in the development and exploitation of offshore windfarms in this project. With the expertise we have gained with Amalia, Luchterduinen in the Netherlands and Norther in Belgium, in the technical and the financial/economic field, we can help expand the offshore wind to 4,500MW in 2023, following the Energy Agreement of the Dutch Government.

How could the consortium bid at such a low rate? Was this influenced by the fact that Eneco and Van Oord are going to be working at the nearby Belgian Norther offshore windfarm?

Mr Harder: I obviously cannot reveal all the details. With the price instrument, Minister of Economic Affairs Kamp has selected a single criterion subsidy instrument that could result in a kind of lottery with bidding tactics. We have chosen for an approach in which a collaboration of parties that play an important societal role in the Dutch economy will be able to maintain a sound business case, not only at the start of the project but also later on during exploitation. We have of course taken all kinds of uncertainties into account, including the price of energy and the development of interest rates. In our opinion, we were able to appropriately take these into account.

Eneco has been active in offshore and onshore wind energy for years now in the Netherlands and abroad. What do you expect for the near future?

Mr Harder: I expect that wind energy, both onshore and offshore, will further entrench in the Dutch economy and society, next to other means of renewable energy. This is not only important because of European and worldwide instability caused by climate changes, but also because of using economic added value of these sustainable recourses. In Brussels and surrounding countries, everyone is looking at the success of the Dutch SDE tender procedure. Parts of this procedure are copied in Belgium and Germany. It is very important that we look ahead and come to new arrangements with the Dutch government for the further development of wind energy after 2023, and towards 2030. There is abundant space available further away in the North Sea (IJmuiden Ver, Doggersbank, Boven de Wadden). Innovations in turbines, foundations and installation will, together with innovative tender procedures, result in a fast maturing of the offshore wind industry. We are even in favour of organising an additional 700MW tender on locations such as West Rijn, on top of the current 3,450MW to be realised before 2023.

What are the goals set by Eneco regarding offshore wind energy?

Mr Harder: Eneco is aiming at developing assets in the production of renewable energy (wind, biomass and solar), in combination with bringing renewable energy to the end users. Development of assets is important as it is the foundation for



WITH THE EXPERTISE OF OFFSHORE WINDFARMS SUCH AS AMALIA/ LUCHTERDUINEN, ENECO CAN HELP EXPAND THE OFFSHORE WIND.

Photo courtesy of Eneco

PORTS SUCH AS VLISSINGEN NEED TO PREPARE THE INFRASTRUCTURE FOR LOADING AND HANDLING, AS WELL AS FOR ASSEMBLY.



developing new ways of energy supply, in which people will become more involved in the usefulness and necessity of a responsible and profitable energy consumption.

Minister Kamp suggests that subsidising wind energy will soon no longer be necessary, and that wind energy will be able to compete with fossil fuels on its own. Is this a realistic thought?

Mr Harder: The low rates of the Borssele windfarms are influenced by the relatively short distance to the Dutch coast, combined with the international financial economic situation. More projects that are relatively near shore will be realised (Hollandse Kust Zuid 1, Hollandse Kust Zuid 2, Hollandse Kust Noord) in the years to come. When projects are built further offshore, investments increase, as the grid-connection leads to higher costs. On the other hand, this more or less is compensated for by higher wind speeds and a larger scale of these projects.

Calculations are currently being made for the different cost parameters. These parameters will enable the Dutch government to select a suitable level of subsidies, resulting in a so-called grid parity somewhere in 2030, meaning subsidies will no longer be needed. This is the ultimate goal.

Will Eneco join the tenders for Hollandse Kust Zuid and North?

Mr Harder: I unfortunately cannot say anything about this, other than that we are seriously looking into these projects.

You already mentioned the proximity of Borssele 1 and 2 to the Zeeland coast. The Province of Zeeland Government and the Zeeland industry see great opportunities in the construction and maintenance of these and other windfarms. What can you say about this?

Mr Harder: There are certainly many opportunities for Zeeland. But at this point, I cannot elaborate on possible leads from our



THE LOW RATES OF THE DUTCH WINDFARMS TO BE CONSTRUCTED ARE EFFECTED BY THE RELATIVELY SHORT DISTANCE TO THE DUTCH COAST.

business case. The offshore wind projects demand specialised skills, and education should be prepared to meet this demand. Furthermore, ports like Vlissingen, already one of the European market leaders in the offshore industry, also need to prepare the infrastructure for loading and handling, as well as for assembly.

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Photo courtesy of Scherp! Fotografie

IN THE BACK, FROM LEFT TO RIGHT: SAM BRUYNSEELS, MAARTEN MANHAEVE, WOUTER VOS, TOM DE WANNEMACKER AND ARNO SWAGEMAKERS. FRONT: LAURENT COLANBEEN, MARJOLEIN WARBURG, CCO ZEELAND SEAPORTS AND JUDITH EVERAARD, ZEELAND SEAPORTS MARKETING & COMMUNICATION ADVISOR.

Ensuring Reliable and Sustainable Transport

The event was organised to highlight the diversity of intermodal services, the logistical advantages of transport cooperation and the potential synergies between transporters to create more sustainable modality.

Ports Merger and Logistics

The central location of the ports of Ghent and Zeeland and their upcoming merger ensures the presence of a logistical hotspot in Western Europe. Both ports are striving to create a more sustainable modality division, minimising the amount of transportation by road and maximising passage by inland waterway and rail. The idea behind this is to maintain the easy accessibility of the ports and to guarantee a greener environment. Inland waterways benefit especially from the fusion as Zeeland is now, together with the port of Ghent,

directly connected to Seine-Nord. More intermodal services are set to follow shortly. Wouter Vos, Advisor Logistics at Zeeland Seaports, explains, “Zeeland Seaports focuses on clustering and freight flow and stimulates optimal use of sustainable transport modalities. Our goal is that by 2022, a maximum of 20% will be transported by road.” Commercial Manager Ghent Port Company Maarten Manhaeve highlights: “The port of Ghent is developing into a western European multimodal logistical platform and by 2020 we want to realise more regular connections with the rest of Europe by rail and inland waterway. We’d like to create a modal split in the hinterland transport to and from the port of Ghent into 50% inland waterways, 35% road transportation and 15% rail.”

B Logistics (Lineas)

At the event, various intermodal transporters presented themselves to the invited guests and participants of Zeeland Connect. Sam Bruynseels, CEO at B Logistics (now officially renamed Lineas) highlighted their take on the future of the company – a change of identity. He stated that they strongly believe in a modal shift and the realisation of sustainable growth

“ The merger of the ports of Ghent and Zeeland ensures the presence of a logistical hotspot in Western Europe.

by offering different railroad concepts and transferring more volume to the railways. “With so many cars on the road, one of the main concerns today is the minimisation of traffic jams, and rail transport is more environmentally friendly than transport by truck.” So when will the customer shift to transportation by rail? When the cost price is similar to or better than the price of sending goods by road, and when transportation by train is equally reliable and easy to use. Today, B Logistics (Lineas) offers fast transit times for a great variety of destinations. In 2015, the company started an experiment, sending a round trip train for both intermodal transport as conventional wagons to Switzerland three to five times a week – and it has proved very successful. Mr Bruynseels: “Our challenge today is to broaden the existing geographical area we already service– to Zeeuws-Vlaanderen for example.” He smiles and laughs a little when he states, “We do not sell trains anymore today but have blossomed into logistical solution experts with a strong focus on diverse freight.”

DFDS

DFDS Business Development Manager Tom de Wannemacker highlighted the logistical benefits of the DFDS group and their integral network in Europe when it comes to short-sea transport. They offer integrated shipping and logistics networks and comprehensive supply chain and shipping solutions to ensure optimal transportation. Strategic cooperation with the ports of Vlissingen and Terneuzen includes the development of barge services, with sailings three times a week in cooperation with Kloosterboer, and with Outokumpu steel being loaded onto the train, destination Krefeld, together with cargo from Terneuzen.

Swagemakers Intermodal Transport

Arno Swagemakers, Managing Director of Swagemakers Intermodal Transport explains how his family transport business is turning into a logistical expert centre with

intermodal transport options. “Though truck transport has always been, and still is, our base, we have developed into a logistical service provider – from truck to train to short-sea and deep-sea connections.” Mr Swagemakers emphasises the advantages of intermodal transport and clarifies, “Once a customer has experienced these benefits, they always end up choosing intermodal transport.” Together with Vlaeynatie, Swagemakers has become a partner in a river barge shipping line to Antwerp, which ensures that they can participate and exercise a certain amount of control. “Partnering up with other reliable experts is important, as is transparency,” adds Mr Swagemakers. At Swagemakers Intermodal Transport, containers are re-used, resulting in discounts for the customers. Furthermore, a container terminal is being developed together with Vlaeynatie and Westdorpe Terminal at the Autrichehaven. Mr Swagemakers: We are professionalising and this benefits our customers enormously.”

Stukwerkers Havenbedrijf

Business Development and Project Manager Laurent Colanbeen underlines the activities of Ghent stevedoring company Stukwerkers Havenbedrijf, a stevedoring company that dates back to 1338 and is a private terminal operator in the port of Ghent. It services mostly carriers, manufacturing companies, traders and cargo-owners. “It is a one-stop-shop, with barge, THC, storage and last mile,” he explained at the Intermodal Event in Terneuzen. “Our activities include short-sea and inland shipping, rail and road transport. Apart from our long history, another fact sets us apart. We are the only provider active on both sides of the Ghent-Terneuzen canal.” Stukwerkers are expecting a new harbour crane in June 2017 and new barge operations as of July 2017.

The event was followed by a successful network reception that enabled the assembled guests to exchange information and become better acquainted with one another.



Photo courtesy of Scherp! Fotografie

THE INTERMODAL EVENT IS WELL ATTENDED.



Photo courtesy of Scherp! Fotografie

MARJOLEIN WARBURG, CCO ZEELAND SEAPORTS AND LAURENT COLANBEEN LISTEN AND REPLY AS THE INVITEES ASK QUESTIONS.

LIFTAL DECIDED TO ASSEMBLE AND TEST THE CRANE ON THE GROUND BEFORE INSTALLATION.



Photo courtesy of Liftal

An Exciting Project

Overhead Travelling Crane Installed Within an Hour

Recently, lifting and hoisting equipment specialist Liftal successfully completed a large project in Yerseke, the epicentre of the Dutch mussel and oyster farming and processing industry. One of their customers needed a new overhead travelling crane, as it was becoming evident that the original one needed replacing.

Mr Hans Hirdes, Managing Director of Liftal Vlissingen explains: “Krijn Verwijs have been clients for years; we take care of the inspection and maintenance of their overhead travelling crane. This crane is crucial to the processing of the fished mussels, as it is used for unloading the mussel containers from the vessels. Without the crane, the process of cleaning, sorting and packing the mussels cannot even get started and this really is a problem in a 24/7 industry.” Mr Paul Kuipers, Unit Manager Industry at Liftal continues, “With the use of calculations, we explained to our client that the maintenance costs of their existing crane were running too high and that continuity was at stake. Once convinced of the need for replacement, Krijn Verwijs gave us the go-ahead and together with the manufacturer of the new crane, an exciting project was started that lasted more than twelve months. We had to deal with some interesting challenges, as the crane operates in a wet, salty and cold climate, literally on the border between land and water. On top of this, the space between the rails and the rooftop of the hall is relatively

small, making the installation a high-precision job, not least considering the 22m span of the 2 x 8.0t crane.”

Thorough Preparation

The success of the project was the result of thorough preparation. Mr Hirdes: “The actual installation of the crane took us only one hour, inclusive of the removal of the old crane. We were able to limit the production stop for Krijn Verwijs through very intense and careful preparations together with the crane contractor and the technical department of Krijn Verwijs. During the actual lifting we had two obstacles: the first one was the lifting operation with two floating cranes, operating in shallow water; good coordination between the crane operators and the engineers receiving the crane at height was crucial.

The second obstacle was the placement of the new crane on the existing rails; although well-prepared, it was a relief to see that things fitted into place, with everything tallying as planned and measured.”

“Krijn Verwijs didn’t want to take any risks and decided to keep the old crane, until there was a hundred per cent certainty that the new one would fit. But now the old crane is dismantled. Most of it is being scrapped and recycled; some components are being overhauled after thorough inspection,” Mr Kuipers says with a smile.

Assembling on the Ground

The assembly and installation of the crane took Liftal four days. On Tuesday, three trucks arrived in Yerseke with the components of the crane. Mr Kuipers: “We didn’t want Krijn Verwijs to lose production time, so we decided to assemble and test the crane on the ground before installation. This way, the existing crane could continue operating for as long as possible. In our schedule we had time until Saturday, but in the end we

could already start installing the crane on Friday. First we had to remove the old crane, which in fact was quite easy, as we could simply lift it and remove it from the rails. Then the new crane was installed using the floating cranes, after which it could be commissioned and tested.”

A Growing List

“After installing the crane on its rails in the top of the production hall, the rest was simple. On our way back to the office in Vlissingen, around 45km from Yerseke, Krijn Verwijs called us to tell us the new overhead travelling crane had already lifted its first container. Our aim is not only to supply a product or service, but also to think along with our clients. With our experience and knowledge of hoisting, but also considering the special circumstances at Krijn Verwijs’ production facility and their requirements, we were able to coordinate and execute the project successfully. With the new crane, Krijn Verwijs can enjoy limited maintenance requirements long into the future, and that was our primary goal. It is good to see that more and more companies in and around Vlissingen value our working methods, resulting in a growing list of successfully installed cranes,” Mr Hirdes proudly concludes.

I. WWW.LIFTAL.COM

Photo courtesy of Liftal



WITH THE NEW CRANE, KRIJN VERWIJS CAN ENJOY LIMITED MAINTENANCE REQUIREMENTS LONG INTO THE FUTURE.



Photo courtesy of Liftal

GOOD COORDINATION BETWEEN THE CRANE OPERATORS AND THE ENGINEERS RECEIVING THE CRANE AT HEIGHT WAS CRUCIAL.

Sagro

Big in Demolition and Bulk Transport



Photo courtesy of Scherpl Fotografie

At a stone's throw from the port of Zeeland, Sagro's offices are situated in the village of 's-Heerenhoek.

The company was founded in 1965 as a demolition and general contracting company. Over the years, the activities have expanded considerably. In short, Sagro is now a multidisciplinary company in the fields of infrastructure, demolition, space and the environment, logistics and recycling. Even though, over the years, Sagro has been built up from several subsidiaries, it is and remains a true family business.

In the meantime, the second generation has taken over the running of the business. Natalie Verhoef-de Jonge, joined the company in 2011. She talks with passion about her work, the company and their ambitions. She is responsible in particular for the internal organisation, including personnel, marketing, ICT and salary administration. Her two brothers have been active in the company for a

long time and together they form the management. "It's really fun to work with my brothers," she says. "I recommend it to anyone. They do something different in the company; we complement each other well. The three of us are a good team."

Bulk Material as the Basis

Sagro was founded as a demolition and contracting company. Over the years, several companies have been added. Natalie Verhoef: "The list of activities we carry out has become really varied, but everything we do is connected, with each of our activities adding value to the other. It is a whole chain that has been built around bulk goods. My father started a demolition and contracting company in 1965. At that time, any surplus demolition materials were just seen as waste. We, the second generation, view



COMPANY PROFILE



INNOVAVEC IS INVOLVED IN THE RE-USE OF CONCRETE.

Photo courtesy of Scherp! Fotografie



SAGRO HAS ITS OWN TRANSPORTATION COMPANY.

Photo courtesy of Scherp! Fotografie

demolition in a different way. We now live in a more sustainable and innovative world where there is no such thing as waste. All surplus materials can be re-used. One of our companies, Innovarec, is particularly involved, for example, in the re-use of concrete. In the village of Westdorpe, we have built our own concrete plant, which makes new concrete from concrete and masonry rubble. We have developed a recipe that makes concrete articles from rubble. We use it for such things as blocks that you can easily stack. We use it, for example, to build hangars or retaining walls and we have built partition walls in our depots from it. But we also use it to make benches and chairs.”

Rubble is just one of the many materials which results from the demolition process. “Of course we also come across wood or glass. And if we demolish a complete apartment complex, there are also kitchens or stairs. In the industry sector, we demolish complete factories. You actually come across everything. Once, we even found parts of carnival-floats in a barn. That was very special.” Sagro sorts all materials separately, either for re-use, for processing into new products or for the second-hand market. “We have a location for bulk storage and transshipment in the port of Vlissingen. When carrying out a demolition, we can choose to make use of either road or water transport. In the depots in 's-Heerenhoek, Vlissingen and Schiedam, goods and products are temporarily stored until they are re-used. They are sold through our own building market and our webshop, soutlet.nl. Factory materials, electrical appliances, heavy equipment, wood, everything you can possibly imagine is on offer.” The website is actually meant for companies, but we are also getting an increasing number of orders from individuals through the webshop. It's logical; the world is becoming digital. That is why we are present on various online platforms. We have an extensive website, we make videos, and put them on Facebook and LinkedIn.”

Transport

The materials that become available through demolition are transported by Sagro themselves. The rubble is ground down

on the spot by a mobile crusher. The materials are removed by Sagro's own transport company. “Because our company has its own transportation facility, we can also do other kinds of work; we can ultimately use our equipment for more purposes than just bulk cargo transportation,” explains Natalie Verhoef. “We are also involved in container transportation, for example, and asphalt. We provide emergency services for road authorities. If an accident has occurred, we clean up the road and repair damage if necessary. We also take care of ice-control in the winter in many parts of Zeeland and in the harbour. We have special vehicles for this, and the road-salt is always ready, in the warehouse. In this way, we are expanding our fleet to be able to offer more services that just those concerned with bulk freight transport.”

Demolition is Construction in Reverse

Nevertheless, demolition remains the bread and butter of the company. “Demolition is actually construction in reverse. Whereas most people want construction to end up as a beautiful house and garden, we want it to end up as a piece of cleared land, paved or planted with greenery.” Certain facets of the company tie in well with this. Sagro Milieu Advies (Sagro Environmental Consultancy) is the consulting agency that specialises in research, advice and design in the field of space and the environment. The engineers carry out soil research, an asbestos inventory and archaeological research, and they draw up construction plans. “We have the facilities to completely re-design an area. We can draw up the blueprints and demolish buildings where necessary. It's a seamless transition to earthmoving and ground-decontamination. In addition, we are also specialised in the construction of infrastructure, both below and above ground. The Maintenance Valuepark in Terneuzen is a nice example of this. So we can completely re-design an area until it's in line with what's on the drawing board.”

A Real Family Business

According to Natalie Verhoef, Sagro is a true family business with all the associated values and standards. Nowadays, the company has about 200 people in permanent employment

“ We are always looking for innovation, for new ways to use our materials, for better methods of processing.

and eighty on flexitime. “Permanent or flexible, they all belong,” she says. “We are loyal to our employees and they to us. We regularly celebrate twenty-five year work anniversaries. People stay with us for a long time and absenteeism is low. They have security here. Everyone can walk in and talk to us if there is something bothering them and we also know what’s going on outside. The feeling here is that we are working together to make Sagro what it is. Our employees are proud to work here. We are always working on the development of our people. In that regard, it is an advantage that there are so many disciplines within our company. Employees therefore have the opportunity to do a variety of different things and to find those that suit them. This advantage works both ways. Everyone has opportunities for self-development with us, and because people are flexible, we can better handle the peaks and falls in our business. Now it seems that the economy is improving, but if we suddenly experience a setback in one of our industries, we will be able to employ our personnel in another one. Let’s take a couple of examples: people who carry out the sprinkling services in winter provide general transportation during the summer and there are also drivers who we train as a mechanics so that they can work in our own garage during the quiet periods.” This garage is located directly behind the office in ‘s-Heerenhoek. This is where Sagro maintains its complete fleet of vehicles.

Involved in Society

For more than fifty years, Sagro has been operating from ‘s-Heerenhoek. The location is good, very central. “We are an hour from the port of Rotterdam, an hour from Antwerp and really close to Ghent.” But although the company operates nationally and internationally, it never forgets its Zeeland roots. “We consciously support initiatives in the region: the Zeeland support centre for loss and mourning and the Alzheimer’s cafe in Middelburg, for example. These are small foundations that



Photo courtesy of Scherpl Fotografie

are run completely by volunteers and do not have access to large funds. “By sponsoring local events, Sagro also hopes to reach young people.” Even though many employees remain committed to the company for a long time, the company is always looking for new, young talent. “We work extensively with schools to allow children and young people to get acquainted with the type of work and with our company. As a training company, we also educate people internally. Not only in technical subjects; we also have students in the marketing department. At our company, they can learn everything. At school they get specialised training; we make them multidisciplinary by also introducing them to other disciplines.”

Always Looking for Something New

Young people also bring a new boost to the company, a different view on business. That has advantages. “We are always looking for innovation, for new ways to use our materials, for better methods of processing. We keep a keen eye on developments in the market. There are always new opportunities, new ideas. This is why we closely monitor developments around drilling platforms. Many of these platforms will be taken out of production in the coming years. We have all the knowledge and expertise to dismantle them. So, when this becomes an option, we are ready.”

I. WWW.SAGRO.NL

ICE-CONTROL IN THE WINTER.



Photo courtesy of Scherpl Fotografie

Company Implements Major Improvements
at Sluiskil EcoBase and Hosts Back to the Future Seminar

Heros Sluiskil Innovating for the 21st Century

HEROS HANDLES 650,000T
OF BOTTOM ASH PER YEAR.





Photo courtesy of Scherpl! Fotografie

On Thursday 8 June the Bottom Ash Recycle (Back to the Future) Seminar was held in BioBase Terneuzen. The event was organised by Heros Sluiskil, in conjunction with the Confederation of European Waste-to-Energy Plants (CEWEP). It attracted 200 guests from many prominent organisations.

The seminar on 'Bottom Ash Recycling – Building brick for the circular economy', was led by Roelof Hemmen, Dutch newsreader and radio presenter. Participants included Pascal Peduzzi (Director of the Global Change & Vulnerability Unit at the United Nations Environment Programme (UNEP/GRID-Geneva)), Maxime Pernal (CEWP), Jose Jorge Diaz del Castillo (Legal Officer in DG Environment, EU Commission), Marcel Bettonvil (Director MBI), Jurgen van Gorp (Business Development & Area Manager at Metallo Group) and Jos Brouwers (Professor TU Eindhoven). The well-attended Seminar underlines the Heros strategy of innovation and renewal, in line with a company culture of sustainability and respect for environmental and 'Green Energy' issues.

Company Profile

Since its takeover five years ago by the German Remex Mineralstoff GmbH, Heros Sluiskil has concentrated efforts on improving and expanding operations, in line with the latest European rules and regulations. The 2012 acquisition provided Heros with welcome opportunities in the international market, as well as new impulses and funding to modernise and innovate its facilities. Today, the Sluiskil EcoPark occupies a 45ha plot, with plans to expand by an additional 7ha. Heros handles 650,000t of bottom ash per year, the equivalent of rubbish from six million Dutch and Belgian households, all arriving at the EcoPark by barge. Waste is first incinerated in waste-to-energy (WtE) plants in the Netherlands and Belgium, producing what is known as bottom ash. This ash is then sorted, the contents being separated with as much precision as possible for



MR DE BODE, DIRECTOR OF HEROS
AT HEROS' 500M QUAY

Photo courtesy of Scherpl! Fotografie



Photo courtesy of Scherpl Fotografie



Photo courtesy of Scherpl Fotografie

THE NEW WtE PROCESSING PLANT PROVIDES AN ADDITIONAL LEVEL OF QUALITY.

recycling as raw material for multiple applications. Transiting a modern production line, scrap material is the first component to be extracted from the bottom ash using magnets. After this the ash is sieved and sorted before entering the Eddy-Current machine where ferrous and non-ferrous materials are separated. The current machinery detects particles of 1mm diameter or larger, but the goal is to optimise this further to 0.5mm or larger. Chrome, copper, aluminium, nickel and zinc can now be extracted. In the future it will be possible to retrieve even the smallest amounts of gold and silver.

At the end of the process, a granulate is left that can be used in the building industry. This is known as IBC (isolate, manage, control). Prior to 2012 this material was largely used in road-construction works. In 2012, the Dutch Ministry of Infrastructure and the Environment issued legislation stating that the material must be encased to prevent any leaking into the environment and should be suitable for all building applications. This 'Green Deal' initiative required a 50% improvement in the

quality of raw material produced by Heros by 2017, a target already achieved, with the 100% level to be reached by 2020. In response to these new regulations, Heros developed and implemented an improved process. This has resulted in a new, cleaner end product, known as granova combimix. This NV (not shaped) building material can be used in road construction with no need for additional insulation. Another of Heros' products is granova granulate, a suitable alternative for sand and gravel in concrete and asphalt.

A Look Round EcoPark

Arie de Bode, Heros Director, is happy to give a tour of the Sluiskil EcoPark and describe the latest developments in more detail.

In his office looking out over the Ghent-Terneuzen canal, he empties the contents of a canvas bag on to his desk. He never tires of showing a willing audience some of the surprising finds from our household rubbish. The miscellaneous pile includes an antique revolver, silver spoons, old coins, jewellery, mobile 'phones. You name it, he has come across it!

Driving round EcoPark, Mr De Bode points out the installations that have made innovation reality for Heros. The newly operational WtE bottom-ash process plant is an example. An additional step (known as an indirect cascade) has been incorporated in the process. This enables extraction of larger amounts of non-ferrous metals than previously. This material is further processed in a specially developed plant that was taken into operation on 1 June. The final, clean metals are supplied directly to smelting works, thereby guaranteeing recycling of these valuable materials.

Heros is also constructing a bespoke washing installation. This will rinse the WtE bottom ash and wash out salts. It forms a vital part of the process. It will result in high-quality NV building material and ensure that the new granova combimix is approved for use in infrastructure projects. This exciting new

installation will be operational in July this year. Another point on the Heros agenda, is a plan to extend the EcoPark water-treatment plant with an extra, third 'wash street'. Currently in the design phase, this facility will increase on-site water-processing capacity. A related project is the realisation of a water-chain cycle. This will enable rainwater and clean (waste) water to be recycled and reused multiple times as process water, before finally passing through the purification plant and entering the drainage system as clean water.

We stop on the 500m quayside, with a water depth of 8m, where 100m is now equipped to receive tankers. Modern installations and pipelines have recently become operational, serving the Tank Terminal Sluiskil (TTS), also located on the EcoPark. TTS has a storage capacity of 50,000m³, divided over fourteen tanks with varying capacities. A total of EUR 20 million has been injected into these innovations and Mr De Bode proudly states that Heros Sluiskil has received no subsidies for this work.

Profits from these improvements are already visible. One encouraging note is the agreement of an important contract for 2018, to supply 500,000t IBC-quality bottom ash to the Sloeweg road-construction activities. This is an important project for Zeeland, connecting the A58 motorway and the Westerschelde Tunnel and relieving some of the pressure on access routes to the Port of Vlissingen. Heros is also contributing to an identical road-construction project, currently underway at the Joure motorway junction in Friesland.

The Future Looks Bright

The new WtE reprocessing plant, renewed washing installation, non-ferrous plant and TTS have now all been realised, providing an additional level of quality. The substantial outlay for these acquisitions has been a good investment and contributed to an improved circular economy.

Heros has been at the forefront of the WtE bottom-ash processing industry for many years and, as a pioneer, has overcome some hurdles. Heros is constantly investigating opportunities to further streamline and improve processes and end products. As an example, three Post-Doctorate students from the Dutch Technical University (TU) Eindhoven are currently working on a project on the use of bottom ash in several new applications

As Mr De Bode says – and the Back to the Future Seminar clearly showed – urban mining is now real precision work. The

ultimate aim is to let nothing go to waste. Making the process even more efficient and accurate is a win-win situation, for Heros and the environment. With Remex Mineralstoff GmbH as a strong parent company, Heros is an expanding business, with many opportunities for further growth.

Facts and Figures

The origins of Heros can be found in Roosendaal. A family-owned company, it was set up to treat bottom ash from AVR Duiven (at that time Avira) for use in the construction of roads. In time the company outgrew its Roosendaal location and in 2000 activities were moved to a 45ha terrain in Sluiskil, previously occupied by the AZC cokes factory. This plot became known as EcoPark Terneuzen. In 2012 Heros was acquired by Remex Mineralstoff GmbH, part of the Remondis concern which employs around 25,000 staff and is operational in approximately sixty countries.

Its location directly on the Ghent-Terneuzen canal provides easy access to important European waterways and all goods are transported by water. Over a period of twelve months, Heros can expect a total 2 mtons of products to pass the quayside. Heros obtains around 20% of its energy from wind energy, with this amount increasing each year.

Heros Sluiskil employs ninety permanent staff, with the total expected to increase to around one hundred in the near future. The Management Team consists of Arie de Bode, Jan Kappetein and Erwin Pieters.

The Terneuzen EcoPark also houses the Tank Terminal Sluiskil (a joint venture with ATM Moerdijk and ESE Oostburg) and Neste's Biodiesel Plant.

I. WWW.HEROS.NL



TTS HAS A STORAGE CAPACITY OF 50,000M³.

Photo courtesy of Scherp! Fotografie



THE NEW NON-FERROUS PLANT.

Photo courtesy of Scherp! Fotografie

A Complex Administrative Task

International Payrolling

Delta Marine Crewing (DMC) in Vlissingen is a mediation agency for crewmembers.

The company provides crew for ships at sail, from sailors through to captains. Sebastian Nijssen is director and owner of DMC. He founded his company almost ten years ago. "I knew I wanted to do this, so I just did it," he says. The company is now a global player with offices in Vlissingen, Ukraine and Indonesia, and this makes their administrative tasks quite complex. International crew placement requires specialist knowledge. Mr Nijssen explains, "We know everything about crewing and ships, but less about remuneration. The rules and regulations that apply are different in each particular situation. The premiums and pensions you have to deduct (or not) are often dependent on the ship's country of origin, the ship's flag, the waters the ship sails in, whether or not there is a treaty between the Netherlands and the employee's home country, and more. That's why we work together with Sigma Personeelsdiensten from Terneuzen, a company that specialises in payroll advice and administration."

A Large Network of Specialists

Sigma is a division of the Schipper Groep. Schipper was originally an accounting firm, but has become an established name in the industry and is now involved in much more than just accounting. "We provide advice and support in the fields of taxes, pension, corporate finance, including business valuations, and personnel & organisation," says commercial adviser Ronald Dekker. "In 2008 Sigma became part of Schipper Groep. It is our subsidiary company. That is an advantage. Most accounting offices have integrated their remuneration department. Because of Sigma, we can expand our expertise and remain a true administration bureau for

international clients. We determine, for instance, the countries in which social premiums have to be paid and consider matters related to labour law. In which country, for example, should the employee be socially insured? Does a Collective Labour Agreement apply? And what effect does this have on days off or absenteeism due to illness? We are also part of a big network. So we can quickly call in other professionals. For instance, if we are not completely sure about an insurance issue, we always have a specialist on call.

No Mistakes

A year ago, DMC partnered up with Sigma. Mr Nijssen was linked by Mr Dekker to Joeri Zoon. Mr Dekker: "I always search for a specialist that suits the customer, one that matches the other." The click was there and together the gentlemen set up a system to pay wages on time and according to the prevailing international rules. Every month, DMC checks its management system and processes employee data in a special format. Mr Zoon: "We developed this format together. All the information we need comes in and we import it directly into our own Sigma system, so we do not re-enter information. I then check everything. Are there any peculiarities? Is something

Delta Marine Crewing

Delta Marine Crewing provides crew for a great variety of ships worldwide. Every month, about 200 people board a ship as crew via DMC. Sometimes just to fill one vacancy but often DMC manages complete crews. DMC works with a fixed group of employees; in addition, the company has flexible on-call personnel. DMC is growing and that is why the company is moving to the Binnenhaven in Vlissingen on 1 September this year.



Photo courtesy of Port Pictures.nl

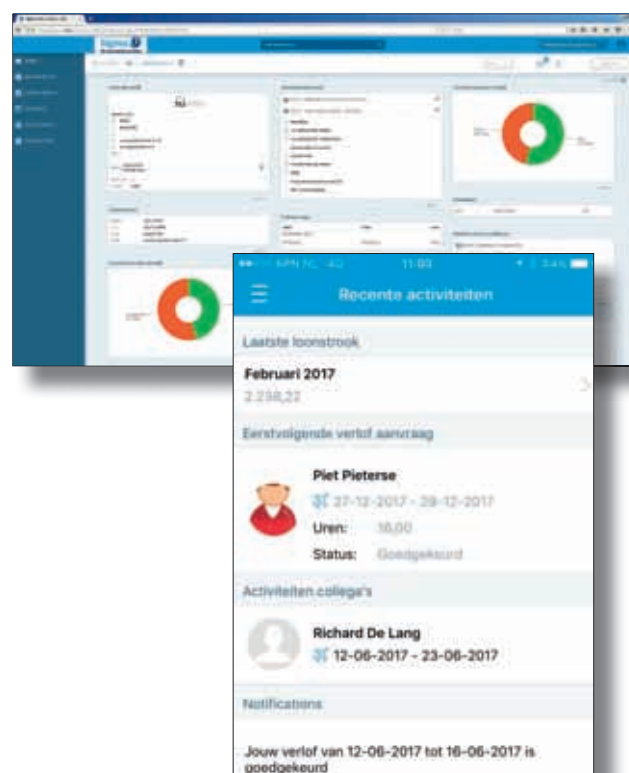


FROM LEFT TO RIGHT: RONALD DEKKER – COMMERCIAL ADVISER SCHIPPER GROUP, SEBASTIAN NIJSSSEN – DIRECTOR AND OWNER OF DMC, JOERIE ZOON – SCHIPPER GROUP.

Photo courtesy of Scherpl Fotografie

“ You can optimise your efficiency effortlessly with process automation and interlinking.

out of place? We will double-check it all and correct where necessary. When we are done, the payments are made.” Mr Nijssen adds, “This way of working ensures that we hardly ever make mistakes. Salaries have to be correct. That is why the system must be accurate and you must be able to rely on it.” Mr Zoon continues, “In this industry the expertise that you have in the field of international deployment of staff counts. This differs from regular administrative offices. We can think globally and we think about shipping. That is why many of our customers are located in the ports of Zeeland and Rotterdam. It is a sector with its own rules and facilities; it is really a specialist job. This kind of knowledge cannot be built into a computer system because the rules are continuously changing. If there is a new government in a particular country, then new rules are on their way. You must keep on top of these developments, because if you make a mistake, you may incur major claims or penalties from the tax office.”



DMC IS MOVING TO THE BINNENHAVEN
IN VLISSINGEN ON 1 SEPTEMBER 2017.



Photo courtesy of Scherpl Fotografie

Schipper Groep

Schipper Accountants was founded in 1938. The company is now a group with five divisions: Accountancy, Tax, Corporate Finance, Pensions and Personnel & Organisation, with two partners, Sigma Personeelsdiensten and Credion Zeeland en Drechtsteden. Around 350 people work in twelve offices across Zeeland, North Brabant and South Holland. Sigma is one of the major international human resources and salary administration specialists and works for 2,800 companies in the southwest of the Netherlands.

databases. Now, ten years later, we're pretty much paper-free. Everything is digital and processed immediately. That means I have access to my business results 24/7 and I can quickly adjust my course if necessary. It also means that I have more knowledge and more available data. Digitalisation makes it easy for my employees as well. They are seafarers and are located all over the world. Nowadays, most have a smartphone and internet access. They can check their payslips online and change their data in the system themselves." Mr Zoon shows a special app. "Look, seafarers can input their working hours, their days off, their declarations and they can even upload photos. As soon as the employer has assessed the information, it is sent to us. This is the crux: all data is entered only once and that prevents errors. In this market only a 100% score is good enough. The way we work ensures that we're quite close to the mark."

I. WWW.SCHIPPERGROEP.NL

I. WWW.DELTAMARINECREWING.NL

ICT Specialist

In recent years, the Schipper Group has increasingly become an ICT specialist. "The changes in ICT are happening so fast. In just a few years, so much has become possible," explains Mr Zoon. "New user-friendly packages are available each year and can easily be linked to other packages. You can optimise your efficiency effortlessly with process automation and interlinking. It saves time, and reduces mistakes." Mr Nijssen explains, "When I started, I received my invoices by regular mail. They went into a folder, and once a week, they got paid and stamped. Everything was repeatedly entered into different

Eastern Scheldt Lobster – A Culinary Treat

A few weeks left to enjoy this year's Eastern Scheldt Lobster Season

Twelve regional restaurants have created their own special lobster menu, making use of this local delicacy, accompanied by a wine specially selected to enhance the experience! The Season, which started at the end of March, continues until Saturday 15 July.

What is the Eastern Scheldt lobster?

The Eastern Scheldt lobster is reputed to be one of the best-tasting lobsters worldwide.

Since 2000 Zeeland has promoted this lobster – and the province as a whole – with the support of twelve local restaurateurs. It was an obvious combination, a superior product from local waters, prepared by some of the highly skilled chefs our province can call its own!

This year's official opening took place on 30 March 2017.

Guest of honour was the very first Lobster Queen, Olivia de Bree, a 22-year old hotel school student and, obviously, a great lobster fan! Fifteen ships took part in the opening, setting sail from Zierikzee to retrieve the first lobster pots from the Eastern Scheldt. The first two lobsters fished up were then prepared on board MS Frisia by chef Jacco Bakker from Restaurant De Korenbeurs op Landgoed Rijckholt. On the way back to Zierikzee, the invited guests enjoyed a lobster lunch, washed down by the unique lobster wine.



LOBSTER QUEEN, OLIVIA DE BREE, HOLDS ALOFT THE FIRST EASTERN SCHELDT LOBSTER, FLANKED BY (L) LUIT EZINGA, CHAIRMAN OF THE EAST SCHELDT LOBSTER PROMOTION COUNCIL AND (R) GERARD RABELINK, MAYOR OF SCHOUWEN-DUIVELAND.

The auction of the first lobster raised a record amount of EUR 41,000, which was donated to the Dirk Kuyt Foundation, a charity that organises sporting events for the handicapped. As in previous years, a wine was selected to complement the lobster menu. The 2017 choice was for a Vermentin di Saregna from the Contini vineyards. The label for this special edition was designed by Juul Rameau.

The Eastern Scheldt lobster is said to have a soft, refined flavour. Its origins stem from the 19th century, when lobster larvae are thought to have entered the Zeeland waters from the North Sea. Over the years, the lobsters' DNA has evolved, giving it its unique flavour. Give this seafood to some of the best chefs in the Netherlands and it is no surprise the Eastern Scheldt lobster has become a sought-after delicacy at this time of the year!

The Eastern Scheldt lobster menu, which costs EUR 59.95, is served by members of the Circle of the Eastern Scheldt Lobster.

I. WWW.OOSTERSCHELDEKREEFT.NL



UNVEILING OF THE LABEL FOR THE 2017 LOBSTER WINE, DESIGNED BY JUUL RAMEAU.



CHEF JACCO BAKKER FROM RESTAURANT 'DE KORENBEURS OP LANDGOED RIJCKHOLT' PRESENTS HIS FRESHLY MADE LOBSTER DISH.

Middelburg Celebrates M800

800 Years of City Rights

This year is a special year for Middelburg. 2017 marks 800 years of city rights (M800) for the provincial capital of Zeeland.

Middelburg received its city rights in 1217 and has played an important role in the maritime history of the Netherlands.

Trade

During the 16th and 17th centuries, Zeeland flourished and underwent a period of great expansion. A number of trade cities within the province (such as Middelburg, Vlissingen, Veere and Zierikzee) played a significant role in the development of the Low Countries. Middelburg was the largest trading capital of the northern Netherlands (Republic of the Seven United Netherlands) until the end of the 16th century. Until the third quarter of the 17th century, even with 27,000 to 30,000 inhabitants, it was the fifth most important city in the country.

VOC

Until the last quarter of the 17th century, Middelburg was second to the metropolis of Amsterdam as the largest port of the Dutch Republic. It was the seat of the Middelburg Admiralty. Being the second most important location of the Dutch East India Company (VOC) gave Middelburg and the Zeeland Chamber as much power as the Amsterdam Chamber of Commerce; Middelburg was as important as the four VOC Chambers of Delft, Enkhuizen, Hoorn and Rotterdam together. Representatives of these Chambers (the VOC's Gentlemen Seventeen) from Amsterdam and Middelburg



THIS HISTORIC MAP DATES BACK TO 1767 AND CLEARLY SHOWS THE CANAL TOWARDS MIDDELBURG.

Photo courtesy of Zeeuws Archief

alternately managed the VOC. The meetings of the Gentlemen Seventeen were held twice, and later three times, a year. Of the 1772 VOC ships which ran from 1602 to 1795, 336 were built at the Middelburg yards.

Fort Rammekens

The impressive Fort Rammekens, located at Ritthem, a few miles east of Vlissingen on the Westerschelde, used to protect the former canal of Welzinge, which gave access to the port of Middelburg. The fort dates back to 1547 and is the oldest existing sea fortress of Western Europe. Its main task was to safeguard and control the busy shipping routes to Middelburg and Antwerp. Around 1950-1960, the surrounding area was deployed as an industrial area with ports. Today Fort Rammekens is not only a reminder of Zeeland's strong maritime past but also a beacon of its bright maritime future, located as it is right next to the entrance to the Vlissingen port area.

With Middelburg celebrating its 800-year jubilee, a great variety of festivities and events are being scheduled throughout the year, resulting in an economic boost to the region with visitors coming to enjoy this historic maritime capital of Zeeland.

All festivities can be found on the event's specially constructed website.

WWW.MIDDELBURG800.COM



AERIAL VIEW OF FORT RAMMEKENS, CLOSE TO THE PORT OF VLISSINGEN.

Photo courtesy of Beeldbank rws.nl

CargoCard Introduced in Zeeland Ports

Supermaritime Nederland is the first company in the Zeeland ports to introduce the CargoCard



Photo courtesy of Scherpl Fotografie

This card allows drivers to go through the access procedures at the terminal quickly and easily and unload their goods in the right place. Delegate of the Province of Zeeland Harry van der Maas kicked off proceedings and opened the terminal barriers at the self-service post with one simple movement.

The CargoCard is an existing access system that has now been used by 25,000 drivers from 2,600 transport companies. With the card, they have access to the sites of 65 companies in the Netherlands, Belgium and Germany.

Truck drivers identify themselves at the check-in post with their CargoCard and a biometric scan, a secure system that gives companies information about exactly who they are allowing onto their premises. Company-specific data, such as safety instructions, can be linked to the card. What is more, with the aforementioned system, transporters can plan their work better and make logistics processes more efficient. The CargoCard is already fairly commonplace in the container sector. Zeeland goes one step further and extends the use of this card to all types of cargo. This is very convenient for Zeeland companies, which deal with the transshipment of many bulk and breakbulk goods.

Standard Load Testing

Supermaritime Nederland provides ship and port agency services from its branches in Europe, South America and Africa. The Zeeland branch focuses on stevedoring services, storage and warehousing, project loading and breakbulk. Managing Director

Martien Burger is pleased with the CargoCard: "It's low-threshold and works with proven technology. I see a lot of potential to further optimise our business operations."

In the coming weeks, the card's connectivity with the operating system will be put to the test. Supermaritime will be doing this in cooperation with Arjazon, an onion trader from Kruiningen. "We take care of a lot of project freight," explains IT specialist Pascal Spijkers. "This kind of load is always unique and demands a customised approach every time, which means it is not suitable for testing the card. Onions, on the other hand, are a standard load, making it easier to start the CargoCard application. If this goes well, we will expand the possibilities to other types of cargo."

Zeeland Connect

Zeeland Connect, the platform for strengthening Zeeland logistics, is the driving force behind the launch of the CargoCard in Zeeland. CargoCard falls under the FastXS project, which was established by the platform in collaboration with Topsector Logistics, Secure Logistics and Zeeland Seaports. The aim of this project is to ensure a uniform access procedure throughout the whole of Zeeland and it is very important that the card is accepted by companies in the region.



VDS' NEW GANTRY CRANE UNDER CONSTRUCTION.

VDS Invests in New Port Crane

Vlissingen-based VDS has invested in a new port crane. With this new crane, VDS aims to meet the latest demands and scale growth in the offshore industry, in particular offshore wind.

In addition to the crane, which has a lifting capacity of 140t and height of 20m (to the hook), VDS has also expanded its factory capacity. The company now has the facilities and equipment to construct and handle even larger, heavier and taller structures. The crane will be employed for the first time in the construction of suction-bucket foundations for use in the offshore-wind industry. Employing these innovative foundations removes the necessity for piling work, making the positioning of turbines quicker and simpler.

With its 250m-long quayside and in-house engineering & coating/painting services, VDS offers customers a unique total-service package.

The new crane – and the company as a whole – look to be heading for a healthy future.



TPT is a chemical logistic service provider and contract manufacturer based in Terneuzen.

'VALUE ADD SERVICES'

www.tpt.nl | info@tpt.nl | +31(0) 11-640 841

Port Lunch Terneuzen Well Attended

The second Port lunch organised by ZPPC and the Belgian Ankerclub in Terneuzen, was well attended. People were very interested to learn more about the latest developments on the New Lock in Terneuzen.



Fleet Cleaner Expands Hull Cleaning Services

Recently the company Fleet Cleaner has made its innovative ship hull cleaning service available to all ports in the Netherlands. The extended availability was directly utilised with the hull cleaning of the Chiquita België vessel in the port of Vlissingen. That makes Fleet Cleaner the first company to clean ship's hulls in all Dutch ports. The Chiquita België was cleaned during loading and unloading at the terminal, so that the shipping company experienced no downtime at all from the hull cleaning activities. This saves significant time compared to alternative cleaning methods with divers, where the ship has to be anchored outside ports, thus resulting in extra costs.

Next to the extended availability of the service, Fleet Cleaner also cooperates with various subcontractors to offer other hull maintenance services as well. The hull cleaning services can now be combined with propeller polishing, which reduces fuel consumption even more for the shipping company, as well as class certified under-water inspection by divers in order to extend dry docking.



Heerema Secures Peregrino II Jacket Contract



Photo courtesy of Heerema Fabrication Group

Heerema will play an important part in Statoil's Peregrino Phase II Field Development, with Heerema Fabrication Group recently being awarded the Procurement & Construction contract for the Peregrino II Jacket. The Statoil-operated Peregrino field is a heavy oil field, situated in the Campos Basin, approximately 85km off the coast of Rio de Janeiro. The field currently consists of two wellhead platforms and a floating production, storage and offloading unit (FPSO), connected by a system of pipelines, risers. Phase II will improve accessibility, by adding a third wellhead platform, containing an eight-legged jacket and a wellhead platform with a drilling unit (WHP-C) tied-back to the existing FPSO. When complete, the Peregrino jacket will be approximately 135m tall, with a footprint of 66m x 53m and will weigh 9,300t (excluding the twelve piles). Construction is scheduled to commence in November 2017 at Heerema's Vlissingen yard and should take approximately 24 months. This new contract builds on Heerema's good track record with Statoil. The Valemon jacket, Gina Krog jacket and the Oseberg Vestflanken 2 Unmanned Wellhead Platform, which is due for delivery in June 2017, are all constructed for Statoil.

New Inland Ferry Ordered for Ghent-Terneuzen Canal

A newbuild order for the Damen Shipyards Group was signed with DAB Vloot of Belgium. The vessel on order is a 25m ferry especially designed to carry vehicles and passengers across the canal linking Ghent and Terneuzen. Even though the journey time each way for the ferry will be little more than five minutes, the complex route and the minimal room for manoeuvre on the busy waterway means that she will be fitted with twin Voith Schneider propellers (cycloidal drives) to give her the agility required for safe and speedy passages. Power will be provided by twin diesel engines and delivered via reduction gearboxes, while shaft generators will supply electrical power for onboard systems. An emergency generator rated at 14.5kVA will also be installed. The new ferry will be named Cyriel Buysse and is scheduled for delivery in March 2018.

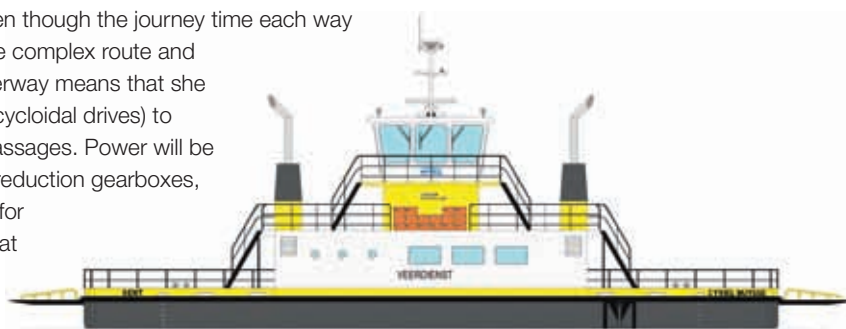


Image courtesy of Damen

New Terneuzen Lock Complex – Update

The new Terneuzen lock complex is of great importance for both seagoing and inland-waterway vessels. When completed, the new complex will be able to handle larger seagoing ships and transit for inland barges will be improved.

Slowly but surely, construction work is starting around the current lock system, while behind the scenes detailed preparations are underway for the total project.

The offices of the Dutch Pilots (Loodswezen) and Boatmen Services (Verenigde Bootslieden) have now moved to a temporary location on the Westsluis. The Port Information Centre 'Portaal van Vlaanderen' has also relocated to a temporary address on the Binnenvaartweg.

Realisation of the new locks will involve a complete reconstruction of the central complex. This requires the repositioning and extension of cable and pipeline networks in and around the locks. Two drilling projects are scheduled for the summer months. Although local residents will face temporary road closures, the modern drilling techniques being used should minimise disruptions. One of the most pressing questions now is, which contractor will be selected to construct the new lock complex? In early May three Dutch-Belgian concerns submitted their final quotations. These tenders are currently under review and a provisional selection will be made public in mid-July. At the end of August, a final choice will be made and preparations for construction work can start. The construction work itself is scheduled to commence at the end of 2017.



New Port Information Centre Opened



The Port Information Centre 'Portaal van Vlaanderen' recently moved to a temporary location on the Binnenvaartweg in Terneuzen. The new Centre was officially opened on Thursday 18 May by Jack Begijn, Alderman of the Municipality of Terneuzen.

The construction of a new lock complex meant that the Information Centre had to vacate its previous location on the Zeevaartweg. After months of preparation, the new centre opened its doors to the public on Saturday 20 March. During the following two days, more than 500 visitors were welcomed. Over the coming months, the centre will also act as information centre for the new lock complex. An exhibition is to be constructed that will provide the public with ongoing details of this project. The exhibition, including a 3D film of the project, is scheduled to open in September.

The Portaal van Vlaanderen will remain at this location for the coming two years, after which it will be housed on the ground floor of the Sluiswachter apartment building. This complex is currently under construction in Terneuzen.

The Zeeland Port Promotion Council is pleased to welcome new participants. Founded in 1993, the Zeeland Port Promotion Council represents the majority of companies located in the ports of Vlissingen and Terneuzen. Together they offer a complete range of the best possible port facilities and all the logistics solutions you need. See pages 41 - 43 for a complete list of participants.

→ BULK TERMINAL ZEELAND SERVICES



Bulk Terminal Zeeland Services offers reliable, cost-effective, customised solutions from our strategically located terminal in the port of Vlissingen in the southwest of the Netherlands. The company provides specialised distribution and cargo processing services as well as several transshipment possibilities. Through dedicated terminal, extensive network and proactive approach, Bulk Terminal Zeeland Services are able to successfully meet logistics demands. The company are experts not only in the discharging and loading of bulk cargo using

a variety of cranes, but also in board-to-board handling, ensuring that every requirement is fulfilled using the correct equipment. The terminal provides all the space needed for storage, handling, processing and transshipment. Bulk Terminal Zeeland Services can crush, screen and repack bulk cargo, in drums, big bags or containers, marking and weighing per unit or truck. In addition to bulk cargo, third-party storage for project cargo is offered as well.

I. WWW.BTZEELAND.NL

→ DELTA COASTAL SERVICE



Delta Coastal Services (DCS) is a young company with fair, but ambitious, plans. Established in 2015, the company saw a flying start assisting in a dredging project. DCS is a service provider with its origin in dredging and civil waterworks. The company operates both near and on shore. At dredging operations, the company assists with the allocation of the tubes, and its vessels are used for surveying and sounding. With its vessel's crew, equipment and (spare) parts

can be safely and quickly transferred to and from the dredgers. With this quick response expertise, the company now focuses on the growing offshore wind market. DCS wants to be a full service partner for the offshore industry and expects to expand its services by moving to new offices in Vlissingen this summer.

I. WWW.DELTACOASTALSERVICES.NL

→ LUCTOR BELTING NEDERLAND



Luctor Belting supplies conveyor belts and related services to a wide range of markets and is a European leader in this field. The company stocks more than 400 types of belt, all manufactured to the highest standards in the company's own production plant. The company was formed in the 1970's, initially supplying conveyor belts to Zeeland's agricultural industry. The company is active in the Netherlands, Belgium and France, with its head office situated in Hulst (NL).

An in-house service team guarantees a 24-hour response from highly skilled and motivated colleagues. Luctor Belting stands for: satisfied customers and staff, environmentally friendly operations, permanent process control. These are the guidelines the company adheres to in achieving its goals.

I. WWW.LUCTORBELTING.COM

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→ OCEANWIDE PERSONNEL SERVICES



OCEANWIDE'S
MANAGING
DIRECTOR
THEO NIEBOER

Oceanwide is an international provider of a wide range of personnel services, mainly focused on the Maritime and Offshore/ Energy industries. The history of Oceanwide dates back to 1976, when the first office was established in Vlissingen. Over the years, Oceanwide has been recognised as a worldwide supplier of highly qualified maritime and offshore personnel.

Oceanwide operates in two geographical regions: in Europe, with offices in the Netherlands (Vlissingen and Den Helder), Latvia, St. Petersburg and Cyprus; and in the

Gulf of Mexico, with offices in Houston, New Orleans and Ciudad del Carmen. A number of owned branch and recruitment offices support the Oceanwide Group activities. Today the Group consists of companies specialised in maritime crew, oil & gas personnel, offshore-wind personnel, land-based maritime/technical staff recruitment and full offshore catering & hospitality services. Oceanwide's headquarters are located in Vlissingen.

I. WWW.OCEANWIDECREW.COM

→ REDBROOK ENGINEERING



Redbrook Engineering is an engineering firm, with offices in Zwolle and Middelburg. The company, which is mainly active in the fields of R&D, engineering and design, specialises in location-based projects. Redbrook can provide skilled workers for all aspects of a project, from the design phase, through planning and project management, to commissioning. Redbrook aims to provide both customers and employees with personal contact and mutual satisfaction. Its staff undertake challenging projects at client locations, working on (permanent) contract

basis, often with the prospect of permanent employment with the client.

The company has an extensive network of skilled employees and direct access to details of many thousands of candidates. The main focus is on staff at MBA, HBO and WO level in the fields of mechanical, civil and electrical engineering, industrial automation, architecture, process and laboratory techniques, building. Redbrook can also provide skilled technicians at mts-level.

I. WWW.REDBROOK.NL

→ WIND TECHNICIANS

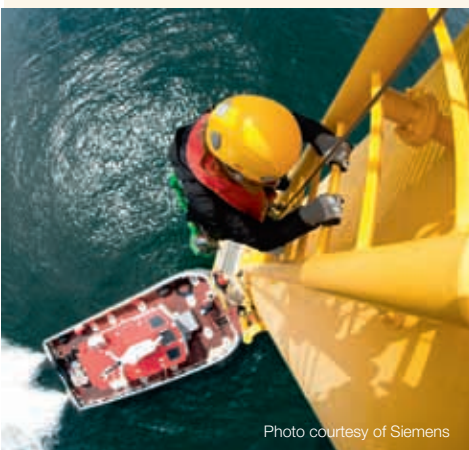


Photo courtesy of Siemens

Several businesses, organisations and government bodies in the province of Zeeland have joined forces to found a new company – The Wind Technicians – which will provide offshore employment services. It is expected that the building of several offshore wind farms near the Zeeland coast will increase the demand for qualified maintenance personnel and wind turbine mechanics.

The Wind Technicians will be recruiting, selecting and educating future personnel for the offshore wind farms to be built near the province's coast, with educational institutions in Zeeland training students to become offshore wind mechanics. The new company will work on the commercial influx such as candidates who have been made redundant and/or would like to change their job.



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					■	
	Amadore Hotels & Restaurants					■	
B	Beeldmerk					■	
	Boogaard Advocaten					■	
	Bouwgroep Peters B.V.					■	
	BOW Terminal			■	■		
	Bulk Terminal Zeeland Services B.V.		■	■	■		
C	C.T.O.B. Transport & Logistics				■		
	CdMR/ Cobelfret B.V.				■		
	Century Aluminum Vlissingen B.V.	■					
	Cordeel Nederland B.V.	■			■		
	C-Port B.V.					■	
D	Damen Shiprepair Vlissingen	■	■	■			
	DB Schenker				■		
	De Pooter Personeelsdiensten					■	
	De Ruyter Training & Consultancy						■
	De Zeeuwse Alliantie Notarissen					■	
	Delta Coastal Services B.V.		■			■	
	Delta Lloyd Verzekeringen					■	
	Delta Safe Security Services B.V.					■	
	DOW Benelux B.V.	■					
	DRV Accountants & Adviseurs					■	
	Dutch Marine B.V.		■			■	
E	Embedded Coaching & Consultancy					■	
	Ergo Services					■	
	Euro-Mit Staal B.V.	■					
F	Fabricom B.V.	■				■	
	Feyter Industrial Services	■				■	
	Flexibility Zeeland					■	
	Flushing Shipping Agencies				■	■	
	Fraanje Aannemingsbedrijf B.V.					■	
G	Golden Tulip L 'Escaut					■	
H	H4A					■	
	Haskoning DHV Nederland B.V.					■	
	Havenwerk B.V.					■	



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	Heros Sluiskil B.V.	www.heros.nl	■				
	Howzat Relocations	www.howzatrelocations.com				■	
I	I.B.S. B.V.	www.ibs-hallenbouw.nl	■			■	
	ICL-IP Terneuzen B.V.	www.iclip-terneuzen.nl	■				
	ING Business Banking	www.ing.nl/zakelijk				■	
	Interlashing B.V.	www.interlashing.com			■	■	
	Istimewa Elektro	www.istimewa.nl	■			■	
J	Justion Advocaten	www.justionadvocaten.nl				■	
K	Katoen Natie Westerschelde B.V.	www.katoennatie.com			■	■	
	Kloosterboer Vlissingen V.O.F.	www.kloosterboer.nl			■		
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	Koolwijk Shipstores B.V.	www.shipstores.nl			■	■	
	Kotug Smit Towage	www.kotugsmit.eu		■			
	KVA International	www.kva-international.com	■	■	■		
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L	Labojuce B.V.	www.labojuce.nl	■			■	
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	LTT Holland B.V.	www.ltt holland.com		■			
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	Maritiem & Logistiek College de Ruyter	www.scalda.nl				■	
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	Multraship Towage & Salvage	www.multraship.com	■	■	■		
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	Municipality of Vlissingen	www.vlissingen.nl					■
	Montagebedrijf Terneuzen	www.mbterneuzen.nl	■	■			
N	Nelis BV	www.nelisbv.com		■	■	■	
	Nouvall Engineering Services	www.nouvall.com				■	
	N.V. Economische Impuls Zeeland	www.impulszeeland.nl				■	
	N.V. Westerscheldetunnel	www.westerscheldetunnel.nl			■	■	
O	Oceanwide Personnel Services B.V.	www.oceanwidecrew.com				■	
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	Outokumpu Stainless B.V.	www.outokumpu.com	■		■		
	Ovet B.V.	www.ovet.nl			■	■	
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	PTC B.A.	www.ptcba.nl		■	■		
R	Rabobank Oosterschelde	www.rabobank.nl/oosterschelde				■	
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INDUSTRY	MARITIME	OFFSHORE	LOGISTICS SERVICES	OTHER SERVICES	EDUCATION AND GOVERNMENT
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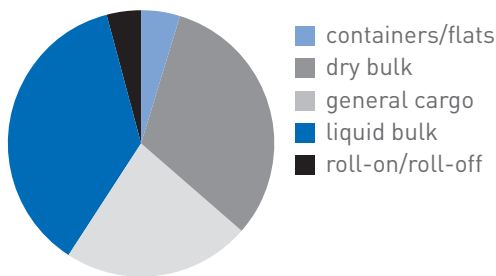
		INDUSTRY	MARITIME	OFFSHORE	LOGISTICS SERVICES	OTHER SERVICES	EDUCATION AND GOVERNMENT
R S	Rabobank Zeeuws-Vlaanderen	www.rabobank.nl				■	
	Redbrook Engineering	www.redbrook.nl				■	
	S5 Agency World	www.s-5.org			■	■	
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	Saybolt Nederland B.V.	www.corelab.com/rd/saybolt				■	■
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	Seacontractors	www.seacontractors.com		■	■	■	■
	Sealake Terminal B.V.	www.sealaketerminal.com		■	■	■	■
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	Shipyard Reimerswaal	www.shipyardreimerswaal.com		■			
	Shutdown Control	www.shutdowncontrol.nl		■			
	Suez Recycling & Recovery Netherlands	www.suez.nl					■
	T V	Sweco Nederland B.V.	www.sweco.nl				
S.T.T. B.V. / Z.M.C. B.V.		www.agency-stt.com	■	■	■	■	
Sorteerbedrijf Vlissingen B.V.		www.sorteerbedrijfvlissingen.nl				■	■
Spie-Controlec Engineering B.V.		www.spie-nl.com					■
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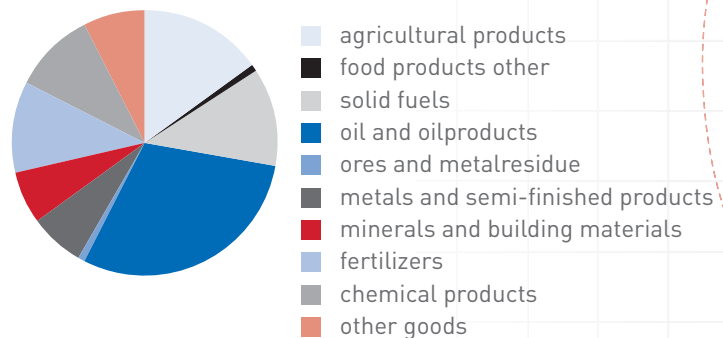
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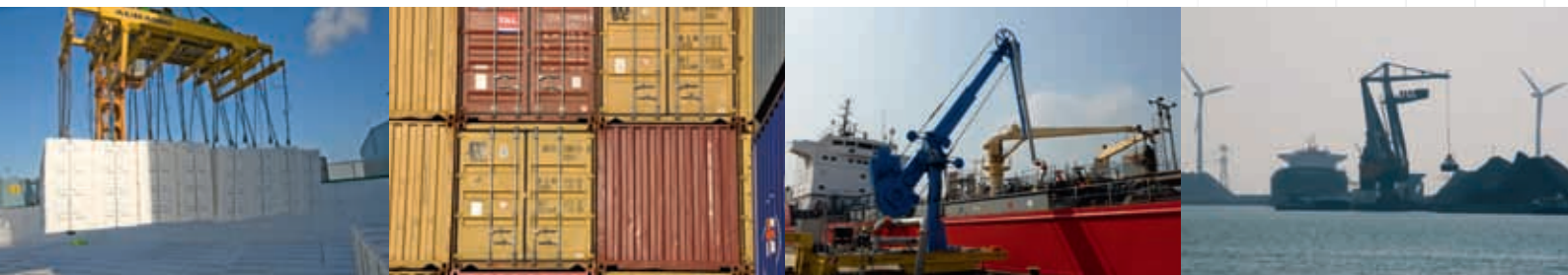
Seaborne cargo by segment



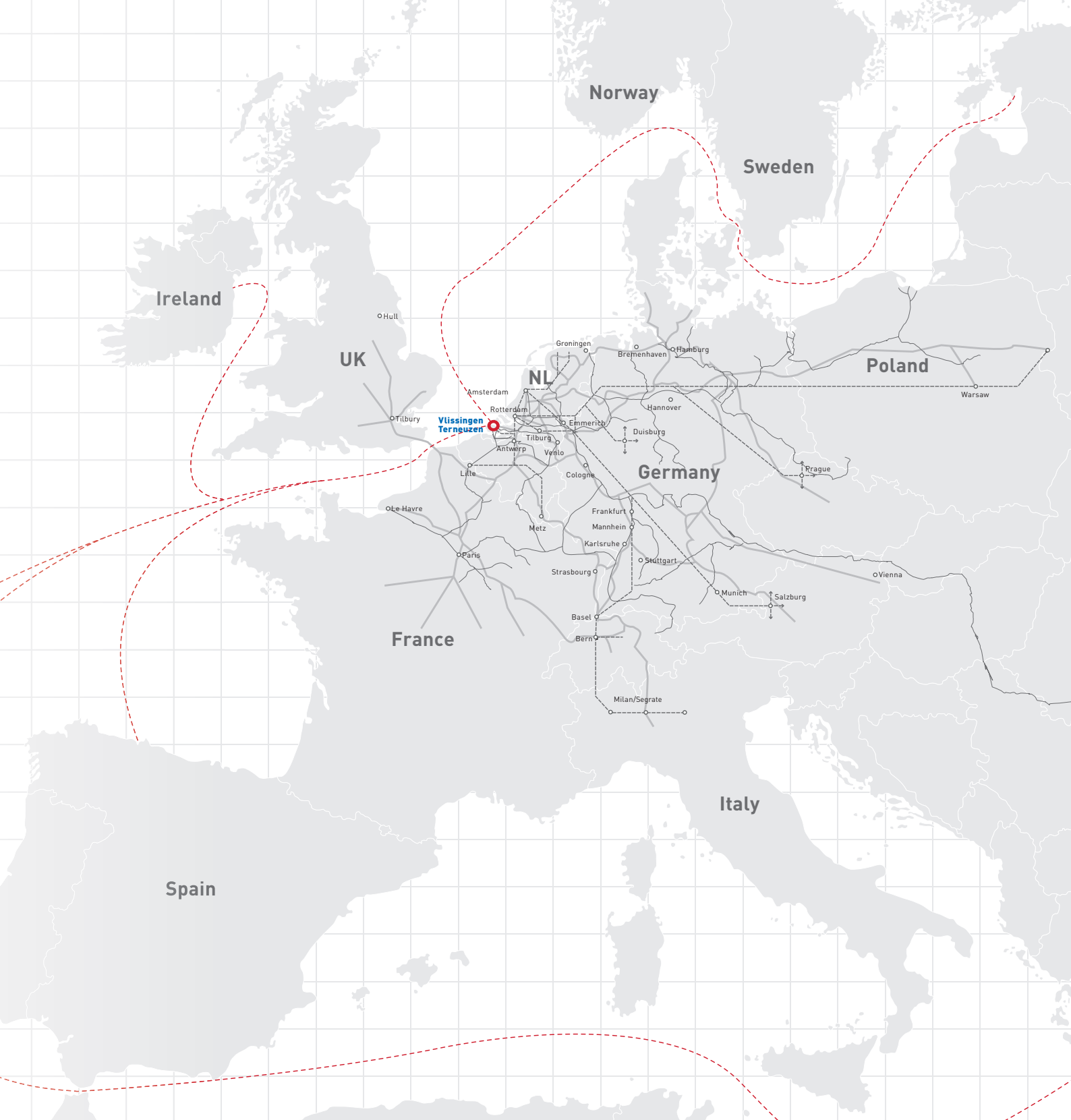
Seaborne cargo by product group



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



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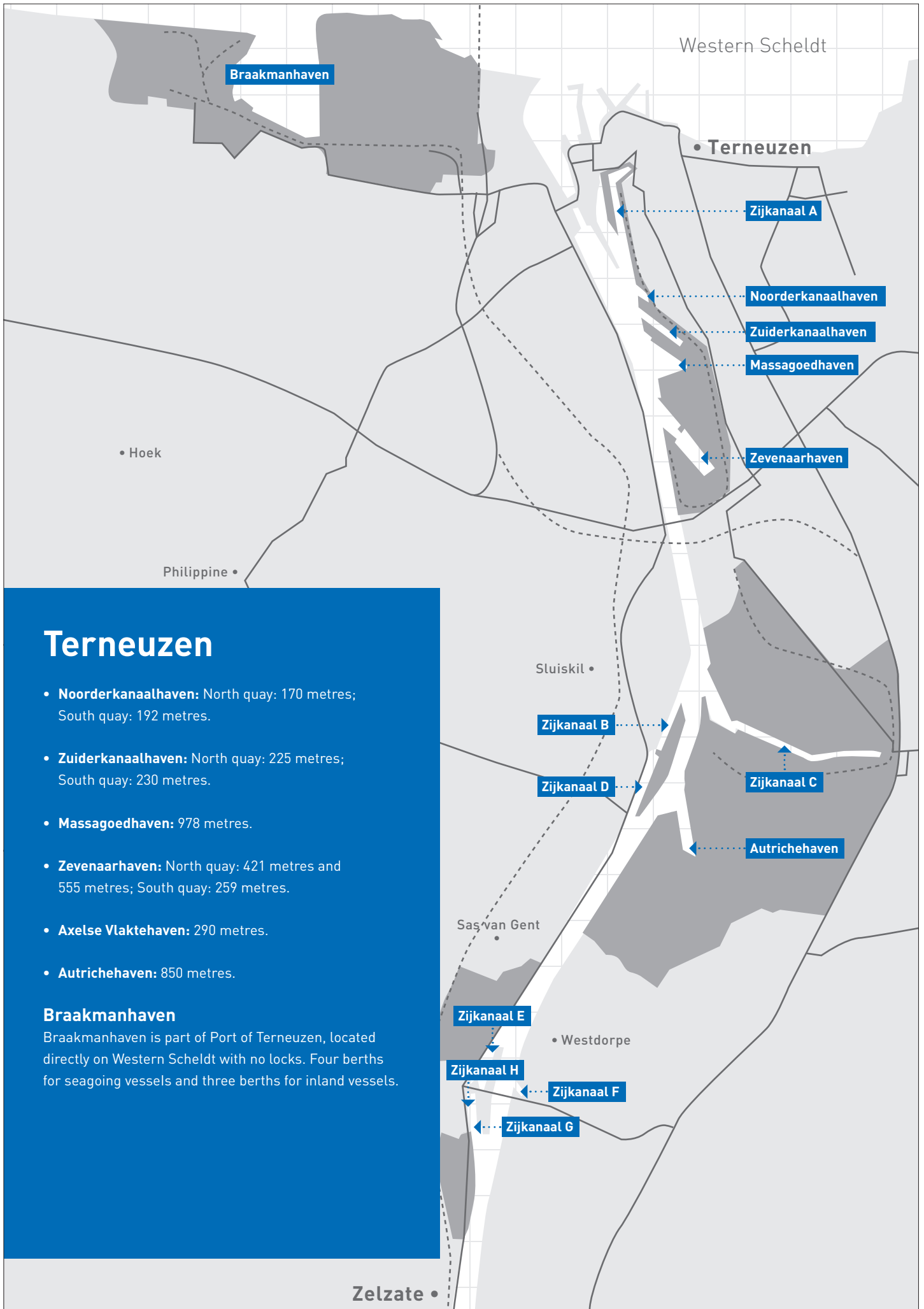




Vlissingen

- **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 Westerscheldt 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

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Editorial Programme:

Opening Maintenance Valuepark Terneuzen
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* Editorial themes may be changed without prior notice



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