

ZEELAND PortNews

Next Phase in Merger

10 | Offshore Energy 2017

The Dutch Offshore Energy
Event in RAI Amsterdam

24 | Shortsea+ Container Terminal

Kramer Group Plans Terminal
in the Port of Vlissingen

42 | Hillebrand Meets ASK Romein

Taking on Ambitious Projects

SERVING THE TRANSFORMER INDUSTRY

EURO-MIT STAAL B.V.

STEEL SERVICE CENTER



EMS is specialized in slitting the higher grades of electrical steel for the transformer industry. Wide coils of thin gauge plate material is slit down to smaller coils, both widthways and lengthways. EMS is also able to cut these coils into so called laminations of customer-specific lengths and shapes, fitting the requirements of the transformer manufacturers.

P.O. Box 535,
4380 AM Vlissingen, The Netherlands
Location Duitslandweg 7,
Haven 1153, Vlissingen-oost
Phone: +31 (0)118 422500
Email: info@euro-mit-staal.com
Website: www.euro-mit-staal.com



EUROPE - WEST COAST SOUTH AMERICA

DIRECT SHIPPING, FLAT RATES, FLEXIBLE

MONTHLY SAILING
PROJECT CARGO
RORO &
CONTAINERS

Norbert Brummelkamp
M. +31 (0)6 - 220 522 37
norbert@sdwshipping.com

VISIT US at Breakbulk Europe
Antwerp, 24-26 April, hall 1,
booth 411, Zeeland Seaports



www.sdwshipping.com



Direct Shipping.

IN THIS ISSUE



2 EVENTS

Business Calendar

3 WELCOME

Never a Dull Moment – Henk de Haas

4 WINNING COMBINATIONS

New Phase in Merger Zeeland Seaports and Port of Ghent

8 OFFSHORE ENERGY 2017

One Step Ahead

10 OFFSHORE ENERGY 2017

Show Preview

17 BULLETIN

News in Brief

18 INSIGHTS

It's in my Blood – Alex Nelis

20 OFFSHORE WIND

All Hands on Deck

24 WINNING COMBINATIONS

Shortsea+ Container Terminal

28 COMPANY PROFILE

Delta Coastal Services – “Continuity is What We Offer”

31 COMPANY PROFILE

Istimewa Elektro – Large or Small Scale Performances

34 SHIPREPAIR

A Smart Decision

38 COMPANY PROFILE

Overlasko – Quality Above All

42 CONSTRUCTION

Hillebrand Meets ASK Romein

46 BULLETIN

News in Brief

48 ENVIRONMENT & CULTURE

Ring-Riding, An Old Zeeland Tradition

49 PARTICIPANTS

Overview

54 MAPS

Vlissingen and Terneuzen Terminals

56 PUBLISHERS

About Zeeland PortNews

ON THE COVER

Seajacks Scylla at the Damen Shiprepair yard in Vlissingen.

Photo courtesy of maritimephoto.com.

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.

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	13-16 MARCH 2018	Intermodal South America Sao Paulo	17-19 APRIL 2018	TransRussia Moscow
					
29-31 MAY 2018	Breakbulk Europe Bremen	5-7 JUNE 2018	Provada Amsterdam	25-28 SEPTEMBER 2018	WindEnergy Hamburg
					



“ Never a Dull Moment

Welcome

Traditionally, summer is always a special period for Zeeland, with our beautiful province attracting a lot of tourists during these long, sunny months. For those businesses involved in tourism, this is the time to make substantial profit. In the other sectors, things are, of course, going at a slower pace. Large numbers of personnel are on holiday and few decisions are made.

The port, however, is a 24/7 industry, 365 days a year, so in the summertime, business carries on as usual, with companies having taken the proper measures to fill the gaps caused by staff on holiday. This year too, there was never a dull moment in the ports of Vlissingen and Terneuzen and it is good to notice that things are going well.

Zeeland has built up a worthy reputation in the offshore industry with many companies involved in this sector. You will notice this when you visit the Offshore Energy exhibition in Amsterdam. Many companies from Zeeland will be exhibiting, either with a booth of their own or on the Zeeland Seaports pavilion.

With the large number of existing and planned offshore windfarms located relatively close to Zeeland, it is no surprise that we hope to benefit from this development as much as possible. Many stakeholders in Zeeland were therefore highly delighted when the news came from DONG Energy that they are intending to make use of Vlissingen as base for the O&M activities for their Borssele 1 and 2 windfarms.

Another pleasant surprise was the news from Kramer Group that they have signed a Letter of Intent with Zeeland Seaports for the realisation of a shortsea



container terminal. With this dedicated terminal, one of the long-standing wishes of Zeeland Seaports is about to come true: gaining a significant market share in the container market.

In this issue of Zeeland PortNews, you can read about this new terminal, the role of Zeeland in the offshore industry and many more items of interest. Enjoy reading!

A handwritten signature in black ink, which appears to read 'Henk de Haas'. The signature is stylized and written in a cursive script.

Henk de Haas
Chairman, Zeeland Port Promotion Council

MR LAGASSE (L) AND MR SCHALCK (R)
ANNOUNCE THE NEXT PHASE OF THE MERGER.



Photo courtesy of Scherp! Fotografie

Next Phase in Merger Zeeland Seaports and Port of Ghent

Zeeland Seaports and the Ghent Port Authority submitted a Merger Agreement to their shareholders and staff representatives on August 31, stating how the proposed merger of both port authorities can be based on equivalence. They will be making further announcements about the merger over the next three months.

Thorough Financial and Legal Research

In June, shareholders and staff representatives of both Port Authorities received the main outlines of a possible merger in the form of a Merger Protocol. During the summer months, these outlines were further developed into a Merger Agreement, Articles of Association and a Shareholders Agreement. These items are expected to be on the agendas of their Municipal and Provincial Councils in October and November.

Merger Based on Equivalence

The principle of the Merger Agreement is to achieve a merger on a fully equivalent basis (50/50), thereby creating one cross-border port area and one single new Port Authority. In the valuation of the merger partners, all interests have been taken into account, with effective and workable solutions being found

for difficult and complex issues. This results in a good and robust foundation for the start of the joint merger company, which has a value in shares of around EUR 1 billion.

European Company

The cross-border merger port will take the form of a European company as holding company for the two present Port Authorities: Port of Ghent and Zeeland Seaports. This is to underline the international character of the merger company and not to allow any legalities of either country to prevail. The European company will also provide the opportunity to optimise the new governance and ensure employee participation. Both Port Authorities will exchange their own shares for those of the European company. As subsidiary companies of this European company, both Port Authorities will retain their own assets (land,

buildings and infrastructure). The subsidiary companies will also remain responsible for public duties such as the maintenance of roads in the port area, guidance of nautical traffic and safety in the port.

Shares

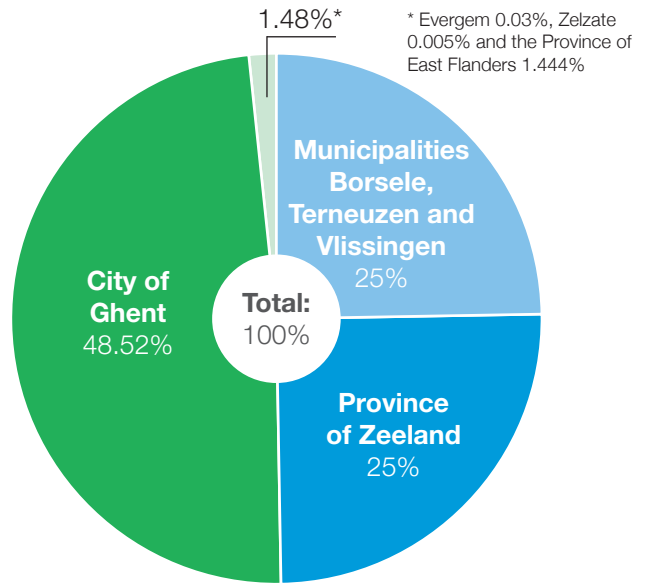
On the basis of the equivalence, the shares will be divided as follows: Province of Zeeland 25%, Municipality of Borsele 8.33%, Municipality of Terneuzen 8.33% and Municipality of Vlissingen also 8.33%, Ghent 48.52%, Evergem 0.03%, Zelzate 0.005% and the province of East Flanders 1.444%.

76% Majority Necessary

It is proposed that the current prerequisite of a 76% majority for important decisions by shareholders is maintained. This means that shareholders will still have to seek broad consensus and support, and that coalitions between a limited number of shareholders are not allowed. The majority shareholders on both sides of the border (the Province of Zeeland and the City of Ghent) also retain de facto their power of veto.

Job Security

It is implicit that employees of the subsidiaries of the holding company, the Port Authority of Ghent and Zeeland Seaports remain employed and have job security. There will be no dismissal of employees due to the merger. The current working conditions will also be maintained. This is clearly stipulated in the Merger Agreement and is agreed with the staff representatives.



SHAREHOLDERS IN THE MERGER PORT.

Registered Office in the Netherlands

The registered office of the European company is in the Netherlands. The European company will also have an office in the prospective Havenhuis on the Graslei in Ghent. As both Port Authorities are legally registered entities, they will both pay taxes in their own country.

Unity of Governance

The structure submitted to the shareholders has a two-pronged leadership where the two current CEOs will be in charge of the

PORT OF VLISSINGEN.



PORT OF GHENT.



DAAN SCHALCK: "EMPLOYMENT OPPORTUNITIES AND ADDED VALUE STILL RANK HIGHER THAN TONNAGE."

new company. The European company and the two subsidiary companies will form a single unit of management and direction. A limited-scale Supervisory Body, yet to be established, with four Dutch and four Flemish representatives, will replace the current Supervisory Board of Zeeland Seaports and the Management Board of the Port of Ghent. The Supervisory Body will comprise at least four independent members (non-active politicians).

The merger company attaches great importance to direct contact with its public shareholders. There will therefore be a Shareholders' Committee with all the elected representatives of the Municipal Councils, District Councils and State and Provincial Councils. In addition, structural and bilateral consultations will be conducted with the shareholders.



Extra Growth

The new port will immediately be ranked among the top in Europe: it will be number three for added value and number ten for sea transshipment. Jan Lagasse, CEO of Zeeland Seaports says, "The added value of the merged Port Authority is in the order of EUR 13 billion. The added value of the ports of Rotterdam and Antwerp is EUR 18 billion and EUR 19 billion respectively, but with a lot more tonnage. So the added value of the merged ports is of phenomenal significance within Europe". The business plan is based on continued growth. By 2022, the merger company wants to have grown by 10%. It wants to increase maritime transshipment from the current 62 million tons to 70 million tons. For inland shipping transshipment, the target is 60 million tons (now 55 million tons).

Growth in added value, volume and revenue is expected to increase employment in the new port area from the current 95,000 to 100,000 jobs (directly and indirectly) by 2022. The establishment of new companies will take into account high sustainable employment opportunities and added value per ton. Daan Schalck, CEO of the Port of Ghent, says: "When we look at what we want to achieve, then employment opportunities and added value still rank higher than tonnage."

The merger offers more opportunities for innovation and sustainability and the new single port area will have nearly 1,000 hectares of allocatable land.

Container Facilities

Jan Lagasse says, "We have the great ambition to develop the necessary shortsea and inland shipping container facilities within our port area, and we are already having talks with

potential partners about this. We see a lot of opportunities in this sector, not only as a combined port area, but also as a way to assist the ports in our vicinity which suffer from congestion in their terminals or infrastructure”.

Merger Brings Benefits to Companies

The merger offers opportunities to drive down operational costs through efficiency and economies of scale and by avoiding overlapping activities. These savings will lead to a more competitive Port Authority, the benefits of which will also flow through to the companies by resulting in lower prices or reduced tariffs. In addition, the larger scale creates a greater chance of bundling cargo streams. Furthermore, the scale of the merger company leads to the greater specialisation of employees and, therefore, better service to the companies within the port. By having offices at various locations and with the establishment of a Business Advisory Body, the ‘short lines of communication’, which are so highly rated by the companies, will be guaranteed.

The proposed merger has already delivered its first result, since the European Union has recently committed a 50% contribution (approximately EUR 650,000) to the cost of an independent investigation into the feasibility of a freight rail link between Terneuzen and Ghent.

All Lights are Green for the Merger

All lights are green for Zeeland Seaports and the Port of Ghent, certainly now the Samsom committee has given clear advice on how a solution can be achieved regarding the stabilising and decontamination of the Thermphos site in Vlissingen, and also now that the contractor and the cost price of the construction of the New Sluice in Terneuzen are also known. The Flemish Parliament is expected to vote on the Flemish Harbour Decree,



which has to be adapted to enable the merger, during the spring of 2018.

New Name

By 2022, the merger company wants to be a leading brand in the international port industry to attract investors. The future Havenhuis on the Graslei in the heart of Ghent will contribute to the international profiling.

Following approval of the Merger Agreement by the eight Municipal and Provincial Councils, the new name of the united cross-border port and merger company will be announced. This is scheduled for Friday, 8 December.

WWW.ZEELANDSEAPORTS.NL

WWW.PORTOFGHENT.BE

Facts and Figures

	Zeeland Seaports	Port of Ghent	After Merger
Company revenue	EUR 61.2 MM	EUR 43.5 MM	EUR 104.5 MM
Of which turnover	EUR 51.6 MM	EUR 36.3 MM	EUR 87.8 MM
Profit	EUR 13 MM	EUR 16.6 MM	EUR 29.6 MM
Equity	EUR 148 MM	EUR 338 MM	EUR 486 MM
Allocatable land	600ha	300ha	900ha
Own employees	90fte	160fte	250fte
Employees in the port			
– direct	15,500	27,800	
– indirect	16,750	36,700	
– total	32,250	64,500	96,750
Number of companies	225	300	525
Added value	EUR 5.1 miljard	EUR 7.9 billion	EUR 13 billion
Maritime transshipment	33.2 MM ton	29.1 MM ton	62.3 MM ton
Inland waterway transshipment	33.2 MM ton	21.9 MM ton	55.1 MM ton
Seagoing vessels	5,800	2,900	8,700
Inland waterway vessels	22,500	14,000	36,500
Range of port area	4,600ha	4,700ha	9,300ha
Draught	16.5m VLI 12.5m TNZ	12.5	
Shareholders	Province of Zeeland Vlissingen Borsele Terneuzen	City of Ghent Province of East-Flanders Evergem Zelzate	



DECOMMISSIONING IS ALREADY BEGINNING TO GENERATE A LOT OF WORK AND VALUE, AND THE COMPANIES IN ZEELAND ARE PREPARED FOR THEIR SHARE IN THIS.

Photo courtesy of Hoondert Services & Decommissioning

One Step Ahead

The ports of Vlissingen and Terneuzen have built up a fine, broad-spectrum reputation within the offshore industry. Due to its diversity, the offshore cluster is flexible and capable of adjusting to changing circumstances. Proof of this is the successful transition made by the ports towards offshore wind.

Within the last ten years, the ports have become market leader in this booming industry. Initially, the activities were limited to logistics, focussing on monopiles and foundations, but activities soon expanded as various companies in and around the port area stepped into the market. It is not just a broad range of experience and services that makes the difference; in addition to the existing facilities, Port Authority Zeeland Seaports has 55ha of quayside land available to new investors for production, assembly and logistics.

Dedicated Offshore Cluster

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

End of Technical Lifespan

The oil and gas installations built in the North Sea in the 1970s and 1980s are reaching the end of their technical lifespan and need to be removed when no longer in operation. Zeeland also has all the requirements necessary to grow into a hotspot for the decommissioning market. Around 245 of the 1,415 platforms present in the North Sea are earmarked for removal within the next five years. These platforms equal one

million tonnes of steel or 200,000t of steel per annum. After a spike around 2020, the market is expected to level off after 2025. For the time being, not much has happened, as the oil companies prefer to postpone decommissioning now that the oil prices are low.

Excellent Location

Decommissioning is already beginning to generate a lot of work and value, and the companies in Zeeland are prepared for their share in this. The Zeeland ports enjoy the same advantages as those offered by other Dutch and UK ports, but lack their disadvantages. First of all, Vlissingen’s geographical location is excellent. Secondly, barges and heavy lift vessels can enter the ports without restriction or obstruction. Furthermore, there is plenty of space available for storage and processing. A fourth benefit is the presence of the much-needed offshore industry cluster, with experienced companies able to take care of dismantling and recycling in a proper manner in and around the port area, and last but not least, the size of the dismantling facility inside the port area does not depend only on its processing capacity; the capability of the hinterland to take care of the waste streams is also significant, as this determines the amount of storage area necessary for platforms and waste materials at the facility itself. With more than adequate capacity being provided by the easily accessible hinterland, the Zeeland ports are less dependent on storage capacity inside the port area.



WITH ITS CLOSE VICINITY TO THE OFFSHORE OIL AND GAS RIGS AND NORTH SEA WINDFARMS, ZEELAND OFFERS OPTIMAL INFRASTRUCTURE.

A Reliable Partner

The ports of Vlissingen and Terneuzen have already proved to be a reliable partner with whom the oil and gas companies can complete the decommissioning process in a transparent, economic and environmentally friendly way. So, no matter how the decommissioning market evolves in the next few years, Zeeland is already one step ahead.

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

MORE INFORMATION

Zeeland Seaports – Offshore Oil & Gas

Marcel Pater
 Commercial Manager
T. +31 6 3034 6342
E. marcel.pater@zeelandseaports.com



MORE INFORMATION

Zeeland Seaports – Offshore Wind

Peter Geertse
 Commercial Manager
T. +31 6 5319 3275
E. peter.geertse@zeelandseaports.com



WITHIN THE LAST TEN YEARS, THE PORTS HAVE BECOME MARKET LEADER IN THE OFFSHORE WIND INDUSTRY.

Photo courtesy of Verbrugge International

Offshore Energy 2017

Offshore Energy Exhibition & Conference (OECC) is the Dutch offshore energy event focusing on the complete offshore energy industry, from oil & gas to wind and marine energy. Founded in 2008, OECC has been breaking records year after year.

This annual event will be held on 10 and 11 October 2017 in hall 1, 2 and 5 of RAI Amsterdam.

A fascinating group of business leaders, buyers, investors, engineers and other interested parties within the offshore energy sector will get the opportunity to meet each other in three large halls at the Amsterdam RAI, which covers an area of more than 25,000m². This provides a good platform to network and create new business opportunities. Find the Zeeland Seaports Pavilion at booth 1.188.

WWW.OFFSHORE-ENERGY.BIZ

Offshore Energy 2017 expectations:

- Number of exhibitors > 650
- Number of visitors > 12,000
- Number of delegates > 1,500
- Exhibition space > 25,000 m²
- Exhibitors, visitors and conference delegates representing over 90 nationalities

Exhibitors at the Zeelands Seaports Pavilion:

DOC	Prior Group
Hillebrand ASK Romein	Sagro
Istimewa	Shipyards de Schroef
Multiship Towage & Salvage	Shipyards Reimerswaal
Overlasko Constructie	VDS Staal- & Machinebouw
Peterson	Zeeland Seaports



BOW Terminal

Booth: **1.015**



BOW Terminal is located in the Port of Vlissingen and excellently situated on the North Sea. The Terminal has a surface of 25ha and a heavy-load quay length of 525m. An extra 1,400m is available for lay-by and mobilisation activities. The Terminal is perfect for offshore, wind and heavy lift related projects. Besides the heavy-lift terminal in Vlissingen, BOW Terminal has signed an agreement with SIF Group for both horizontal and vertical transport for all projects at their terminal on the Maasvlakte II in Rotterdam.

Damen Shipyards

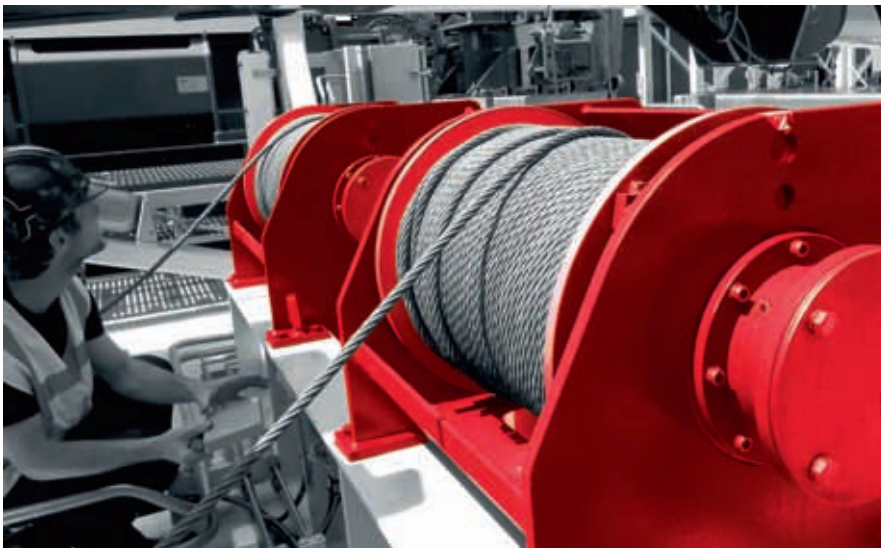
Booth: **1.072**

Damen Shiprepair Vlissingen is within easy reach of the major North Sea shipping routes and is in the centre of the ARA port area. The yard has three well-equipped drydocks, consisting of one standard, one covered (with two overhead cranes; total lifting capacity 300t) and one floating dock. Damen Shiprepair Vlissingen can dock vessels of up to 240m in length and with a 36m beam. The yard has all the necessary equipment, from tools to cranes and transport facilities, enabling it to execute even the most challenging repairs.

Damen Shiprepair Vlissingen focuses on all types of seagoing vessels and offshore installations, whether they are container carriers, pipe laying vessels, LNG carriers, seismic vessels, dredging vessels, offshore installations, large fishing vessels or navy vessels. Damen Shiprepair Vlissingen is almost unique in having permission to dock tankers in non-gas-free or inert condition.



Draftec

Booth: **1.178**

Whatever your technical challenge, Draftec offers its extensive expertise and broad knowledge to customers in the offshore and maritime industries. Their pro-active, system-integrated approach and the strong belief that the best results are realised when working together with their customers as a team, have already led to many high-end solutions. Thanks to their flexibility, innovative thinking and market knowledge, they deliver you the turnkey solution you ask for. To solve your problem, they look at it from every possible point of view, because there is always a smarter angle.

Hillebrand ASK Romein

Booth: **1.188**

Hillebrand has many years of experience in the design, manufacturing, coating, assembly, and project management of complex steel constructions. The Middelburg-based company has a 120m quay, direct access to the sea and employs over 75 qualified workers in the steel construction industry. Hillebrand's expertise is providing solid and innovative solutions for offshore projects in accordance with the highest quality and safety standards. The offshore service crew is specifically trained for mechanical offshore services on location. Hillebrand also provides services for the (de)mobilisation of offshore installation vessels and the installation of large steel constructions on board. Services can be provided 24/7 in Middelburg, at deep-sea quay facilities in the port of Vlissingen, or at any other location in Europe. Hillebrand's crew's innovative and proactive handling shortens the mobilisation time on the vessel, all of which occurs in accordance with the highest standards.



Hoondert Services & Decommissioning BV is focusing on the following North Sea related activities:

- Dismantling and recycling of ships, shipwrecks and offshore installations
- Refurbishment of offshore installations
- Transportation, loading, assembly and storage of maritime structures
- Support of maritime, offshore and wind energy projects
- Support and storage for maritime emergencies
- Ship cleaning & maritime waste

They operate a yard in Vlissingen with direct and unrestricted access to the North Sea. The yard is well equipped with heavy-lift capacity and optimised to be a multipurpose land / sea interface. Keywords: dismantling, recycling, reuse, refurbishment, hazardous waste, NORM, assembly of large structures, special projects, mobilisation.



Hydrauvision

Booth: 1.056



Hydrauvision has been specialised in drive and control technology for more than 40 years, with primary expertise in hydraulics.

Their solutions:

Systems – Hydrauvision Systems offers total solutions that incorporate and combine drive, construction and control technologies.

High-performance engineering | Multidisciplinary approach | Total solutions

Components – In addition to acting as a Danfoss products distributor, Hydrauvision Components offers a wide choice of hydraulic components. Fast delivery | Brand independence | Assembly and modification

Piping – Hydrauvision Piping specialises in piping in industrial and maritime environments. Advice | Measuring | Design | Assembly

Services – Hydrauvision Services is committed to ensuring the optimal reliability and availability of your systems.

On and offshore service engineers | Spare parts | Testing and certification

Rental – Hydrauvision Rental's custom rental solutions offer flexibility, availability and cost control. HydrauPack | HydrauWinch | HydrauTool | HydrauSupport

Istimewa Elektro

Booth: 1.188

Istimewa Elektro has a permanent workforce of about 180 employees, dedicated to offering the best quality in the fields of design, engineering, installation, maintenance and overhaul for (semi) state-controlled, industrial, offshore, public utility and utility construction companies. Istimewa Elektro knows and understands the strict laws and regulations regarding platforms in Europe. Their staff is trained in accordance with the latest requirements and they are FPAL registered.

Istimewa Elektro is a well-known player in the dynamic world of wind, oil and gas.

Their knowledge and know-how leads to efficient solutions in building and maintenance.



Liftal is a full-service company in the field of hoisting systems and applications. They are specialised in the sales, service, maintenance and rental of hoisting equipment, in advising customers about hoisting and lifting equipment, as well as in administration, development and certification. From zero up to 1,000t. ATEX-Certified Service Facility, unique in its branch, test barge, water bags, load cells, certified inspectors and a warehouse to complete customers' demands in time and according to internationally required standards.

Quality systems

- ISO 9001-2000 (BVQI)
- SCC Safety Certificate for Contractors (Petrochemical Industry) / VCA*
- EKH (DNV-certified association of approved verification companies for hoisting and lifting means)
- LEEA Member – Lifting Equipment Engineers Association
- ATEX/ IECeX Certified Service Facility, Dekra approved



Multtraship Towage & Salvage

Booth: 1.188



Terneuzen-based towage and salvage provider Multtraship is continuing to expand its involvement and expertise in the renewable offshore energy sector, in addition to its salvage, harbour and sea towage services.

Multtraship holds exclusive call-off agreements with several oil majors for rig moves/anchor-handling operations and with a major marine contractor for anchor-handling assistance during windfarm installation work, all in the North Sea area.

Multtraship's large fleet of modern anchor-handling tugs and support vessels means it is ideally equipped to perform in a variety of harbour, at-sea and offshore roles.

Oceanwide

Booth: 2.000A

Oceanwide is an international provider of a wide range of personnel services, mainly focused on the Maritime and Offshore/Energy industries.

The first Oceanwide office was established in 1976 in Vlissingen, the Netherlands. 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 USA Gulf of Mexico, with offices in Houston, New Orleans and Ciudad del Carmen. Several of their branch and recruitment offices support the Oceanwide Group activities. Oceanwide's headquarters are located in Vlissingen.

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.



Offshore Industry (OSI) magazine is one of the leading publications for the international offshore industry. OSI has built up a strong reputation for providing the latest news, informative editorials, rich photography and high-quality production and has a broad readership including operators, contractors, engineers and managers. For anyone active in the offshore industry worldwide, OSI is a must-read! In addition to the magazine, Offshore Industry has a digital edition, creating wider coverage, which can be accessed through its dedicated website www.offshore-industry.eu.



OOS International

Booth: **1.024**



OOS International owns a unique fleet with the highest technological standards, providing a wide range of outstanding offshore services such as ship management, engineering, maintenance and operational management. The company has two semi-submersible crane vessels (SSCV), the OOS Gretha and OOS Prometheus, which are currently stationed in Brazil for the renovation and maintenance of local platforms. OOS International is expanding its business with two new crane vessels under construction, the OOS Serooskerke and OOS Walcheren, that will mainly be used for the decommissioning market. Decommissioning of platforms is a highly complex and technical exercise. Both state-of-the-art dynamically positioned vessels, equipped with a 4,400t crane capacity and with a substantial hotel capacity of 750 persons on board each unit, enable the firm to accomplish the most advanced decommissioning, heavy lift installation and maintenance operations worldwide.

Overlasko Konstruktie

Booth: **1.188**

The entire process under one roof. Heavy and exceptional constructions, that is the specialisation of Overlasko Konstruktie. Experts in machining various types of steel, reshaping and constructing it, and all other related operations. Overlasko is a supplier for both manufacturing and overhauls in the offshore, construction and machine engineering sectors. This may involve (anchor) winches, deck equipment or crane constructions. From engineering, cutting and rolling to assembly, coating, testing and transport, Overlasko manages the entire production process, so they are not dependent on other parties. Overlasko works in accordance with the regulations of DNV, ABS, BS, Lloyd's Rules, AWS, Norsok, BV, EEMUA 158 and EN. Their family-run company was founded in 1972 as Machinefabriek Lewedorp and became Overlasko Konstruktie in 1993. They focus on specialised products, such as the manufacturing of high quality steel pipes.



Each platform, ship or other offshore construction reaches the end of its lifetime at some point, and this necessitates decommissioning. This work must be done safely, cost-effectively and with as little environmental impact as possible. With half a century of experience in the industrial demolition business, Sagro are able to provide their clients with expert advice and information.

Sagro provide the facilities for decommissioning at their own terminal in the port of Vlissingen. Each project is overseen by an experienced decommissioning manager, who is backed by experts in asbestos removal, decontamination and hazardous waste. They use green demolition methods by re-using as much of the original building material as possible or by recycling.

They are looking forward to meeting you at the ZSP booth!



Shipyards Reimerswaal

Booth: 1.188



Founded in 1985, Shipyards Reimerswaal is specialised in repairs and refits of seagoing vessels of all types. Dredgers, tankers and general cargo ships as well as tugs, offshore vessels and large fishing vessels would find their way to Hansweert, close to the north banks of the Western Scheldt river, between Vlissingen and Antwerp. In spring 2017, they opened their new facilities in the port of Vlissingen (Sloehaven) where they are able to handle larger ships due to a water depth of at least 9.5m at low tide. A 350m-long repair berth and two floating docks, one of 110m x 18m and one of 120m x 22m, as well as a modern workshop, are at the client's disposal.



VDS

Booth: 1.188

VDS is a privately owned company serving the offshore oil/gas and wind, petrochemical, machine and civil industries, as well as shipbuilding and repair. Their projects range from topsides and substructures to storage tanks and steel bridges.

Their services include engineering, procurement, construction, manufacturing, preservation, coating/painting, assembly, start up and installation.

VDS is a fully equipped offshore construction terminal with harbour cranes, SPMT trailers, forklifts, heavy lift cranes and reachstackers.

They also have an in-house engineering department and all the necessary welding and quality certifications. VDS is therefore the ideal berthing location for the mobilisation/demobilisation of offshore vessels.

VDS is a one-stop manufacturing shop with bases in Vlissingen, Rotterdam and Eemshaven, catering for all offshore wind projects.



Vroon Offshore Services (VOS) and MPI Offshore are proud to be among the industry's most experienced partners in delivering offshore and wind-farm-construction project services, solutions for key offshore-support needs and bespoke engineering solutions. VOS and MPI are international operators, with a strong geographical presence in Northern Europe, the Mediterranean, North Africa, the Indian Ocean and Asian regions. With their versatile fleet and highly qualified and experienced personnel, they are committed to providing safe, reliable and cost-effective services. Visit their websites and/or visit them at booth 1.062B, for more information about the types of vessels and services they offer and to discuss projects and business opportunities.



Verbrugge International



Verbrugge International is a leading logistics service provider, offering three large deepsea project cargo terminals in the ports of Vlissingen and Zeebrugge. Verbrugge has gained extensive experience in handling large-scale offshore projects, employing highly motivated and qualified operators. The two Vlissingen terminals, as well as the Zeebrugge terminal, are located in the economic centre of Northwest Europe, right on the North Sea. They offer a heavy-duty quay length of more than 4km, 231ha of terminal area and 78ha of warehousing space. All the above, in combination with large expansion potential and a full range of services, makes Verbrugge Terminals an ideal partner for logistics solutions to offshore projects.

Zeeland Seaports

Zeeland Seaports encompasses two ports: the port of Vlissingen and the port of Terneuzen. Together, they make up a port area with a strategic location in North-West Europe. This port area has excellent access to the Western Scheldt estuary which, in turn, offers open access to the North Sea and is extremely close to international navigational routes. The maximum draught of 16.5m means that even the largest vessels can access the port. The port area is home to some 200 companies which are active in industry, logistics and maritime services. Together, they are responsible for roughly 18% of the total employment in the province of Zeeland. Expansion means that this percentage will continue to increase. The ports which make up Zeeland Seaports provide space for growth.



New Harbour Equipment for Kloosterboer

After 20 years of trustworthy partnership, Kloosterboer has chosen Liebherr to supply them with a new mobile harbour crane.

The LHM550, providing a maximum lifting capacity of 144 tons and an outreach of up to 54 metres, is equipped with the Liebherr Advanced Container Control software tool, together with the Soft Touch-Down system. Both software features assist the crane driver in the unloading of containers quickly as well as smoothly. Together with Kloosterboer's new Liebherr Reachstacker type LRS 545, their new mobile harbour crane provides the perfect solution when handling Kloosterboer's increasing trade in delicate cargos such as bananas and other fruits.

REPRESENTATIVES FROM KLOOSTERBOER AND LIEBHERR CELEBRATED THE OFFICIAL HAND-OVER OF THE NEW LIEBHERR PORT EQUIPMENT TO HANDLE FRUITS IN VLISSINGEN.



Photo courtesy of Kloosterboer

Multraship Strengthens its Black Sea Presence

MULTRASHIP'S 63T BOLLARD PULL, ASD FIFI MULTRATUG 26



Photo courtesy of Multraship

Multraship is transferring its state-of-the-art Damen-built tugboat Multratug 26 to the Bulgarian port of Bourgas. With a strong belief in the strategic importance of the Black Sea region, Multraship's 100%-owned subsidiary, Bourgas Tug Service, will be the operating base for the Multratug 26. The 63t bollard pull, ASD FiFi Multratug 26, will significantly strengthen the Bourgas Tug Service fleet, which consists of six tugboats, including ASD and Voith-powered units. Pepijn Nuijten, joint-Managing Director of Multraship, says, "We have seen a significant growth in our Black Sea operations, mainly in harbour towage and in offshore work, with particular reference to the Turkish Stream Project (and its predecessor, the South Stream project,) which involved the construction of a natural gas pipeline from Southern Russia to Turkey. We believe Multratug 26 will be the best-equipped tugboat in Bulgaria, and its deployment in Bourgas is part of Multraship's commitment to provide specialist equipment and services in those parts of the world where they are most needed."

It's in My Blood



The port industry is a small, dynamic world with a lot of dedicated people. One of these is Alex Nelis and Zeeland PortNews had a pleasant and extensive talk with him at his office in Vlissingen.

MR NELIS: "THE PORT OF VLISSINGEN, WITH ITS STRATEGIC LOCATION CLOSE TO THE NORTH SEA, HAS NO LIMITATIONS."

Photo courtesy of Scherp! Fotografie

In and around the ports of Vlissingen and Terneuzen, many people know Alex Nelis both from his work in the port and from his former function as ZPPC secretary for a period of ten years.

“I first started work in the port of Vlissingen for Dekatransport. This company was dedicated to the chemical company Hoechst that had a number of plants in the port area. In 1992, Dekatransport moved to Rotterdam and I decided to stay in Vlissingen to start a business of my own.”

Mr Nelis founded shipping agent STT, a company that became well known in the course of the years. In 2012, however, Mr Nelis and his business partners decided to part ways, and he left the company that he had established twenty years earlier.

Nelis BV

Nevertheless, Mr Nelis stayed in touch with the maritime business through his extensive network. “My wife is involved in the cruise business. This includes representing the Port of Riga on international business and at various events. After leaving Vlissingen, I helped her with the extension of her market share into the Baltic region and Russia. During this period, my maritime business relations from the past stayed in touch with me, asking for support. Especially in West Africa, companies asked me to provide logistics services, so in 2014 I decided to get back into business, founding Nelis BV in the port of Vlissingen.”

The first steps in Vlissingen mainly involved chartering and logistics services but activities soon expanded. “Together with our partners, we offer a broad range of services. Apart from our shipping and transport services, specialised in bulk cargo for Russia, Turkey and West-Africa, customers can contact us for project management and assistance with construction activities, industrial and maritime cleaning, waste collection and salvage, tank storage facilities, logistic and maritime management services and training and recruiting. Working together results in financial profit for everyone, along with greater efficiency, flexibility and quality. Recently, we also joined forces with a quality-control agency in order to expand our services. This addition means that we can help our customers to improve their businesses,” Mr Nelis explains.

Business for Zeeland

After a long career in the maritime business, Mr Nelis shows no signs of weariness; on the contrary. “Shipping is in my blood, and when I see an opportunity, I can’t resist looking at it to see if it is worth seizing,” Mr Nelis says. He talks about an African shipping company that was looking for a software solution for their vessels. “This company asked us to help them with a software problem, and although at that time we didn’t have much experience ourselves, we knew a specialist in Zeeland who was able to assist our client in a perfect way, and as things go fast in this market, this soon resulted in more automation-related requests.” Mr Nelis continues, “Being a real Zeeuw (someone from Zeeland), it is my challenge to bring in as much business as possible for Zeeland. Recently,

we received a request from a Baltic port to help them establish a waste-collection programme. For this, we invited one of our Dutch partners to join us because of their extensive experience. Together, we were able to offer a proper solution and the client granted us the contract. I am convinced that working together this way whenever possible is beneficial to everyone in the end.”

Cruise Calls

The near future will bring some interesting new activities to Zeeland. Today, the port of Vlissingen receives five to ten cruise vessels per year, and Mr Nelis sees opportunities in Zeeland for more calls. He explains, “We know a lot of cruise operators that are showing interest in Vlissingen, as long as entertainment can be offered for their guests for at least one to two days. This should not be a problem as Zeeland and its hinterland have plenty of interesting and attractive sightseeing opportunities for cruise tourists. To make it a real success however, we need a dedicated quay berth with proper facilities.”

Container Terminal

Another relatively small, but growing activity in Zeeland is the handling and throughput of containers. Although a number of operators already have container services with regular calls for Vlissingen, a dedicated container terminal is necessary for further growth. Together with the Rotterdam-based Kramer Group, Mr Nelis is now involved in a new container terminal project. “With this independent terminal, to be realised in the Van Citterskanaal in the port of Vlissingen and equipped with a 1km-long quay, a draught of 14.5m and a terrain of 30ha, Zeeland will become a true alternative to the surrounding ports that are suffering from growing congestion problems,” Mr Nelis says with enthusiasm. “The port of Vlissingen, with its strategic location close to the North Sea, has no limitations and this new terminal will add a huge capacity to the port for receiving additional shortsea container services.” (You can read more about this new container terminal in this issue of Zeeland PortNews).


Business with Pleasure

One growing activity is that of training and recruitment. For this, Nelis BV recently joined forces with Try-Act. Try-Act, a recruiting company with employment services throughout Europe, established a branch in Vlissingen at the offices of Nelis BV. “Demand for skilled and experienced people in the maritime and offshore industry is growing, resulting in a somewhat inflated labour market. Together with Try-Act, we will help companies with their labour problems as we have a large database of skilled people. Where necessary, we can facilitate people with additional training and education,” Mr Nelis states.

With a broad range of services and a group of partners with dedicated expertise, Mr Nelis is in full swing again in Zeeland. “I do not consider the things we do as work. It really is a way of life and I am enjoying every minute. The same counts for my wife. Together we are able to combine pleasure with work, making our current life challenging but very attractive, with never a dull moment,” Mr Nelis concludes.

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

All Hands on Deck

An aerial photograph of a large industrial port facility, likely a marshalling yard for offshore wind components. The foreground and middle ground are dominated by numerous large, cylindrical stacks of pipes or structural components, arranged in neat rows on a paved or dirt area. In the water, several barges are docked at a pier. One prominent barge has a tall, red and white crane structure on its deck. Other barges are loaded with various materials and equipment. In the background, there are large industrial buildings, storage tanks, and other port infrastructure. The sky is overcast, and the water is a muted blue-grey color.

In January of this year, BOW Terminal announced that Scottish Power Renewables had chosen the Zeeland company as marshalling yard for the East Anglia One offshore windfarm. Since the announcement, things have become quiet, and it looks as if nothing has been happening. But this is just a façade, as behind the scenes, the people at BOW are hard at work preparing for the start of this mega project.

A TOTAL OF 14HA OF BOW'S TERMINAL WILL BE IN USE FOR EAST ANGLIA ONE.



Photo courtesy of BOW Terminal.

OFFSHORE WIND

In the build-up to the Offshore Energy exhibition, where many Zeeland companies, including BOW Terminals, will be representing themselves, Zeeland PortNews talks with Ludolf Reijntjes, Manager Director of BOW Terminal.

"Indeed, a lot has happened since January," Mr Reijntjes states. "A total of fourteen hectares will be in use for the project. Once it is in full swing, but before the arrival of the first pinpiles, we still have to finalise a lot of pre-work. The current dykes, for example, need to be replaced by new ones that are strong enough to bear the piles, and at other locations on the terminal, things are also being made ready for the arrival of the numerous components."

An Impressive Sight

Within the next few months, 306 pinpiles will arrive at BOW Terminal's quay in the Westhofhaven in the port of Vlissingen, along with 36 jackets. From that moment, BOW Terminal will need all hands on deck. Lamprell will be delivering a total of 180 pinpiles in three separate trips from China. A further 126 pinpiles will be shipped by Van Oord from the Spanish producer Windar. Of these piles, a maximum of 40 will be stored at the terminal as flexible stock due to in and outgoing shipments. Because these shipments will take place with geared-up vessels, no crane will be necessary for discharging. "For unloading the vessels we will make use of SPMT's we rent from one of our suppliers," Mr Reijntjes explains. The 36 tripod jackets will be produced by Lamprell at their facilities in the Middle East. As they will be shipped to Vlissingen on

GENERAL MANAGER AT BOW TERMINAL, MR REIJNTJES.



Photo courtesy of Scherpl Fotografie



THE JACKETS WILL BE SHIPPED TO VLISSINGEN ON SEMI-SUBMERSIBLE VESSELS.

BOW Terminal at Offshore Energy

For many years, BOW Terminal has been present at the Offshore Energy Exhibition and Conference. For the first time, this year the company will have a booth of its own. "Offshore Energy is an important event. In Amsterdam we will have the opportunity to meet a lot of existing and potential customers at a relatively short distance from Zeeland," Mr Reijntjes says. "We are looking forward to meeting all the readers of Zeeland PortNews at our booth." More info on page 10 of this issue.

semi-submersible vessels and unloaded in a ro-ro operation, no cranes will be needed for this either. Once in Vlissingen, the jackets, each with a height of 70m, will be an impressive sight, visible from all over Zeeland. Apart from the pinpiles and jackets, grout, used for the foundations, will be stored in Vlissingen as well.

Proper Planning

The materials arriving at the terminal will also have to leave it at a given moment. According to the plans, the outgoing operation will start in spring 2018 when the piles and jackets will be transported by installation vessels to their final destination.



Photo courtesy of BOW Terminal.



FOR THE EAST ANGLIA ONE PROJECT, INSTEAD OF MONOPILES, THE BOW TERMINAL WILL BE COVERED IN PINPILES AND JACKETS.

Photo courtesy of BOW Terminal.

“One of the challenges will be when, at a certain stage, we have to take care of both the ingoing and the outgoing vessels,” Mr Reijntjes explains. “Proper planning will be of the essence. We are fortunate that, when necessary, we can make use of the quays in the Bijleveldhaven that are managed by our mother company, Kloosterboer. From there, we can easily transport the pinpiles to our terminal by SPMTs if the Westhofhaven quay is

About East Anglia One

East Anglia One is a windfarm to be constructed off the coast of Suffolk in the UK North Sea. With a hundred and two 7MW turbines, supplied by Siemens, the farm will be able to produce 715MW, enough to generate power for 500,000 homes per year.

For the windfarms, 60 jackets will be produced by Lamprell; 36 at their Jebel Ali and Sharjah yards, which will then be shipped to Vlissingen, and 24 in Belfast. It has not been decided yet whether these jackets will be shipped to Vlissingen first or transported directly to the East Anglia location. Lamprell is having the 180 pinpiles for their jackets produced in China.

The remaining 42 jackets will be constructed by Navantia in Fene (Spain), who will also take care of the construction of the offshore substation. The 126 piles for the Navantia jackets will be constructed by Windar in Avilés (Spain).

in use for other activities. It goes without saying that, although we do not carry the overall responsibility, we want to make sure that everything runs safely and smoothly in order to make the project successful.”

Mega Project

Operations at the terminal will not be restricted to loading, discharging and storage activities. “On arrival, the jackets will not be completely finished and Lamprell has asked us to arrange for the final construction to take place at our terminal. Apart from this, the piles will also need final assembly and painting. This construction and paint work will result in around ten to twenty extra jobs,” Mr Reijntjes states. Furthermore, BOW will be in charge of all logistics operations. Mr Reijntjes explains: “For Scottish Power, it is good to have one company taking care of everything. This allows things to run efficiently and effectively. Apart from this, time and money will be saved as we are going to make use of the necessary equipment for both the Lamprell and the Van Oord operations.” A variety of companies with a wide range of interests means that a careful approach is necessary. Mr Reijntjes agrees: “No doubt, this mega project with so many different aspects and interests will give us some challenges every now and then. But as long as every person from every company involved in the project keeps the final goal in mind, I am convinced everything will work out fine.”

A Lot of Work

If everything goes according to plan, the East Anglia One project for BOW will end in autumn 2018, when all components will have left the port and life will return to normal. But there will be no room for complacency, as new projects will be waiting to make use of BOW’s facilities. “Working on the East Anglia project does not mean we are not looking ahead. Too bad that I can’t go into detail about new projects, but for BOW Terminal, offshore wind will remain an interesting industry for the next few years, resulting in a lot of work,” Mr Reijntjes concludes with a smile.



Kramer Group Plans Terminal in Port of Vlissingen

Shortsea⁺ Container Terminal

In the Strategic Masterplan Winning Combinations, one of the spearheads is Containerisation. In the last five years, the ports of Vlissingen and Terneuzen have experienced a growing volume of containers, but, with a 1% share in the total throughput, their contribution is still small. Until now, most containers have been handled on the quays of multipurpose terminals, but in order to realise a significant growth, it is becoming increasingly evident that a terminal dedicated solely to container ships is necessary.

Image courtesy of Studio Jan Fährmel – Spijkenisse

A 1KM-LONG QUAY WITH A DRAUGHT OF 14.5M WILL BE CONSTRUCTED IN PHASES.





Photo courtesy of Studio Jan Fährmel – Spijkenisse

THE SERVICES AT THE TERMINAL WILL EXTEND FURTHER THAN JUST LOADING AND UNLOADING.



THE TERMINAL WILL BE LOCATED ON THE WATERFRONT OF THE FORMER THERMPHOS TERRAIN IN THE VAN CITTERSKANAAL.

In the past, there have been several plans for the realisation of a dedicated container terminal but both economical and environmental issues have thwarted these initiatives. Today, however, with the recent signing by Zeeland Seaports and the Kramer Group of the exclusive Letter of Intent, efforts to position Zeeland in the league of container ports all seem to result in success.

Former Thermphos Terrain

Kramer Group has advanced plans for a container terminal in the Van Citterskanaal in the port of Vlissingen. With the terminal, Kramer is aiming at shortsea container and ro-ro services. On the waterfront of the former Thermphos terrain, a 1km-long quay with a draught of 14.5m will be constructed in phases. The first phase of the quay, measuring around 400m, will be equipped with three cranes and ro-ro facilities. Behind the quay, a terrain of around 30ha will be available for the handling and storage of the containers. To make the offer as attractive as possible, the services at the terminal will extend further than just loading and unloading. Facilities will also be realised for such things as cross docking, repair and maintenance (also for reefers) and storage for empty containers.



Photo courtesy of Scherpf Fotografie

MR ALEX NELIS IS THE ZEELAND PARTNER FOR THE KRAMER GROUP.

Complete Service Package

Mr André Kramer, CEO at Kramer Group, is convinced of the opportunities offered by the new terminal: "With the complete service package, we prefer to talk about a shortsea+ terminal. A new terminal in Zeeland for shortsea operations is a welcome enlargement of the container capacity in the surrounding ports such as Rotterdam, where we have a shortsea container terminal at the Maasvlakte. Currently, we are conducting a feasibility study in which we investigate the market. The most important task in this investigation is to consult as many stakeholders as possible, such as shipping lines and cargo-owners, in order to tell them about the Zeeland terminal and to find out how they think about this." Based on the results of the study, Kramer hopes to be able to take a final decision on this project in Q4 2017.

2.5 Million TEU in the Hinterland

Through previous research, Port Authority Zeeland Seaports has found out that there are around 400,000 TEU of containers in the region that are making an inland journey to the ports of Rotterdam and Antwerp and subsequently to sea. In the hinterland, around 2.5 million TEU of containers are shipped. A big advantage compared to the ports of Rotterdam, Antwerp



The challenge is to contract enough container loads to make it profitable to start a liner service.



Photo courtesy of Studio Jan Fäthel – Spijkenisse

MR ANDRÉ KRAMER IS CONVINCED OF THE OPPORTUNITIES OFFERED BY THE NEW TERMINAL.

and Zeebrugge is the congestion-free roads. Besides the good hinterland connections, space for warehousing and excellent logistics are a great advantage. Additionally, there are two ends to the benefit spectrum. As a supplier, if you are located in the hinterland and need to bring your shipment first to Rotterdam or Antwerp, the port of Vlissingen can offer a logistically faster and more cost-effective solution. For a shipping company, should volumes increase to the point that transport to Antwerp could be omitted, then you are eliminating the journey through the Belgian inland waterway network via the Western Scheldt river which saves 6 to 8 hours one-way, not to mention easier North Sea access.

A Jigsaw

The challenge in this project is to contract enough container loads to make it profitable for shipowners to start a liner service. Mr Kramer continues: "Together with Zeeland Seaports and with our Zeeland partner Alex Nelis, we have formed a commercial team that works closely together. We meet on a regular base to discuss the findings of our investigation. It is a kind of a jigsaw. All the pieces need to fit to make the larger picture complete. What we need is a few launching customers. Once we have proved to them the potential of our Kramer Container Terminal Vlissingen, more will follow."

I. WWW.KRAMERGROUP.NL

MORE INFORMATION

Zeeland Seaports – Containers

Jean Ruinard

Commercial Manager

T. +31 6 40 72 33 46

E. jean.ruinard@zeelandseaports.com

I. WWW.ZEELANDSEAPORTS.COM



Young Offshore Service Provider
Moves to Buitenhaven Vlissingen

Delta Coastal Services: “Continuity is What We Offer”

Recently, Delta Coastal Services moved from Middelburg to the Buitenhaven in the port of Vlissingen. From this unique location, the young company wants to execute their fair, but ambitious, plans. Zeeland PortNews talks with Managing Director Pieter Janssen.



MANAGING DIRECTOR
PIETER JANSSEN: “THINGS
ARE GOING WELL.”

Photo courtesy of Scherp! Fotografie

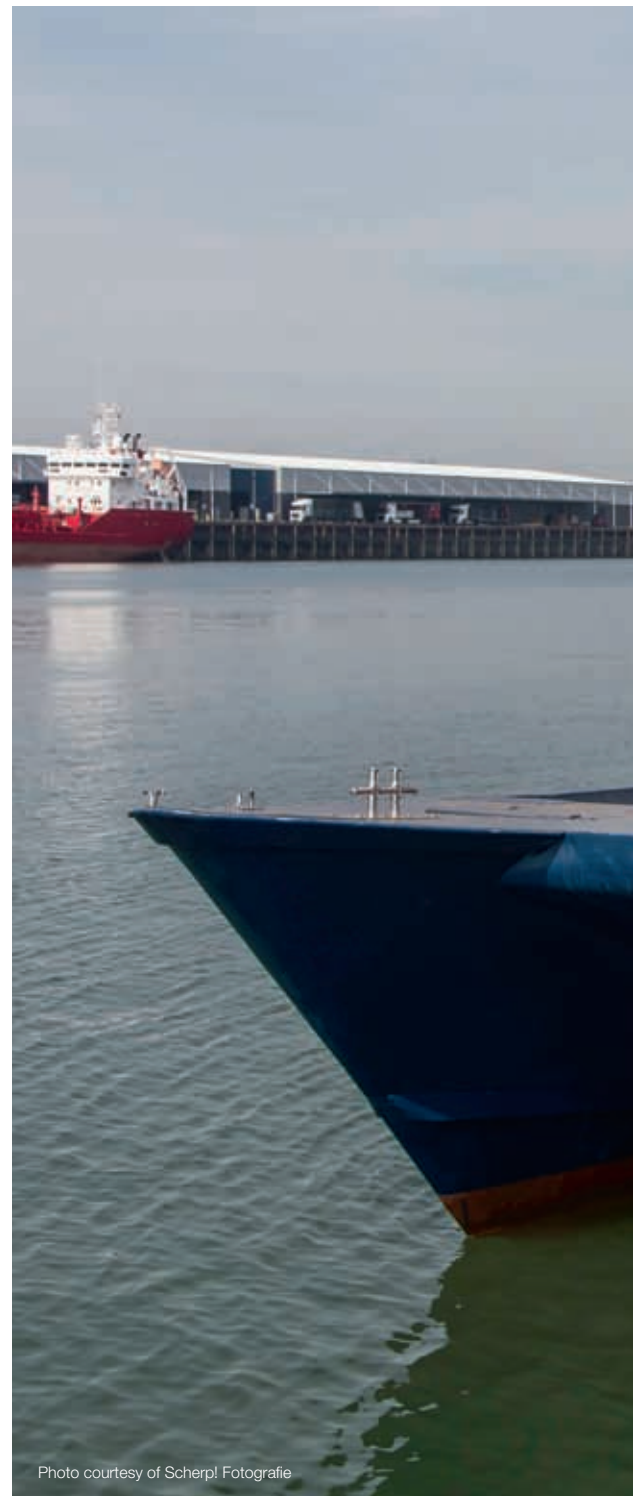


Photo courtesy of Scherp! Fotografie

DCS is a service provider with its origins in dredging and civil waterworks. The company operates both off and onshore. During dredging operations, they assist with the allocation of the pipes and their vessels are used for surveying and sounding operations. Together with the crew, equipment and (spare) parts can be safely and quickly transferred to and from the dredgers. With this fast-response expertise, the company is now aiming at the growing offshore wind market. Mr Pieter Janssen, Director of DCS, reflects: “When we were granted our first assignment in dredging, we didn’t even have a vessel, so it was a bit of a challenging experience. But we did a good job and our first customer is still using our expertise.”

Close to the Offshore Windfarms

After this flying start, things went very fast for DSC, and soon one vessel was not enough to take care of all the assignments.

Janssen continues, “Today, we are aiming at various markets in the offshore sector, and our expansion requires extra vessels for various kinds of operations. Now we own five vessels, one of which is currently being commissioned for her new task. Obviously, the offshore wind industry is currently the place to be. With vessels located in the port of Vlissingen and at Neeltje Jans (the Eastern Scheldt Storm Surge Barrier), we are close to many North Sea offshore windfarms that are either planned, under construction or already commissioned.”

Move to Unique Location

DCS recently decided to move its offices from Middelburg to the Buitenhaven in Vlissingen. Mr Janssen elaborates, “When we had the opportunity to move in to one of the buildings at Veiligheidscentrum Zeeland (Zeeland Safety Centre) we didn’t hesitate for a second, as this location is unique. We now have



“ This strategic location enables our clients to cost-effectively transfer goods and crew.

DCS OWNS FIVE VESSELS.

our own mooring facilities with a jetty and a pontoon for our vessels at less than twenty metres from our office. This strategic location, with an open, lock-free connection to the Western Scheldt River and less than one hour's sailing time to the North Sea, enables our clients to cost-effectively transfer goods and crew. In addition to this, it is certainly convenient that we are so well connected to the hinterland by road and rail. We are within 400m from the railway station with a direct connection to Schiphol Airport, so offshore crew can travel swiftly and easily to and from the airport.”

Boskalis and Fugro

However, it is not just the location that matters. Janssen continues: “In our offices, members of our clients' personnel are able to use one of our rooms as a temporary office or for meetings. We provide customers with a full service package, as we have everything available for their convenience.” Boskalis and Fugro are the first companies to make use of this service as they are renting office and working space for at least the next three years. From this location, they will be able to supply offshore services in the North Sea. Their first assignment is for TenneT TSO to survey and identify Unexploded Ordnance (UXO) in relation to the cable routes for the planned offshore grid connection of the Borssele offshore windfarm.

Everything On-hand

“Being close to the soon-to-be-built Dutch and Belgian offshore windfarms such as Borssele and Norther is perfect for us,” Mr Janssens explains, “yet our scope reaches even further. In other offshore sectors, we already operate in Denmark, France, Germany and the UK, as distances are never too far in the North Sea region. It is just a small trip to the UK from Vlissingen, and even Denmark only takes 22 hours. The same applies to the offshore wind market, construction and O&M, as these operators and contractors can also profit from our service anywhere in the North Sea.” When searching for opportunities, DSC also looks at the nautical maintenance market. “As we have everything on hand, we can offer a complete package of nautical maintenance services, such as maintaining and repairing buoys and lights. Our aim is a balanced scope of work in various segments. Our core business, around 30% of our work, will be supplying quick response service at sea, another 30% will be in dredging support, 20% of our work lies in surveying and sounding, and the remaining 20% should be nautical O&M,” adds Mr Janssen.

Continuity

DCS wants to be a full service partner for the offshore industry. “In this business, continuity is very important and this is

COMPANY PROFILE

MOORING FACILITIES AT LESS THAN TWENTY METRES FROM THE OFFICE.



Photo courtesy of Scherpl Fotografie



THE NEW OFFICE AT VEILIGHEIDSCENTRUM ZEELAND.

precisely what we offer. Any delay in an O&M operation costs money. With our full-time quick response service, we can help contractors and operators save both time and money. With four vessels, we are able to offer a 24/7 service.”

DCS at present provides services with the DCS 1, the DCS Warrior, the DCS Discovery and a fast rib. A fifth vessel, a former pilot vessel, will be available as soon as commissioning is finished. “The Warrior is a very comfortable vessel, with dedicated accommodation for passengers in the front. The catamaran DSC Discovery, is a state-of-the-art, multi-purpose vessel.” Mr Janssen adds: “With our fifth vessel soon to be operational as well, we can further expand our marine services and guarantee fulltime availability from Zeeland.”

Guard Vessel

Apart from this, DCS has also set up a partnership with the owner of a guard vessel. With this new facility, the company will expand its activities to include traffic control during dredging operations. Mr Janssen says, “It is always good to have an extra eye on the surroundings during a dredging operation. With the guard vessel, we can control traffic around the operation.

We give passing vessels fair warning about the dredging operation, so they can keep their distance. In doing so, the dredging staff can concentrate on their work, which helps the dredging company to work safely and securely.”

Joint Forces

Veiligheidscentrum Zeeland offers education and training facilities, in the field of offshore safety, for example. Mr Janssen states, “We have a good relationship with the Centre and recently we decided to join forces in our approach towards the offshore wind market. The services from these two institutions are very complementary and together we can offer the industry a full service. Soon the Centre will also start offering O&M courses for the offshore wind industry.”

Delta Coastal Services is rapidly growing. The staff currently includes approximately 30 fulltime employees. Janssen concludes, “Things are now indeed going well, which is a good thing, as it proves that our customers are satisfied with what we are doing for them. In joining forces with Veiligheidscentrum Zeeland, we will both profit from the developments in the renewables industry, but our primary concern is to be sure that our growth does not lead to diminished quality and service. We are very careful not to run too fast.”

I. WWW.DELTACOASTALSERVICES.NL



Istimewa Elektro

Large or Small-scale Performance

Many companies in the ports of Vlissingen and Terneuzen have a long-standing history in the port area. One of these companies is Istimewa Elektro. A company, which dates back to 1971 and which has been established in the port of Vlissingen since 1978. At its location on the Frankrijkweg, directly on the quay of the Kraayerhaven, the company has grown into a well-known electronics engineering company. Zeeland PortNews talks with François Lelieveld, General Manager of the company since its acquisition by Stork in 2007.

Mr Lelieveld: "In 2007, Stork was looking for an opportunity to extend its electrotechnical engineering capabilities and they found this in Istimewa. The location of Istimewa, together with its focus on the industrial market, made it a perfect complement to the Stork activities. Especially because Istimewa is one of the leading companies in the field of offshore and infrastructure, segments Stork wanted to enforce." Since the takeover, the company has had to deal with many challenges. Mr Lelieveld says, "Sure, the people at Istimewa had to get used to being part of a large company such as Stork. The same counted for the existing clients. But looking back at this period, things went pretty smoothly, both within the organisation and outside with customers and our partners. For all the people involved it was a very exciting and worthwhile journey and it will surely continue to be so in the future."

In-House Expertise

Throughout the years, the company's staff has grown from 110 to around 200. "Now, ten years later, we can consider the integration of Istimewa into the Stork Group complete. Within the group, the company now has expanded from a local market into a strong national presence with more diverse customers." Mr Lelieveld continues, "Today, Stork is part of the international company Fluor. Because of this, the international market is now also opening up more and more for Istimewa, as Fluor prefers to make use of its in-house expertise as much as possible. As a subcontractor for other companies, we have already been involved in international projects, but for Istimewa, these requests are, of course, welcome opportunities to extend our horizons." Being part of Fluor has more advantages. Mr Lelieveld explains, "With Fluor, we have a back-up of 15,000 employees available who all have a lot of knowledge and



Photo courtesy of Scherpl Fotografie

GENERAL MANAGER FRANÇOIS LELIEVELD.

TOCARDO TIDAL WAVE POWER PLANT IN THE EASTERN SCHELDT STORM SURGE BARRIER.



Photo courtesy of Tocardo



For the Dutch companies, so for the Zeeland companies as well, it is very important to join the efforts to make sure business is kept in our country.

experience which we can make use of when necessary. On the other hand, the size of Fluor does not make us inflexible, as we operate with agility and as a network. Many of our customers are not aware of the organisation that is behind Istimewa, as we still act as the company we have always been. For us, a client that buys a small part worth a few Euros is just as valuable as a multi-million client, meaning that we are very flexible and can perform on a large or small scale, depending on the situation”

A Broad Range of Projects

From the start, Istimewa has always focussed on the industrial market, specialising in infrastructure and (offshore) oil and gas. For the Dutch Government and several local authorities (among which Zeeland Seaports), Istimewa takes care of a broad range of projects ranging from the engineering, installation and maintenance of traffic lights to the electronic control systems and surveillance systems for locks, bridges and tunnels. Istimewa has been working on many projects in the oil and gas industry as well. More recently, they have also taken care of offshore wind-related projects. “Much of our work is invisible from the outside,” Mr Lelieveld states, “but without it, many things wouldn’t work out well; the complete electrical outfitting of wind turbines and offshore high-voltage power converters for windfarms for example. As a logical follow-up to these projects,

we are now entering into the maintenance of these installations. Or, even more innovative, tidal energy,” Mr Lelieveld says with a smile. He continues, “For our engineers and technicians, projects like the Tocado tidal wave power plant in the Eastern Scheldt Storm Surge Barrier are really the icing on the cake, as, with these innovative projects, they can really think out of the box with new ideas and implementations.”

Back to Normal

Like many other companies, Istimewa has had to deal with the fluctuating market conditions in the oil and gas industry. In the forthcoming years, Mr Lelieveld expects the oil and gas market to normalise. “Things will not be as they were in the past, with large budgets and comfortable business cases, but business from the oil and gas industry will get back to normal,” Mr Lelieveld says. “In order to be able to better meet market demand,” he continues, “we have had to improve our engineering skills. This way we are able to offer our clients a full-range package of services from design to installation and maintenance. The traditional client-contractor relationships are changing rapidly into early-involvement partnering, helping each other to secure scarce projects for the Dutch market and executing the projects to fit in the tight business cases.”

Join the Efforts

One big challenge is the competition from abroad. Mr Lelieveld explains, “For the Dutch companies, so for the Zeeland companies as well, it is very important to join the efforts to make sure business is kept in our country. For this, it is important that we work together. I am convinced that in our business, good relationships are important. Working together on joint projects within the supply chain, such as in a tender procedure, for example, will improve the mutual understanding of each other's expertise. It is good to notice that, compared to the past, we are now invited into the process at a much earlier stage. This makes tender procedures easier, quicker and, in the end, more profitable. Everyone involved should be aware of the total cost of ownership.”

In Zeeland, companies involved in the offshore industry are taking steps to search for ways to collaborate. For Mr Lelieveld, things could go a bit faster, though. He explains, “For many of us, working together is not a given. It is a matter of trust, of proper agreements and of the long term. What should be accepted is that collaboration does not always directly lead to cost savings. Sometimes you win, sometimes you lose, but at the end of the day it will lead to better and sustainable results.” In the eyes of Mr Lelieveld, collaboration is a matter of human behaviour: “People do business with people. Like in a good marriage, you stay together in good times as well as bad.”

A Shorter Lifespan

The offshore wind industry looks like a lifesaver for many companies that are traditionally involved in the oil and gas industry. But things are not as clear as they seem. “Offshore

windfarms are different from the oil and gas installations. First of all, the power generated by a windfarm fluctuates because of varying wind force. It is not always ‘on’. Apart from this, the farms have a shorter technical lifespan. So the cost of a farm has to be earned back within a shorter period, around 15 years compared to 30 years for oil and gas installations,” Mr Lelieveld states. “And although no windfarm is the same, standardising components, like TenneT is trying to do with the transformers for the prospective Dutch windfarms, will lead to a better return on investments, thus better business cases.”

Led by Risk Calculations

Istimewa has a long history in Zeeland and Mr Lelieveld expects the company to stay here. “Zeeland is our home base and, although we have a growing business outside the province, we want to remain loyal to our Zeeland market.” Taking a look into the near future, Mr Lelieveld says that there will be a change in the skills of the technicians. “For the offshore wind industry, we already see a growing demand for multi-skilled technicians. It is much more efficient to have one person take care of the complete maintenance of a turbine instead of sending technicians for each separate part of the job. So these multi-skilled workers should have knowledge of both electronics and mechanics.” Another development mentioned by Mr Lelieveld is the growth of the Internet of Things and Big Data mining in maintenance. “In the near future, a large part of maintenance will take place from the office. Making use of wireless connections and of broad-range data collection, from, for example, the offshore wind turbines, will make it much easier to know what kind of maintenance is necessary. So, instead of standard periodical maintenance, the schedule will be led by risk calculations. That this will ask a lot from our current and future technicians is evident, and therefore we have already taken the necessary steps to be prepared for these new developments. So Istimewa, part of Fluor/Stork, is ready for the future and I, in my turn, am looking forward to being part of that.”

I. WWW.ISTIMEWA.NL





MR PIETERSE (L) AND MR VERRAS (R) ARE VERY HAPPY WITH THEIR NEW SPOT.

A Smart Decision

Just before summer, Shipyard Reimerswaal officially opened their new yard in the port of Vlissingen. A few years ago, the yard had plans to expand its location in Hansweert, but things don't always go according to plan, and finally the company decided to move to the port of Vlissingen. So far, this looks like a smart decision.

Together with Managing Director Rudi Pieters and Technical Director Renzo Verras, Zeeland PortNews reflects and looks ahead.

"In 2013, our plans were ready for the expansion of our yard in Hansweert," Mr Verras begins. "However, one of our nice-to-haves, a deepsea facility, was not feasible there. Until then, we had occasionally carried out the repair and maintenance of deepsea vessels by making use of quays in Vlissingen and Terneuzen, so it followed that a deepsea facility of our own would be interesting for future assignments. At the end of 2013, we got in touch with Zeeland Seaports and they invited us to view a location in the Buitenhaven that could be of interest for our deepsea plans."



Photo courtesy of Scherp! Fotografie

A 350M-LONG DEEPSEA QUAY WITH A DRAUGHT OF 9.5M.



Photo courtesy of Scherp! Fotografie

SHIPYARD REIMERWAAL CAN NOW OFFER SERVICES TO CUSTOMERS FOR BOTH THEIR SMALLER AND LARGER VESSELS.



Photo courtesy of Scherp! Fotografie



We are one of the few independent shipyards in Europe and many customers value this.

An Excellent Location

A few weeks later, Mr Verras and Mr Pieters visited the port to look at the possibilities it offered and they soon decided to abandon their original plans and make the move to the port of Vlissingen. When considering the exact location, the Quarleshaven was finally chosen instead of the Buitenhaven. “Although everything went very smoothly in the beginning, problems soon arose concerning the necessary permits for the Buitenhaven. These problems didn’t exist for the Quarleshaven,” Mr Pieters explains. “When our new plans in Vlissingen were realised, we soon became aware that the Quarleshaven was an excellent location for us, so despite all the hurdles we are very satisfied with the final outcome.”

In Full Swing

Even before the official opening of the new yard, it appeared to be a great success. Mr Pieters: “Things went very fast once our customers became aware of our new facilities, and new clients also started to contact us with all kinds of construction and repair jobs, so the yard is in full swing now.”

With facilities such as a lock-free connection to the Western Scheldt river within an hour’s sailing time of the North Sea, a 350m-long deepsea quay with a draught of 9.5m, a 30m by 120m drydock, a 6.6ha terrain and a modern workshop with an enforced floor, the yard is fit for large and small construction work, repairs, conversions and refit works.



CUSTOMERS FROM THE DREDGING INDUSTRY COME IN FOR SMALL REPAIRS DURING DREDGING JOBS.

Photo courtesy of Scherp! Fotografie

Living Stone

“Being close to the North Sea means that our customers from the dredging industry come in for small repairs and maintenance, even during dredging jobs, without losing much time,” Mr Verras says, “and we can now offer services to our existing customers for both their smaller and larger vessels.” The new location has also led to new activities. Mr Verras explains, “We have gained a lot of experience with mobilisation at other locations, but now we can execute mobilisation assignments at our own yard, which is much more efficient.” To give an example, for DEME's Living Stone, which is currently under construction, Shipyard Reimerswaal is creating a complete cable-lay installation. “Apart from construction, we have also taken care of the engineering side and we will also be responsible for the complete installation onboard the vessel,” Mr Pieters says. He continues, “As we are able to execute this job at our own yard now, we can act much faster and more flexibly when necessary, compared to mobilisation at other locations.”

Hansweert On Sale

Before the end of the year, a new crane will be delivered to the yard. With a drop of 35m from the hook and hoisting capacities of 20t at 24m reach and 3.8t at 75m reach, the crane will be fit for a broad range of lifting activities. With the new deepsea location, Reimerswaal offers a broad range of support to the offshore oil & gas and wind industry, and the shipyard is already thinking of expansion. Mr Pieters explains, “Our former yard in Hansweert is up for sale. The location is very suitable for the transshipment of goods, for hydraulic engineering services and as a yard for barges. As soon as we have found a buyer for this location, we will look for an extra, bigger dry dock. We are aiming at a dock with dimensions of around 30m x 160m. With this extra dock we will be able to support a broad range of vessels of any type.”

Fits Like a Glove

Shipyard Reimerswaal presently employs 45 skilled and experienced permanent staff. On top of this, around 20 people are hired in more or less permanently and, when necessary,



Photo courtesy of Scherpl Fotografie

the yard hires in extra capacity. Considering the large number of projects currently on the books, the yard expects to expand its personnel. Shipyard Reimerswaal is looking forward to a prosperous future with its new Vlissingen yard. “Of course, we are very happy with our new spot. It gives us a lot of advantages and so far we have already had a great deal of positive response from existing and new customers. It is not only our location that attracts customers; we are one of the few independent shipyards in Europe and many customers value this. Since our start in 1985, a lot may have changed, with our move to Vlissingen as our last milestone. But what has not changed are our most important unique selling points, these being our flexibility and our short lines of communication both within our organisation and towards our clients. This makes us very easy to reach and to do business with. Acting this way fits us like a glove, so this will remain unchanged. Our customers can rely on that,” Mr Pieters says with conviction.

WWW.SHIPYARDREIMERSWAAL.COM

EVEN BEFORE THE OFFICIAL OPENING OF THE NEW YARD, IT APPEARED TO BE A GREAT SUCCESS.



Photo courtesy of Maritimephoto.com

Overlasko Konstruktie

Quality Above All

Overlasko Konstruktie specialises in heavy and special steel structures. In their warehouses in the port of Vlissingen, large machines and parts are designed, built or completely refurbished, such as winches, spreader beams or cable discs for drilling platforms. Overlasko focuses mainly on the onshore, offshore, building and machinery construction sectors. Cutting, deforming, welding, machining and testing: they can do it all and short-notice delivery is also possible where necessary.

It's a real family business. Samuel van Gurp is one of the third generation active in the company. He is responsible for the sale of products and the purchase of materials. Together with his cousin Henri van Gurp, he ensures that the planning runs smoothly and that there is effective cooperation between the various departments within the company.

FOR VAN OORD'S SVANEN, OVERLASKO CONSTRUCTED TWO SPREADER BEAMS WHICH ARE USED FOR LIFTING WORK IN THE CONSTRUCTION OF OFFSHORE WINDFARMS.



Photo courtesy of Overlasko.



WITHIN FOURTEEN WEEKS THE SPREADER BEAMS WERE READY FOR USE.

Photo courtesy of Overlasko.



If you can't do what you should, then you must do what you can.

HEAVY CRANE LIFT BARGE 1,400MT.
LIFTING CAPACITY 26,000T.



Photo courtesy of Overlasko.



Photo courtesy of Overlasko.

WHETHER A PRODUCT IS WIDE, LONG OR HEAVY, OVERLASKO'S OWN FLEET CAN TRANSPORT CARGO UP TO 300T BY ROAD.

One-stop Shopping

He is enthusiastic about his work: "We do not make standard products. We have every opportunity in-house to design, construct, blast, conserve and eventually assemble. In the design section, 3D draughting programs are used to draw up construction designs according to customer specifications. Once that has been done, construction can start. Large-format rolling, cutting, shearing and welding is no problem. In Vlissingen, we have an area of 16,500m² of which 5,500 is workshop and offices. There is enough space for big projects,

and, if not, we create the space", he smiles. He recounts the story of a visitor who noticed that there was a big hole in the wall of the workshop. "I explained that we hadn't had enough room for a particular assignment and that we only had a small amount of extra space. It's good to look for creative solutions," says Mr Van Gulp. "If you can't do what you should, then you must do what you can."

Considerable Investment

"We have invested considerably in large machines over the past few years – in a three-metre roller, for example. This allows us to deform sheet material up to 80mm thick. We also have a CNC carousel, which allows us to process up to a good 3m, and there is a lathe suitable for pieces of 6m in length and 2.5m in width. We also mill grooves for cable drums, both spiral and also the so-called Lebus groove. We can, and may, carry out welding ourselves. There are many welding procedures possible in-house. Henri van Gulp has the attractively-named International Welding Technologist (IWT) diploma. This means that we comply with certain ISO standards (Overlasko is ISO 3834-2 & EN 1090-1 Excl. 4-certified and ISO 9001-certified). Certification is very important not only for our customers, but also for us. Deliver quality, do what you promise. That's our motto," Mr Van Gulp states. Overlasko is furthermore allowed to quality-stamp the cut and sawn materials themselves. The company has a declaration of verification from Lloyds. "It's important for the traceability of materials; we can always show which material has been cut from which plate."

In-house Testing

Before a construction leaves the production hall, it is extensively tested. Mr Van Gorp: “We can carry out a lot of tests ourselves. For example, we have designed and built a test bench for upgrading pipes. Using this, we can produce 1,800bar pressure and give hydraulic backpressure of 400t. To test hoist and winch cables, we have a winch frame that we have also designed and made ourselves. Our customers can be present at the tests or they can employ a verification officer from a verification company.” A construction is only transported once all the requirements have been met. Whether a product is wide, long or heavy, Overlasko’s own fleet can transport cargo up to 300t by road. This way, their service extends right up to the customer’s door.

Continuing Growth

The company is ambitious. Having started out in a barn in a nearby village, it relocated to the port of Vlissingen in 1981. In 1993, the second generation took over the family business. Since then, the company has grown extensively. Samuel and Henri van Gorp have been part of the management since 2008. Prior to that, they worked on the shop floor. When he was ten, Samuel van Gorp swept the workshop floors on Saturday morning for his Grandfather; when he was sixteen, he was given a permanent job as a turner and grinder. A few years later he became a foreman. It gave him a lot of practical knowledge and experience, attributes which are useful in his current position. He made the transition in 2008 gradually. “Turning and milling still appeal, but this work, the contact with customers, making plans and ensuring that they are carried out, is really fun.”

Offshore Wind

“Our customers are mainly in the Netherlands, Belgium and Germany,” he continues. “Through them, our products find their way everywhere. During the salvage of the Costa Concordia (the large cruise ship that capsized off the Italian coast) one of our large floating cranes was deployed. That crane has a

capacity of 1,400t and the boom can be built up to a range of 100m. That we built that crane – that gives us a certain sense of pride. It is mounted on a special pontoon that can pump out ballast water very quickly. A loaded crane needs that to allow it to rotate 360° fairly quickly.”

For the future, Mr Van Gorp sees opportunity in the growing offshore wind industry. That is why Overlasko is, for example, one of the participants in Energy Port Zeeland, a partnership that currently includes about 70 different companies and organisations. Together, businesses, educational and knowledge institutions and public authorities seek opportunities for profiling Zeeland in this growth market. Mr Van Gorp gives a nice example of the work that this sector entails. “We have recently supplied two spreader beams for Van Oord’s Svanen, which are used for lifting work in the construction of windfarms at sea. They were 14m tall and weighed 100t each. Within fourteen weeks, they were ready for use. Those were a few heavy months. But it’s fantastic when everything is finished on time. If necessary, we work 24 hours a day, six days a week. On Sundays, it is quiet here, not only in respect of people’s principles, but also because we think it is important that our people have a real rest at least one day a week.”

Committed

“We work with an enthusiastic team, thinking together, developing ideas and looking for ways to perform our work better and more efficiently. Recently, an external quality manager remarked that this is something special. When you work there yourself, you are not aware of it, so it is good when someone else comments on it.” The team also shows its commitment outside the company. “For example, our drivers always take part in a special day for disabled children. The children join the drivers in the two lorries and do a tour of the province; they love it and so do the drivers. It is important for us as a company to participate in this type of initiative. It keeps us involved.” Mr Van Gorp ends.

WWW.OVERLASKO.COM



Photo courtesy of Overlasko.

THE COMPANY NOW HAS AN AREA OF 16,500M² OF WHICH 5,500 IS WORKSHOP AND OFFICES.



Photo courtesy of Overlasko.

Hillebrand Meets ASK Romein

Hillebrand and ASK Romein joined forces last year. We spoke to Harm Wattel, Hillebrand's Business Unit Director, about the merger with ASK Romein and the company's ambitious plans.

A lot has happened recently for Middelburg-based construction company Hillebrand. The former owner of the company left the organisation in 2013 and was, at that time, already looking to sell. Several parties came into the picture. Hillebrand was looking for a financially strong partner that could invest in the enterprise and give it a new impulse. ASK Romein brought not just those features to the table, but also showed considerable synergy when it came to the particular building business they were interested in: offshore and infrastructural projects, which are Hillebrand's main areas of expertise.

A High-Strength Merger

ASK Romein was already a big player in offshore and building-industry steel constructions, with an offshore site in Vlissingen and big steel plants in Roosendaal and Malle. They deal with huge quantities of steel and are involved in an impressive array of projects. From

offshore to big data-centres, whose construction requires more than 10,000t of steel, to football stadiums and even an indoor ski slope.

"That ski slope was built on a landfill," Mr Wattel explains. "If some old fridge beneath it caved in, the whole steel construction could start giving way. ASK Romein built in a jack-screw construction, which allows every column of the slope to be adjusted separately in height. Any irregularity can be corrected. And we don't just deliver the steel construction; we deliver turnkey service. The concrete, the steel construction, the siding; everything – right up to the bathroom light switches."

Hillebrand, on the other hand, had qualities which were of great interest to ASK Romein. Hillebrand specialises in high-strength steel, which is in great demand in the offshore industry and requires specific procedures and experience.

With the crisis leaving the offshore sector in a bit of a dip, ASK Romein was looking for a partner that specialised in particular fields. Hillebrand had a 50/50 distribution between infrastructural projects, such as bridges, and offshore. There are many similarities between bridge-building and offshore-building: a bridge is a one-off construction; strict requirements must be conformed to; assembly is often done from the water and design is an essential element. All these factors apply equally to offshore constructions. The two markets are compatible, which was interesting to ASK Romein, who wanted to expand their expertise. The locations of both companies also fit together perfectly: ASK Romein has an open-water location in the port of Vlissingen, which has a direct



A PILE GRIPPER BUILT BY HILLEBRAND.

Photo courtesy of Hillebrand



Photo courtesy of Hillebrand

AERIAL VIEW OF THE MIDDELBURG SITE OF HILLEBRAND.



Photo courtesy of Hillebrand



Photo courtesy of Hillebrand



Photo courtesy of Hillebrand



HILLEBRAND EMPLOYS AN EXTENDED ON-LOCATION CREW, WHICH CAN CARRY OUT CONSTRUCTION SERVICES IN ANY PORT IN EUROPE.

Photo courtesy of Hillebrand

connection, by water, to Hillebrand's site in Middelburg. Hillebrand employs an extended on-location (offshore) crew; a specialised workforce equipped with a mobile workshop, which can carry out construction services in any port in Europe. This flexible service was another attractive feature for ASK Romein, guaranteeing full independence from location restrictions. Designing, engineering and procurement often take a long time. Construction then needs to be executed as quickly as possible. The big advantage of the merger is having several locations that facilitate both infrastructure and offshore construction. Hillebrand, the name now used for both the Vlissingen and Middelburg locations, is therefore able to produce massive offshore projects at both sites in Zeeland simultaneously, and, whenever necessary, to build smaller prefab pieces at the plants in Roosendaal and Malle, which they can then assemble in Zeeland. By efficiently spreading building projects over these four locations, they can mobilise a large production capacity in a very short time. In the offshore sector, time is often of the essence, so this can be a major advantage.

Building Bridges

Hillebrand expects the demand for bridge construction to increase in the coming years. When the current bridges in the Netherlands were built, they were often designed for a far lighter load. Although infrastructure in the Netherlands is of a fairly high standard, traffic activity has changed tremendously. Trucks are bigger and heavier. "Look at the Merwede Bridge in Gorkum, that was closed last year," Mr Wattel recalls. "That made the national headlines, while it was no news at all. Those bridges just weren't made for the traffic that crosses on a daily basis nowadays. Experts did some calculations to predict the state

of that bridge and pointed out a particular spot on the bridge that should be suffering from metal fatigue. And it was. They were exactly right.”

Bridge-building is, however, still suffering from the aftermath of the financial crisis. Mr Wattel explains, “In bridge construction, housing projects are often the production engine. A housing project gets developed, and when the houses are built, additional amenities are required, such as bridges. But before all of this has happened, years have passed and the bridges still need to be designed, constructed and put in place. Bridge construction moves anti-cyclically to the crisis.”

Taking on Ambitious Projects

The merger has already proved to be successful. Last spring, Hillebrand fitted three barges for Seaway Heavy Lifting, a project that required the production of some 700t - 800t of steel within 2½ months. A similar project is in the pipeline for the near future. “ASK Romein was already capable of such projects as they could spread the production process over their facilities in Vlissingen, Roosendaal and Malle. But, you see, such a large quantity and volume become key factors. The power of big numbers is at play,” Mr Wattel says. “The demands which need to be met in order to win a contract for a construction project are getting ever higher, in terms of bank guarantees and insurances, etc. Being part of a big group is a huge benefit in those areas.”

The plans for Hillebrand are ambitious. The terrain that borders the Hillebrand site at the Scaldiahaven entrance had already been purchased by ASK Romein. Construction of a new RoRo facility there, as well as offices and a production yard, is to start this year.

HARM WATTEL, BUSINESS UNIT DIRECTOR OF HILLEBRAND.



Photo courtesy of Scherpl Fotografie



THE AMALIABRUG IN WADDINXVEEN, BUILT BY HILLEBRAND.

Photo courtesy of Hillebrand

“ The whole chain is always pressed for time and as we have such a large production capacity, we can shift quickly.

Offshore Innovations

The offshore market is changing. Operations & Maintenance (O&M) is becoming a bigger factor within the sector and there are other developments also taking place. Engineering Procurement Construction (EPC) projects are on the rise. Before, the owner of a wind park often specified an installation, which was then prepared as a construction kit and built. Nowadays, initiators of wind parks often just buy the license. Then the project gets taken on by a main contractor and an installation contractor. One company delivers the complete foundation, another delivers a turbine, and then they require an EPC delivery.

“We will not do serial foundation-building,” Mr Wattel emphasises. “What we can do, however, is everything around an installation. We provide the tools to build the windmills: pile grippers, handling tools, spreader bars, sea fastening scopes, installation tools, etc. The location in Vlissingen will be able to facilitate bigger ships. We’re on the water, so we can load those tools directly onto the barges. Our personnel are trained and ready. They’ve done projects like this before, as well as O&M projects. What might be more important however, is that the whole chain is always pressed for time and as we have such a large production capacity, we can shift quickly. We can mobilise a large crew for projects within a very small time frame. And we’re one of the few companies that can.”

1. WWW.HILLEBRAND.NU

New ZPPC Participant

Firma Klouwers Terneuzen



Firma Klouwers Terneuzen is an all-round logistics service provider. It is a family business, founded in 1897, with extensive experience in repackaging, bulk handling and the storage of various goods and raw materials. Products handled include such things as feed additives, plastics and raw materials for industrial use. Besides storage and bulk handling, they also offer value-added services such as re-palletising, sampling and labelling.

Firma Klouwers is GMP+ certified. They have 8,000m² covered warehouse space where they operate four different loading stations for loading raw materials from big-bags or small sacks into silo trucks, and they operate a 60t weighing bridge. Firma Klouwers Terneuzen can provide a solution to every logistics problem.

I. WWW.KLOUWERS.NL

Vinçotte and ENGIE Partner-up to Build Premises at Maintenance Value Park

ENGIE and Vinçotte are currently constructing an impressive new building at the Maintenance Value Park (MVP) with room for ninety-five workstations, a workshop and a radiography bunker. The two companies will join forces at the end of the year in order to further intensify their current cooperation. This location is an excellent base for providing a fast and efficient service to their Zeeland customers.

ENGIE and Vinçotte will remain two separate companies, but by 'cohabiting' they will not only shorten the lines of communication, but also be able to organise logistics more efficiently; welded parts, for example, will go directly to the bunker, eliminating the need for road transport and thus reducing CO₂ emissions.

FROM LEFT TO RIGHT: HANS DE RIJK – ENGIE SERVICES ZUID-NEDERLAND, ROB RUTJENS – MVP, JACK VAN HOOF – VINÇOTTE NEDERLAND, ERIK DE BRUYN – CORDEEL NEDERLAND.



Zeeland Seaports and Kotra Logistics Conduct Research into Improved Fish Logistics



Fish from Iceland and the Faroe Islands currently arrives in the Netherlands by plane, an expensive and, environmentally speaking, relatively harmful logistics option. Due to increases in seawater temperatures, certain species of fish such as cod, herring and halibut are moving further north, with the resulting increase in distance between catchment area and consumer location. Research, instigated by Zeeland Seaports and Kotra Logistics and conducted by a group of students from the HZ University of Applied Sciences in Vlissingen, has indicated that although the route is longer, it is cheaper to transport fish by sea, due to the volume that ships can accommodate. Furthermore, the Vlissingen shipping company Eimskip already has a weekly container shipping service to Iceland. Whether this route can also be used for fish depends on the results of further research to be carried out by Kotra Logistics.

Kotug Smit Towage Assists Load-Out of Culzean CPF & ULQ Jackets at Heerema, Vlissingen

In the first half of 2017, meetings were held with representatives of Heerema, mammoet, pilots and the linesmen to discuss the safety aspects of the load-out operations and transit from yard to sea of both Culzean CPF and ULQ jackets. The operations were finally, and safely, executed on 14 and 19 June at the Heerema yard in Vlissingen. The jackets departed from their fabrication location for their site of operation in the British sector of the North Sea in June and July, where gas production for the UK market is underway.



OOS International Launches Game Changer in Oil Platform Demolition



Offshore company OOS International, together with a new business partner, the former head of an offshore drilling company, has developed a new type of ship that can quickly, and therefore relatively cheaply, decommission marine oil platforms. OOS Director Leon Overdulte explains, "This is a game changer. Large offshore concerns have either drilling technology or dismantling expertise; we are the first company with both disciplines under one roof, enabling OOS to combine drilling with demolishing. Forty per cent of the dismantling process is taken up with sealing-off the well. Our new vessel is a first, reducing the duration and cost of this time-consuming process". A new company, OOS Drilling BV, has been set up for this enterprise and will occupy the former Lloyds premises in Serooskerke together with OOS Engineering.

Collaboration Between Zeeland Bunkering and Oil Trade P. de Lege & Zoon BV

A new collaboration between Zeeland Bunkering and Oil Trade P. de Lege & Zoon BV has been established for the acquisition of three bunker ships: Antares, Marpie and Buzzard, coupled with the permanent commitment of HH Empowerment in the marine fuels and lubricants trading sector. This partnership of experts will continue to supply existing clients and also aims to achieve the greatest possible shared growth in the fuel market in Southwest Netherlands and Belgium.



Ring-riding, an Old Zeeland Tradition

In the summer months you see them everywhere: the Zeeland Ring-Riders. With their horses and flower-encrusted open carriages, or shays, they assemble in the early hours of the morning on the squares and streets.

The riders wear their snow-white competition livery with its orange sash; the shay-drivers are clad in traditional costume. Hooves clatter, wheels rattle, excited voices call out and horses whinny. The course, with its freshly laid sand, is immaculate, untouched. A metal ring hangs motionless on a cord. Everyone knows: a new ring-riding day is breaking, full of anticipation and entertainment. Come and watch!

Ring-riding is an old Zeeland tradition. It is a combination of horse-herdery and equestrianism. A rider charges forth at full gallop on an unsaddled steed. He raises his lance and tries to spear a 38mm-diameter ring, hanging on a cord. The shay-drivers do the same from their open shay – a two-man open carriage pulled by a trotting horse, with the man guiding the horse and the woman spearing the ring.

Ring-riding originated in all probability in the Middle Ages. There are many stories about its origin. It may have been a form of training for knights' tournaments, or a romantic reaction to the bloodthirsty tournaments in which knights fought man to man. At some point, this one-to-one combat was replaced by a battle for the ring of a nubile young woman. Later, the peasant population took ring-riding over from the aristocracy as a welcome distraction from the harsh conditions of their lives, with the competition taking place at the same time as fairs and festivals.

Today, ring-riding is still a festival. The riders, the horses and the shays take to the track decked out in full regalia. The narrow track is 36m long and fenced off with poles and ropes. The ring hangs half way along it, in the middle of the track. Each participant is allowed 30 attempts at spearing the ring. The rider with the most rings wins. If it is a tie, there is a new challenge. This final match starts with a 32mm-diameter ring, which gets smaller with each successive round, until it is a mere 10mm. The winner is the one who spears the most rings consecutively.

Traditionally, the tournament takes place the day after Whit Monday. But nowadays, tournaments and rallies are organised in large areas of Zeeland from April right through to September.





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 (Vlissingen) 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.	■				■	
	Firma Klouwers Terneuzen				■		
	Feyter Group	■				■	
	Flexibility Zeeland					■	
	Flushing Shipping Agencies				■	■	
	Fraanje Aannemingsbedrijf B.V.					■	
G	Golden Tulip L'Escaut					■	
	H4A					■	
H	Haskoning DHV Nederland B.V.					■	
	Havenwerk B.V.					■	



Participants of Zeeland Port Promotion Council

		INDUSTRY	MARITIME	OFFSHORE	LOGISTICS SERVICES	OTHER SERVICES	EDUCATION AND GOVERNMENT
	Henk Kramer Communicatie					■	
	Heros Sluiskil B.V.	■					
	Howzat Relocations					■	
I	I.B.S. B.V.	■				■	
	ICL-IP Terneuzen B.V.	■					
	ING Business Banking					■	
	Interlashing B.V.				■	■	
	Istimewa Elektro	■				■	
J	Justion Advocaten					■	
K	Katoen Natie Westerschelde B.V.				■	■	
	Kloosterboer Vlissingen V.O.F.				■		
	Koch adviesgroep Ingenieurs & Architecten					■	
	Koolwijk Shipstores B.V.				■	■	
	Kotug Smit Towage		■				
	KVA International	■	■	■			
	KWS Infra/Aquavia					■	
L	Labojuce B.V.	■				■	
	Liftal Hijstechniek					■	
	Loodswezen Regio Scheldemonden		■		■	■	
	LTT Holland B.V.		■				
	Luctor Belting Nederland B.V.	■				■	
	Mammoet Nederland B.V.	■	■	■	■	■	
M	Maritiem & Logistiek College de Ruyter					■	
	Mourik Vlissingen B.V.				■		
	Multraship Towage & Salvage	■	■	■			
	Municipality of Middelburg						■
	Municipality of Terneuzen						■
	Municipality of Vlissingen						■
	Montagebedrijf Terneuzen	■	■				
N	Nelis BV		■		■	■	
	Nouvall Engineering Services					■	
	N.V. Economische Impuls Zeeland					■	
	N.V. Westerscheldetunnel				■	■	
	Oceanwide Personnel Services B.V.					■	
O	Oiltanking Terneuzen B.V.	■			■	■	
	Outokumpu Stainless B.V.	■			■		
	Ovet B.V.				■	■	
P	Pfauth Logistics B.V.				■	■	
	PTC B.A.		■		■		
R	Rabobank Oosterschelde					■	
	Rabobank Walcheren-Noord Beveland					■	
	Rabobank Zeeuws-Vlaanderen					■	



Participants of Zeeland Port Promotion Council

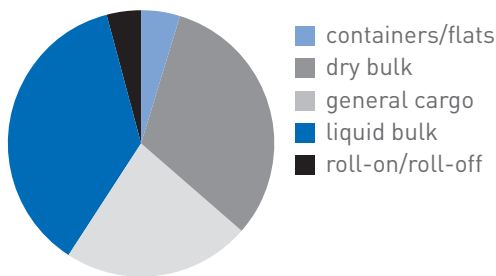
		INDUSTRY	MARITIME	OFFSHORE	LOGISTICS SERVICES	OTHER SERVICES	EDUCATION AND GOVERNMENT	
R S	Redbrook Engineering	www.redbrook.nl				■		
	S5 Agency World	www.s-5.org		■	■			
	Sagro Aannemingsmij. Zeeland B.V.	www.sagro.nl		■	■			
	Saybolt Nederland B.V.	www.corelab.com/rd/saybolt				■	■	
	Schipper Groep	www.schippergroep.nl					■	
	SDW Shipping	www.sdwshipping.com				■		
	Seacontractors	www.seacontractors.com		■	■	■	■	
	Sealake Terminal B.V.	www.sealaketerminal.com		■	■	■	■	
	Secil Cement	www.lagancement.com	■			■		
	SGS Nederland B.V.	www.sgs.com				■	■	
	Shipyard Reimerswaal	www.shipyardreimerswaal.com		■				
	Shutdown Control	www.shutdowncontrol.nl		■				
	Suez Recycling & Recovery Netherlands	www.suez.nl					■	
	Sweco Nederland B.V.	www.sweco.nl					■	
T	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					■	
	Supermaritime Nederland B.V.	www.supermaritime.com			■	■	■	
	Swagemakers Transport B.V.	www.rswagemakers.nl				■		
	Tanido B.V. Sworn Marine Surveyors	www.tanido.com				■	■	
	Tempo-Team Uitzendbureau B.V.	www.tempo-team.nl					■	
	Terneuzen Powder Technologies B.V.	www.tpt.nl	■			■	■	
	The Wind Technicians				■		■	
	TMS Terneuzen B.V.	www.tmsnl.com	■				■	
	Try-Act EWIV	www.try-act.eu					■	
	V	Van Ameyde Marine Vlissingen	www.ameydemarine.com		■		■	■
		Van Jole B.V.	www.vanjole.com					■
		Van Keulen Transport B.V.	www.vankeulentransport.nl				■	
Verenigde Bootlieden B.V.		www.bootlieden.nl		■		■	■	
Verex Douane Service		www.verexdemeijer.nl				■	■	
Vesta Terminal Flushing B.V.		www.vestaterminals.com				■	■	
Vlissingse Bootliedenwacht B.V.		www.vlb.vlissingen.nl		■		■	■	
Vopak Agencies Terneuzen B.V.		www.vopakagencies.com				■	■	
Vroon B.V.		www.vroon.nl		■				
W Y Z		Wielemaker B.V.	www.wielemaker.nl				■	■
		Yellow & Finch Publishers	www.ynfpublishers.com					■
		Zeeland Bunkering	www.zeelandbunkering.nl		■			
		Zeeland Refinery	www.zeelandrefinery.nl	■				
Zeeland Seaports		www.zeelandseaports.com	■	■	■		■	
Zuidgeest Uitzendbureau	www.zuidgeest.nl					■		

Zeeland Seaports, your best choice!

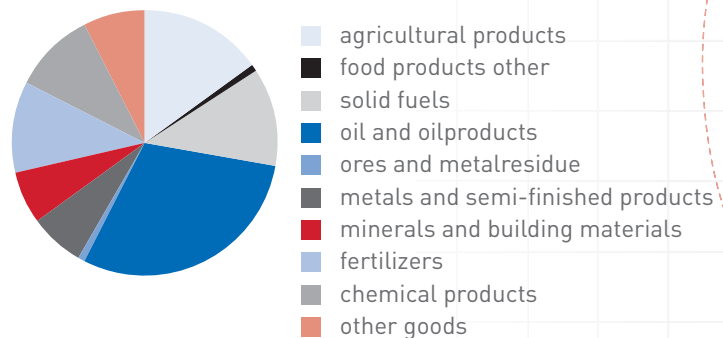
Compared with other ports the agile and entrepreneurial Zeeland Seaports offer a competitive advantage.

- **direct access to open sea**
- **competitive and attractive tariffs and land prices**
- **reliable and easy to do business with**
- **available land located directly on deep water**
- **flexible and attractive service & quality oriented companies**
- **lack of congestion which enables shorter cycle times and faster delivery time to customers**
- **multimodal hinterland connections through road, railway, (inland-) waterways**
- **dedicated terminals for handling specific types of goods**
- **a brand range of services via a highly skilled workforce**

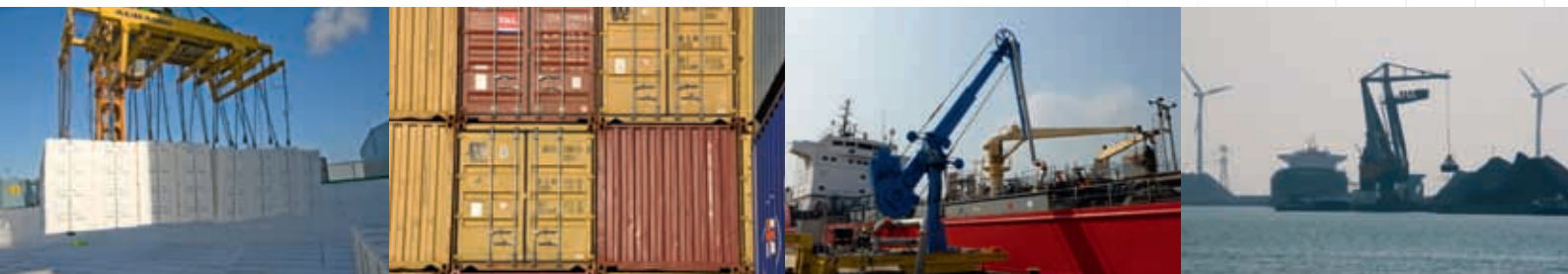
Seaborne cargo by segment



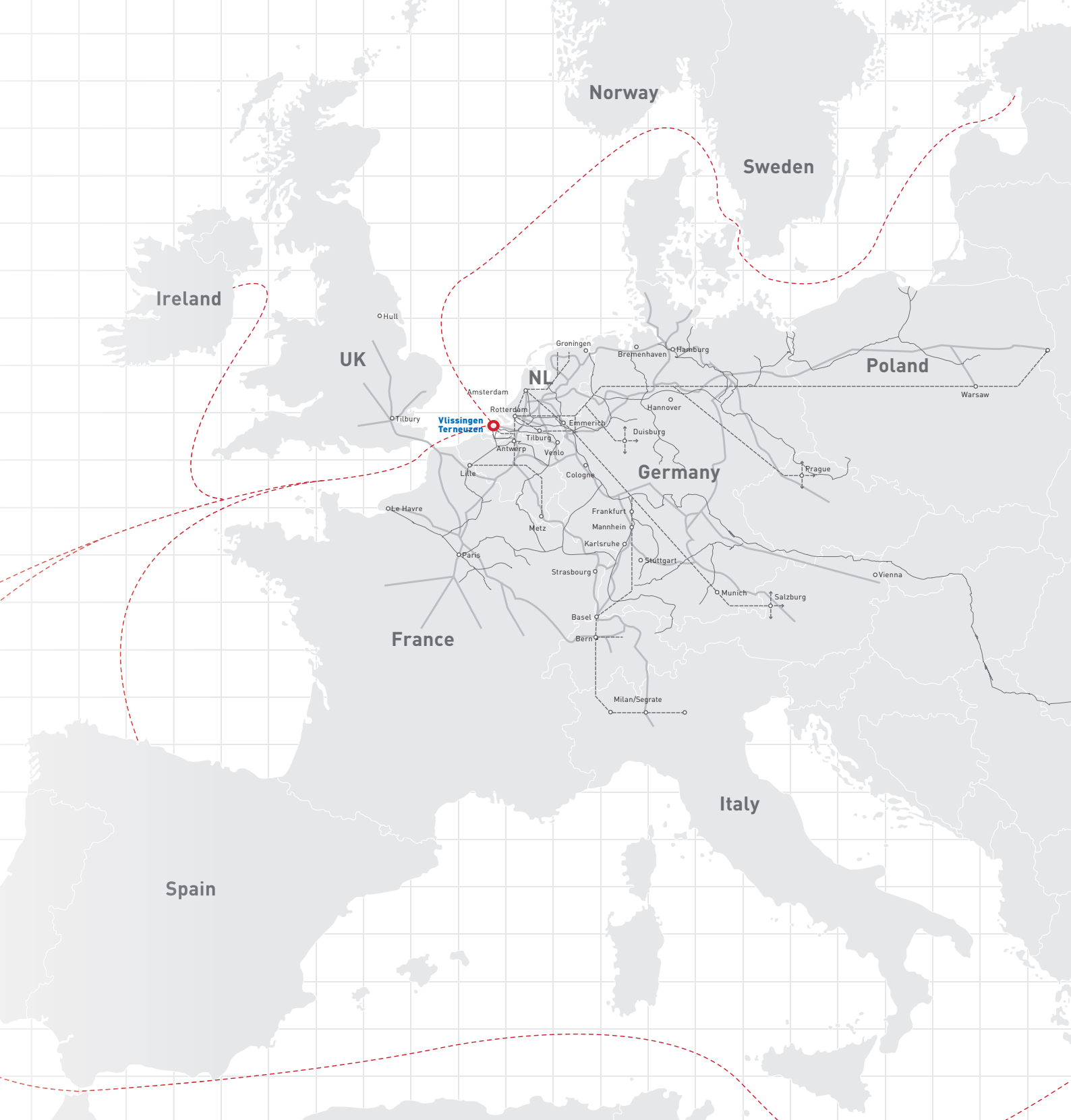
Seaborne cargo by product group



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



ports of vlissingen and terneuzen
www.zeelandseaports.com



driven by dedication

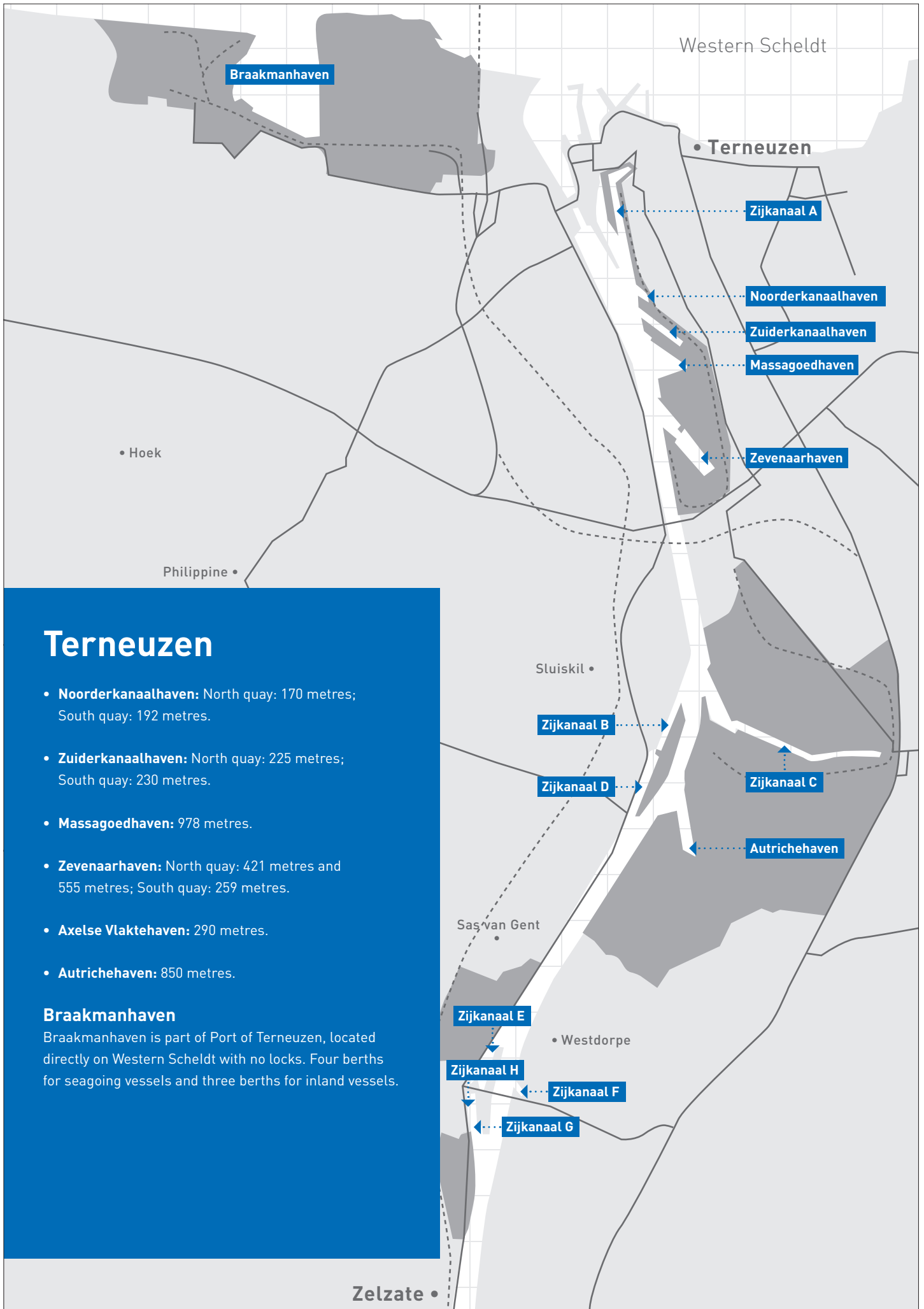




Vlissingen

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

Zeeland Refinery Pier



Terneuzen

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

Braakmanhaven

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

About ZEELAND PortNews

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

Circulation and subscriptions

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

contact the publishers at info@zppc.nl or port@zeelandseaports.nl.

Editorial Committee

The content of Zeeland PortNews is the responsibility of the Editorial Committee.

Contact:

- Henk de Haas, Chairman ZPPC
- Maarten van As, Corporate Communications and Public Affairs, Zeeland Seaports

Special thanks to everyone who kindly contributed their time and expertise to put together this issue of Zeeland PortNews. Find out more about contributing to future issues of Zeeland PortNews to contacting ZPPC.




P.O. Box 5130
4380 KC Vlissingen
The Netherlands
T +31 (0)118-491320
F +31 (0)118-478833
E info@zppc.nl
I www.zppc.nl

Follow us on:   



P.O. Box 132
4530 AC Terneuzen
The Netherlands
T +31 (0)115-647400
F +31 (0)115-647500
E port@zeelandseaports.com
I www.zeelandseaports.com

Follow us on:   

IMPRINT

Copyright 2015.
All rights reserved.

The contents of this magazine may not be reproduced in whole or in part without the express written consent of the publisher(s). Zeeland

PortNews is a production of Zeeland based maritime publishing & promotion company Yellow & Finch Publishers on behalf of the Zeeland Port Promotion Council and Zeeland Seaports.

The opinions expressed in Zeeland PortNews are not necessarily those of the Editorial Committee or the publishers. While every effort has been made to ensure the accuracy of information in Zeeland PortNews, no liability can be accepted for any errors or omissions.

PRODUCTION & ADVERTISEMENT ACQUISITION



Charles van den Oosterkamp, MD
Yara Rood, Editor
Nicky Ongenae-Hardwicke, Editor
Julia Ross, Editor
Nathalie Putman, Art Director

President Rooseveltlaan 739
NL- 4383 NG Vlissingen
The Netherlands
T +31 118 473398

E charles@ynfpublishers.com
I www.ynfpublishers.com



GET YOUR FREE SUBSCRIPTION
Contact ZPPC or Zeeland Seaports

Next issue ZEELAND PortNews

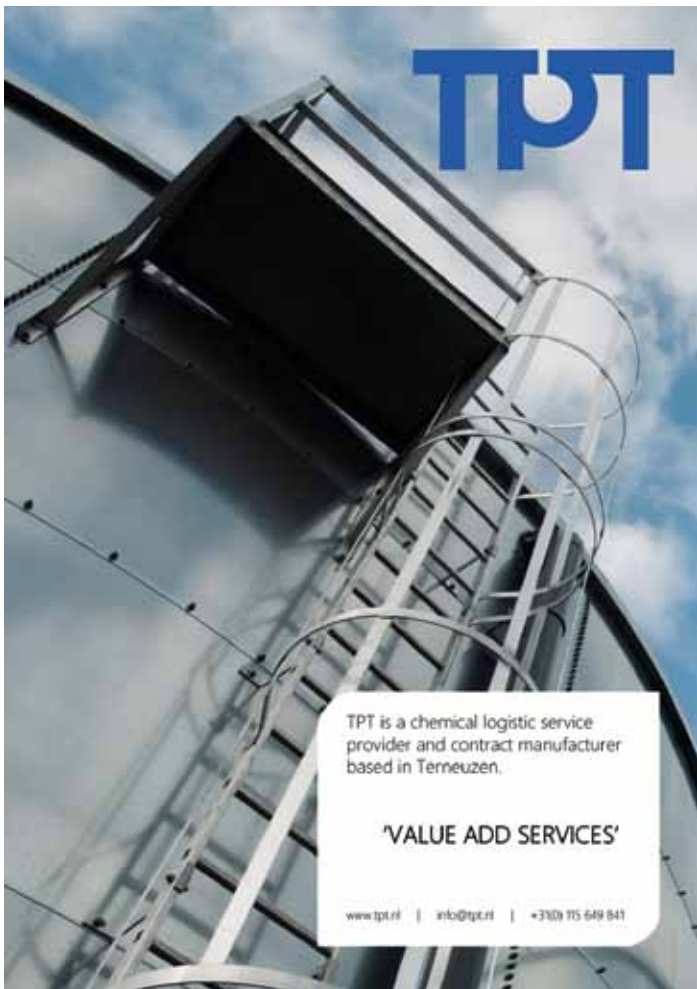
The next issue of Zeeland PortNews is available from December 2017.

Editorial Programme:

Food Logistics

Fruit Logistica Berlin

* Editorial themes may be changed without prior notice

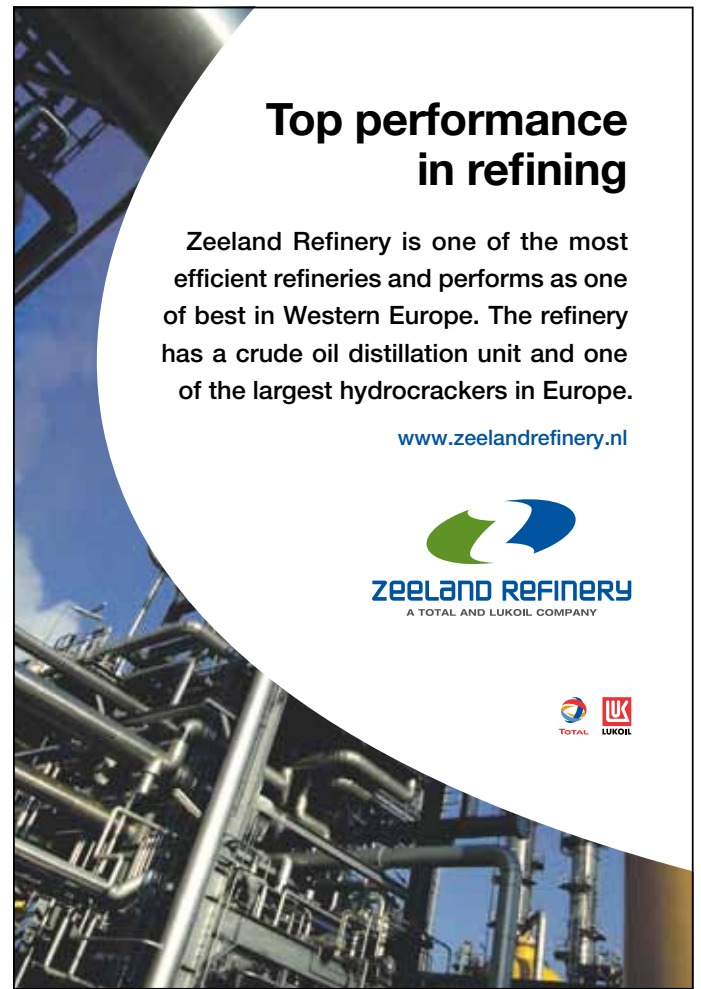


TPT

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

'VALUE ADD SERVICES'


www.tpt.nl | info@tpt.nl | +31(0) 175 649 841




Top performance in refining

Zeeland Refinery is one of the most efficient refineries and performs as one of best in Western Europe. The refinery has a crude oil distillation unit and one of the largest hydrocrackers in Europe.

www.zeelandrefinery.nl



ZEELAND REFINERY
A TOTAL AND LUKOIL COMPANY




Your communication and marketing on course



PietersMedia

Print | Web | Design

0117 377170 | info@pietersmedia.nl | www.pietersmedia.nl

Winning combinations

**Offshore
Energy
2017**

10-11 OCTOBER

Amsterdam
Hall 1, Booth 1.188



The port is our life. Hands-on mentality, hard work and accessible people, that's our character. Anyone who gets to know Zeeland Seaports becomes acquainted with professionals who are proud of their ports. We understand that your interests are also our interests. Clients come first. Always. We know what's important to your company. That's all in our character, and one of our many strengths:

- **location on open sea**
- **draft of 16.5 metres**
- **congestion-free connections with the hinterland**
- **no nine-to-five mentality**
- **accessible ports and people**
- **dedicated terminals for a broad range of cargo**
- **you can reach us 24/7 at +31 115 647400**



"Proven experience as a reliable, safe and fast offshore base."