

PortNews



North Sea Port:
leading in breakbulk





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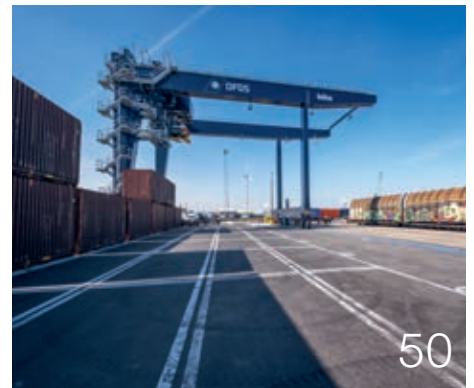
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IN THIS ISSUE



- 04 **Together. Smarter.** The port industry's interest as starting point
- 08 **ZTZ Logistics.** Too large, too long, too heavy
- 11 **Breakbulk Europe.** Meet the world at Breakbulk Europe
- 12 **Renewi Belgium.** Fast forward from linear to circular
- 16 **Binnenhavens Vlissingen.** Vibrant again as Vlissingen's maritime centre
- 20 **Heros.** A true champion in creating secondary building materials
- 24 **PVG Liquids.** Continuous optimisation with an ever greener touch
- 27 **ZMC and VHC.** Everything but offices
- 30 **Damen Shiprepair Vlissingen.** Michel de Vliegheer. Always with a focus on the market

- 34 **Q8.** Tanking energy for the future
- 36 **Koolwijk Shipstores.** 100 years Koolwijk Shipstores
- 42 **North-C Circular.** An extra building block for a circular future
- 44 **Premier Modular.** Minimising impact
- 47 **L. Timmerman & Zn.** Multitaskers rather than specialists
- 50 **DFDS Belgium.** New crane, new rail, new traincrane
- 53 **Promotion Council North Sea Port and Lionsclub Vlissingen.** Joining forces for the 'Maritieme Haringparty'
- 54 **Walhout Civil.** 100% insight – 0% downtime

REGULARS

- 02 Events
- 03 Welcome Astrid Vliebergh
- 56 Port maps
- 59 New Participants
- 61 Participants
- 64 Publishers page



ON THE COVER

North Sea Port is one of Europe's leading ports in breakbulk and project cargo. The port authority will this year once again host a broad range of companies and organisations at its stand at Breakbulk Europe. Read more on page 11.
Photo courtesy of Tom D'haenens.

EVENTS

North Sea Port and Promotion Council North Sea Port will be in attendance at various events and trade shows.

Below you'll find a snapshot of the upcoming events that might be of interest to you.

28-29 JUNE 2023	Top Logistics Saint Malo	5-7 OCTOBER 2023	Fruit Attraction Madrid	10-12 OCTOBER 2023	Cool Logistics Global Genoa
					
12-13 OCTOBER 2023	European Commodities Exchange Warsaw	17-19 OCTOBER 2023	Transport & Logistics Antwerp	18-19 OCTOBER 2023	Top Transport Marseille
					
7-10 NOVEMBER 2023	Europort Rotterdam	28-29 NOVEMBER 2023	Offshore Energy Amsterdam	19-21 MARCH 2024	Wind Europe Bilboa
					
17-19 SEPTEMBER 2024	Transport & Logistics Ghent	2024 DATE TBD	World Hydrogen Rotterdam	2025 DATE TBD	Transport & Logistic Munich
					

“ Encouraging

Welcome

In the past two years, North Sea Port was able to successfully withstand times of crises. Despite Brexit, COVID-19, the Russia-Ukraine war, the energy crisis, and inflation, 2022 was the port's most successful year ever. All companies together were still able to strengthen North Sea Port's position in Europe.

However, growth came to a halt in the first quarter of 2023. The geopolitical circumstances are now clearly showing their effects. The war in the eastern part of Europe leaves its traces and we expect that in the second half of the year, the same throughput figures will be realised.

During previous crises we saw that trade and port activities successfully recovered. Three record-breaking years in the past five years are proof of this. Together with the fact that during the five merger years on both sides of the border, many results have been delivered for developing the port area and the region in the near future, this is certainly encouraging. I am, for instance, thinking of the cross-border expansion of rail for the transport of cargo. Belgium and the Netherlands both have made budget available for this expansion. By 2026/2027, a network of pipelines will be realised that companies in need of hydrogen can connect to. North Sea Port can hence, as the largest hydrogen centre point of the Benelux, further grow into one of Europe's hubs.

Other examples of the realisation of a climate-neutral port by 2050 are, among others within the Smart Delta Resources context, the ample investments for terminals to reduce, collect, store, use, and transport CO₂. The realisation of a Green Corridor between North Sea Port and the Port of Goteborg to reduce the emissions of the transport chain dovetails this. Finally, many companies have the circular economy high on their agendas for sustainably developing the port. The development of the North-C Circular business



park is about to commence. And recently, companies, governments, and knowledge institutes that want to realise a circular economy in the port area, met for the first time during the Circular Industry Day. This is a new example of collaboration, which is precisely one of North Sea Port's strengths. Together. Smarter. That is what we strive for.

Astrid Vliebergh,
Head of commercial affairs



The labour market challenges within North Sea Port can be solved more efficiently when all parties concerned on both sides of the border, meaning industry, education, local authorities, as well as branch organisations join forces.

All photos courtesy of Tom D'haenens.

The port industry's interest as starting point

North Sea Port Talent Association, established in June 2023

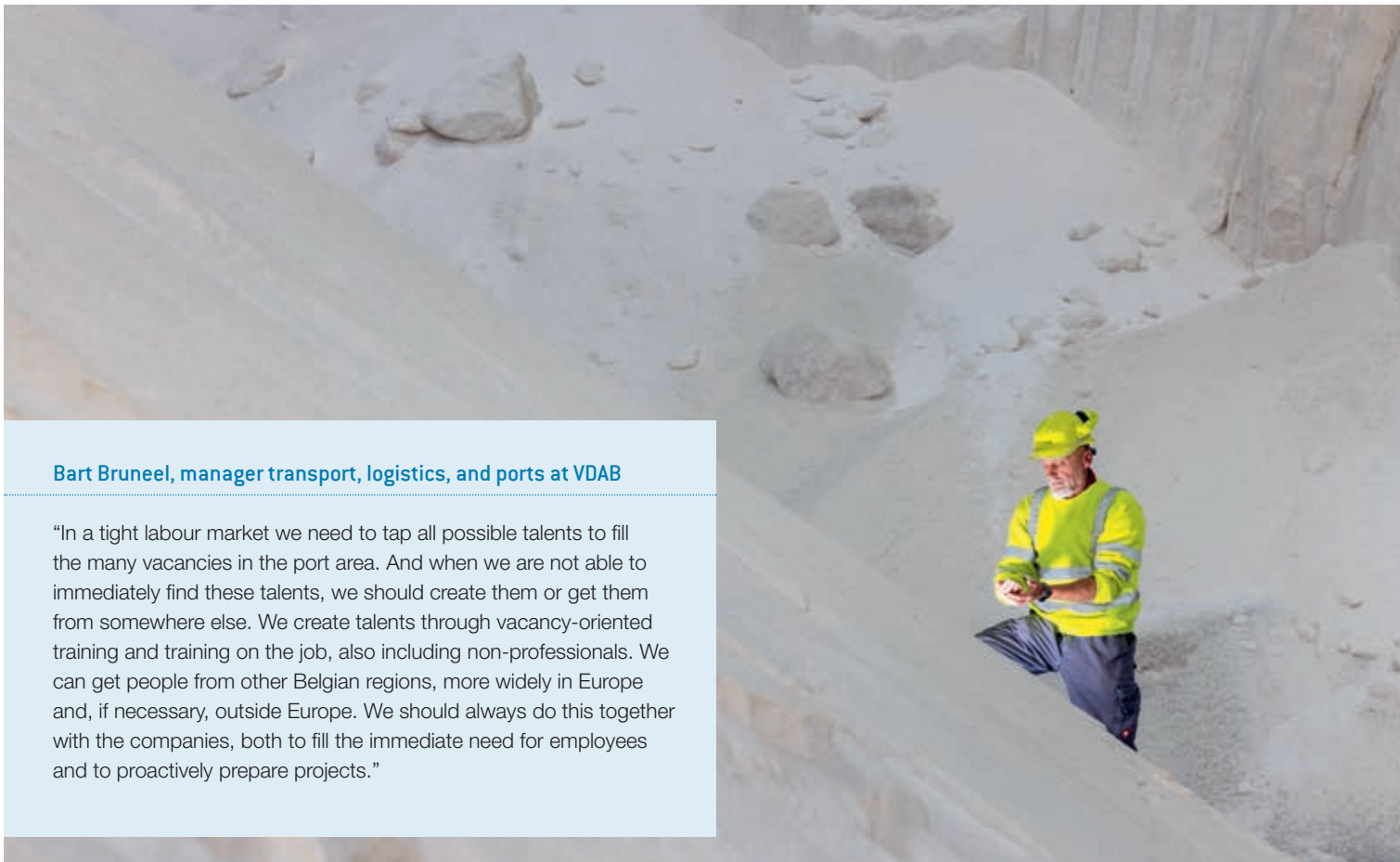
At the sixth Flemish-Dutch Summit that took place in 's-Hertogenbosch (the Netherlands) on 31 January, the project North Sea Port Talent was mentioned as a fine example of cross-border collaboration. The project aims at finding cross-border matches between employers and employees in the North Sea Port area.

We talk with Isabelle Van Vooren, head of corporate affairs of North Sea Port, and representing the Port Authority in the North Sea Port Talent project. North Sea Port is one of the partners of an initiative started by City of Ghent. "North Sea Port Talent was mentioned on 31 January as well as in the meeting's closing statement as an example of collaboration in the field of social-economic connectedness", Isabelle Van Vooren says. "North Sea Port Talent is an inspiring project in which Dutch government employment service UWV and its Flemish

counterpart VDAB East Flanders, two organisations from different countries, are working together cross-border for our port area, and this caught the attention at the Summit. However, before this acknowledgment North Sea Port Talent had already come a long way, as it was already initiated in 2018 when the municipality of Ghent, together with the port authority and several other organisations developed a port action plan to deal with the port industry's employment issues."

Bart Bruneel, manager transport, logistics, and ports at VDAB

"In a tight labour market we need to tap all possible talents to fill the many vacancies in the port area. And when we are not able to immediately find these talents, we should create them or get them from somewhere else. We create talents through vacancy-oriented training and training on the job, also including non-professionals. We can get people from other Belgian regions, more widely in Europe and, if necessary, outside Europe. We should always do this together with the companies, both to fill the immediate need for employees and to proactively prepare projects."





North Sea Port Talent had already come a long way, as it was already initiated in 2018 when the municipality of Ghent, together with the port authority and several other organisations developed a port action plan to deal with the port industry's employment issues.

Aviato

The service model resulted in the North Sea Port Talent project that was submitted for an Interreg V subsidy. This service model aimed at assisting companies in their search for employees and was inspired by the Aviato service model for the Brussels Airport region. Isabelle Van Vooren continues, "Like North Sea Port, this airport also has companies that all depend on the same labour market. A difference between the port and the airport lies of course in the fact that at North Sea Port, the companies are even more diverse, from small maritime service companies to large petrochemical plants. This perhaps makes the search for employees even more challenging." Apart from the municipality of Ghent, the municipality of Terneuzen, UWV, VDAB, the Province of East Flanders, and North Sea Port joined as partners in the project that officially started in April 2021. Together with Interreg Flanders-the Netherlands, they invested EUR 810,000. Interreg Flanders-Netherlands is a subsidy programme co-founded by the European Commission that provides an important stimulus for further Flemish-Dutch cooperation.

Spearheads

The first phase of the North Sea Port Talent project ended in December of last year and a next step has already been set in motion. Isabelle Van Vooren explains, "Just like the first phase, the partners have submitted a second phase for an Interreg VI subsidy. With the first steps taken, we are now focussing on turning the project into a real organisation. City of Ghent and VDAB are in the lead. For this purpose, an association will be established by the end of June. The first phase has resulted

Bram Van Braeckvelt, alderman of the municipality of Ghent, responsible for employment:

"With the founding of this international non-profit association, we join forces cross-border for the labour market policy of the future. Thanks to this collaboration we can put North Sea Port on the map even more firmly."

Rutger Punt, manager of UWV Zeeland

"Although the border really throws up serious barriers caused by different laws and the organisation of social security, the labour market does not stop at this border. To efficiently bring together demand and supply in the border region, too, and more specifically in the North Sea Port area, we need a 360-degrees approach. North Sea Port Talent meets this need."

in focussed plans, and many of them can be executed as soon as the association is established." When looking at the plans, North Sea Port Talent has three spearheads: connecting demand and supply of work, identifying the need for education and training, and promoting of the industry in the port area as employer.

North Sea Port's roles

"With North Sea Port Talent, we intend to facilitate solving labour challenges", Isabelle Van Vooren states. "As port

Arne Oosthuysse, manager education and employment of Voka East Flanders (Chamber of Commerce of East Flanders):

“A recent survey of Voka-Vegho (representing the companies in the Ghent area of North Sea Port), in the Flemish part of North Sea Port, indicates that the number of vacancies has increased with more than 60% in the last six years. Due to the decline of the working population, this number will increase even further in the upcoming years. The partnership North Sea Port Talent is indispensable for tackling the labour market challenges we will face in this economic heart of East-Flanders.”

authority, our goal is to act as a connector by helping to bring organisations together. The labour market challenges within North Sea Port can be solved more efficiently when all parties concerned on both sides of the border, meaning industry, labour organisations, education, local authorities, as well as branch organisations join forces.”

The industry's point of view

“North Sea Port Talent is not a project only for Zeeland or the Ghent region, but it is there to help the entire port area”, Isabelle Van Vooren elaborates. She concludes, “One main characteristic of North Sea Port Talent is the fact that the new organisation primarily starts at the needs from an industry's

point of view. And this needs to be connected with the relevant potential employees. The interest of the industry is therefore starting point. Business in our port can only flourish when companies can fill all their vacancies with the right people, and the partners of North Sea Port Talent want to help them with this. VDAB and UWV, the relevant labour organisations, are ambitious on this and we support this ambition. After all, the stronger the port industry, the higher the value it adds to the regional and national economy. North Sea Port Talent is of course also important for companies that intend to settle down in our port. Although North Sea Port Talent is there to help companies in the port area, the initiative can only be successful when companies also get into action. They can become a member of the North Sea Port Talent Association. In exchange for a small and fair fee, they will receive tailor-made assistance based on their needs for employees, both now and in the future. This way we, together with our partners, invest in a flourishing and growing port area.”

MORE INFORMATION

North Sea Port

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I. NORTHSEAPORT.COM



One of North Sea Port Talent's spearheads is promotion of the industry in the port area as employer. Photo taken at the Havendagen North Sea Port (port days).

Photo courtesy of Jo De Rammelaere – www.drj.be.



Too large, too long, too heavy

All photos courtesy of ZTZ Logistics.

The share of project cargo as part of breakbulk is growing in importance. North Sea Port, with many contributing companies and terminals, is an important hub for the handling, storage, and transport of this type of goods.



ZTZ Logistic's open storage facilities are fine, but the company expects that it will soon need more space.

For over 40 years, ZTZ Logistics has specialised in heavy transport. In the early days its focus laid on transport of heavy earthmoving and mining equipment. Throughout the years, the company has expanded its activities to a much broader range of project cargo.



For its customers ZTZ Logistics takes care of customs, storage, maintenance, assembly/disassembly, cleaning & painting, and overseas shipping.

Complete service provider

"ZTZ was initially created to be flexible for our earthmoving company Jac Rijk. We could move our machines from A to B, whilst not being dependent of third-party transport companies. That was 50 years ago", explains Joost Rijk, managing director of ZTZ Logistics (see also PortNews April 2019, page 36, Everything in-house). He continues, "Over the years, we took care of the transport of heavy equipment for other customers more and more, and soon other types of project cargo followed. Today, we not only transport goods, as we have become a complete logistics service provider. For our customers we take care of customs, storage, maintenance, assembly/disassembly, cleaning & painting, and overseas shipping. Besides outside storage, we also offer indoor storage. We currently have one 4,000m² warehouse, and another one with the same size is under construction and will be available in October of this year. Both warehouses are equipped with a 50t overhead crane. Our own maintenance and painting facilities are of real added value, not only for our customers' heavy equipment, but also for repair, assembly, and painting of parts of any type of project cargo. Think, for example, of the ladders on transition pieces. Suppose these are damaged during shipment and/or transport and need repair and repainting. We have first class indoor facilities for this."

Expansion

Because of the growing interest in the transport of project cargo, ZTZ Logistics recently invested in a new 110t low loader and a 55t low loader. The company is also looking for options to further expand its open storage facilities. "Although business is going well, it is important to constantly seek improvements to keep our facilities up to date and to be able to



Today, ZTZ Logistics not only transports goods, as it has become a complete logistics service provider.



Joost Rijk, managing director of ZTZ Logistics.

meet market demand”, Joost Rijk states. “We therefore invest in new equipment, but also in new storage facilities. With our new warehouse, our indoor storage will be sufficient for the upcoming years. Our open storage facilities are fine as well, but we expect that we will soon need more space. With a growing number of customers, we do not want to have to say no, which is why we are investigating options to acquire additional land for open storage.” When looking at transport, Joost Rijk sees a move towards the use of flat racks. “As the costs of RoRo shipping are rising, it is now much cheaper to opt for flat rack shipping. Flat racks are more flexible and are not limited to containers. They can carry a wide range of cargo. On the other hand, most of our current RoRo transports are executed via Zeebrugge, which is both time and cost inefficient. For our customers and ourselves, it would thus be better to have suitable RoRo facilities in the Vlissingen port area.”

New developments

This year, ZTZ Logistics has expanded its activities when it became the logistics agent for sister company JR Trading.

“JR Trading was founded years ago. But as of this year, we have professionalised it and made it a separate business entity. My brother Jeroen, who worked with Ritchie Bros Auctioneers for over 28 years, together with two partners, are in charge of the buying and selling of used earthmoving and mining equipment. We assist in the worldwide logistics, from shipment, customs, transport, storage, and technical or optical intervention, to create maximum value.

Another development of the company lies in the field of research and testing. “With the need to reduce the carbon footprint, there is a growing interest in the market for more sustainable equipment. Together with one of our customers, we recently investigated the option of a fully electric excavator. One of the challenges we ran into is that it is quite difficult to fully electrify heavy equipment using batteries, as they do not provide enough power for normal operation. Using power by wire, as used in harbour cranes, can be more suitable for excavators. So together with our customers, we are investigating the possibilities here and by doing so, we try to contribute to a more sustainable future for the generations to come”, Joost Rijk says.

Family business

This year, Jac Rijk is celebrating its 90th anniversary and together with its subsidiaries ZTZ Logistics and JR Trading, it is still a fully family-owned company. “Over the years,” Joost Rijk voices, “we have always adjusted our activities based on changing market demands and requirements. Nevertheless, we have managed to keep the characteristics of a Zeeland family business intact. We are still flexible, down to earth, and always have our goals aimed at the longer term. This has brought us to where we are today: a healthy group of companies that has evolved over the years, yet still focusses on everything that is too large, too long, and too heavy for normal means of transport.”

Meet the world at Breakbulk Europe

Bringing together over 4,000 companies in Ahoy Rotterdam from 6-8 June, Breakbulk Europe provides the ultimate networking platform to generate new business, and to strengthen key existing relationships.

Exhibitors include cargo owners, ocean carriers, freight forwarders, ports & terminals, heavy haulers, equipment companies, and more that are involved in breakbulk and project cargo.

This year, an estimated 9,000 people from 120 countries will attend this leading event for breakbulk and project cargo. Next to the many exhibitors that are showcasing, various networking and social activities are organised, such as the Breakbulk Boulevard Party, Women in Breakbulk Breakfast, a Rotterdam Boat Tour, and much more.

The parallel conferences will take place at the Main Stage in Hall 1. Over here, business opportunities, strategy, and answers to the most pressing industry questions are showcased. It features leading breakbulk and project executives who will provide insights into the latest business and trade intelligence, as well as delve deeper into key markets, sectors and issues affecting the whole supply chain. For two days, industry trends are analysed, and a global project market outlook is presented.

North Sea Port, host to many companies

North Sea Port is one of Europe's leading ports in breakbulk and project cargo and has been a Breakbulk Europe exhibitor

from the very beginning. This year North Sea Port again will be host to a broad range of international companies and organisations.

Present at the booth of North Sea Port

(as known on 4 May):

- Bulk Terminal Zeeland
- Cordeel
- DFDS
- Promotion Council North Sea Port
- PTC
- Sagro
- STT Forwarding
- Stukwerkers Havenbedrijf

Visit them at booth 2K30-L31 in Hall 2.

Also present at Breakbulk Europe

A selection of companies from the North Sea Port area who will be represented at the exhibition with their own stands:

- | | |
|------------------------|--------------------|
| • Customs Support | 1H21-J20 in Hall 1 |
| • DB Cargo | 1K31 in Hall 1 |
| • Euroports | 1K20 in Hall 1 |
| • Mammoet | 1D20-E21 in Hall 1 |
| • TOS Port & Logistics | 2B10-C11 in Hall 2 |
| • Verbrugge Terminals | 1J10 in Hall 1 |

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This year, an estimated 9,000 people from 120 countries will attend this leading event for breakbulk and project cargo.

Photo courtesy of Breakbulk Europe.

Breakbulk Europe 2023 in details

Date: 6-8 June

Venue:

Rotterdam Ahoy,
Ahoyweg 10,
3084 BA Rotterdam, the Netherlands

Opening hours:

Tuesday, 6 June: 17:00-20:00h
Wednesday, 7 June: 10:00-18:00h
Thursday, 8 June: 10:00-16:00h

Fast forward from linear to circular

Renewi Belgium



Photo courtesy of Renewi Belgium.

Renewi Belgium is speeding up the pace at which it is turning its waste collection and treatment hub in North Sea Port into a full-fledged production site for secondary raw materials. The waste-to-product company inaugurated a high-capacity sorting machine for industrial residual waste, which comes in the wake of a new installation for hard plastics that opened last year. A third one for wood waste is planned for next year. To power it all, Renewi has switched to green energy, with the highest onshore windmill in Belgium on its site. It all strengthens North Sea Port's drive towards circularity and climate neutrality.

"For us, this is a major development in our ambition to become a leader in recycling and to be a pioneer in the circular economy. We fully support the drive to make Flanders a major recycling hub and the recently upgraded regulation put in place to make that happen. Our new installation is proof that we stand ready to make the necessary investments to contribute to that goal", Mark Thys, managing director of Renewi Belgium, underlined at the grand inauguration of the new sorting line at the Ghent site of the group.

"We are transforming ourselves into a provider of secondary raw materials and a partner in waste management for our clients", Philip Heylen, director materials at Renewi Belgium, concurred. "And this transition is driven by regulation and technology."

More new materials

The high-tech installation has been designed by Renewi itself and takes innovation one step further by realigning all the different technologies applied (sifting, infra-red, magnets, windshifters...) and using cameras and artificial intelligence to identify and separate different kinds of waste into 22 distinct flows, the group says. Despite the high level of automation, human intervention still is needed and the investment will help create forty extra jobs. The total now stands at close to ninety. The ultra-modern sorting line has a capacity of 125,000t per year (in two shifts) and bears a price tag of EUR 20 million, "numbers unseen in the recycling industry", according to Jonas de Vriend, area manager Flanders at Renewi Belgium. It will allow the company to recover an additional 38% of residual commercial and industrial waste into new, high-grade secondary materials that can be reinjected into the economy for reuse instead of being burned off in incinerators, thereby reducing CO₂ emissions. This lifts the total share to 56% or about 70,000t.

Going from 80 to 20%

"Only recently, 80% of all the waste we handled on this site was destined for incineration. Only the most easy flows were really recycled. Tomorrow we will reach 80% of recovery and reduce the volume sent to incinerators to 20%. In a couple of years, we will have turned around this whole operation", the area manager Flanders stresses.

Last year, Renewi already put into operation a new sorting line for rigid plastics, where it can treat up to 20,000t of this kind of waste per year, avoiding the loss of a material that can be given a second life by sifting through the many varieties of plastics and polymers, grinding some of the flows to new raw materials, and testing them in its own laboratory to make sure the result

A few facts and figures about Renewi

- Renewi was created in 2017 following the merger of recycling groups Shanks and Van Gansewinkel.
- The company employs 6,640 people on 174 operating sites in the Netherlands, Belgium, the UK, France, Portugal, and Hungary.
- Last year, Renewi recycled 67% (equalling 8.4 million tonnes out of a total of 12.4) of the waste it handled, avoiding 3.1 million tonnes of carbon emissions. The aim is to reach 75% by 2025.
- This translates into around 2.7 billion glass bottles (with a glass recycling rate of 97%), 2.2 billion newspapers, enough materials to build 15,000 houses, etc.
- The group also treated approximately 900 million litres of water.
- The share of renewed energy used on site reached 33%.
- Renewi has 2,400 employees and 32 sites in Belgium, where it handles around 3 million tonnes of waste each year and has a market share of about 30%.



Photo courtesy of Renewi Belgium.

The new sorting line was officially set in motion by Mark Thys, managing director of Renewi Belgium, Sofie Bracke, alderwoman for economy and the port of the city of Ghent, Belgian prime minister Alexander De Croo, Ghent mayor Mathias De Clercq, and Thierry Saegeman, CEO of Engie Belgium.

is of sufficient quality to be recycled. "Plastics are too precious to be considered as waste", Renewi said at the time. It invested EUR 2.5 million in that line, which did not require the same level of sophistication as the new one for industrial waste due to the upstream preselection of plastics. The plastic treated in Ghent



Photo courtesy of Jean-Louis Vandevoorde.

The new installation has the size needed to treat 125,000t of waste per year when working in two shifts. Despite the high level of automation, human intervention still plays its part.

comes from all over Belgium, in contrast to the residual waste that originates from East and West Flanders, a region for which Ghent acts as the main site for Renewi.

The next step is already on the drawing table, with a new sorting line for wood waste. It should be up and running next year. And additional flows – chemicals, batteries, rubber, isolation material... – could make their entry in the future, Mark Thys suggested.

Green power

To top it all, if only physically, and in line with its strategy to make its own operations greener, Renewi partnered with Engie Belgium to build a new wind turbine to provide its Ghent site with renewable energy. With its capacity of 4.5MW, it will produce 13 million kWh each year, covering 70% of Renewi's local energy needs and lowering its carbon emissions by 5,700t on a yearly basis.

It is the highest onshore windmill in Belgium, reaching up to 242m above ground level. Its blades are 75m long. Not purely technical details, because for wind energy, size matters, Thierry Saegeman, CEO of Engie Belgium, made clear: "The higher the windmill and the larger the blade, the more electricity it can generate."

Port connection

The Renewi site covers a surface of 12ha. In total, the group handles about 180,000t of waste on this location, indicates Jonas de Vriend: 125,000t of residual industrial and commercial waste and 16,000t of plastics through its sorting lines, and 50,000m³ of process and rain water that needs retreatment (with 10,000m³ coming from third parties at present).

To be sitting in North Sea Port makes a significant difference for Renewi, if only because the goals pursued by port and company match to a large extent, and because of the large number of potential clients in an area that houses 550 companies with very varied activities, Mark Thys stated. Similarly, the port benefits from the presence of a player like Renewi, Daan Schalck, CEO of North Sea Port, declared.



Becoming a circular valley is an integral part of North Sea Port's strategy. The port benefits from the presence of a player like Renewi.

"Becoming a circular valley is an integral part of our strategy. It entails we have to make hard choices in the allocation of the available space. We aim at creating value and attracting circular and sustainable activities, and Renewi is a perfect example. In our strategic plan, we said we wanted to have ten circular projects up and running by 2025. We already stand at eight. Circularity is not an unattainable dream, it is becoming today's reality. And part of the answer to the challenges we are facing is interaction between different parties. Partnerships generate real value."

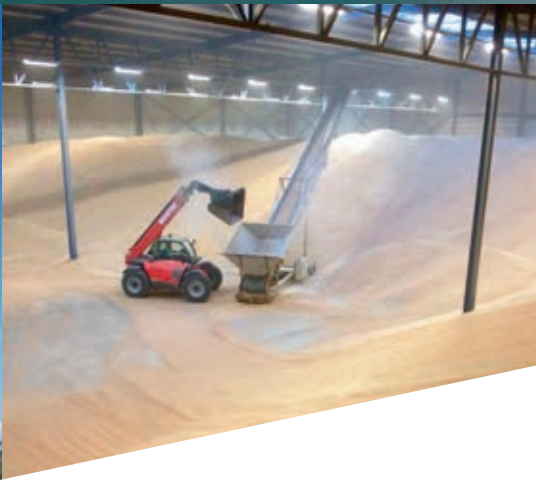
Ghent alderwoman of the Port Sofie Bracke fully agreed. "Everyone acknowledges the challenges and all our stakeholders are on the same journey. We can achieve a tremendous lot by working together."

Using the waterway

One of the possibilities offered by the port location is using the waterway for bringing in waste or taking out the new raw materials recovered. The Renewi site is located along the Moervaart, where the company has its own quay and which is readily accessible for inland navigation.

But the waterway is only seldom – if ever – used today, the company officials recognise. "The economics are not there yet. But we are lucky to have that water connection in North Sea Port and we built all our new sites next to a river or canal. I cannot imagine that we will not need the waterway tomorrow. The question is not whether this will happen, but rather when. And when it comes, we will be ready", Mark Thys concludes.

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Binnenhavens Vlissingen: vibrant again as Vlissingen's maritime centre



Although not part of North Sea Port, the Binnenhavens in Vlissingen are of growing importance for the port's activities.

Geoffrey Sips is alderman of the municipality of Vlissingen, and he is responsible for finance, taxes, and economic affairs. On behalf of this, he is also actively involved in the development of the so-called Kenniswerf Vlissingen of which the Binnenhavens (inner harbours) are part.

Economic role

The Binnenhavens date back to the end of the nineteenth century when also the so-called Buitenhaven (outer harbour) was constructed. Today, the Buitenhaven is part of North Sea Port, whereas the Binnenhavens are directly owned by the municipality of Vlissingen. Throughout the years, the Binnenhavens played their economic role for the city, for example with shipbuilding and fishery activities. Towards the end of the twentieth century however, the Binnenhavens started to deteriorate as their economic relevance decreased with companies leaving or quitting. In the past few years, the area has

Binnenhavens

In the past few years, various companies assisting the offshore and maritime industry has found ground at the Binnenhavens in Vlissingen, such as:

- Gould Services – wind farm services, offshore service base, logistics, rigging and rentals;
- Havenwerk – recruiting, selecting, and employing port, industry, logistic professionals;
- Multi Engineering – engineering solutions for industry, building & infra, and maritime & offshore;
- Nederlands Loodswezen (Dutch pilots);
- Oceanwide – specialist in recruitment and HR services for the maritime and energy industry;
- Seacontractors – maritime service provider, shoal buster operator;
- MMPS – crew transfer, transport of cargo surveyors and technicians, diving support, delivery of goods, spare parts, and food supplies;
- TOS Port and Logistics – recruiting, selecting, and employing of port and logistics professionals.



The Binnenhavens of Vlissingen are vibrant again with many new companies services the offshore and maritime industry.

Photo courtesy of the municipality of Vlissingen.

become vivid again when the municipality decided to take care of the infrastructure to stimulate companies to settle down.

Hotspot

“The Binnenhavens are turning into a vibrant area again”, Geoffrey Sips explains. “The Binnenhavens are part of the so-called Kenniswerf in Vlissingen. With the Kenniswerf we aim to realise a hotspot for initiating innovations and sharing knowledge between educational and research institutions, and companies. HZ University of Applied Sciences and educational

institute Scalda are already present at the Kenniswerf, just like the accelerator for start-up companies, Dockwize, and a diversity of existing companies. Within the Kenniswerf the Binnenhavens will be developed into the maritime centre of the town. It will accommodate various innovative driven activities, fishery, education, and recreational activities.”

Excellent facilities

Geoffrey Sips continues, “Currently, the Binnenhavens already are a location with many activities ranging from fishery to the



Photo courtesy of Mark Neelemans Fotografie.

Dutch pilotage, as small and large companies already found their way to this unique part of Vlissingen attracted by the excellent facilities, such as the renewed (quay) infrastructure, ample draught, without tidal limitations, and the strategic location close to the North Sea. Most of these companies are servicing the activities related to the offshore industry. At North Sea Port, the storage and handling of offshore wind components are important, as well as construction of offshore structures, ship repair and mobilisation of offshore vessels, conversion, and decommissioning. In the Binnenhavens, one can find companies that are assisting in the O&M operations for offshore wind farms. Examples are recruiting, training, crew transfer, and repair companies.”

Wind in de zeilen: impulse in Kenniswerf Vlissingen

The Dutch Government, the Province of Zeeland, the municipality of Vlissingen, and other parties in Zeeland are working together for the execution of the so-called ‘Wind in de zeilen’ package. This is a package of various measures to



Photo courtesy of Mark Neelemans Fotografie.

Within the Kenniswerf the Binnenhavens will be developed into the maritime centre of the town.



Small and large companies already found their way to the Binnenhavens attracted by the excellent facilities, such as the renewed (quay) infrastructure, ample draught, without tidal limitations, and the strategic location close to the North Sea.



Photo courtesy of Scherpl Fotografie.

Most of the new companies in the Binnenhavens are servicing the activities related to the offshore industry.



Photo courtesy of Robbert-Jan Hanemaaijer/MEDIA58.

Geoffrey Sips, alderman of the municipality of Vlissingen.

invest in Vlissingen and in Zeeland for economic and social improvements. The development of the Kenniswerf Vlissingen is part of this package. To facilitate companies to settle down, the Dutch government granted a EUR 15 million subsidy for revitalising the area. Part of the 'Wind in de zeilen' package too, is the realisation of the Delta Climate Center for which the impulse in ten years will be EUR 88 million. "The Delta Climate Center, which will be launched this year's summer, will focus on three themes that are important for the Zeeland economy", Geoffrey Sips elaborates. "These are: food, water, and energy. In the meantime, a sea water lab in the Binnenhavens has been realised. This is a good example of how the Binnenhavens are part of the knowledge and innovation hub in the field of the theme water, and when looking at the element energy, the Binnenhavens already play their part with the offshore energy related companies that are currently settling down."

Collaboration between companies and Kenniswerf Vlissingen

According to Geoffrey Sips, the Kenniswerf Vlissingen is also important for the development of North Sea Port. "With the Delta Climate Center, that has HZ University of Applied Sciences, Scalda, University College Roosevelt, University Utrecht, Wageningen University & Research and NWOI/NIOZ as its founding partners, we have a melting pot of expertise and innovation available to assist the companies at North Sea Port as well as its port authority in the development of, for example, the port's role as green energy and hydrogen hub and as food port. However, for this supportive role, the Kenniswerf Vlissingen needs input from the companies. Whenever they have a challenge, the knowledge institutes can help to find solutions. Also, with the Innovation Point Kaap, the Kenniswerf Vlissingen has a development, testing and demonstration facility available to assist companies. Therefore, I call on all companies in the North Sea Port area that are dealing with any type of challenge to get in touch with the knowledge institutes at the Kenniswerf in Vlissingen so they can successfully collaborate."

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A true champion in creating secondary building materials



By means of, for example, extensive sieving and by using strong magnets, Heros can retrieve almost 90% of the metals from the bottom ashes.

All photos courtesy of Heros Sluiskil

Heros Sluiskil can be considered as a true champion of turning waste into useful base materials. As its managing director Arie de Bode states, “We don’t throw away anything.”

Heros Sluiskil specialises in the processing of incinerator ash. This incinerator ash is the product that remains after burning waste in incineration plants. “Today, most of the residual waste from households is processed in incinerator plants”, Arie de Bode explains. “After this process, so called AEC bottom or incinerator ash remains. This product still contains many valuable minerals and metals which we collect at our facility. By means of for example extensive sieving and by using strong magnets, we can retrieve almost 90% of the metals from the ashes. What remains is clean bottom ash that can be used as a secondary building material.”

Next to its bottom ash processing facilities, Heros also operates a wastewater treatment plant that is used for the treatment of process water from its own process, and from third parties. “Our biologic water treatment plant is used to clean our own process water. On an annual base we process over 800,000m³ and we have a storage capacity of 10,000m³”, Arie de Bode says. “We take care of the entire process: survey, transport, storage, analysis, and processing the wastewater and discharging of the purified water.”

Granova

In the early days, the clean bottom ash was only allowed to be used as base course for roads and other infrastructural projects. Today, however, they are used in other applications as well, for example as base course for industrial floors and even as in building materials such as concrete and bricks. The activities at Heros not only restrict to retrieving metals from the bottom ashes as the company also is involved in the production of various base materials using the minerals from the bottom ash. This product range is called Granova and is used as alternative for sand and gravel. “The Granova product range entails four products”, Arie de Bode says. He continues, “Granumix can be used as alternative ingredient for production of concrete. Combimix is used for the foundation and elevating of roads, Drainmix is used at for example sports fields and city squares to store water during heavy rains, and Immomix is used as base course for industrial floors.”

Circular economy

With its activities Heros has become part of the circular economy. “Waste is processed at Heros which results in base products that are used in the infrastructure and industry. The processes in the industry in return result in waste, that is processed at Heros, et cetera. This way the circle is closed. Being part of this circle, we help to realise a certain level of circularity and by continuously searching for new solutions, we try to improve our share in this”, Arie de Bode states. “At the start of our company around 20 years ago, we processed

“By using chemical processes such as electrolysis, we have arrived at the next step of retrieving metals, in which we can detect even the smallest particles.

around 350,000t of bottom ash. This figure increased to 800,000t last year, and this year we are striving for 1,000,000t. This is quite a figure given the fact that in the Netherlands the annual volume of bottom ash from burning waste amounts 2,000,000t.”

Metals

In the field of processing bottom ash Heros is constantly looking for improvements to make the process more accurate and according to Arie de Bode, chemistry is starting to play a role in the processing of incinerators. “Whether it is about metals or minerals, each process has several steps from rough to fine sieving. And by using chemical processes such as electrolysis, we have arrived at the next step of retrieving metals, in which we can detect even the smallest particles. In this matter using CO₂ could play a role as well in cleaning the minerals.” In the field of retrieving ferrous and non-ferrous metals from the bottom ash, Heros has taken many steps for improvement. “Today, we derive around 75,000t of (non-)ferrous metals from the bottom ash”, Arie de Bode voices. “Throughout the years, we have managed to raise this figure by finetuning the process. This way we can now retrieve high quality non-ferrous metals with a size of at least 1mm. And when looking at stainless steel, we are now investigating the possibility of retrieving the smallest packing threads to detect. Using a technology from a

Tank Terminal Sluiskil

Heros highly values collaborating with relevant stakeholders and offers companies the opportunity to settle at its so-called Ecopark Terneuzen. Neste for example has a facility at Ecopark Terneuzen used for the storage and pre-treatment of renewable base materials for the company’s renewable diesel refineries. Together with ATM Moerdijk and Ecoservice, Heros founded Tank Terminal Sluiskil (TTS) in 2010. TTS focuses on the storage of among other things, wastewater, liquid semi-finished products, and fertilisers”, managing director Wilfred Nielen explains. He continues, “TTS offers customised solutions for transport, storage, and processing. Total storage capacity, divided over thirteen tanks, is over 50,000m³. Next to this we also have several sheds for the storage and transshipment of solids. At Ecopark Terneuzen, we are located near Heros’ 500m quay providing excellent connections with the Netherlands, Belgium, Germany, northern France and the UK. Also, we can make use of Heros’ wastewater treatment plant.”

startup company that is used too, in the security procedures of Schiphol Amsterdam Airport, a scanning device was developed for our research laboratory. With this device, our researchers scan samples of bottom ash or non-ferro concentrates to see if it contains this kind of small stainless-steel threads and other special heavy metals. Of course, we hope that this device will be further improved towards a scanner that can be used large scale into the process installations instead of in the laboratory only.”

Aerial overview of the Heros Sluiskil facilities and Ecopark Terneuzen.





In the upcoming years Heros plans renovation and probable extension of its quay, and the renewal of the quay handling equipment.



Arie de Bode, managing director of Heros Sluiskil.

Entire chain

To be able to optimise the process of cleaning bottom ash, Heros constantly invests in equipment, and it expanded its terrains over the years and recently, the company acquired another 8ha resulting in a total of 55ha. In the upcoming years Heros plans further optimisation of the processes, expansion of storage capacity, renovating and probable extension of its quay, and the renewal of quay handling equipment. “At Sluiskil we are perfectly located and equipped for our role. As long as people are consuming, they will produce waste and to meet with the growing volumes of waste collected and incinerated, we need to keep our facilities up to date to be able to recycle more and more waste. We also consider the installation of solar

panels as this will contribute to the sustainability of our role in the circular economy”, Arie de Bode summarises. For expanding, the company also looks outside the province in Zeeland and in 2022, Dolphin Metal Separation in Harderwijk (the Netherlands) was acquired. “Dolphin uses sophisticated technologies, such as sensor separation and robotisation to process non-ferrous concentrates into a directly useable product”, Arie de Bode explains about the acquisition. “With Dolphin we now can manage the entire chain of retrieving and processing metals from bottom ash.”

Obstacle

“An important obstacle Heros runs into for its plans is the slow decision-making process of the government which sometimes can be frustrating,” Arie de Bode states. “Take for example the quality of the minerals we take from the bottom ash. While our secondary building materials has such a high quality that it can be used safely in many products and applications, the government does not allow this, simply because they have not adapted their rules to the current level of our improvements. Also, they often forget that using sand and gravel as base material is quite burdensome for the environment because of the retraction from nature. Instead of using this primary material the government should promote the use of granulates from clean bottom ash in infrastructural and building materials as this is much more environmentally friendly. I think that government should better look at what is going on in the industry. This way they will be more up to date, and they will be able to act faster. Everyone will profit from this as this will accelerate the realisation of a circular economy. And isn’t this something we all favour?”



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Kristin Gehre (right) and Melissa Verbeke (left), plant manager and commercial manager of PVG Liquids.

Photo courtesy of Jo De Rammelaere – www.drj.be.

Continuous optimisation with an ever greener touch

PVG Liquids

For many companies, their site in North Sea Port plays an absolutely essential role in their production and/or logistics set-up. PVG Liquids is definitely one of them. The state-of-the-art bottling and distribution centre is the only production facility of the Dutch PVG Group. In recent years, investments have lifted the plant to a significantly higher level in terms of capacity and sustainability. PVG Liquids is eager to further diversify its activities and to reach enhanced sustainability.

When, at the end of the 1990s, PVG Group (see box) was facing a rapid growth in demand for its mobile heaters, the need for guaranteeing sufficient volumes of the right fuels at the right price and quality level and to better control their distribution became ever more pressing. The trading company then took a bold step. It decided to open its own factory – the only one within PVG – for the blending and bottling of heating fuel. As the location of choice, the Dutch group opted for the port of Ghent, now part of North Sea Port.

“Here PVG found the right combination of accessibility, services, and distribution capabilities close to its home turf and to main markets like France, Italy, and Spain, where – due to the different climate – central heating is not as common and where mobile heaters are often used to warm houses in colder periods”, recalls Kristin Gehre, plant manager of PVG Liquids. The new 12,000m² bottling and distribution centre became operational in 1999. It is located next to the tank terminal of



In North Sea Port, PVG found the right combination of accessibility, services, and distribution capabilities close to its home turf and to its main markets.

Gadot, where ships can offload the products destined for PVG, intermediate storage can be arranged, and a direct connection to the blending and bottling lines is in place. “Our interaction with Gadot, with whom we have a long-term partnership, is a basic pillar of our ship-to-shop concept”, Ms Gehre underlines. PVG Liquids, which today employs more than thirty people working in two shifts, has its own tank park of eleven tanks of 60m³ and can store 10,000 pallets six high in its own warehouse.

Solar Impulse label

A turning point was reached in 2009, when the switch was made from polyethylene (PE) to polyethylene terephthalate (PET) for the production of the standard 20-litre jerricans used for the distribution of the heating fuel.

“This not only translated in a solid reduction in our consumption of plastics, but also resulted in a further optimisation of our logistics flows and liberated a lot of space within the factory building, since we no longer had to store large quantities of pre-formed canisters but could blow preforms to the required size by stretch blowing on our site.”

The positive impact of this investment in ecological terms was again recognised as recently as 2021, when the Solar Impulse Foundation awarded its ‘Efficient Solution Label’ to PVG for its PET stackable packaging solution. “We have reduced our plastic use by over 15 million kilos since 2008. And trucks can transport 15% more products per journey. This means there are 600 fewer trucks on the road each year”, PVG said at the time.

PVG, from Zibro to Qlima

PVG Group defines itself as an international trading company in climate control products like mobile heaters, air conditioners, and dehumidifiers. The group, which runs the whole purchasing, marketing, distribution, and sales process from its head office in Oss, the Netherlands, sells both the ‘hardware’ (like mobile heaters) and the fuels and products needed for their operation.

PVG’s history starts in 1980 (the company itself was founded in 1983) when founder Peter van Vugt made his debut importing mobile heaters from Japan and selling them under the brand name Zibro Kamin. He soon went international and at the end of the 1980s, PVG obtained the distribution rights for the whole of Western Europe, Scandinavia, and various Eastern European countries, working through local agents and dealers on most markets. Along the way, air conditioners and dehumidifiers were added to the product portfolio, enabling sales to consumers in both the winter and summer seasons, the range of heaters was expanded to include modern pellet heaters, boilers and gas heaters, and retail and DIY outlets were added to the network. In 2014, PVG adopted Qlima as the brand for its climate products.

Today, PVG is active in over twenty European countries and has independent sales companies in five countries, reaching other markets through 15,000 agents and dealers. The group employs about 160 people.

More filling lines, more products

It initiated a number of new developments for the group. Without having to extend its buildings, PVG was able to add new filling lines. “We now have six of them”, indicates commercial manager Melissa Verbeke. “Four are highly automated and serve for the packaging of our heating fuel in



Photo courtesy of PVG.

PVG Liquids’ plant sits close to Gadot’s tank terminal, allowing for a smooth interaction.



Photo courtesy of Jean-Louis Vandevorde.

In its own warehouse, PVG Liquids can store 10,000 pallets.



Photo courtesy of Jean-Louis Vandevorde.

The orange 20-litre PET jerrican of PVG was awarded the 'Solar Impulse Efficient Solution Label' in 2021.

20-litre jerrycans. The other two offer more flexibility and can be used for filling canisters for the consumer markets that can hold one to twenty litres of a product, to drums and IBCs going from sixty up to a thousand litres. The most recent filling line, for drums and IBCs, was added just last year. Our total bottling capacity now stands at more than 200 million litres per year. That number has more than doubled since 2009. And today, about 70% of PVG Liquids' output is destined for export outside the Benelux, with new markets like Scandinavia opening up."

The plant in North Sea Port focuses on a specific segment of PVG's product range. "We are not involved in parts of the PVG business like air conditioning or dehumidifying, nor in the appliances like heaters. Our core business is the production, packaging, labelling, and distribution of fuel for portable heaters under our own brands and in accordance with the highest quality standards following ISO 9001. We reached the 100 million litre mark in this sector in 2021", Ms Verbeke continues.

"But we have added other products like lubricants, ethanol,

AdBlue, and white spirit to our portfolio for the consumer and the industrial market, for which we can perform the same services as for the heating fuel. We also produce liquids for private labels. We still have capacity and space available for additional B2B activities and we are looking hard at diversifying into other products and packages. We know we can do it. During the COVID-19 crisis, we were even asked to produce hand sanitizer, which we were able to deliver in one week time. It proves how flexible we can be."

Enhanced sustainability

Further optimisation ranks high on PVG Liquids' agenda. One project is directly aimed at the many trucks – up to 200 a week in the winter peak season – that call at the plant. Loading procedures will soon be fully automated, with drivers performing the needed formalities in their own tongue at a special booth and receiving the PIN code they need via mobile phone. But sustainability is top priority, Ms Gehre declares. "There is no avenue we are not willing to explore in this respect. We make use of intermodal transport whenever we can and if lead times for delivery allow. We are considering the production of solar energy. We gained 10% on the weight of our pallets by redesigning them. And, what is of course crucial to us in the climate and energy transition in which the whole economy is engaged, we are moving away one step at a time from fossil fuels in the direction of products with as small an ecological footprint as possible. We already have hybrid fuels, and we are fully dedicated to the mission of becoming the most sustainable chemical filling hub in Western Europe."

It is an ambition that was undoubtedly clearly stated when PVG celebrated its 40th anniversary in early May. Due to its unique importance for the group, North Sea Port was chosen as the perfect spot for employees from all over Europe to meet.

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Everything but offices

Business is going on at Zeeland Maritime Cleaning (ZMC) and sister company Van Hamburg Cleaning (VHC). Since both companies joined forces in 2019, work continued while meanwhile, ample efforts were put in aligning the processes and procedures.

“Despite COVID-19, we had some busy years after VHC was acquired by ZMC’s mother company STT Group in 2019”, director of ZMC/VHC, Remco Vercouteren explains. “Apart from this, we had to integrate the organisational processes and procedures of both companies, in which we took the good things of both organisations and combined them into one well operating system. This way, we have centralised planning, safety & quality control, HR & payrolling, and administration which resulted in more efficiency while securing our quality. Meanwhile, we tried to maintain the characteristics of the companies as they formed the basis of the success of both.”

Moving towards each other

“ZMC has its origin in the cleaning of vessels, whereas VHC started its activities in industrial cleaning, ninety years ago. “Being located in the Vlissingen port area of North Sea Port, ZMC started with cleaning of vessels,” Remco Vercouteren says, “in which the company focused on everything related to the engine room. Throughout the years, ZMC expanded towards industrial cleaning. Today, both activities have a share of around 50% in ZMC’s business. VHC on the other hand, developed into the opposite way. Founded as company specialised in industrial cleaning, it slowly moved towards maritime cleaning, although today, industrial cleaning still has a share of around 90%.”

Responsible and careful

Remco Vercouteren explains, “For both the industrial and the maritime activities, we make use of the most modern equipment such as high-pressure cold and hot water cleaning equipment up to 3,000bar, cleaning robots, and vacuum trucks. Still, our people remain most important as proper and effective cleaning cannot be realised without the hands and eyes of skilled workers. Within the ARA range, we can take care of a



All photos courtesy of ZMC/VHC.

Zeeland Maritime Cleaning has its origin in the cleaning of vessels.



Founded as company specialised in industrial cleaning, Van Hamburg Cleaning slowly moves towards maritime cleaning, although today, industrial cleaning still has a share of around 90%.”

broad range of cleaning services ranging from cleaning engine rooms and bunker tanks to tank storage facilities and water treatment plants. In addition to our cleaning activities, we offer additional waste management services. For this, for example, we have our own collection and storage facilities at VHC’s site in Spijkenisse for a broad range of waste materials. This way, we take care of the entire process of waste handling, from the first analysis up to the external processing, including removal, transport, and the arrangement of the entire paperwork. As we have one of the most extensive environmental permits, and have a broad range of relevant certifications, we can guarantee responsible and careful waste removal, collection, and processing.”

Task risk analysis

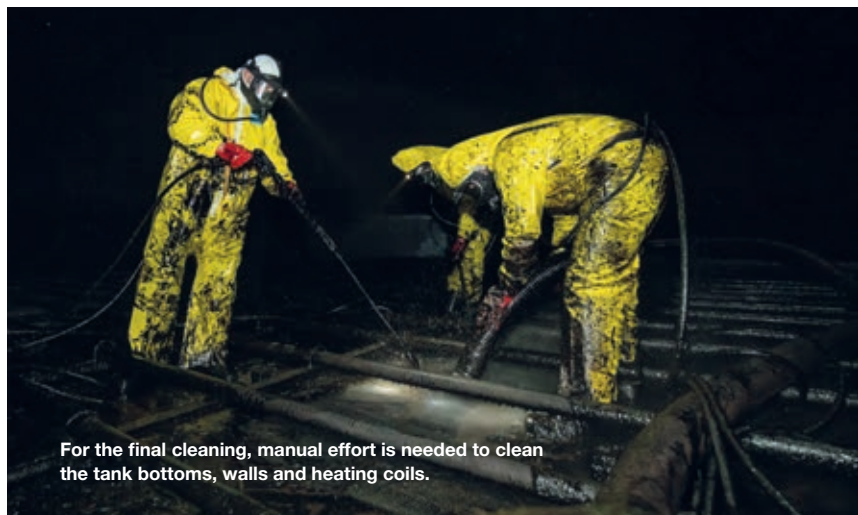
Every project, small or large, requires accurate planning, according to Remco Vercouteren. “Our projects are very diverse,” he says. “As a matter of fact, with regard to cleaning we take care of everything but offices. Some of our projects only take a day, and some require several weeks. Sometimes we just clean one tank, while in other situations we must take care of an extensive project on a petrochemical plant. And the same counts for the cleaning of vessels. This diversity asks for a good planning of our people and equipment as it is important for each assignment to have the right skills and tools available. Also, we always execute a task risk analysis in the preparative phase to enable the safest possible working conditions for our teams.”

Tank cleaning

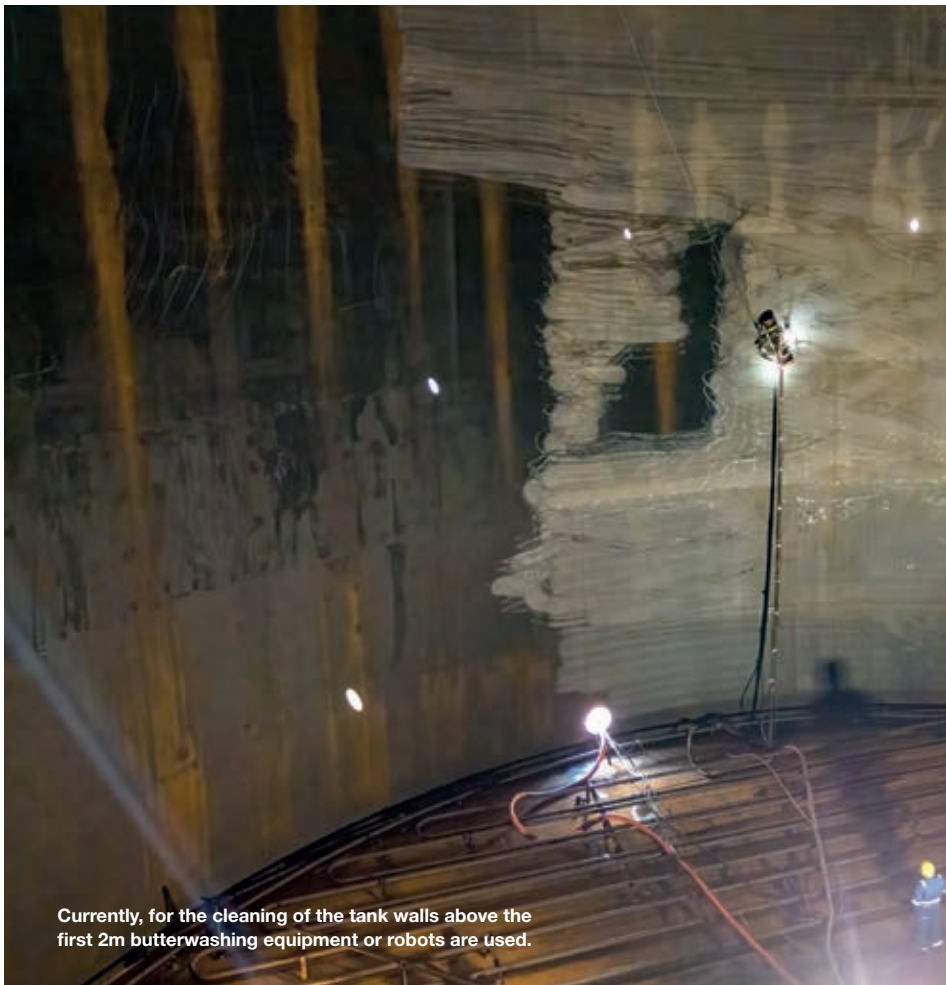
Tank cleaning has an important share in the company’s activities. “Tanks need to be cleaned when other products



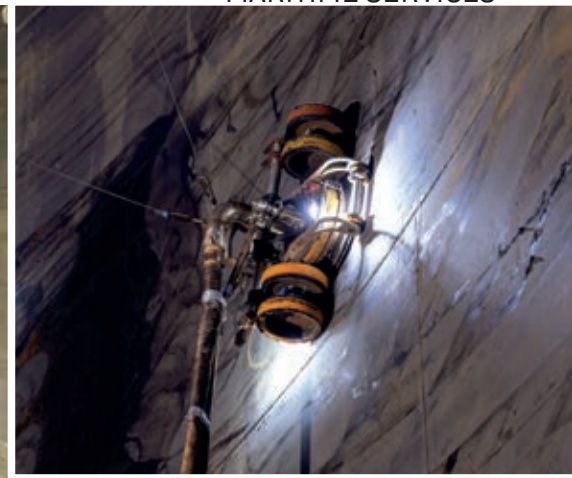
Currently, it is not possible to completely clean tanks without people going inside tanks for detailed cleaning.



For the final cleaning, manual effort is needed to clean the tank bottoms, walls and heating coils.



Currently, for the cleaning of the tank walls above the first 2m butterwashing equipment or robots are used.



Before this inspection it is important to have a tank and the entire connected system of pipelines, valves, taps, et cetera thoroughly cleaned.

need to be stored, and they must be cleaned before inspection”, Remco Vercouteren elaborates. “This inspection is required every few years to make sure that the tanks can be used safely. Before this inspection it is important to have a tank and the entire connected system of pipelines, valves, taps, et cetera thoroughly cleaned. In case of product changes, the way of cleaning depends on what type of products are changed. In case of for example the same product, only the first 2m from the tank bottom upwards needs to be cleaned. In case of totally different products the entire tank needs cleaning. Currently, for the cleaning of the tank walls above the first 2m we use butterwashing equipment or robots. For the final cleaning, manual effort is needed to clean the tank bottoms, walls and heating coils. In situations when tanks are difficult to approach or dangerous to enter, non-entry cleaning is considered. In this case robots are used that are operated from outside the tank.”

A lot of changes

Remco Vercouteren has been working in the cleaning industry for about 25 years and of course, in these years, he has witnessed a lot of changes. “Since I started in the industrial and maritime cleaning industry, many measures have been

taken to make work safer. Think of rules and regulations, certifications, and the use of personal protective equipment in which large steps have been made. Also, equipment and tools have been highly improved making work more comfortable, safer, and efficient, although I want to emphasise that work still can be quite demanding for our people. Therefore, I really am a promotor of non-entry cleaning. Currently, it is not possible to completely clean tanks without people going inside tanks for detailed cleaning. However, I hope that step by step it will be made possible to improve non-entry cleaning and reduce the time necessary for our cleaners to be inside. This is much safer, requires less people and is more time and cost efficient.”

Always need for cleaning

With both companies more and more operating as one organisation, Remco Vercouteren looks towards the future with confidence. “For the short term, like many other industries, we are dealing with the challenge of finding the right people for working in the field as well as at our offices. Therefore, planning our projects has never been important as it is today. On the other hand, whatever happens, there will always be need for maritime and industrial cleaning. No matter what type of fluid or fuel, storage will also be necessary, and storage will always mean cleaning. And to help them to operate safely and efficiently, vessels and the process installations of tank storage and petrochemical industry will need cleaning during their entire span of life. This means an excellent basis for keeping our company up and running, now and in the future.”

DAMEN



Michiel de Vliegheer, managing director of Damen Ship Repair Vlissingen, “Most people at Damen Ship Repair Vlissingen know me and my way of working. So, for me as well as for the organisation, it was not a dive into the deep.”

Always with a focus on the market

Recently, Michiel de Vliegheer took over the helm from Peter Sterkenburg as managing director of Damen Shiprepair Vlissingen. A big career move, although from his point of view not much will change.

Q: Michiel, can you first tell us something about the years before Damen?

A: “After graduating from the University of Ghent (Master in Maritime Science) in 2007, I joined Vroon as project engineer technical management. I stayed there for about four years and then made a sidestep to Zeeland Seaports, one of the predecessors of North Sea Port. At the port authority I was team leader/deputy harbour master, exploring my nautical background. The port authority was an interesting place to work at, but I decided to return to Vroon in 2012 as superintendent, as I missed the daily practice of a more technical role. In 2015, I left Vroon for the second time for a job as project manager at Damen Shiprepair Vlissingen, allowing me to spend a bit more time at home.”

Q: What does the role of project manager entail?

A: “As project manager, I was overall responsible for completing assigned projects within Damen Shiprepair Vlissingen. This included many technical aspects, but also quality, HSE, and finance and it concerned any type of vessel in commercial shipping, naval, as well as superyachts for maintenance, repairs, mobilisation, conversions, refits, up to complete midlife upgrades. I started with relatively small projects, and after some time I took care of larger ones. Work became more complex with a lot of internal and external contacts and a lot of responsibility. In fact, I learned a lot from it for my new current role.”

Q: Have you been project manager all the time before you became managing director?

A: “No, in 2018 I had the opportunity to make a move to the sales side of business as commercial manager. From that moment onwards, I was commercially responsible for the order intake. Next to this, I was assigned a sales role as product group manager for large yacht refits. I always had an affinity for the commercial side of business, making a good proposition for your customers and convincing them of your offer. As commercial manager, I worked intensively together with Peter Sterkenburg. Together with him and our sales team, we approached the market for new business.”

Q: Can you tell us a bit more about this?

A: “One of Damen Shipyards’ strengths lies in the fact that we do not limit ourselves to one market segment. Instead of this, we act with our ship repair yards on all types of vessels. This way we can easily cope with situations when a certain market is at a low. We work with country teams that are commercially responsible in a certain region for most types of vessels. For the niche market we work with product managers. One for cruise, one for superyachts, one for naval vessels, and one for LNG powered vessels. I, for example, have been responsible for superyachts and Peter for Dutch naval.”

Q: After only eight years at Damen Shiprepair Vlissingen, you have become managing director. How did this happen?

A: “As commercial manager, I was already a member of the yard management team and around eighteen months ago, I was asked about my feelings about becoming managing director after the retirement of Peter in 2023. Of course, I needed a few nights of sleep before I positively replied to this question. Most people at Damen Ship Repair Vlissingen know me and my way of working. So, for me as well as for the organisation, it was not a dive into the deep. I have always tried to be open and honest, and always with the goal in mind of making our company better and keeping us competitive in the markets in which we operate. Once it was clear that I would become managing director, my collaboration with Peter grew and I have learned a lot from him. We are not the same person, and I will do things differently compared to him. Still, I do not have the intention to make major changes immediately, as things are going quite well. I will remain the person I am, and Damen will remain the company it is. On the other hand, in the past few months the management team has gone through a rejuvenation, and it is obvious that in this respect we look at things differently compared with former managers. Together we will further develop the things our company is strong in, and meanwhile look after the things that can be improved. Always with a focus on the market, instead of just on the product or service we currently deliver.”

Q: Now that you are managing director, what will be your main challenges?

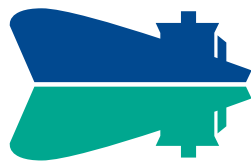
A: “In the business of ship repair and maintenance, it often is a matter of stop-and-go and from an organisational point of view, especially in the current tight labour market, it would be better to have aside a more stable and continuous business model. We could realise this by looking for other less fluctuating activities. Also, our location at the Sloehaven in the Vlissingen port area is around 60 years old. Although we have always been expanding, renewing, and keeping things up to date, many of our assets are still the original ones. Taking care of this is one of our first priorities.”

Q: Do you look at your new role with confidence?

A: “Well yes, I know what I am capable of, so I really look forward to my new job. Apart from this, from the moment I started as project manager I have gradually grown into this new role and since I became commercial manager, this process was supported by the close collaboration with Peter. Once it became clear that I would be the new managing director, I took over things from him step by step, which gave me the opportunity to gain experience for my new role.”



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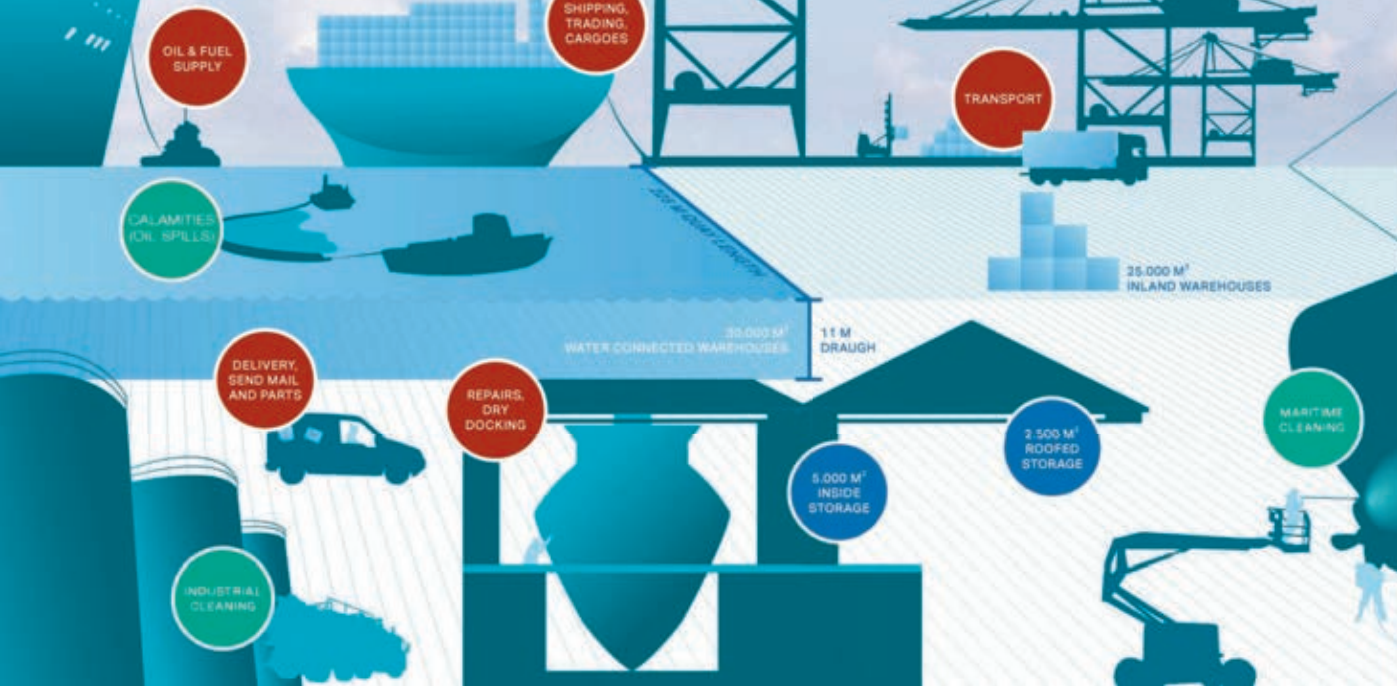
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Photo courtesy of Jean-Louis Vandevorde.

Tanking energy for the future

Q8 revamps tank terminal

Q8 has started to revitalise its tank terminal in North Sea Port. “We want to attract new commercial business, especially in the field of biofuels”, says Tom Toorman, depot supervisor at Q8 Belgium. To this end, two of the eight tanks that make up the Ghent terminal have been or are being refurbished, and the jetty has been upgraded to accommodate larger barges.

The tank terminal on the right bank of the sea canal to Terneuzen is located just south of the Mercatordok in Ghent (North Sea Port). The installation was built in 1963 and Q8 took full ownership in the eighties. It is one of the company's two depots in Belgium, together with the PPST terminal in Wandre,

Liège, which is a 50/50 joint venture with EG Group.

The terminal in Ghent – with a total size of 26,880m² – has a tank park consisting of eight units with a capacity range from 3,000 to 12,000m³. In recent years, the terminal has been mainly used for long-term rental contracts and internal needs for strategic storage and blending of biofuels.

Tank upgrade to support new strategy

Q8 decided to make a major change in this set-up by focusing on new markets and making more flexible use of its well-located platform. “We wanted to attract more commercial business and looked at several options to generate additional activity on this site”, Tom Toorman elaborates. The change was partly inspired by the growing demand for renewable biofuels such as HVO (Hydrotreated Vegetable Oil) and FAME (Fatty Acid Methyl Ester), two sustainable alternatives to diesel.

In 2022, Q8 refurbished a 5,000m³ FAME storage tank. It was insulated and equipped with electric heating to keep the product at the right temperature, creating blending capacity to



A tanker berthed at the new jetty of Q8 in North Sea Port. Q8 can now handle barges of up to 5,500t.

maintain the homogeneity of the biofuels. A second tank of similar capacity will undergo the same upgrade later this year, a third tank will follow in 2024.

“With the demand for biofuels growing, we are exploring opportunities to expand into the market, whether by collaborating with our current customer who is interested in developing its biofuels operations, or by partnering with other parties in the industry. Depending on the market, we plan to convert additional tanks to support the biofuels market.”

Blending new and current business

The upgrade should result in increased throughput. “A new customer that started operations in January is expected to significantly increase the monthly throughput on top of the 2,000 to 3,000t we had in our own Q8 operations.”

However, Tom Toorman stresses that Q8 has no intention of completely withdrawing from the strategic reserves business. “We plan to remain active in the area of long-term strategic partnerships, as they are critical to other Q8 operations and provide a degree of financial stability. But we will definitely be striving for a more balanced portfolio by integrating shorter-term and more flexible contracts.”

New jetty

Work was also needed on the waterside. The old jetty did not allow Q8 to receive barges larger than 2,500t. So it was almost completely renovated, with new dolphins, fenders, gangways, escape routes, and boulders. A loading arm was

added to handle the loading pipes and the water depth of the mooring berth was increased from 3 to 5m. The renovation works were carried out in cooperation with North Sea Port, consultant Raf Verdonck, and engineering company Stranger. The new jetty was completed in January. “We can now fully load barges of up to 5,500t in line with the bigger barges we see on the market, as the smaller barges are disappearing. Becoming a sustainable mobility player is our goal as a company. Our depots are perfectly located to facilitate that transition to more biofuel-partnerships within the harbours so that we can transform into a lower carbon environment together.”

It also allows Q8 to optimise the efficiency of their own operations.

Inland development

Q8 has further plans with its Ghent site. At the landside end of the compound, a third of the space is still available for new developments. Expanding the tank storage capacity is not on the table at the moment. One of the options is the construction of a loading ramp for trucks involved in the distribution of biofuels, another is the installation of a charging station for electrical vehicles (possibly in collaboration with neighbouring companies). The electricity needed could then be generated by a new type of lightweight solar panels on the roofs of the tanks.

100 years Koolwijk Shipstores



30 June will mark the past, but also the future of the company as on this date the official announcement will be made that Anita (l) and Anton Koolwijk (r) will be leaving the company for retirement.

Photo courtesy of Mark Neelemans Fotografie.

Ship chandlers have an important role in providing vessels with food and non-food products. Located in Zeeland, several generations of Koolwijk Shipstores have been delivering stores and supplies to ships of all nationalities for many decades. This year, the family-owned company celebrates its 100th anniversary.

Koolwijk Shipstores was founded by Anton Koolwijk senior and his wife in Vlissingen in 1923 at the age of 27 and respectively 30. The crisis years, the bombings and destruction of World War 2, the catastrophic floods of 1953... they managed to rebuild the company again and again. His son-in-law Wim Roose joined the company in 1941 and then his son, also named Anton, joined in 1948. They withstood fierce competition and economic regression and expanded the company. Anton (the son), and his daughter Anita Koolwijk innovated in ICT and transport and managed to change the name Koolwijk into a brand of quality. A merger took place with Maaskant Store in 2006 and since then, Anita Koolwijk runs the company together with Wim Maaskant, while Anton still works as an advisor at the company too.

Broad range

Ever since the company's origin, it has been supplying a broad range of goods to seagoing vessels. In the beginning only tobacco and other smoking supplies were delivered, however, in 1949 Koolwijk became a full ship Chandler company, delivering all types of food, non-food, facility products, and technical parts items. "Today, we deliver numerous goods to a wide range of vessels operating for the offshore wind and the oil & gas industry, vessels of salvage and dredging companies, fishing vessels, and merchant shipping vessels. Our delivery area entails all Dutch, Belgian, and northern French ports.

Bales of smoked stockfish

"My father started the company in the Walstraat in the centre of Vlissingen", Anton Koolwijk states. "In those days, vessels

didn't have facilities for conditioned storage of goods and because of this, we had bales of smoked stockfish stored. Our neighbours started to complain because of the smell, which is why we decided to move from the centre of Vlissingen to the Buitenhaven." Throughout the years, the company extended and moved to bigger and more modern facilities. In 2021, Koolwijk Shipstores moved from the Westerhavenweg near the Buitenhaven to its current location in Middelburg. "Of course, we would like to have stayed in Vlissingen. However, the opportunities to further expand there were limited which is why we decided to move to Middelburg, where we now have a future-proof facility", Anita Koolwijk elaborates. "As part of our expansion, not only our facilities grew. Having started with a small team of generalists that took care of everything, we now have 25 specialists that are all responsible for only part of the process."

Catering firms

"I started to work at my father's company when I was about fifteen years old", Anton Koolwijk says. "This means a 75 year work anniversary. My work is my hobby, which is why I am still at the office two mornings a week, and more when necessary." "Being at the office in his case means that he really is at work, and not just to enjoy a cup of coffee", his daughter Anita Koolwijk adds with a smile. According to Anton Koolwijk, a lot has changed since 1923. "In the early days, it was literally a matter of first come, first served. As soon as a vessel arrived, it was a matter of getting on board as soon as possible, as usually the person that arrived first was granted the order for stores and supplies from the captain. He often decided himself



Photo courtesy of Koolwijk Shipstores

Koolwijk Shipstores was founded in the Walstraat in the centre of Vlissingen.



Photo courtesy of Koolwijk Shipstores.

Anton Koolwijk in his younger years.



Today, Koolwijk Shipstores delivers numerous goods to a wide range of vessels operating for the offshore wind and the oil & gas industry, vessels of salvage and dredging companies, fishing vessels, and merchant shipping vessels.

Photo courtesy of Mark Neelemans Fotografie.

whom he wanted to do business with. It also happened that he didn't allow ship chandlers to come on board because he favoured another company. Of course, today this is no longer the case as many shipowners now work with catering firms that order the goods for them." "In our case, a large part of our business comes from the Belgium company International Food Services (IFS), although we also supply goods to vessels that work without a catering firm", Anita Koolwijk explains.

Customs

Another thing that has changed compared to the past is customs. "In the past, all goods for the vessels first had to be taken to the customs' office in the port. There they were checked before they could be taken on board", Anton Koolwijk elaborates. "Today, we have our own bonded warehouse, and much of the paperwork is digitally executed. We arrange the custom-related activities ourselves and supply directly to the vessels." "Also," Anita Koolwijk adds, "today's vessels often have an international crew, which makes the procurement much more complicated for shipowners and caterers. For us, it means that we must keep a much more varied stock of products. This can sometimes be difficult for fresh products. Fortunately, we can rely on several local suppliers of fresh food such as vegetables, fruit, and fish. We have built up a relationship of many decades with most of them."

Communication

For ship chandlers too, rules and regulations influence daily life. "European law can sometimes be helpful, but it also can



Photo courtesy of Mark Neelemans Fotografie.

Bas van den Tillaar, the mayor of Vlissingen (l), together with Anton Koolwijk (r), at exposition of Koolwijk Shipstores in Museum Schelde Werf.

Exposition Firma Koolwijk Shipstores 100 years

On Sunday 7 May, Bas van den Tillaar, the mayor of Vlissingen, together with Anton Koolwijk opened a small yet thorough exposition of Koolwijk Shipstores in Museum Schelde Werf. The exposition shows the life work of three generations of the Koolwijk family and how with their diligent work, the company managed to exist for a century. By means of photos and other footage the exposition shows an interesting and complex company within the context of many societal developments and the persistence and entrepreneurship of this Vlissingen family.

The exposition can be visited until 2 September in Museum Schelde Werf, De Willem Ruysstraat 100, 4381 SE Vlissingen. Open on Wednesday, Friday, and Saturday from 13.00h-17.00h.



As of 30 June, Koolwijk Shipstores is in good hands of Wim Maaskant. His son-in-law Jesper (l) and son Wim (r) also work at Koolwijk, so from that perspective the future looks bright.

Photo courtesy of Mark Neelemans Fotografie.



One of our strengths in this matter lies in the fact that we have a very loyal group of first-class suppliers, and we have an excellent collaboration with the vessels and shipping agents.

be difficult as rules and regulations often change, and we must constantly deal with this to be able to carry out our work in the right way”, Anita Koolwijk voices. “Despite Europe, customs, even in the Netherlands, do not always operate in the same way. A customs programme, for example that is specifically designed for ship chandlers, is approved in Rotterdam, but is subject to stricter requirements in Zeeland, making things unnecessarily complicated. Still, with our team and the measures we have taken with respect to automation and digitalisation, we can deal with all of this. One of our strengths in this matter lies in the fact that we have a very loyal group of first-class suppliers, and we have an excellent collaboration with the vessels and shipping agents. They know we will always do our best to serve them fast and efficiently. We always communicate with them about the supply of goods. Suppose we do not have, for example, a desired brand of drinks. In that case, we do not just send another brand, but we first contact the person responsible for the order to discuss the alternatives. We hereby avoid disappointments, and this is really something our customers value.”

Bright future

On 30 June, Koolwijk Shipstores will celebrate its 100th anniversary. “This date, halfway through the year, was chosen as the exact date of establishment is unknown. All paperwork related to this was destroyed by a fire at the chamber of commerce”, Anita Koolwijk explains. 30 June will mark the past, but also the future of the company as on this date the official announcement will be made that Anita and Anton Koolwijk will be leaving the company for retirement. “It is time to step back for both of us”, Anton Koolwijk voices. “I have spent most of my life at the company and although I still like my job, it is time to hand matters over.” Anita Koolwijk adds, “We have decided to sell our shares to Wim Maaskant and with his experience, we know that the company is in good hands. His son and son-in-law also work at Koolwijk, so from that perspective the future looks bright. Although perhaps not so much as my dad, I have also spent quite some time at Koolwijk. For the future of the company and myself, I think this is the right moment to leave, and I am looking forward to enjoying the years to come.”

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North Sea Port

the 60 kilometres long cross-border port area stretching from Vlissingen over Terneuzen in the Netherlands to Ghent in Belgium



1,000 hectares of industrial sites available to investors.

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Europe's number 8 concerning seaborne cargo traffic.



An extra building block for a circular future

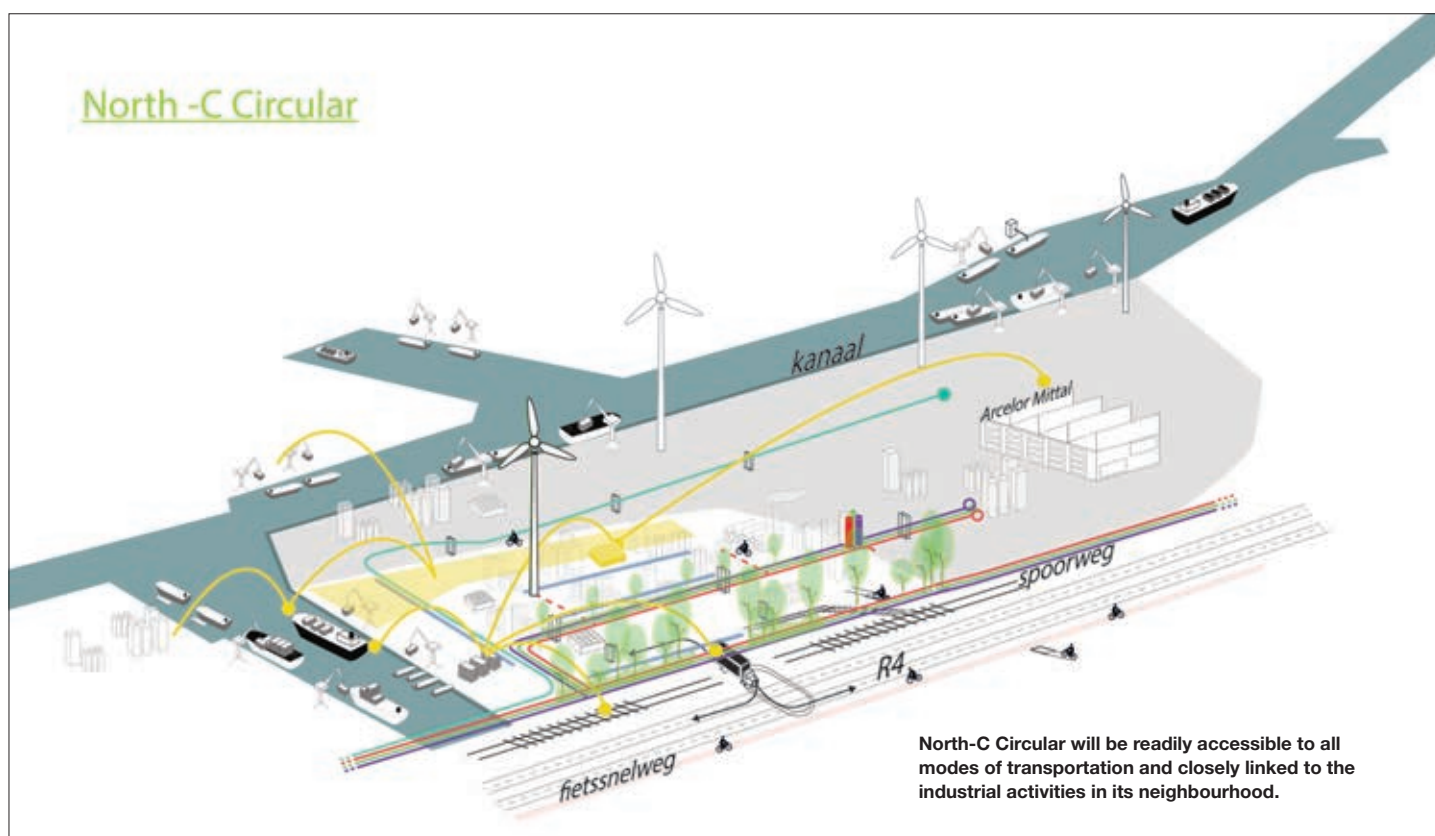
ArcelorMittal Belgium and North Sea Port join forces for dedicated industrial estate

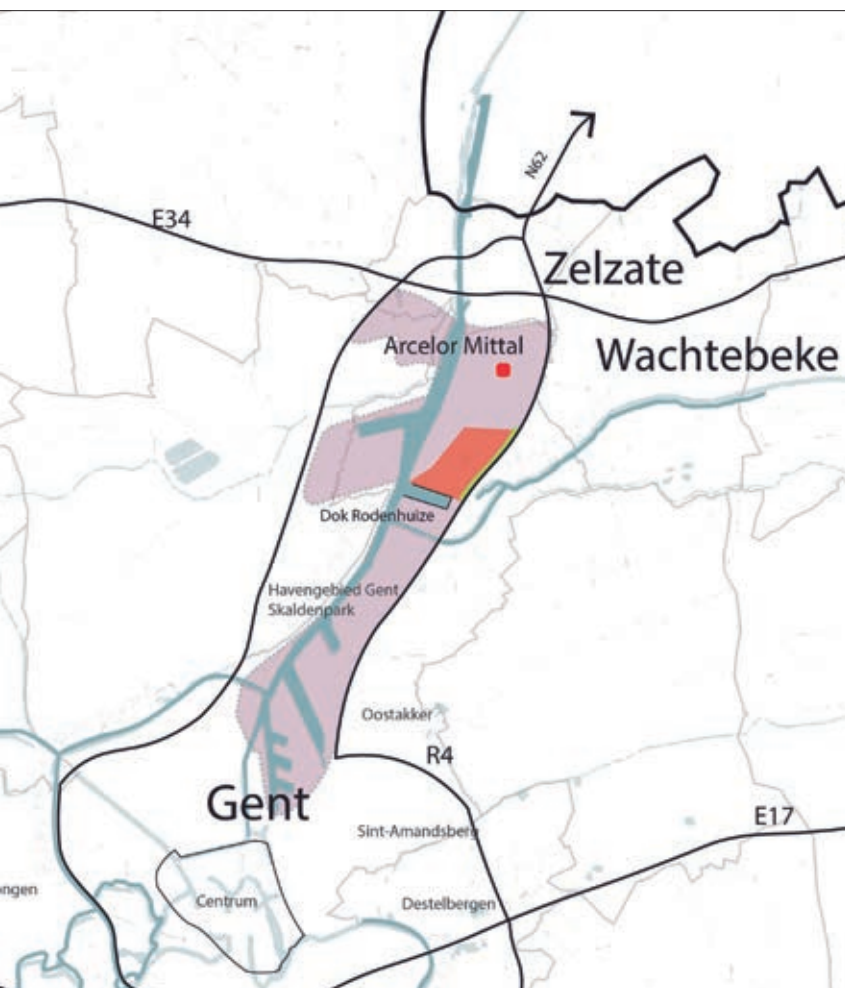
A new industrial estate called North-C Circular is to be built on the north side of the Rodenhuizedok in a joint effort by ArcelorMittal Belgium and North Sea Port. It will open up 150 hectares for economic development with a specific focus: the site is intended to receive activities related to the circular economy, thus reinforcing the strong drive to more sustainability and climate neutrality that the port and the steel mill share.

The North-C Circular site is located on the right bank of the sea canal linking Ghent and Terneuzen, in the area between the Rodenhuizedok, the R4 ring road, and the steel plant of ArcelorMittal Belgium. Unlocking this area for new developments will add an additional 150 hectares of presently largely unused land to the 700ha North Sea Port still offers for new investments.

A ten year run-up

Development will not happen overnight, but the very first steps are being taken this year. By the summer, a brownfield covenant (drawn up by North Sea Port, ArcelorMittal Belgium, the Flemish government and other stakeholders) is expected to be in place. This will set the scene for transforming the entire site, of which 90% is lying on grounds owned by the steel producer and 10% by North Sea Port, into an industrial estate in a comprehensive and structured manner for future use. In the next phase,





The new estate will sit at the very centre of the canal zone between Ghent and Terneuzen,

“North-C Circular is an essential step in ArcelorMittal’s Smart Carbon concepts and North Sea Port’s circular ambitions.

the necessary studies will be conducted, reports written, a Masterplan formulated, and the needed permits obtained. Preliminary works are planned to start in late 2024. A significant part of that job will consist in tackling the historical dredging sludge depots present in that zone. These depots cover about 40 hectares and are impeding the immediate use of the site. Preparations will also include building the basic infrastructure for utilities and access by road, land, and water, compensating for the loss of forest, and providing the buffering and landscaping to limit the impact of future activities on their surroundings. The rehabilitation of the sludge depots and the development of infrastructure is foreseen in a time frame of about ten years. Moreover, by reintroducing 40ha of land into productive use, the project contributes to the European policy goal of ‘no net land take’.

Phased development

New companies geared towards circular activities or linked to ArcelorMittal’s own CO₂-roadmap can then start moving in.

Their activities will have to focus on reducing CO₂ emissions, fostering the shift from fossil to renewable raw materials and energy, recycling of wood, scrap and plastics, thus contributing to making the port and ArcelorMittal Belgium climate-neutral.

But a step-by-step approach will be followed. Outside the depot area, ArcelorMittal already launched some new activities connected to the production of green ethanol (Steelanol) and its storage and logistics (Carbon Green Logistics). Feasibility studies are under way for other projects. Other technologies, still in the research phase today, will have to wait until they reach maturity.

On the waterside, North Sea Port will adapt the quay infrastructure and handling capacities in due time.

Joint initiative, joint drive

The joint initiative is the reflection of a joint drive, both North Sea Port and ArcelorMittal Belgium underline. The port community as a whole has committed itself to become climate neutral by 2050. Reducing CO₂ emissions and enhancing the circularity of economic activity are both crucial for achieving this objective

In its strategic plan ‘Connect 2025’, North Sea Port puts a lot of emphasis on sustainability, climate and energy transition, and circularity. “By as early as 2025, we want to capture 3 million tonnes of CO₂ for storage and reuse. And by 2030, our port wants to emit half the current amount of CO₂ as an intermediary step to completely eliminate these emissions by 2050”, says CEO Daan Schalck. “Furthermore, by 2025 North Sea Port already wants to have 150 hectares of land ready for circular projects. By that date, the port also wants to attract ten circular activities with innovative technologies or processes that can enable sectors like chemicals and steel to make the transition to climate neutrality.”

Smart Carbon

As one of the major industrial players in the port area, ArcelorMittal Belgium has an important contribution to make in these ambitious plans. The steel producer is working hard to implement its own action plan to reduce CO₂ emissions by 35% by 2030 (compared to 2018) and to be climate-neutral by 2050.

“This action plan consists of three axes”, CEO Manfred Van Vlierberghe explains. “The first is to further improve resource and energy efficiency. The second is to embrace hydrogen instead of carbon to reduce iron ore. The third and final axis is the development of ‘Smart Carbon concepts’ in the heart of the circular economy, replacing fossil carbon with green and circular carbon (using waste wood from container parks as part of the Torero project, for instance), applying the Carbon Capture and Utilisation (CCU) principle by converting steel gases into 80 million litres of sustainable ethanol per year in our new Steelanol plant, and cooperating with the Belgian gas network operator Fluxys and North Sea Port on a study into liquefying CO₂ and building a CO₂ hub in the field of Carbon Capture and Storage (CCS).”

“ArcelorMittal Belgium plays a pioneering role in climate transition within industry. The development of North-C Circular is an essential step in the further development of the Smart Carbon concepts we are implementing”, Manfred Van Vlierberghe concludes.

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Minimising impact

Premier Modular's lauching project for Europe are two temporary buildings to provide 4,392m² of high-quality office and welfare space for the site construction teams of a new datacentre that is under construction in Middenmeer (North Amsterdam, the Netherlands).

All photos courtesy of Premier Modular, unless stated otherwise.

Using modules for the construction of permanent and temporary buildings has grown into a well-known and accepted method of fast and flexible building. Various companies offer likewise solutions. However, with over 66 years of experience, UK based Premier Modular can be considered as the industry's benchmark.

Recently the company decided to cross the Channel to set foot in Europe and PortNews talks with David Oakley, general manager Europe, and business development manager Anton Koopman of the company about their plans.

Unparalleled flexibility

"Since 1956, we have been specialising in the design, manufacture, and construction of sustainable permanent and rental modular building solutions", David Oakley says. "In the

UK, we have been providing solutions to support our clients across a variety of sectors, such as infrastructure, education, health, commercial & industry, and retail. Our buildings are marked by their unparalleled flexibility and quality. We take on large one-off projects but also deliver high volume, standardised buildings to our customers. Projects typically range from EUR 1 to 25 million although we can take on projects with smaller or significantly larger budgets. No matter the size of a project, our customers' demands and requirements are leading in the solutions we offer."

Datacentre

Premier Modular BV was founded recently to facilitate the growth plans of Premier Modular in Europe, with its headquarters in Hoofddorp. From there, Anton Koopman initiates and leads the European expansion. "Recently, it was decided to roll out our services towards northern Europe", Anton Koopman explains. "Currently, the modules are still constructed in the UK and transported via the port of Rotterdam to the continent. When we will have reached a certain sales volume, we might decide to establish a production



Offsite manufacturing reduces the carbon footprint.



Photo courtesy of Premier Modular/Absolute Photography.

Premier Modular buildings are marked by their unparalleled flexibility and quality.

facility in the Netherlands as well. As a launching project, we constructed, delivered, and installed two temporary buildings to provide 4,392m² of high-quality office and welfare space for the site construction teams of a new datacentre that is under construction in Middenmeer (North Amsterdam, the Netherlands). The two air-conditioned buildings comprise of washrooms, lockers, canteen, prayer rooms, private offices, open plan offices, meeting rooms, and board rooms, and are a good example of Premier Modular's high quality and flexibility."

Six storeys high

Considering modular concepts, people often tend to think of basic constructions with only a minimum of comfort, but many projects realised in the UK show that Premier Modular's solutions are often far from that. "Of course," David Oakley explains, "when desired we can keep things simple, which is often the case for short-term projects. However, most of our customers look for constructions that can compare or exceed traditional buildings when looking at comfort, usability and building quality. One of the biggest advantages compared to



David Oakley (left), general manager Europe, and business development manager Anton Koopman (right) of Premier Modular.



Throughout the years many large-scale, top-notch facilities have been realised.

Photo courtesy of Premier Modular/Francesco Montagutti.

Three awards

Premier Modular won three awards on 10 May at the National MMC Awards in London. The company was shortlisted in seven categories and the company ultimately won in the following categories:

- Manufacturer of the Year.
- Project of the Year – King’s College Hospital.
- Temporary Project of the Year – Douay Martyrs School.

other modular alternatives in the market, is that our modules can be used for constructing buildings up to six storeys high. Therefore, they can easily be used for permanent constructions, and not just for temporary housing.” “Throughout the years”, Anton Koopman adds, “many large-scale, top-notch facilities have been realised from a six-storey, 8,400m², large hospital, to a 38,000m² accommodation complex of offices, welfare, and catering facilities for a nuclear power plant.” “The latter example,” David Oakley elaborates, “shows that our modular concept is very convenient for the offsite location of this kind of facilities at production and storage sites, which is why we have realised many of such projects in the UK.”

Net zero by 2035

Anton Koopman sees a high potential for Premier Modular in Europe. “Office space is scarce in Europe, and there is also great demand for flexible housing, for example for refugees. I also think our modular building solutions are perfectly fit for North Sea Port. In the next few years, various new industrial

and storage facilities will be realised over there and for this we can offer full turnkey services, or, when desired we can act as a specialist key supply chain partner. North Sea Port wants to develop into a green energy hub and has circularity high on its strategic agenda. This is in line with our ambitious plans to reduce carbon emissions from our operations to net zero by 2035. This way, we want to contribute to the sustainability goals of our customers, not only by providing a sustainable building concept but also by contributing to a sustainable supply chain.”

Lower footprint

“Within our sustainability plans, our modular system certainly plays an important role,” David Oakley elaborates, “and they can also contribute to the sustainability plans of the companies at North Sea Port. Compared with traditional constructions, our buildings are more energy efficient. They minimise the impact on the environment at every stage of the building lifecycle. Our modules are less resource-intensive, generating less waste, using less energy, and having a lower carbon footprint. By using offsite manufacturing, we reduce material waste, vehicle movements, congestion, and carbon emissions in the production of buildings. Apart from this, the buildings we construct require less energy for heating and cooling. Our buildings are also fully re-useable, flexible, reconfigurable, and recyclable. Both temporary and permanent solutions can easily be adapted to changing local needs and shifting demographics, meeting decarbonisation goals. Finally, our buildings remain under our control for their complete lifecycle. This gives us the unique opportunity to address environmental issues such as recycling and waste using innovation and technology which helps to keep the modules up to date.”

Multitaskers rather than specialists



Behind a 250m long ISPS-approved quay
L. Timmerman owns a 5,800m² large terrain.

All photos courtesy of L. Timmerman & Zn.

Since its establishment in 1919, L. Timmerman & Zn. has grown into a successful company that carries out a broad range of service and construction activities. The company is a good example of the many hidden gems of the Zeeland industry. Although not widely known, it has an excellent reputation in the Zeeland region and markets in which the company operates.

Located in Middelburg, the company exists of two organisations that each has its own activities: Timmerman Bouwmachines and Timmerman Industrial Repairs. Timmerman Bouwmachines (construction machines) consists of two departments. One is

involved in the modification, repair, and maintenance of mobile and crawler excavators and cranes. The second department carries out all kinds of machining works. Timmerman Industrial Repairs offers a full-service repair and maintenance package for the shipping, offshore, and production industry. Over the years, both companies have built up an impressive track record based on flexibility, professionalism, and tailor-made solutions.

Expert in modifications

Since September of last year, Pasquale Di Tucci joined the company as general manager. PortNews talks with him. "From our location in Middelburg," he says, "we carry out activities from our two companies, each with their own skills and markets. Apart from modification, repair, and maintenance, Timmerman Bouwmachines sells and rents out new and used machines such as mobile and crawler excavators and cranes. For this, we act as an agent in Zeeland and West Brabant for Hyundai and Sennebogen." When looking at modifications, the company is expert in cab risers, fixed or with hydraulic height



Modified harbour crane at one of the terminals in the North Sea Port port area.



All work is executed, tested, and approved according to CE regulations and all other critical standards.

adjustment. However, as Pasquale Di Tucci explains, it has much more to offer. “Apart from cab risers for new and used machines, we also take care of other modifications, for example the extension of booms, the widening of undercarriages, and additional counterweights. We are also active in refurbishment of existing machines. These machines are often worn or



Pasquale Di Tucci, general manager of L. Timmerman & Zn.

damaged during use, and in the current market situation re-manufacturing often proves to be a good solution rather than purchasing a new machine with long lead times and high prices. Of course, all work is executed, tested, and approved according to CE regulations and all other critical standards. We handle any type of ground-breaking or building machine and we have a strong relationship with the importers of all existing brands. A lot of these machines are also used in port areas, and with our tailor-made solutions we serve various terminals at North Sea Port as loyal customers.”

Machining

Next to customising, L. Timmerman is also expert in the maintenance, repair, and approving of cranes and other types of building and ground-breaking machines. Sometimes this results in complete overhaul projects.

“Currently”, Pasquale Di Tucci explains, “we’ve got ourselves a telecrawler that was used on a vessel of Jumbo shipping. Although the machine does not have a higher number of operating hours, the harsh conditions at sea had its impact on the condition of the crane. The decision had to be made whether to buy a new one or have this one completely refurbished instead. In the end, the decision fell on refurbishment, not in the least because of our expertise, high quality, and fast delivery times.” A relatively small department of Timmerman Bouwmachines is the machining branch called Timmerman Verspaning (Machining). “At our machining department, we have everything available to construct or repair parts of the machines we have in hand”, Pasquale Di Tucci states. “Timmerman Verspaning can also take care of small assignments for third parties. However, most of the machining is done on behalf of our own projects at Timmerman Bouwmachines and Industrial Repairs.”

Industrial Repairs

Business unit Timmerman Industrial Repairs has a large track record in the shipping, offshore, and onshore production industry. Pasquale Di Tucci elaborates, “At Industrial Repairs we focus on full-service. We offer project management, engineering, construction and machining, maintenance and repairs, lifting and hoisting, parts provisioning, and reporting. We aim at



L. Timmerman is expert when it comes to construction works and repairs to technical systems; specifically hydraulic, mechanical, and structural systems.

providing high-quality services, with fully managed and trouble-free solutions. We are experts when it comes to construction works and repairs to technical systems; specifically hydraulic, mechanical, and structural systems. This includes, for example, maintenance on technical equipment, complete overhauls of winches and cranes, repairs and/or modifications of piping systems, and a large variety of supporting services. Engineering and constructing custom-made solutions are also part of our service provision. Throughout the years, Timmerman Industrial Repairs has built up an excellent reputation resulting in loyal customers in the offshore industry, and many satisfied ship owners.”

Quay facilities

L. Timmerman & Zn. is located adjacent to the Kanaal door Walcheren (canal through Walcheren, part of the province of Zeeland). For ship repairs, Timmerman can make use of a 250m long ISPS-approved quay in front of the company. This is a public sea quay owned by the municipality of Middelburg, and Timmerman has been granted permission to make use of it for repair, maintenance, and, when necessary, cargo handling. “It is very convenient to have a quay facility near our premises,” Pasquale Di Tucci voices, “as our technicians have everything nearby. To facilitate the ship-owners, we are currently preparing shore power facilities. This is good for them, and for our surroundings, too. The quay has recently been renovated and now everything is up to date again for the receipt of a broad range of inland and seagoing vessels with a draught of approximately 4,50m. Of course, our services are not restricted to our Middelburg facility. When necessary, our technicians operate on any location for servicing the vessels.”

Modern facilities

Pasquale Di Tucci continues, “Behind the quay we own a 5,800m² large terrain. On 2,500m² a workshop is built for the construction of machinery, together with a hall for industrial repairs, a separate space for the machining department, and a large warehouse for storing parts and materials. We are a modern company using the latest equipment and technologies to carry out the wide range of activities for our customers. Apart from our company in Middelburg, the family Timmerman also owns the Werkendam-based company Van den Heuvel that operates in the piling, excavation, demolition, transshipment, and road-construction sectors. In Ostrava (Czech Republic), Timmerman participates in the steel construction company Mostarna which specialises in welding and machining of large components, for example for the offshore industry. It is obvious that we are working closely together and can make use of each other’s facilities, knowledge, and skills.”

Versatile

“I have been involved in L. Timmerman for about nine months now, and in this period, I have learned that the company is one with a motivated team that always thinks along with its customers to find a solution to their issues. Our services are characterised by the flexibility and quality we deliver as a family-owned company. We are a versatile, highly skilled, and an expert problem-solving company. We consider ourselves as multitaskers rather than specialists, meaning that we can help our customers with almost every technical issue. This has brought us where we are today, and it will help us keep our position in the next decades”, Pasquale Di Tucci concludes.



The giant RMG crane covers two rail tracks (left) and a five row stacking area where boxes can be stored three high.

Photo courtesy of Jo De Rammelaere – www.drj.be.

New crane, new rail, new train

DFDS Belgium

Strengthening its north-south axis running from Scandinavia to Southern Europe, DFDS has launched a new rail service between Lyon and Ghent, where it connects to its shortsea line to Gothenburg. At the same time, the group reinforced the rail capacities of its terminal in North Sea Port by adding a fourth on-site track to the three existing ones and by investing in a rail mounted gantry (RMG) crane to boost throughput and speed up the handling of trains.



Photo courtesy of Jo De Rammelaere – www.df.be.

Michael De Wreede and Frederic De Vreese overlooking the DFDS terminal at the Mercatordok.

A first attempt at setting up a rail link to Lyon stranded three years ago due to the COVID-19 pandemic. But DFDS learned the needed lessons and worked out a new concept to match the market's demand. In partnership with Lineas, Europe's largest private rail freight operator, the train started rolling in March in an A/B next day delivery scheme between the Stukwerkers terminal at the Sifferdok in Ghent and the Port Edouard Herriot inland terminal in Lyon, one of the most important industrial regions in France.

From Gothenburg to Lyon, and vice-versa

Lineas and DFDS divide the capacity of the train between them in a flexible way. They also split up the sales job, Lineas taking commercial responsibility for the containers and swap bodies, and DFDS for the trailers the train can transport.

"For the trailers, we act as the only customer for Lineas, selling our capacity allotment to our own clients. They can book it in the same manner they do for our ferry product", says Frederic De Vreese, business development manager at DFDS Belgium. "Ghent is the linchpin in a larger multimodal chain linking Gothenburg to Lyon, and vice versa, by way of our shortsea service between Sweden and Belgium, which offers six departures a week in both directions, and the new rail connection to Lyon. But cargo originating from other origins than Scandinavia is of course just as welcome."

Cargo does not have to be transferred to another vehicle or loading unit. The train can carry the containers and craneable and non-craneable trailers the goods are travelling in. And the range of products is extremely wide, from food and fast moving consumer goods (FCMG) to chemicals and industrial cargo like spare parts and components for the automotive industry, which is present at the three main points – Gothenburg, Ghent and Lyon – on the multimodal route.

90% less emissions

The train to Lyon started off at a frequency of three rotations a week, but is expected to run on a five times a week schedule in the very near future. That will mean about 450 trains a year (back and forth) that can transport 8,000 trailers and containers. The shift from road to rail translates into a 90% reduction in CO₂ emissions. At the official launch of the new service, Daan Schalck, CEO of North Sea Ports, could only applaud:

"Low-emission rail freight is one of the ways in which North Sea Port continues to build a sustainable multimodal port. With the new combined transport between Gothenburg, Ghent, and Lyon, we further strengthen our position as a multimodal port in Western Europe."

"Sustainable transportation is in growing demand and big industrial shippers are a driving force in the kind of modal shift we realise here. More and more, they use their buying power and ask for multimodal solutions in the tenders they send to the market. We are eager to follow and to offer them the services they need to make that happen, even if meeting their requirements in terms of reliability and punctuality can be quite challenging", Frederic De Vreese adds.

Barges and trains at Mercatordok terminal

The new train is not handled at DFDS's own terminal at the Mercatordok, but is further proof of the efforts deployed by the Danish group to foster the use of alternative transport modes, Michaël De Wreede, sales manager at DFDS Belgium, indicates. "At our own installation at the Mercatordok, we already have three to four barges a week carrying containers to and from the big terminals in the port of Antwerp, plus another one or two shuttling between Ghent and Rotterdam. We can also serve the port of North Sea Port Vlissingen if wanted. It helps local industries to make their logistics chains greener."

“On the rail side, we also have a lot of activity”, Michaël De Wreede goes on. “We have five conventional trains coming in each week from Sweden, with truck cabins – and their painted plastic parts to trim them – destined for the automotive industry in Ghent. This ‘cabtrain’, as we call it, takes back the skids used for the transport of the cabins, steel coils on cradles, palletised consumer goods for Swedish supermarkets, etc. The other major rail service on our terminal here are the container trains from Sweden, bringing in automotive components seven times a week. On a less regular basis, we also handle steel trains on this location, where we can offer sheltered storage for the coils.”

“But for rail shipments, we also use services from other intermodal terminals in the Ghent port area. The higher the number of rail connections available nearby, the better. It allows for synergies and creates win-win situations that benefit everyone”, Frederic De Vreese underlines.

Increased capacity

The terminal at the Mercatordok has seen two major rail developments in recent months. A fourth on-site track with a length of 450 metres has been added and since April, a new rail-mounted gantry crane or RMG covers the two rail tracks used for container trains and a five row stacking area where boxes can be stored three high.

Both investments, which are complemented by the extension of the rail bundle and the renewal of switches outside the terminal by rail infrastructure manager Infrabel, add to the intermodal handling capacity of DFDS and allow to speed up operations

and improve cost-effectiveness. “We can now take in a full cabtrain and a full container train at the same time, splitting both of them over two tracks. For containers, our handling capacity has gone up to 420 moves per day. And working from the top with a RMG means you can take the shortest way from one track to the other and between the tracks and the stacking area. A reach truck often has to move around the train and thus needs more time to do so.”

What’s more, the crane is powered by renewable energy from, among other things, DFDS’s solar panels. It replaces diesel-fueled machinery and takes the company another step closer to its CO₂-neutrality target.

Showcase for multimodality

“North Sea Port offers a perfect base for setting up multimodal services, with its strong industry generating a lot of cargo flows, excellent infrastructure, and its central position in Europe. Within DFDS, Ghent is a showcase of multimodality”, Frederic De Vreese and Michael De Wreede conclude. “We definitely plan to increase the number of intermodal connections to and from the port as an extension of the green corridor we are putting into place on the shipping side between Ghent and Gothenburg. The possibilities are manifold, if only to connect with our network in the Mediterranean, and this is also perfectly in line with the things we do to increase the sustainability of our terminal here.”

[I. DFDS.COM](http://I.DFDS.COM)

[I. LINEAS.NET](http://I.LINEAS.NET)



Photo courtesy of Lineas

The new train to Lyon can transport containers, trailers, and swap bodies.



All photos courtesy of Els Swart Fotografie.

On 22 June Promotion Council North Sea Port and Lionsclub Vlissingen organise the 'Maritieme Haringparty'. With over 500 attendees from the maritime industry, it will be the maritime network event of Southwest Netherlands and Flanders.

For many decades the Haringparty (haring means herring in Dutch) has been a most anticipated networking annual event. Originally, it was an initiative of mainly maritime companies from the Vlissingen port area. It was organised by Lionsclub Vlissingen to raise money for charities.

Over the years the original maritime character of the Haringparty faded into the background, and participants that have been supporting this event for many years expressed that they would like to have this maritime character back again. This is why from this



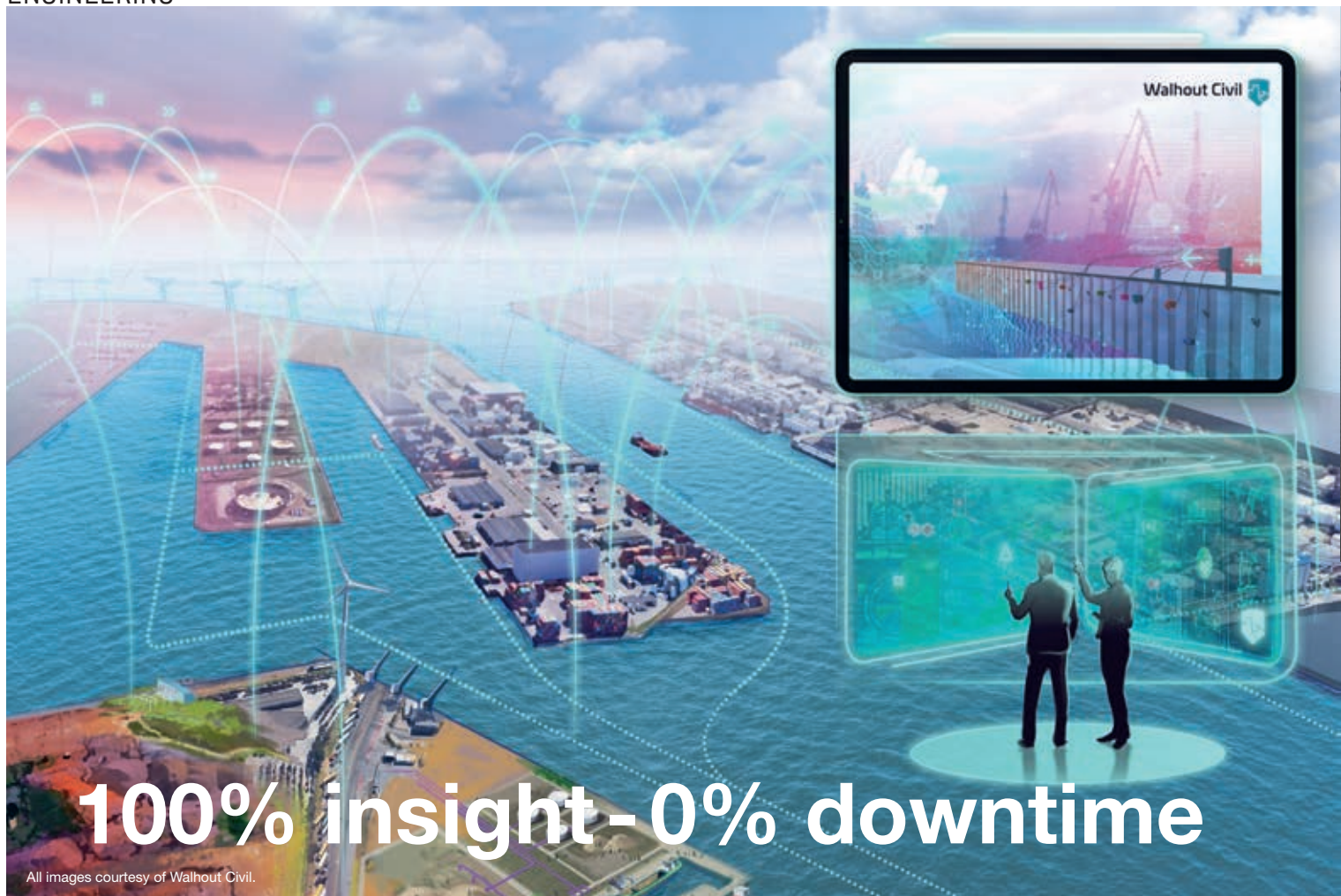
The organisers hope to strengthen the maritime character and to grow the event into the leading maritime herring party of Southwest Netherlands and Flanders.

About Hollandse Nieuwe

Each year in June, at various events in the Netherlands the start of the sales of the new catch of herring is celebrated. The herring is caught from halfway May until July and after this the fish is processed by a unique Dutch procedure of cleaning (called haring kaken), salting and controlled ripening. After this unique process, the new caught herring is called Hollandse Nieuwe (Dutch 'new ones'). After the process, the herring is deep-frozen so that people in the Netherlands and abroad can enjoy the delicacy for months. Another type of herring is called maatjesharing (maties herring). Maatjesharing is herring processed in the same way as Hollandse Nieuwe, however the difference lies in the period of consumption. After September, it is no longer allowed to name herring Hollandse Nieuwe. Instead of this it is called maatjesharing. This name derives from the former name 'maagdelijke haring' (virgin herring) as this herring does not contain milt or roe. Through the years, the words maagdelijke haring are corrupted into maatjesharing. In Belgium, the Hollandse Nieuwe are simply known as maatjes.

year on the Lionsclub Vlissingen is joining forces with Promotion Council North Sea Port. This way, the organisers hope to strengthen the maritime character and to grow the event into the leading maritime herring party of Southwest Netherlands and Flanders. Over 500 maritime attendees are expected at the networking event. As is customary, this year too, a keg of so called 'Hollandse Nieuwe' herring will be auctioned for a charity. Next to this, the Hollandse Nieuwe, will be served together with other delicious foods and drinks in the industrial monument De Lasloods in Vlissingen.

I. PC-NSP.COM



“Driven by strategy, data, and engineering, we have been a strategic consulting and engineering company for the past two decades”, Remco Kok, commercial manager at Walhout Civil says.

“Founded in Middelburg, we have always had a strong international focus on engineering quays, jetties, and mooring facilities”, he continues. “Many of the current civil works have been constructed during the 60’s and 70’s. As of today, 85% of these structures have reached their end-of-life. On top of this, the present usage of the assets worldwide has become much more intense as trucks, trains, and vessels have become bigger and heavier. Unfortunately, this can result in situations where suddenly terminals or bridges must be closed, as the safety of the assets cannot be guaranteed. As quays and jetties form a company’s lifeline, this has an enormous impact on the company’s activities. Therefore, knowing what you have and in which state it is, is crucial. Who owns the quay or jetty is irrelevant, as it is the user’s responsibility to get this insight.

The strategic approach – looking 25 years ahead

“What makes us unique,” Remco Kok explains, “is our strategic approach. At some point in time, every terminal will be faced with the fact that the present assets simply no longer suit the operational activities. This can be caused by the development in activities or simply because the constructions have reached

their end-of-life. Where one would traditionally look at the present situation and find a suitable solution, our approach is different. Together with the board and the management of the company, we define the desired situation 25 years from now. By forcing one to think about the future, we make sure that the assets facilitate a company’s resilience and prosperity instead of becoming a burden. Once we know what is required, we investigate the operational, financial, legal, and technical parameters to start working on the specific and optimal solution. In the meantime, we guarantee that operations can be executed safely through inspections and sensors.”

Digitalisation

Walhout Civil is known for performing these kinds of inspections and new digital tools are bringing this type of work a step further. “The importance of digitalisation grows”, Remco Kok elaborates. “Over the past five years we have developed a system where a construction becomes digital. This Structural Health Monitoring works with small sensors and dedicated software that allows us to have real-time and 24/7 insight in the actual state and situation of every single detail of the construction. This is where it gets interesting. The whole construction will be built in 3D, where the system will show the difference between the present state and the situation when the construction was new. Thanks to the algorithm, it allows us to look into the future and see what will happen when, for example, zero maintenance will be performed or when certain parts are replaced. By simulating different scenarios that are scientifically proven, we become a sparring partner for the board. What used to be a giant ‘black box’ now becomes a



The Westkade in Sas van Gent was renovated whilst the terminal of Rosier/Borealis stayed operational.



Remco Kok, commercial manager at Walhout Civil.

“What makes the province of Zeeland and Vlaanderen so unique is the diversity.

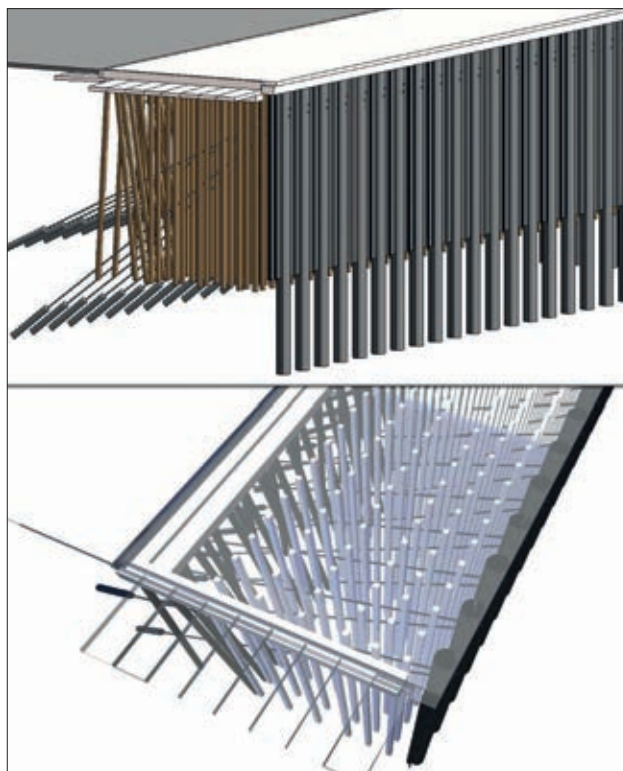
transparent asset that can be managed. This has an enormous impact on safety and reliability, and it allows us to change regular maintenance into smart maintenance. Simply said, 100% insight leads to 0% downtime. This way we cut costs from day one, make maintenance predictable, and automatically reevaluate the asset. This is also a hot item during take-overs, and as the financial rules around provisions have changed, it has become relevant for almost every terminal owner as well.

Optimising management and maintenance

“Today,” Remco Kok continues, “compliance is top of mind and from our perspective, this starts with focussing on the correct management and maintenance of assets. Previously, owners often tended to completely renew a construction to avoid any risks, whereas this is not always necessary. Using state-of-the-art engineering strategies, it is possible to safely extend the lifetime of a construction through simple solutions. We realise that this requires a new mindset for the owners, which is enforced by the rising building costs and the increasing difficulty in receiving the correct permit.”

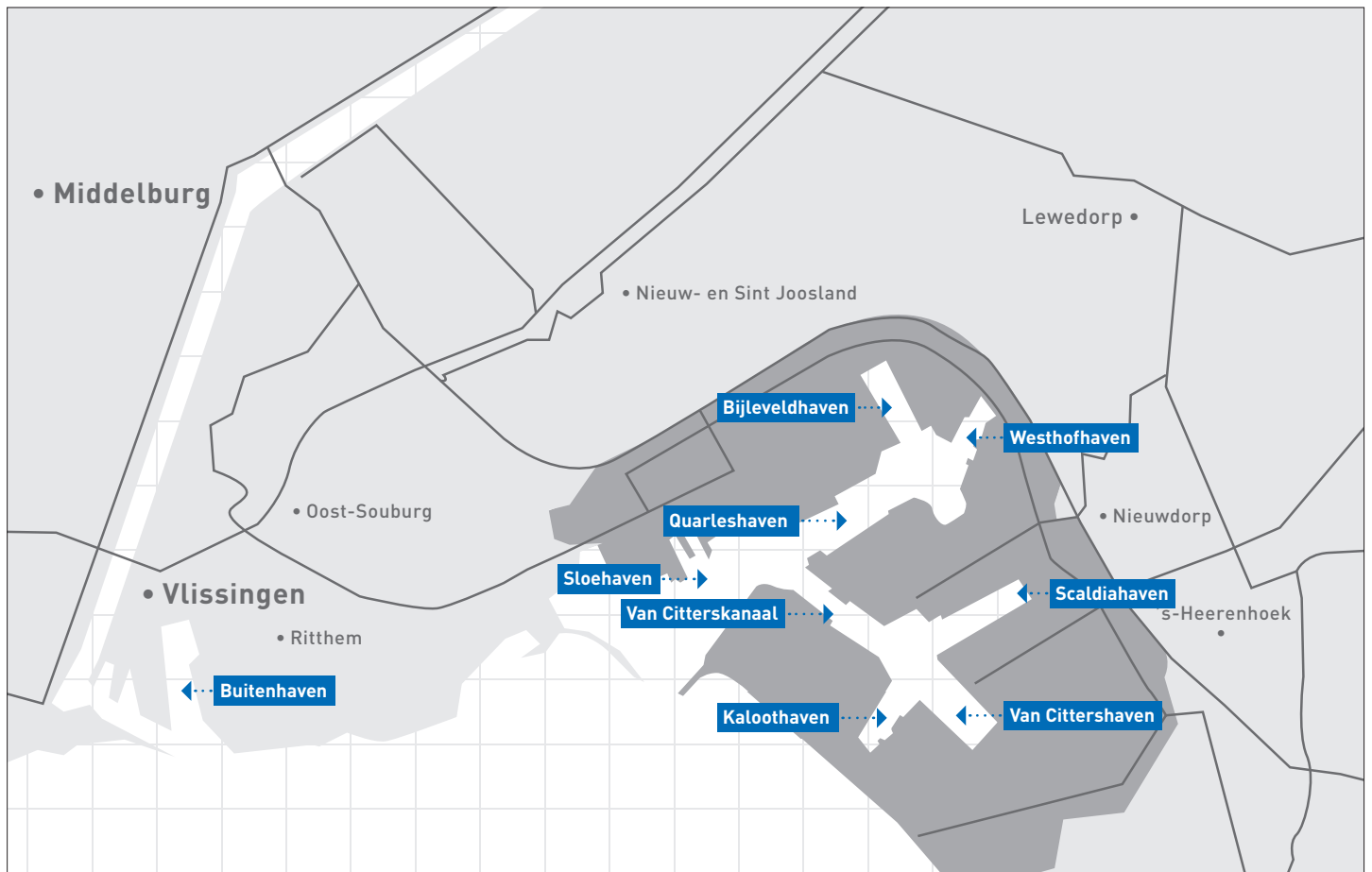
Boosting the Delta region

“We see a very clear change in our client base towards ports and terminals”, Remco Kok states. “What makes the province of Zeeland and Vlaanderen so unique is the diversity. Not only in the activities but also in maintenance, as we have salt and fresh water and different tidal areas. As we focus on keeping terminals operational and thus the general business going, we boost the economic value of North Sea Port. One of the recent works performed was the reconstruction of the Westkade in Sas van Gent. Lasting more than a hundred years, the foundation was in such a bad condition that it had to be closed



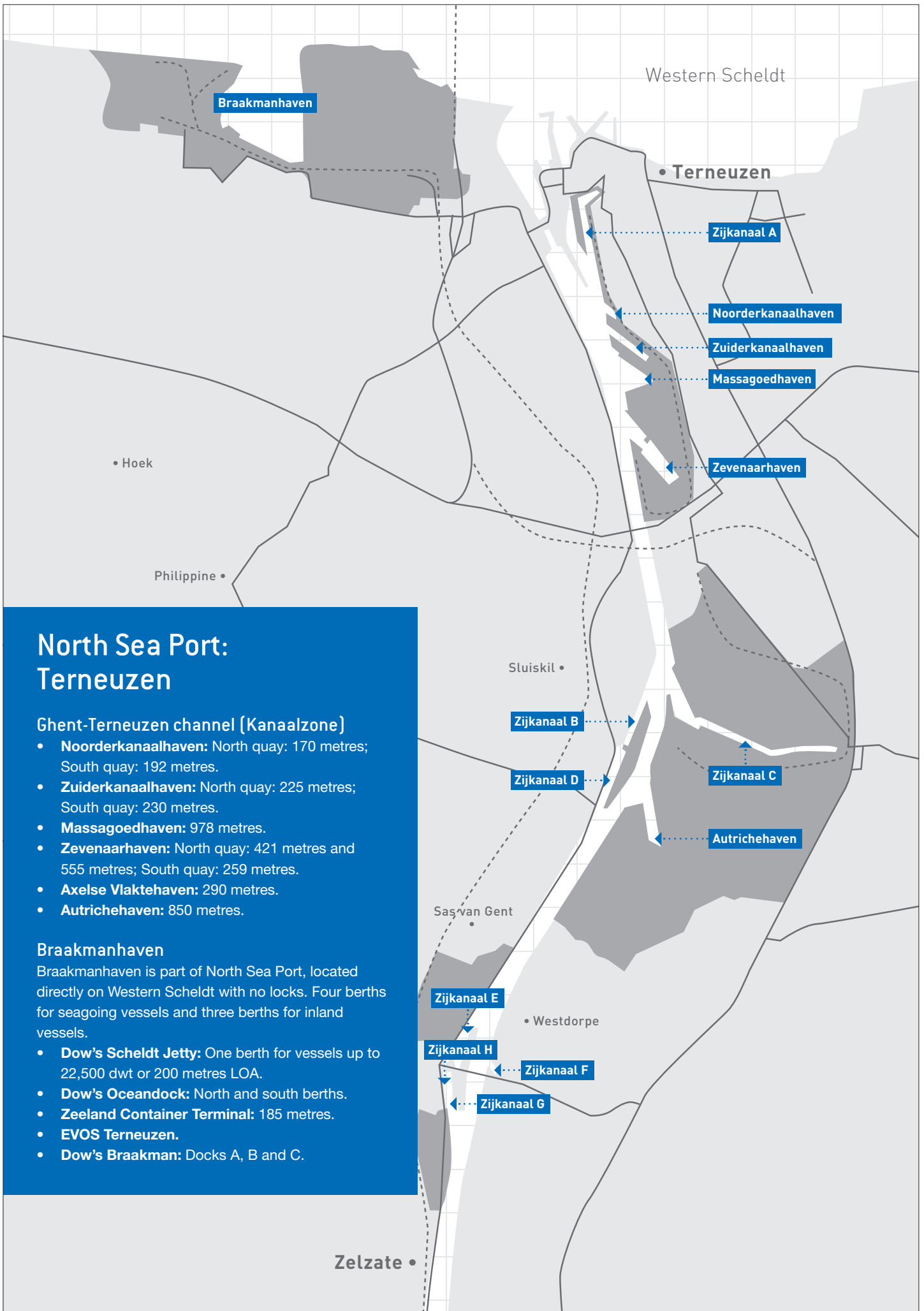
Walhout Civil has always had a strong international focus on engineering quays, jetties, and mooring facilities, such as for example the extension and enforcement of a quay in North Sea Port's Westhofhaven.

by the authorities for vessels and road traffic in 2019. In about two years' time, from concept to construction, we renovated the construction whilst the terminal of Rosier/Borealis, a fertiliser producer, stayed operational. We are proud of this project, as the design and construction were led by the interest and operational activities of the terminal. It does however keep us wondering what the savings on the financial, ecological, and operational aspects would have been if our Structural Health Monitoring had existed and had been implemented 30 years ago!”



North Sea Port: Vlissingen

- **Sloehaven:** Suitable for all kinds of transshipment including LPG and chemical bulk 920 metres of quay. Cobelfret RoRo jetties: Four berths.
- **Bijleveldhaven:** 1,980 metres of quay. North bank is 300 metres long. Can accommodate largest reefer vessels.
- **Westhofhaven:** 475 metres of quay. Can accommodate large offshore vessels.
- **Kaloothaven:** 1,130 metres of quay.
- **Scaldiahaven:** Over 1,700 metres of quay. South side used by Verbrugge for handling and storage of cellulose and metals. Transverse quay is 250 metres long.
- **Van Citterskanaal/haven:** Six jetties for inland vessels and coasters. On south bank, 275 metres. On north bank, 200 metres. Heerema quay: 230 metres and 220 metres.
- **Quarleshaven:** Extension of Sloehaven to NNE, 315 metres of quay. Set of two mooring buoys on east bank with a span of 320 metres. Zalco quay: East bank, length of 150 metres. Vopak Terminal Vlissingen: Four LPG jetties.
- **Zeeland Refinery Pier:** Located on Western Scheldt. Accommodates tankers up to 100,000 dwt with maximum LOA of 280 metres.
- **Buitenhaven:** Located outside lock system with direct access to sea, 300 metres of quay. Northern basin has area for coasters and lighters. Vesta also operates an oil jetty for tankers.



North Sea Port: Terneuzen

Ghent-Terneuzen channel (Kanaalzone)

- **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

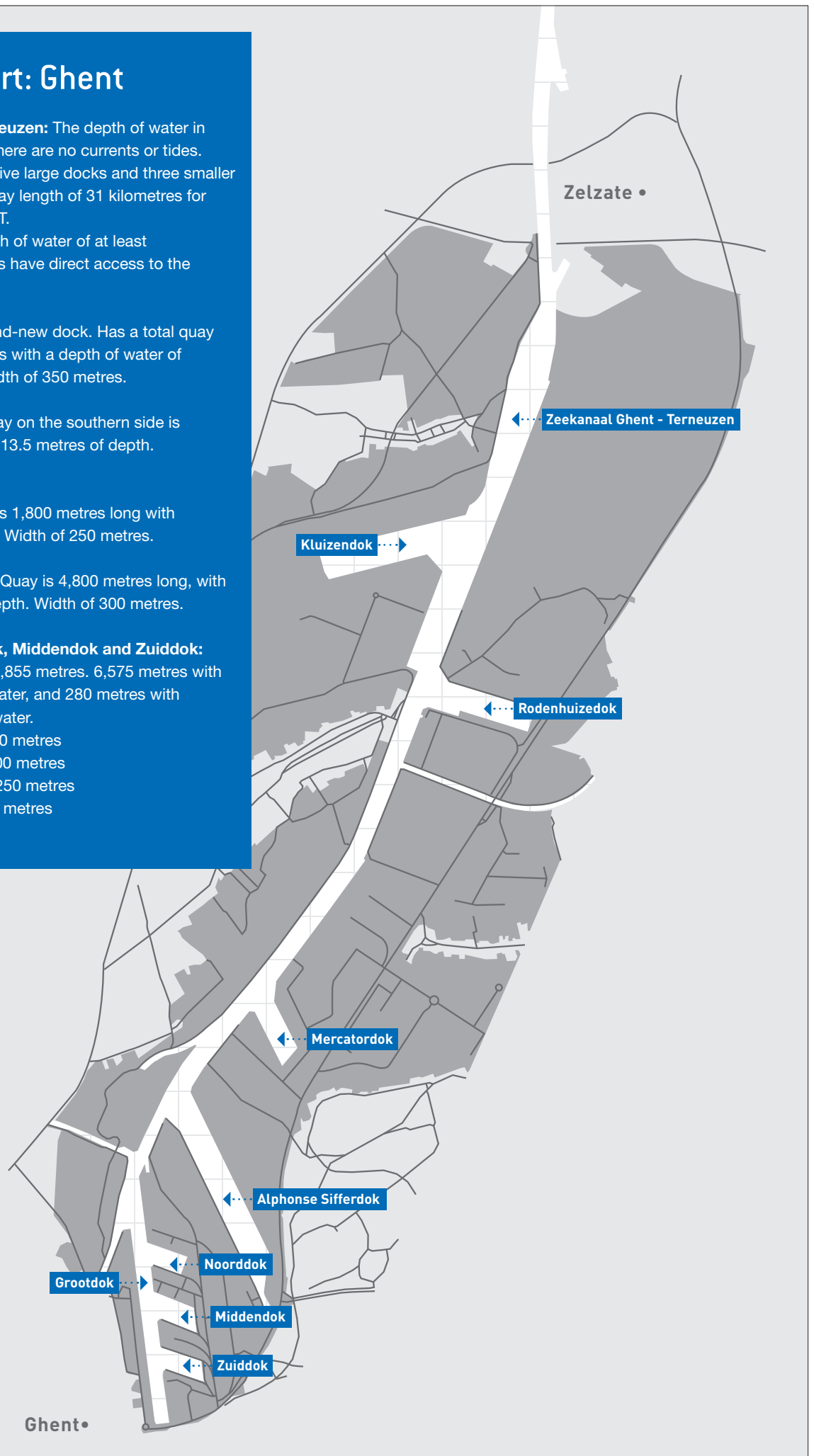
Braakmanhaven is part of North Sea Port, located directly on Western Scheldt with no locks. Four berths for seagoing vessels and three berths for inland vessels.

- **Dow's Scheldt Jetty:** One berth for vessels up to 22,500 dwt or 200 metres LOA.
- **Dow's Oceandock:** North and south berths.
- **Zeeland Container Terminal:** 185 metres.
- **EVOS Terneuzen.**
- **Dow's Braakman:** Docks A, B and C.

North Sea Port: Ghent

Zeekanaal Ghent - Terneuzen: The depth of water in the canal is 13.5 m and there are no currents or tides. Inside the port there are five large docks and three smaller docks, offering a total quay length of 31 kilometres for vessels up to 92,000 DWT. 22 kilometers with a depth of water of at least 12.5 metres. All the docks have direct access to the canal.

- **Kluisendok:** Is a brand-new dock. Has a total quay length of 4,300 metres with a depth of water of 13.5 metres and a width of 350 metres.
- **Rodenhuizedok:** Quay on the southern side is 790 metres long with 13.5 metres of depth. Width of 270 metres.
- **Mercatordok:** Quay is 1,800 metres long with 13.5 metres of depth. Width of 250 metres.
- **Alphonse Sifferdok:** Quay is 4,800 metres long, with 12.5 – 13.5 metres depth. Width of 300 metres.
- **Grootdok, Noorddok, Middendok and Zuiddok:** Total quay length of 6,855 metres. 6,575 metres with 13 metres depth of water, and 280 metres with 8.5 metres depth of water.
Width: Grootdok: 150 metres
Noorddok: 200 metres
Middendok: 250 metres
Zuiddok: 220 metres



The Promotion Council North Sea Port is pleased to welcome new participants. Founded in 1993, the Promotion Council North Sea Port represents participants located in North Sea Port. Together they offer a complete range of the best possible port facilities and all the logistics solutions you need. See pages 61-64 for a complete list of participants.

→ ELOPAK

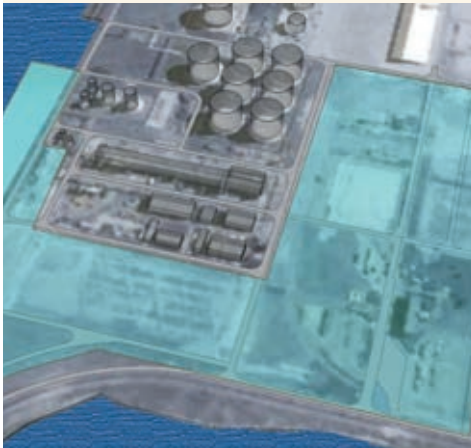


Elopak was founded in Norway in 1957 and is a leading worldwide supplier of sustainable packages and filling equipment. It produces cartons for milk and juices, but also for non-food fluids such as detergents and soap. The iconic Pure-Pak carton is a natural choice and meant for keeping the contents intact for the customer and the world. Elopak sells over fourteen billion packages per year in more than 70 countries, and sustainability is leading

in everything the company does. Elopak employs around 600 persons at two locations in Terneuzen. Together, they take care of the production of almost five billion cartons per year. Approximately 500 million cartons can be stored in a fully automated high-bay warehouse, which became operational in 2022.

[I. ELOPAK.COM](https://www.i-elopak.com)

→ EVOLUTION TERMINALS



Evolution Terminals is developing a substantial Green Energy Hub for import, storage and throughput of new energy products, hydrogen carriers and low-carbon fuels, and will facilitate in Europe's energy transition ambitions for greater carbon-abatement to net zero.

The Green Energy Hub is situated at the mouth of the Sloehaven, with direct access to the North Sea. Phase 1 of the plans include the construction of up to 400,000m³ of storage capacity, a dedicated deep-water jetty and quay capable of receiving large sea-

going vessels and inland barges and loading facilities for rail tanker carriages and tanker trucks (RTT), to connect the terminal to the hinterland. Phases 2 and 3 include increased storage capacity and integration of a facility to back-crack imported green ammonia to hydrogen gas. Investigations are underway to connect the Green Energy Hub to the European hydrogen backbone for distribution of low-carbon H₂ via pipeline into Europe.

[I. EVOTERMINALS.COM](https://www.i-evoterminals.com)

→ CEMMINERALS



Cemminerals is an independent family business that is entirely Belgian owned with a solid history and experience in the cement and concrete industry. The company sells an extensive range of types of cement (in bulk) for construction, public works, and civil works. In the heart of its brand-new facilities, built in 2018 at North Sea Port's Kluizendok, stands a state-of-the-art vertical cement mill. This has a production capacity of 1t million per year which makes it the largest of its kind in Europe. Cemminerals has a raw

materials storage capacity of 200,000t. The raw materials are supplied per vessel. The finished products (cement powder) are stored in fourteen silos with a capacity of 2,500t each, and transported to customers by truck or vessel.

In its production processes Cemminerals highly values quality, service, and sustainability.

[I. CEMMINERALS.BE](https://www.i-cemminerals.be)

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→ ONILIO



Onilio rents out hotel rooms, studios, apartments and holiday homes in Zeeland. Three nice projects with each of them an identity of their own.

- Beach apartments 'de Gulden Stroom' in Vlissingen: 50 apartments at the boulevard.
- 'Hotel-Residentie Vlissingen' in Vlissingen: 40 studios and apartments in the inner city of Vlissingen.
- 'Kustpark Village Scaldia': 50 homes at a nice and quiet holiday village in Hoofdplaat, Zeeuws Vlaanderen.

Onilio stands for a smile behind the reception desk up to a perfectly groomed room. A final touch and everything well organised for everyone's stay. It might seem obvious, but behind the scenes this requires craftsmanship and professionalism. With a team of experienced hospitality professionals Onilio is ready for its guests, 365 days a year. Receiving guests in a relaxed and cozy atmosphere, the utmost is done to give them an unforgettable experience.

I. ONILIO.NL

→ ZEELAND CRUISING



Zeeland Cruising was established in 2021 with the aim to promote the touristic traffic at and around the Western Scheldt River. Next to different cruises from Ghent, Terneuzen, and Vlissingen, the recently renovated vessel Jacob van Artevelde offers many opportunities in which festivities, pleasure, education, and information can play a role as well. Vlissingen is booming, and this also should include the use and the experience of the water, according to the owners of

Zeeland Cruising. The Jacob van Artevelde is disabled-friendly with a spacious wheelchair lift and ramps. It has a well-equipped kitchen, Wi-Fi, and comfortable furniture. Sailing under the Dutch flag, it has Vlissingen as home port. During summertime the vessel has room for 110 passengers, and in the winter it can accommodate 80 guests.

I. ZEELANDCRUISING.NL



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Participants of Promotion Council North Sea Port

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

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M

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

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



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		INDUSTRY	MARITIME	OFFSHORE	LOGISTICS SERVICES	SUSTAINABLE INDUSTRY	OTHER SERVICES	EDUCATION AND GOVERNMENT
Transuniverse Group N.V.	www.transuniverse.be				■		■	
Tri-Modal Containerterminal Terneuzen	www.vlaeynatie.eu				■			
UWV EURES Goes	www.uwv.nl							■
Van Ameyde Marine Vlissingen	www.ameydemarine.com		■		■		■	
van Hoorebeke Timber N.V.	www.vanhoorebeke.com	■						
Van Keulen Transport B.V.	www.vankeulentransport.nl				■			
Verbrugge Internationale Wegtransporten B.V.	www.verbruggeinternational.com				■			
Verbrugge Marine B.V.	www.verbruggeinternational.com		■		■		■	
Verbrugge Terminals B.V.	www.verbruggeinternational.com		■	■	■			
Verenigde Bootlieden B.V.	www.bootlieden.nl		■		■		■	
Vlaeynatie B.V.	www.vlaeynatie.eu				■			
Vlissingse Bootliedenwacht B.V.	www.vlb.vlissingen.nl		■		■		■	
Vopak Agencies Terneuzen B.V.	www.vopakagencies.com				■		■	
Wagenborg Agencies B.V.	www.wagenborg.com		■	■	■		■	
Water-Link	www.water-link.be/industry					■		
Westerschelde Ferry B.V.	www.westerscheldeferry.nl						■	
Wielemaker B.V.	www.wielemaker.nl				■		■	
Yellow & Finch Publishers	www.ynfpublishers.com			■			■	
Zeeland Cruise Port	www.zeelandcruiseport.com						■	
Zeeland Cruising B.V.	www.zeelandcruising.nl		■					
Zeeland Maritime Cleaning	www.zmcleaning.nl	■	■	■	■			
Zeeland Refinery	www.zeelandrefinery.nl	■						
Zeeland Sugar Terminal	www.vlaeynatie.eu				■			
Zéfranco Communicatieservice Frans	www.zefranco.com						■	
ZTZ Logistics B.V.	www.ztzlogistics.com				■			

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