

# Netherlands Economic Mission to Ireland

13 - 14 June 2019



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## Foreword



Ireland and the Netherlands have enjoyed strong political and economic relations for many decades. As maritime nations and members of the European Union, we are outward-looking countries with common interests and challenges when it comes to trade, maritime infrastructure, connectivity and climate change. So port and maritime development are natural priorities for both our countries.

This trade mission will highlight the way in which rapid advances in technology and global connectivity are affecting our daily lives. These developments present challenges that call for inclusive solutions, achieved through the exchange of opinions, knowledge and ideas. This will enable us to learn from one another and to develop products, services and policies that foster global innovation and a more inclusive global trade system.

It is therefore a privilege and a pleasure for me to lead this trade mission to Ireland by a group of innovative Dutch companies in the field of maritime infrastructure and port development. A mission that will strengthen the relationship between our two countries and will enable us to move forward on our journey towards an inclusive and prosperous maritime future.

### **Sigrid Kaag**

Minister for Foreign Trade and Development Cooperation

## Foreword



As the President of the Royal Association for Small and Medium Enterprises, it is my great honour to introduce myself to you, as the business leader of the Economic Mission to Ireland together with Minister Sigrid Kaag, which coincides with the State Visit of Their Majesties King Willem-Alexander and Queen Máxima.

The Netherlands and Ireland possess excellent economic relations. Both countries can continue to learn from each other as open, innovative economies. Economies with attractive investment climates and strong start-up communities.

Utilising our synergies, we can prosper and collaborate together towards a mutually beneficial future. An area with great opportunities for enhanced cooperation is the sector of maritime infrastructure and port development. Over the forthcoming years, Ireland will invest hugely in the harbours of Cork and Dublin. These harbours are ideally positioned for European trading as well as direct deep sea shipping services related to global trade. During our delegations visit to Ireland, we will become better informed about these developments and the possibilities to explore further potential opportunities.

The Dutch maritime sector is praised for its high level of technology, innovation and its drive to take full advantage of international cooperation. I hope this mission, complete with an array of visits and networking events will provide all participants with plenty opportunities to forge new partnerships, find common grounds and broaden their horizons.

### **Jacco Vonhof**

*President of the Royal Association for Small and Medium Enterprises*



## The Netherlands

# The Netherlands



## Locations

1. Amsterdam (and Airport Schiphol) | 2. Arnhem  
3. Assen | 4. Breda | 5. Den Bosch | 6. Eindhoven  
7. Enschede | 8. Groningen | 9. Haarlem | 10. The Hague  
11. Leeuwarden | 12. Lelystad | 13. Maastricht  
14. Middelburg | 15. Rotterdam | 16. Utrecht | 17. Zwolle

# Introducing the Netherlands

Creating resilient and sustainable solutions for local challenges

## How do the Dutch make a difference?

Through their interactive approach to finding innovative solutions to the big challenges facing the world today. The Dutch way of thinking and working has been shaped by centuries of living in the low-lying delta of the Netherlands. Through the ages, the Dutch have joined forces to find ingenious ways to tackle challenges like water, urbanisation, energy, food, health and security. By being inventive, pragmatic and open to new challenges, the Dutch have created a flourishing and resilient land.

The Netherlands is a constantly evolving ecosystem of cities, industry, agriculture and nature, all integrated through smart infrastructure. It is a source of knowledge and experience that the Dutch are keen to share with others. Learning from the past to create a better future. Together, seeking sustainable solutions for the most liveable world.



**The Netherlands**  
Your partner in sustainable solutions

## Worldwide ranking

- 1st** Best performing European Healthcare system (Euro Health Consumer Index, 2017)
- 1st** Production and auctioning of cut flowers and flower bulbs
- 1st** World's largest flower exporter
- 2nd** Number of patent applications per million inhabitants in the world (WIPO, 2016)
- 2nd** Best at Global Innovation Index (GII, 2018)
- 2nd** Largest exporter of agricultural products in the world (WTO, 2017)
- 4th** At WEF's ranking of most competitive economies in the world
- 4th** At RISE's global energy policy ranking
- 5th** Largest exporter of goods in the world (652 billion US dollars)
- 5th** Greatest place to live (World Happiness report, 2017)
- 6th** At World Bank's Logistics Performance Index
- 7th** Largest foreign investor in the world (1,256 billion US dollars)
- 7th** Largest recipient of foreign investment in the world (801 billion US dollars)
- 8th** Largest importer of goods in the world (507 billion US dollars)

## Facts & Figures

- **Official name** Kingdom of the Netherlands
- **Form of government** Constitutional monarchy, parliamentary democracy
- **Head of State** His Majesty King Willem-Alexander, King of the Netherlands, Prince of Orange-Nassau
- **Capital** Amsterdam
- **Seat of government** The Hague
- **Administrative structure** Twelve provinces and the overseas territories of Aruba and Curaçao and St. Martin. The overseas islands of Bonaire, Saba and St. Eustatius, all three of which are situated in the Caribbean, are 'special municipalities of the Netherlands'
- **Surface area** 33.800 km<sup>2</sup>
- **Location** Western Europe, by the North Sea, bordering Belgium and Germany
- **Number of inhabitants** 17.2 million (July 2018)
- **Number of inhabitants per km<sup>2</sup>** 509 (July 2018)
- **Currency** Euro
- **Languages** Dutch and Frisian (On the overseas islands also English and Papiaments)
- **GDP per capita** 42,926 euros (FocusEconomics, 2017)
- **33% of Dutch GDP** is derived internationally
- **1.3 bicycles** for each person in the Netherlands
- **Unemployment rate** 5.4% (average 2007-2018)
- **Moderate inflation** 1.6% (average 2007-2018)
- **90% of all Dutch people** speak English

Sources: The Netherlands Compared, CBS, DNB, World Bank, IMF, OECD, WTO, UNCTAD, EIU, IMD Business School





Mission statement

## Strengthening the Irish - Dutch maritime connection

Ireland and the Netherlands foster a strong political and economic relationship. As outward looking countries our maritime infrastructure has always played an important role in trade relations with each other and the rest of the world.

In recent times our joint interest in smooth European and global trade has further increased. Ireland and the Netherlands face similar challenges in responding to uncertainty and changing markets and delivering infrastructure, innovation and

improved connectivity. Developing our ports and maritime infrastructure is therefore a logical priority.

The ports of Dublin and Cork are of significant strategic importance to the Irish economy.

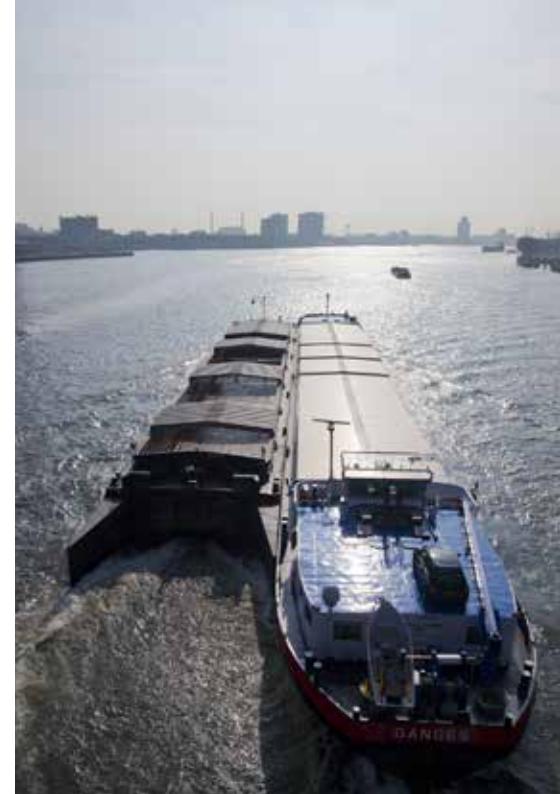
Both ports have grown substantially over the past twenty years. The Irish government has presented plans to continue this development, preparing the Irish port infrastructure (the hard- and the software) for all future needs.

Irish trade has also steadily increased over the years and the Dutch ports form a gateway for products to and from Ireland. This has further strengthened our trade relations.

The Netherlands has a wealth of experience and expertise when it comes to maritime infrastructure and port development. Many of the major global players in the field are Dutch and the same is true for many small and medium enterprises, providing very specific products and know-how.

This trade delegation aims to showcase Dutch added value to Irish ambitions. This is done by simply connecting Dutch and Irish ports, businesses and policymakers during business-to-business events. Additionally, existing cooperation and partnerships are strengthened, in some cases through the signing of contracts and MoU's. Although the visit will be limited to the ports of Dublin and Cork, the trade delegation will become acquainted with the broader developments in maritime infrastructure and port development in Ireland, and meet representatives from other ports around the country.

Ireland and the Netherlands have very distinct maritime histories. We will work together towards a prosperous maritime future.



# Company Profiles



**Karel Seinen**  
Director

## Alt4 & CTVrede

### CTVrede:

- Inland container terminal provides barge services for containers from Antwerp and Rotterdam to Amsterdam and/or Zaandam.
- Per 01 September 2019 a new terminal will be operational on the Zaandam side.
- Cleaning and M&R of 20 and 40' containers
- CY port for Main top 15 ocean carriers
- Storage of product in Silo, packing and distribution of powders.

### ALT4:

- Organize pickup per barge of ISO tanks in Antwerp or Rotterdam.
- Storage of ISO tanks in Amsterdam or Zaandam.
- Heating of ISO tanks with hot water or Steam.
- Deliver product on required temperature in ISO tanks to discharge point.
- Full service after discharging, like: cleaning, testing, return empty to depo, backload etc.
- Provide customer solutions where we optimize the last mile to the plant or Warehouse.
- We can also organize repacking from ISO tank into drum's or IBC's food and non food.

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**Martijn Smitt**  
Director

## Ballast Nedam

Ballast Nedam develops and constructs future-proof buildings and infrastructure. We dare to be ground-breaking and know how to make our clients' dreams feasible. We operate in a direct and open dialogue with our clients and partners. We have been displaying our love for the trade and entrepreneurship for over a century.

From the expansion of the World Trade Center in Amsterdam to the Hemmathagama water supply project in Sri Lanka; projects are at the core of our company. We organise around these projects, with our 1,700 employees and partners. Making a difference with our specialised knowledge and skills. Globally attained expertise that we employ for ground-breaking solutions and complex execution works.

When realising a project, we focus on operational excellence and cost efficiency. We have a smart view on costs and industrialise, for example, the construction process, implementing innovative modular concepts and standardising our approach using 5D BIM solutions. This allows clients to count on us to live up to our agreements on planning and budget. And it helps us reach our goal of becoming the most competitive construction company of the Netherlands.

### Our main activities:

- General (EPC) contracting in Buildings and Infrastructure, Process management and System integration
- Tunneling (cut & cover, immersed tunneling, TBM, drill & blast, i.e. Gotthart tunnel CH, Blankenburgtunnel NL)
- Bridge construction (i.e. Storebælt, Bahrein Causeway)
- Road construction, asphalt design
- Specialist foundation technology (deep piling, grout anchoring)
- Parking (unique fast construction concept)
- Specialist earth moving and excavation techniques
- PPP financing knowledge
- BIM 5D design standards

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**Sander den Blanken**  
Managing Director



**Martijn Meijer**  
Departement Head

### BAM Infraconsult

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As a consultancy and engineering firm of BAM Infra, we lead the design of urban infrastructure, large-scale line infrastructure and of ports and coastal structures worldwide. We are involved in all stages of the project, from feasibility studies and conceptual designs to design for construction, asset management and deconstruction. In addition to design work, we provide specialist advice on tender strategy, sustainability, material technology, risk management, systems engineering, digital construction, permitting, stakeholder management and environmental management. As we are part of one of the largest contractors in Europe, we design for construction, placing emphasis on constructability, sustainability and taking the full life cycle of the assets into account.

Together with our sister companies within the Royal BAM Group we realize complex, multidisciplinary and integral projects. Our organisational structure is focused on effective co-operation between the disciplines. Combined knowledge from all corners of the organization provides great innovative strength and ensures the continuity of our operations, whereby lessons learned are smoothly transferred between projects. External clients also use our services regularly. We are recognized as a leading player in the port sector and oil and gas industry around the world.

As an innovator, we regularly launch new products and solutions on the market. Examples of our patented innovations are the sustainable breakwater armour unit Xbloc®, the temporary flood defence system BoxBarrier® and Ecobeach, a unique system that leads to natural sand accumulation on the beach. We test and optimise new developments in our concrete and water laboratories.



**Leander de Nooijer**  
President / CEO



**Pieter-Christiaan van Oranje**  
Business Development & Digitalization

### CERTUS Port Automation

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CERTUS Port Automation is the industry leading technology company in innovative and cutting edge Port- and Terminal automation solutions.

### When certainty is mission critical, it's CERTUS.

Since 1999, our systems empower marine and railway terminal operators to increase their performance and safety while reducing operating costs. Already 50+ terminal operators worldwide successfully optimized their gate, rail, crane and yard processes using our highly accurate OCR technology, robust kiosk systems and advanced software. Both (container) terminals and truckparkings of all types and sizes can employ our solutions to optimize their operations and improve their customer service level.

### One billion containers identified

Our systems accurately register marine and domestic containers entering or exiting the terminal by any means of transport – truck, train, vessel – enabling Terminal Operating Systems to make the right planning decisions, reducing unproductive moves and idle time. We deliver engineered customized systems that are based on proven technology and interface with any TOS and automation system.

CERTUS has launched a portfolio on digital solutions to enable ports- and terminals to more effectively monitor, manage and control logistic processes at their site and throughout the logistic chain. Our cutting edge technology is based on combining data from various internal- and external sources and applies self-learning algorithms enabling comprehensive KPI monitoring and control.

**Arjen van Elk**

Sales Manager UK &amp; Ireland

Damen Shipyards Group operates 35 shipbuilding and repair yards and delivers vessels and components in over 100 countries.

Based on its unique standardised ship-design concept, Damen is able to guarantee consistent quality. Furthermore, modular construction, keeping vessels in stock and thorough R&D leads to short delivery times and reliable performance.

Damen offers a wide range of vessels, including tugs, workboats, naval and patrol vessels, high-speed craft, cargo vessels, dredgers, offshore vessel, ferries, pontoons and superyachts.

Damen also offers a broad range of global marine services, including maintenance, spare parts, delivery, training and the transfer of (shipbuilding) know-how for onsite building projects. The DTC (Damen Technical Cooperation) concept enables you to build your vessel locally, anywhere in the world based upon Damen's proven designs.

In addition to ship design and shipbuilding, Damen Shiprepair & Conversion (DSC) has a worldwide network of 15 repair and conversion yards. DSC completes around 1,500 repair and maintenance jobs annually.

**Damen Shipyards**

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**Katherine Cronin**

Senior Advisor

Deltares is an independent institute for applied research in the field of water and subsurface. Throughout the world, we work on smart solutions, innovations and applications for people, environment and society. Our main focus is on deltas, coastal regions and river basins. Managing these densely populated and vulnerable areas is complex, which is why we work closely with governments, businesses, other research institutes and universities worldwide. Deltares employs over 800 people and is based in Delft and Utrecht. Deltares has offices and affiliates in Singapore, Indonesia (Jakarta), Australia, Abu Dhabi, Latin America and the USA (Deltares USA Inc., Silverspring).

Specifically related to ports and harbours, Deltares provides knowledge on the feasibility, design, construction and maintenance of ports and waterways. Our knowledge on waves, sediment dynamics, water quality and ecology, as well as ship hydrodynamics, enables us to advise clients on a wide variety of topics from the system scale right down to the impact of structures. Our advice includes shorter term solutions for operational management as well as longer term strategies for climate change adaptation.

Example products and services include:

- Operational systems for shipping and navigation
- Wave conditions for design and safety
- Optimization of channel and mooring designs
- Sedimentation and dredging strategies
- Contaminated sediment management
- Beneficial reuse of sediments
- Coastal protection
- Nature-based solutions for coastal resilience

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## Dieseko Group



**Martijn Schols**  
Director International Sales



**Jos Hardeman**  
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With four renowned brands, Dieseko Group represents powerful high-tech equipment for the global foundation industry. As a manufacturer, Dieseko provides contractors with innovative foundation solutions for over 45 years. With worldwide six subsidiaries and almost 60 dealers, Dieseko Group offers local sales, rental and all services regarding maintenance, spare parts and overhaul.

Our vision is making our clients more successful through innovative foundation equipment and excellent service. The challenges in the field of foundation technology are to be able to work faster, less vibrations, quieter and more effectively. Increasingly, a critical environment or tightened regulations is the starting point for developing new solutions. Noise pollution, unwanted vibrations, safety and less energy consumption are the issues of our time. Dieseko Group wants to play a leading role in developing reliable solutions for all these issues.

With four brands Dieseko Group offers a full range of piling and drilling, and dredging, and ground improvement solutions. The equipment is used for foundations in construction and civil projects, for near-shore and offshore in harbour, oil and gas, and wind projects. In addition, it can be used to protect against flooding and land reclamation

- **PVE:** hydraulic vibratory equipment and attachments for piling and drilling rigs e.g. impact hammers and rotary heads.
- **ICE:** vibratory equipment and ground improvement equipment
- **Woltman:** rigs for piling and drilling.
- **Bell Dredging:** dredging pumps and amphibious excavators.

Looking for matchmaking with companies in construction, infrastructure and offshore wind that might be interested in our innovative foundation solutions.



**Tim van Iersel**  
General Manager / Owner

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## Fotolight / Construction&Display

**Fotolight** has been producing indoor and outdoor advertising for more than 50 years now. Our extensive experience has made it possible for us to respond optimally to a wide range of strict requirements of many brand name manufacturers and their clients.

### The product line of Fotolight includes:

- matrix signs (information signs for ferry companies and port authority)
- wayfinding
- logo signs and led lines
- lettering and signposting, in virtually every form, format and material.

Fotolight is fully capable of implementing an entire company's corporate identity.

**Construction & Display** deals with Prefab solutions for the construction industry. With many years of knowledge and practical know-how provides Sign-Display the possibility for almost all your problems solutions. We can also deliver a wide range of standard products.

Light weight constructions - wall panels - led solutions - interior daylight solutions



**Eric Staal**  
Commercial Director

## Geba Trans

GEBA Trans is a logistics service provider entirely formed around the demands of our clients. High Performance, Total Care and thinking outside of the box, those are the key ingredients that make us the best possible partner in logistics. Headquarter is based in Venlo (The Netherlands); Operating offices in Venlo (Forwarding) and Tilburg (Trucking).

Achieving the best possible results is always our main objective. That's why we take great pride in the fact that our reliability has been measured over 99% for many years. Our services are not only used by various sorts of clients, but also by colleagues in logistics services from various countries. Of course it is a pleasure for us to be able to share that even these experts in logistics entrust GEBA Trans.

'Unburdening' is our magic ingredient. As soon as you book a shipment with us as a client, you have to be able to lean back and relax. Whether it's a simple A to B shipment, or a complex project in which we are involved in the entire logistical chain. Your demands and requirements are our key objective with which we comply. Client-oriented thinking and acting is in our DNA.

Our intermodal department allows us to be highly flexible in the methods we use to ship your goods. This means we can gain benefits in terms of freight cost and the reduction of your carbon footprint, which isn't only beneficial to your budget, but also for the sustainable image of your company.

### Geba Trans

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**Florian Vreeburg**  
CEO



**Bob Schrover**  
International Sales Executive

## KVSA

**Connecting ship to shore – Shipping and maritime are in our DNA since 1876.**

We are the one stop shop for shipowners, shipping companies and captains. Wherever and whatever the operations are, to us representing a shipping company or a vessel is all about customization.

Flexibility is one of the core values of our port agents and we have built up a network with local government and suppliers. We cherish the high level of customer satisfaction. From agency to transport, from stowage to crew changes, we are at your service 24/7 and are available for all your maritime & logistics needs, including relevant data & intelligence services.

In addition, the facilities at our two cruise terminals in the Amsterdam area offer a variety of services to both vessels and passengers.

The advanced and fine-tuned ICT solutions of KVSA Data & Intelligence form your compass in this digital age: fast, efficient and safe.

We facilitate the industry by offering the following solutions:

- building your own application
- support with the European Maritime Single Window
- port management software

Our organization is low key and we speak Ship. We love to cruise on the intersection of Shipping and IT!

### KVSA

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**Werner van Eck**  
Director

Since it was founded in 1989 MEP has been developing and supplying Voicecommunication Systems for the Air Traffic and Maritime Traffic sectors. Traffic controllers worldwide rely on our systems.

MEP provides voice Communication Systems among others at the sea port of Rotterdam, Traffic posts along all major waterways in the Netherlands, Coastguard systems in Spain, Aruba, Bonaire and Curacao and for airports such as London City, London Luton, London Oxford, London Stansted, and for the IAA (Irish Aviation Authority).

The Voice Communication Systems are in line with the highest standards in the industry (ED137, ED153). MEP designs, develops, manufactures and test everything in house at our location in Amsterdam.

MEP works together with local system integrators to realise projects. MEP provides some unique solutions in the market:

- MEP systems are very scalable. MEP can provide solutions whether you have a small (air)port with less than 5 working positions all the way up to large (air)ports with over 70 working positions. The system can grow with your needs
- The system has the fastest start up time in the market
- Maintenance costs during the lifespan of the system are very low due to the unique design
- Specific customer requirements can be adjusted and provided for

MEP would like to become in contact with Port Authorities and the Irish Coastguard responsible for Voice communication systems with ships.

#### MEP

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**Jacco Vonhof**  
President MKB-Nederland



**Linda van Beek**  
Manager International Business  
VNO-NCW | MKB Nederland

MKB-Nederland is the largest employers federation for Small and Medium Enterprises in the Netherlands. It represents the interests of around 170.000 entrepreneurs through around 130 branch-organizations and 250 regional- and local entrepreneur organizations, covering all sectors of the Dutch economy.

SME's are the driving force behind the Dutch economy. Entrepreneurs dare to take risks and they create jobs. Therefore, it is our mission to aid them in their dealings and represent their interests, in the Netherlands and abroad. We do this from our central offices in the Hague and Brussels and through our regional offices that are in direct contact with Dutch entrepreneurs.

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**Annemarie Kruijt**  
Project Manager

### Netherlands Water Partnership

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## Netherlands Water Partnership

### Netherlands Water Partnership: Uniting Dutch Water Expertise

The Netherlands Water Partnership (NWP) believes that a strong collaborative alliance and the sharing of expertise can help solve global water issues. NWP stimulates collaboration and builds partnerships. On top of our own network, our members actively bring their own international networks to the table. We also work with Dutch embassies who have their own knowledge and contacts in the water sector. This puts us in a strong position to matchmake between entities abroad and entities in the Netherlands.

NWP is a network of Dutch organisations in the water sector with international ambitions. NWP's members include companies, government agencies, knowledge institutes and NGOs with a strong communality - to join forces in order to provide sustainable water solutions worldwide. NWP is also the first point of call for anyone seeking Dutch water expertise.

Our key activities include matchmaking, organising events and trade missions, and promoting the Dutch water sector. Furthermore, NWP executes several programmes on behalf of the Dutch Government, working with partners such as the Netherlands Enterprise Agency (RVO.nl). The Dutch water sector benefits from these programmes.

Visit our website [www.netherlandswaterpartnership.com](http://www.netherlandswaterpartnership.com) for more information and contact us. We're looking forward to collaborating with you.



**Daan Schalck**  
CEO

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## North Sea Port Netherlands

North Sea Port is accessible to worldwide shipping with a draught of up to 17 metres via the North Sea and the Western Scheldt. It extends from Vlissingen via Terneuzen to Ghent, about 32 kilometres inland.

Due to its central location in the logistical heart of Europe and its mix of transport links with the European hinterland via inland waterway, rail, road and pipeline, North Sea Port is a genuine economic hub. North Sea Port handles various types of cargo for a range of segments in specialised terminals.

With a seaborne cargo throughput of 70.3 million tonnes, North Sea Port is among the top 10 biggest ports in Europe. In terms of value-added, it ranks in third place.



**Gert-Jan Nieuwenhuizen**  
Managing Director



**Mark Hoolwerf**  
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### Port of Amsterdam International

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## Port of Amsterdam International

The port of Amsterdam is one of the biggest in Western Europe, with over 100 million tonnes of transshipment annually. The port functions as a gateway to the rest of Europe, with excellent hinterland connections and many multimodal options. The ambition is to maintain and expand this hub function. Port of Amsterdam recognises the importance of its international network in achieving this ambition.

Port of Amsterdam International is responsible for international business and network development and is very dedicated to this task. Ireland is an important trading partner for the port of Amsterdam. As such, the aim of Port of Amsterdam International is to strengthen ties with Irish ports, in order to further facilitate trade. Such partnerships can extend to, for example, port development and management, digital innovations, logistics, nautical management and sustainability, as well as commercial collaboration.

Additionally, we strive to establish relations with other important parties, such as shippers, shipping lines, freight forwarders, etc. We can easily connect such parties to companies active in the port of Amsterdam. Together, we can identify commercial opportunities and strengthen the logistical chains between Ireland and Amsterdam to our mutual benefit.



**Edwin van Espen**  
Program Manager International Projects



**Monica Swanson**  
Business Manager Digital Development - Port of Rotterdam International

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## Port of Rotterdam

The Port of Rotterdam Authority manages and develops the port and industrial area of Rotterdam and is responsible for maintaining the highest safety standards. It operates according to the landlord model, meaning that it leases plots to terminals and industries, but it does not handle cargo itself. With an annual throughput of 460 million tons, the port of Rotterdam is the largest in Europe. The port and industrial area are home to around 385,000 direct and indirect jobs. The area contributes around € 45 billion (6.2%) to the GNP.

The Port of Rotterdam Authority is developing international partnerships to generate new business opportunities around the globe and promote trade with Rotterdam. The international activities are focusing on partnerships, consultancy, participations and digital business solutions.



**Paul M. de Jong**  
Managing Director UK & Ireland

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## Royal Boskalis Westminster

### Royal Boskalis Westminster

As a leading global dredging contractor and marine services provider Boskalis offers a unique combination of experts, vessels and services. Maintaining the highest safety and sustainability standards, we provide innovative and competitive all-round solutions to our clients for port development, land reclamation, coastal defense and riverbank protection in the delta regions of the world.

Boskalis has more than 11,300 experts who are driven by a passion for their work and an entrepreneurial spirit. We understand that delivering a project safely, on time and within budget demands professionalism, building trust, teamwork and close cooperation. Boskalis is able to build a team around your needs with professionals from a wide range of disciplines. Combined with key competences ranging from project management, operations and risk management, we are focused on achieving the best result. We operate in 90 countries and across six continents, with a versatile fleet of more than 900 vessels.

### Boskalis provides the following services:

- Dredging and reclamation works
- Port and coastal development projects
- Coastal protection works
- Offshore renewables (wind farms) and cables
- O&G sector
- Heavy lift
- Salvage

### Irish Dredging

Founded in 1976, Irish Dredging is the longest established and most experienced dredging company in Ireland. With the support of other group subsidiaries, specifically UK based companies Boskalis Westminster Ltd and Rock Fall (drilling and blasting contractors), Irish Dredging has the capability and resources to undertake complex projects.

Recent projects in Ireland are dredging works in Dublin, Cork and Waterford and West of Duddon Sands OWF.



**Lambert van Ouwerkerk**  
Account Manager

### Strukton

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## Strukton

Strukton (est. 1920) is well-established in major civil engineering works, rail transport infrastructure, and numerous specialist fields (e.g. submerged infrastructure such as tunnels, special bitumen for roads and runways, power electronics for rail).

Strukton's mission is to contribute to the quality, availability and safety of transport infrastructure and related technical systems. With a strong mindset that technology should support the success of our customer, Strukton has invested for decades to implement high-tech, digitisation, condition monitoring, asset management and robotising practices into its specialist domains.

As a result, Strukton can now offer complete (DBM) projects in civil works and rail systems (main rail, urban rail, industrial rail), and maintain the assets with performance-based incentives. Based on its smart maintenance services, Strukton offers solutions for the availability of rail transport, civil infrastructure and technical systems at an affordable price.

Strukton's clients are mainly located in Europe, and in selected countries worldwide. Strukton employs some 6,500 people in 5 European countries and has an annual revenue of EUR 1,9 billion.

### We operate in three markets:

- Civil infrastructure: design, realisation, management and maintenance of infrastructure projects (bridges, ports, tunnels, etc.)
- Rail systems: maintenance, renewal and new construction of complete rail infrastructure and electric train systems
- Technology & buildings: design, realisation, maintenance, development and operating of technical systems and buildings in the Netherlands

### Profile of Commercial Contacts Wanted:

Working abroad can only be successful when working with local staff. Strukton is looking for potential local partners to jointly build and/or maintain (and/or even operate) civil and rail infrastructure.



## TMA Logistics



**Michael van Toledo**  
General Manager



**Jan ten Caat**  
Commercial Manager

TMA Logistics is the flexible logistics hub in Holland with 3 multi-purpose terminals in Amsterdam, Beverwijk and Velsen. With trimodal access, TMA connects the direct European hinterland and China (Silk route via Duisburg to Wuhan) with shortsea destinations in the United Kingdom, Sweden and Finland. The strategically located terminals are congestion-poor and are located directly to important national motorways, railways and waterways. TMA offers nowadays a barge Corridor connecting North Netherlands and Amsterdam directly with all deep sea terminals in Rotterdam, meaning no delays by offering a reliable service.

Whether it concerns containers, breakbulk, project cargo or RoRo our experienced employees will let your logistics flow. Are you looking for a storage and handling specialist? TMA offers a one-stop-ship in the Amsterdam region.

### TMA Logistics

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**VAN DEN HERIK**  
SLIEDRECHT



**Jan Huijbers**  
CEO



**Teo Huisman**  
Area Manager

## Van den Herik

We are hydraulic engineers. Working with water is our passion, and it's our daily inspiration for finding infrastructure solutions. Solutions, sustainability and safety are the mainsprings of all we do. We share bundled knowledge with our independent sister companies, strengthening us in multidisciplinary projects. Together we're building for the future. A future that promotes liveability, access and safety for our community.

### Activities:

- Water engineering
- Survey
- Natural development
- Dredging and beach nourishment
- Constructive engineering
- Shore and bank protection
- Detection of Conventional Explosives
- Historical background research
- Courses
- Detection

### Van den Herik

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**Roy van Loveren**  
Commercial Manager  
(Offshore Wind)



**Jurjan Blokland**  
Managing Director Van Oord UK  
(Dredging)

### Van Oord Dredging and Marine Contractors

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## Van Oord Dredging and Marine Contractors

Van Oord is a family-owned business with over 150 years' experience. We are also one of the world's leading dredging and marine contractors and have the capabilities, experience and resources necessary to undertake all types of dredging and marine projects. Van Oord employs over 5,000 professional staff whom, in 2018, worked on 190 projects in 46 countries.

To support our operations, Van Oord owns a state-of-the-art fleet consisting of more than 100 vessels. Our operations are enhanced by our internal engineering department, whom have a global reputation for its specialist capabilities. Our services include dredging, both capital and maintenance, Dutch infrastructure, oil & gas in infrastructure and offshore wind.

Marine ingenuity is what sets Van Oord apart and our focus is always on identifying and delivering sustainable solutions to our clients. We are committed to ensuring that sustainability is a prime consideration at every stage of a project and thanks to the ingenious minds and passionate hearts of our employees, we develop smart solutions that both protect and enhance the environment during our work.

# Official Delegation

## Official Delegation

### Ministry of Foreign Affairs

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