

## LIST OF PARTICIPANTS

TRADE MISSION BULGARIA AND MACEDONIA 16 – 20 MAY 2016

### Officials

**Mr Pieter De Crem, Secretary of State for Foreign Trade\***

**Mrs Cathy Berx, Governor of Antwerp\*\***

**Mr John Stoop, President of the Federation of Belgian Chambers of Commerce\*\***

### Participants

*Bulgaria and Macedonia\*\*, Bulgaria only\*, Macedonia only°*

AAA (Antwerps Architecten Atelier)

**Mr Bruno Dekoning, Architect, CEO\*\***

<http://www.architectenatelier.be>

AAA's core business is architecture and interior architecture. They also offer a wide range of creative services: master plans for governmental projects, graphic designs of logos, product design/furniture and even chocolate! As architects, they are providing a service based on their vision, advice and experience, and believe they can be an interesting partner for (harbour) industries, banks, retail and hospitality sector. They have excellent references related to both private projects as well as office and bank buildings and public interiors.

ASTREA ADVOCATEN: ATTORNEYS AT LAW

**Mr Philippe Van Wesemael, Lawyer and Partner\*\***

<http://www.astrealaw.be/>

Astrea provides specialist legal advice to private companies, entrepreneurs and public authorities. It is an independent law firm with more than 35 lawyers, each with their own area of specialization, such as real estate law and administrative law, commercial law, corporate law and finance, taxation law, IT and media, transport and logistics and employment law.

A unique blend of passion and respect is the strength of the Astrea team. The approach of every team member is always client-oriented and client-driven. The Astrea team responds quickly, and is proactive as well as pragmatic.

BEL'EXPORT NV

**Mr Jos Derwael, CEO°**

**Mr Tony Derwael, Sales Export Manager°**

<http://www.belexport.com>

Bel'Export stands for Belgian Export, a company owned by the Derwael family.

Bel'Export was founded in 1994 and is a subsidiary of 'Fruitbedrijf Derwael'.

Our expertise and adherence to tradition, which is the result of more than 90 years in the fruit growing business, is reflected in the quality of our business.

Bel'Export markets its fruit and vegetables under the name Bel' de Looz. This label guarantees fresh, high quality products, cultivated in the fertile grounds of the Belgian Haspengouw region.

The Bel' de Looz label contains a wide assortment of fresh fruits and vegetables including apples, pears, cherries, strawberries, leek, tomatoes, etc... Moreover, the company supports the development of new varieties, like the recently introduced cherries: Regina and Cordia; and apples: Greenstar, Kanzi and Braeburn and pears: Dicolor.

*Bel'Export wishes to pursue and intensify existing contacts in Macedonia. They would like to meet with local producers and distributors with regards to the cultivation and commercialization of fruit.*

### BELGOPROCESS NV

**Mr Jan Deckers, International Business Development & Project Manager\***

<http://www.belgoprocess.be>

Belgoprocess is a limited liability company located in the Belgian nuclear area Mol – Dessel and offers integrated solutions related to radioactive waste management and decommissioning projects. Its services to customers include:

- treatment and storage of all the radioactive waste from the Belgian territory coming from nuclear power plants, research institutes, hospitals, non-nuclear industry, etc.
- Decommissioning, dismantling and decontamination of old nuclear facilities on the Belgian territory
- Treatment of foreign waste, particularly radioactive burnable waste supported by state-of-the-art non-destructive radiological waste characterization techniques on the Belgoprocess site
- cleaning, washing and recertification of foreign UF6 cylinders from the fuel cycle in dedicated facilities at the Belgoprocess site
- Turnkey solutions for processing, storage and disposal of radioactive wastes, particularly thermal technologies such as incineration and plasma technology
- Turnkey solutions for the site implementation of nuclear waste facilities including safety and environmental studies and reports
- turnkey solutions for the decommissioning, decontamination and dismantling of nuclear facilities with attention to maximum free release

*Belgoprocess would like to pursue and intensify existing contacts in Bulgaria active in the treatment of radioactive waste, in particular thermal treatment by plasma. They are already active in Bulgaria with a JV with Iberdrola for a turnkey project for Kozloduy Nuclear Power Plant.*

### BUILDING BRICK BVBA

**Mr Rayes Lemmens, CEO and Honorary Consul of Macedonia in Flanders°**

Mr Rayes Lemmens is an independent entrepreneur interested in the following sectors:

- real estate (purchase and promotion of buildings),
- agriculture and agricultural terrains,
- building materials such as marble and the processing of natural stone
- furniture and window producers

Mr Lemmens has recently been appointed as Honorary Consul for the Republic of Macedonia in Flanders.

## CABINET OF THE SECRETARY FOR FOREIGN TRADE

**Mr Ivan Van den Bergh, General Counsellor, Cabinet Secretary\***

**Mr Joren Vandeweyer, Diplomatic Relations, Spokesperson\***

## CONTECH INDUSTRIAL SERVICES

**Mr Robby Van Assche, Owner/Managing Director\*\***

**Mr Roland Dessers, Director of Operations\*\***

<http://www.contechgroup.be>

Contech Industrial Services is a contract service company that specializes in piping installations, adjustments and reparations (e.g. oil, gas, steam), construction works and electrical installations. Nearly 15 years of experience and technical skill allow for a quick and efficient response to the needs of the industry as a contractor.

Contech Industrial Services nv has been awarded with the contract to supply, fabricate and commission the piping works for an ammonia storage unit for the fertilizer plant Agroploychim (Devnya-Bulgaria).

## DSG BELGIUM BVBA

**Mr Henri De Ceulaer\*\***

<http://www.dsg-world.com>

*DSG Belgium is the thumping heart of the DSG group. In 1996 DSG started business as a local electrical contractor in the Antwerp port area in Belgium Today DSG has grown internationally with "the world of high, middle and low voltage" as its core business. DSG Belgium monitors worldwide engineering, quality and service operations delivered by all DSG entities. DSG offers tailor-made solutions for all of your high, middle and low voltage projects.*

## FEDERATION OF BELGIAN CHAMBRES OF COMMERCE

**Mr. John Stoop, President\*\***

<http://www.belgianchambers.be/en/>

The Federation of Belgian Chambers of Commerce is the umbrella organization for all chambers of commerce in Belgium. In addition, it represents the interests of 33 Belgian-Luxembourg chambers of commerce abroad. Through its accreditation program, the Federation ensures the Belgian companies a quality service by its members. In Belgium chambers of commerce are private law organizations. Contrary to the systems in a number of other countries, in Belgium membership of a chamber of commerce is not compulsory. This freedom of membership stimulates chambers of commerce to deliver services that offer a clear added value to their members.

International entrepreneurship is one of the key activities of the Belgian chambers and the Federation:

- Certificates of origin and ATA carnets, essential documents for companies that operate internationally, are issued by the chambers of commerce. With DigiChambers, companies can now also simply request their certificates of origin online and print them.

- In the renewed cooperation agreement between the Federal Ministry of Economy and the chambers of commerce, the promotion of the international competitiveness of Belgian companies is a crucial objective.
- Through its membership of Eurochambres, ICC and the World Chambers Federation, the Federation promotes the interests of Belgian business in Europe and internationally. At the same time, these organizations provide access to a network of partners all around the world. Belgian companies can take full advantage of this worldwide network.

The Belgian chambers of commerce and the Federation are also very active in the field of sustainable entrepreneurship, strongly believing that corporate social responsibility makes companies more resilient in the current context of globalization and urge for innovation. Therefore they want to encourage and support companies to undertake in a sustainable manner, with attention to their impact on the environment and the community.

### FRISOMAT

**Mr Ben Peinen, Export Manager<sup>o</sup>**

<http://www.frisomat.be>

Frisomat industrial buildings supplies superior quality steel buildings. Our cold-formed steel building concept offers numerous advantages. Not only does your industrial building have a long and low-maintenance service life, we also provide a flexible service, both before, during and after. And to top it all off, we ensure super-fast delivery and safe assembly.

As one of the leading global players in industrial buildings they have erected over 33,000 buildings spread across more than 100 countries.

### HANDSON & PARTNERS

**Mr Peter Van Rooy, Managing Partner\*\***

<http://www.handsonpartners.be>

Handson & Partners, professionals in Finance, reporting, control and internal audit, wants to provide an added value to their clients. An entrepreneur, director or manager of an organisation should see results : performance, improvement, efficiency, growth and continuity. Whether a customer wants long-lasting or short-term support, a small or large team, or just some practical advice, *Handson & Partners* offers customers a flexible solution. Thanks to their worldwide partner network, including in the Baltic States, they are also able to find suitable solutions for international projects. *Handson & Partners* does not use a standard approach. For each assignment they make project plans in accordance with the wishes and demands of the clients. Custom-made services, that is what a customer can expect from these professionals.

### METES

**Mr Eduard Rutten, CEO<sup>o</sup>**

<http://www.metes.be>

METES (*Belgium*) and METECH (*Serbia*) are full-system suppliers for projects and concepts in sheet metal and light metal constructions.

Our customers bring an idea or describe their needs and we develop and deliver a solution.

To enhance the quality and capacity of our services, we continuously invest in the latest machinery, technology and we constantly evaluate our knowledge base, products and organizational skills.

Metes (85 people) and Metech (300 people) can punch, laser cut, bend, weld, powder paint the raw material so that they can start with the final assembly and the testing of the machines. METES and METECH are working each day to help more than a 200 different customers with their mechanical concepts, like Atlas Copco, Van Hool, Nokia, Siemens, Ariston, Agfa, Xeikon, Commscope,....

Innovation management at METES and METECH is focused on four big domains:

- The market (supply and demand),
- Technology
- Organization
- Product of the company.

The group METES-METECH targets customers from the Benelux, Central and Eastern Europe, who develop and produce standard products but wish to 'outsource' more complex cases. Our goal is to create sufficient added value to our customers by thinking together with them and offering solutions for their needs.

METES NV won the 2015 edition of Trends Gazellen Limburg for fastest growing company.

Metech Doo won the "Captain Misa Anastasijevic 2016" an annual award given to the best companies of Serbia.

*METES NV interested in pursuing and intensifying new and existing contacts in Macedonia. They would like to meet customer-companies (direct supplies) and local manufacturers that use sheet metal products.*

## UNIGOM

**Mr Patrick Meyfroit, owner\*\***

<http://www.unigom.be>

Unigom is an independent family owned company specialised in solid tyres, with production facility in Wevelgem.

Our focus: forklifts and Ground Support Equipment (GSE).

As we are a responsible producer, we take care of the tyre from cradle to cradle (C2C).

## VOKA – CHAMBER OF COMMERCE ANTWERPEN-WAASLAND

**Mr Luc Luwel, CEO\***

**Mrs Jill Suetens, Manager International\*\***

<http://www.voka.be/antwerpen-waasland/>

The Antwerp-Waasland Chamber of Commerce and Industry is an organisation that brings together businesses from our region. The Chamber is an independent, politically neutral and interprofessional organization that covers multiple sectors, purely united by a sense of entrepreneurship.

The Chamber's mission is very clear; as an independent organization for the companies and businesses in our region, the Chamber of Commerce and Industry (CCI) aims at stimulating economic activity and promoting a better entrepreneurial climate. The CCI contributes to furthering economic development of our Region by lobbying, networking and offering specific services to Businesses.

The Chamber of Commerce and Industry Antwerp-Waasland unites more than 3,000 corporate members in the two districts, and its members operate in a variety of sectors and in all corners of their region. Their size varies from young SME's with just a few employees to well-established multinationals with thousands of people on their payroll. The Chamber of Commerce and Industry Antwerp-Waasland is here to support these entrepreneurs.

There are 8 Voka – Chambers of Commerce and Industry in Flanders. Together, with the Voka – Flemish Employers Association, these 8 Chambers from the Voka alliance unite more than 17,000 businesses from all sectors in the Flemish region.

Antwerp and the Waasland region represent almost 42% of Flemish export. Therefore, international contacts are of paramount importance for our region. The Chamber's International Department is an active promoter for entrepreneurs to establish these contacts. The Chamber provides entrepreneurs in finding foreign business partners, both in and outside the European Union. The International Department also offers personal advice for entrepreneurs. The Chamber participates in joint projects with other countries and regions. These projects stimulate the co-operation and business connections in both regions involved.

#### VOKA – CHAMBER OF COMMERCE AND INDUSTRY MECHELEN

**Mr Jan Scheirs, President°**

**Mr Frédéric Achten, CEO°**

<http://www.voka.be/mechelen>

Voka - Chamber of Commerce and Industry Mechelen aims to be the closest and most influential professional network for its members, businesses and potential businesses.

With the support of the entire Voka alliance, it aims to stimulate and support free enterprise as an autonomous, neutral, private and representative player.

The Mechelen Chamber is the international contact and meeting point to start and boost your international business!

In cooperation with (official) partners in the region and in Flanders, we create the ideal matrix for the district of Mechelen to play a key role in international trade. We not only support our businesses to grow locally but most of all to explore and expand internationally thanks to our expertise and professional contacts worldwide.

#### VOSSEMEREN REAL ESTATE

**Mr Danny Dom, Managing Director\*\***

**Mr Dieter De Saeger, CFO\*\***

[www.vossemeren-vastgoed.be](http://www.vossemeren-vastgoed.be)

Vossemeren Real Estate is a property developer and real estate agent with local knowledge and expertise in the legal aspects of the property market. Buying, selling, letting and renting are their core business.