

# INVITATION

## *Meet the Dutch Delegation at the Africa Ports & Harbours Show 2013*

SANEC would like to invite you to meet our incoming Dutch trade delegation around the Africa Ports & Harbours Show 2013. The Dutch delegation, consisting of 10 companies active in the transport & logistics sector, is visiting South Africa for the following:

- Receive in-depth sector information
- Meet new potential partners/clients
- Engage with established contacts
- Looking for business opportunities
- Analyse and develop specific projects
- Offer interesting Masterclasses on the topic 'Policies into Practice'

### **Masterclasses 'Policies into Practice'**

**Monday, 24 June 2013 12H30 – 17H00 the Sandton Convention Centre**

**Wednesday, 26 June 2013 09H00 – 17H00 the Sandton Convention Centre**

**Thursday, 27 June 2013 09H00 – 17H00 the Sandton Convention Centre**

Each Dutch company will give masterclasses about their business practices and strategies and showcase their business activities. If you are you interested to learn more about the companies listed below, we invite you to join us on the times and dates above.

### **SANEC Members in Business Cocktail**

**Wednesday, 26 June 2013 – 17H00 the Sandton Boutique Hotel**

Our Members in Business Cocktail is attended by the Dutch Port & Corridor delegation that SANEC is hosting in Johannesburg from the 24th till the 28th of June. There will be plenty opportunity to meet the participants of this Trade Mission. In addition, an interactive discussion will be held between the Honourable Nkosiphendule Kolisile, MEC for Economic Development; the Honourable Ismail Vadi, MEC for Roads and Public Transport; and Mr Vusi Khumalo, Senior Manager: Strategic Stakeholder Liaison at Transnet. Special attention during the program is directed towards SANEC Member Tygron whose activities in South Africa will be launched by the Ambassador of the Kingdom of the Netherlands H.E. Mr. André Haspels.

### **Networking Lunch**

**Thursday, 27 June 2013 12H15 – 13H30 Sandton Convention Centre**

On Thursday 27 June between 12H30 to 13H30 we host a networking lunch during which there is plenty opportunities to meet the delegation.

### **Matchmaking sessions**

**Thursday, 27 June 2013 09H00 – 17H00 Sandton Convention Centre**

On the following page you find the matchmaking profiles of the Dutch delegation. If you are interested in meeting the companies, please rank from 1 to 4 which companies you would like to meet during the matchmaking slots on Thursday 27 July between 09H00 and 17H00. Please contact Ms Marlon Drent via email [marlon@sanec.co.za](mailto:marlon@sanec.co.za) or phone +27 (0) 11 459 2840.

For all elements of the programme no fees are involved.

## COMPANY PROFILES

### BAM INTERNATIONAL B.V.

BAM International B.V. is a worldwide operating company of Royal BAM Group. The Group comprises various operating companies, each with its own subsidiaries and specialisations, and thus provides a complete range of activities to enable the undertaking of large-scale projects independently or in joint ventures. Our attention lies with private as well as public funded projects. In the private sector our focus is on port developments related to the oil and gas sector and various mining initiatives. Public funded projects would involve container terminals, roads and projects in the water and sanitation sector. BAM would like to strengthen its network of local stakeholders in the marine construction sector, such as Transnet and Port Authorities. BAM would like to obtain a better understanding of the timing of new near-shore civil marine projects planned in Southern Africa.

### CORAM INTERNATIONAL

Coram (SA) in association with its companies devotes its combined efforts to the development and provision of clean and healthy mineral quality water to our clients. They are actively involved with the development, commercialization, manufacturing, marketing, selling and distribution of patented, proprietary technology in desalination and filtration with advanced products in the treatment of various types of water. Coram can provide a fresh, innovative solution for effective partnerships geared at addressing service delivery backlogs within all spheres of Government, as well as customer oriented solutions for the private sector. Coram is looking for relevant contacts within municipalities dealing with water and water disinfection.

### FUGRO

Fugro provides clients with geospatial solutions designed to accurately measure and characterize the earth. Fugro's activities are carried out across the world, onshore, offshore and from the air, providing an integrated approach related to the acquisition, interpretation, management, and dissemination of geospatial information. These services includes airborne and satellite imaging, remote sensing technologies, photogrammetry, 3D city models, LiDAR (FLI-MAP® and fixed wing), terrestrial scanning (DRIVE-MAP®), railway infrastructure scanning (RAIL-MAP®), land-based surveying and hydrographic mapping. The global reach and scale of their operations brings together the latest surveying and mapping technologies from across the world to effectively deal with the wide range of geospatial challenges that our customers seek to address. Fugro is looking for contacts involved in the rail industry, infrastructure related appliances and to get in contact with officials from Transnet.

### PORT OF AMSTERDAM

On behalf of the Municipality of the City of Amsterdam Port of Amsterdam manages, utilises and develops the Amsterdam port. Port of Amsterdam seeks to be a reliable port, directing economic activity and employment in the Amsterdam port region in a sustainable manner. It is the objective of the Port of Amsterdam to offer our port management expertise for port development purposes in order to create better trade relations with Europe and Amsterdam. Port of Amsterdam is looking for cooperation based on added value for both parties. Our deliverables in such cooperation are various: specific knowledge and services related to hinterland, multi-modal, environment, innovation, master planning, port development and port management.



### SMART SENSOR SOLUTIONS

SSS specializes in the development of 6lowPAN wireless mesh based communication solutions. The communication platform allows for multiple integration applications that can be adapted as per client requirements. SSS focuses on developing turnkey solutions specifically designed for greater client value add through increased control and efficiencies. Developments in place by SSS for 2013 include: Container equipment and materials monitoring and control, Sensitive Infrastructure Monitoring Solutions against vandal and theft, Machine Condition Monitoring, Secure Box, securing valuable documents, Turn Key 6lowPAN integration solutions for ports and infrastructure. SSS is looking for dredging and construction companies, contacts in Port development and freight rail, users of port and industrial stationary equipment and organisations that handle or transport sensitive documentation.

### STC-Group

STC-Group provides (simulator assisted) education, training, consultancy and research in the maritime and transport (related) industries. Education and training is focused on young people and adults who are interested in working, or are already employed, in the dynamic world of transport. Possibilities are endless not only in the Netherlands, but throughout the world. In the public domain, the STC-Group achieves this by providing vocational education at various levels. STC would like to meet parties interested in education, training, consulting and research and are active in: maritime services; port & terminal management, operation and design; freight forwarding; ship's agency; transport & logistics.

### TYGRON

Tygron offers decisions makers in spatial planning and infrastructure tools to become next generation planners, thereby streamlining urban planning and infrastructural development such as ports, logistics hubs or EDZ's. Based on a custom built simulation of the client environment, Tygron facilitates workshops in which all the stakeholders cooperate in collective sessions. During these workshops all participants use the custom-made decision support environment, using what if scenario's to come to better designs. Tygron is looking to meet up with decision makers that are concerned with infrastructure planning, environmental impact studies and stakeholder participation and/or management.

