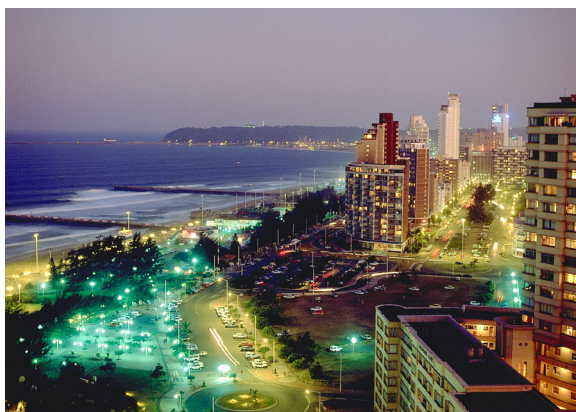


3 - 7 September 2012

Netherlands Intermodal 2012 Trade Mission to South Africa

Holland Pavilion at Intermodal Africa 2012 in Durban

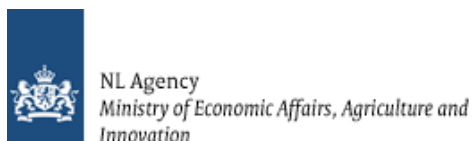


Pioneers in international business

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Dear
participants,

We consider it a great privilege
to welcome you to the Trade Mission
to Intermodal Africa 2012, an outgoing
mission from the Netherlands to South Africa.

Ten companies Ten companies interact in Pretoria and Durban with their South African counterparts from 3-7 September 2012. The diverse and intensive 5-day programme will give new insights for many and will contribute to durable business relationships from an individual point of view, but also on a collective level.

Key priorities Port and corridor developments are identified as key priorities by the South African government, who aim to stimulate and develop port and hinterland activities. This offers opportunities to explore and deepen the business ties between South Africa and the Netherlands.

Specific preference A unique element of this mission is the time reserved for business trips to the area of specific preference. This creates the opportunity to individually deepen further business contacts or to strengthen existing business ties.

Intermodal Africa 2012 Highlight of the mission is Intermodal Africa 2012, the biggest annual Container Ports and Terminals Operations Exhibition and Conference on the African continent. Key to the visit is the participation in the Holland Pavilion at the exhibition. In addition, we are very honoured that several highly appreciated Dutch and South African public and private stakeholders will host and facilitate several networking events during the week.

Special thanks Special thanks go out to the very cooperative role of our strategic partners in South Africa. We would like to thank the Dutch Ministry of Economic Affairs, Agriculture and Innovation, Agency NL and the Embassy of the Kingdom of the Netherlands in Pretoria and the Dutch Consulate-General in Cape Town for their continued cooperation and commitment.

Warm hospitality We are convinced that our delegation will enjoy the warm hospitality of South Africa and we know that members of the delegation strive to establish mutual beneficial business relationships during their stay.

Inspiring On behalf of the SANEC Board of Directors both in the Netherlands as well as in South Africa we wish the entrepreneurs, companies and organizations a pleasant and inspiring time during the mission week and a lot of success in achieving your joint endeavours.

Frans Engering

Chairman SANEC office The Hague

Herschel Maasdorp

Chairman SANEC office Johannesburg





*I am delighted to welcome another
Transport and Logistics business mission
from the Netherlands to South Africa.*

Over the past years we have seen an ever-increasing interest from both the Netherlands and South Africa in cooperation in this field, which has led to a number of business and government visits between our countries.

In 2009, Ministers Heemskerk and Koenders led a large business mission to South Africa including transport and logistics companies. After the inauguration of a new cabinet, Minister Bleker in 2011 followed suit, again accompanied by a number of companies from the sector. Several expert and business missions have followed and as a result, many Dutch businesses have established or expanded their contacts and investments in South Africa.

As the second largest foreign investor in South Africa, the Netherlands has a particular interest in the Transport and Logistics sector. Not only is the Netherlands a global leader in this field and one of the main gateways into Europe as a result of its cutting-edge innovations, we will also benefit from expansion and improvements in the South(ern) African transport system: more efficiency and faster movement of goods means more business, also for our Dutch companies active in this region.

The Transport and Logistics sector generates excellent opportunities for cooperation between South Africa and the Netherlands. It is therefore one of the priority economic sectors, where the Embassy and the Consulate-General in Cape Town support business and cooperation projects. Exciting developments are taking place in both countries: South Africa is gearing up for one of the largest infrastructure development drives in its recent history.

Over the next 7 years, around 300 billion rand (around 30 bln Euro) will be spent on key transport related infrastructure projects. Two major ones are the Durban-Gauteng corridor, including the expansion of the Durban port, and the Saldanha Bay port expansion and wider development.

The potential for cooperation is huge in fields such as planning and advice, training and skills building, application of smart logistical systems to enhance efficiency and cutting-edge technologies for port expansion. In the Netherlands, the Top Sector Logistics is gearing up to take the next technological leap, using smart ICT to further reduce the cost of transport – not just financially and timewise but also from an environmental, social and emissions perspective. This will position the Netherlands even more at the vanguard of smart logistics and continue to make us the global leader in transport.

At the same time, the sector is working hard to ensure the training and nurturing of sufficient new talent to support the sector for the future. Top training and R&D institutes like Dinalog, STC and TNO are interested in (expanding) cooperation with South Africa. From the South African perspective, the need to build skills across the board provides excellent opportunities. In short, the present Intermodal business mission is very timely. I am convinced that it will generate fruitful contacts and new cooperation agreements between the sectors in our two countries. My staff and I stand ready to support for any follow-up for parties from both countries. I hope to meet you in person during the mission or during a subsequent visit or activity.

Mr H.E. Andre Haspels, Ambassador of the Kingdom of the Netherlands in South Africa



Pioneers in international business

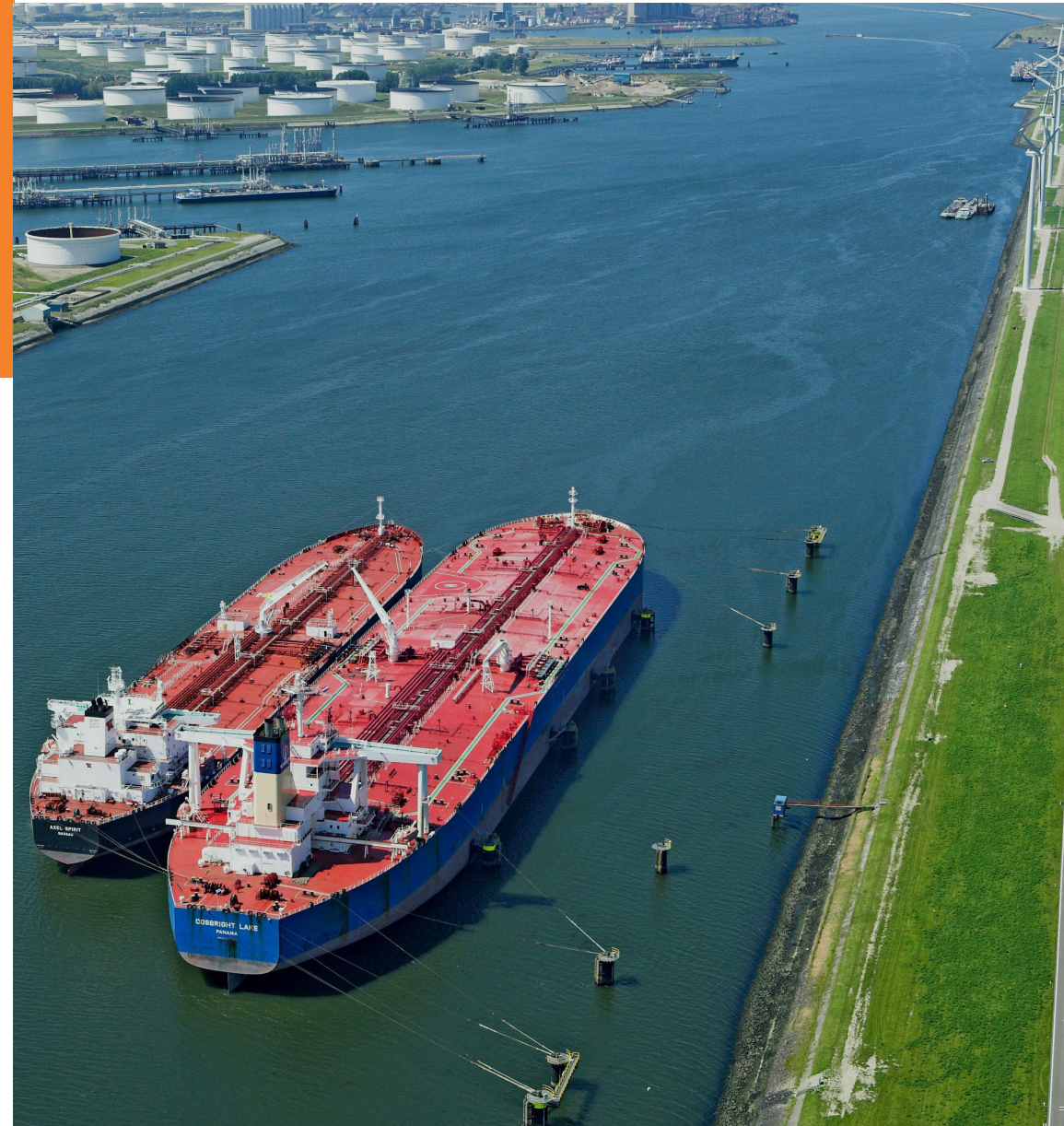


“At the Holland Pavilion at Intermodal Africa you will meet Dutch companies that offer innovative and excellent logistical solutions and extensive experience in port development and intermodal transport.”

Sector information

The Netherlands

Transport & Logistics



Dear visitors of Intermodal Africa 2012,

Good infrastructure and logistics is the oil on the cartwheel of the economy. Not only to reduce the costs of trade but also as a major factor contributing to industrial development and employment of the global economy, of Africa and of the Netherlands. This highlights the importance of this Ports, Shipping and Logistics Exhibition and Conference event in Durban, South Africa.

The position of Gateway to Europe the Netherlands, thanks to its geographical position, decades of Dutch efforts put into the accessibility of our ports and in linking them to the rest of Europe. Therefore, in the Dutch you will find an experienced partner in port development, intermodal transport, storage and logistics. That knowledge and expertise we would like to share and exchange with others here in Durban and will be mutually beneficial.

At the Holland Pavilion at Intermodal Africa 2012 you will meet Dutch companies that offer innovative and excellent logistical solutions and extensive experience in port development and intermodal transport. It's with great pleasure that I support the Dutch presence at Intermodal Africa and I would like to complement Transnet for hosting this largest exhibition in its field on the African continent.

Marten van den Berg

Deputy Director General International Relations
Ministry of Economic Affairs, Agriculture and Innovation of the Netherlands

Introduction

Occupying a strategic location, the Netherlands is perfectly positioned to serve the pan-European market. It lies between major sea and airports on the one hand and major commercial and industrial centers in Europe (France, Germany, the UK) on the other. Moreover, the country offers a favorable tax environment for foreign companies, an internationally oriented business community, and a flexible, productive, and highly educated labor force. But the decisive factor in making the Netherlands so popular as a site for European supply chain transport and warehousing activities is its extensive infrastructure. According to 'The Global Competitiveness Report 2011-2012' the quality of the Netherlands' infrastructure is among the best in the world, reflecting excellent facilities for maritime, railroad and air transport, ranked 2nd, 6th, and 5th, respectively.



Dutch Seaports

The location and quality of a port usually is a decisive factor for foreign companies when setting up their European supply chain. Dutch seaports range from the large multi-purpose ports of Rotterdam and Amsterdam to the more specialized ports of Flushing, Terneuzen and Groningen Seaports. The ports provide a full range of cargo handling facility services and excellent multi-modal onward connections into Europe.

The Port of Rotterdam is the most important port in Europe with a total throughput of 430 million tons in 2010, being twice that of Antwerp and three times that of Hamburg. In container shipping the field is somewhat more level, but here too, the Port of Rotterdam is number one, processing 11.1 million TEU of cargo in 2010. It is a logistics center where multinational companies can serve their European markets from a central Northwest European point. Some 34,000 seagoing vessels and 108,000 inland vessels called at the Port of Rotterdam in 2010.



The Amsterdam port area is an important junction and is the largest 'airport-seaport' combination in Europe. Its favorable location close to the sea and excellent connections to the hinterland via water, road and rail, and the proximity to Amsterdam Airport Schiphol make the port an ideal location for (inter)national cargo flows. It ranks as Europe's number 4 port and number 1 petrol port.

The Amsterdam port has facilities for handling, storing and transshipping all types of goods, with a special focus on the following sectors; food, building materials, distribution and value added logistics activities, coal, agricultural bulk, steel, non-ferrous scrap, automotive logistics, wood products, molasses, oil products, speciality chemicals and offshore. The Port of Amsterdam is the largest cocoa port in the world. The port area also boasts a car terminal and a distribution centre for car parts, spare parts. A lesser known fact is that Amsterdam also exports vast numbers of secondhand cars.

Airports

Amsterdam Airport Schiphol, Europe's number-three cargo airport, is connected by an extensive network of roads, highways, railways, and waterways to all locations within the Netherlands, as well as to all major European cities and transportation hubs. Its reputation as a top-ranking air cargo center is derived from its excellent cargo links with more than 100 European routes and with all the main US and Far East destinations. However next to Schiphol Amsterdam, the Netherlands has other airports located in different parts of the country; Eindhoven airport (South), Rotterdam The Hague airport (West), Maastricht Aachen Airport (South) and Groningen Airport Eelde (North).



Connection hinterland by road and rail

Besides being a major point of entry into the European market, the Netherlands offers fast and reliable connections to the rest of Europe via road, rail, water, and pipeline, enabling any international company to design and implement its optimal supply chain solution for this market. The Netherlands has an extensive, modern, and well-maintained road and highway system that integrates seamlessly into the European highway network. And with around 12,000 transportation companies, ranging from very small, one-truck operations to large international players, there is an ample supply of services. For containers and bulky goods shipped in large volumes, trains offer a cost-effective and fast transportation solution, as the Dutch railways are linked to all major European networks. In addition, a brand new railroad dedicated to freight transport, called the Betuweroute, was opened between the Port of Rotterdam and the German

Ruhr area, providing uninterrupted and even faster connections than ever before. Many international companies use the Netherlands as location for their European distribution activities.



With its many rivers and canals, Holland presents another excellent option for transporting goods. Not only is water the most environmentally friendly transportation solution, it also represents a very cost-effective arrangement for products for which

speed of delivery is not that essential. For goods bound for places in Southern Europe, such as Portugal, Spain, and Italy, short sea transportation accounts for a good share of cargo. The Dutch waterways network also links up perfectly with the European network for barge transportation, connecting all main destinations across the whole of North-Western Europe. In fact, the Netherlands, favorably situated at the mouth of the Rhine, is most often the point of departure or the final destination for international inland shipping transportation.

Bron: NDL/HIDC Nederland Distributieland/
Holland International Distribution Council, www.hidc.nl.

Sector information

South Africa

Transport & Logistics



Ports and Shipping

The ports of South Africa play an important role in the South African economy and of neighbouring (landlocked) members of the Southern African Development Community (SADC). Approximately 96 % of the country's exports are conveyed by sea, and the following eight commercial ports in South Africa:

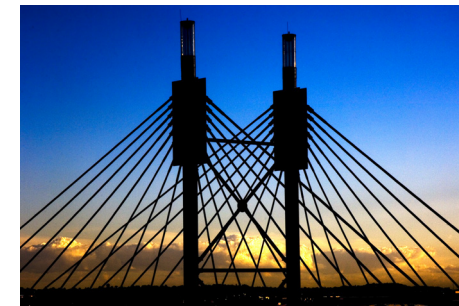
- Richards Bay and Durban (Kwazulu Natal)
- East London, Port Elizabeth and the Port of Ngqura (Eastern Cape)
- Mossel Bay, Cape Town and Saldanha (Western Cape)



If one port experiences any sort of delay or interruption the effect is often felt across the entire region. The ports of South Africa are gradually becoming more settled, with privatization measures banished (for the present) from South Africa's ports and replaced with large-scale government investment and resulting in more efficient cargo handling procedures and improved infrastructure with much improved service levels. At the same time the port structure remains under the ownership of state-owned Transnet National Ports Authority, being responsible for port management of the eight commercial ports.

Roads

South Africa has the longest road network of any country in Africa with a high standard and extensive road network of about 754 000 kilometres of which over 70 000km are paved or surfaced roads. While the Department of Transport is responsible for overall policy, road-building and maintenance is the responsibility of the South African National Roads Agency (Sanral) as well as the nine provinces and local governments. Sanral is responsible for the country's network of national roads, which grew to over 20 000km and an estimated value of over R40-billion in 2010. Around 3 000km of the national roads are toll roads. A multi-billion rand freeway improvement scheme has significantly eased congestion on the roads in Gauteng, the province with country's busiest roads.



Railways

Rail transport in South Africa is the most important element of the country's transport infrastructure. All major cities are connected by rail, and South Africa's railway system is the most highly developed in Africa. The South African rail industry is publicly owned and managed by Transnet freight rail (formerly Spoornet) a division of Transnet.

Railways

With the increasing coverage provided by the nation's highway system, long distance passenger travel has declined in South Africa. While many commuters still use rail for their daily commute, nationally, only half of the nation's 20,000 kilometres (12,000 mi) of track is being fully utilized, and some 35% of the nation's track carries no activity or very low activity. Accordingly, Transnet is moving towards an emphasis on freight, rather than passengers, to keep the rail system profitable.

Transnet is investing R82 billion over the next five years, of which R40.8 billion is being spent on upgrading freight rail infrastructure and rail engineering. The upgrading of the freight rail infrastructure is key to the objective of shifting more freight from the road network to the rail network as well as finding the balance between road and rail in respect of the transportation of goods. The Gautrain, South Africa's most ambitious recent rail project connects Johannesburg, Pretoria and OR Tambo International Airport since mid 2011, easing congestion on the Johannesburg-Pretoria .



In April 2010, the South African Minister of Transport proposed a Johannesburg-Durban high speed rail system. There are concerns about the cost and engineering difficulty of the project, which would have to cross the Drakensberg mountains. but the minister repeated proposals in June 2010. The project is expected to cost U\$30 billion, but there are hopes that alternative funding sources will be available.



Airports

The Airports Company South Africa (ACSA) owns and operates the 10 principal airports, including the three major international airports in Johannesburg, Cape Town and Durban and handles 98 % of the country's commercial air traffic. The others are domestic airports in Bloemfontein, Port Elizabeth, East London, George, Kimberley, Upington

and Pilanesberg. Other airports in South Africa include Lanseria (Midrand), Gateway (Polokwane), Nelspruit and Kruger (Mpumalanga).

In the run-up to the 2010 soccer world cup, a number of airports, especially the OR Tambo and Cape Town international airports were significantly upgraded. The total budget for the operation was around R 20 billion. Acsa shut down Durban's old airport and replaced by King Shaka international airport, built from scratch, at La Mercy, outside Durban, at a cost of R7.9 billion. The Department of Transport has executed a runway and terminal refurbishment at Bloemfontein Airport. A terminal upgrade at East London has been done and runway a refurbishment at the airport of Port Elizabeth.

Special Economic Zones

South Africa began to establish Industrial Development Zones (IDZs) in 2000. The stated goal of these enclaves – established at Coega, East London, Richards Bay, and OR Tambo International Airport outside Johannesburg – was to encourage export industries and attract foreign direct investment. This was to be achieved by creating investor-friendly environments situated close to international ports and airports that would be characterized by less red tape and better infrastructure.

A review by the Department of Trade and Industry (DTI) summarises the situation today. From 2002 to 2010, a total of 40 investors were attracted into the three IDZs that are actually operational – Coega, East London and Richards Bay – and have spent about R 11,8 billion. The DTI has itself spent about R5,3 billion on the programme. In total some 33 000 jobs have been created, most of which were short-term construction jobs.



No one involved believes that this performance represents success. South Africa's IDZs are a form of Special Economic Zones (SEZs), a broad international concept denoting demarcated geographic areas where rules governing investment, employment, customs, taxation, planning, etc. differ from those prevailing in the rest of the country. Various types of zones have evolved to meet a range of objectives in specific economic contexts. Successful SEZs have been widely used as instruments for attracting foreign direct investment, creating large numbers of jobs, developing and diversifying exports, and experimenting with new policies.



The result of a thorough review was that the IDZs did not offer potential investors a unique value proposition. Government expectations for the new programme are high, and it has already been earmarked for funding in this year's budget. In his 2012 budget speech, the Minister of Finance, Pravin Gordhan, allocated R2,3 billion for industrial development and Special Economic Zones, in the process describing SEZs as 'levers of economic change'.

Trade Corridors

There are several trade corridors in Southern Africa, connecting the inland with the coast. The major trade corridors crossing South African territory are:

- The trans Kalahari Trade corridor, connecting the Gauteng province with Walvisbay in Namibia
- The Maputo Corridor, connecting the Gauteng province with Maputo in Mozambique
- The North South Corridor, connecting Cape Town and Gauteng with the countries north of South Africa.

Intermodal Africa 2012

Intermodal Africa is the biggest annual Container Ports and Terminals Operations Exhibition and Conference on the African continent. This two day Pan-African Exhibition and Conference will take place on Thursday 6 and Friday 7 September 2012 at the International Convention Centre, Durban.



This market leading event is proud to be hosted by Transnet National Ports Authority. The 2 day Conference will be a gathering of 35 world-class conference speakers in global transport and logistics attended by a gathering of 600 senior executive delegates from the world's leading shippers, cargo owners, shipping lines, freight forwarders, logistics companies, ports, terminal operating companies, railway operators, port equipment and services suppliers.

Trade Exhibition

There will be a concurrent two days Trade Exhibition for 80 companies to exhibit latest state of the art transport related products and services to more than 600 Pan African, international and regional senior executive decision maker participants at this prestigious annual African international Exhibition and Conference event.

Holland Pavilion

During the Trade Exhibition you are participating in the Holland Pavilion, positioned next to Transnet National Ports Authority, the host of this event. This gives you an unique opportunity for additional profiling during the trade mission.

Exhibition opening times are

Tuesday 6 September 9am – 5 30 pm
Friday 7 September 9am – 3 30 pm

Intermodal Highlights

- Participation in Holland Pavilion
- Hosted by Transnet National Ports Authority
- 35 world-class conference speakers
- gathering of 600 senior executive delegates in global transport and logistics
- two days Trade exhibition for 80 companies

Address

International Convention Centre (ICC)
Durban
45 Bram Fischer Rd,
Durban 4001
T +27 (0) 31 360 1314

10th Intermodal
AFRICA
2012

Programme

Sunday 2 September Amsterdam/Johannesburg

Arrival at OR Tambo International Airport. Check in at Hotel Mondior at Emperors Palace. For KLM flight KL0591, arrival at 21H20, transport will be arranged from the Airport to Hotel Mondior at Emperors Palace.

Monday 3 September Johannesburg

07H30 Departure to site visit at the aerotropolis OR Tambo Airport.

08H15 Site visit at the aerotropolis OR Tambo International Airport and surroundings. Focus on Aerotropolis Planning, the Built Environment Performance Plan and the Capital Investment Framework. (To be confirmed)

11H15 Group transport from site visit to The Innovation Hub.

12H00 Lunch at The Innovation Hub, Pretoria.

13H00 – 13H30 Matchmaking session 1

13H40 – 14H10 Matchmaking session 2

14H20 – 14H50 Matchmaking session 3.

15H00 Interactive seminar on 'the Connectivity of Rail, Road and Water and the Innovation of Logistics and Transport Hubs in South Africa through Smart Logistics'.

17H00 Networking cocktail with key stakeholders, policy developers and decision makers in the transport and logistics sector in South Africa. Opening by H.E. Mr. André Haspels, Netherlands Ambassador to South Africa, hosted by the Netherlands Embassy.

19H00 Departure by group transport to Hotel Mondior at Emperors Palace.

Tuesday 4 September Region of choice

Departure to individual preferred region of choice. Tuesday and the Wednesday are to be filled in according to individual interest and plans. Suggested options: **Western Cape, KwaZulu Natal, Walvis Bay, Maputo, Gauteng en Eastern Cape.**

Wednesday 5 September Durban

Day/Evening Arrival at King Shaka International Airport Durban. Check in at the Benjamin Hotel in Durban.

08H40 Taxi from the Benjamin Hotel to Hilton Hotel

09H00 – 12H30 Technical site visit to Durban Port

Programme

Wednesday 5 September Durban

19H15 Departure by group transport to Moses Mabhida Stadium.
19H30 Welcome reception for all mission participants to Intermodal Africa at Moses Mabhida Stadium, sponsored by Transnet.
21H30 Departure by group transport to Benjamin Hotel.

Thursday 6 September Durban

07H15 Breakfast at Benjamin Hotel.
08H00 Departure to the International Convention Centre Durban for presentations, networking and participation in the Holland Pavilion at Intermodal Africa.

17H00 – 19H00 Networking reception at Jam Restaurant with key stakeholders in the Intermodal sector, hosted by the Netherlands Embassy. Venue: Jam Restaurant at Quarters on Avondale.

19H30 Gala Dinner for all participants and spouses, sponsored by Transnet. Dress code: business casual. Venue to be confirmed by Transnet.
21H30 Departure by group transport to Benjamin Hotel.

Friday 7 September Durban

07H30 Breakfast at Benjamin Hotel.
08H40 Group transport to the Hilton Hotel in Durban.

09H00 Matchmaking sessions at Hilton Durban.
09H00 – 09H45 Matchmaking session 1
10H00 – 10H45 Matchmaking session 2
11H00 – 11H45 Matchmaking session 3.

12H00 Back to ICC Durban for plenary Intermodal conference programme.
14H30 Departure to site visit at Port of Durban by SMIT Amandla Marine
17H00 Departure from SMIT Amandla to the Benjamin Hotel.
Evening: Evening leisure programme with a closing dinner at own cost at Harvey's Restaurant.

Saturday 8 September Durban

Morning Departure from King Shaka International Airport Durban to Amsterdam Schiphol

Hotel details

HOTEL MONDIOR

at Emperors Palace

64 Jones Road,
Kempton Park, Johannesburg

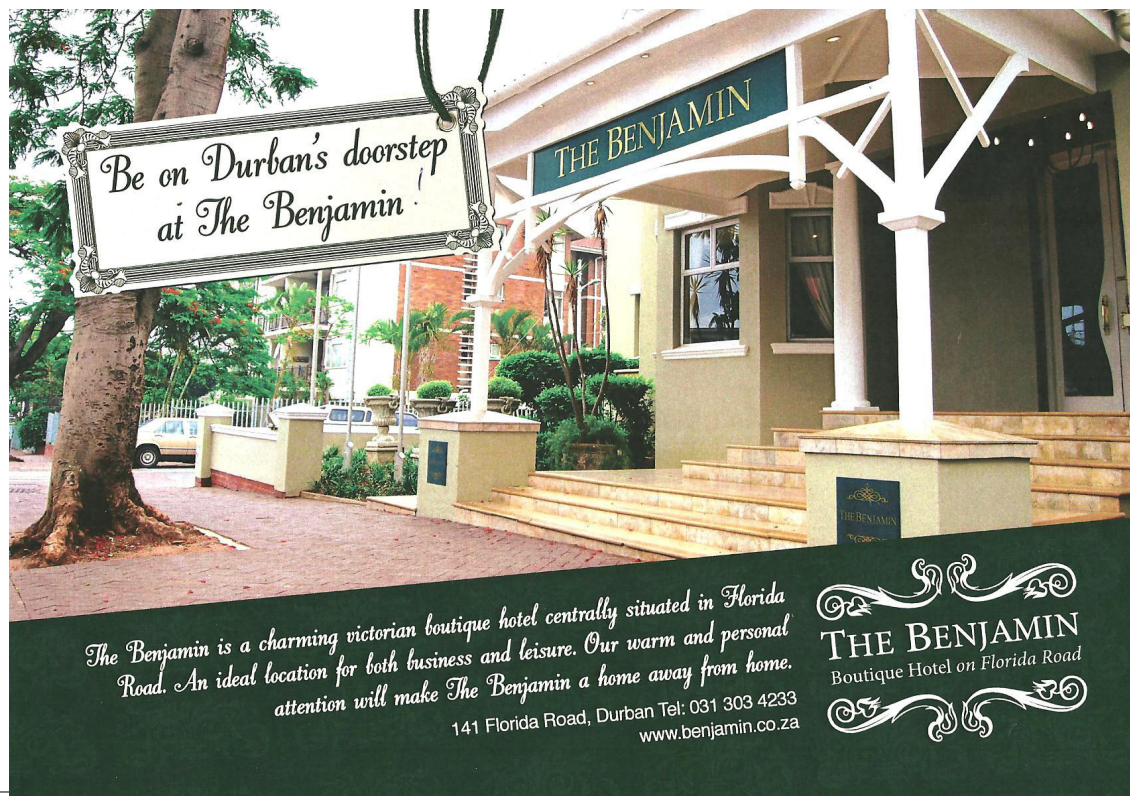
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Profiles organising parties



Kingdom of the Netherlands

Embassy & Consulate-General of the Kingdom of the Netherlands

One of the core tasks of the Embassy and the Consulate-General is to promote economic and trade relations between South Africa and the Netherlands. The Embassy in Pretoria and the Consulate-General in Cape Town support both Dutch and South African businesses in trading between the two countries, assist in trade missions and offer networking opportunities. The the Embassy and Consulate-General also support also provide information and advice about high potential sectors for economic co-operation between the Netherlands and South Africa such as the water sector, agriculture, energy, and transport and logistics.



H.E. Mr. André Haspels
Ambassador to South Africa



Mr. David de Waal
Consul-General Cape Town



Mrs. Sandra Pellegrom
Head Socio-economic cooperation



Mrs. Deidré Batchelor
Policy Advisor

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Consulate-General

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T +27 (0)21 4271376
kaa@minbuza.nl



NL Agency
Ministry of Economic Affairs, Agriculture and
Innovation

NL Agency

2g@there Through the 2g@there programme, the Ministry of Economic Affairs, Agriculture and Innovation supports companies that intend to join forces in their international business dealings, provided that the alliance is active in a sector or niche in which Dutch parties have a reputation.

Long-range support Groups of companies that want to focus on opportunities abroad can obtain long-range support. The public support may consist of a financial contribution, economic diplomacy or public knowledge over a period of three years. The program is carried out by the NL Agency.



Mr. René Beerepoot
Project Advisor 2g@there

NL Agency

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W www.sanec.org

SANEC

SANEC is the key intermediary agency for companies, organisations and entrepreneurs doing business or seeking to do business in and between the Netherlands, South Africa, the Benelux and the southern African region (SADC).

Having close contacts with both the public and the private sector in both regions, SANEC is able to open doors for you and to offer you custom-made services to fit the individual needs of your company or organisation. Through our 400 members and other stakeholders, SANEC promotes the Netherlands as the entrance Europe and South Africa as the 'gateway' to the SADC region.

Port & Corridor Development in Southern Africa

SANEC aims to strengthen, implement and coordinate cooperation in the field of port and corridor development in and between Southern Africa and the Netherlands. The success of the region's ambitions depends on the effective implementation of transport infrastructure development corridors at national, regional and international levels. Throughout southern Africa initiatives are taken and cooperation is sought to improve this transport and logistics sector, connecting economic hubs across borders.

SANEC managed to facilitate several business interactions by activating the transport and infrastructure networks in both regions of the world. Incoming and outgoing trade missions led to sustainable cooperation and gave useful insights in the possibilities and constraints with regards to international cooperation. Tangible outcomes are currently being facilitated by SANEC by means of a multi-year programme, supported by the Dutch government, to stimulate public-private cooperation between South Africa and the Netherlands in the field of Ports and Corridors.

Company Profiles



Pioneers in international business



Mr. Cees van der Burg
President & CEO Buhold Industries



Mr. John Oddy
Director Welfit Oddy

Buhold industries B.V.
Boyleweg 6
3208 KA Spijkenisse
P.O. Box 399
3200 AJ Spijkenisse
The Netherlands
P: +31 (0) 181 69 17 85
www.buholdindustries.com

Welfit Oddy (Pty) Ltd.
Kurland Road
Perseverance
Port Elizabeth 6001
South Africa
P: +27 41 404 6600
Web: www.odd.co.za

Buhold Industries

Buhold Industries is a privately owned company which, through its subsidiaries and manufacturing plants Welfit Oddy (South Africa) and WEW (Germany), strives to be the most reliable, innovative and cost efficient producer with the biggest range of tank containers of the highest quality and reliability, utilizing the most advanced production and process technology and economies of scale. And of course at all times still maintaining the highest level of ethics and integrity in all our dealings with our stakeholders. The Buhold Industries group of companies currently employ more than 1500 people, located in the Netherlands, South Africa and Germany.

Products and services

Tank containers are the best alternative product to dry goods box containers for transporting bulk liquids. They are stainless steel pressure vessels that carry various liquids, from foodstuffs to chemicals, from temperature sensitive products to highly hazardous materials. They can range from 10cbm up to 26cbm within the standard TEU footprint, and oversized can be increased up to 38.5cbm. Tank containers are an effective, economical, environmentally friendly and highly safe way to transport bulk liquids globally by road, rail and sea.

Is looking for

Around the Intermodal Africa 2012 Conference in Durban on 6 and 7 September 2012, Buhold industries are looking to make contact with end users and operators (mining, chemicals, transport and logistics e.g.) involved in transporting liquids who are looking for new, more effective and/or more durable solutions for transportation and storage.



Mr. Amaury Luyckx
Owner's Representative
Southern Africa

Conti-Lines

Conti-Lines is part of the Conti 7 Maritime Holding Company. Conti 7 has its origins dating back to 1924, and is involved in maritime operations, liner and tramp agency, freight forwarding and chartering. The philosophy of Conti 7 is the following: distinction, hyper-specialisation and flexibility. Professional know-how, creative power and substantiality are considered to be a strength of Conti-Lines. The diversity of the services Conti-Lines offers, combined with a well-oiled organisation, has enabled them to achieve a steady growth and a privileged relationship with their clientele all over the world.

Products and services

Conti-Lines offers space for bulk / breakbulk and project cargoes on its own or on chartered vessels and this worldwide. Vessels chartered on long term basis are engaged in fixed scheduled liner operations and vessels chartered for trip or short periods are engaged to meet the demand of various markets. From South Africa, Conti-Lines offers monthly sailings to Europe, employing modern 32.000 DWAT tween deckers/open hatch/box shaped vessels with a lifting capacity up to 120 MT. The line has established itself as one of the major lines for the carriage of steel, granite and bulk parcels out of Southern Africa. Major calling ports in South Africa are Richards Bay, Durban and Saldanha Bay. In Mozambique: Beira and in Namibia: Walvis Bay.

Is looking for

Logistic Managers and people involved in the logistics of mining companies, steel mills, granite mines. Cargo brokers, port authorities and port operations managers. Competing shipping companies (involved in bulk and breakbulk cargoes not involved in containers or tankers) to discuss potential cooperation. Conti-Lines would like to make new contacts during the trade mission and to deepen existing ones with parties involved in transport of bulk products. Companies involved in mining, paper, wood, bio mass, steel, minerals, coal, sand and similar bulk products are interesting for Conti-Lines to meet with.

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Mr. Roel van de Loo
Director Sohar
Environmental Unit / Project
Manager DCMR / SEPA

DCMR Milieudienst Rijnmond

For more than 35 years, DCMR Milieudienst Rijnmond (Environmental Protection Agency) has been the joint environmental service of the Province of Zuid-Holland and 15 municipalities in the Rijnmond area. The economic motor of the Netherlands, this area includes the Port of Rotterdam and large scale industry in a densely populated region. DCMR operates in a field where the environment, spatial planning and the economy intersect. DCMR safeguards the region's quality surroundings for the area's 1.2 million residents.

Organisation

DCMR employs a staff of 500. The organisation is divided into three account divisions (Operations, Municipalities and SME, and Harbour and Industry) and an Expertise Centre, which deals with specialist tasks in the fields of noise, air, climate, soil and safety.

Since 2008 DCMR is cooperating with the ministry of environment and climate affairs (MECA) to establish a dedicated environmental permitting, monitoring and inspection unit for the industrial port of Sohar and Sohar Freezone. The goal of the cooperation is to reach sustainable industrial and port operations. The cooperation will be extended until the end of 2013.

Furthermore, DCMR has signed a cooperation Agreement with the Municipality of Saldanha Bay (SA) to develop the Saldanha Bay Environmental Agency (SEPA). The goal is to establish a similar environmental Agency as in Oman and use the experience and expertise of DCMR in this regards.

Is looking for

The goal of establishing an environmental agency is not only limited for Saldana Bay but has potential for all ports in Southern Africa. It is for this reason that DCMR is looking to intensify their contact with organisations such as Transnet, Walvis Bay Corridor Group and public parties such as DTI.

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Mrs. Liesbeth Staps
International Liaison Officer

Dinalog

Dinalog, the Dutch Institute for Advanced Logistics aims for the Netherlands to be European market leader in the control and coordination of transnational flows of goods by 2020. This requires innovation through collaboration: between rail, road, air and sea transport, between researchers and logistics professionals, in and across supply chains.

Dinalog is a public private partnership in which logistic service providers, port authorities, shippers and knowledge institutions work together. Dinalog implements the Dutch National Innovation Program on Logistics and Supply Chain management. Dinalog facilitates innovations in research projects and shows how these plans work in practice through demonstration projects. Dinalog boosts logistics human capital by educational projects, training and courses in the field of logistics and supply chain management.

Products and services

- Cross Chain Control Centers: coordination and control of complex global supply chains bundling of physical goods, information and data management
- Service Logistics: advancing logistics in after sales services, spare parts distribution and end of product life
- Transport Hubs in Control: controlling all transport movements and information flows in port-hinterland connections
- Synchromodal Transport: the flexible deployment of different modes of transport based on actual circumstances
- Supply Chain Finance: optimisation and integration of financial processes between shippers, suppliers, logistic service providers, financial partners and other relevant partners in and over the total value chain(s).

Is looking for

- Technological collaboration in mutual research & development and innovation projects with logistics innovation institutes and logistics companies
- Setting up training programmes for logistics professionals for companies and educational institutes in Africa,
- Setting up, preparing and executing logistics and supply chain management innovation and implementation projects with Dutch industry expertise in Africa.

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GLOBALEX 33 cc



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Globlex 33cc

The principal Globlex 33cc team comprises rail and barging (inland and short sea), port (inland and deep sea), terminals, shipping, railway and infrastructure specialists and managers with unrivalled experience of corridor design, maintenance, renewal and operations. Globlex 33cc has, amongst others, participated in the following projects: Nile River Barging, Port of Sohar Development and Implementation, Port of Aquaba Development and Implementation, Port of Rotterdam, Rail Container Terminals Rotterdam, Austrian Authorities, and Zambezi-Shire River Barging Corridors.

Products and services

1. The Skills and Experience Globlex 33cc brings to inland-terminals and short sea barging projects

Globlex 33cc is ideally suited to provide professional services for barging projects in Sub Saharan Africa. Globlex 33cc is used to devising solutions that optimise the desired outputs of rail shuttle and barging service capacity, journey time, reliability and safety against the capital cost and on-going maintenance liability.

2. Understanding rail shuttle and barging as a transport system and a business

The Globlex 33cc team brings deep knowledge of barging as a complete transport system, as an engineering system and as a business, which is critical in developing practical and cost effective solutions for rail, inland waterways and short sea projects wherever they may be. They know how barging corridors work, how to build them, how to maintain them and how to run them.

Is looking for

On 6 and 7 September around the Intermodal Africa 2012 Conference in Durban, Globlex 33cc would like to make new contacts and to strengthen existing ones with public and private parties involved in developing rail shuttle, inland terminals, short-sea barging and economic areas. For this purpose the following parties could be interesting to get to know better: port and rail authorities, terminal operators, shipping companies and shipping liners, other consultancy companies and potential development partners like Transnet, DTI, Walvis Bay Corridor Group, Namports, DBSA and IDC.



Mr. Hans Vermij
Project Director

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Royal HaskoningDHV

Royal HaskoningDHV is one of Europe's leading independent project management engineering and consultancy service providers and ranks globally in the top 10 of independently owned, non-listed companies and top 40 overall. With its headquarters in Amersfoort, the Netherlands, the company's 8,000 staff provides services worldwide from more than 100 offices in 35 countries. The company has a turnover in excess of Euro 700 million. The company brings together a large pool of talent and expertise in planning & transport, delta & water technology, maritime, aviation, industry & energy and buildings. In combination with its international office network, the company can deliver world-class solutions locally to clients around the globe. As leaders in sustainability and innovation, Royal HaskoningDHV provides the next exciting step in working towards enhancing society together.

Products and services

Our leading professionals apply their expertise around the globe in the areas of:

- Aviation
- Maritime & Waterways
- Transport & Asset Management
- Infrastructure
- Planning & Strategy
- Water Technology
- Rivers, Deltas & Coasts
- Industry, Energy & Mining
- Buildings
- Southern & Eastern Africa

Is looking for

Around Intermodal Africa on 6 and 7 September 2012 in Durban Royal HaskoningDHV would like to meet private and public port developers (Transnet and other public and private authorities). Also large corporate end-users that foresee possibilities and cooperation with the services of Royal HaskoningDHV for port developments or in other areas as described above, are interesting for Royal HaskoningDHV to meet with.



Mr. Marcel van de Kar
Managing Director

Royal Vopak (Vopak) is the world's largest independent tank storage service provider, specialized in the storage and handling of liquid chemicals, gasses and oil products. The company operates 84 terminals with a combined storage capacity of more than 28 million cubic meters in 31 countries. The terminals are strategically located for users along the major shipping routes. The majority of its customers are companies operating in the chemical and oil industries, for which Vopak stores a large variety of products destined for a wide range of industries.

Products and Services

At terminals around the world Vopak stores its customers' products for some time in storage tanks, often under very specific conditions, such as controlled temperature. Some of the products are blended to the desired specification.

Vopak's terminals play a key role in the international logistical chains. Products are transported from the terminal to end-users by vessel, railcar, tank truck or pipeline. Vopak develops their services according to product, market and functional requirements, often in cooperation with Vopak customers and strategic partners.

Looking for

Around the Intermodal Africa 2012 Conference in Durban on 6 and 7 September 2012, Vopak would like to make new contacts and to deepen existing ones with oil and chemicals parties, with important stakeholders in ports and economic zones and with other organizations that have a stake in growing economic activities in South Africa. Examples of these parties are Transnet, DTI, IDC and DBSA.

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Port of Amsterdam



Mr. Jean Paul Drabbe
Strategic advisor & International
Business Development

Port of Amsterdam

The Amsterdam port area is one of the world's key international logistics hubs, located right at the North Sea connected with smart logistics via water (Rijn), rail, road and air (Schiphol Airport) to the rest of Europe. It ranks as Europe's number 4 port and handles almost 93 million metric tons of cargo annually. The strategic and central location in Europe makes the port easy to reach and ensures excellent connections to all the major European markets. The Amsterdam port authority, 'Port of Amsterdam', is part of the local government and will be privatised in 2013. Port of Amsterdam operates, manages and develops the whole port area.

Products and Services

Port of Amsterdam has an international strategy for South-Africa: 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. We look 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. Besides these international services, the Port of Amsterdam has three main tasks:

1. Optimise service and business climate for companies in the port region. To this end the Port focuses on existing clients, attracting new cargo flows, new businesses and also on marketing and promotional activities.
2. Construct and maintain infrastructure, modernise the port and manage Amsterdam's port area.
3. Ensure prompt, safe and environmentally friendly shipping traffic from 40 kilometres outside the piers near IJmuiden to the Orange Locks.

Looking for

Around the Intermodal Africa 2012 Conference in Durban on 6 and 7 September 2012, Port of Amsterdam would like to make new contacts and to deepen existing ones with port owners, port operators and -users, international companies with interests in Europe and/or active in energy, logistics, food & feed, minerals and cruise. Further in general with important stakeholders in ports and economic zones. Examples of these parties are Transnet, DTI, IDC and Imperial.

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Mr. Sander Wubbolts
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STC-Group

STC-Group provides (simulator assisted) education, training, consultancy and research for the maritime and transport (related) industries. Education and training is aiming for young people and adults who are interested in working, or are already employed, in the dynamic world of transport. Operational port work or administrative, purely technical or more regulatory, as nautical officer or driver, as dredging master or shipping agent, as process operator or fisherman. 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.

Products and Services

Services are provided in the following clusters:

1. Sea transport and related industries
Sea shipping (Deck Officer, Marine Engineering Officer and all STCW'95 related courses), cruise, offshore, dredging, hydrography, sea fisheries.
2. Ports and terminals
Port authorities, maritime services (including VTS and pilots), containers, dry, liquid and neo bulk handling and storage, all related terminal equipment.
3. Transport and logistics
Inland waterway transport, road transport, rail transport, air transport, pipeline transport, ship's agent, forwarding agent, loading, discharge and warehousing, customs (organisation).
4. Process industry and energy
Process operation and industrial maintenance (including refineries and power plant).

Looking for

STC would like to meet parties interested in education, training, consulting and research.

Parties could be active in the fields of amongst others:

- Port and terminal management, design and operation,
- Maritime services,
- Freight forwarding,
- Ship's agency,
- Transport and
- Logistics.



Mr. Onno N. Roelofs
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Stig Consult

Stig Consult is involved in business consultancy and management services in international Port and Area Development and Port Management. The view is to translate clients ambition to balanced business case input. The approach is to maximize value during (pre-)feasibility by continuously seeking alternatives, re-evaluating and by remaining critical. The output is a bankable plan and input for tender (in the most effectual format) during which Stig Consult stays on board.

Maximum benefit can be achieved if all stakeholders recognize the social economical context when dealing with large scale development. The view of Stig Consult is that true sustainable value is added during the development process if both the full economic and social life cycle are taken into consideration. Considering the full life cycle implies that also organisational aspects of commercial port operation should be incorporated in initial strategic planning.

Products and services

Stig Consult staff enable development projects by providing strategy motivated management and consultancy services consolidated in 1) strategy & business consulting, 2) development management and 3) project management. Stig Consult gives insight in feasibility, bankability and executability before moving on to the materialisation stage. While aligning stakeholders, Stig Consult progresses the project to achieve predictable results in a controlled environment. Engineering a life-cycle business-case requires a focus on operational aspects starting in early stages of development.

Is looking for:

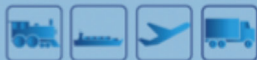
On Monday 3 September in Gauteng and around the Intermodal Africa 2012 Conference in Durban on 6 and 7 September 2012, Stig Consult would like to make new contacts and to deepen existing ones with public and private parties involved in developing ports and economic areas. For this purpose the following parties could be interesting to get to know better: port and rail authorities, terminal operators, shipping companies, other consultancy companies (like SSI) and other potential development partners like Transnet, DTI, Walvis Bay Corridor Group, Namports, DBSA and IDC.

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