

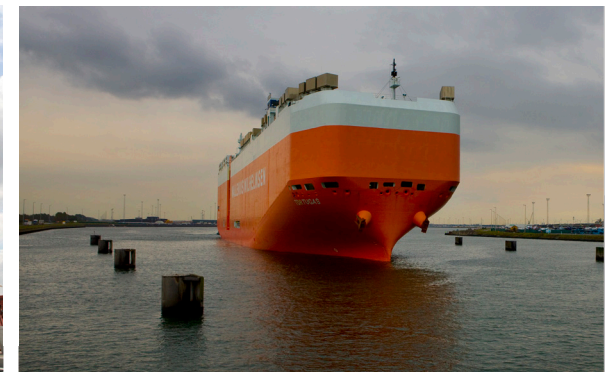


# FLANDERS

NORTHERN REGION OF BELGIUM  
ECONOMIC MISSION TO  
IRELAND



APRIL 16-18, 2013



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# **ECONOMIC MISSION TO IRELAND**

**APRIL 16-18, 2013**

## ORGANISATION

### FLANDERS INVESTMENT & TRADE

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**Claire TILLEKAERTS**  
CEO

#### Activities:

The Flanders Investment & Trade agency promotes sustainable international business, in the interest of both Flanders-based companies and overseas enterprises.

Whatever sector you are involved in, Flanders Investment & Trade will help you establish contact with the Flemish companies you are looking for.

This includes not only products or services you may be sourcing, but also various types of business relationships, from joint ventures to technology transfers.

At another level Flanders Investment & Trade enhances Flanders' position as the gateway to Europe for inward investors. The Agency identifies, informs, advises and supports overseas enterprises by establishing production and research facilities, contact centers, headquarters, logistics operations and the like in Flanders, the northern region of Belgium.

This broad focus on international entrepreneurship, involving outward trade as well as inward investments, requires not only a thorough knowledge of Flemish economy, but also an extensive network outside of Flanders.

We have just that for you. Do visit our website and discover our worldwide network. With over 90 offices we are bound to be conveniently located near you, wherever you are.

## ORGANISATION

### BRUSSELS INVEST AND EXPORT

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**Jacques EVRARD**  
Managing Director

#### **Activities:**

The Foreign Trade Department of the Brussels-Capital Region is a public body that aims at enhancing and improving the export capacity of Brussels-based companies.

To develop the export potential of Brussels-based companies, the Foreign Trade Department:

- Provides Brussels companies with information about foreign markets,
- Organises trade missions and group stands at international exhibitions and fairs,
- Supports the prospect initiatives of Brussels companies through financial incentives.

The Foreign Trade Department of the Brussels-Capital Region also orientates and helps foreign companies interested in Brussels products, services and techniques, to make the right contacts in order to meet their demands.

## DELEGATION

### FLANDERS INVESTMENT & TRADE BRUSSELS

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### FLANDERS INVESTMENT & TRADE DUBLIN

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## MEMBER OF DELEGATION

Mr. Yvan ROMBOUTS  
Honorary Consul-General  
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## ACATS

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**Delegate:**  
François Van Leuven  
Managing partner



**Delegate:**  
Leyla Svaridza  
Eastern countries  
contact

### Activities:

Acats is specialized in remote Oracle database management and Oracle Projects. Also Microsoft, net development, projects and management, architecture and disaster recovery implementations are part of Acats activities. Trough our network of partners and freelancers we offer a complete solution for all your IT needs. Mobile development and mobile device management have been added to our services recently. Trough our contacts in Eastern countries, we can offer near shore outsourcing solutions, always with our company as a single point of contact. Our power lies in our network of freelancers working closely together for your projects.

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## CLICKTOUCH

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**Delegate:**  
Piet Blomme  
Managing director

### **Activities:**

Clicktouch is a manufacturer of electronic input devices with more than 25 years' experience in the design and innovation of Human Machine Interfaces. Our product range includes membrane switches, touch screens, piezoelectric and force sensors, industrial keyboards, security and heating films and also their related products. We are offering qualified products with a high life time. Our organization is ISO9001-certified. Our 'Clicktouch' membrane switches offer a nice tactile feedback, an excellent backlighting and a lifetime of more than 6 million activations.

We have more than 12 years' experience with the capacitive touch technology and are platinum partner of Cypress. Our customers may choose between a full range of standard projected capacitive touch screens and fully custom made touch screen developments. As well hardware as software can be supplied.

We, at Clicktouch, will not only produce your input devices to your specifications, we'll also advise and assist you for developing stylish, innovative and qualified input solutions.



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## DAVID CROQUETTE

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**Delegate:**  
David Toronski  
CEO

### **Activities:**

Since 1997, David Croquettes are known to be the best croquettes of Belgium. We deliver brasseries, hotels and restaurants but also delicatesses, cheese shops and traiteurs.

Our bigger partners are big 'traiteur & catering' as Loriers, Saint-Clair, Lecoq, ... they use our mini-croquettes as appetizers!

Seven years ago we became the distributor of "choc-o-lait", a block of chocolate to stir in warm milk to obtain an authentic hot-chocolate!

Recently we've had vegetables and fish terrines to our range of products.

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**DECORAIL**

Lieven Gevaertlaan 10  
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DECORAIL

**Delegate:**

Patrick Vanhees  
Export manager

**Activities:**

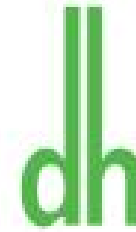
Decorail is a Belgian producer of hand, cord and electric operated curtain track systems, roman blind and sliding panel systems. Our products are used by endusers and are also applied in hotels, hospitals and the healthcare. We recently launched a new sliding panel system and several electric roman blind systems. Our clients are wholesalers in the Benelux, Germany, Austria, Switzerland, Scandinavia, etc. Decorail is a reliable partner with premium quality products, short delivery terms, good support and competitive prices. Our company slogan 'we make curtains move' is more than just a sentence.

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## DECRUY

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**Delegate:**  
André Decruy  
General Manager



**Delegate:**  
Brecht Devolder  
Export Manager

### Activities:

Decruy NV in Houthulst was founded in 1970 in reaction to the growing demand for prefabricated furniture components. As one of the first players in this segment of the furniture market we managed to quickly increase our capacity, and to broaden the range of components we could produce. Today we have the capacity to produce each day about 80.000 foil-wrapped drawers (MDF or chipboard wrapped with PVC, PP or paper foils). On top of that we also produce large volumes of foil-wrapped mouldings and profiles, milled, drilled, dowelled, and edgembanded according to the technical drawings of our customers. All our products are custom-made.

We sell an annual volume of about €13.5 mio, of which about 80% is realized abroad. Some references: Demeyere (FR), Gautier (FR), Häfele (AU), Decorative Panels Furniture (UK), In Ireland (current customers): Cedarwood Kitchen Manufacturers, Patrick Cody Ltd, Woodworkers and Hobbies Ltd, Williams Furniture Manufacturers, Fine Irish Pine Ltd (now Gleneagle Woodcraft).

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## DYNACO EUROPE

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### **Delegate:**

Patricia Aerts  
Sales Administration Manager

### **Delegate:**

Kevin Heslin  
Regional Sales Manager

### **Activities:**

Dynaco is the world leader in high speed door technology. It offers state of the art solutions for both commercial and industrial applications.

The success was largely due to revolutionary technological innovations, protected by numerous worldwide patents and offering real advantages for the customer: self-reparability, intrinsic safety, exceptional seal, speed and limited maintenance costs. And of course, we aim to protect the environment.

Tight and fast as they are, Dynaco doors result in significant energy savings. On top of that, they automatically re-insert themselves in seconds. That way, they increase productivity. Dynaco has installed over 130.000 doors worldwide in multiple environments, including specific solutions such as: Stainless Steel, Cleanroom, Freezer, Power and All Weather, in order to answer the specific needs of food industry, retail, logistics and storage, heavy industries, automobile, pharmaceuticals and many others.

Today, the Dynaco Group, managed by Dirk Wouters, has the ambition to remain "technological leader" and to continue its growth through the enlargement of its product range and the reinforcement of its distribution network.

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## FAM

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**Delegate:**  
Hans Schatteman  
Sales coordinator



**Delegate:**  
Leighton Banner  
Sales &  
TCP Manager

### Activities:

FAM develops and manufactures precision cutting machines for the food industry. For over 30 years, FAM has been breaking new grounds in this business. Today FAM is the undisputed market leader in Europe. In addition, FAM has an extensive sales and service network for the global consultancy and aftersales support of our customers.

With over 4,000 machines operational across 72 countries, FAM is one of the market leaders for industrial food cutting solutions. World-wide, FAM has experience with more than 1,000 different cutting applications in the vegetable, potato and fruit sector, as well as in the meat, poultry, seafood and cheese industry.

The logistical and commercial head office is located in Kontich (Belgium) at only a stone's throw from the Antwerp harbour and only half an hours' drive from Brussels Airport. In addition, we have offices in Peterborough (UK), France, Spain, the US and Asia. Through a network of more than 40 agents and partnerships with other leading companies, FAM is always at the service of their customers all over the world.

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## GERNAL

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**Delegate:**  
Tim Oosterlinck  
Sales manager

### **Activities:**

Gernal is a Belgian company, specialized in the development and production of machinery for the food industry. We use our expertise to help companies with their production lines. Our machines can be situated in the following areas: meat, fish, ready meals, pasta, soups, sauces, ...

We have customers all over Europe. Our most important markets, next to our home market, are Germany, France, the Netherlands, the UK and Ireland.

We make our machines custom made. Thanks to our knowledge and flexibility in several areas, we manage to produce the machine which enables the customer to produce in the best possible way.

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## HORAFROST

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**Delegate:**  
Patrick Derck  
Advisor export

### **Activities:**

Horafrost NV is a family owned business. The company produces high quality frozen vegetables and vegetable mixes. Year after year the company invests in order to fulfill its customer requirements such as, the latest state of the art machinery, innovation and product development, new techniques in harvesting and efficient crop management.

The major export markets today are France, the UK and Germany. Horafrost is producing own label products for the major retailers and caterers in all these countries. Quality, hygiene and product safety are the kernel of their way of working. The company has BRC A-grade.

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## INTERFLUX ELECTRONICS

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Website: [www.interflux.com](http://www.interflux.com)



**Delegate:**  
Ralph Lauwaert  
Technical department Interflux-Electronics NV

### **Activities:**

Interflux Electronics NV, established in 1985 in the heart of Antwerp, Belgium by Mr. Daniel Werkhoven, is specialised in the manufacturing of soldering fluxes, solder wire and solder paste for the Electronics assembly and the PCB manufacturing industry. With the development of the no-residue soldering flux IF 2005M, Interflux Electronics became a pioneer in no-clean soldering. Today, Interflux Electronics is represented in most industrialised countries all over the world. Three strategic production facilities have been setup in Belgium, Singapore and China. Other Interflux Electronics support offices are located in France, Norway, Sweden, Denmark, Hungary, Singapore and Italy. Among our clients, you will find large OEM's, automotive and aerospace contractors, prototyping manufacturers, as well as small soldering shops. Our product range covers soldering fluxes, solder wire, solder paste and soldering auxiliaries. The main focus of our product range is quality and reliability, at an affordable price.



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## INTERSER

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**Delegate:**  
Bart Van Tongerloo  
Director

### **Activities:**

INTERSER NV is a logistic company. We transport your cargo all over the world and are specialized in all kind of transportation between Ireland and Benelux. Weekly we have our groupage services per container between Benelux and Ireland. We also have 3 times a week a trucking service between these countries. Besides this we are specialized in Pet Foods, Aluminum Profiles, Chocolates, Cat litter, Furniture, Events, ... We have a Console service on weekly basis from and to Israel. Canada and the USA are very important for us because of the Pet Food and Cat litter Industry. We provide trucking to and from Turkey on a daily basis in cooperation with our Turkish agent. China and India, the 2 booming markets, are also important for Interser. Because of the very strong agency network in these countries we can offer very competitive rates from door to door. Interser can provide a service by sea (Conventional, Breakbulk, Cross-Trade, LCL & FCL), by air, by road FTL or groupage, by train and by barge.

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## JO BEAU PRODUCTS

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The logo for JO BEAU products is displayed on a yellow rectangular background. The words "JO BEAU" are in a large, bold, white, sans-serif font, with a thin red underline beneath "BEAU". The word "products" is in a smaller, lowercase, white, sans-serif font to the right of "BEAU".

**Delegate:**  
Bruno Peeters  
Export Manager

### **Activities:**

Jo Beau products is a small family company that manufactures since 1999 a full range of narrow chippers and stump grinders. In 1988, Jozef Beauprez started his repairing and selling gardening machines business. In wintertime when the business in garden machines is slower Jozef started to build in 1999 the first chipper mounted on a Walker mower.

Since the wood chipper worked incredibly well, Jozef envisaged to create an autonomous model. The first M300 with 13hp engine was born. The M300 was a huge success and Jozef started to build more and more different models of successful chippers like the M200, M300INT M400 and M500. Jozef moved in 2003 in order to open a new 650m<sup>3</sup> building where he could start his new company "Jo Beau products".

Three years later the company moved to more spacious surroundings (1800m<sup>3</sup>). The company is currently providing employment to 8 people and his volume has almost tripled.

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## JSR MICRO

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**Delegate:**  
Erik Bovens  
Regional Sales Manager

### **Activities:**

JSR Corporation was founded in 1957 and has solidified its position as a leading company in petrochemical businesses such as synthetic rubber, emulsions and synthetic resin. In addition, JSR has applied polymer technology, which was developed over many years, to the information and communication fields through display, electronic and optical materials.

In August 2007, JSR Corporation launched JM Energy, dedicated to the development, manufacture and marketing of its ULTIMO Lithium Ion Capacitor (LIC), an electrical storage device that stores or releases electricity through rapid electrostatic reactions. Compared to a battery that stores electricity through slow chemical reactions, a capacitor makes it possible to charge and discharge electricity almost instantaneously with an extremely long cycle life. Since that time, JSR and JM Energy have also developed an aqueous binder for lithium ion batteries. Our aqueous binders offer significant improvements in safety, performance and manufacturing cost compared to traditional organic binders.

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## KIPCO DAMACO

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**Delegate:**  
Cédric Dupont  
Area sales manager EU

### **Activities:**

Kipco-Damaco NV, in business since 1964, is a producer and exporter of a wide range of meat products for wholesale, catering and further processing. Our product range consists of various types of mechanically deboned meat (f.e. MDM, baader, white chicken meat, ... ), chicken cuts (all items on a trading basis), turkey cuts (all items on a trading basis), cooked hen/chicken meat, pork cuts, ... in addition, we also started our own private label in french fries.

Kipco-Damaco NV grew from a small and local company to an international group with offices in Brazil, Russia, India, UAE and Singapore.

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## MILCAMPS

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Website: [www.milcamps.be](http://www.milcamps.be)



**Delegate:**  
Geneviève Roberti-Lintermans  
Export Manager

**Delegate:**  
Philippe Smits

### **Activities:**

Milcamps is a waffles factory created in 1932. The factory was bought in 2008 by Jacquet-Brossard group (member of Limagrain).

Milcamps produces authentic waffles produced with natural ingredients and without preserving agent or colouring.

The factory proposes different ranges of waffles: Brussels waffles, butter galettes, Liege (sugar) waffles, fruit filled waffles, frozen doughs for Liege waffles and vanilla waffles.

Milcamps is BRC and IFS certified grade A.

We distribute our product to major supermarkets and to the foodservice in Belgium, Japan, Korea, Australia, France, Portugal, Holland and England.

We propose our products under Milcamps or Jacquet-Brossard brand and under private brand.

Waffles are sold fresh (ambient) or frozen, in bulk (for the food service) or packed in flow packs, in blisters or in printed packs (for the retail).

We guarantee high quality waffles, made with high content of butter and eggs. They are sold as premium bakery products under the finest brands.

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## NOVELLAS INTERNATIONAL

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**Delegate:**  
Nic Nicasy  
Director Recruitment and Assessment

### **Activities:**

Novellas International is one of the international leading providers of healthcare recruitment, project sourcing, training & assessment centers for hospitals. Bridging Europe to the Middle East in matching qualified doctors and nurses to exciting job opportunities in Europe, Saudi Arabia, United Arab Emirates, Kuwait, Qatar, Azerbaijan, etc. Novellas International is headquartered in Brussels (Belgium) and has an international network of affiliates, associates, agents. We are specialized in recruiting Western trained (EU 27) doctors, nurses & allied medical for hospitals & elderly homes. Offering total healthcare staffing solutions and achieving a greater organizational performance by assessing, recruiting, developing and engaging the best people for the best jobs. Qualified People. Better results.

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## PRIMERA PROCESSING

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**Delegate:**  
Kristoff De Muynck  
Sales manager

### **Activities:**

Primera Processing is an active player on the market of frozen products. We have our own BRC-certified production base in Czech Republic where we produce mainly:

- In bacon: green beans, goat cheese, dried fruit, scallops and shrimps
- Skewers: fish and seafood, meat (cooked or marinated)

Primera Processing also imports products from:

- Spain: exclusive importer of rainbow trouts from Piscifactoria de Alba
- India: exclusive importer of Choice products: ready-made meals 'Tastee Choice', wild shrimps, cultured shrimps vannamei.
- Chili: exclusive importer of 'The Chef of Patagonia': pasteurized fish and ready-made meals, cultured Atlantic and coho salmon products, king and snow crab.

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## ROAM CHEMIE

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Website: [www.huwasan.com](http://www.huwasan.com)



### **Delegate:**

Benjamin Steegen  
Business Development Assistant Medical

### **Activities:**

Roam Chemie is a supplier of water treatment products and is also producer of the disinfectant products according to the unique Huwa-San technology.

Our products are newly developed ecological disinfectants based on hydrogen peroxide, which is manufactured according to the Huwa-San technology. The products are odor- and colorless, do not foam and have a broad microbiological spectrum i.e. bactericidal, fungicidal, virucidal and sporicidal. We have references in different applications fields:

- Coca-Cola / Danone / Nestlé in Food
- The biggest producers in Animal Husbandry worldwide
- Huwa-San DW is used as a drinking water disinfectant replacing chlorine in Ontario (Canada) municipalities at the moment
- Estee Lauder in cosmetic industry
- Public Swimming pools in Belgium & Netherlands

With BioXeco brand for public health care we are present in many public health care institutes.



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## ROLTEX BELGIUM

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**roltex**®  
Our tray, your way.



**Delegate:**  
Karl Huylebroeck  
General Manager

### **Activities:**

Roltex is a producer of catering trays and unbreakable glasses.

We are exporting to 40 countries in Europe and beyond and are already present in Ireland on the catering market.

Over the last years Roltex specialized in digital printing on trays. This is done in high quality, with high resolution, very robust and scratch resistant. This resulted in the development of new markets.

With a newly developed tray, the 'Brasseur' we aim at the brewing and drinks industry where this tray can be an important marketing tool. In our own Belgian beer land we have numerous breweries using this product.

The high quality of the prints also seduced the museum shops. We already made trays with artwork of Magritte, Van Gogh, Ensor and ancient masters. The Prado museum in Madrid is one of our customers. Printed trays are an ideal souvenir to take back home: lightweight, flat, unbreakable, useful and not too expensive.

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## UNIL LUBRICANTS

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**Delegate:**  
Anita Woytowicz  
Export Sales Manager

### **Activities:**

Unil offers a complete range of lubricants suitable for most industrial and automotive applications. Our lubricants satisfy the strict technological requirements of OEM's, achieving the highest environmental and safety standards, and we have been ISO 9001 and ISO 14001 certified since 1994.

Our 100 years of know how in blending oils and the daily support of our own laboratory licensed by 'Wearcheck' give us the confidence in bringing you products that matter. They matter for your car, for your equipment, for process efficiency and for the environment. Our factory is based in Sint-Pieters-Leeuw in Belgium and our brand Unil is well-known throughout Benelux where we hold a significant share of the B2B market. Unil was part of the Shell group until 2009 when it was acquired by the independent holding company Cipelia, at which time it began to focus on export markets.

Our international partners are distributors with outstanding technical expertise and commercial reliability. They are dedicated to growing their business by establishing the Unil brand and its positive image among B2B customers and end users in their local markets, offering premium products at a unique price/quality ratio.



