

# PORT & CORRIDOR COOPERATION

BUILDING PARTNERSHIPS FOR SUSTAINABLE GROWTH IN SOUTH AFRICA

24-28 June 2013, South Africa

## Port & Corridor Mission to Johannesburg

*Holland Pavilion & Masterclasses at Africa Ports & Harbours Show 2013*



Pioneers in international business

Made possible by



## Contents ]

Page	
	<b>Introduction &amp; background</b>
5	Preface
6	Port & Corridor Masterclasses <i>Putting Policies into Practice</i>
8	Ports & Harbours Show 2013
10	Interview Mr. Sander Wubbolts, STC-Group
14	Sector information
	<b>Programme &amp; hotel</b>
18	Programme trade mission
21	Hotel details
22	Profiles
	<i>Profiles organizing parties</i>
24	SANEC
25	Embassy & Consulate-General of the Kingdom of the Netherlands
	<i>Company profiles</i>
26	BAM
28	Coram
30	Forkliftcentre
32	Fugro
34	KPN
36	Port of Amsterdam
38	Smart Sensor Solutions
40	STC-Group
42	Tygron
44	Welfit Oddy
46	Personal notes

## Preface



Ports & Harbours Show 2013  
Samantha Pickard

### Welcome to Africa's Largest Transport & Infrastructure Show

**With African governments, transport operators and major end users investing billions in infrastructure and development in the near future, and with a clear focus on growing the transport sector and enhancing transport efficiencies, we look forward to yet another exciting year at the Africa Transport & Infrastructure Show.**

The Africa Transport & Infrastructure Show is where you can discuss and share policies, plans and procedures and facilitate the development of the African transport sector and growth of African business. The Transport and Infrastructure show is co-located with Africa Rail, the Africa Ports & Harbours Show, Aviation Outlook Africa and the prestigious Transport Africa Awards, making the event the biggest transport forum in Africa and definitely an event not to be missed.

This year we are pleased to host the Holland Pavilion at the Africa Transport & Infrastructure Show where you are able to meet Dutch companies that offer innovative and excellent logistical solutions and key suppliers whom have extensive experience in port development and intermodal transport.

The Netherlands has some of the busiest and most technologically advanced ports and terminals in the world – make sure you spend some time at their exhibition stand to learn about how you can implement some of their strategies in your business.

It is with great pleasure to host SANEC and their partners at the 16th Annual Africa Transport & Infrastructure Show.

**Samantha Pickard**  
*Project Director*  
*Africa Transport & Infrastructure Show*

### Sandton, Johannesburg

*Home of the Sandton Convention Center and Ports & Harbours Show 2013*





## Port & Corridor Masterclasses

*Putting Policies into Practice*

*Inspiring sessions by Dutch sector specialists during the Africa Ports & Harbours Show 2013*

2013 is the year in which a 3-year Dutch governmental programme, called **2g@there**, comes to an end. This programme is led by SANEC, having the aim of positioning Dutch organisations having an interest and track record in Ports & Corridors (development) in southern Africa. ‘Mutually beneficial partnerships’, ‘knowledge exchange’ and ‘win-win situations’ are key-words in this multi-year programme.

### *3-year programme*

In 2011 the primary focus was on the developments in and around the Port of Saldanha Bay, Western Cape, South Africa. In 2013 the Saldanha Bay area will be officially appointed as an Industrial Development Zone (IDZ) in South Africa.

### *Factfinding studies*

In 2012 the focus was broadened from Saldanha Bay/Western Cape to Ports & Corridors in the entire southern African

region. Therefore, amongst other services/ activities, factfinding studies were conducted by several organizations to identify tangible business opportunities in six Ports & Corridors. Amongst these studies, cross-boundary corridors were analysed in Maputo, Mozambique and Walvis Bay, Namibia. Please read more about the contents of these factfindings on [www.portandcorridor.org](http://www.portandcorridor.org).

### *Bringing together networks*

In 2013, marking the final year of the Port & Corridor 2g@there programme, we focus on bringing together the established networks and the acquired information. In addition there is a focus on transfer of knowledge from the Netherlands to southern Africa and vice versa.

### *Masterclasses & business cases*

Therefore, in the week of 24-28 June 2013 several Masterclasses will take place at the Sandton Convention Centre in Johannesburg, during which 8 Dutch organizations present their business cases. The focus of these Masterclasses is how policies are being turned into practice, as of result of how these

organizations have applied their Port & Corridor activities worldwide (and more specifically in southern Africa). SANEC anticipates that these Masterclasses will strengthen business ties between private organizations in the Netherlands and in (southern) Africa.

### *Mission in November 2013*

Should there be a recognized need for follow-up; an incoming visit to the Netherlands in November 2013 will be organized, in which southern African Port & Corridor stakeholders will bring their knowledge and experience across borders to inform the Dutch sector.

### *Future Port & Corridor services*

SANEC will continue its Port & Corridor services and activities beyond 2013. We will continue to communicate related business opportunities and provide added value facilities, such as market entry, for Port & Corridor stakeholders in Africa and in Europe.

Warm regards,  
The SANEC Team

## Masterclasses at Ports & Harbours Show 2013

<b>24 June</b>	12H30 14H00	<b>Forkliftcenter</b> ‘First class second hand equipment’ <b>Tygron</b> ‘SimPort, an interactive port planning simulation’
<b>26 June</b>	09H00 10H45	<b>Port of Amsterdam</b> ‘Improving Hinterland Connectivity through Partnerships’ <b>BAM International</b> ‘Worldwide and in southern Africa’
<b>27 June</b>	09H00 11H45 13H30 15H00	<b>Coram</b> ‘From Water Treatment Plant to your sink’ <b>Fugro</b> ‘Remote Sensing – An Integrate Approach’ <b>Smart Sensor Solutions</b> ‘New communication platform’ <b>STC-Group</b> ‘Vision and value added on capacity building’





## The Africa Ports & Harbours Show

**24 and 25 June 2013**

**Sandton Convention Centre**

**Johannesburg**

The Africa Ports & Harbours Show is the continent's premier port terminal and harbour infrastructure investment show. It is a conference and exhibition that attracts decision-makers from port operators, terminal operators, major end-users, government and investors from around Africa.

### *Co-located*

In 2013 the Africa Ports & Harbours Show is co-located with Africa Rail, Signalling & Train Control Africa, Road Trans Africa and Aviation Outlook Africa shows.

### *Local and global solution providers*

The exhibition hosts local and global leading solution providers and is attended by decision makers from across Africa, from a variety of key industries. The Africa Ports and Harbours Show conference is about showcasing project and investment solutions for Africa's port and terminal operators, end-users, government and investors.

### *Line-up*

The event line up is as following:

- Over 2500 attendees
- 90+ sponsors & exhibitors
- 150+ speakers
- 4 conferences
- 72+ free seminar theatres.

### *Focus on senior management*

The Ports and Harbours show is focussing on senior management as its target group. The agenda is composed of different elements; case studies and keynote addresses from leading operators in Africa, as well as international operator keynotes.

### *Key-note speakers*

Speakers during the conference are amongst others; Jeff Nemeth, President and Chief Executive Officer, Ford Motor Company Of SA, Dr Mathews Phosa; Tau Morwe, CEO, Transnet National Ports Authority; Habibu Abdullahi, Managing Director, Nigerian Ports Authority and Dominique Lafont, CEO, Bolloré Africa Logistics.

### *Sandton convention centre*

The Ports and Harbours show takes place at the Sandton convention centre on the 24th and the 25th of June 2013. The Sandton convention centre is situated in northern Johannesburg, in the heart of Sandton's business, hotel and entertainment district.

### *Address*

Address Sandton Convention Centre:  
161 Maude St  
Sandton 2196  
T: 011 779 0000

**Africa Ports  
& Harbours Show 2013**

**AfricaRail 2013**

**Aviation  
Outlook Africa**



## Interview with Mr. Sander Wubbolts

### The vision of the STC-Group

“South Africa is an economically ‘hot’ area”

#### Can you explain the core objectives and structure of STC-Group?

STC-Group is the authority on (simulator assisted) education, training, consultancy and research for the maritime and transport (related) industries.

Competency, rules and regulations, efficiency, environment, safety and security are key issues in the services provided. Services are provided to the following clusters:

1. Sea transport and related industries,
2. Port and terminals,
3. Transport and logistics and
4. Process industry and energy.

#### In which countries and areas are you active?

Centres of Excellence are already operational in the Netherlands, Oman, Vietnam, the Philippines, South Africa and Brazil. STC-Group is an experienced partner, operating globally.

#### Please explain the SA-NL link of STC-Group?

It started in 2001, when STC started rolling out its global vision and strategy. Along with activities in Vietnam and the Philippines, the development of a STC-Southern Africa branche started in the Johannesburg area, focussing on transport and logistics and port related sectors. STC-SA has steadily entrenched itself as a leading local supplier to the region.

Key techniques of structured transfer of knowledge and skills through knowledge migration from Europe to Africa have strengthened local capacity and ensure access to the most cutting-edge technology and training facilities to further enhance our services.

Affiliated to the STC-Group in the Netherlands, STC-SA is able to offer a multi-faceted service, ranging from education and training to consultancy services, research and technical assistance.

For Transnet, many black Pilots and Harbour Masters have been educated and trained. Less than five years ago STC started to develop its Cape Town training facility located in the middle of the port.

STC-SA, the leader in maritime training studies, transport logistics and training

simulators for the entire transport and logistics chain in Southern Africa, is now expanding steadily northwards.

#### What are the global trends in transport & logistics you are focusing on as STC-Group?

On average, the buying power of individuals has increased over the years giving people the opportunity to buy not only primary goods but also (more) luxury products. In order to deliver the products we want, trading and wholesale companies do their utmost to purchase and collect goods and products from all ‘corners’ of the world.

#### But how do you get the goods and products to the continent, country, region, distribution centre, city, stores and finally to your home?

Right; using reliable transport systems including the appropriate modalities and equipment; like vessels (ocean-going and inland barges), trains and trucks.

Simultaneously, as started in the previous century, people are moving to more urbanised areas. The world concentration of people living in cities is already 50% occupying less than 5% of the land available.

This means that the distance between the (natural) resources and the consumption area increases. As a result, the pressure on the demand and supply networks is expected to increase, and thus on transport and logistics sector.

On the other hand one of the core activities of STC-Group is educating and training seafarers; nautical officers and

marine engineering officers. According to the Baltic International Maritime Council (BIMCO) and International Shipping Federation (ISF) study of the demand and supply of seafarers, there is a shortage of 10,000 officers worldwide and by 2015 this may reach 27,000. STC is there to serve the maritime industry from four different countries.

**Which opportunities do you see in South(ern) Africa, for example looking at the growing economies?**

With reference to the previous question; Southern Africa – lead by South Africa - is an economically ‘hot’ area, especially with the discovery of proven gas and oil reserves in Mozambique and Tanzania, and in Lake Victoria. Secondly, the mining industries in the southern African countries, have to feed the increasing demand for coal and minerals from Asian countries.

The discoveries and reserves are having a great impact on political, economic and social levels.

Particularly looking at the demand for competent people; those who can do the job at vocational level. There are only few institutions in the world that have global, practical experience in educating and training the upcoming and existing workforce.

The use of local content is key when it comes to social-economic development. This immense challenge cannot be solved by STC-Group, but we can contribute to a



Mr. Sander Wubbolts - STC-Group Senior Project Manager

**Which role does the 2g@there Port & Corridor Cooperation play in achieving your goals in this region?**

The development of transport corridors and SEZs in South Africa is crucial to maintain and expand the economic leadership position in (Southern) Africa, at the same time boosting its socio-economic development. STC plays a prominent role in the development of people.

The 2g@there ‘Port and Corridor Cooperation’ program, executed together with great consortium partners, is one of the vehicles for STC to contribute to the further development of South Africa.

The 2g@there program also opened our eyes even further. From contacts with the

main stakeholders (nationally, regionally and locally), the people working in the port and corridor (related) industries and the people in the streets it was learned that South Africa is a smart, well-educated nation with great challenges in the field of vocational education and training.

STC-Group, through its affiliation with STC-SA, can and will do everything within its capacity to contribute to the further development of human capacity in the port and corridor (related) industries.

**Please explain STC-Group’s CSR policy and how this is accomplished by the STC Training Academy?**

STC-Group is well-known for its social engagement. For STC it is of paramount importance to give a helping hand to

those not in the position to obtain the (basic) education they want and need, is given. STC-Group has a development strategy to assist with transformation and empowerment in Sri Lanka, Vietnam and South Africa.

In 2007 a Development Trust was established. The Patron of Trust is Dr Don Materra. About 100 learners funded annually in the form of school fees, uniforms, stationery and books.

Secondly, an Engineering Faculty at Groenberg Secondary School was established. STC-Group supplies computers, know-how and equipment. Annually, 20 bursaries for tertiary studies are provided.



STC Training Academy in Cape Town, South Africa



## Sector information



### 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 Bay (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 (continuation)

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 .

### Gautrain

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 Walvis Bay 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.



# Programme

## Sunday 23 June Amsterdam|Johannesburg

Arrival at OR Tambo International Airport. Check in at Maslow Hotel, Sandton. For more information, please see page 21.

## Monday 24 June Johannesburg

- 07H00** Breakfast at own convenience at hotel
- 08H00** Departure from Maslow Hotel to Tambo Springs
- 08H45** Site visit Tambo Springs
- 10H15** Departure to Sandton
- 11H00 – 12H00** Brunch (venue to be confirmed)
- 12H00** Departure by group transport from lunch venue to the International Convention Centre in Sandton for ‘Policy into Practice’ Masterclasses and Maritime Terminal & Port Security Workshops.
- 12H30** Masterclass Forkliftcenter
- 14H00** Masterclass Tygron
- 17H15** Departure by group transport from Sandton Convention Centre to Pretoria
- 18H30** Official welcome dinner hosted by H.E. Mr. A. Haspels at the Ambassador’s residence in Pretoria. Dress code: business

## Tuesday 25 June Johannesburg

- 07H30** Breakfast at own convenience at hotel
- 08H30** Departure by group transport from Maslow hotel to Sandton ICC for networking, presentations and participation in the Holland Pavilion at the Africa Ports and Harbours Show plenary conference programme. Speaker from the SANEC delegation at plenary conference programme: *‘Corporatization of the Port of Amsterdam’ by Eduard Visser, Director Strategy and Innovation, Port of Amsterdam.*
- 14H00** Group transport from Sandton ICC to the Maslow Hotel
- 16H30** Group transport from Sandton ICC to the Maslow Hotel
- 16H45** Opportunity to refresh and dress for evening (dresscode business)
- 17H45** Group transport from the Maslow Hotel to the Sandton ICC
- 18H00** Preluding networking cocktail party at Sandton ICC
- 19H00** Awards Gala Dinner at the Sandton Sun  
Dresscode: business

# Programme

## Wednesday 26 June Johannesburg

- 07H30** Breakfast at own convenience at hotel
- 08H00** Departure by group transport from Maslow hotel to Sandton ICC
- 08H30** Policy into Practice Masterclasses, Africa Ports and Harbours Show plenary conference programme and Holland Pavilion
- 09H00** Masterclass Port of Amsterdam
- 10H45** Masterclass BAM
- 12H20 – 14H00** Ports & Harbours Conference Lunch (for conference delegates only)
- 17H00** Closing
- 17H15** Departure by group transport to SANEC Members in Business Cocktail
- 17H30** Third SANEC Members in Business Networking in cooperation with the Sandton Boutique Hotel and Tygron.
- 20H00** Departure by group transport to Maslow Hotel.

## Thursday 27 June Johannesburg

- 07H30** Breakfast at own convenience at hotel
- 08H15** Departure by group transport to Sandton ICC for Masterclasses, parallel matchmaking sessions and Port and Corridor workshops on ‘How to Introduce Intermodal Efficiencies’
- 08H30** Registration
- 09H00** Masterclass Coram
- 09H30 – 10H30** Parallel Matchmaking session 1
- 10H45** Masterclass Fugro
- 11H00 – 12H00** Parallel Matchmaking session 2
- 12H15-13H30** Networking lunch with key players in the Intermodal sector.
- 13H30** Masterclass Smart Sensor Solutions
- 13H30 – 14H30** Parallel Matchmaking session 3
- 14H45 – 15H45** Parallel Matchmaking session 4
- 15H00** Masterclass STC-Group
- 16H00 – 17H00** Parallel Matchmaking session 5
- 17H15** Departure by group transport to Maslow Hotel
- Evening** Leisure. Optional: Dinner at WangThai or Butcher Shop at Nelson Mandela Square in Sandton. Transport can be arranged, dinner at own cost.

# Programme

Hotel details

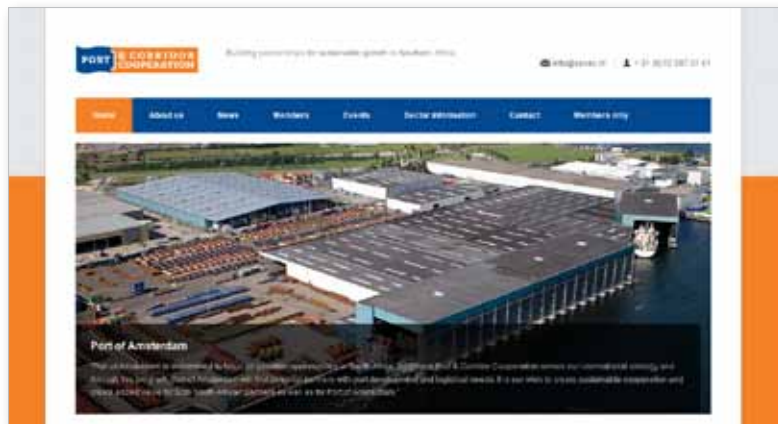
## Friday 28 June Johannesburg

- 07H30** Breakfast at own convenience at hotel
- 08H15** Departure by group transport from Maslow hotel to Transnet Head Office in Johannesburg CBD
- 09H00** Site visit in Gauteng at Transnet Head Office. An information session on special vehicle infrastructure projects to be presented, with special attention to the Durban Gauteng Corridor.
- 11H15** Departure by group transport from Transnet Head Office to Maslow hotel
- Afternoon** Leisure. Optional: Visit to the Apartheid Museum (tickets and transport at own cost).
- Evening** Closing drinks and dinner at the Maslow Hotel (at own cost)

Departure from OR Tambo International Airport Johannesburg to Amsterdam Schiphol.

## Port & Corridor website

Would you like more information and the latest news about ports, harbours and corridors? Please visit the dedicated Port & Corridor website: [www.portandcorridor.org](http://www.portandcorridor.org). On a weekly basis new branch information and industry news can be found on this platform. Members of the Port & Corridor Cooperation have their own login details to share information amongst each other.



Your hotel during the mission

## The Maslow

Corner Grayston Drive & Rivonia Road  
Sandton, 2031  
Gauteng, South Africa

**T** +27 10 226 4600  
**E** [maslow@za.suninternational.com](mailto:maslow@za.suninternational.com)  
**W** [www.suninternational.com/maslow/](http://www.suninternational.com/maslow/)  
**GPS** S 26° 5' 53.2458" E 28° 3' 28.0614"





# Organisational & Company profiles





## 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).

**Mark Agterdenbosch**  
General Manager Office The Hague

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.



**Froke Gilsing**  
General Manager Office Jo'burg

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.



**Mark Reyneker**  
Project Manager Office The Hague

Throughout the years SANEC has established itself as the point of entry to connect demand and business opportunities in South Africa and in the SADC region to Dutch knowhow and technology in port and corridor development. Amongst others, both incoming and outgoing trade missions led to sustainable cooperation and strong partnerships.



**Marlon Drent**  
Project Manager Office Jo'burg

### Role within 2g@there Port & Corridor Cooperation

Tangible outcomes are currently being facilitated by SANEC by means of the 2g@there Port & Corridor Cooperation, the multi-year programme, supported by the Dutch government, to stimulate public-private cooperation between southern Africa and the Netherlands in the field of ports and corridors. Please visit our up to date website, [www.portandcorridor.org](http://www.portandcorridor.org).

**Please contact**  
T +31 (0) 70 347 07 81  
T +27 (0) 11 459 2840  
E [info@sanec.nl](mailto:info@sanec.nl)  
W [www.sanec.org](http://www.sanec.org)



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

## Embassy & Consulate-General of the Kingdom of the Netherlands

One of the core tasks of the Embassy in Pretoria (Tshwane) and the Consulate General in Cape Town is to promote economic and trade relations between South Africa and the Netherlands. We offer active support to Dutch companies already present in South Africa as well as those starting to explore the South African market for the first time. We also provide advice to South African companies interested in trade and investment in the Netherlands.

### How can we support your business?

We provide information on opportunities, promising sectors and potential business partners in South Africa. We specifically focus on sectors with high potential where the Netherlands offers added value such as Water, Agriculture, Energy, and Transport & Logistics. More in depth information is available in these sectors and to a lesser extent also the Life Sciences and Health sector, the Creative Industries and the Chemical sectors. We also provide information about the investment climate and the rules and regulations for doing business in South Africa. Where needed the Embassy/Consulate-General can refer you to the relevant (government) organisations or specialised service providers for more in-depth assistance.



**Mr. David de Waal**  
Consul-General Cape Town



**Ms. Sandra Pellegrom**  
Head Economic Affairs



**Ms. Deidré Batchelor**  
Policy Advisor

### Embassy

210 Florence Ribeiro /  
Queen Wilhelmina Avenue,  
Cnr Muckleneuk Street  
0181 New Muckleneuk  
Pretoria  
T +27 (0)12 425 4550  
[pre-ea@minbuza.nl](mailto:pre-ea@minbuza.nl)  
[www.dutchembassy.co.za](http://www.dutchembassy.co.za)

### Consulate-General

100 Strand Street  
Cape Town 8000  
T +27 (0)21 421 5660 &  
T +27 (0)21 427 1376  
[kaa@minbuza.nl](mailto:kaa@minbuza.nl)





**BAM International BV is a worldwide operating company of Royal BAM Group. Founded in the Netherlands in 1869, Royal BAM Group is one of the largest European construction firms. The Group comprises of 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 mission is to deploy the contracting activities of Royal BAM Group and its subsidiaries outside Europe: Australia, Asia Pacific, Middle East and Gulf States, the Americas and Africa, where due to the size of the continent our operations are now divided into two separate organisational units. Established in 1958, BAM International has gained broad international experience and know-how in the fields of marine work, general building, infrastructure and industrial projects.

Local presence in East and Southern Africa enables us to be part of the region's economic success. Since 2004, BAM International has had a continuous presence in East Africa. BAM International's Area East Africa encompasses the East and South African region focusing on Kenya, Tanzania and Mozambique. In addition, we keep an eye on opportunities in Rwanda, Uganda, South Africa, Zimbabwe and Namibia.

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 involve container terminals, roads and projects in the water and sanitation sector.

#### Company details

BAM International bv  
[www.baminternational.com](http://www.baminternational.com)

T +31 (0) 182 59 08 70 (Mr. Neugebauer)  
M +31 (0) 621 1349 27

T +31 (0) 182 59 08 29 (Mrs. Sarac)  
M +31 (0) 615 90 44 04

Sector  
Construction

## The masterclass

### *BAM International*

Worldwide and in southern Africa



*LNG jetty currently being constructed by BAM International*





**Coram (SA) in association with its companies devotes its combined efforts to the development and provision of clean and healthy quality mineral water to our clients.**

We 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. We 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.

Please contact  
Mr. Tarek Bayoumy  
*Business Development  
Manager*

Email address  
Tarek.bayoumy@  
coram.nl

Coram International our parent company has a large number of operating companies and is the owner of several leading brands, such as Sealskin, Geesa and Tiger. Coram International was set up in 1983. It is active in the sanitary market worldwide, and strives to be the market leader in Europe.

Coram has a rich history - some parts of the company were founded in the 18th century. The main emphasis, however, has always been on innovation. For example, Coram acquired the company Dinotec several years ago, for example who focuses on advanced and high quality water technologies.



Company details  
Coram Southern Africa  
[www.coram.nl](http://www.coram.nl)  
T +31(0)40 280 9890  
M +31(0)6 1164 6580

Sector  
High quality water  
technologies



## **The masterclass** *Policy to Practice*

From Water Treatment Plant to your sink.

- Water purification
- Disinfection of Water
  - The danger of chlorine gas!



As a result of continuously expanding over the past 10 years this brand-independent company is now considered one of the world's leading companies in the field of trading forklifts, reachstackers, container handling & port equipment. Please allow us to introduce Forkliftcenter to you.

#### **Our forklifts come in all shapes and sizes**

We offer forklifts in a wide range of sizes, from the smallest pallettruck to the largest reachstacker. At all times, around 200 used forklift trucks are in stock, so you are bound to find the machine you need. If you are looking for a flexible solution, you might consider renting a machine through our Rental Division.

#### **We have skilled mechanics to keep our machines in top condition**

Forkliftcenter's in-house team of quality service technicians make sure our machines are in top condition before they leave the workshop. A combination of top-of-the-line technology and years of dedicated experience allows Forkliftcenter to be an industry leader in quality, and also to meet virtually any special requirements you may have.

#### **We can offer fast worldwide delivery over land, sea or through the air!**

From our strategic location at the port of Amsterdam, less than three kilometers from the highway A10 and only a 15 minute drive from Schiphol Airport Amsterdam, we can offer world-wide delivery. On top of that, our after-sales division can take care of any supply of spare parts, when needed.

#### **World Wide Sales Offices**

With the expansion Forkliftcenter opened Sales Offices in Dubai & Australia. From these offices Forkliftcenter can serve the EMENA region up to South East Asia and Australia. With the local presence Forkliftcenter's clientele is served with personal contact and local assistance related to sales support, spare part assistance, freight forwarding and customs clearance.

Please contact  
Mr. Paul R.J. de Jong  
Sales Manager Middle  
East & East Africa

Email address  
dubai@forkliftcenter.  
com



Company details  
Forkliftcenter Middle  
East DMCC  
www.forkliftcenter.  
com  
T +971 (0) 56 60 55 041

Sector  
Port equipment

## **The masterclass**

### **First class second-hand equipment**

Welcome to the world of Forkliftcenter, a family owned, brand independent global supplier of 'used' port equipment. Forkliftcenter is able to equip you fast & reliable, from warehouse to terminal, from reachtruck to reachstacker it's all available in our stock:

- Why should a client choose used equipment?
- What are the benefits of choosing used equipment?
- Used equipment a sustainable investment?!





**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 include 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 nature of its high-value services means Fugro is involved in complex projects. These projects often require a combination of Fugro's activities and services – topography, bathymetry, geophysics and geology. The ability to offer these cohesive activities is unique to Fugro and its integrated survey approach is used effectively to support public and private organizations in the energy, natural resources, infrastructure, engineering and construction sectors.

The global reach and scale of our 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. Exclusive and unique to Fugro is the FLI-MAP® high-density LiDAR mapping system, which is a rapid, highly accurate and non-intrusive method for surveying large corridors such as roads, embankments and railway lines (75m-125m) producing thousands of square kilometers of terrain and asset inventory data each year.



Company details  
Fugro Geospatial  
[www.fugrogeospatial.com](http://www.fugrogeospatial.com)  
T +27 (0)12 658 0565

Sector  
Geospatial solutions

## The masterclass

### Remote Sensing – An Integrated Approach

With the current increase in infrastructure development within Africa it is becoming increasingly important to effectively plan, monitor and manage infrastructure investments. Traditional forms of survey are being superseded by developments within the Remote Sensing field.

An overview of Remote Sensing technologies will be provided, highlighting the various sensing techniques, parameters, accuracies and principles of operation. Defining the correct surveying parameters and identifying the most suitable Remote Sensing technologies is critical. Applications include infrastructure planning, maintenance, upgrade and asset management.

Remote Sensing provides the vehicle to put Infrastructure policies into practice.





**ICT plays a crucial role in the business processes of organizations, in all sectors. During the last years, KPN Corporate Market implements its expertise for innovative solutions, in this area.**

With KPN, you can contact anyone around the world within seconds. Near or far, anyone is just only a mouse click away. Just push the button and not only can you connect, but also software, documents and information are within the reach of everyone who is connected to the internet

Please contact

Farid Seddik  
LLM MSc b.c.  
*Client director EMEA*

Email address  
farid.seddik@kpn.com

Company details  
KPN – Corporate Market  
T +31 (0) 88 795 7261  
M +31 (0) 6 4704 3703

Sector  
Telecom

The unstoppable technological progress is undeniable, influencing our way of thinking and acting. Therefore it also influences the way we work. This trend of flexibility, asks for a paradox: complicated technological solutions which are easy to use. KPN Corporate Market is dedicated to work to deliver solutions.

KPN services provide people with solutions and flexibility convenient to their demands; whether they work from home, from their offices or when travelling. In this way, we offer them the opportunity to find the right balance between their careers and personal life. With the final mission to contribute to a motivated and productive workforce.



### What does Port of Amsterdam do?

On behalf of the Municipality of the City of Amsterdam Port of Amsterdam manages, utilises and develops the Amsterdam port: more than 1,900 hectares of port area (port sites, quays, roads, railways, ditches and green areas) and 600 hectares of waterways. Port of Amsterdam seeks to be a reliable port directing economic activity and employment in the Amsterdam port region in a sustainable manner.

- Optimise service and business climate for companies in the port region. Focusing on existing clients, attracting new cargo flows, new businesses and also on marketing and promotional activities.
- Construct and maintain infrastructure, modernise the port and manage Amsterdam's port area
- Ensure prompt, safe and environmentally friendly shipping traffic from 40 kilometres outside the piers.

Port of Amsterdam is the fourth largest port in Europe and seeks to be a smart port with sustainable growth being its key ambition. Growth that should provide jobs and incomes, whereby the port uses the available space efficiently. Growth without damaging the quality of the water, soil and air. Growth that should make the people of Amsterdam even prouder of the port area referring to it as being interesting and attractive. To this end Port of Amsterdam plans to work closely together with partners in the business community, the city, the region, at a national and international level.

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.

Please contact  
Mr. Eduard de Visser  
*Strategy & Innovation*

Email address  
Eduard.de.Visser@  
portofamsterdam.nl



Company details  
Port of Amsterdam  
www.portofamsterdam.nl  
T +31 20 523 4500

Sector  
Port &  
Port Management

## The masterclass

*Improving hinterland connectivity through partnerships*

Port of Amsterdam manages, operates and develops the port. The main aim is stimulating economic activity and employment in the entire Amsterdam port region.

Port of Amsterdam ensures a safe, swift and environmentally responsible management of shipping traffic within its working area. The exploitation is aimed at port sites (rental and leasing), quays and water. In the entire Amsterdam port region a yearly amount of over 94 million tons of goods is being transhipped. The Port of Amsterdam is the fourth port in Europe, and specializes in energy products, agribulk, breakbulk, ro-ro and cruise terminal operations.





**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 by SSS for 2013 include:

- Container equipment and materials monitoring and control
- Sensitive Infrastructure Monitoring Solutions against vandalism and theft.
- Machine Condition Monitoring
- Secure Box, securing valuable documents
- Turn Key 6lowPAN integration solutions for ports and infrastructure

All VPT-Systems solutions are based upon the current IETF RFC standards primarily that of RFC 6550 (RPL) and RFC 4291 (IPv6 addressing) providing a unique implementation of a 6lowPAN mesh networking system that is addressable, using current internet standards.

The various applications have been developed using the mesh based 6lowPAN network referred to as SEDA. The abbreviation refers to Smart Sensor Networks, Energy Efficiency, Data ownership costs and Applications. The system captures various data inputs and automates the response as per the user's preferences. Events for recognition are identified based on evolving parameters and communicated via a mesh network solution.



Please contact  
Mrs Emmie van Halder  
Representative

Email address  
info@smartsensorsolutions.com

Company details  
Smart Sensor Solutions  
www.smartsensorsolutions.com

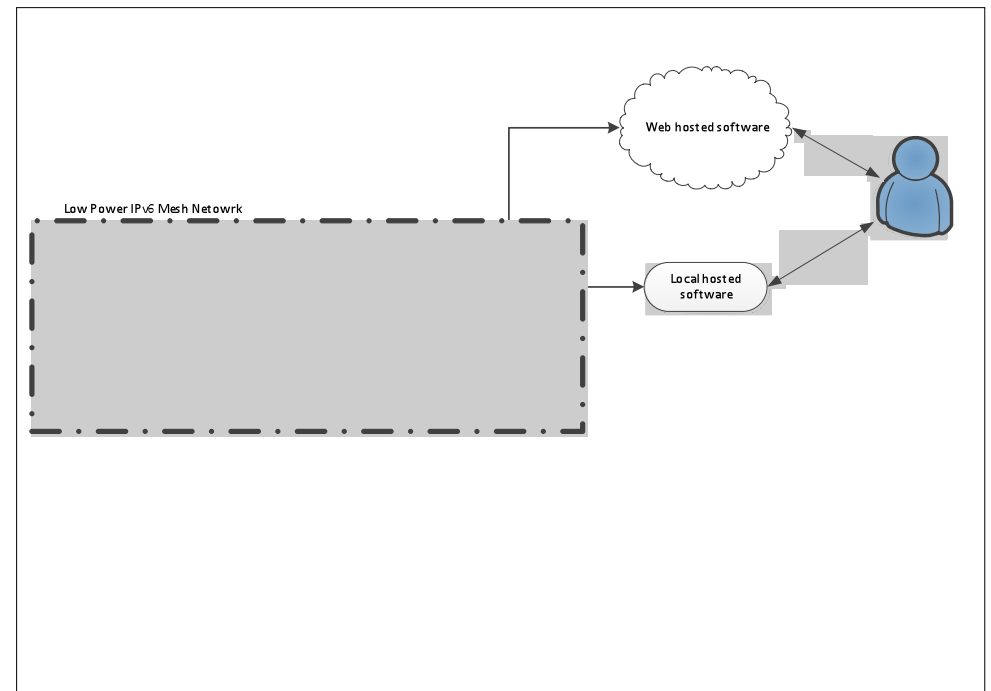
M +31 (0) 6 5320 2105  
M +27 (0)7 6989 3461

Sector  
communications and security.



## The masterclass

The masterclass will focus on this new communication platform and the applications that are focussing on ports and infrastructure. With the SSS platform one can monitor things in spaces that you could not monitor before, because of lack of networks, wifi or because the costs would have been prohibitive. We will address live cases in class to illustrate the applications for different environments such as ports, port developments and oil and gas installations.







**STC-GROUP**

**STC-Group ... Putting People First**

**STC-Group is the authority on (simulator assisted) education, training, consultancy and research for the maritime & transport industries. Competency, rules and regulations, efficiency, safety and security are key issues in the services provided. STC-Group is an experienced partner, operating globally.**

1. Cluster: 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. Cluster: ports and terminals  
Port authorities (including Vessel Traffic Services), containers, dry, liquid and neo bulk handling and storage, all related terminal equipment.
3. Cluster: 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. Cluster: process industry and energy  
Process operation and industrial maintenance (including refineries and power plant)

Centres of Excellence are operational in the Netherlands, Korea, Oman, Vietnam, the Philippines, South Africa and Brazil already.

**STC-SA**

**STC-SA, affiliated to the STC-Group and leaders in maritime studies, transport logistics and training simulators for the entire transport logistics supply chain in Southern Africa, is now expanding steadily northwards. STC-SA is able to offer a multi-faceted service, ranging from education and training to consultancy services, research and technical assistance.**

Since 2001, STC-SA has steadily entrenched itself as a leading local supplier to the region. Key techniques of structured transfer of knowledge and skills through knowledge migration from Europe to Africa has strengthened local capacity and ensures access to the most cutting-edge technology and training facilities to further enhance its services.

STC-SA's understanding of the unique needs of the African continent, positions itself well to provide an Africanised approach, whilst maintaining the highest quality standards. Focusing on various activities in the transport and logistics chain, STC-SA's range of services can be compartmentalized as: Simulator supply and training, Training in Maritime, Transport & Logistics and Consulting and Project-based Activities.

## The masterclass

Traditionally, ports and hinterland infrastructure are vital when it comes to economic development of nations; both sea state and land locked. And as one of the economic driving forces, ports and related industries do provide many jobs positively affecting socio-economic development.

In general, human resources and related capacity building are an integral part of seaports and its hinterland development; no knowledgeable and competent people, no effective, safe and secure port activity is an understatement.

STC-Group, having offices worldwide and training thousands of people annually, will share its vision and value added on capacity building related to port and corridor development.



Please contact  
Addy Houtappels  
Business Development  
Manager

Email address  
houtappels@stc-r.nl



Company details  
STC-Group  
www.stc-r.nl

T +31 (0) 10 448 6024  
M +31 (0) 61 078 2046

Sector  
Education, training,  
consultancy and  
applied research for  
the shipping, logistics  
and port industries



**Tygron offers decision 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. The Engine, based on factual data such as GIS, climate information or population growth, calculates how these plans affect the stakeholders' prime interests.

The participants, which range from municipalities, services providers, developers or representatives of the general public, are connected to each other in the software environment, facilitating consensus. A choice that is beneficial for one stakeholder, but detrimental for another, can be identified immediately and a more balanced solution can be sought. This creates efficiency in the design process and larger support for the end result.

The Tygron approach has been used around the world by organisations such as the Port of Rotterdam and the United Nations, but also by small municipalities, faced by complex spatial challenges. The growth in Africa particularly asks for tools that can manage the growth in a visionary but structured way. If you want to streamline your design process and save time and money without sacrificing stakeholder interest, Tygron is your tool of choice.



Please contact  
Mr. Jeroen Warmerdam  
Founding Director

Email address  
jeroen@tygron.com

Company details  
Tygron  
www.tygron.com  
T +31 (0) 6 3482 7045

Sector  
Spatial and infrastructure  
planning

## The masterclass

*SimPort, an interactive port planning simulation*

During the masterclass participants will work with SimPort, a Serious Game, on the strategic management of a major port expansion. SimPort was initially created as an exploratory instrument during the planning phase of the Second Maasvlakte project.

In this masterclass, participants will be grouped into teams and asked to tackle the challenge of building a 2000 hectare large new port expansion and making it economically viable. Participants will gain insight into the benefits of using next generation instruments like SimPort within large scale infrastructure projects.





**Welfit Oddy (PTY) Ltd., a part of the Buhold Industries group, is a privately owned company which through its manufacturing plant in South Africa, 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.**

Of course, at all times we maintain the highest level of ethics and integrity in all our dealings with our stakeholders. The Buhold Industries group of companies, with its subsidiaries Welfit Oddy and WEW, currently employ more than 1500 people, located in the Netherlands, South Africa and Germany.

Please contact  
Mr. Andrew Gardner  
Business development  
manager

Email address  
agardner@oddy.co.za



Company details  
Welfit Oddy (Pty) Ltd.  
T +27 (0) 41 404 6600  
www.oddy.co.za

Sector  
Manufacturing

**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**

During the Ports & Harbours Show 2013, Welfit Oddy is looking to make contact with end users and operators (mining, chemicals, transport and logistics) involved in transporting liquids who are looking for new, more effective and/or more durable solutions for transportation and storage.





## Your personal notes

# The Maslow

It's time good business meant good living



- Your new address in Sandton / Johannesburg
- Easy access from Johannesburg Airport with The Gautrain
- 281 room specialist business hotel
- State-of-the-art facilities and technology
- Conference centre
- Ballrooms and auditorium
- Unparalleled 12 meeting rooms



**Sun International**

Email : [marketing@suninternational.fr](mailto:marketing@suninternational.fr)

Tel. : +33 (0)1 58 71 40 53

[www.suninternational.com](http://www.suninternational.com)



Sun International