

FLANDERS INVESTMENT & TRADE

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WALLONIA FOREIGN TRADE AND INVESTMENT AGENCY

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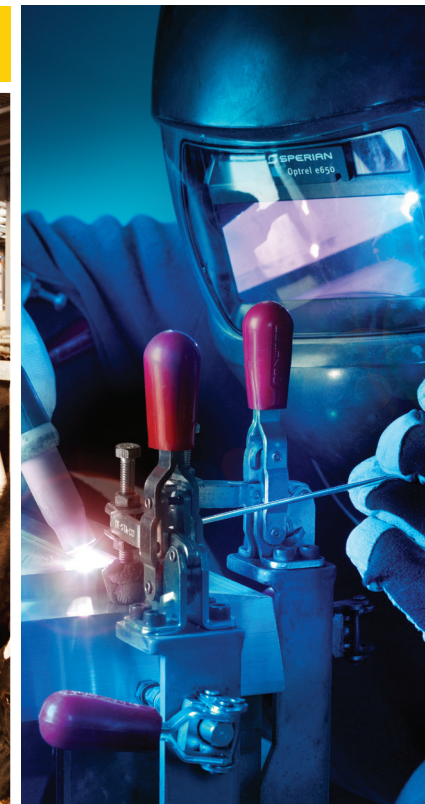
www.awex.be | www.wallonia.be



BELGIUM

BRUSSELS | FLANDERS | WALLONIA
MULTISECTORAL TRADE MISSION TO
CROATIA -
SLOVENIA - SERBIA

MARCH 10-13, 2014



BELGIUM

Brussels | Flanders | Wallonia

Multisectoral Trade Mission to Croatia - Slovenia - Serbia



March 10-13, 2014



ORGANISER

FLANDERS INVESTMENT & TRADE

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CEO: Claire Tillekaerts

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.

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, logistic operations and the like in Flanders, the northern region of Belgium.

This broad focus on international business requires not only a thorough knowledge of the Flemish economic tissue, but also an extensive network outside of Flanders.

We have just that for you.

ORGANISER

WALLONIA FOREIGN TRADE AND INVESTMENT AGENCY

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CEO: Philippe Suinen

The Wallonia Foreign Trade and Investment Agency (AWEX) is the Wallonia - Region of Belgium's government agency in charge of foreign trade promotion and foreign investment attraction.

The agency has a worldwide network of 105 Economic and Trade Commissioners.

AWEX is ISO 9001 certified since April 2002.

As a foreign trade agency, AWEX carries out a mission of promotion and information for the benefit of both Wallonia and the foreign business community, through the provision of on-request services to buyers, decision-makers, importers and foreign prospects.

As an export partner for Wallonia-based companies, AWEX offers a wide range of export-oriented services and activities: general and commercial information on foreign markets, tailored market studies, marketing and promotion activities, financial support and training.

As a foreign investment agency, AWEX has an overall responsibility for the attraction of foreign investment in Wallonia. This includes seeking out and providing information to potential foreign investors, offering services to investors already established in Wallonia and identifying new foreign investors for the acquisition of industrial sites under restructuring process.

ORGANISER

TRADE COMMISSIONERS

CROATIA:



Mr Antonio GARCIA

Trade Commissioner
Embassy of Belgium
Pantovčak 125b1
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SLOVENIA AND BOSNIA & HERZEGOVINA:



Mr Paul VANOVERLOOP

Trade Commissioner
Representative for Flanders and Brussels based
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SLOVENIA AND BOSNIA & HERZEGOVINA:



Mr Predrag SMOLE

Representative for companies based in Wallonia
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SERBIA AND MONTENEGRO:



Mrs Ann-Véronique MORTIER

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ORGANISER

AREA MANAGERS

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WALLONIA FOREIGN TRADE AND INVESTMENT AGENCY



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PARTICIPATING COMPANIES



| | | | |
|-----------------------------|---|---|---|
| AGRIPHAR | X | X | X |
| AMB ECOSTERYL | X | X | |
| AUTOMATIC SYSTEMS | | X | |
| ASCOLIA | X | X | X |
| AVENO | X | X | X |
| BELVEN | | X | |
| BMI | X | | X |
| BROUWERIJ ROMAN | X | X | X |
| CARTAMUNDI | X | X | X |
| COBUTRA | X | X | X |
| CRETEL | X | X | X |
| CSE SEMAPHORE | X | X | |
| DEJOND | X | X | X |
| ECOBETON WATER TECHNOLOGIES | X | X | X |
| EUROPLAY | X | X | X |
| EUROPOWER | X | X | X |
| EVER NEAR | X | X | X |
| FYTOLAB | | | X |
| GLOBAL DESIGN TECHNOLOGY | X | X | X |
| GPO BELGIUM | X | X | X |
| HOLLINK BELGIUM | X | X | X |
| KIPCO-DAMACO | X | | X |
| LASTEK BELGIUM | X | X | X |
| MAES MATTRESS TICKING | X | X | X |
| MEC/C&S | | | X |
| PACKO INOX | X | X | X |
| SKY MAN | X | X | X |
| SPEEDGLASS | | | X |
| UNIL LUBRICANTS | X | X | X |
| VITAL 1926 | X | X | X |
| VOLYS STAR | X | X | X |

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Maxime Bughin
Insecticides
Development
Manager



Vladimír Stanković
Consultant/Market
Development
(Balkan Countries)

Company description:

World leader in the formulation of phytosanitary products in several niche markets, the Agriphar Group offers its clients the most appropriate solutions for all their needs.

The Group's activities help meet the world's health needs by ensuring that crops and animals are protected, avoiding many natural disasters.

Its flexible, responsive teams carry out research and development for new products, together with formulation, packaging and dispatch. Its network of sales offices throughout the world offers advice for safe and environmental friendly use of the products.

With its ISO 9001 and ISO 14001 certifications, the Agriphar Group is fully committed to implement a sustainable development policy that balances economics, the environment and safety.

CROP PROTECTION

- **Herbicides:** Agriphar produces total and selective herbicides with a variety of formulations for many temperate and tropical crops such as tomatoes, potatoes, soya beans and onions.
- **Fungicides:** A targeted range of products is required in order to control different fungicidal infestations. Agriphar can help to control problems of late and early blight.
- **Insecticides:** Agriphar aims to propose a full package to the farmer through innovation solutions. The strategy is based on reshaped concepts and a new outlook on positioning and formulation of our key products.
- **Growth Regulators:** Agriphar develops number of very efficient and powerful products to help growers increase yield and improve conservation. In this segment, new developments and innovation are key, and every year the Company improves its formulations.

BIOCIDES

- **Insecticides:** Agriphar aims to propose a full package to the wood treatment industry (Product-Type 8) and Pest Control Industry (Product-Type 18).

Avenue Wilson 622
B - 7012 Mons
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www.ecosteryl.com
Nikola.Dizdar@ambbelgium.be

**ECOSTERYL**

Nikola Dizdar
Export Sales Manager

Company description:

Founded in 1947, AMB s.a. is a private company specialized in manufacturing machines for the medical and environmental fields. We have designed three patented devices (Ecosteryl 75, Ecosteryl 125 and Ecosteryl 250) which enable the treatment of contaminated medical waste without any polluted discharge.

Our process, which is homologated by the Pasteur Institute and European public authorities, consists in the shredding and gradual microwave heating of medical waste up to a temperature of 100°C which is maintained for close to one hour. The system is designed to work in a continuous process and allows large capacities of treatment, i.e. up to 100 kg, 175 kg, and 300 kg per hour respectively.

The Ecosteryl technology can process any type of hospital and laboratory waste, solid and liquid medical waste, human and animal pathological waste, sharps and prickly, cultures and stocks, as well as any other waste listed in state regulations as medical waste. Once treated through the system, hazardous medical waste fall into the same category as household rubbish, hereby cancelling out any risk of contamination.



AUTOMATIC SYSTEMS

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sdepaepe@automatic-systems.com



Stephan De Paepe
Sales Manager

Company description:

Automatic Systems, a subsidiary of **IER Group (Bolloré Group)**, is one of the world leaders for physical access control equipment for pedestrian and vehicle applications.

Secure control of vehicle access

Automatic Systems offers a vast range of rising or fenced barriers, fixed or rising bollards and road blockers meeting the needs of operators of toll highways, traffic managers and car parks. This equipment also provides boundary control for entrances to sensitive sites such as harbor structures or industrial sites at risk.

Secure control of pedestrian access

Designed to allow fast access to authorized persons only, the Automatic Systems pedestrian entry control equipment – secure portals, swing gates, turnstiles and security booths... - are integrated perfectly into the halls of office buildings, at the entrances of banks, registered offices, administrations or even recreation sites.

Passenger access control

Automatic Systems serves the operators and integrators of public transport with a range of access control equipment fulfilling their requirements for performance, integration and modularity. Using very advanced technologies concerning unicity detection and control, Automatic Systems also develops automated solutions allowing airports and governmental authorities to control passengers at immigration checkpoints such as when boarding.

An international presence

The Automatic Systems group has a worldwide presence thanks to its subsidiary companies and offices established in Europe, Asia and North America as well as through its international network of distributors.

Based on industrial experience spanning over 40 years, Automatic Systems designs and manufactures control equipment for paid access (public transport systems, toll highways...) and secures access (building access, boarding control, immigration control ...).

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www.ascolia.com
sales@ascolia.be



Danielle Lampo
International Sales

Company description:

Ascolia is a Belgian designer and manufacturer of top quality hospitality trolleys for the hotel- and catering industry, health care establishments, retirement homes, collectivities and administrations. We create 'aluminium' trolleys for housekeeping duties (room-maid trolleys, laundry trolleys, garbage collection), for catering (distribution of meals, collection of used tableware), for room service (minibar trolleys, room service tables), for care duties (medical treatment, general care).

Innovative design to fit your business perfectly, ergonomics, space optimisation, lightness and manoeuvrability are our trolleys' main assets. All used materials are durable and recyclable.

The single location for both our state-of-the-art manufacturing plant and well equipped, modern offices guarantee you unparalleled production flexibility.

Rostockweg 21, Kaai 312
B - 2030 Antwerp
T +32 3 545 17 67
www.aveno.be
tom@aveno.be



Tom Vanderostijne
Sales Manager

Company description:

Aveno makes part of the Antwerp Oil Refinery (AOR) group and has its own production units, bottling plants and packaging production throughout EU: Belgium (Antwerp), Italy (Priverno - Latina), Estonia (Tallinn) and The Netherlands (Oudendijk and Rotterdam).

Aveno produces liquid seed oils, premium olive oil, long life frying oils and fats for typical Belgian fries, European spread margarine, tropical or "Fridge Free" margarine suitable for unrefrigerated transport to tropical countries, bakery margarine, bread improvers, semi liquid processed fats and both animal as vegetable Ghee. Our widespread, diversified production capacity allows Aveno to meet its clients' requests, with tailor made products for large-scale industry and Food Service / Catering / Horeca.

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www.belven.com
vv@belven.com



Vladimir Voskanian
Area Development Engineer Europe

Company description:

Belven is a family business specializing in the production and sale of quarter-turn shut-off valves. Belven looks for active partnership and wants to help achieve the success of its clients and suppliers through continuous dialogue and technological innovation.

We deliver exactly what you want. Our in-house expertise and driven employees guarantee a service custom made to your size and your wishes.

Our products: Ball valves, Butterfly valves, Gate/Globe valves, check valves Strainers, Actuators, accessories, ...

Upon simple request we gladly supply you with complete detailed information about our products.

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B - 1150 Sint-Pieters-Woluwe
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www.bmi-sbi.be
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Barbara Reypens
Investment Officer

Company description:

BMI/SBI is a semi-public investment company whose main objective is the medium to long term co-financing of foreign investments by Belgian companies.

BMI/SBI can invest worldwide, i.e. in the developed world but also in emerging or developing countries and has since its creation in 1971 invested in over 300 projects in more than 50 countries worldwide.

BMI/SBI's activities are oriented both towards the creation of new foreign subsidiaries by Belgian companies as well as the further development or acquisition of existing projects.

BMI/SBI can take minority equity participations and/or provide quasi-equity, i.e. medium to long term subordinated loans, to these projects. The average financing amount ranges between 500.000 € to 2.5 million € with investment terms usually between 5 to 10 years (including significant grace periods).



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walter.vannieuwenhove@roman.be



n.v. **Roman** s.a.



Walter Van Nieuwenhove
Export Manager

Company description:

Founded in 1545, Brewery Roman has been run by a single family of brewers, the Romans, for 14 generations. This makes it one of the oldest breweries of its kind, not only in Belgium but in all of Europe. The family has passed down the craft from father to son to this day, and step by step, the brewery in Mater near the Belgian city of Oudenaarde has been modernised, whilst maintaining the proper prospect for tradition.

As a member of the Belgian Family Brewers association, Brewery Roman produces and markets a wide range of Belgian beers, each of which is brewed according to a specific, artisanal method. In order to be able to continue providing consumers with our outstanding taste and quality, all of our products are subjected to thorough quality control.



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peter.bako@cartamundi.com

Cartamundi 
A heart for cards



Stijn Vankerckhoven
Business Development
& European Key
Account Manager



Peter Bako
General Manager
Cartamundi Hungary

Company description:

Cartamundi was established in 1970 as a joint-venture combining the playing card activities of Brepols, Van Genechten and Biermans and is therefore able to boast of 200 years experience in the production and sale of playing cards and cards for games.

Cartamundi has its own retail collection with licensed cards (such as Disney®, James Bond®, Harry Potter®, FIFA®, etc.), but is also known for its promotional card collections and Fun.Gage! loyalty incentive programs (e.g. Pixar Delhaize and WWF Delhaize), casino cards, collector cards (e.g. Pokémon, Magic The gathering, Yu-Gi- Oh! ®) and cards for games (such as Uno®, Monopoly®).

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B - 2440 Geel
T +32 14 72 61 62
jb@cobutra.be



Jan Bulckens
General Manager

Company description:

Cobutra is handling and supporting the European distribution platform for several leading companies in cattle husbandry and stall equipment: rubber matting for walking alleys and breeding pens (dairy and beef cattle), mattresses in cubicle areas, LED lighting systems and natural ventilation concepts for cow barns. Our company offers support, coordinates follow-up and contributes in new introductions to local and regional markets across Europe. Our three leading products are Animat and Secco International from Canada and Aniledlight from Holland.

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www.cretel.com
patrick.robert@cretel.com



Patrick Robert
Senior Sales Manager

Company description:

Cretel is manufacturing in Belgium a range of food processing equipment, in particular skinning machines for the fish, meat and poultry processing industry. Cretel products are sold through a worldwide network of trade agents and distributors in more than 30 countries.

In addition the company offers a range of industrial washing and drying systems to wash crates, boxes, bins, trolleys, containers, pallets, etc. to the entire food industry.

Rue Dreve Richelle 161 M
B - 1410 Waterloo
T +32 23 87 42 59
www.cse-semaphore.com
michael.walters@servelec-semaphore.com



Michael Walters
Sales Manager E&N Europe

Company description:

Innovative RTU products for automation, asset management and **SCADA** (Supervisory Control and Data Acquisition).

Today's SCADA systems address an ever-expanding scope of applications from remote asset monitoring to distributed process automation, from a single point to thousands of points. To provide the most cost-effective possible solution across all applications, only Semaphore offers a choice of network architectures. A decentralized architecture is best for remote asset monitoring, process automation and metering. Remote locations often lack infrastructure for power and installation and must minimize communications costs on public networks.

Semaphore's **T-BOX** line combines alarm notification, data logging, integral web server, IP telemetry, and programmable automation in a single, rugged package that is perfect for decentralized applications.

T-BOX offers up to 50% less total installed cost per point versus traditional SCADA and PLC systems.

Traditional "centralized" SCADA architecture, whether on a flat or hierarchical network, is best for process and utility operations that require live updates throughout the system.

Semaphore has more than 100.000 installed units in the following fields:

- Energy Management
- Oil & Gas
- Power
- Telecom/Broadcast
- Transportation
- Water/Wastewater

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Marc Drossaert
Business Development & Sales Engineer

Company description:

Tubtara® - your reliable connection !

DEJOND is the Belgian manufacturer of the industry's top quality brand of TUBTARA® BLIND RIVET NUTS. The stock programme includes Tubtara's in steel, aluminium, stainless steel 304 (A2) and 316 (A4). Customized Tubtara designs and new developments in stainless steel A5 & A6 offer engineered solutions for critical applications.

Dejond is the unparalleled expert in stainless steel and innovative blind rivet nut developments. We offer short delivery times and extensive stock availability, as well as versatility in customized solutions. For more info visit our new website (www.dejond.com), now also featuring a 3D Tubtara CAD drawings library.



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ecobeton
water technologies
nv/sa



Chris Steppe
Export Manager

Company description:

We are a Belgian company, we have celebrated in 2010 our 100th anniversary. Initially a producer of precast concrete products, we have been specialising for more than 35 years in biological water purification, and more specifically in Small Wastewater Treatment Systems (our main business is 4, 5 and 6 PE), and are a manufacturer of high quality concrete tanks.

We are n°1 in Belgium, with over 13.000 SWTS installations delivered, and known for the high quality of our products. Our purification systems are CE 12566-3 certified and tested.

We use the very best and most recent purification technologies and we follow the latest developments in solutions for domestic (individual) water purification.

We are looking for a client / partner with knowledge, skills and “vista” to offer the best possible, very compact purifying installations of superb quality and at a correct price, license based, in order to start a long-term relationship. We do not wish to sell any concrete tanks, but work together with a company that can manufacture or buy the proper tanks in concrete or plastic, according to our standards and product specifications.

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B - 9200 Dendermonde
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www.europlay.eu
wesley.vandemeirssche@europlay.eu



Wesley Van de Meirssche
Export Manager

Company description:

EUROPLAY is Belgium's leading manufacturer of both wooden and metal outdoor playground equipment for children. The Europlay product range offers a combination of design and quality, complying with the European Safety Standards EN 1176, and certified by the TÜV Product Service as well. We generally use environmentally friendly durable wood species such as larch, Robinia and oak. As we also make use of in-ground metal base supports, no chemical wood treatment or impregnation is required. Powdercoated metal elements are used in the metal product range (No stainless Steel).

Next to direct sales on our domestic Belgian market, Europlay is also being represented in about 20 countries thanks to its international distribution network.

More company and product information can be found on our website: www.europlay.eu

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Luc Heylands
General Manager

Company description:

EUROPOWER Generators started trading in 1990 in Limburg, Belgium. Since then the company has outgrown three factories and is presently occupying 6,500m² on a 20,000m² site in Nieuwerkerken, Belgium. Through the constant drive for complete client satisfaction - in the largest sense of the word - and through the delivery of excellent quality, the company is now the largest manufacturer of small generators and welding generators in the Benelux.

EUROPOWER adapts to the needs of the market, which makes them meet the demands of the client. To keep improving the quality, our company has invested in the market, the clients, the personnel, the quality of our product and the continuous follow-up of the entire process. In 1994, EUROPOWER Generators became the first ISO9001 certified manufacturer of small generators in Europe. EUROPOWER has achieved this success by offering a complete range of quality products, a perfect technical support, quick delivery and an efficient after sales service. EUROPOWER generators are unique since they are designed according to the client's specifications. Our highly skilled Research and Development department knows well what's going on in the business. All these factors contribute to our unique service; custom-built machines that meet almost every request.

EUROPOWER Generators trades with leading telecom organizations, railroad companies, fire departments, major construction companies, rental companies, international traders, humanitarian agencies and non-governmental organizations. Currently EUROPOWER Generators bvba is ISO9001:2008 certified.

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erik@ever-near.com



Erik Van Mileghem
CEO

Company description:

Ever Near – provides a wide range of offshore / nearshore outsourcing services from Belgrade (Serbia) and Skopje (Macedonia) to customers all over the world. These are:

- Application Development for midsize and larger organisations
- Administrative, Secretarial and Backoffice Services
- IT Infrastructure Support and Internet Monitoring Services
- Maintenance services (maintaining and upgrading existing application, implementing change requests, bug fixing etc.)
- Remote Team Members working for You, up to Dedicated Remote Teams.

Ever Near clients are spread over Belgium, The Netherlands, Germany, Austria, Switzerland, France, USA.

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slobodan.jovanovic@fytolab.bg



Slobodan Jovanovic
Commercial representative

Company description:

Fytolab cvba is an international group of laboratories specialized in residue analysis of pesticides and mycotoxins in vegetables, fruit, cereals and food products, as well as in the analysis of formulations and nutritional compounds. Headquartered in Belgium, Fytolab enjoys excellent international reputation.

Due to a clear focus on reliability, customer support and analysis speed, Fytolab is regarded amongst the top laboratories in its field. The group is currently building up a global network of highly specialised laboratories and has already subsidiaries in Bulgaria and Columbia.

All Fytolab sites are fully accredited according to ISO 17025. The laboratories participate regularly in international proficiency tests and in the EU monitoring program. Fytolab is equipped with the latest technologies for sample preparation and analysis, and analyses more than 40.000 samples per year. All the samples are analysed by highly skilled operators and monitored by a LIMS (Lab Information Management System) to guarantee a high quality service. With our services we support official and non official organizations such as grower organizations, inspection bodies (Food Agencies, certification bodies, bio control), food processing companies, retail, trading companies, research centres, etc. Fytolab's knowledge and years of experience are always available to our clients. We support our customers in finding solutions and providing additional quality assurance and market value to their products.

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B - 4031 Angleur
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www.gdtech.net
joseph.marra@gdtech.eu



Joseph Marra
Business Developer

Company description:

GDTEch group is an engineering company specialized in Crash and Impact Analysis.

The company is active in Engineering / Development / Certification of new road equipment (safety barriers, light poles, ...) according to EN1317 and EN12767. GDTEch assists road equipment manufacturers to calculate, crash-test and certify CE new products which they would like to develop. They have a solid experience at international level and can help optimizing the mass of those new products in order to increase competitiveness compared to other similar products.

Thanks to its ten years of background, GDTEch has significantly expanded its offer and now covers:

- Crash and impact analysis;
- Aerodynamics analysis on military engines;
- Tools study, design, validation and manufacturing;
- Tests (specifications, technical support);
- Dependability studies on fuel circuit of helicopter engines;
- Support to the manufacturing activities (NC, operations ...);
- Engineering analysis of components in operation (deviation, defect analysis).

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Daniel Ninane
Sales Manager for Balkans and Eastern Countries

Company description:

GPO is a specialized distributor of original spare parts for earthmoving, mining & forestry vehicles. With 25 years of experience and thanks to its strategic location in Belgium, 70 km from Brussels, the company is at the crossroads of international sea, road and air networks, serving the entire world.

Delivering different brand marks, GPO is thus able to realize grouping deliveries. The main brands delivered by GPO are Caterpillar, Volvo, Komatsu, Hitachi, ... and many others.



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www.azhollink.eu
frans.cools-ceuppens@azhollink.eu



Frans Cools-Ceuppens
Managing Director

Company description:

AZ Hollink is a proactive international group specialized in mechanical power transmission components. Our day-to-day philosophy and activity is focused on the concepts of customer satisfaction, service and quality, quick response and fast deliveries. All aimed at shaping your progress.

Our companies offer you the most comprehensive package of couplings, clutches and brakes, each with an adapted product range and local customs and values. Next to our subsidiaries, we launched a user-friendly web shop shop.misteretc.eu to guarantee our customers an even faster service.

AZ HOLLINK GROUP, HELPING CUSTOMERS AND PARTNERS TO BE COMPETITIVE IN THEIR MARKET, ANYWHERE IN THE WORLD.



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www.kipcodamaco.com
cedric@kipco-damaco.be



Cédric Dupont
Area Sales Manager

Company description:

Kipco-Damaco NV, established in 1964, is a producer of mechanically deboned poultry meat for further processing. Our product range consists of MDM, baader, skin and offal.

Our main customers are meat producers and processors, but we also deal with importers/distributors and wholesalers.

Our business activities also include trading of frozen meat (poultry, pork, beef...), frozen vegetables/french fries (private brand) and frozen fish/seafood.

Next to our production plant and main office in Oostrozebeke, we have sales offices in Sao Paulo, Dubai, Singapore, Moscow, Bangalore and Ho Chi Minh.



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Mario Van den Steene
Key Account & Export Manager

Company description:

Lastek products are used throughout industry. Numerous methods, which considerably simplify welding and reduce welding costs, were developed for Maintenance & repair industry.

Above all, Lastek provides much more than just welding materials. Together with the customer, Lastek looks for solutions. Years of extensive international experience, through knowledge of all aspects of welding problems and the high quality of Lastek products give exceptional added value to the entire welding industry.



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Erwin Zenner
Sales Manager



Grégoire Maes
Sales Manager

Company description:

Maes Mattress Ticking (www.mmt.be) is a Belgian innovative company, specialized in weaving and knitting of high standard mattress ticking textile.

We are a family owned company situated in the southwest of Flanders. For centuries, weaving has been, and still is, a tradition in our region. For over 90 years, Maes Mattress Ticking has been specializing in the production of mattress ticking. We serve the whole of the European and Middle-East Market.

Our products are situated in the mid-and high level market segment of mattress manufacturers. Our specialty is weaving very soft, very elegant and very high standard and dense mattress ticking (warp up to 46thr./cm, weft up to 40thr./cm). By working with these high standards, MMT has gained its place as a well trusted supplier in the niche market of luxurious mattresses. Also our knitted ticking is lifted up to a higher quality using the finest yarns and working with state of the art knitting machinery.

Kolmstraat 30 A
B - 9750 Zingem
T +32 9 384 72 04
info@fari-bg.com



Didier Van De Weghe
Director

Company description:

Production & distribution of home textile products, specialized in products with natural duck down according to Japanese quality standard – duvets/pillows/pads – duvetcovers & sheets – activities under own brand name FARI-BG (www.fari-bg.com) - looking for a long term distributor in Serbia – open for all suggestions – production facilities are in Bulgaria.

Torhoutsesteenweg 154
B - 8210 Zedelgem
T +32 50 25 06 10/11
www.packo.com
thibaud.leys@packo.com
ove.debacker@packo.com



Thibaud Leys
Area Sales Manager



Ove De Backer
Business Unit
Manager Industry

Company description:

Packo Inox aims to be a respectable world player:

- in the development, production and sales
- of unique stainless steel products and solutions
- with a high added value
- in an enduring relationship with our customers and partners in the dairy, food, pharmaceutical industry and other applications.

We convert the customer's needs into an optimal solution, which is a combination of:

- storing, conserving, pumping, agitating, mixing, heating, cooling, freezing and dosing of products
- hygienic cleaning of the aforementioned installations
- designing and assembling of high quality hygienic parts
- finishing and treating of stainless steel according to the highest standards
- developing the corresponding controls.



Scherpenhoek 70
B - 2850 Boom
T +32 3 844 65 86
www.sky-man.com
john.de.winter@sky-man.com



John De Winter
Export Sales Manager

Company description:

Sky Man conceives and supplies products for suspended access. As such we are a leading manufacturer of winches and hoists for personnel transport. In order to be able to provide complete solutions Sky Man also has a wide range of platforms for temporary or for permanent use. Our products are used in the construction industry, in building maintenance applications or as service lifts in Windfarms.

Rue Anatole France 57
B - 1030 Brussels
T +32 475 553 714
www.beinvest.be
info@speedglass.be



Nader Elchaer
Managing Director

Company description:

We work to promote the creation of companies in private sector, in emerging market, by helping, advising, supporting, and if necessary influence decisions made by officials.

Bergensesteenweg 713
B - 1600 Sint-Pieters-Leeuw
T +32 2 365 02 00
www.unil.be
yuliya.vandenheuvel@unil.com



Yuliya van den Heuvel
Export Sales Account Manager

Company description:

Unil Lubricants is a Belgian specialized producer of lubricants since 1903. We produce only lubricants and greases and all our focus, resources and investments go to this activity. From 1993 until 2010 we have been part of SHELL Corporation and due to the agreement with SHELL, we had to limit our sales to BENELUX market and France. From 2010 we are a part of the independent private holding and focused on developing our export. Our factory and office are both located near Brussels (Bergensesteenweg 713, 1600 Sint-Pieters-Leeuw). We have a complete range of more than 500 oils and lubricants for automotive and industrial applications.

Vaart Links 61
B - 9850 Nevele
T +32 9 371 63 13
www.vital.be
m.haeck@vital.be



Matthias Haeck
Managing Director

Company description:

VITAL 1926 NV has been manufacturer of top quality Nougat Candy since three family generations (Est. 1926). Under our brand name "Vital", in pre-packed consumer items, in bulk or under private label, we supply to our many loyal customers worldwide. We directly export to >40 destinations worldwide. VITAL is looking for a reliable importer/distributor, more especially in the following retail market segments:

- Specialty retail stores for Imported & Local Luxury Food
- Supermarkets and Department Stores
- The food service industry: Airlines, Hotels, Restaurants, Catering.

Our product has a shelf life of 18 months and is gluten free, gelatine free, milk free and peanut free.

Aside from the consumer range, we produce Granulated Nougat and Nougat Cream for the Chocolate, Ice cream, Biscuit and Dairy industries. By adding nougat, you add value to your sweet recipes.



Oudstrijderslaan 11
B - 8860 Lendeledede
T +32 51 33 50 30
www.volysstar.be
peter.dewaele@volysstar.be



Peter Dewaele
Export Sales Manager Europe

Company description:

Volys Star is a family owned company specialised in processed chicken and turkey products. We are a farm-to-table company and as such control the entire production process. Volys Star products are high quality products ready to eat, ready to heat or ready to cook. Volys Star is reknown for its innovative tastes and/or production processes and our products are exported to more then 40 countries worldwide. With over 60 years of experience, we translate changing consumer habits in premium products. Our flexibility allows us to excel in tailor-made solutions for our customers. Volys Star is proud to be one with its customers. We stand for flexible and creative poultry solutions.

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