

BELGIUM

ECONOMIC TRADE MISSION TO BULGARIA 2017 Sofia - Bourgas

15-18/05/2017



Wallonia Export-Investment Agency



Flanders Investment & Trade

**WALLONIA EXPORT- INVESTMENT AGENCY
(AWEX)**

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CEO: Mrs. Pascale DELCOMMINETTE

The Wallonia Export-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 more than a hundred Economic and Trade Attachés. AWEX is ISO 9001 certified since April 2002.

As a foreign trade agency, the AWEX carries out a mission of promotion and information for the benefit of both Wallonia and the foreign business community.

Upon request, the AWEX assists buyers, decision-makers, importers and foreign prospects by:

- Providing economic data on Wallonia and its export potential
- Disseminating information on products and services from companies located in Wallonia
- Identifying companies in Wallonia for international partnerships
- Distributing lists of exporters from Wallonia

As an export partner for Wallonia-based companies, the AWEX offers a wide range of export oriented services and activities:

- General and commercial information on foreign markets
- Market studies tailored to specific areas upon request
- Organization and planning of marketing activities (international trade shows, economic missions, sector-based contact days...)
- Establishing contacts with international organizations
- Promoting Wallonia's export potential abroad
- Financial support and export financing
- Training in international careers

As a foreign investment agency, the AWEX has an overall responsibility for the attraction of foreign investment in Wallonia. This includes seeking out and providing information to potential foreign investors. The Agency also offers a pro-active follow-up service to investors already established in Wallonia. In addition, it is in charge of identifying new foreign investors for the acquisition of industrial sites under restructuring.



FLANDERS INVESTMENT & TRADE

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CEO: Mrs. Claire TILLEKAERTS

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 70 offices we are bound to be conveniently located near you, wherever you are.

USEFUL ADDRESSES

BELGIUM

AWEX



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**Delegate: Mr. Pierre MARECHAL
Export Manager**

AIRWATEC specialises in manufacturing a wide range of water filters for industrial and domestic use. Thanks to a patented water filtration system proven for over 40 years, its professional experience spans the world. The filter system called CINTROPUR is aimed at removing solid particles such as earth, sand, rust and moulds from water supplies. AIRWATEC's customers in the industry sector include water treatment wholesalers, food companies, breweries and distilleries for example, as well as domestic users. Water pump suppliers and leading water softeners companies are also customers.





BEL'EXPORT



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**Delegate: Mr. Tony DERWAELE
Sales Director**

Bel'Export stands for Belgian Export, a company owned by the Derwael family. Bel'Export was founded in 1994 and is a subsidiary of 'Fruitbedrijf Derwael'. Our expertise and adherence to tradition, which is the result of more than 90 years in the fruit growing business, is reflected in the quality of our business.

Bel'Export markets its fruit and vegetables under the name Bel' de Looz. This label guarantees fresh, high quality products, cultivated in the fertile grounds of the Belgian Haspengouw region.

The Bel' de Looz label contains a wide assortment of fresh fruits and vegetables including apples, pears, cherries, strawberries, leek, tomatoes, etc... Moreover, the company supports the development of new varieties, like the recently introduced cherries: Regina and Cordia; and apples: Greenstar, Kanzi and Braeburn and pears: Dicolor.

Main products:

Pears, apples, strawberries, cherries.
Tomatoes, bell peppers, carrots.

Main export destinations:

Russia, Norway, Denmark, Sweden, United Kingdom, Ireland, Poland, Spain, France, Germany, the Netherlands, Czech Republic, Greece, Cyprus, etc.

BELGIAN PORK GROUP



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Delegate: Mr. André DAGHELINCKX
International Sales Manager

BELGIAN PORK GROUP is a network of 6 Belgian production sites with a proven track-record in slaughtering, cutting and processing of pork from A to Z. On annual basis BPG produces about 420.000 tonnes of pork meat, of which an important part is being exported to over 50 countries all around the world.

With a staff of more than 1.800 employees and an annual turnover of 750 mio. Euro, BPG is the most important player on the Belgian pork market. Since the entire process from farmer to consumer is controlled, and thanks to the continuous investments in automation and specialisation, we can offer a unique range of business solutions to our clients.



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**Delegate: Mrs. Charlotte ALLAERT
Manager**

Allaert Nurseries is a leading Belgian bare root nursery specializing in the cultivation of forest and hedging plants, conifers and flowering shrubs, in bare root. The plants are produced from seeds or cuttings and are between 1 and 4 years old when delivered.

Through a combination of tradition, knowledge and precision, we guarantee the absolute highest quality and perfect service.

TREE NURSERY MICHAEL RAHOENS

BOOMKWEKERIJEN MICHAEL RAHOENS



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Delegates: Mr. Michaël RAHOENS & Mrs. Christa DE BRAEKELEER
Owners

Tree nursery Michael Rahoens is located in Oosterzele, Belgium and stands for excellent quality straight trees.

Tree nursery Rahoens is specialized in growing ornamental- and avenue trees.

The range consists of sizes 10/12 up to 16/18.

Michaël Rahoens the owner of the tree Nursery is expanding his family business.

With passion & dedication, with an eye for perfection and a lot of patience, the profession is currently being passed on to the fourth generation.

We deliver large quantities as well as with bare roots as with nice fixed wired root balls.

The continuous pruning and binding results in very straight trees.

Tree nursery Rahoens is also participating at major professional trade fairs such as "GroenGroen+" in The Netherlands, "IPM" in Germany and "Green is life" and "Gardenia" in Poland.

BRUYERRE



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Delegates: Mr. Andreya & Mrs. Boryana MOMERIN
Importer of chocolates BRUYERRE

In 1909, François Léon Bruyerre began a passionate adventure into the world of chocolate. Today, his descendants, supported by a workforce of 160, still control the destiny of this adventure, while continuing to honour the family tradition...

For a century, the Chocolatier Bruyerre has been sharing its passion for chocolate through its traditional recipes and handmade expertise, which have contributed to the creation of over 80 mainly hand decorated pralines with original flavors. Our artisans' talent is on display in our highly varied products...for the added pleasure of connoisseurs.

Chocolatier Bruyerre is renowned for the outstanding quality of its pralines and of its handmade hazelnutpaste still produced according to an old fashioned process, made using time-honoured recipes. Only the finest, highest quality ingredients and 100% pure cocoa butter chocolate are used to make them. The perfection, diversity of shapes and exceptional delicacy of the flavors produced have alone made it possible for us to develop these products nationally and internationally, always with the greatest respect for tradition, quality and service.

Our chocolates are produced without preservatives.

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Delegate: Mr. Stefaan JANSSENS
Export Manager

"MAKING STEAM IS SIMPLE. MAKING STEAM WITH MAXIMUM EFFICIENCY IS CLAYTON'S SPECIALITY"

Clayton is a manufacturer of the highest efficiency steam boiler available on the market. Steam is used in different industries and applications going from hotel, laundry, food & beverages over textile to even petroleum and energy. Steam is used for sterilization, heating, cleaning,...

Clayton is a manufacturer of steam boilers with a capacity between 100 and 20.000 kg/hour and for steam pressures from 4 to 150 barg.

The Clayton Steam Generator represents one of the most significant advances in steam production technology and the design eliminates the need to contain large volumes of water - as is the case with the common fire tube type boiler from BOSCH, VIEMANN,... and many others.



CREALINGUA.BE TRANSLATION AGENCY

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Delegates: Mr. Geert VANCOILLIE
Founder
Mrs. Veronik DERRESAUW
CEO



Crealingua.be is a Belgium based translation agency. We are specialised in sworn translations in all languages and all subjects. Our clients are companies as well as private persons. We only work with experienced native translators. Before submitting a translation to the customer, each translation project is handled by at least one translator and one proof reader and gets a final check by our in home project manager.

Our brand DNA is based on a solid balance of People oriented beliefs and Task oriented values.

- By our customers we want to be perceived as a Reliable, Trustworthy and a Competent service provider.
- Towards our suppliers and co-workers, we are deeply Respectful and highly Responsive. We thoroughly esteem their hard and professional work.
- As company we want to be renown as a result-driven organisation with the most efficient and performing business processes in our industry.

We are actually seeking entrepreneurial business partners willing to share and develop our company story.



CYPRESS DIAGNOSTICS



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Delegate: Mr. Herman MISSINE
Managing Director

Cypress is a Belgian company providing reagents and equipment for the small and medium sized clinical laboratory in developing countries.



Gebr. De Rycke nv
Beton en Bouwmaterialen

DE RYCKE GEBROEDERS



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**Delegate: Mr. Koenraad DE RYCKE
CEO**

We produce all kind of cement based mixes; mortars, stabilized sand and readymixed concrete.

We also have the know-how and production facilities to develop and produce very specific mixes such as self compacting concrete, fiber mixes, underwater concrete, etc.

Our modern fleet of concrete truckmixers and pumps, guarantee a flexible and effective solution to logistic challenges. Our last innovation is the development of a floating concrete plant, installed on a pontoon.

With a variety of references in civil construction (world's greatest lock, tunnels, bridges), utility buildings (hospitals, schools, ..) and all kind of private buildings, our mission is to be a reliable and solid supplier for the concrete business.

DUVATEX GROUP



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**Delegate: Mr. Guido CLAERBOUT
Owner**

DUVATEX GROUP consists of three firms:

DUVATEX and ABZ are Belgian companies and have more than 25 years experience.

DUSITEX is a Bulgarian company located in Plovdiv, since 2008.

All companies produce mattresses and accessories in various sectors: retail-baby and adult - care sector - project market.

In different countries we are the market leader in baby and teen.

Our strengths are: innovation – service – quality – price.

DUSITEX in Bulgaria can bring a lot of opportunities today, with the necessary support of knowledge and experience from the group DUVATEX.



NSF EURO CONSULTANTS™

EURO CONSULTANTS



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Delegate: Mrs. Velichka TERZIEVA
General Manager Euroconsultants Bulgaria

Euro Consultants is an international consulting group established in Belgium in 1990 that is nowadays presented all over the world through subsidiaries, representative offices and partners, including Bulgaria and Romania in the Balkans.

The group is specialized in the agro-food and food-processing sectors, primarily active in the field of training and capacity building, technical assistance in food hygiene, food safety and quality management.

Euro Consultants Group has an extensive experience in tourism sector in both B2B and B2I activities and is offering a variety of B2B services to catering, hotels and tourism sectors e.g. Kitchen and infrastructure Audit and control, Consulting, Specialized Internal Trainings and Technical assistance.



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**Delegates: Mr. Steven VANDERSTRAETEN
Regional Business Development Manager
Mr. Vladimir MACEK
Sales Representative**

Firestone Building Products is part of the Bridgestone Corporation, the world's largest tire and rubber company. Building upon Bridgestone/Firestone's success and innovation in rubber polymer technology, Firestone Building Products has become a global leading manufacturer of rubber based Roofing and Lining systems for a wide variety of industrial, commercial and residential applications. Quality products, installation expertise and a commitment to provide professional service, backed by the assets of a diversified multibillion-dollar corporation, make it clear why "Nobody Covers You Better" than Firestone Building Products.



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**Delegate: Mr. Wim VAN ROMPAY
Area Manager**

Under the auspices of the Flemish Ministry of Public Works and Mobility and The Environment, Nature and Energy Ministry, FITA agency promotes the know-how in these areas worldwide upon request of the private sector federations such as the Flemish Building Confederation (VCB), the association of consulting engineers (ORI), the Flemish Environmental Experts (VlameX).

Nevertheless, FITA's core business today is to render public expertise to the private sector. FITA has been providing (technical) assistance to its beneficiary consulting companies through working contracts based on daily performances. FITA experts have been recruited recently to conduct additional studies and provide technical assistance in preparing engineering specifications for the development of a new set of Post-Panamax locks for the expansion of the Panama Canal. Experts in waste management have also been nominated to environmental projects in Central and Eastern-Europe.

Another major responsibility is the organisation of business events and sectorial trade missions. FITA trade missions can save you time and expense in identifying and developing profitable relationships with compatible foreign companies and local public authorities. FITA sectorial trade missions will allow you to present your knowledge and expertise directly to qualified prospects through a series of presentations and networking events.



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Delegate: Mr. Lionel PLAQUETTE
Founder



Emilie & Léon, Fernande & Louis, Agnès & Léon ...And now Lionel.

Lionel is the sixth generation to take charge of L&L Plaquette Farmhouse butter production;

He has made a name for himself and has been called “**the raw milk butter specialist**”.

L&L Plaquette butters are fully traceable from field to plate. These products are naturally healthy and contain no additives. They owe their unique taste to the traditional know-how passed down through the generations. Each product can be adapted to meet the requirements and individual needs of the client.



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**Delegates: Mr. Dominique DEMORTIER
Owner
Mr. Nanko KOLEV
Key Account Manager**

Natur'Inov has been on the European market for 40 years.

This long experience means that we understand the market, can detect trends and market expectations.

This experience together with a real philosophy of innovation, allows us today to create/choose innovative and exclusive products and concept, which provides a real competitive edge for retail outlets.

Expertise, Security and Passion in the organic sector in order to provide our customers with a distinctive offer in the organic market.

Natur'Inov combines expertise in the organic sector, the security of a reliable and innovative company and the passion of men and women who work every day to provide their customers with a distinctive offer and a great growth lever.

Expert in sourcing and in selecting organic products and brands. Natur'Inov's collaborators personalize their advice and support their customers in the choice of organic products, depending in particular on the trade area.

Regular support allows choices to be checked and products or assortment to be developed.

Natur'Inov's team provides its expertise in merchandising in order to promote the product.

Supported by experts (nutritionist, beautician), we provide any useful information for sales (product information form, product tests, customer reviews) and teach people about new products and/or concepts.



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Delegate: Mrs. Fiona DEMOL
Business development manager distribution network

OncoDNA, The Cancer Theranostic Company, is the European leading oncology company providing solutions for cancer treatments, at the same time contributing to the knowledge applied to the fight against cancer. OncoDNA's team is fully dedicated to help oncologists worldwide developing services to enable better treatment choices and treatment efficacy monitoring. The innovative approach of OncoDNA is based on its unique OncoDEEP-OncoTRACE combination.

OncoDEEP allowing a personalization of the treatment of each patient thanks the integration and interpretation of the results of Next Generation Sequencing and molecular pathology analyses; and OncoTRACE allowing a close monitoring of the patient's response to the treatment through a simple blood sample.

The reports and the results from both services are displayed in a dynamic way through the web platform OncoSHARE in order to allow an easy and fast reading.



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**Delegate: Mr. Johan WALRAVENS
Commercial Partner**

Pentatrade is a Belgian company, that since 1992 has completed its activities in the pork trade. Therefore we take the opportunity to introduce our company.

Thanks to more than 40 years of experience and specialization, we can satisfy our customers with an exceptional price/quality relation, in terms of customers' need.

The content quality and flexibility, which we assist to our clients, is the keystone of the lasting relation we set up with our clients worldwide.

Our transport department maintains an accurate way of supplying goods to the customers.

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Delegate: Mr. Koen BESSEMANS
Managing Director



PRIME DESIGN EUROPE is specialized in the development and production of accessories for Light Commercial Vehicles (van's).

We have started the activity with an ergonomic ladder loading system for LCV's that is now used by a lot of important fleets throughout Europe (power company/telecom/...)

We have expended our range of products with aluminum roof racks that we already supply to car manufactures and car importers in the different European countries. Recently we also added other products to the range (glass carriers/floors and side panels/...) and this all for the segment of LCV's. An expansion of the passenger car segment is planned for the near future.

We have production facilities in Belgium, Denmark and recently also in Bulgaria via the company Europe Metal Works in Sofia. Every location does a part of the production and is the hub for the area.

For the moment the sales activity of the Bulgarian company is limited and that is the goal of this trip.



RADERMACHER

- DISTILLERS SINCE 1836 -

RADERMACHER DISTILLERIE



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Delegate: Mr. Yves EMONTS
Managing Director

Founded in 1836, the Radermacher distillery is the oldest in Belgium. Its comprehensive range stretches from the famous Woodberries (fruity speciality) and number one Belgian aperitif, the Maitrepierre, to the latest member of the Belgian whisky family, Lambertus, and the delicious Belgian chocolate liqueurs After. The Radermacher distillery strives to use natural ingredients and has the certification for its organic gin and vodka. The various Radermacher products can be found in Michelin-starred restaurants, in supermarket chains,...



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**Delegate: Mr. Emil DIMITROV
Country Manager Bulgaria**

With two production sites in Germany (Frechen and Bad Schmiedeberg) plus one in Belgium (Hasselt) Steinzeug-Keramo, a company of the Wienerberger AG, is Europe's largest manufacturer of vitrified clay pipes and fittings for sewage systems. At all plants, production runs continuously, 24 hours a day, making vitrified clay pipe systems for worldwide distribution and manipulation. In order to ensure safety, reliability and economic efficiency in sewage disposal, we manufacture top-quality, high-performance vitrified clay pipes and fittings using the latest processes and technology. Needless to say, we comply with the requirements for turning out eco-friendly, sustainable products: from obtaining the natural raw material clay, through its processing at highly automated production plants, the professional installation of the end product, vitrified clay pipes, their life span of over a hundred years, all the way up to its 100% recyclability. Our service concept, which is applicable worldwide, starts with comprehensive advice and construction advisory services and extends itself to every aspect of our business partnership.



TAGORE



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**Delegates: Mr. Rudi VERCAUTEREN
CEO
Mrs. Adina BOTA
Purchase Manager**

Tagore is a holding company and is here in Bulgaria to identify potential clients as well as strategic partners in the fields where Tagore's companies are active in.

Garden Machinery SA Belgium is a European leader in distribution of mechanical parts for the garden, forest and building machinery. As a pioneer in Europe since 1976, we distribute to dealers, original redistributors as well as non original parts for the sector. GM is holder of different world brands like Zama, Tillotson and Walbro for carburetion parts, or SugiHara Japan for saw blades, Catter brand for hedge trimmer blades and Hyway as a principal Taiwanese top quality cylinder producer. And last but not least Red Mountain products, top quality products that last !

On the other hand Tagore also becomes active in the field of "natural fibers". From yarn through fabric and to garments or upholstery products. A business started only in 2017 but using the opportunity to get in touch with interested parties in Bulgaria.



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Delegate: Mr. André STEYAERT
Export Manager

Vergokan NV is a European manufacturer of cable support systems, with 3 production facilities in Belgium and Russia. Founded in 1982 as an independent company within the Group, Vergokan manufactures and markets standard and tailor-made solutions in the field of cable support systems for electric installations. The sole manufacturer of such products in Belgium, Vergokan is also the market leader here. The company exports its products worldwide, especially to Western and Eastern Europe, as well as Russia, the Middle- East and Africa.



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Sales & Purchase advisor**

Volkswagen D'Ieteren Finance offers full leasing and credit solutions to the professional as well as the private driver and official dealers of the Volkswagen Group in Belgium. The Used Cars Remarketing department sells all leasing buybacks to professional car dealers throughout Europe. Up to 200 cars of the Volkswagen group are offered every week to a selection of registered car professionals.