

NEWS

Business Park BorchWerf

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www.borchwerf.nl

Logistics warehouses well positioned between the Ports of Antwerp and Rotterdam!

Value added logistics activities in warehouses usually result in extensive truck movements. This is why logistics multinationals in Europe seek out the periphery and establish themselves between the Mainports of Antwerp and Rotterdam in a highly accessible, representative and secure area. From here, a sound organization of transport to all parts of Europe, the Middle East and Africa is made possible, with a high degree of predictability and planning ability for critical business processes.

Business Park Borchwerf is located between the Ports of Antwerp and Rotterdam and has two private access routes along the relatively quiet A17 motorway.

The implementation of the latter part of the adjacent A4 motorway in the forthcoming years, will result in the traffic being split upon several highways in this

part of Western Europe. This also enables the companies at Business Park Borchwerf to guarantee accessibility to the Mainports by road in the long term. There are short road links to transshipment terminals for transport across the international seas to all destinations, inland waterways in Europe and for rail transport to distant parts of Europe and into Asia. All parts of the world are easily accessible in a logistically predictable way because of the short distances of the pre- and post-transportation in a quiet traffic area.

Always a transshipment terminal in the immediate vicinity

There are transshipment terminals in the immediate vicinity for connecting to maritime and continental cargo waterways. Amongst other things, the Mainports of Rotterdam and Antwerp are easy to reach. Transportation by water is also possible at a distance of only 17 kilometers, via the Ports of Moerdijk and Bergen op Zoom. Transport by rail is also possible via the Antwerp North terminal at 55 km distance. The terminal is accessible via a restricted traffic highway connection. Containers can be transferred onto the track at the same distance in Rotterdam - or closer to home in Moerdijk. Business Park Borchwerf is well connected to the maritime and continental transport waterways to all parts of the world. The companies at Business Park Borchwerf can benefit from a central location between the Mainports of Antwerp and Rotterdam, where they are easily accessible by road and remain accessible for the future.



Many international companies

There is a considerable interest in establishment at Business Park Borchwerf, in particular from foreign companies and especially from America, where mergers lead to economies of scale with global impact on the supply chains. Several existing distribution facilities in Europe are also brought back to a central location for efficiency reasons. Several of these multinational companies established themselves at Business Park Borchwerf in recent years. It is an advantage for companies to own the land on which the distribution center will be built, at a representative and secure location with two direct connections to the A17 motorway. The location provides the right conditions for optimal operations between the two Mainports of Rotterdam and Antwerp - with easy access to the cargo terminals - and offers Business Park Borchwerf as a good investment for the future. ■



You can find more information about Business Park Borchwerf at www.borchwerf.nl. You can also contact our Account Managers Angelique van Hienen (avhienen@borchwerf2.nl) or Richard Elich (r.elich@borchwerf2.nl), featured on this photograph together with Borchwerf II CV's Managing Director, Leo Welters. You can also reach the Account Managers by telephone, number +31 165 518 719.

Groep Heylen offers a 12 hectare site at Business Park Borchwerf

Representative high-end location along the Motorway A17

Reconsidering the structure of the supply chain is an important issue for internationally orientated companies. The Belgian Industrial Holding Groep Heylen offers real estate solutions for logistics companies that want to position themselves strategically for the upcoming ten years. Wim Heylen: "The distribution centre we created at Business Park Borchwerf for the American company PVH/Warnaco is called 'Centre Court 21',

because of its central position between Antwerp and Rotterdam, directly located at exit 21 of the A17 motorway. From this centre, PVH/Warnaco distributes the full product range of several high-end brands to Europe, the Middle-East, and Africa since 2010. We have another representative site of 12 hectares to offer at Business Park Borchwerf, directly situated along the Motorway A17 and also well positioned for logistical purposes. We notice that the cur-

rent position at Business Park Borchwerf is contributing to our international network with foreign companies that want to establish themselves in these parts of Western Europe. ■

Wim Heylen: "Business Park Borchwerf is well positioned for logistical purposes and offers international companies a representative business climate."



Proximity of Port of Antwerp huge asset to businesses at the Borchwerf Business Park

With the two World Ports within easy reach, West Brabant is particularly promising as an economic region. At a distance of 50 km, both World Ports offer excellent connections to major world markets with maritime flows of goods and the European market with continental flows of goods.

Luc Arnouts, CCO of the Antwerp Port Authority: "We provide excellent connectivity between producers of raw materials, industrial companies and consumers. There are excellent road connections between West Brabant and the Port of Antwerp and from there, companies have the full width of the market place available for the buying and selling of raw materials, semi-finished products and products, with overseas connectivity to all corners of the world. Two World Ports so close to each other provide important benefits and particularly for those companies that establish themselves between the two. We notice that many of these companies look for coordination with Antwerp to see what the possibilities are in terms of optimizing their supply chain and that is where we like to get involved with them."

Connecting the flow of information to the flow of goods

Positions in the logistics world are determined by the value added to the shippers'

supply chain. In addition to physically adding value, this is largely done by optimizing the connecting of flows of information to the flow of goods. This allows for chain management and important efficiency gains. Luc Arnouts: "Shippers can directly track their goods with the use of our APCS information system. Our position in the supply chain means we can deliver consistent quality. This increases the predictability of times when deliveries will be made and further eliminates the need for companies to hold stock. As a result, production and delivery become more efficient. A large number of lines come together at the Port of Antwerp. We are constantly looking for efficiency innovations and are pioneering the way for others."

Attractive region for new business set-ups

An increasing number of companies is thinking long term and one of the consequences can be companies moving their operations to enhance how they run their



business. There are also more companies from outside Europe looking for a new place to set up; a new base from which to serve the European market. "At the Port of Antwerp we are excellently equipped and in terms of the Netherlands, Borchwerf Business Park is definitely one of the best business areas," says Luc Arnouts. "Its location is particularly attractive on either side of the motorway, with the availability of large sites between two international ports with relatively little traffic. It is hardly surprising that one of the large investors from Flanders has its only site in the Netherlands at your business park."

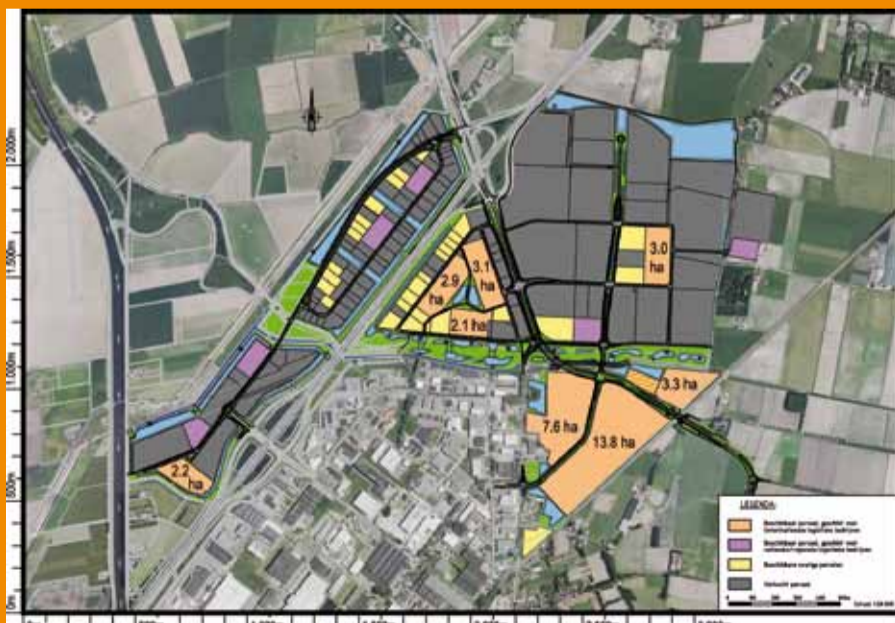
Intermodal facilities within easy reach

Borchwerf Business Park's favorable location factors include intermodal facilities on maritime and continental flows of goods. Luc Arnouts: "The Port of Antwerp leaves these within easy reach. Your business park is located south of the busy con-

urbation. And our rail terminal is located to the north of Antwerp. I can imagine that it's logical for the companies at Borchwerf Business Park to use our intermodal facilities, with excellent connections to all corners of the world. A third of our transportation to the hinterland goes across water, such as via the Rhine-Scheldt connection to Duisburg and beyond or via the Albert Canal to other parts of Western Europe. It is hardly surprising that a number of companies in North Brabant region are already using Antwerp's Port facilities. It may be good to exchange a few ideas on this with the authorities in your area. We would like to open a dialogue with the province of North Brabant to see how we could coordinate the common ground on important policy issues, such as sustainability, intermodal transport and supply chain optimization. That would certainly be a good thing." ■

Saleable area increases: new sites available at Business Park Borchwerf

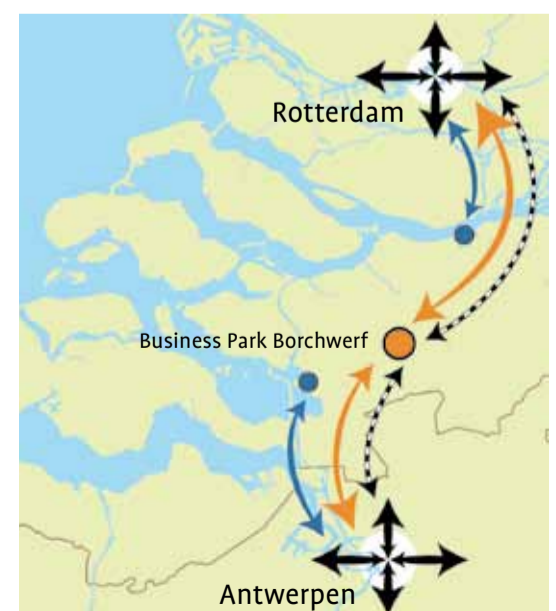
Business Park Borchwerf has expanded towards the South East with another twenty five hectares, divided across three sites. Three additional sites have become available in the central part of the Business Park with a total of eight hectares and two sites of more than two and three hectares on the earlier developed part of the Business Park, are still available at the moment.



If you would like to receive more information about the options for your company at Business Park Borchwerf, please contact our Account Managers Richard Elich (r.elich@borchwerf2.nl) or Angeliqve van Hienen (avhienen@borchwerf2.nl). You can also reach them by telephone +31 165 518719. Current information about Business Park Borchwerf can be found on www.borchwerf.nl. You can also find visual maps of the business park here, which will show you which lots are still available at the moment. ■

Synchromodal transport at Business Park Borchwerf

The use of synchromodal transport is the norm for the companies at Business Park Borchwerf. Most of the companies take care of their imports and exports via the Harbors of Antwerp and Rotterdam and the Motorways A17 and A58 for the final miles. Several of the companies are also importing by rail from Eastern Europe, South Germany or Italy via Antwerp or Rotterdam, while other companies make use of the bargeterminals at Moerdijk and Bergen op Zoom at a distance of approximately seventeen kilometers from Business Park Borchwerf. ■



North Brabant - an important part of the Netherlands' logistical focus area

The North Brabant province forms part of the logistical focus area in the South West of the Netherlands. North Brabant has a highly developed logistics sector with major international and inter-regional flows of goods, all of which are opened up by regional inter-modal terminals. Located in the proximity of the two Mainports of Rotterdam and Antwerp, North Brabant represents an important logistical link to the Ruhr area and beyond; into Eastern and Southern Europe. North Brabant has many logistical hotspots. In West Brabant these include Roosendaal (with Borchwerf II) and Moerdijk (Seaport and future Logistics Park). Elsewhere there are significant concentrations located in Tilburg, Waalwijk and Oss.

Province Delegate for Economic Affairs Bert Pauli: "North Brabant is the central key region for value added activities on major corridors between the main ports in North Western Europe and the European hinterland, both for North-South and important East-West oriented flows of goods. Our region therefore has strong manufacturers in high tech, chemistry and agrofood and these companies are exporting to important markets in Europe and the rest of the world."

Strategic location in the 'Rotterdam-Antwerp-Ruhr area' results in a triangle policy starting point

Due to the international nature of the logistics chains, the wider perspective of the province in relation to the 'Rotterdam-Antwerp-Ruhr area triangle' is regarded as a starting point for the Logistic Agenda Brabant. Delegate Pauli: "Through cooperation between the regions, municipalities and business parks in our province, we are strengthening our collective logistics

competitiveness, from an integral, multimodal perspective. In this way, we are making a governmental contribution in terms of policy to the scaling-up that we increasingly see arising internationally in the logistics sector. We promote mobility with sustainable innovative solutions and knowledge development and we find more connection on the scale on which the major logistics multinationals within Western Europe make their investment decisions. This further optimizes the investment climate for logistics activity in our province. Our policy will lead to more jobs and a more targeted use of the existing knowledge and talent in Brabant, adding value to the supply chain (VAL) and sustainable economic development."

Full cooperation with the stakeholders in the field of activity

For the construction and development of synchomodal regions, the province of North Brabant actively seeks cooperation with stakeholders in the field of activity. Delegate Pauli: "Profiling our province towards the Mainports and European regions is an explicit part of this, so we can also attract significant foreign investors in close cooperation with the Brabant Development Agency (BOM). Within our national context, there is already an excellent level of cooperation, which we particularly appreciate and which leads to the region being excellently positioned in terms of international logistics. As a result, the government is fully engaged in building up the national core network for logistics and we are also frequently in touch with the Port of Rotterdam. These

contacts are particularly good and something we greatly value. In conjunction with our partners, we position ourselves internationally from our central location in the 'Rotterdam-Antwerp-Ruhr area' triangle. This is why a focus on the Ruhr area and the Antwerp region in the policy development may also be more detailed. In any case, we propose possible initiatives from these regions to achieve further coordination and we will, of course, gladly go into detail."

Contributing building blocks to economic development

In terms of policy, the province looks toward the national and international logistics context. Province Delegate Pauli: "We monitor both the important key process indicators of the main ports in North Western Europe and the activities in the surrounding regions, to reach consensus on a broadly based provincial policy in coordination with all stakeholders. Our logistics expertise centre Dialog thereby plays an important role in the availability of knowledge about new developments. Together, in North Brabant we - based on our logistical capabilities - provide important building blocks for a healthy and sustainable economy in our province. At the same time - as a healthy logistical link in the chain - we can contribute our share of the economic development in Western Europe for the next ten to twenty years. And we can accommodate more: there's still room for new international companies. They are welcome to invest and establish themselves in our region." ■

Companies already established at Business Park Borchwerf

More than a hundred companies have established themselves at Business Park Borchwerf since 2005, including:

PVH/Warnaco (Calvin Klein, Tommy Hilfiger)
 Forever Direct EU
 Terex
 Dylan Group
 BIS Industrial Services
 Deutsche Bank
 Mizuno Corporation Netherlands
 De Rooy Warehousing & Distributie
 CEVA
 Trustlube
 Karpack
 E-Health Ventures Group
 Geo Infra
 BOM Engineering

If you are considering establishing your business in Europe, it's possible to download Business Park Borchwerf's presentation with accompanying text at www.borchwerf.nl for more information. We would like to invite you to ask questions via info@borchwerf.nl or provide us with comments which will enable us to improve our services. Your response would be highly appreciated. You can also contact our Account Managers Richard Elich (r.elich@borchwerf2.nl) or Angelique van Hienen (avhienen@borchwerf2.nl) or call +31 165 518719 for more information about Business Park Borchwerf. ■



At www.borchwerf.nl you can find more information about Business Park Borchwerf.

Transit to the hinterland via Port of Rotterdam



The transit to the hinterland is provided directly from the terminals via inland navigation, rail or truck.

Accessing international transportation ways via the extended gate Delta Marine Terminal Moerdijk



The harbors of Rotterdam and Antwerp are situated approximately a hundred kilometers apart and one of the main extended gates between these two Mainports is Delta Marine Terminal Moerdijk. Director Carsten Borchers: "Our seaport terminal with customs facilities is available throughout the year for deep sea and short sea ships. There is also a barge terminal for inland waterways. We provide efficient connections to all parts of Europe by road, waterway or rail from our transshipment terminal."

Regular shipping lines with several departures a day to various destinations, both domestic and international, make water transportation flexible and operationally reliable. The growing transport volumes between Rotterdam and Antwerp thereby also offer important opportunities.



Daily shipping services to both Main Ports
Delta Marine Terminal measures a total of 19 hectares, has a 600 meter wharf and is one of two transshipment terminals in Moerdijk. Director Carsten Borchers: "Delta Marine Terminal's customer base includes ocean-going shipping lines, short sea shipping lines, global forwarders, expeditors, as well as direct shippers." The other terminal is Moerdijk Container Terminal and this is a joint venture by Europe Container Terminal (ECT) and Combined Container Terminals (CCT). Carsten Borchers: "The current capacity is 400,000 containers in TEU per year and the terminal offers sufficient opportunities for expansion."

Security first at Delta Marine Terminal
Delta Marine Terminal has taken the measures required to guarantee the cargo's safety. A camera tracking system provides continuous camera security at the company's terrain. A security company has been hired to look after the physical security



of the terrain (24/7). The Moerdijk Port Authority provides additional security. A security company contracted by the port authority continuously patrols the industrial park. At set times, including weekends, the Moerdijk port authority also blocks traffic from accessing the entire Moerdijk industrial park. This provides a second security perimeter around the Delta Marine Terminal terrain.

Certification of 'InlandLinks'

Carsten Borchers is also a board member of the Association of Dutch Inland Terminal Operators (VITO). Delta Marine Terminal Moerdijk is certified with the Lloyds Register 'InlandLinks' certification. ■

HVBM Vastgoed develops EMEA distribution center Forever Direct

The decrease of global distances led to the evolving and changing of companies and the people within. An emerging trend is centralization and more and more foreign companies are opting for the Netherlands as a solid home base for their supply chain in Europe, the Middle East and Africa (EMEA). Also trending is the upcoming of crossborder webshops and the establishment of large scale international e-warehouses. HVBM Vastgoed BV is developing projects for companies in the logistics sector against the backdrop of these market conditions. Adriaan Molenschot from HVBM: "We created the new distribution center at Business Park Borchwerf for the American company Forever Direct EU in 2012, from which ninety-three countries are supplied and fulfillment to nineteen countries is handled. This distribution center is fully operational and it was officially inaugurated, together with everyone who contributed towards its realization, on 17 and 18 May 2013. It is an example of the way we achieve projects, together with our international clients. CBRE was involved

as a broker at Forever Direct EU. We continue to work together with well known international real estate brokers, such as CBRE, Cushman and Wakefield, Jones Lang Lasalle and DTZ." Adriaan Molenschot is the joint owner of HVBM Vastgoed BV; part of a Dutch family business since 1902 and focusing on long-term trends in real estate development and realization, construction, investment and management. ■



Adriaan Molenschot

Business Park Borchwerf is awarded the Business Parks Security Hallmark

Business Park Borchwerf was awarded the Business Parks Security Hallmark (KVO-B) at the beginning of this year. The certification institute auditors were very positive about the approach to security at Business Park Borchwerf, which stands at a high level. The images from the surveillance cameras can be transferred to the police control room at Business Park Borchwerf with a live view, if so required. The video surveillance of the public area can also be linked to the video surveillance of the individual companies. The regulations in the security field are set by the certification institute KIWA, bearing the Business Security Hallmark (KVO). All the attention devoted to security at Business Park Borchwerf appears to significantly focus on a preventive approach. ■

Port of Antwerp visits Business Park Borchwerf

The Port of Antwerp Authority paid a visit to Business Park Borchwerf with several port related companies on 21 February 2013. Over sixty carriers, shippers and terminal operators from Antwerp and West Brabant made one another's acquaintance during the networking event. The CCO Luc Arnouts from the Port of Antwerp Authority discussed the Port of Antwerp's strategic opportunities for carriers and shippers in the southern part of the Netherlands. Leo Welters, Director of Borchwerf II CV, outlined the options for the establishment of companies at Business Park Borchwerf. The meeting was hosted by the American company PVH/

Warnaco. Part of the program was a tour through the distribution center from which deliveries are made to Europe, the

Middle East and Africa (EMEA region). A reciprocal visit will be organized to the Port of Antwerp after the summer. ■



Colophon

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