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Paul van Gelder, member of the management board

ERIKS HELPS COMPANIES FOCUS ON CORE OPERATIONS

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As part of SHV, a family-owned company with a global footprint, innovation-driven ERIKS serves many industries with products, services and solutions. Throughout its 75-year history, ERIKS has broadened its scope and built its expertise in five product categories: sealing technology, power transmission, flow technology, industrial plastics, and tools, maintenance and safety products.

ERIKS has an expansive geographical presence that spans Europe, North America and Asia. In every region it serves, ERIKS maintains full capacity to help companies improve efficiency and reduce operational costs.

An intense passion for knowledge motivates the multiproduct specialist. ERIKS combines comprehensive industry knowledge with its extensive portfolio, providing more than 200,000 customers with relevant solutions. ERIKS specialises in diversified solutions for the industrial, automotive, food and

beverage, aerospace and pharmaceutical industries, among others.

In reducing the number of suppliers, optimising processes and increasing plant uptime, ERIKS empowers its customers to achieve their business targets. ERIKS consciously implements sustainable business practices that promote efficient energy consumption and reduce waste materials in its manufacturing of valves, gaskets, bearings and pneumatics, among others.

"We provide solutions that allow our customers to focus their attention on core activities and a wide assortment of products that help reduce their total cost of ownership," says Paul van Gelder, member of the management board.

The company works with original equipment manufacturers (OEM) and providers of maintenance, repair and operation (MRO) services. ERIKS continuously invests in improving its capabilities to anticipate the needs of customers from these segments.

As a supplier to MRO companies, ERIKS offers consistent product availability and efficient logistics service. With an impressive in-house knowledge

base, ERIKS' team of specialists can act as purchasers and quality controllers for delivering components and services.

Partnering with OEM companies, ERIKS closely collaborates with clients to identify products that specifically suit their applications. ERIKS also embarks on research and development projects with customers to pave the way for next-generation solutions.

Committed to innovation, ERIKS integrates its mechanical products with emerging technologies – one example of which is built on the concept of the internet of things.

ERIKS collaborated with a Netherlands-based water company in developing a smart valve. Equipped with network connectivity, the smart valve gives an update on temperature, instrumentation, pressure and flow. It can even gauge valve quality, ultimately being able to predict malfunction.

"ERIKS is a Dutch company with strong positioning in continental Europe, from where many innovations come. We see many opportunities globally where our technologies can make a difference," van Gelder says.

In China, ERIKS operates from its Shanghai head office and employs more than 50 staff members. The Shanghai team comprises valve supply and assembly specialists that provide fully assembled valve systems.

ERIKS looks to establish a second office in Beijing to expand its coverage of the market in China and to be more active in a broad range of industrial sectors in the country. With its dual capacity to provide MRO and OEM parts, ERIKS considers the automotive industry in China a growth avenue. Looking to the future, ERIKS is open to building relationships with more Asian companies for projects in renewable energy, robotics or other sectors.

Active in Asia, ERIKS works with key companies such as Petronas in Malaysia and other industry majors in China, Indonesia and Vietnam. ERIKS is also working with Dutch company FrieslandCampina in its Asian expansion.

"We want to be very close to the customers in pushing for innovations. We aim to further develop our proposition to our customers and provide relevant solutions," van Gelder says.

CORMAN CONTINUES TO REVOLUTIONISE BUTTER WORLD

Living up to a name that has become synonymous with innovation and high quality, Belgian brand Corman recently launched another industry first – a pre-laminated butter sheet that is ready to roll out straight from the fridge. Marketed as Corman Express, the butter sheet delivers convenience and time-savings to craftsman bakers and food service professionals on top of exceptional performance. Corman Express will be available in Asia starting this January.

"We remain true to our founding ethos of constant innovation as we aspire to bring the best in quality and ease of use to meet our customers' evolving needs," says Jean-Marc Schevenels, business unit director of Corman's professional division. "We're able to do this because we have always been a pure play company focused on delivering value from our unique expertise in milk fat."

In marking its 80th anniversary last year, Corman celebrated a history of industry breakthroughs such as the first commercial development of anhydrous milk fat, fridge-spreadable butter, butter in sheets and ready-to-use roasted butter. It also launched ButterSign, a revolutionary range of natural butter flavours

enhancing some of the major authentic top notes present in dairy butter.

Taste and wellness come together in Corman's products. The company has diversified to low-fat butter and is the first to introduce cholesterol- and saturated fat-reduced butter. To date, Corman's butter and functional milk fats are sold in more than 80 countries.

"As a technological leader, Corman offers sophisticated products, but naturalness remains a core value," says Daniel Busch, business unit director of the food industry division. "Corman products are made solely through physical and natural transformation of dairy cream or butter sourced from quality-certified European suppliers."

The Limbourg-based company sees opportunities for its premium offerings in the United States, Canada and Asia, particularly in China, South Korea and Japan. Corman is open to exporting tailor-made blends to suit regional preferences and private labelling opportunities with strong local brands. For its consumer butter products, Corman seeks quality-minded distributors with established networks.



Daniel Busch, business unit director of the food industry division



Jean-Marc Schevenels, business unit director of professional division

NEDCARD TO BOOST SMART-CARD MODULE PRODUCTION IN CHINA

Independent smart-card assembly house NedCard will increase its module production in its Shanghai plant from 1.5 billion units to 2.6 billion in the coming years as it shores up its technology platform for more novel applications.

With the rise of electronic payments heightening the demand for more secure transactions, Netherlands-based NedCard plays a key role in the roll-out of chip cards in the banking and e-commerce sectors.

NedCard produces contact, contactless and dual interface modules largely for card manufacturers and semiconductor producers. With more Asian countries progressing, NedCard has also started servicing governments.

As one of the largest smart card and radio-frequency identification module manufacturers worldwide, NedCard can deliver module assembly and testing services to e-government projects globally. It is also set on meeting the requirements of the health care, textile and emerging wearable electronics markets.

Garnering the highest attainable security certification for its smart card solutions, NedCard has been a trusted partner to the top 5 players in the smart-card supplying market for more than 10 years.

"Our European background of quality enabled the creation of strong



Frans Geurts, CEO

relationships with top players in the industry," says Eric de Bruijn, chief sales officer. "Our security certification cemented those relationships while our global footprint and our ability to produce cost-effectively in Europe and Asia sustained these partnerships."

NedCard patterns its solutions to its clients' special demands. By offering a broad range of business models, NedCard seeks to provide the best price-quality

ratio and package innovation. Customers trust NedCard to deliver a reliable product created by a stable team of specialists.

"We are open to provide any assembly activity where our competencies are required," says Frans Geurts, CEO. "We have proven our mettle in the smart card area, and with a constantly motivated team, we are broadening our scope to provide the needs of the future."

CMB'S ULTRA-ECO VESSELS STEER SHIPPING INDUSTRY TOWARDS GREENER FUTURE

Not long ago, "eco-friendly ships" sounded more like an oxymoron than any realistic vision – with the shipping industry often criticised for emitting high levels of carbon dioxide and pollutants into international waters. The tide is turning, however, as technological breakthroughs are making way for the greenest vessels to sail the earth – and leading the fleet is CMB Group.

"Shipping is a 4,000-year-old industry full of traditionalism and conservatism, where one needs to think out of the box not only to succeed, but to survive," says CMB CEO Alexander Saverys. "But every challenge is also an opportunity, with the increasingly stringent environmental standards being among the biggest ones yet."

CMB's four newly built ultra-eco vessels signify the group's winning strategy. Meeting the Energy Efficiency Design Index set by the International Maritime Organisation (IMO), the ships feature maximised energy efficiency and reduced carbon dioxide and sulphur oxide emissions – all ahead of IMO's 2025 deadline.

Such foresight and innovation propelled CMB from among Antwerp's first ship owners in 1895 to the world's most dynamic one-stop shop for maritime expertise. The ultra-eco vessels reinforce the group's fleet of more than 100 ships specialising in various segments: Bocimar, which handles dry bulk shipping; Delphis, which is a sub-10,000 twenty-foot equivalent units feeder specialist and the biggest ship owner of ice class container vessels; and Bochem, which operates chemical tankers. These are complemented by ASL Aviation, CMB's aviation business unit with more than 100 freight and passenger aircraft.

Recognising Asia as the industry's driving force, the group is strengthening its finance, shipbuilding and crewing operations through its growing presence in Hong Kong, Singapore, Tokyo and Thailand.

"In the next 10 years, we hope to come up with more



Alexander Saverys, CEO

breakthroughs on board our ships," Saverys says. "With the ultimate goal of building zero-emission vessels, we will continue integrating new ideas and developing innovative ships together with partners, shipyards, design institutions and clients."



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- Power transmission
- Flow technology
- Industrial plastics
- Tools, maintenance and safety

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