

ORGANISER

FLANDERS INVESTMENT & TRADE

Gaucheretstraat 90
1030 BRUSSELS
BELGIUM
T +32 2 504 87 11
F +32 2 504 88 99
info@fitagency.be
www.flandersinvestmentandtrade.com



CEO: Ms 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, logistics 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.

FLANDERS INVESTMENT & TRADE BUCHAREST



Intrarea Bitolia 62
Sector 1, BUCURESTI
ROMANIA
T +40 21 231 56 07
bucharest@fitagency.com

Mr Dirk TIMMERMAN
Economic & Commercial Attaché for Romania and
Moldova



Ms Nicoleta CHIRILA
Assistant to the Economic & Commercial Attaché for
Romania and Moldova

FLANDERS INVESTMENT & TRADE BRUSSELS



Ms Evelien STAELENS
Areamanager East and Southeast Europe

T +32 2 504 88 48
F +32 2 504 88 95
evelien.staelens@fitagency.be

Lombardstraat 34-42
1000 BRUSSELS
BELGIUM
T +32 2 545 57 51
www.vcb.be
joerialeksander.vanderhave@vcb.be



Mr Joeri Aleksander VAN DER HAVE
Project-Coordinator

The Flemish Building Confederation (VCB) is the most representative organization for the building industry in Flanders and has more than 10.000 members.

The VCB represents not only the largest Belgian contractors but also SME's and self-employed contractors as well as subcontractors. The field of competence encompasses all construction professions (building, infrastructure, installation, finishing).

In her activities VCB defends and promotes unequivocally her members' economic interests and assists these members in social, technical, legal and economic matters.

PARTICIPANTS

ORGANISER

- FLANDERS INVESTMENT & TRADE
- VCB

PARTICIPATING COMPANIES

- ACV INTERNATIONAL
- A-LAW INTERNATIONAL LAW FIRM
- BORALIT
- CANTILLANA
- DYNACO EUROPE
- ECOBETON WATER TECHNOLOGIES
- ERBEKO
- FITA
- FRISOMAT
- GROUP NIVELLES
- INDUSTRIAL ENGINEERING AND CONTRACTING
- INGENIUM
- LES PIEUX DE WAAL PALEN
- LIEBRECHT & WOOD BELGIUM
- ORION METAL BVBA/SCAFOM-RUX INTERNATIONAL
- REAL TO DESK
- REYNAERS ALUMINIUM
- THE SNIFFERS
- VK ARCHITECTS & ENGINEERS
- WATERLEAU GROUP

ACV INTERNATIONAL

Kerkplein 39
1601 RUISBROEK
BELGIUM
T +32 2 334 82 20
F +32 2 378 16 49
www.acv.com
jf.schmitz@acv.com



excellence in hot water



Mr Jean-François SCHMITZ
Marketing Manager

Company description:

Hot water is an essential element of modern life. Homes, hospitals, industry and commerce depend on an abundant and reliable supply of hot water for hygiene, washing and warmth. With this ever increasing demand comes a responsibility to produce it as efficiently as possible and with the highest respect for the environment.

ACV originally made a name for itself as a specialist in high performance hot water systems which deliver at the highest levels of efficiency and is now applying this expertise also to heating systems.

With our focus on adaptable, multi-energy tanks, we are at the forefront of solar, heat pumps and other renewable energy solutions.

ACV is a highly respected partner in the provision of hot water and heating solutions, in the design of best-for-purpose installations and in the provision of technical support and after-sales service. With their wealth of field experience our motivated staff are well placed to advise customers on all their hot water and heating requirements.

A-LAW INTERNATIONAL LAW FIRM

Vlaamse Kaai 76
2000 ANTWERP
BELGIUM
T +32 3 232 68 88
F +32 3 232 69 43
www.a-law.eu
p.leers@a-law.eu
d.dobrin@a-law.eu



A-LAW INTERNATIONAL LAW FIRM



Ms Patricia LEERS
Managing Partner
A-Law
Head International
Department



Ms Dana DOBRIN
Legal Counsel Romania

Company description:

A-Law Attorneys is an independent Belgian law firm providing national, European and international legal services.

A-Law Attorneys is a multi-disciplinary law office active in the different domains of law related to international trade, logistics, insurance, real estate, investment and business law as a whole, intellectual property law and international contract management.

Besides the Belgian team of attorneys, the Antwerp based firm is host to a team of foreign attorneys from different countries where under: France, the Netherlands, Germany, Spain, Portugal, Italy, Poland, Bulgaria, Romania, Moldova, Czech Republic, Slovakia, Lebanon, Egypt, South-Africa, Turkey, Brazil, China, Russia and CIS-countries, etc.

Furthermore, A-Law attorneys is founder of Eurennet, a European Recovery Network and has liaison offices worldwide.

Important to underline is that the Romanian legal counsel active at A-Law has affinity with the Romanian as well as the Belgian / European Legal system.

Our Romanian desk is therefore well placed to legally guide entrepreneurs in reference to immigration, emigration, transactions and investments both in Romania and in Belgium / Europe.

Recently, A-Law was nominated for the prestigious 'Belgian Legal Awards', an award which honours the best law firms and lawyers for their excellence and innovation.

BORALIT

Nijverheidslaan 12
9880 AALTER
BELGIUM
T +32 9 375 11 11
F +32 9 375 22 22
www.boralit.com
sales@boralit.be



Mr Johan HOUBART
General Manager

Company description:

Boralit NV is a family owned SME located in Belgium and we use rotational moulding technologies to manufacture a wide range of products in polyethylene:

- Water and septic tanks: round, square, cylindrical, reinforced, up to 6.000 L, largest part of range is CE approved (EN-12566-1)
- Decentralized waste water treatment systems: fully equipped and ready to use, CE-approved (EN-12566-3) from 2 to 30 people equivalents
- Grease traps and hydrocarbon separators: very wide range, part is CE approved (EN858)
- Pumping stations
- Diesel fuel tanks: double-wall for above-ground for heating or with pump, CE-approved (EN-13341), single wall mobile diesel tanks

With more than 30 years experience and a stringent quality control our aim is to offer high quality in specified products.

CANTILLANA

Pontstraat 84
9831 DEURLE
BELGIUM
T +32 9 280 77 83
F +32 9 280 77 89
www.cantillana.com
johan.pieters@cantillana.com



Mr Johan PIETERS
Business Development Manager

Company description:

Cantillana is a Belgian manufacturer of dry mortars, plasters, paint, tile adhesives and external thermal insulation composite systems (ETICS). Cantillana is an international group with production facilities in the Benelux, France and Germany.

Product range:

- Interior plasters
- Exterior render and insulation systems (ETICS)
- Dry mortars & concrete
- Coloured mortars
- Tile adhesives and grouts
- Paints

The reputation of Cantillana is built on a broad range of products, solid product know-how and a constant focus on top quality and customer requirements.

DYNACO EUROPE

Waverstraat 21
9310 MOORSEL
BELGIUM
T +32 53 72 98 98
F +32 53 72 98 50
www.dynaco.eu
r.pankert@dynaco.eu



Mr Robert PANKERT
Sales Manager

Company description:

Created in 1987, DYNACO grew as a leader in the market of flexible high speed doors. With a worldwide presence (Europe, USA, Russia, Brasil, China, Vietnam and Japan), DYNACO had tripled the number of delivered doors in less than 5 years and delivered over 14.000 High Performance Doors (HPD) in 2012. A success that was largely due to revolutionary technological innovations, protected by numerous worldwide patents and offering real advantages for the customer: self-reparability, intrinsic safety, exceptional seal, speed and limited maintenance costs.

DYNACO has installed over 140.000 doors in multiple environments including specific solutions such as: inox (stainless steel), cleanroom, freezer, power and all weather, in order to answer the specific needs of food industry, retail, logistics and storage, heavy industries, automobile, pharmaceuticals and so many others.

Today, the DYNACO Group, managed by Dirk WOUTERS, has the ambition to remain "technological leader" and to continue its growth through the enlargement of its product range and the reinforcement of its distribution network.

ECOBETON WATER TECHNOLOGIES

Hasseltsesteenweg 119
3800 SINT-TRUIDEN
BELGIUM
T +32 11 68 00 92
F +32 11 68 39 32
www.ecobeton.be
chris.steppe@ecobeton.be



Mr Chris STEPPE
Export Manager

Company description:

We are a Belgian company; we have celebrated our 100th anniversary in 2011. 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 13.500 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.

ERBEKO

Voordries 41
9860 OOSTERZELE
BELGIUM
T +32 9 232 59 32
F +32 9 330 93 06
www.erbeko.com
bart@erbeko.com

Energy audits, engineering & lighting



Always a Joule ahead

www.erbeko.com +32 9 232 59 32



Mr Bart VERPLANCKE
Managing Director

Company description:

Erbeko is an engineering and consultancy provider with international activities. Our services include project management, conceptual technical design and drawing, tender documents and price comparisons, energy efficiency and feasibility studies, on-site measurement of thermodynamic parameters, technical problem assessment, due diligence and training.

We excel in calculating HVAC & R, industrial heating & cooling, electricity, (re) lighting, solar & geothermal energy, compressed air, heat recuperation, co- & trigeneration, (waste) heat revalorisation, heat loss calculations and optimising energy efficiency in industrial processes and utilities.

Erbeko plays its role in the energy efficiency market and searches together with customers the most energetically efficient solution. The final goal is to reduce the energy cost.

Erbeko is active in following industries: retail, food, dairy, breweries, soft drinks, textile, wood, chemical, cold storage warehouses, shopping centres, hotels, office buildings, etc.

FITA

Koning Albert II-laan 20 - B2
1000 BRUSSELS
BELGIUM
T +32 2 553 71 16
F +32 2 553 71 45
www.fita-npa.org
fita@vlaanderen.be



Mr Wim VAN ROMPAY
Area Manager FITA & Liaison Officer for Vlamex
International

Company description:

The Flemish Ministry of Public Works and Mobility is largely competent for traffic, mobility, infrastructure and public works. Under the auspices of the Flemish Ministry of Public Works and Mobility, 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 INTERNATIONAL) and UNIZO International (the association of internationally operating SME's). Environmental protection and logistics are other key issues to FITA.

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 sectoral 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 sectoral trade missions will allow you to present your knowledge and expertise directly to qualified prospects through a series of presentations and networking events.

FRISOMAT

Stokerijstraat 79
2110 WIJNEGEM
BELGIUM
T +32 3 353 33 99
F +32 3 353 32 52
www.frisomat.be
info@frisomat.be



Mr Philippe SOMERS
Export Director

Company description:

Frisomat designs, manufactures and builds PRE ENGINEERED STEEL BUILDING worldwide. As an Innovator in Steel Buildings, we offer a unique building concept which is lightweight but very strong, fast & easy in transport, but most of all highly suitable for an economical and efficient assembly. Frisomat applications range from production halls, warehousing, offices, garages, show rooms, supermarkets, airplane hangars, sports facilities, agricultural hangars, riding arenas... We are present in Romania since 1996, and dispose of our own engineering, assembling and sales team. Since 2000 we installed our own production unit disposing of the most modern equipment. Today Frisomat has more than 800 references in Romania.

Frisomat focuses on the following qualities:

- Reliable as a partner for your industrial buildings
- A fast and personal sales, engineering and assembly support
- The use of modern high quality, robust and lightweight materials.
- The minimisation in assembly time on building site



GROUP NIVELLES

Ambachtsweg 14
3890 GINGELOM
BELGIUM
T +32 11 68 96 68
F +32 11 68 50 86
www.i-drain.com
tatyana.moelants@groupnivelles.com



Ms Tatyana MOELANTS
Export Manager



Company description:

I-drain is a manufacturer of shower drain solutions. As the lowest build-in height drain we solve a lot of technical drain issues in projects, private buildings and renovations. I-drain has a clever (patented) siphon and water proofing system which achieves your expectations for installation and maintenance. I-drain is the first company that produces complete deep drawn drain channels made of stainless steel (standard 316 stainless steel). No welded drains anymore. I-drain is also silicone free installed (Linear series). Therefore we allow a 10 year guarantee on our drains. We have different price levels of drains. Next to the drains, we also produce molded washbasins (almost invisible siphon integrated) and shower' trays (lowest on the market) with a removable siphon.

All products are produced in Belgium and The Netherlands and owned by the Belgian company Group Nivelles NV.

We're looking for a distributor/importer for the Romanian market to sell and promote this amazing product.

INDUSTRIAL ENGINEERING AND CONTRACTING

Bochtlaan 35
3600 GENK
BELGIUM
T +32 89 62 14 34
F +32 89 62 14 36
www.indec.eu
dmingelinckx@indec.eu
hiulian@indec.eu



Mr Dirk MINGELINCKX
Managing Director



Mr Horatiu IULIAN
International Business
Development Manager

Company description:

Indec, founded in 2002, is a general contractor that in the broadest sense of the word does what its name says: engineering and contracting for clients in industry and utilities.

The people behind Indec use their years of experience in automotive production to find a total solution for their clients to every problem or for every project, ranging from the concept or feasibility study and budgeting to technical details and realisation.

Within this framework, Indec offers its client broad experience in the area of design, engineering and project management. Indec's activities are in automation (robots, plc controls, industrial networks..), conveyors and internal transport (pallets, belts, EHB, EMS, raising platforms, etc), services (electric installations, HVAC, industrial refrigeration, IT networks, sprinklers.), buildings and constructional work (steel, concrete, car parks, office buildings, foundations for machinery, .) and facility management (management and technical maintenance of installations, internal services.).

Indec is active throughout Europe and to this end has branches or subsidiaries in Germany (Saarlouis), England (Basildon), France (Lille), Spain (Valencia), Russia (St. Petersburg) and Romania (Craiova).

INGENIUM

Nieuwe Sint-Annadreef 23
8200 BRUGES
BELGIUM
T +32 50 40 45 30
F +32 50 40 45 34
www.ingenium.be
nicolas.vyncke@ingenium.be
wim.boone@ingenium.be



Mr Nicolas VYNCKE
CEO



Mr Wim BOONE
Business
Development Manager

Company description:

Ingenium is an engineering company situated in Bruges Belgium since 1968 with over 65 persons, mostly engineers. We provide energy and comfort in the built environment by means of our 3 activities: consultancy, engineering and commissioning during the full life cycle of a building. We advise (consultancy with energy simulations) and design (engineering in 3D) the technical equipment by means of our whole system approach. We also follow up the technical installations during construction and exploitation phase on site to optimize energy and comfort.

Our knowledge on building techniques includes electricity, heating, ventilation and air conditioning, sanitary, fire fighting, fire detection, multimedia, structured cabling, ICT, clean room, data center, medical gases, transport systems, elevators, energy, building management, medical equipment. In short, all building techniques.

The type of buildings we are specialised in are hospitals, office buildings, cultural buildings, large residential buildings, laboratories and data centers.

LES PIEUX DE WAAL PALEN

Voshol 6 A
9160 LOKEREN
BELGIUM
T +32 9 340 55 00
F +32 9 340 55 18
www.dewaalpalen.be
or@dewaalpalen.be



Mr Olivier RENS
CEO

Company description:

Our company is a specialist in piling. We have developed a system that is very popular in Belgium:

Vibration free cast-in-situ displacement piles. With a special auger we make screw piles without soil extraction. After execution the working platform is still clean and no spoiled ground has to be evacuated. As the ground is compressed it has also the advantage that a higher load capacity can be reached with the same pile diameter and length. We also execute an extended campaign of CPT's which give us a lot of information about the ground characteristics and allows us to optimize the design of the piles.

We have an experience of more than 25 years in the execution of this type of displacement piles and have 18 rigs working daily on different jobsites.

LIEBRECHT & WOOD BELGIUM

Kortedagsteeg 41
9000 GHENT
BELGIUM
T +32 9 330 78 18
F +32 9 330 78 17
www.liebrecht-wood.com
info@liebrecht-wood.com

LIEBRECHT & WOOD
a different vision on real estate



Mr Patrick
VAN DEN BOSSCHE
Managing Director
Founder



Mr Didier BALCAEN
Project Coordination
Officer
Partner

Company description:

L&W is a commercial real estate developer operating mainly in CEE-countries and since 5 years in Russia. The company consists of 3 business units. Liebrecht & wood which is focussed on the full development of office buildings, shopping centres and retail parks. Fashion House specialised in the full development and operational management of outlet centres. The third branch is WeCare, the facility management unit of the group.

L&W's base line "a different vision on real estate" stands for the fact that the group dares to look from a different perspective to all aspects of development of a real estate project i.e. type of investment, its relation to the surrounding environment, its partners, its commercial and marketing philosophy.

ORION METAL / SCAFOM-RUX INTERNATIONAL

Industrieweg 4
3950 KAULILLE - BOCHOLT
BELGIUM
T +31 650 61 28 33
F +31 495 43 06 76
www.scafom-rux.com
christian.bergmans@scafom-rux.com



Mr Christian BERGMANS
International Business Development Manager

Company description:

Orion Metal-Scafom-rux international is part of our global group and business leader in the scaffolding, shoring and formworks industry and very specialized in all industrial and construction solution for example on/off shore, oil refineries, bridges, shipyards, power plants and (sea) harbors.

Our scaffolding Ringscaff, other products and concepts are certified according the highest quality and safety standards.

R&D, product innovation, modern production facilities, project engineering and after sales service are key components of our routine and daily business.

We therefore proudly introduce to you a wide range of high quality and safety scaffolding-, shoring-, formwork systems and other related services that provide you with timely, relevant and effective solutions. As we are a global player we are always close to you as well.

Our product range consists of:
RINGSCAFF, DURALOK, SUPER 65/100, FRAMESCAFF, COUPLERS, BERTOUR, MOBILO, STEEL PROPS, Push – Pull Props, STAIRWAYS, SPS, POLY and ACCESOIRIES. Please feel free to visit our website www.scafom-rux.com.

REAL TO DESK

Lindenlaan 19c
2520 RANST
BELGIUM
T +32 3 336 82 20
www.realtodesk.com
info@realtodesk.com



Mr Steven COUWELS
Managing Director

Company description:

Real to Desk Romania provides:

- Full technical documentation of existing plants and industrial facilities, including piping layout, equipment layout, electrical, HVAC, process and instrumentation diagrams (P&IDs), isometrics, and process flow diagrams (PFDs).
- Construction control survey: Real time verification of as-built situation and engineering design based on fast and accurate 3D laser scan data.
- (Reverse) clash detection reports for comparing present and future situations and detecting potential clashes before construction. 3D and 4D models allow a detailed planning schedule for installation and refurbishment.
- High precision object control surveys using laser tracking technology.
- Object verification in sub-millimeter range.

REYNAERS ALUMINIUM

Lucian Blaga street, no. 4, Block M110, floor 5
031072 BUCHAREST
ROMANIA
T +40 21 321 08 38
F +40 21 320 51 05
www.reynaers.ro
daniel.popa@reynaers.ro



Mr Daniel POPA
Country Manager

Company description:

Reynaers Aluminium is the leading European provider of innovative and sustainable solutions for doors and windows, curtain wall systems, sliding sunshades, greenhouses and solar energy solutions. Established in 1965 and headquartered in Duffel (Belgium), the company Reynaers Aluminium has offices in over 30 countries worldwide.

With an 8 year presence in Romania, Reynaers Aluminium is about meeting our clients' needs, delivering the highest quality on the local market but also flexible prices.

THE SNIFFERS

Poeierstraat 14
2490 BALEN
BELGIUM
T +32 14 31 88 88
F +32 14 32 11 11
www.the-sniffers.be
guido.vanbaelen@the-sniffers.be



Mr Guido VAN BAELEN
Sales & Marketing Director

Company description:

We are specialized in monitoring, analyzing and reducing emissions and energy losses. These are the mutual goals of The Sniffers and our clients. Together we want to reduce costs and improve the environment.

The services we provide are LDAR (Leak Detection And Repair), Infrared screening, Flare loss monitoring, steam trap monitoring, storage tank emission monitoring, underground pipeline inspections, cathodic protection services and more.

Our in-house developed software packages analyze the results of the measurement campaigns in order to set up and follow up future monitoring plans. Detailed repair orders of leaking sources facilitate the work of the maintenance department. It also provides you with an historical overview of your leaking sources.

The Sniffers has more than 20 years of experience in monitoring services which have resulted in thorough know-how. Our worldwide references in more than 30 countries have given us an excellent perception of client expectations as well as insight in the different regulators.

VK ARCHITECTS & ENGINEERS

Brugsesteenweg 210
8800 ROESELARE
BELGIUM
T +32 51 26 20 38
F +32 51 26 20 27
www.vkgroup.be
info@vkgroup.be



Mr Michel DEWANCKELE
Chief Business Development
Officer



Mr Joris VUERSTAEK
Business Director Industry



Company description:

VK is active in four market sectors: Healthcare, Buildings, Industry and Infrastructure. We offer our clients an integrated package of services: master planning, architecture, engineering, etc. Since the acquisition of IBH, Consulting Engineers, VK also has a division in WASTE MANAGEMENT ENGINEERING. Real estate developers, architects, industrial clients and public authorities call on VK for the engineering of buildings, industrial facilities and infrastructure projects. In all our assignments, sustainability is a top priority for VK. References: NATO Headquarters Brussels, Police Tower Charleroi, Up-Site Brussels, Law Courts Antwerp, General Hospital Mechelen, General Hospital Delta Roeselare, VinMec International Hospital Hanoi (Vietnam), Eurosilò Ghent, University Library Ghent, Waste to Energy Plant in Huddersfield (UK), Waste to Energy Plant Bilbao (ES), ...

WATERLEAU GROUP

Radioweg 18
3020 HERENT
BELGIUM
T +32 16 65 06 57
F +32 16 65 06 63
www.waterleau.com
ronald.carrette@waterleau.com



WATERLEAU

protecting the 4 elements



Mr Ronald CARRETTE
Director Business Development

Company description:

WATERLEAU is a Total Environmental Solutions & Services Provider for both municipalities and industries with a complete portfolio of WATER, AIR, WASTE treatment and RENEWABLE ENERGY applications based on proprietary WATERLEAU technology. From engineering and design to procurement, construction, operation and maintenance, WATERLEAU is a one-stop-shop for environmental solutions.

WATERLEAU has built more than 1000 turn-key plants in 80 countries all over the world, ranging from integrated water solutions for food production plants over a zero discharge effluent treatment plant for the world's largest oil refinery to the construction, operation and maintenance of municipal WWTP's for cities with millions of inhabitants. WATERLEAU holds 29 patents and has a portfolio of more than 50 environmental technologies. It counts 350 engineers and has offices in all emerging markets. WATERLEAU helps municipalities and businesses going green. WATERLEAU's mission is to protect the four elements of nature.

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