

TRADE MISSION TO ROMANIA 2019



Timisoara

October 23rd 2019

WALLONIA - BELGIUM

MISSION TO

Timișoara

23/10/2019

Organized by Wallonia Export-Investment Agency

*with support of EEN Wallonia and West Regional Development Agency - Coordinator
of EEN RO-Boost SMEs Consortium for West and South-West of Romania*

Table of Contents

WALLONIA EXPORT-INVESTMENT AGENCY..... 6

WEST REGIONAL DEVELOPMENT AGENCY 7

JOHN COCKERILL ENVIRONMENT..... 9

LUTOSA..... 10

MENART..... 11

ORGANIZERS



2, Place Saintelette
B-1080 Brussels
BELGIUM
T. :+ 32 2 421 82 11
E. :info@awex.be
Website :www.awex.be

CEO : Mrs. Pascale DELCOMMINETTE

The Wallonia Export-Investment Agency (AWEX) is the institution responsible for the development and management of Wallonia's international economic relations with both the international and Wallonia business communities.

Thanks to solutions adapted to each company style and through an innovative and sustainable approach, AWEX supports Walloon exporters in their internationalization projects, regardless of their size, their sector of activity or their target markets.

As part of its mission to attract and support foreign investment, AWEX strengthens Wallonia's position as an essential gateway for international investors wishing to obtain premium access to invest in the Walloon economic fabric and establish themselves in the heart of Europe. Identify, inform, convince and advise, the agency helps the company in each step of its implementation or extension of its activities in our region.

To accomplish its missions, AWEX has a strong local and territorial base as well as a global network of advisors capable of offering market studies and updated sectoral information as well as implementing prospecting activities abroad and thereby promoting Walloon technological excellence to the business community throughout the world.

In addition to these skills, financial support, international financing and training in international professions are also available.

Via our websites, quickly get in touch with one of our local or international agents. In our network of more than 400 employees in nearly 100 countries around the world, there is always someone ready to support you in your approach!

AWEX is member of the Enterprise Europe Network (EEN) and coordinates the EEN Wallonia consortium (for more info see www.eenwallonie.be). The EEN Wallonia consortium offers a wide range of services that heavily rely on the network and its expertise : information, advice and support on the single market and European topics, international partnership support and innovation management.



The B2B session on 23/10 in Timisoara is organized with the support of the EEN Network and in partnership with the West Regional Development Agency, a member of the network in Romania. We thank them!

14, Gheorghe Lazar Street,
Timisoara, ROMANIA
T. : +40 256 491 923
M. : +40 746 156 513
E. : office@adrvest.ro, office-een@adrvest.ro
Website: www.adrvest.ro

Raluca CIBU-BUZAC
Director Regional Policy and Internationalization Directorate
Ro-Boost SMEs Consortium Coordinator



West Regional Development Agency is responsible for implementing the regional development policy in West Region since the creation of the eight development regions in Romania in 1998. In these 20 years of activity West RDA expanded continuously its expertise in:

- **Business Support Services** :dedicated to internationalization and innovation, as member of the Enterprise Europe Network
- **International relations** :implementation of international strategic projects funded by the European Commission - <https://adrvest.ro/Internationalizare/Proiecte/>
- **Foreign Direct Investments** :dedicated services for business localization in West Region (www.regiuneavest.ro)
- **Innovation and technology transfer**, including clustering initiatives (www.tehimpuls.ro,www.digivest.ro,www.automotivest.ro)
- **Support the development of the innovation ecosystem**, including organization of the regional innovation annual event Innomatch
- **Managing Cohesion programs**, both Phare and Cohesion Funds - Regional Operational Program 2015-2020 - <https://adrvest.ro/por-2014-2020/>
- **Defining the West Region's Smart Specialization Strategy**(at its 3rd edition now) - <https://adrvest.ro/politici-regionale/>

PARTICIPANTS

JOHN COCKERILL ENVIRONMENT

Laszlo ORBAN
Director CMI Environment Hungary

Avenue Greiner 1
4100 Seraing
BELGIUM
T. : +32 4 330 24 44
E. : environment.water@cmigroupe.com



Website: www.johncockerill.com

COMPANY BACKGROUND

John Cockerill Group provides for more than 200 years advanced technologies and services for industry, energy and defense.

With over 5,600 employees in 5 continents, John Cockerill has a turnover of more than one billion euros.

Recently, a sector dedicated to the environment has been created. Acquired companies have extensive expertise and experience in the field of water, air, solid management and chemical reagents and operate in full synergy.

As the Hungarian subsidiary of the John Cockerill Group and part of the division John Cockerill Environment we offer turn-key installations for corrosive, harmful and odorous gas treatment (ventilation systems, gas scrubbers, bio filters, industrial tanks made of thermoplastics). In our 2500 m² factory hall we have all the modern conditions to manufacture thermoplastics installation according to European standards.

Water treatment installations are offered as well by our company. John Cockerill Environment Hungary has technicians with over 30 years' experience in water treatment field.

ADDED VALUE

- Good quality-price ratio (Belgian and French quality at a lower price, because manufactured in Hungary)
- Modern technology according to Belgian and French design, precision

RANGE OF PRODUCTS

- Tanks, biofilters, activated carbon filters, scrubbers
- Ventilation tubes (corrosion resistant -in thermoplastics)
- Fans (corrosion resistant -in thermoplastics)
- Water treatment installations

MAIN REFERENCES

Romania : TOTAL/Air treatment Station asphalt station Ozun ;

3 Installations Air treatment at WWTP-s (waste water treatment plants) around SATU-MARE;

1 Scrubber client : BERGBANAT /Hot deep galvanizing plant city FĂGĂRAȘ,

3 Scrubber client : HERAUS / city Timisoara;

1 Water treatment installation CET (Electrical-Thermal Center) city ORADEA.

CERTIFICATION

ISO 9001; ISO 14001; ISO 45001

LUTOSA

Jaak DE GRAEVE
Regional Sales Manager - Scandinavia, CEE & CIS Countries

Bostjan MEGLIC
Sales Manager former Yugoslavia and Romania

Zone Industrielle du Vieux Pont 5
7900 Leuze-En-Hainaut
BELGIUM

T. : 32-(0)69668211
E. : headoffice@lutosa.com,
walkiria.zegarra@lutosa.com

Website: www.lutosa.com



COMPANY BACKGROUND

Lutosa has been successfully involved in potato processing since 1978, during which time it has built an excellent reputation for product quality and outstanding service. This business, originating from Belgium in the Western part of Europe, runs 2 production sites in Belgium (Leuze-en-Hainaut and St-Eloois-Vijve) and employs 1.000 people. In 2018, the company processed 800.000 tons of potatoes and sold 362.806 tons of finished products. 94% of the production is exported to 137 countries.

ADDED VALUE

The production units are fitted with state-of-the-art equipment, enabling them to produce a very wide product range according to the highest hygiene and quality standards.

RANGE OF PRODUCTS

Pre-fried French fries, frozen (use-by date: 18-24 months) and chilled (use-by date: 26 days)
Frozen potato specialties
Dehydrated potato flakes
Organic French fries, frozen specialties & flakes

MAIN REFERENCES

Frozen French fries and specialties (Pom' Pin, Duchesse, Spicy Wedges, Röstis, Mashed Potatoes) as well as an organic range.

Our R&D gathers ideas and finds the means to adapt to local cultures and new food trends, to improve current and future processes, to develop new products, but also to deal with special requests of our customers. At international trade fairs, we annually present new creations that regularly win special awards.

CERTIFICATION

IFS-BRC certificates (audit by ISACert). Lutosa has its own laboratory BELAC ISO/IEC 17025/2005



MENART

Gilles GODISSART
Business Developer

Rue Benoit 31
7370 Dour
BELGIUM

T. : 32-65 61 07 60
E. :info@menart.eu

Website: www.menart.eu



COMPANY BACKGROUND

Ménart is a family company founded in 1961. Historically linked to the agricultural world in composting effluents and in the valorization of livestock by-products, Ménart has specialized in the valorization of organic waste (household waste, green waste, palms, cane sugar, manure, etc.) among others. Its expertise is now recognized in more than sixty countries around the world. Ménart has also developed tractor power take-off machines for road maintenance.

ADDED VALUE

Ménart is a “full liner” in organic waste recovery machines (manure, garbage, green waste) which declines its lines in diesel and electric version, but also in tractor power take-off. Our range enables manufacturers and farmers to recycle their waste while maximizing the output of their tractor.

RANGE OF PRODUCTS

High speed shredder
H102-H121-P145-P160
Windrows turner
Tractor PTO: SP-30/SP-40/SP-45/SP-50/SP-60
Self-propelled: SPM36/SPM47/SPM58/SPM63/SPM73
Screen
Stationary screen: TS

Mobile screen: TR 1535/TR 1950/TR 1960
Semi mobile compact screen: TSC 1535/TSC 1950/TSC 1960
Road maintenance
EXCAROTOR
DMO (mechanical weeder)
Road side scraper

MAIN REFERENCES

UK: Veolia, Shanks UK, Greenways, Envar,
Bulgaria: City of Bourgas (Bulgaria)
France : Communauté de communes de Béziers (France), la Ferme du Rafidin, RECYDEM
Vietnam: Sonadezi, Soc Trang, ...
Poland: Newkom
Pakistan: Lahore Compost

CERTIFICATION

ISO 9001.