

WIRECO SYNTHETICS

LANKHORST EURONETE NEWS



17 - 2016

LANKHORST EURONETE PORTUGAL



Fishing Division in the year 2015

Our Fishing Division represents almost 12% of the total business of Wireco WorldGroup. When we visit fishing exhibitions it is always a pleasure to see that we are, by far, the biggest player in selling fishing gear, including steel wire rope, netting and synthetic ropes. We sell all over the world and, in most of the markets, we are leader in sales. Our brands are recognized and differentiate themselves from other brands through their performance.

As in the previous year we were also in 2015 able to present growth in euros in both sales and budget. Considering the fierce competition we are facing nowadays many thanks go to the whole team for the results obtained.

Last year again we had a great performance in Tuna, where our Oliveira wire ropes continue as market leader, with sales from Europe to Asia and Central and South America. The results obtained from the 1st tuna net (for Playa de Ris) were so good

that that we were able to sell a 2nd tuna net - designed and produced in Portugal by the Euronete team - to Spain. Le Drezen also produced 7 Tuna nets, thus maintaining the market share in France and francophone countries.

In trawling, Euronete netting maintains leadership. We are all very proud to have achieved great year sales results in markets such as Iceland, Norway and Faroes Islands. And, in spite of some acquisitions done by



competition, we were able to grow more than 10% on the West coast of the USA also. Even in such competitive markets our products always gain the preference from our customers.

Our Eurocross knotless netting is being tested worldwide; sales are rising fast and far beyond our initial expectations.

Concerning combination ropes, we have introduced a new product with improved abrasion characteristics. The preliminary product tests

already show very interesting results.

In Chile we are market leader for polyethylene netting for fish farming and hope to show new products there in 2016 to further extend our expertise.

The team's efforts are highly appreciated and we hope to perform even better in 2016.



LANKHORST ROPES



Lankhorst Ropes awarded Mooring Rope Contract with Shell

Lankhorst Ropes has been awarded a contract by Shell Offshore Inc. to supply the mooring lines for the Appomattox development to be located approximately 140 nautical miles Southeast of New Orleans in the Gulf of Mexico.

The semi-submersible four-column production platform will be moored in approximately 7,200 feet (2,195 metres) of water using 16 mooring lines arranged in 4x4 clusters.

Lankhorst Ropes is supplying 78 rope lengths totalling over

63,000 metres of Lankhorst's Gama 98® polyester deepwater mooring rope with minimum breaking strength of 21,545 kN.

The Gama 98 ropes will be manufactured at Lankhorst's state-of-the-art factory, dedicated to the production of offshore

mooring systems, in Viana do Castelo, Portugal.

"This is a landmark project for Lankhorst Ropes," said Neil Schulz, sales director, Lankhorst Ropes Offshore. "Our continued

investment in our state-of-the-art deepwater rope manufacturing facilities now allow gross reel weights up to 250 tonnes. This enables us to supply two ropes per reel for this project, giving a gross reel weight of 130t."



Lankhorst investment doubles rope production in Brazil

Lankhorst Euronete Brasil (LEB) has completed the expansion of its South American manufacturing facility. Based in Queimados, Rio de Janeiro, LEB specialises in the manufacture of synthetic ropes for offshore and maritime markets. The nearly \$8 million investment has doubled the size of the plant, with the new production line significantly increasing synthetic offshore rope production capacity.



Lankhorst Euronete Brasil in Queimados, Rio de Janeiro

With the addition of a new production line including a subrope strander and 12 strand braider, cover braider, take up reeler and associated lifting equipment, synthetic offshore ropes production has increased significantly. LEB is now the largest manufacturer of Deep Water Mooring ropes, primarily for the South American market. LEB can also offer a wider range of heavy synthetic products previously only produced by Lankhorst in Portugal.

Lankhorst Euronete Brasil is part of the WireCo WorldGroup, the world's leading producer and marketer of specialty steel wire

ropes and high performance synthetic ropes.

Rui Faria, Senior Vice President Global Oil & Gas Synthetics, Lankhorst Euronete Brasil, commented: "South America is the world's largest market for synthetic offshore ropes. Our expanded factory strengthens WireCo WorldGroup's capabilities in production and increases our global footprint. With enhanced production and a wider range of heavy synthetic products our facility offers a number of technical and logistical benefits to our Brazilian clients."

Lankhorst Launches 24/7 access to Customer Certificates

Leading maritime ropes producer and supplier, Lankhorst Ropes, has launched an online service giving customers instant access to rope certificates. The scheme, which is in the pilot stage, will allow customers to immediately obtain the information they require rather than relying on paper copies or contacting customer services.

Certificates are often lost during filing or transportation but maybe required immediately

to trace and identify ropes. By providing direct access to rope certificates, Lankhorst customers

will be able to instantaneously check all of their ropes' details including construction, diameter, length, minimum breaking load and end termination.

Speaking on the benefits of the Customer Certificate Portal, Steven Wardenier, Lankhorst Ropes Global Industry Leader Maritime & Marketing commented, "The new portal will give Lankhorst customers the information they need to

operate when they need it, regardless of the time zone they are operating in. Requests for certificates are always urgent, providing certificates on demand will deliver significant benefits to operators."

For information on Lankhorst's Customer Certificate Portal contact our sales division by email maritime@lankhorstropes.com or call +31 (0)515 487698.

From Inquiry to Installation in 7 days

Leading maritime ropes producer and supplier, Lankhorst Ropes, recently assisted a prominent Middle Eastern tanker operator convert a vessel from steel wire mooring ropes to Lankhorst's synthetic Lanko®force rope in just 7 days.

Although the operator had long planned to convert to synthetic mooring ropes, quick installation was required in order to meet the mooring requirements of a specific offloading terminal.

Mark Pieter Frölich, Lankhorst Ropes' Middle East regional director, Lankhorst Ropes Dubai branch, commented on the project, "To ensure the vessel's crew were ready for the delivery of the new rope technology, Lankhorst provided a complete training package for officers as well as the deck hands. In addition, one of Lankhorst's technical advisors joined the offshore delivery vessel to supervise the new ropes installation and instructed the crew in synthetic ropes handling best practice".

Hans-Pieter Baaij, Lankhorst Ropes' commercial director - maritime, remarked:

"At Lankhorst we will always do as much as we can to help our customers. Once it was clear that such a quick supply was required, we made sure all the teams within maritime had the resources required to get the job done. The ropes were installed on schedule and the day after the vessel made its first port call".

For more information on Lankhorst maritime ropes call +31 (0) 515 487 698, email maritime@lankhorstropes.com or visit www.lankhorstropes.com.



Lanko®force rope on board of a prominent Middle Eastern tanker

Subsea Innovation Award for Soft Rope System

The Deep Tek Soft Rope System has received the Subsea Innovation Award as this year's Offshore Support Journal Conference. The Soft Rope System is a collaboration between Lankhorst Ropes, Deep Tek AS, and Dyneema. It is capable of handling heavy loads at water depths of well over 3,000m.

The Soft Rope system comprises Lankhorst Ropes' Lanko®Deep rope, DSM Dyneema, and an Active Heave Compensation (AHC) drum winch system from Deep Tek. The innovative patent-

ed drum winch design ensures a spooling pattern that allows multiple layers of fibre rope to be spooled onto a load bearing winch drum with no risk of cutting in. It is certified by DNV-GL at

110Te in air and 110Te at 3,000m water depth. Larger Soft Rope systems capable of handling 165Te and 275Te are in development.

The design and integration of the Soft Rope system is entirely function-based, in accordance with the underlying principles of DNVGL Offshore standard, DNV-OS-E407, Underwater Deployment & Recovery Systems and DNVGL Recommended Practice for Technology Qualification, DNV-RP-A203, Qualification Procedures for New Technology.

horst's Lanko®Deep AHC rope makes operating at over 3,000m possible."

Lanko®Deep

The 3-strand fibre rope is neutrally buoyant in water compared with the far higher, self-weight of steel wire rope and provides the optimal balance of load-bearing capacity and flexibility of bending over sheave.

The innovative Lanko®Deep AHC design ensures the minimal number of cross-over points and thus reduces the opportunity for internal abrasion. The open structure of the rope makes it especially easy to splice, inspect and repair. In addition, the rope's special Dyneema fibre grade reduces the tension required for bedding in the rope, as well as reducing internal heating and abrasion.

For more information, contact Sergio Leite, Sales Director, Lankhorst Ropes Offshore on sergioleite@lankhorsteuronete.com and visit www.lankhorstropes.com.

On the award Sérgio Leite, Sales Director, Lankhorst Ropes Offshore commented: "We are delighted that Soft Rope System has received this prestigious award. Lankhorst Ropes has a long history of rope innovation. To be part of another award winning innovation is a great achievement for Lankhorst. As the Oil & Gas industry had shown the desire to work at greater depths than possible with steel wire ropes, the challenge was to provide a synthetic rope that could. Lank-



From left to right: Havard Haanes and Moya Crawford from Deep Tek AS, Sergio Leite from Lankhorst Ropes and Jorn Boesten from DSM Dyneema

LANKHORST ENGINEERED PRODUCTS

Lankhorst qualifies and delivers substantial distributed buoyancy project for Technip

Lankhorst is now qualified for their distributed buoyancy modules including rigid clamps with Technip for application in ultra deep water. Lankhorst completed their first order for a project in Brazilian deep waters and in January 2016 the products have been shipped to Brazil.



Lankhorst distributed buoyancy

After this delivery Lankhorst continues producing distributed buoyancy products for another Brazilian project.

This milestone is in addition to the already held Bureau Veritas approval for Lankhorst's rigid clamp design according to API17L.



Lankhorst distributed buoyancy ready for shipment

EXHIBITIONS UNTIL JUNE 2016

LANKHORST ROPES

- 2 – 5 May OTC Houston (USA)
- 24 - 26 May CSI Gorinchem (NL)

LANKHORST ENGINEERED PRODUCTS

- 24 – 25 February Offshore Pipeline Technology Conference, Amsterdam (NL)
- 24 – 26 February Australasian, Perth (AUS)
- 22 – 24 March Subsea Tieback, San Antonio (USA)
- 22 – 25 March OTC Asia, Kuala Lumpur (MAL)
- 12 – 14 April Infrarail London (UK)
- 2 – 5 May OTC Houston (USA)

LANKHORST EURONETE PORTUGAL

- 21 – 23 May Tuna 2016 Bangkok (THA)

LANKHORST YARNS

- 14 – 16 June Greentech Amsterdam (NL)



Lankhorst Ropes @Offshore Energy Amsterdam 2015

FROM THE EDITORS

The next edition of Lankhorst Euronete News will be published in June 2016.

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