



Dear Readers,

Last April our Group lost a great person who had worked with us for 44 years. He was a visionary and under his direction the Royal Lankhorst Euronete Group has developed and grown tremendously. This person – RUURD SEINEN - was our President till 2004. I am very fortunate to have been one of his close friends for many years. Now it is important to show our respect to someone who was a strong family man, loyal and dedicated. He had a strong character and was respected by everyone who ever dealt with him. It is a great loss for all of us and for his family, May he rest in peace.

Also in April we had a special day in our Sneek production plant: the grand opening of the new industrial 'G. Dijkstra Hall'. We invited some distinguished members of the Dutch Government to celebrate this opening together with us. The new hall, being part of a large investment plan that was started in 2010, proves that we continue to invest in order to create new developments, new portfolios with additional added value and, also very important, to provide our team with better working conditions to achieve even higher goals.

But this was not the only project that we accomplished lately and I would like to refer to some of them:

- In our new factory in Brazil – Rio de Janeiro, we started the production of deep water mooring ropes. The photo shows the first reel produced.
- In March we also started building our new factory in Portugal, in the port facilities of

Viana de Castelo, for the production of deep water mooring ropes and single point mooring systems. And, in this new facility we will also start the production of special deployment ropes for offshore use for which we have acquired one of the largest rope machines in the world.

- In Portugal we are finalizing the construction of a new large hall on our Maia industrial complex where we will install a very modern wire rope factory and new R&D facilities

for the needs of the different divisions of our Group.

All of this shows that we are an active European Industrial Group that over the last two centuries has continued investing in its core activities and competences. Something that is only possible with the continuous support of all our customers and employees.

José Luis Gramaxo
 President/CEO



First reel produced at Lankhorst Euronete Brasil

MARITIME & OFFSHORE ROPE DIVISION

'Seatrade' Innovation Award for A3 Splice

Leading maritime industry publisher 'Seatrade' has named the Lankhorst Ropes A3 splice as the winner of its 'Innovation in Ship Operations' award at this year's prestigious 24 th Seatrade Awards held in London on May 14, 2012.

The award recognises the A3 splice as an innovation in maritime rope technology for ship and tug operators. With the trend towards fewer crew, the A3 splice is lighter, stronger and smaller than traditional splices, greatly improving the ease of rope handling during mooring and towing.

The efficiency of the splice is 100%, which means there is no loss in rope strength due to splicing. It makes rope handling easier as there is no doubling of the rope or splice stiffness in the mainline, commonly experienced with traditional rope splicing. And, by reducing the weight and size of the splice, the hea-

viest part of the rope, the A3 splice enables single person rope handling.

Seatrade – international cruise and maritime publisher

Founded in 1970, Seatrade is a well-established brand in the international cruise and maritime community. Its publications, events, management training, award schemes and websites cover every aspect of cruise and maritime activity and are known and respected around the globe.

"This is excellent news! We welcome the recognition by Seatrade for the A3 splice as an innovation in

ship operations. It has been well received by maritime companies globally, many of whom are now using the A3 splice across their entire fleets," says Wilco Stroet, managing director, Lankhorst Ropes.

The A3 splice is now standard for Tipto® Winchline and Strongline™ ropes.



Winner of Innovation in Ship Operations Award

Lankhorst Ropes A3 splice wins 'Innovation in Ship Operations' award at the prestigious 24th Seatrade Awards. Left to right: Hassan Ali Almajed, General Director of General Organisation of Sea Ports; Steven Wardenier, Commercial Director, Lankhorst Ropes; and International Maritime Organisation (IMO) Secretary-General, Koji Sekimizu.

ENGINEERED PRODUCTS DIVISION

Secretary of State Mr Joop Atsma opens new production hall of Lankhorst Engineered Products

On Monday April 16, 2012 the new production hall of Lankhorst Engineered Products was officially opened by Mr Joop Atsma, Secretary of State of Infrastructure and Environment. Initially, growth and the urge to innovate were the reasons to construct this new hall; sustainability was the guideline for further approach.



Official opening by Mr Joop Atsma and Mr Gosse Dijkstra



From left to right.: Sjouke Tjalsma, managing director Lankhorst Engineered Products; Joop Atsma, Secretary of State of Infrastructure and Environment; José Gramaxo, President Royal Lankhorst Euronete Group; Hayo Apotheker, Mayor of municipality Súdwest Fryslân

The hall is equipped with the latest developments in the field of climate control, energy savings and efficiency. It has a heat recovery system to prevent loss of heat that is generated during the energy consuming extrusion process. Further considerable energy saving is done by using discharge lamps with line voltage spikes (22% reduction of power consumption), lamps with twilight switches that automatically turn off once there is sufficient daylight, and an energy friendly cooling system.

This new building represents a significant improvement of working conditions. With this new production hall of 8,000 square meters Lankhorst has achieved another important step towards the

future with their unique location in Sneek (the Netherlands) playing a central role.

The Mayor of the municipality of Súdwest Fryslân, Mr Hayo Apotheker, welcomed Mr Atsma for the official

opening of this new production hall. In his speech Secretary of State Mr Atsma emphasized the importance of waste recycling and its processing into new, high quality products (cradle to cradle) thus reducing the environmental impact in the Netherlands.

Special attention was also given to the plastic sleeper of Lankhorst – a major innovation for the railway market. Mr Atsma performed the official opening ceremony by unveiling the name of the new hall:

G. Dijkstra-hall – named after Gosse Dijkstra, director of Lankhorst Engineered Products, who had retired at the end of 2011 after 40 years of service.



Toast on the new hall

FISHING DIVISION



Not very long after Captain Gramaxo bought the Portuguese monofilament / brush bristle making company "Cerfil", Mr Bill Wood was appointed as UK agent for The Captain, and together they would start to supply netting, rope and twine into the UK.

Bill was previously the Scottish agent for W J Knox, net makers of Kilbirnie in Scotland and Levi Jackson, a speciality rope maker in England. As the business with

In the early days the goods on the containers were virtually all sold before they arrived in the UK, and the customer who paid quickest and at the best price

companies in the UK, Woodrope (Aberdeen) in Scotland and Euronete UK Ltd in England. The main activities of both of these companies were to supply the fishing fleets of all parts of the United Kingdom and Ireland with mainly PE twisted netting, ropes and related products.

In more recent years it was decided to amalgamate the two UK companies, which were to be known as Euronete UK Ltd, the head office, and the warehouse being located in Aberdeen, with consignment stock in

Today the main activities of Euronete UK Ltd are, as previously, predominately connected with the fishing industry, only a small percentage of the business is non-fishing related. The main products are PE netting, including the whole range of the Euronete Groups PE materials, twisted ropes, including the now very popular White Eurosteel pot rope which has now earned itself a high reputation in the pot rope industry in the UK and recently more so in Northern Europe, and other items such as buoys, floats



Cerfil's products expanded in the UK, Bill established his own company named Woodrope (Aberdeen) and the good relationship between The Captain and Bill Wood flourished. As the business increased, Bill took on his first employee, a young man called Ron Crawford, as store man to help with the distribution. 37 years later, Ron eventually retired as manager, which was celebrated with a dinner in his honour with guests from Lankhorst Euronete Portugal, Ymuiden Stores, Le Drezen, and the staff of Euronete UK Ltd, plus Bill and his wife, Emma.

managed to take the lion's share. There had to be a type of rationing to satisfy all the customers though, unlike today, when the tables have reversed considerably!

After 18 years Bill was in a position to acquire an English fishing related company in Fleetwood. This company was then named Euronete UK Ltd. There were several net looms in the building at that time and these were shipped to Portugal as net producing in the UK was not so profitable due to cheaper labour costs overseas. For several years Bill operated these two

twelve separate locations throughout the UK and Ireland. Over the years, Euronete UK Ltd gained major UK agency agreements for instance with Polyform (buoys), Markussen (blocks etc.), Lowen Messer (knives), Fekhaug Stoperi (stainless steel items) and Panther Plast (now Neptune Plast - floats and baskets).

Eventually, after 45 years in the trade, Bill decided it was time to retire and sell his wholesale fishing gear supply company to Euronete SA Portugal. This sale was completed in December 2008.

and baskets. The warehouse staff put together mixed pallets of goods which are distributed throughout the UK or Ireland on an overnight truck, or very often a same day service to the major Scottish ports of Peterhead and Fraserburgh, thus continuing to give our customers an excellent service. The company has six full time employees, with Scott Macarthur, formerly the stores manager, now being the new general manager in Aberdeen following on from Ron Crawford.

YACHTING DIVISION

Logistics key concept for Lankhorst Taselaar/Hohorst

At a time when - in general - turnovers in the water sports branch are under pressure, Lankhorst Taselaar/Hohorst succeeds to increase its market share. This success is largely due to the delivery reliability. Therefore, this edition of Lankhorst Euronete News gives you a peek behind the scenes of Lankhorst Taselaar logistics in Lelystad, the Netherlands.

Paul Rienstra, Logistics Manager at this wholesaler in water sports articles:

"Over the years many things have changed in the wholesale. More than ever, customers want delivery on demand. Long delivery times or a 'sold out' can logically no longer be accepted. But on the other hand, it is neither physically nor cost technically possible to keep large stocks of a complete portfolio of over 10,000 articles just for security reasons. For our organization, this means a continuous tuning between purchase, sales and logistics. Because after all, items must be delivered, no matter what! Anticipating direct demand, that's our secret. This may sound logical, but for an organization that has to take seasonal influences into account, it requires a lot of effort. However, our many years of experience is precisely the reason why we, like no other, know when to take extra stock of certain specific articles. 'Sold out' must be reduced to an absolute minimum. Yet, by having articles on stock we are only halfway there. The next goal is to get the orders to the customer in time."

Smart logistics management is the answer. But what does Lankhorst Taselaar's mean by this?



Paul Rienstra,
Logistics Manager
at Lankhorst Taselaar/Hohorst

Paul Rienstra: "At Lankhorst Taselaar we have a golden rule for delivery to customers in the Netherlands: ordered before 3 pm means delivery the next day. Therefore there must be a strict organization in the warehouse, fine tuning between the various departments, and extreme flexibility of warehouse employees. In the last few years, Lankhorst Taselaar has invested significantly to fine tune the logistics process further to customers' wishes - a process for which we have set our goals rather high. Reception of goods and expedition of articles must be fast, cheap and correct in which automation plays an important role. All goods are stored in pre allocated locations

where, depending on the velocity of the products, the most appropriate place in the warehouse is chosen. By using barcode scanners hardly any mistakes are made in compiling the orders. In addition, the ERP system generates the optimum walking route so that the employees who compile orders for our customers, need as little time as possible. Another important contribution to the swift delivery of goods is that customers who use our on-line order system can directly check the status of their orders in our ERP system. This literally means that one minute after we have received the customer's order it can already be processed in the warehouse. All of this allows us to be of service to our customers in a quick and reliable way at the lowest possible cost.

The quality of our logistics operation is reflected not only in accurate deliveries, but also in the attention paid to environmental aspects. We have recently introduced a new, environment-friendly packaging material. For the packaging of many products, so-called chips are used. The new chips are manufactured from potato starch and entirely biodegradable. Furthermore, the new chips have a very high absorption capacity and are completely fat-free. Also the used dye is a natural product and therefore degradable. In addition, we will continue to ensure the most efficient possible use of packaging materials. And, also important, we continue to invest in improving our processes in which the input of our employees plays a crucial role."

EXHIBITIONS 2012



MARITIME & OFFSHORE ROPE DIVISION

4 - 7 September SMM, Hamburg (D)
17 - 20 September Rio Oil & Gas, Rio de Janeiro (BR)

ENGINEERED PRODUCTS DIVISION

Lankhorst Mouldings Steel

13 - 16 September Ankiros 2012, Istanbul (TR)
23 - 27 October EuroBLECH 2012, Hanover (D)

Lankhorst Mouldings Custom

26 - 27 September Kunststoffen 2012, Veldhoven (NL)

YACHTING DIVISION

4 - 9 September HISWA te Water, Amsterdam (NL)
22 - 30 September Interboot, Friedrichshafen (D)
27 October - 4 November Hanseboot, Hamburg (D)
13 - 15 November METS, Amsterdam (NL)
21 - 25 November Boot und Fun, Berlin (D)

FISHING DIVISION

Ymuiden Stores Holland

4 - 6 October Holland Fisheries Event, Urk (NL)

FROM THE EDITORS

The next edition of Lankhorst Euronete News will be published in October 2012.

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Pavan Pasupuleti at the Australian Oil & Gas Exhibition