

# LANKHORST EURONETE NEWS

8 NOVEMBER 2012



Dear readers,

On the 12<sup>th</sup> of July 2012 a deal for the sale of all shares of the Royal Lankhorst Euronete Group bv ("RLEG") to WireCo WorldGroup was concluded.

WireCo WorldGroup is specialized in producing and

selling steel wire and wire rope in a variety of different end markets. The match between WireCo WorldGroup and Royal Lankhorst Euronete Group will create the largest group in the world that manufactures and markets wires and synthetic products. With the acquisition of the Royal Lankhorst Euronete Group, WireCo WorldGroup will generate a turnover of approximately 1 billion USD and its global workforce will increase to 4500 employees worldwide.

I have joined the executive team of the WireCo WorldGroup as Senior Vice-

President of Global Synthetics, which includes the present activities of the Royal Lankhorst Euronete Group along with Phillystran and Oliveira synthetics. This combination of products and brands will bring interesting challenges to our organization - today and in the future. All division directors of the Royal Lankhorst Euronete group have also joined WireCo WorldGroup.

It means that our group, with more than 200 years of history, has joined a new group from which I expect further growth in the years to come. Moving forward as part

of WireCo WorldGroup our specific plans for the near future will continue to be developed, and WireCo WorldGroup can provide the necessary tools for a faster development of our activities. I would like to use this opportunity to thank all of you for your support during the past years and at the same time ask you to support our Group now under the flag of the WireCo WorldGroup.

José Luis Gramaxo  
Senior Vice-President WireCo  
Global Synthetics –  
Lankhorst Euronete



WireCo WorldGroup is the global leader in manufacturing, engineering and distributing wire rope, wire rope assemblies and electromechanical cable.

The strength, versatility and aesthetic possibilities of wire rope provide freedom to design and build structures that could only have been dreamed of just decades ago. WireCo WorldGroup offers an enormous variety of structural strand pendants and customized cable assemblies to provide visually attractive support systems with industry-leading strength-to-diameter ratios.

WireCo WorldGroup delivers various products to several markets such as: Highly specialized ropes for highly specialized *lifting cranes*. As the leader in this market, WireCo WorldGroup applies advanced engineering, cutting-edge technology and leading innovation to create products that meet the specific requirements of this market. Energy sources become increasingly scarce and finding new sources of energy entails *exploration* of formerly

unreachable areas. With the wire ropes and electromechanical cables supplied by WireCo WorldGroup not only records regarding depths are achieved, but also standards for drilling operations of all types are set. In *construction engineering* WireCo WorldGroup's unique expertise and high-performance wire rope products meet the exacting performance characteristics of today's suspension bridges. Nowadays wire ropes are used to create spans that were once unthinkable. Wire rope support and suspender cables have been proven to stand the test of time and nature required in the world's biggest suspension bridges.

Hoist, drag and ancillary lines rule the *mining* industry with customized wire ropes. For instance in shaft mining, the world-class specialty lifting ropes leverage advanced technology and engineering to enable today's miners to go deeper more

cost-effectively than ever before. WireCo WorldGroup products enable to provide mankind with the precious resources upon which it has come to depend.

Demands on components of for instance high-impact arrestor cables, heavy-duty lifting lines and aircraft cables are extreme. Armed *military* forces depend on the strength, durability and fatigue lift which only wire rope can provide. WireCo WorldGroup being QPL qualified and certified to API A1 and AS 9100 is a primary provider of wire rope products that help make the world a safer place.

By means of Barrier Tension Systems, (galvanized) cable barriers contribute to the reduction of extremely dangerous rebound *traffic* accidents at a fraction of the cost of concrete or steel-beam barriers. Furthermore cable barriers are easier to install, maintain and repair. In the *transportation* industry the important contributions of wire rope are often not visible, but nevertheless of the utmost importance. WireCo WorldGroup works a.o. closely with the San Francisco Municipal Railway supplying on time and to exact specifications.

The *logging industry* demands the highest strength and longest life when it comes to high-lead

and skyline rope applications. WireCo WorldGroup delivers tough, compacted and consistent products.

By combining the existing eight WireCo WorldGroup manufacturing operations and seven distribution centers in North America, plus manufacturing facilities in Germany and China with the existing facilities of Royal Lankhorst Euronete, the group's customers are now given even more than ever unparalleled support and global reach.

For more information please visit:  
[www.wirecoworldgroup.com](http://www.wirecoworldgroup.com)



World's largest crawler crane - it uses 11 kilometers of CASAR rope on one crane

## FISHING DIVISION



Recently Miguel Sá was pleased to accept the new challenge to become the Industry Fishing Director of WireCo WorldGroup.

Miguel Sá:

“With the integration of Lankhorst Euronete sales will go up from 30 million USD to almost 100 million USD which represents 11% of the total sales of the WireCo WorldGroup.

The actual global trend in the fishing industry is not good with quotas being decreased year after year. Yet even in this

difficult situation Euronete sales remain at high levels. Our netting continues to be worldwide recognized as a TOP product.

When I started my new position as Industry Fishing Director we organized an internal Fishing Seminar in Portugal last September which was attended by the best fishing experts in this industry - all members of our new Group. Among them

were teams from Euronete, Oliveira and Le Drezen, and I was happily surprised with the high level of the presentations and discussions we had with the whole Fishing Division team.

When looking to the expectations concerning the 4th Quarter the situation in Mauritanian waters is not sound and there is no perspective that the EU agreement with the local government will be done before year end. But we hope that this deal can be signed soon enough, as our fishing gear sales to that fishing area were (are) quite interesting.

During my first days at Euronete I was pleasantly surprised with the quantity of projects that we

have in R&D and with the level of professionalism. It really helps me to better understand how customers can benefit from our organization.

On behalf of the Euronete ‘family’ – and you will surely all agree with me – I would like to thank Rui Faria for the great work done in the past years regarding the Fishing Division. Rui rendered great service to our company and we wish him every success with his new project in Brazil.”



## ENGINEERED PRODUCTS DIVISION



### PhD study of steel reinforced KLP® products

For her graduation project at Lankhorst Czech student Zdenka Procházková designed a pedestrian/cyclist bridge from KLP® plastics. By using KLP® steel reinforced plastics this bridge offers a span width of up to 12 meters!

Early September 2012 she then started her PhD research on Lankhorst steel reinforced products at the BOKU University in Vienna (Department of Civil Engineering and Natural Hazards – Institute of Structural Engineering). During this 3-year project she will further investigate and mold KLP® steel reinforced plastics in order to further expand the application

possibilities. Zdenka will investigate alternative constructions and methods to connect components to form larger structures, and also the conjunction of steel and plastic.

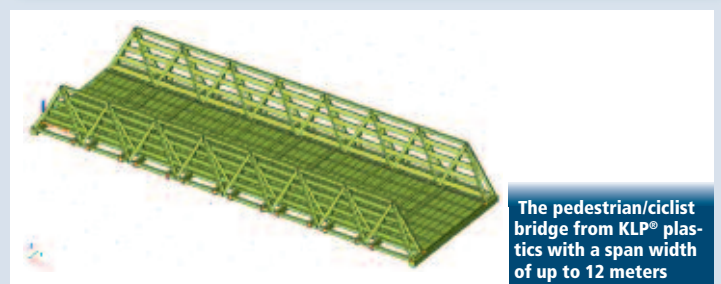
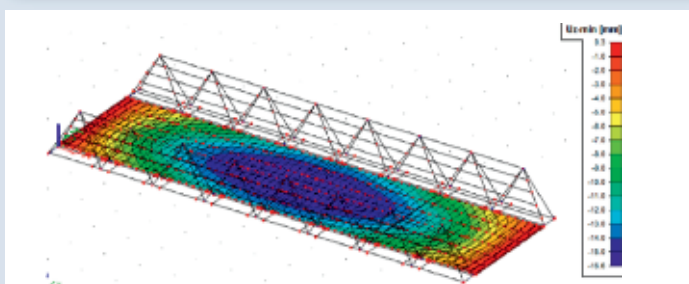
The scientific approach of this innovative product is an important step for Lankhorst Engineered Products towards the future .



Assembly of arch bridge by Zdenka



Done!



The pedestrian/cyclist bridge from KLP® plastics with a span width of up to 12 meters

## MARITIME & OFFSHORE ROPE DIVISION



### Lankhorst Ropes – Floating Anchor Lines

Increasing concerns about safety when handling steel wire ropes offshore, and the risk of the ropes coming into contact with pipelines in complex subsea fields, has prompted Lankhorst Ropes to introduce a range of floating anchor lines for mooring working barges during construction operations offshore.

Since 2009 Lankhorst Ropes has supplied synthetic anchor ropes for bespoke projects. The ropes have been shown to offer significant safety and operational advantages compared with steel wire lines.

Unlike steel wire mooring lines which are difficult to handle and can damage subsea pipelines, the Lankhorst synthetic rope anchor lines are easier and safer to handle, and require less maintenance as for example no greasing is required. Moreover, they enable speedier operations offshore as the synthetic mooring rope needs fewer floating buoys than wire anchor lines.

Lankhorst anchor ropes come in several variants, where the longest possible length depends on the diameter required, and include:

- Full lengths of 12 strand LANKO®FORCE braided ropes (up to 1,500 meter and more), and

- Full lengths of 12 strand LANKO®FORCE braided ropes with a protective jacket (up to 1,500 meter and more), and



TIPTO®WINCHLINE floating anchor line



Buoys connected to steelwire rope anchor lines

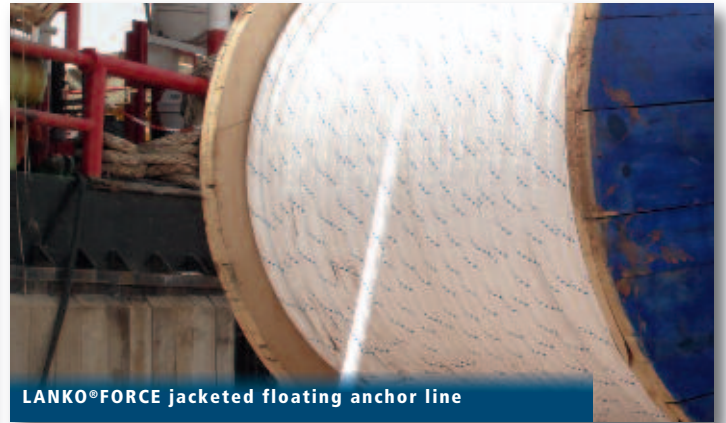
- Full lengths of jacketed TIPTO®WINCHLINE (up to 1,000 meter and more).

Where necessary modular lengths of TIPTO®WINCHLINE, joined by shackles, can be used. In comparison with steel wire, these lengths do allow an increased interval of floating buoys due to the low weight of this floating rope.

In addition, LANKO®FORCE has a similar diameter/strength ratio to that of steel wire, therefore, only

limited modifications to mooring is needed. As with all synthetic ropes, care should be taken to avoid the rope from running into sharp edges and to secure that the sheaves have sufficient radius.

All Lankhorst floating anchor ropes are designed for specific projects. Our skilled and experienced rope engineers are able to bring their many years of mooring experience to ensure the most cost effective, optimised anchor line for your application.



LANKO®FORCE jacketed floating anchor line



LANKO®FORCE 12 strand floating anchor line

## YARN DIVISION



### Lankhorst Yarns – The new R&D line for technical yarns

With the investment in a new state-of-the-art R&D line for the development of new technical yarns Lankhorst Yarns took an important step last year. In the summer of 2012 a new extrusion line was installed at the R&D department and put into operation. With the purchase of this new line the development of a whole new range of technical yarns comes within reach.

The line exists of three different extruders and several stretching ovens. The temperature range of the extruders and ovens widens the choice of polymer materials to be processed.

The line is highly flexible: single-layered film, multi-layered film and also mono-filaments can be extruded and stretched. First tests with high performance polymers have

already shown that it is possible to achieve mechanical properties as we know in the market now. The research

process will be continued in the coming years to develop more specialized tapes and yarns.



The new extrusion line

## YACHTING DIVISION

### New house style and packaging line Talamex Marine Products

Lankhorst Taselaar/Hohorst is well known as importer and exclusive distributor of a large number of A-brands in watersports. Lewmar, Jabsco, Wema, Stazo and Facnor are brands with an excellent reputation among water sports enthusiasts across Western and Northern Europe. Since many years, in addition to the mentioned brands, Lankhorst Taselaar also has its own private label Talamex®.

Talamex® plays an increasingly important role within the proposition of Lankhorst Taselaar: among the more than 10,000 articles in our product portfolio about 2,500 are marketed under the Talamex® label. As these generally represent the most common products with an excellent price/quality ratio, Talamex® offers fine alternatives for the usually more expensive A-brand articles.

In order to give an extra boost to the brand awareness and brand value of Talamex®, the name has changed into **Talamex® Marine Products**. Characteristics are:

- High quality;
  - Full range;
  - Pricing up to 20% below well known brands;
  - Widely available and/or quick delivery possible.
- Additionally we offer customers the following benefits:
- Full range - a good mix of technical products and commodities;
  - 'One stop shopping' combined with other orders from Lankhorst Taselaar to sooner reach the amount needed for carriage paid delivery and receipt of one single invoice;
  - Uniform packaging/look & feel;

- Marketing support: pro active attitude and constant development of new sales tools.

In order to do justice to the completeness of the Talamex® Marine Products range and excellent quality at favorable prices, the Talamex® label has been upgraded. Important here is the uniform packing/look & feel. During the past few months hard work was done behind the scenes on the development of a new logo for Talamex® Marine Products and a completely new packaging line. The Talamex® Marine Products packaging line will experience a real makeover. An important change for many products is to replace bulky blister packaging by cardboard boxes with a sight opening leaving the product clearly visible. As these cardboard boxes need nearly half the space in terms of size, the shopkeeper can show the completeness of the range without having to free extra display space. And of course the boxes are made from FSC certified cardboard. But restyling our packaging line goes much further than developing these boxes. Talamex® Marine Products offer a very extensive range of flags

for which the packaging has changed from polybags into contemporary boxes with sight openings. Further many products will be displayed on so-called backing cards. A great way to fully show the quality of the products. Inherent to this development is also further completion of the product range: in addition to the expansion of our range of bolts, nuts, screws, small electrics, shackles, hardware and lighting, many new articles have been added to the Talamex® Marine Products portfolio such as Talamex® Anti Freeze and a new, very comprehensive range of clocks, barometers, hygrometers and tide clocks - all manufactured from high-quality materials and raw materials guaranteeing the excellence of Talamex® Marine Products.

For water sports shops, the renewed Talamex® Marine Products concept offers several benefit being: broad product range; international packaging; easy to integrate in the shop; quiet and clear appearance; good sales margins; easy to order and shelf plans available per product group.

The new Talamex® Marine Products packaging line has been introduced at the METS in Amsterdam (13-14-15 November 2012).

With these latest developments Lankhorst Taselaar/Hohorst gives a new boost to its continuous goal not to be a traditional wholesaler, but a business partner for its customers.



## EXHIBITIONS 2012



### MARITIME & OFFSHORE ROPE DIVISION

11 – 14 November ADIPEC, Abu Dhabi (UAE)  
27 – 29 November Deep Offshore Technology International, Perth (AUS)  
27 – 30 November OSEA Singapore

### ENGINEERED PRODUCTS DIVISION

**Lankhorst Mouldings Steel**  
12 – 14 November Metalform / Fabtech, Las Vegas (USA)  
13 – 16 November Metalexpo, Moscow (RUS)

### YACHTING DIVISION

13 – 15 November METS, Amsterdam (NL)  
21 – 25 November Boot und Fun, Berlin (D)

## FROM THE EDITORS

The next edition of Lankhorst Euronete News will be published in February 2013.

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OTC Houston 2012