



magazine SUMMER 2019

14

Dutch-Macedonian Chamber of Commerce

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NL Chamber was established in January 2012 as official Dutch-Macedonian Chamber of Commerce, according to the Macedonian Law on Chambers of Commerce.

Objective of NL Chamber is to promote and support successful business relations between Dutch and Macedonian companies.

events

NL MeetUp 2019 at Holmak in Staphorst
B2B event metal, electrotechnical and plastics industry
Dutch success stories in plastics
Study visit Dutch students of Cattle Breeding Study Club
King's Day celebrations 2019
Tastings of Macedonian wines at Dutch top restaurants

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Unilever distributor opened new distribution centre
Family party at Dena Textile
Members had large teams joining Skopje Marathon

short

Short news
Calendar of Trade Fairs

supported by:



photo: RFS

events

NL MeetUp 2019 at Holmak in Staphorst

Once a year the Dutch members and relations of NL Chamber catch up with each other in the Netherlands and introduce new entrepreneurs to the network.

On Tuesday 8 October Holmak HeatX and Brink Climate Systems open the doors of their production facility and headquarters in Staphorst for the annual gathering of the Dutch-Macedonian business community.

NL MeetUp 2019

Tuesday 08.10.2019

Holmak - Staphorst



Holmak headquarters, along highway A28 Zwolle-Groningen, exit 23 Staphorst

events

B2B event metal, electrotechnical and plastics industry

The third edition of the Macedonia Manufacturing Expo is taking place on 25 and 26 September in Skopje.


The Macedonian Association of Metal and Electrical Industry (MAMEI) is organizing its third Manufacturing Expo, where foreign companies can meet Macedonian suppliers of metal, electrotechnical or plastic parts and products.


free B2B meetings

The second day is dedicated to individual, pre-arranged business-to-business meetings and participation is free of charge.



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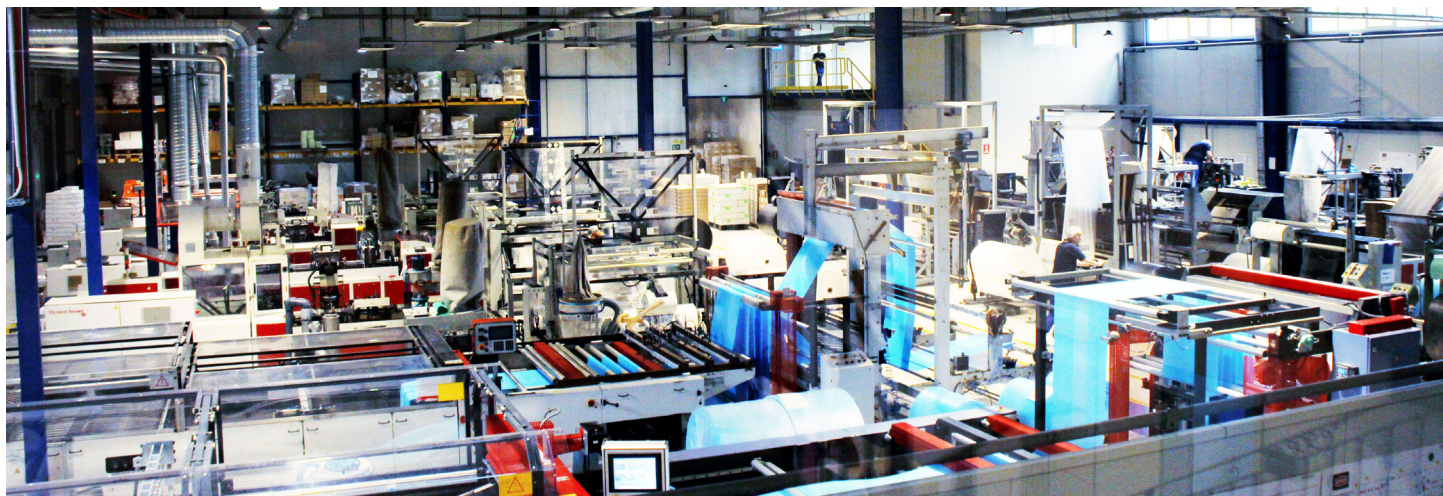


Pre-matched B2B meetings at the previous edition of the conference.

events

Dutch success stories in plastics

NL Chamber organized an introduction visit to the two Dutch joint-ventures in plastics near Kacanik, Kosovo.



Overview of the conversion department at KIVO.

On Wednesday 29 May we got an extensive introduction to both KIVO and REKS, hosted by **Visar Ramajli** and **Maliq Gjyshinca**, joined by Huib van Wijck who flew in from the Netherlands for this occasion. KIVO is a modern 24/7 production facility for extrusion, printing and converting of plastic bags and foils in a joint-



more pictures of KIVO and REKS: nl.mk/kivo-kosovo

venture with Dutch Kivo Plastic Verpakkingen from Volendam. The same partners, together with Kras Recycling - also from Volendam, recently started a second joint-venture for recycling of plastics, REKS. The first phase of this new



Part of the delegation in front of the extruders at KIVO.

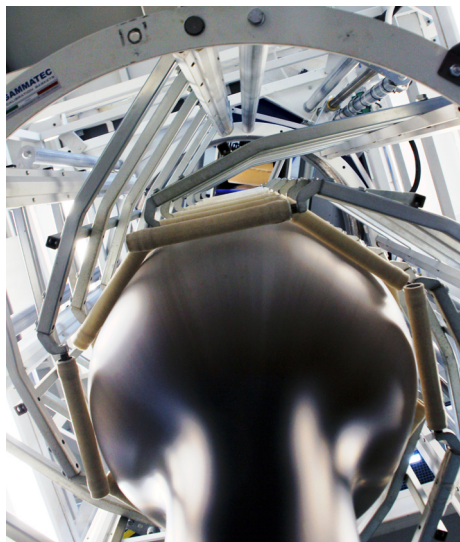


Two extruders at KIVO.

company with one production line in a 9,000 sqm hall and a water purification station has been completed and has meanwhile started production.

seasoned experts

Amongst the participants was also the head of the waste department at the Macedonian Ministry of Environment, **Ana Karanfilova Maznevsk**,



Extrusion of black plastic bags.

joined by a colleague. With her presence the conversations quickly turned into in-depth discussions between seasoned experts about administrative burdens and a regional approach to waste treatment and recycling.

closed loop

Initially, REKS will focus on recycling of polyethylene from industrial waste streams: washing plastic packaging materials and turning it into granulate. General managers

Robert Kwakman of KIVO and **Ben Kras** of Kras Recycling explain the "closed loop" ambition for the near future: "KIVO sup-



Regenerated granulate.

plies hundreds of thousands of kilograms collection bags for plastic waste to supermarkets. Kras collects these bags and brings them to Kosovo where together we turn the waste into new collection bags for the same supermarkets."



Brand new production line at REKS



KIVO Plastic Verpakkingen

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e: info@kivo.nl

[in linkedin.com/.../kivo...](https://www.linkedin.com/company/kivo-...)

[f nl.mk/kivo-kosovo](https://www.facebook.com/nl.mk/kivo-kosovo) (pictures)

[You Tube youtube.com/channel/...](https://www.youtube.com/channel/...)



REKS LLC

w: www.reks.eu



Kras Recycling BV

e: info@kras-recycling.com
w: www.kras-recycling.com

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events

Study visit Dutch students of Cattle Breeding Study Club

Twenty-five students from Wageningen University embarked on a five-day study visit in North Macedonia.

The cattle breeding study club RFS at the Animal Sciences Group of Wageningen University decided to have their annual study visit abroad in North Macedonia.

900 km

From Thursday 16 until Tuesday 21 May a group of 25 students made a tour of 900 km, visiting 5 dairy farms, a sheepfold, a mixed farm, dairy factory BiMilk, Stobi Winery, the Minister of Agriculture, the Faculty of Agriculture and the Dutch Ambassador. The study tour was organized by NL Chamber in close co-operation with BiMilk and sheep cheese producer Mlekara Galichnik

- a sister company of Stobi Winery.

local sponsors

Whereas the students' budget was limited (see "all by themselves" on this page), BiMilk jumped in by offering a lunch and by sponsoring the coach, while Stobi Winery offered a wine tasting dinner.

"Usually we rent minibuses and drive ourselves to France, Denmark or Poland for example. In most cases we visit some Dutch farmers and dairy related companies, using their network for additional visits. To save on costs, we sleep at hostels or camping sites," one of the participants explained.



all by themselves

The Macedonian counterparts were very surprised to hear that the students organized everything by themselves, including the financing. Except from a merely symbolic amount of standard sponsorship, the University does not get involved in such activities - and lectures continued while this group was travelling. The association also contributed from its sponsored fund, but over 80% of the costs remained to be paid by the students themselves.



Standard procedure at every farm: checking the quality of the silage!



more pictures: nl.mk/dairyfarming



Minister of Agriculture Ljupcho Nikolovski (middle) and his successor since June 2019 Trajan Dimkovski (very left) at their meeting with the 25 Dutch students, together with BiMilk director Gorgi Petrusev and NL Chamber director Bob Smit



Rundvee Fokkerij Studieclub

WAGENINGEN UNIVERSITY

Rundvee Fokkerij Studieclub
Wageningen University & Research

e: veetelers.rfs@wur.nl
w: www.veetelers.nl/...

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The cattle breeding study club RFS has some 150 members and is one of the six sub-associations of the umbrella association De Veetelers (The Cattle Breeders), established in 1962 at Wageningen University.

colourful group

Twenty five members could join this study visit and upon opening of the registration on 19 February all available places were booked within half an hour!

It was a well-balanced group from all study years, actively discussing with each other. See the participant data in the blue box. Almost all participants

some participant data

age of the youngest participant	18
age of the oldest participant	25
participants under 22	36%
number male / female participants	11 M / 14 F
Who has a dairy farm at home?	(almost) all
Who gets up at 06h00 to work at the farm before going to the faculty?	(almost) all

spend their free time on working at the family farm.

lack of raw milk supply

Since the Macedonian raw milk production does not meet the domestic demand, consecutive



Mlekara AD Bitola

w: www.bimilk.mk

fb.com/BiMilk

twitter.com/BitolskoCupe

linkedin.com/company/bimilk

instagram.com/bimilk.mk

BiMilk directors sighed to NL Chamber: "If only some Dutch dairy farmers would start a farm here..."

Over the years many Dutch farmers emigrated (see the green box below) but North Macedonia remains unknown. Therefore NL Chamber reached out to RFS with the proposal to have their annual study visit abroad in North Macedonia.

please stay!

Initially the farmers were somewhat reluctant, but watching the students evaluating the quality of the feed and silage and asking numerous questions, they proposed them to stay. One of the remarks:



manure with undigested particles

"The manure contains undigested particles and we think the silage contains pieces that are too large."

best farmer

Another farmer asked for their opinion about the condition of the dry cows, because he feared they might be too fat.

reasons for Dutch farmers to emigrate

- lack of arable land
- low profitability
- very tight regulations, for example on manure
- in case of multiple successors: a family farm cannot support more than one family

common destinations for emigration

- USA / Canada
- South Africa
- Poland and former Soviet Union states

The students agreed. Unanimously, the students proclaimed this farmer, Pece Sambevski from Radobor, as the best farmer they visited. The own production of concentrate, the well-balanced composition of the feed, the animal health and welfare, the lactation planning, his knowledge and above all his yield of around 30 liters per head awarded him this expert judgement.



Pece Sambevski: best dairy farmer

Apart from a very full schedule of dairy farms with lots of driving, the students also hiked into the mountains near the vil-



Galichnik white sheep cheese



Exclusive dinner with wine tasting at Stobi Winery



lage Vodovrati to visit the winter sheepfold of sheep cheese producer Mlekara Galichnik, followed by an exclusive dinner with wine tasting offered by sister company Stobi Winery in Gradsko.

outdoor conference room

On Saturday morning the group received a full sector overview in an "outdoor conference room" at the farm in Prilep. The afternoon was dedicated to dairy plant BiMilk with a company tour and further data on especially the raw milk supply and its quality control.



view of Mavrovo lake

After a little relaxation in Ohrid, the students spent the Sunday



STOBI

WINERY

Stobi Winery DOOEL

e: hermes@stobiwinery.mk
w: www.stobiwinery.mk

importer for the Netherlands:
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in the mountains of Galichnik. During the hot Macedonian summer, the sheep of Mlekara Galichnik will be hearded here. Early June the sheep are transported by train from Gradsko to Tajmishte and continue walking.

official meetings

The last day of the study visit was reserved for official meetings in Skopje. At the Ministry of Agriculture the group had a discussion with Minister



Faculty of Agriculture, Skopje State University

Ljupcho Nikolovski. The Faculty of Agriculture had prepared a few lectures on various aspects of dairy farming in North Macedonia.

wrap up

The official closure of the study visit was the reception at the

Dutch residence in the village Bardovci on Monday evening. Ambassador Wouter Plomp had also invited all the people met during the previous days in order to turn the reception in a pleasant wrap up.

Finally, the group ended up at **Cosy Bar** for a small afterparty.



events

King's Day celebrations 2019

King's Day 2019 in Skopje offered a company celebration, an official reception and an after-party.

Dutch IT company Symphony Solutions organized an after-work King's Day party on Wednesday 24 April and invited their fellow NL Chamber members in Skopje to join.



Old Amsterdam café at Symphony Solutions.

The organizing team arranged for **bitterballen** and additional fingerfood from **Cosy Bar** and even an orange cocktail.



Symphony Solutions in orange

The 120 IT professionals of Symphony Solutions Skopje were joined by their colleagues from **HSO** and **Frontwise**. The party also included a karaoke session, where Paul and Bob



King's Day party at Symphony Solutions



performed the song "**De Vlieger**" by late Dutch folk singer André Hazes.

The other branches of Symphony Solutions in Lviv (Ukraine),



Karaoke at Symphony Solutions



Paul, Bob, Martin (Tinex) and Dejan (Symphony Solutions)



Poffertjes

Krakov and Rzeszow (Poland) also had King's Day parties.

official reception

The same evening the official King's Day reception by the Netherlands Embassy took place at Ragusa 360 Rooftop in Skopje. Traditionally, all NL Chamber members are also invited to this celebration.



Bitterballen



Holmak gathering at the reception



Team of Sample Solutions at the King's Day reception

Cosy Bar provided the bitterballen, whereas Pivara Skopje and Tikves Winery sponsored the beer, soft drinks and wine. A small part of the guests con-

tinued for an after-party at Cosy Bar.

For more pictures of the reception, see the photobook on the Embassy's [Facebook page](#).



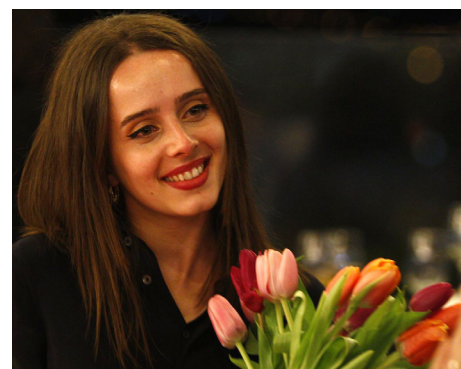
Young couple with Ambassador Plomp



Frontwise and Tomato Talent



Part of the guests at the King's Day reception continued at Cosy Bar.



The tulips are to be taken home

events

Tastings of Macedonian wines at Dutch top restaurants

Dutch importer Univin organized four winemaker dinners in the Netherlands.

From 18-21 June four exclusive winemaker dinners took place on four consecutive days at four top restaurants in the Netherlands. These five-course dinners were organized as a follow-up to a wine journey for sommeliers to North Macedonia in October 2018, organized by the Dutch wine importer Univin.

At these dinners the wines of Popov Winery from Sopot (near Kavadarci) and Venec Winery from Disan (near Negotino) were served.

Michelin star

Michelin-star restaurant De Kromme Dissel already has several Macedonian wines on the wine list, amongst which the *Vranec Reserve 2010* and the *Pinot Gris 2016* of Popov Winery and the *Barovo 2011* of Tikves Winery. Sommelier Ronnie Brouwer about North Macedonia in Dutch daily newspaper *De Gelderlander* of 22 March: "I taste the wines there every year and I see the quality rising. They experiment with well-known grape varieties and also focus on indigenous varieties like Vranec and Temjanika. They get extraordinary results."



Wine master Ronnie Brouwer of restaurant De Kromme Dissel



De Pepermolen
Leidschendam

w: www.depepermolen.eu



fb.com/restaurantdepepermolen



De Kromme Dissel
Heelsum

w: www.krommedissel.nl



fb.com/DeKrommeDissel



Allemansgeest
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w: www.allemansgeest.nl



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Flavours
Weert

w: www.restaurantflavours.nl



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Univin

e: info@univin.nl
w: www.univin.nl



fb.com/univinnederland



POPOV



fb.com/popovwinery



V E N E C
WINERY



fb.com/venecwinery

network

New Dutch ambassadors for the region

North Macedonia, Kosovo and Serbia are expecting new ambassadors for the Netherlands.

Summer is traditionally the period for diplomatic changes and for three Dutch ambassadors in the region, the four-year mandates have finished. On Friday 5 April the Dutch government appointed the new "Chefs de Poste" (CdP's) for the embassies in Skopje, Pristina and Belgrade.

leaving the Macedonian mountains

Hiking the Macedonian mountains may very well be amongst the things ambassador **Wouter Plomp** (57) will miss the most after leaving Skopje this sum-



Ambassador Wouter Plomp

mer. However, different challenges are surely waiting for him in Islamabad: Plomp is the new ambassador to Pakistan.

from Nur-Sultan to Skopje

In the course of September we are expecting **Dirk Jan Kop** (60) to succeed Plomp as ambassador to North Macedonia. Currently, Kop is ambassador to Kazakhstan in its capital Astana that recently was



Ambassador Dirk Jan Kop

renamed to Nur-Sultan. Kop served many years as a diplomat in different positions in or with Russia and speaks Russian, so we may expect also the new ambassador to North Macedonia to quickly master the Macedonian language.

law degrees

Kop was born in Dhaka, Bangladesh, but like his predeces-



Ambassador Gilles Beschoor Plug

sor in Skopje he finished the faculty of law in the Netherlands.

Another ambassador with a law degree is moving to Belgrade to succeed ambassador Henk van den Dool: **Gilles Beschoor Plug** (56) has been appointed ambassador to Serbia.

From 1997 to 2000 Beschoor Plug was private secretary of Her Majesty Queen Beatrix and His Royal Highness Prince Claus der Nederlanden. Currently, he is the ambassador to Israel, based in Tel Aviv.



Ambassador Carin Lobbezoo

High Representative

The third new ambassador for the region has a degree in history, specialized in Russia: From January 2020 **Carin Lobbezoo** is succeeding Gerrie Willems as ambassador to Kosovo, based in Pristina. Lobbezoo worked three years at the Western Balkans Unit of the Ministry of Foreign Affairs, after which she spent five years at the Office of the High Representative in Sarajevo.

Sponsors of NL Chamber



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www.pivaraskopje.com.mk



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members

In memoriam: Joost Michels

The Dutch conifer tree grower passed away at his nursery in Preljubishte.

On Friday 10 May in the early afternoon NL Chamber received the shocking phone call that Joost Michels, the owner of the large conifer tree nursery near Tetovo, had passed away at the age of 59.

A mentally disturbed employee had stabbed Michels to death before hitting him with a stone. The employee remained with his victim until the police took him into custody.

The terrible news horrified his family, his employees, business partners and friends as well as the Dutch community in North Macedonia.

life work

On Saturday 25 May Joost was cremated in the Netherlands. The family announced that the ashes will be scattered at the nursery in Preljubishte with a ceremony for employees, business partners and friends: "The nursery was his life work and he loved the country."

In his honour, the family guarantees the continuation and further growth of the nursery.

cheerful chat

We remember Joost as a joyful, passionate and energetic person with extreme dedication to his work. A warm and loyal heart for his colleagues, family and friends and always a cheerful chat for anyone he would occasionally meet: from toll gate officers to the guys selling roasted chestnuts in front of the "Red Restaurant". The family can count on our continued support to regain the strength, passion and love for his life work and to bring the nursery to even greater splendor!



Joseph Antonius Maria Michels

Joost

Horst, 19.11.1959 - Preljubishte, 10.05.2019

members

In memoriam: Arno Boekestijn

The Dutch transport entrepreneur suddenly passed away.

On Sunday 21 July NL Chamber received the tragic news that on Saturday 20 July Arno Boekestijn, owner and director of the Dutch company Boekestijn Transport Service, had passed away near his home town Haps.

Boekestijn was at a go-kart track with part of his family, celebrating his 54th birthday when he suddenly collapsed at the restaurant.

in 25 years to 356 trucks

Back in August 1994 Arno Boekestijn, together with his wife and his brother Peter, founded the transport company with three trucks. Now, only a few weeks before the 25th anniversary, the company has 356 trucks on the road.

In 1999 Boekestijn opened an office in Poland which in 2015 had developed into an own facility for warehousing and cross-docking in Gądk, near Poznań - the logistics heart of Poland.

In 2009 another subsidiary followed in Chisinau, Moldova, where Boekestijn also established a driver's academy.

fashion from Macedonia

In 2007 Boekestijn acquired the company R&W Fashion Transport that was specialized in garment transports from the Balkans. Ever since, Boekestijn has been providing the logistics for fabrics, trimmings and garments to and from factories in North Macedonia for various Dutch clients in the fashion industry.

warm supporter

From the early days of NL Chamber, Boekestijn has been



Arend Jacomus Boekestijn

Arno

Delft, 20.07.1965 - Haps, 20.07.2019

a warm supporter with annual sponsorship. Arno happily made time available to meet other Dutch entrepreneurs with activities in North Macedonia at networking events in the Netherlands.

annual visit

Whitwitnessing the growth of NL Chamber and especially the strengthening of its network, Arno decided to use the Dies Natalis celebration every year in January to visit North Mace-

donia. At the memorial ceremony on 27 July, Peter Boekestijn in his speech referred to these "annual January visits," saying that last time in Skopje Peter and Arno had decided to slowly withdraw and handover the company to the next generation after the 25th anniversary.

cheerful

With his experience, knowledge and cheerful attitude, Arno was a very welcome guest at every occasion.

members

New members in real estate, agro and metal

NL Chamber welcomed three new members: a commercial property agent, a Dutch in-vitro laboratory for vegetables and a Belgian metalworking company annex wine trader.

Contemporary office space, industrial and commercial real estate, construction land as well as property and facility management is the wide service portfolio of CBS International. The local subsidiary of this Serbian company was the first new member in the past six months.



Originally established as SBW Romero Vitro DOOEL, back in 2001, the in-vitro laboratory in Vinica employs some 230 people for the propagation of vegetables. Iribov became owner of the laboratory with the take-over of Dutch SBW after bankruptcy in 2011.

extension

The company is growing rapidly and is in the process of obtaining a construction permit for extension of the facility.



Iribov SBW

e: info@sbwmk.com
w: www.iribov.com

[in linkedin.com/company/iribov](https://www.linkedin.com/company/iribov)

The third company that joined NL Chamber is the first Bel-

gian company in our network. Slabinck employs 60 people on two rented locations in Skopje and Kadino (Ilinden) and is constructing an own production facility for metalworking in the industrial area Kjojlja, opposite Skopje Airport.



Slabinck NV

e: info@slabinck.be
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[in linkedin.com/company/slabinck](https://www.linkedin.com/company/slabinck)

Slabinck came to North Macedonia in 2015 following its customer Van Hool, the Belgian bus and couch manufacturer. The day after NL Chamber's Belgian themed anniversary celebration, our member **BDO** established contacts between Slabinck and NL Chamber.

wine import

Having its own **DAF** trucks driving up and down to Belgium, Slabinck also decided to enter into wine trading. **M-Wines** is the exclusive importer and distributor for our member **Stobi Winery** on the Belgian market.



The second new member was Iribov SBW, a subsidiary of Dutch Iribov BV from Heerhugowaard.

members

Belgian and Dutch interns experience Feydom

Feydom Furniture just said goodbye to its Belgian design intern, while a Dutch marketing intern is preparing to move to Skopje.

Feydom had an interesting challenge for its Belgian design intern **Wietse Bonnaerens**: Develop a sofa set that can be packed and shipped in a box of 120x60x60 cm³ and of course create the proper marketing material, including a Feydom-style promotional **video**.



Wietse Bonnaerens

During the five months at Feydoms House of 1000 Designers (HO1000D), Bonnaerens worked on the product that became the sofa set **FOOOXS**, the most compact sofa set in the world.

friend-of-a-friend

By the end of his internship, Feydom produced an **interview** with Bonnaerens about his



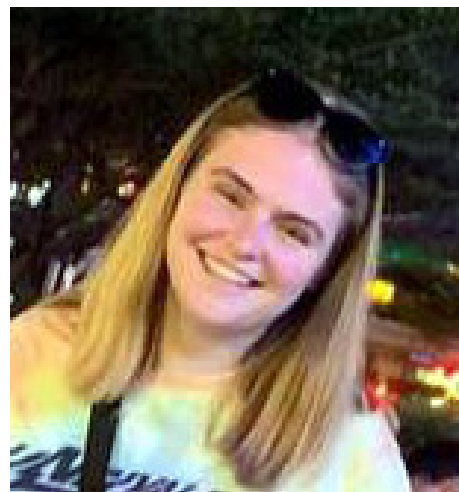
experience at HO1000D. But asked how he came to Feydom in the first place, his answer was: "A friend of a friend recommended Feydom to me." And that is exactly how Dutch entrepreneurs end up in North Macedonia: through somebody they know.

Dutch marketing intern

When the Feydom team said goodbye to their first foreign intern, the next one - from the Netherlands - was already known and is expected to arrive in August. **Anne Sabine de Ruijter** will have her internship at Feydom in the field of marketing. De Ruijter studies at **TMO Fashion Business**



**FASHION
BUSINESS SCHOOL**
UNIVERSITY OF APPLIED SCIENCES



Anne Sabine de Ruijter

School and that is how she got to know Feydom in summer 2018. The fourth semester at TMO includes a study visit to North Macedonia to explore the practice of textile production in fashion, footwear and furniture.



HO1000D
HOUSE OF THOUSAND DESIGNERS
FEYDOM DESIGN AND PRODUCT DEVELOPMENT CENTRE

w: www.feydom.com



www.facebook.com/feydom



twitter.com/feydominteriors



[instagram.com/feydom...](https://www.instagram.com/feydom...)



www.youtube.com/channel/...



members

Holmak expands through acquisition

The Dutch manufacturer of counterflow heat exchangers acquired the production assets of its German competitor and is now expanding its subsidiary in Bitola.

Early May Dutch Holmak HeatX from Staphorst acquired the production equipment for aluminium and plastic counterflow heat exchangers from its German competitor Klingenburg. The machinery for plastic heat

exchangers will be installed at the facility in Staphorst, whereas the machines for aluminium heat exchangers will be added to the production capacity of Holmak in Bitola.

Herewith Holmak increases the production capacity with 50%

which means that in Bitola Holmak will move into a larger building, while increasing the employment to 100 people. Holmak HeatX is a subsidiary of Dutch Brink Climate Systems, which is part of German Centrotec Sustainable AG.

HOL
MAK

Holmak HeatX BV - Staphorst
Holmak DOOEL - Bitola

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members

HAVEP 50 years active in North Macedonia

Back in 1969 HAVEP started producing workwear in Yugoslavia.

Royal Van Puijenbroek Textiel is the one and only Dutch company that can claim no less than half a century of business relations with North Macedonia. Decades before the independence of Macedonia, HAVEP workwear was al-

ready produced in the village of Stenje on the shores of Lake Prespa in then Yugoslavia.

Anna van Puijenbroek who is now leading this part of the family business came to the factory in the village of Kadi-no near Skopje for a celebration with the entire staff and business relations, including a live video connection with the headquarters in Goirle.

waiting for years

Several family members joined Anna for this occasion and her father, Eduard van Puijenbroek (76, but still well informed about the daily affairs) recalled the time when he started working at the company: "They made me wait several years before they allowed me to finally visit Macedonia."



Eduard and Anna van Puijenbroek

Van Puijenbroek Textiel

Dutch textile solutions since 1865

Royal Van Puijenbroek Textiel

w: www.havep.com

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members

Anniversary celebrations for Tinex and Denisko

Two members celebrated their 25th anniversary.

On 29 May Macedonian retailer Tinex celebrated 25 years of existence at one of their latest investments, shopping mall **Lisa Centar**. The company has grown to 41 supermarkets in 11 cities and 7 **Cosmo** drug-stores, employing over 1,300 employees. More recently, Tinex launched a webshop, the interior decoration branch **Tinex Home**, the formula **Tinex to Go** for a quick meal or drink and a modern distribution centre near Skopje Airport.



Tinex founder Vladimir Todorovic

On 10 June representative of Dutch Hunter Douglas, Denisko also marked its 25th anniversary at the premises in Bitola.



Tinex MT DOOEL

w: www.tinex.com.mk



[linkedin.com/company/tinex](https://www.linkedin.com/company/tinex)



[fb.com/TINEXmk](https://www.facebook.com/TINEXmk)



[instagram.com/tinexmarket](https://www.instagram.com/tinexmarket)

HunterDouglas

Denisko-FS DOOEL

Zona za malo stopanstvo zapad II
Dovledjik b.b., 7000 Bitola

t: +389 70 269578

e: deniskofs@gmail.com

w: www.hunterdouglas.nl



[fb.com/hunterdouglas](https://www.facebook.com/hunterdouglas)



[instagram.com/hunterdouglas](https://www.instagram.com/hunterdouglas)

members

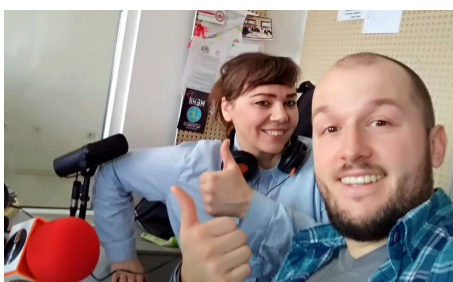
STEETS opening party

The digital marketing team of Dutch STEETS in Skopje celebrated the official opening.

Dutch brand agency STEETS officially opened their digital marketing subsidiary in Skopje on Tuesday 29 January with an intimate cocktail party for staff, family and friends in the sector at Brown Sugar Bar.



In March STEETS' manager Martin Kovachki was guest in the morning show of radio station **ClubFM**, talking about the creative sector and the opportunities for young professionals in North Macedonia.



STEETS

STEETS

w: www.steets.nl



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[youtube.com/channel/...](https://www.youtube.com/channel/...)

members

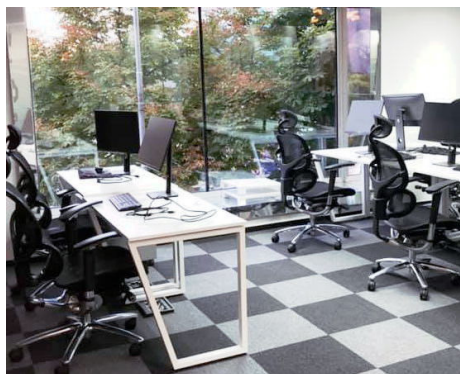
Dutch companies repotting into larger accommodation

Three Dutch companies in IT and professional services are growing steadily and have moved into larger - and prettier - premises. Two new neighbours even party together.

Early June the local branch of Dutch executive recruiter Tomato Talent grabbed their chance to move into tastefully decorated, bigger premises. "Next month we will also start using the adjacent office space and create an indoor garden," **Liljana Sekulovska** and **Petar Simjanovski** explained, with which they will occupy the



Tomato Talent's creative corner includes a sofa set by Feydom.



Bright offices at Tomato Talent.



Tomato Talent

w: www.tomatotalent.com

[in linkedin.com/.../tomatotalent](https://www.linkedin.com/company/tomatotalent)

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[i instagram.com/tomatotalent](https://www.instagram.com/tomatotalent)



Colourfully decorated walls at Tomato Talent.

entire second floor of Soravia Center in the heart of Skopje. "Currently we employ about 50 people - including two foreigners who do not (yet) speak Macedonian - and until the end of the year we need 20 more!"

new service development

At data collection provider Sample Solutions employees were facing shoulder-to-

shoulder working conditions and with the new services that the company from Rotterdam is developing, there was an urgent need to rent additional space. The existing location has now been relieved by the relocation of the new recruits

PREMIER SAMPLE PROVIDER
Sample Solutions

Sample Solutions

w: sample.solutions

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[y youtube.com/channel/...](https://www.youtube.com/channel/UC...)



Housewarming at Sample Solutions.



Sample Solutions team at the new premises.



Daylight at Frontwise Group

onto the first floor of the Cubus building. The total employment at Sample Solutions should quickly exceed 50.

neighbours

Whereas Tomato Talent was located just behind the Cubus building but moved even closer to the city centre, Frontwise Group exchanged the apartment building in Kisela Voda for the third floor of the Cubus building. The Dutch recruiter reached 40 employees and was looking for a location where everybody would fit on one floor.

As soon as Sample Solutions was up and running on the first



Frontwise toast to new premises.

floor, they paid a visit to the neighbours of the third floor.

karaoke

That led to a return visit for a karaoke party at the premises of Sample Solutions on 20 June and both Dutch-owned



Joint karaoke party.

companies intend to regularly catch up with each other with joint leisure events.



Sample Solutions visiting Frontwise Group.



Frontwise Group

w: www.frontwisegroup.com

[in linkedin.com/./frontwise...](https://www.linkedin.com/company/frontwisegroup)

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twitter.com/frontwisegroup

[instagram.com/frontwise...](https://www.instagram.com/frontwisegroup)

members

InterWorks opened education centre

With courses in computer science and software development InterWorks contributes to the education of future IT professionals.

After having opened a satellite office in Prilep last year, this year system integrator InterWorks from Bitola opened their education centre in March.

With the objective to retrain people with various educations and background for an IT career, InterWorks launched the education centre to offer intensive courses in computer

science basics and software development.

The first course of 8 hours per

day for 12 weeks started with 16 participants, all of whom successfully finished.



InterWorks Education Center

e: educentar@interworks.com.mk
w: www.interworks.com.mk

[in linkedin.com/./interworks](https://www.linkedin.com/company/interworks)

[f fb.com/interworksedu...](https://www.facebook.com/interworksedu...)

[instagram.com/interworks...](https://www.instagram.com/interworks...)



members

Pivara Skopje received UN sustainability award

The Leadership of the Sustainable Development Goals recognition by the United Nations was awarded to Pivara for its commitments to sustainable development.

On 27 February Pivara Skopje received the United Nations Award "Leadership of the Sustainable Development Goals". Public Relations and Com-

munications Manager Lambro Patce stated at the ceremony: "We are extremely happy and proud of this award that we experience as a verification

of the constant, long-term investments and efforts of our company and all its employees in achieving the goals for sustainable development."



Pivara Skopje AD

w: www.pivaraskopje.com.mk

[in linkedin.com/./pivara...](https://www.linkedin.com/company/pivara...)

[f fb.com/pivaraskopje](https://www.facebook.com/pivaraskopje)

twitter.com/pivara_skopje

[instagram.com/polnacasa](https://www.instagram.com/polnacasa)

[youtube.com/channel...](https://www.youtube.com/channel...)

members

Unilever distributor opened new distribution centre

Since early 2019 Kola runs a modern DC in Vizbegovo.

With a modern 12-dock DC of 8,232 sqm at its existing location in Vizbegovo consumer goods distributor Kola is up to the latest standards in distri-

bution and ready for further growth. Kola employs some 260 people and is distributor for Henkel, Fructal, Lavazza

and Dutch multinational **Uni-lever** (amongst others CIF, Domestos, Dove and Hellmann's).

KOLA

www.kola.com.mk



members

Family party at Dena Textile

Every summer Dena Textile organizes an open-air party for the entire staff, their partners and children.

On Saturday 13 July the employees of Dutch Dena Textile in Kocani brought their partners and children to the sunlit yard of the Saint Pantelejmon monastery in the hills north of the city for the annual family party.

bouncy castle

With professional catering service, a large barbecue and

live music, as well as clowns, face paint artists and a huge bouncy castle for the kids, the family party lasted the entire afternoon.

In Kocani, Dena produces chair and table covers and stage skirting for the horeca, sold through wholesale chains all over Europe, as well as individually printed full colour table covers for events.



Traditional dancing at the annual family party



Dena Textile at Work

e: info@dena-textile.com
w: www.dena-textile.com

[linkedin.com/..textile-at-work](https://www.linkedin.com/company/dena-textile-at-work)

[fb.com/DenaTextile](https://www.facebook.com/DenaTextile)

twitter.com/denatextile

[instagram.com/denatextile...](https://www.instagram.com/denatextile...)

members

Members had large teams joining Skopje Marathon

Every year more members form company teams at the marathon. A selection of pictures.



Part of the running team of Pivara Skopje



Roderik Rosenbaum, Pivara Skopje



Vitalia



Tomato Talent



Frontwise Group



Davor Dabeski, Frontwise Group



InterWorks



Sample Solutions

short

Highway Stip

On 6 July highway A4, connecting Skopje directly with Stip, was officially opened. Junction Miladinovci now connects highways A1 (Kumanovo to Gevgelija) and A2 (Skopje to Ohrid) with the A4 to Stip. With this road Stip is only 77 km away from Skopje, saving some 20 minutes. The town of Sveti Nikole along this highway is now only 50 km away from the capital.



Paramedics outfit

Dutch workwear and protective wear producer **HAVEP** in partnership with industrial supplier **Wiltec** has won the tender to develop and produce a modern, safe and comfortable outfit for Dutch paramedics.

Valley South Axis

In the Amsterdam corporate services quarter **South Axis**



Junction of highways A1 and A2 with new highway A4

“the evolution of city life” is being constructed. The project **Valley** combines lush landscaping and bold architecture into a 75,000 sqm, 100 metres tall building with apartments, offices, shops and parking space for 375 cars and 1,850 bicycles. The design is from the Rotterdam office **MVRDV**.

Roaming tariffs

Since July 2019 standardized low tariffs apply for all mobile phone communication between Albania, Bosnia Herzegovina, Kosovo, Montenegro, North Macedonia and Serbia. Outgoing calls are charged

with 0.08 EUR/min, incoming calls with 0.05 EUR/min, SMS with 0.04 EUR and internet usage with 0.03 EUR/Mb.

Suittruck

Dutch fashion entrepreneur **Rutger Vlaming** started a new made-to-measure formula for men's wear: travelling tailor, **Suittruck**. By the end of August 2017 two “suit trucks” were delivered, with which Vlaming and his five employees meet customers in front of their office buildings or wherever they prefer. Over a cup of coffee they select fabrics and trim-



mings, discuss the design and take measurements, after which they return after some four weeks for a fitting session of the brand new custom-made outfit. New in the second truck is a full-body scanner that takes all measurements in two seconds. When measurements are available, new orders can be placed through the website.

short

Trade Fairs

Selection of upcoming trade fairs in the Netherlands.

This list of upcoming trade fairs is a selection of larger fairs that might be useful for Macedonian companies, although many smaller fairs also exist for various niches.

NB: All **blue text** is clickable!

Major trade fairs take place at:

Jaarbeurs, Utrecht
99,000 sqm, 13 halls
www.jaarbeurs.nl
RAI, Amsterdam
87,000 sqm, 11 halls
www.rai.nl
Ahoy, Rotterdam
30,000 sqm, 6 halls
www.ahoy.nl

Regional locations are:

Brabanthallen, 's-Hertogenb.
29,500 sqm, 6 halls
IJsselhallen, Zwolle
17,000 sqm, 4 halls
MECC, Maastricht
29,500 sqm, 4 halls

Most fairs in the Netherlands have entrance fees and offer discounts for early registration online.

Please do not hesitate to contact NL Chamber when you plan to visit a fair in the Netherlands.

NL Chamber's annual calendar also lists a selection of these fairs, next to the national holidays: nl.mk/latestcalendar

This overview of trade fairs is also published separately:

Overview of Trade Fairs

nl.mk/tradefairsNL

13-17.09.2019	IBC , RAI - Amsterdam <i>media, entertainment and technology show with 1,700 exhibitors and 55,000 visitors (170 countries) including conference and topics OTT, 4K, HDR, VR, Streaming VOD, Cloud Hosting, Ultra HD and IPTV</i>
17-21.09.2019	50plusbeurs , Jaarbeurs - Utrecht <i>600 exhibitors in travel, living, comfort for elderly</i>
18-19.09.2019	Big Data Expo , Jaarbeurs - Utrecht <i>85 exhibitors and 100 lectures</i>
20-22.09.2019	Beurs Eigen Huis , Jaarbeurs - Utrecht <i>consumer fair for (re)construction of private homes</i>
01-02.10.2019	Labtechnology , Jaarbeurs - Utrecht <i>conference and exhibition on laboratory technology</i>
01-06.10.2019	VT Wonen & Design Beurs , RAI - Amsterdam <i>250 exhibitors; consumer fair home interior & design</i>
02-03.10.2019	Pumps & Valves , Ahoy - Rotterdam <i>pumping equipment and industrial components</i>
04-06.10.2019	Second Home , Jaarbeurs - Utrecht <i>consumer fair for weekend and holiday houses</i>
07-09.10.2019	Offshore Energy Exhibition , RAI - Amsterdam <i>550 exhibitors; offshore industry suppliers/contractors</i>
08-10.10.2019	Energie , Brabanthallen - 's-Hertogenbosch <i>200 exhibitors; energy saving, sustainable energy</i>
09-10.10.2019	MAP-EXPO , Beursgebouw - Eindhoven <i>medicinal and aromatic plants; free B2B matchmaking by Enterprise Europe Network: b2match.com</i>
30-31.10.2019	Infosecurity and Data&Cloud Expo , Jaarbeurs - Utr. <i>exhibition on IT security, data and cloud solutions</i>
31.10.2019-02.11.2019	Amsterdam Security Expo , RAI - Amsterdam <i>exhibition on security and (fire) safety</i>
05-07.11.2019	Logistica , Jaarbeurs - Utrecht <i>250 exhibitors in logistics and material handling</i>
05-07.11.2019	ICT & Logistiek , Jaarbeurs - Utrecht <i>ICT solutions for supply chain management</i>
05-08.11.2019	Aquatech , RAI - Amsterdam <i>also including Floodex Europe on flood prevention 900 exhibitors in water solutions</i>
05-08.11.2019	Europort , Ahoy - Rotterdam <i>1,100 exhibitors, 40 countries; maritime technology</i>
19-21.11.2019	Marine Equipment Trade Show , RAI - Amsterdam <i>1,500 exhibitors in pleasure cruising infrastructure, facilities and supplies</i>
26-27.11.2019	European Women in Tech , RAI - Amsterdam <i>conference with 70 speakers</i>
02-03.12.2019	World Bulk Wine Exhibition , RAI - Amsterdam <i>210 wineries from 20 countries</i>
13-15.01.2020	CUE , Ahoy - Rotterdam <i>200 exhibitors in event- and entertainment technology</i>
13-16.01.2020	Horecava and Wine Professional , RAI - Amsterdam <i>400 food service exhibitors; 100 wine exhibitors</i>
15-19.01.2020	Dutch Tourism Expo , Jaarbeurs - Utrecht <i>850 exhibitors; first day for professional visitors only</i>
22-23.01.2020	BioBeurs , IJsselhallen - Zwolle <i>350 exhibitors in the sustainable organic food chain</i>
27-28.01.2020	Modefabriek , RAI - Amsterdam <i>sales exhibition of the major fashion brands</i>
28-30.01.2020	Gevel , Ahoy - Rotterdam <i>products and technology for facade construction</i>
29-30.01.2020	WebWinkel Vakdagen , Jaarbeurs - Utrecht <i>250 exhibitors and 10 top speakers digital commerce</i>
29-31.01.2020	Vakbeurs Facilitair , Jaarbeurs - Utrecht <i>400 exhibitors; products/services facility management</i>