

# NL chamber MACEDONIA

# magazine SUMMER 2020 16


**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.*


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cover: Unsplash / Ani Kolleshi

corona

# Coronodendron for King's Day

**With the corona crisis cancelling all events, NL Chamber celebrated King's Day by delivering a rhododendron plant to every single member.**

In March the Dutch government already decided to cancel all King's Day celebrations for this year.

### *keep in touch*

For NL Chamber, especially in times of crises, it is important to keep in touch. So since organizing an event was not an option, all members got a visit - while respecting curfew, health and safety measures as well as individual concerns.




*Delivery on King's Day to Kumanovo.*

Tree nursery **European Plants** near Tetovo provided us with a **rhododendron** for everybody, which we renamed *Coronodendron* for the occasion.

european plants
commercial nursery

**European Plants DOOEL**
w: www.europeanplants.com
fb.com/europeanplants...



*"I have a new beauty on my balcony. Lovely Rhododendron!"*

In just two weeks 60 *Coronodendrons* were delivered to companies all over the country. For several companies that are working from home, the plant was of course delivered to the home addresses.




### *everybody okay*

Whether it was just a quick chat on the street, a drop-off at the gate followed by some Viber-messages, or a more



*"The Coronodendron started to bloom and beautifies my terrace!"*

photos: NL Chamber, Katerina Kostovska, Symphony Solutions, Liljana Sekulovska

lengthy conversation at the office, at home, in the garden or even at the weekend house, the most important thing is:




everybody is okay and despite all the challenges, so are the companies.

### *royal video conference*

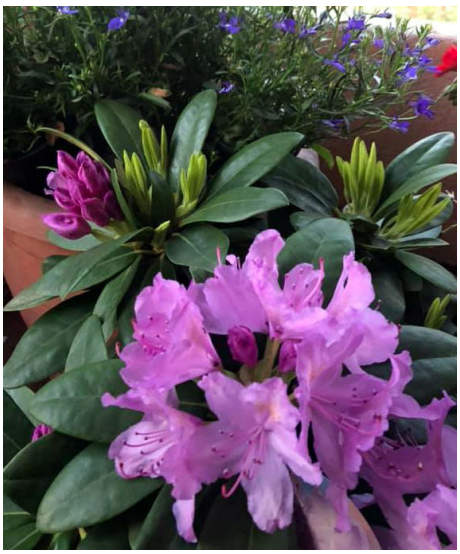
In the Netherlands the Royal Family celebrated the King's birthday via Zoom. See their youtube channel:
**youtube.com/../koninklijkhuis**







*The Royal Family on Zoom on 27 April 2020, with King Willem Alexander in the upper left corner and Princess Beatrix in the upper right corner.*



*"My balcony today ❤"*

*The King's Day tradition dates back to 1885, when Utrecht celebrated the fifth birthday of Princess Wilhelmina on 31 August with activities for children. By the death of King Willem III in 1890, Princess's Day had already become a nation-wide celebration and would now be called Queen's Day, although Wilhelmina would only become Queen on her 18th birthday in 1898.*
*From 1949 Queen's Day was celebrated on 30 April, birthday of Queen Juliana. Queen Beatrix, born on 31 January 1938, kept her mother's birthday for Queen's Day.*
*In 2014 Queen's Day became King's Day and takes place on 27 April, the birthday of King Willem Alexander.*

*patron member*

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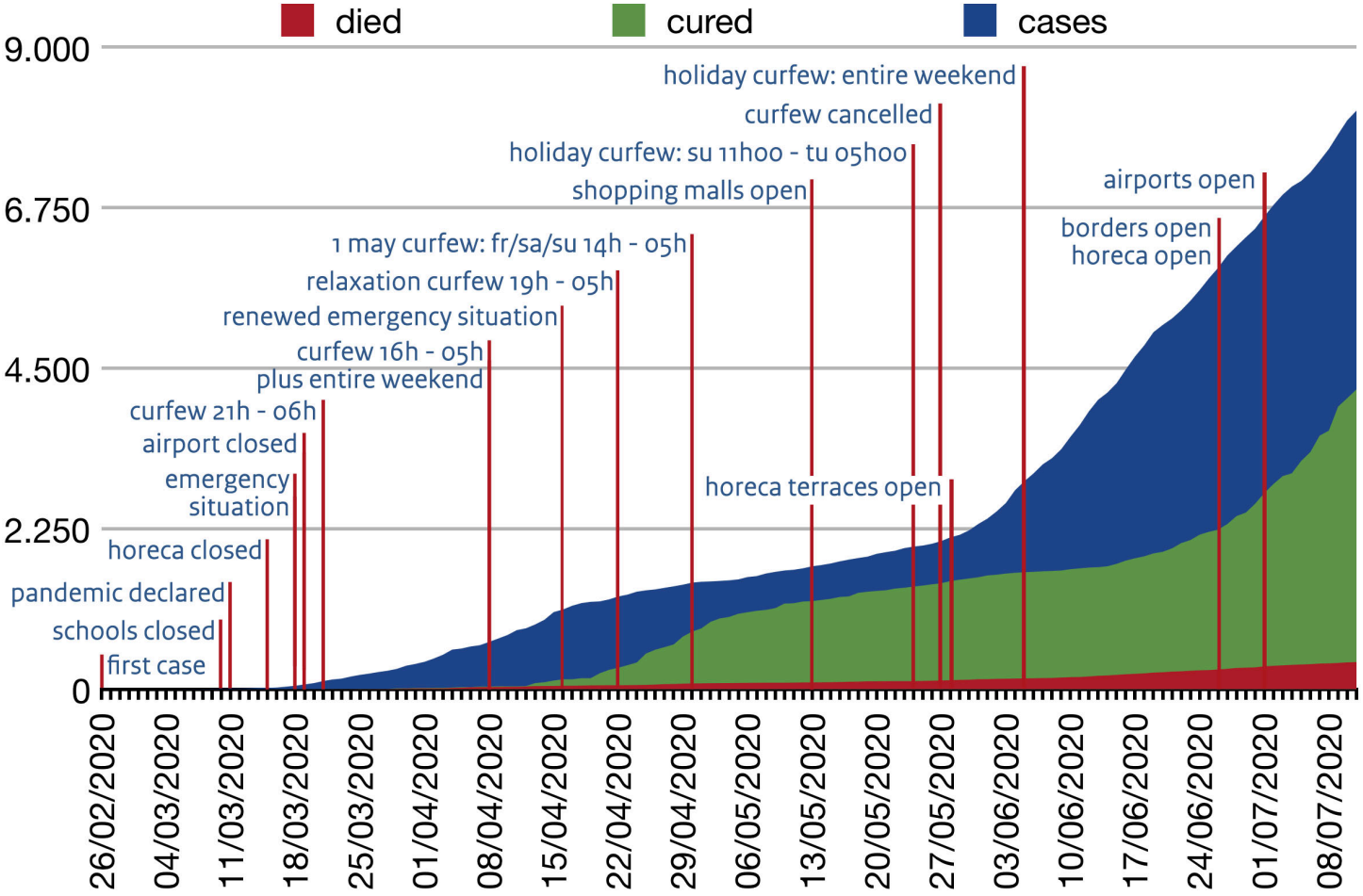
**www.boekestijntransport.com**

photos: InterWorks, NL Chamber, Dragana Jakimovska, screenshot youtube channel Koninklijk Huis

corona

# Timeline of the corona crisis in North Macedonia

**An overview of the total number of infections, cured and deceased patients with restrictive measures and relaxations of the same since the first case.**




The Corona virus Covid-19 first arrived in North Macedonia through a 40-year old lady who returned from Italy by minibus on 26 February.
Two weeks later, when 7 cases of Covid-19 were registered, the government closed all schools, one day before the World Health Organization declared the global pandemic.

### *local emergency situation*

On 13 March, when the total number of registered cases reached 13, the government proclaimed the emergency situation for the municipalities Debar and Centar Zhupa, where 4 new cases were registered that day. Together these municipalities have some 25,000 inhabitants.

Two days later, on Sunday 15 March (19 cases) all horeca in the entire country was closed.

### *enabling measures*

On Wednesday 18 March the emergency situation was proclaimed for the entire country. With parliamentary elections scheduled for 12 April, a technical government was in power while parliament had already discontinued its activities. In that situation the political leadership saw no other alternative than having the state of emergency declared by the president in order to enable taking measures by decree. There were 48 cases: 27 in Debar, 19 in Skopje, 1 in Gostivar and 1 in Stip. The airports and borders closed and on Saturday 21 March a curfew was introduced for 21h00-05h00.

### *weekend lockdown*

On 8 April the curfew was extended lasting from 16h00-05h00, plus the entire weekend. The total number of cases was 663 at that time.

### *stable number active cases*

On 15 June the political leaders agreed to have elections on Wednesday 15 July. On 23 June the government decided to open borders and airports.
From 26 June until 11 July (the last date in the graph) the number of active cases remained stable around 3,500. The total number of cases on 11 July was 8,111 with 382 deaths and 4,203 cured.

graph: NL Chamber

**corona**

# Trigger for development

**The economic landslide of the corona-crisis forces companies to quickly adjust capacities or develop alternative products or services.**

## Washable gown

With impending shortages and large volumes of waste due to disposable personal protection wear in health care, **Ten Cate Protective Fabrics** approached four Dutch companies to join forces and develop a sustainable solution.

The gowns and overalls are ultra-lightweight, comfortable, reusable and splash proof and they can be industrially washed at minimum 60°C. Moreover, the **Bluesign®** certified gown is also fully recyclable and domestically produced, reported **HAVEP**, one of the project partners.

HAVEP is the brand of the workwear and protective wear producer Royal Van Puijenbroek Textiel, a family company that runs a production facility in the village of Kadino, near Skopje.

Van Puijenbroek Textiel

Dutch textile solutions | since 1865

**Royal Van Puijenbroek Textiel**

w: www.havep.com
linkedin.com/company/...
facebook.com/havep
twitter.com/havepworkwear
instagram.com/havepwork...
www.youtube.com/user/...



## Garment trade

On 18 May the Macedonian government announced to launch an online trade platform for the textile, leather and furniture industry. Meanwhile, several Macedonian companies are already present at **Sqetch**, an online platform bringing together fashion brands and garment manufacturers. Started in 2015, the Dutch startup Sqetch received a 200,000 EUR SME innovation stimulation from the Dutch government in 2016. Sqetch applies a self-learning algorithm to match brands to producers. In October 2019 Sqetch merged with German Sourcebook, that was working on the same objective but offline, through trade fairs, conferences, workshops and networking events.

Sqetch

**Sqetch**

e: support@sqetch.co
w: www.sqetch.co
linkedin.com/company/sqetch
fb.com/sqetch.co
instagram.com/sqetch...




## Splash screens (1)

The producer of upholstered wooden chairs, **DIK Fagus** in Pehcevo, added splash screens to their portfolio. Supplying horeca wholesale companies in amongst others the Netherlands, Fagus instantly faced a drop of orders. Employing some 400 people, the company took the precaution to completely close the factories for several weeks. Meanwhile, Fagus also offers wooden framed splash screens with the chairs.

Macedonia DikFagus
Wooden chairs, sofas & tables production

e: office@fagus.mk
w: www.fagus.mk
fb.com/DIK-Fagus...

photos: Royal Ten Cate, DIK Fagus



## Splash screens (2)

The Dutch producer of table and chair covers and stage skirtings for the horeca sector Dena Texile Productions also saw the demand instantly drop down to zero in March and temporarily closed the production unit in Kocani. Meanwhile, the company developed a "**splash screen**" solution with which the employees could return to their jobs. The splash screen is a recyclable transparant PVC product for horeca and offices that is mounted to the ceiling and secures tables and desks from eachother.

DENA TEXTILE PRODUCTIONS

**Dena Textile at Work**

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

linkedin.com/..textile-at-work

fb.com/DenaTextile

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instagram.com/denatextile...

## Home office desk

"We suddenly have all the time to focus on product development!" Zoran Radonjanin of sofa set developer Feydom was already fully prepared to boost online sales all over Europe, supported by the **Feydom DesignerApp** to customize the product and virtually move it around your living room. Currently in testing phase is an electronically height-adjustable desk, especially interesting in times when people face the ergonomical limitations of the "kitchen table" at the home office.




FEYDOM®

w: www.feydom.com

www.facebook.com/feydom

twitter.com/feydominteriors

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## Boosting e-Tinex

Self-isolation measures followed by a curfew drastically increased the interest in home delivery. Supermarket chain Tinex started developing webshop **e-tinex.mk** early 2017 with a very modest logistics backbone, based on the development level of e-commerce under domestic consumers. The sudden surge of online orders led to delivery times of over a week and incomplete orders due to out-of-stock articles. Meanwhile, Tinex strengthened the logistics solution and implemented measures to limit out-of-stock issues, now serving eight major cities with home delivery from 10h30 to 21h30, seven days per week, including during curfew. An early bird client persisted in ordering online and witnessed the scaling up. Pleased with the improved service, he shared his compliments with NL Chamber: "They become more professional every day!"

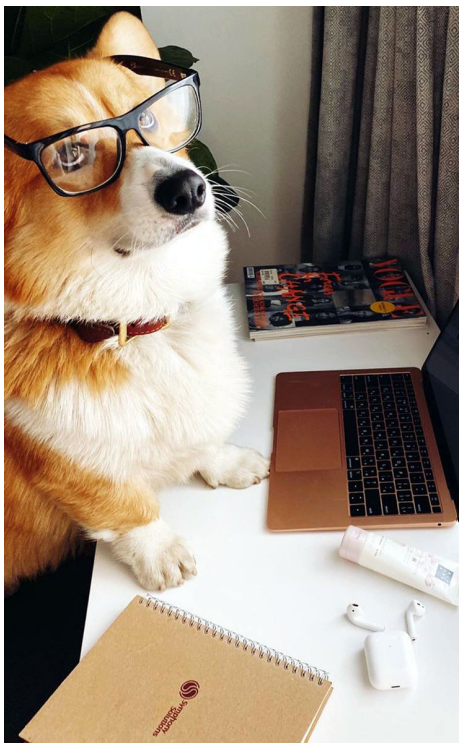



photos: Dena Textile Productions, Feydom Furniture, Tinex

corona

# Working from home

**Companies in IT and business services - many of them in Skopje - have been working from home for twelve weeks.**



*Symphony Solutions*

On 14 March the Macedonian government recommended companies to let their employees work from home as much as possible. Employees in software development, data processing, e-commerce solutions, graphic design and recruiting packed their equipment and continued working from home.

### *freedom or limitation*

For some of us working from home means freedom, for others however a serious limitation. As time past, timelines and app-groups got flooded by memes showing the downside of working from home, in particular with kids constantly requiring attention. Obviously,




*Frontwise Group*




*Frontwise Group*



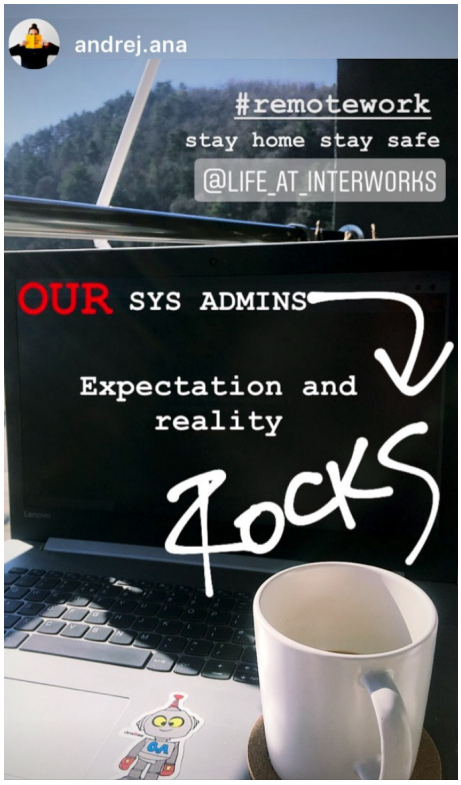

*The Big Search (formely Tomato Talent) gathering for April Fools Day*

employees with kids were most eager to return to the office as soon as possible. In the course of June companies gradually reopened their premises for those longing to be amongst colleagues or eager to regain focus and efficiency.

### *#workfromhome*

Where these companies were of course already used to video conferencing to discuss with their Dutch headquarters, branches in other countries or foreign clients, the webcam and laptop screen now also became the only way to meet with direct colleagues. As a way to express home office creativity, maintain team spirit or simply to give the world a sign of life, several companies shared screenshots of their Zoom-sessions and pictures themed **#workfromhome** on social media. On these pages a small selection of them.

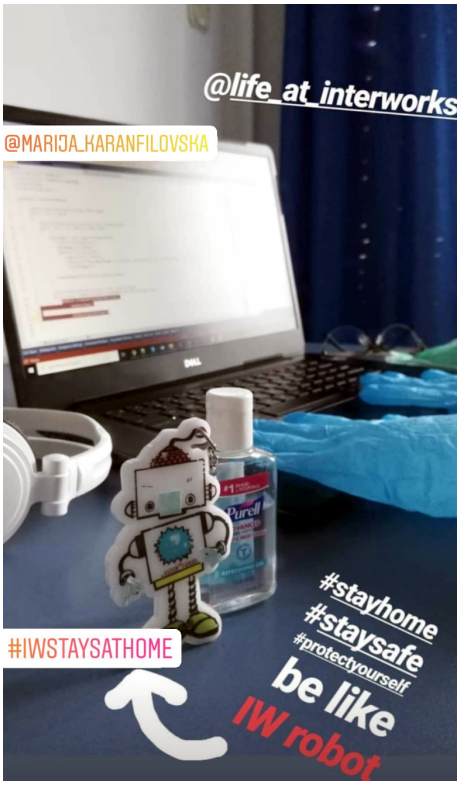
photos: Symphony Solutions, Frontwise Group, The Big Search



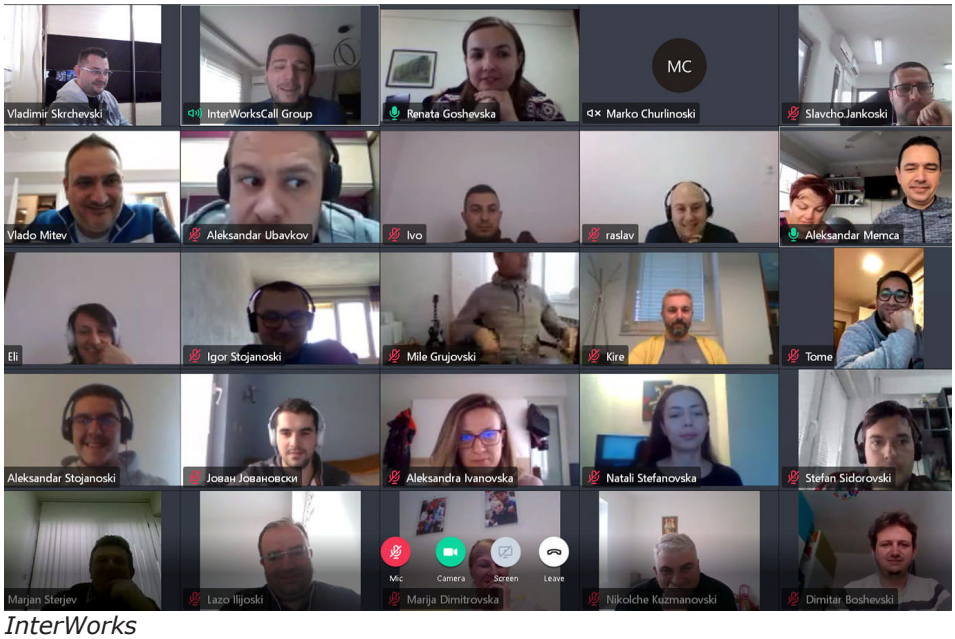

*InterWorks*




*InterWorks*



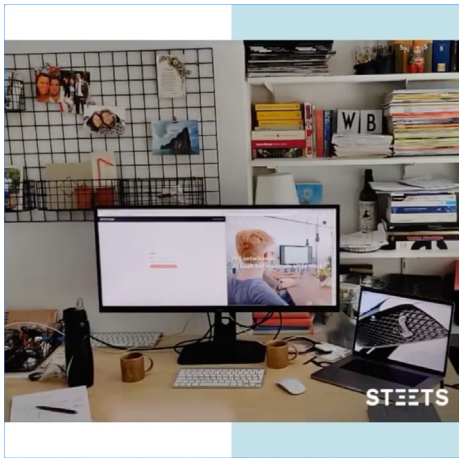

*InterWorks*



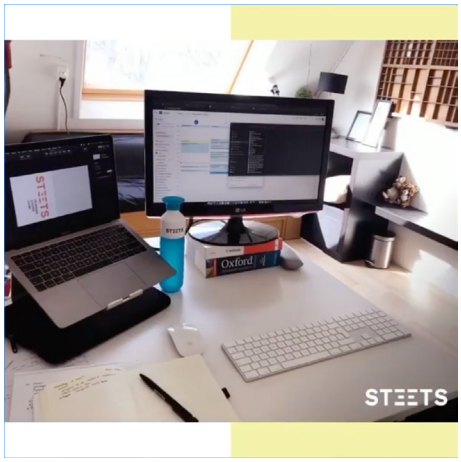

*InterWorks*



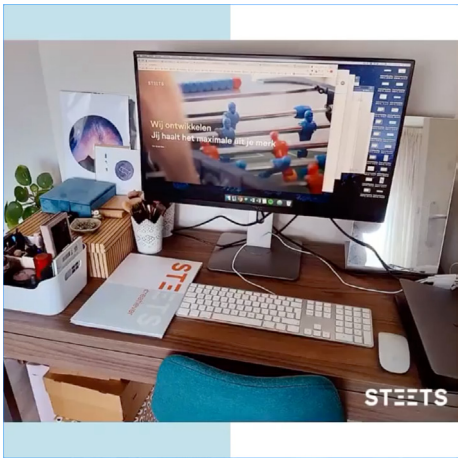

*One of the many memes that appeared on social media.*




*STEETS*

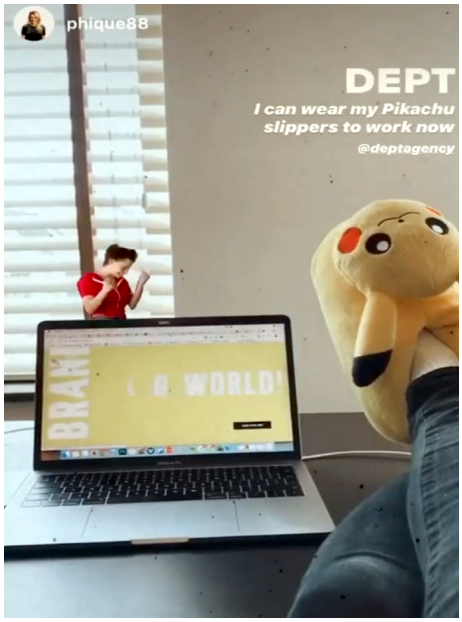



*STEETS*




*STEETS*

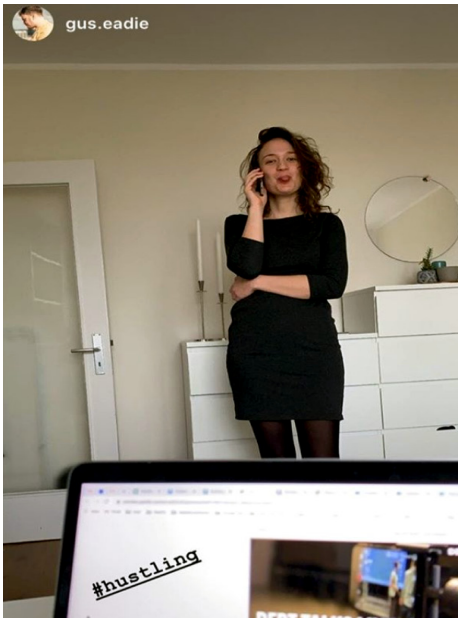
photos: InterWorks, STEETS




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*patron member*

ПИВАРА СКОПЈЕ
Најдоброто од Македонија
19 24

**www.pivaraskopje.com.mk**

photos: DEPT

**events**

# Second Balkan Business Dialogue

**The second edition of the Balkan Business Dialogue attracted 100 participants.**

Following the first Balkan Business Dialogue in March 2018, the Netherlands Enterprise Agency organized the second edition on 5 March 2020 in The Hague. Some 100 businessmen and representatives of the various governments attended the full day of speeches, presentations, panel discussions and thematic sessions.
**Peter Boekestijn**, CEO of NL Chamber's patron member **Boekestijn Transport Service** participated in a panel discussion on a public-private approach to solving challenges in the Balkan region.




**events**

# Upcoming events in times of corona

**Whether it is wise or possible to organize events remains unsure, but we do have plans!**

In times where online meetings are the standard, the best way to distinguish is to organize an offline gathering, which we do have in mind for the first half of September. Obviously, it is too early to decide.
The annual NL MeetUp, a gathering of our Dutch members in the Netherlands, is still scheduled to take place at the premises of Boekestijn Transport Services in Mill on Thursday 8 October.
Meanwhile, NL Chamber's Chef Paul Houthuijzen already started experimenting with South African cuisine for the ninth Dies Natalis celebration, scheduled for 14 January 2021.
NL Chamber director Bob Smit can already confirm: not only the names of the dishes, but also the combinations of flavours are really wonderful!



*Springbokkie*



*Bobotie with Begrafenis rys*

***next NL MeetUp***

**8 October 2020**

**Boekestijn Transport Service**
**Mill**

BOEKESTIJN
TRANSPORT SERVICE

photo: NL Chamber

**members**

# CSR Circle

**News about member initiatives in the field of Corporate Social Responsibility.**

***NL Chamber members increasingly initiate activities for the greater good of the local society, for example in education, sports and environmental care. Below is an overview of the current initiatives.***




## Local innovation

Dutch anthurium propagator **Anthura** in Kocani donated desinfection equipment to the local hospital. The "UV Guard" desinfects a room of 40 sqm in half an hour and was developed by Macedonian innovators **Ivica Pockov** and **Nikola Gligorov**.

**Anthura**

w: www.anthura.nl
linkedin.com/../anthura-b-v-
fb.com/anthura
twitter.com/anthurabv
instagram.com/anthurabv
youtube.com/channel/...

## Prepaid tax (1)

Early April dairy factory **BiMilk** in Bitola paid all remaining monthly down payments for profit tax over 2020 at once for a total amount of 245,000 EUR. Additionally, BiMilk donated patient monitoring equipment to the local hospital as well as dairy products to the most vulnerable people in Bitola through the Red Cross. The company also donated 3,000 liters of yogurt to the municipalities Debar and Centar Zhupa, that were under total lockdown for 30 days as the very first infection concentration. Upon the request of the Ministry of Health, BiMilk also supported maintenance and repair of respiratory equipment at the hospital in Skopje.

**Mlekara Bitola**

w: www.bimilk.mk
linkedin.com/company/bimilk
fb.com/BiMilk
twitter.com/BitolskoCupe
instagram.com/bimilk.mk



## Face masks

Through **Rotary Club Stip**, fashion company Linea and other local companies donated face masks and gowns to the local hospital. Face masks are also available at the Linea stores and the **webshop**.

**Linea**

e: info@linea.com.mk
w: www.linea.mk
linkedin.com/company/inea
fb.com/linea.mk
instagram.com/linea.fashion..




photos: MIA, BiMilk, Linea

# Kids at KIVO

In February the second grade pupils of "Emin Duraku" elementary school in Kaçanik visited the plastic bag producer KIVO.

The Dutch joint-venture in Kosovo regularly receives groups of youngsters and also supports the local NGO **Bonevet**.



**KIVO Plastic Verpakkingen**

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

linkedin.com/../kivo...

fb.com/kivoflexibleplastics

youtube.com/channel/...

# PCR tests

Food industry Vitaminka from Prilep increased the budget for donations with 57,000 EUR, half of which was spent on equipment, materials and PCR tests for the Ministry of Health.

**Vitaminka**

e: contact@vitaminka.com.mk
w: www.vitaminka.com.mk

linkedin.com/.../vitaminka

facebook.com/VitaminkaMa...

instagram.com/vitaminka.mk

www.youtube.com/user/...

Desinfectants and food products were also donated to the municipalities Prilep, Kavadarci and Stip, while all 170 employees of the Clinic for Infectious Deseases in Skopje were thanked with a food package.

**Cementarnica Usje**

e: contact@usje.mk
w: www.usje.mk

linkedin.com/company/titan..

www.youtube.com/channel/..

# Medical equipment

Cement factory Usje in Skopje donated 50,000 EUR to the Ministry of Health for the purchase of medical equipment.



# Prepaid tax (2)

Following the example of Bi-Milk, also Vitalia paid all profit tax down payments for the entire year for an amount of 114,000 EUR. The health food producer donated protective materials and food packages for the medical staff of the hospital in Skopje and provided food packages for vulnerable groups through the Red Cross.

**Vitalia**

e: contact@vitalia.com.mk
w: www.vitalia.com.mk

linkedin.com/.../vitalia...

fb.com/vitaliahealthyfood

twitter.com/vitaliamk

instagram.com/vitaliamk

youtube.com/channel/...

photos: KIVO, Vitalia

# Relief teams

In cooperation with the **Red Cross** and the municipalities of the city of Skopje, **Pivara Skopje** formed 10 relief teams operating every morning on working days from five locations. The teams provide medical assistance and logistics for food and personal hygiene products to vulnerable groups of citizens. An additional relief team is focussing on homeless people. These teams have been operating since 18 March. For the occasion of the celebration of World Red Cross on



8 March - also the birthday of the Coca Cola Company - Pivara Skopje and the **Coca Cola Foundation** handed over a donation of various materials to the Clinic for Infectious Diseases in Skopje.




**Pivara Skopje**

w: www.pivaraskopje.com.mk

linkedin.com/../pivara...

fb.com/pivaraskopje

twitter.com/pivara_skopje

instagram.com/polnacasa

youtube.com/channel...

# Recycling action

Together with recycling partner Pakomak, Pivara Skopje picked a sunny weekend in the city park of Skopje to remind the public of the importance of recycling of packaging materials - and at least not to leave the rubbish in nature.

**Tinex**

w: www.tinex.com.mk

linkedin.com/company/tinex

fb.com/TINEXmk

instagram.com/tinexmarket

# Tinex

Supermarket chain Tinex delivered a shipment of bed sheets, toilet paper, soap and desinfectants for donation to the Clinic for Infectious Diseases in Skopje.




**Pakomak**

w: www.pakomak.com.mk

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photos: Pivara Skopje, Tinex

## members

# Four new members

**All new members that joined NL Chamber since the previous magazine are a result of relations with existing members.**




Following the increasing exports to the Netherlands through Dutch importer (and NL Chamber member) **Univin**, Popov Winery joined in autumn 2019. The winery itself is located in the village of Sopot, near Kavadarci and recently finished construction works to expand the capacity.

**Popov Winery**

e: popov@popovwinery.com.mk
w: www.popovwinery.com.mk

fb.com/popovwinery

instagram.com/popovwinery




The first new member of this year is FMS, offering full range Facility Management Services to business centres and individual companies. For well-known office buildings like for example Soravia, FMS organizes everything from security, entrance management and cleaning to technical equipment maintenance.

**Facility Management Services**

e: contact@fms.com.mk
w: www.fms.mk

linkedin.com/.../facility...

fb.com/fms.skopje

instagram.com/fmsdooel

Medkon is a new Dutch company in Prilep, specialized in the niche of development and production of custom-made medical aids such as braces and orthoses, also for dogs.








Vitaminka is a well-known food producer from Prilep, established in 1956. Today, the company has a wide portfolio with various strong regional brands. Almost half of the production is for export, including production under private label for Western European retail chain groups.

**Vitaminka**

e: contact@vitaminka.com.mk
w: www.vitaminka.com.mk

linkedin.com/.../vitaminka

facebook.com/vitaminkama...

instagram.com/vitaminka.mk

www.youtube.com/user/...

photos: Popov Winery, FMS, Push Braces, Scandi Orthopedic, Vitaminka

members

# New Premium member: Cementarnica Usje

**Cement plant Usje joined NL Chamber as first Premium Member.**

**Cementarnica Usje AD** became NL Chamber's first Premium Member in June. The cement plant was established in Skopje in 1955 and employs some 300 people. The company became part of **Titan Group** in 1998. Titan Group, established in 1902 in Greece, also operates cement plants in Albania, Bulgaria, Egypt (2), Greece (3), Kosovo, Serbia, Turkey and the USA (2).

### *Belgian company*

In July 2018 Titan Cement International SA was established in Brussels with a registered capital of 1.2 bln EUR. Titan Group is now part of this Belgian holding that is listed at **Euronext** Brussels (TITC) since 23 July 2019.

### *emission reduction*

Titan is continuously investing in maintaining the highest environmental standards. Next to continuous investments in advanced filter systems and cleaner production technologies, another effort to reduce emissions is the global practice in cement industry to replace fossil fuels by cleaner alternatives. Cement production requires thermal decomposition of the raw materials at a temperature of 1,450°C.



*Board of Titan Cement International at Euronext Brussels*

### *refuse derived fuel*

Traditionally, coal is used in the furnaces, but everywhere in the world, coal is being replaced by RDF - **Refuse Derived Fuel**. RDF is retrieved from waste: not any waste, but carefully selected domestic, agricultural or industrial waste. Not any waste, because high and predictable caloric values are required to reach stable high temperatures. Not any waste, because certain types of waste will make things worse, like PVC, Polyurethane or leather. And finally: not any waste, because paper and PET can easily be recycled instead.

### *public opinion*

Since Macedonian domestic waste is mainly unsorted and landfilled, the alternative is to import carefully selected, sorted and shredded domestic


*Titan Cementarnica Usje in Skopje*

TITAN CEMENTARNICA USJE

**Cementarnica Usje**

e: contact@usje.mk
w: www.usje.mk

linkedin.com/company/titan..

www.youtube.com/channel/..

photos: Euronext, Usje

waste from elsewhere. Based on public opinions like "waste to poison us", the government decided to ban import of RDF.

### *domestic textile waste*

A good domestic source of RDF is cutting waste from textile industry: mainly polyester and cotton. The Macedonian textile industry annually disposes an estimated amount of 9,000 tons at landfills. The only obstacle: landfilling is obviously incredibly easy and cheap.



*Textile waste piling up at landfill Prilep*

**members**

## Symphony Solutions in FT1000

**The ranking of Europe's Fastest Growing Companies lists 13 Dutch companies.**




Symphony Solutions is one of the 13 Dutch companies in Financial Times' ranking FT1000 of **Europe's Fastest Growing Companies 2020**.
With an absolute growth rate of 238%, Symphony Solutions ranks 703rd in the list.

Symphony Solutions

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**members**

## Tomato Talent rebranded to The Big Search

**The Dutch executive search company also recently acquired Chosen AI.**

With offices in Amsterdam, Skopje, Berlin, London and recently also New York, the Dutch executive search company Tomato Talent decided to change her name into a global name that would not regularly raise eyebrows: The Big Search.

### *artificial intelligence*

Even more recently, The Big Search acquired **Chosen AI**, a company established in 2018 in London. Chosen AI develops artificial intelligence technologies to improve human resource decisions.
The data science and engineering team is now incorporating the algorithms and models into the hiring CRM and Talent Management platform of The Big Search, adding talent benchmarking and insights, predictive recruitment analytics and strategic succession planning.

THE BIG SEARCH

**The Big Search**

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photos: NL Chamber, Symphony Solutions

members

# Dena sponsor of Dutch Motogirl

**Dutch horeca supplier Dena Textile Productions became sponsor of a motorcycle racer.**

The Dutch producer of table and chair covers and stage skirtings for the horeca sector Dena Texile Productions decided to become sponsor of Manouk van Ooijen (25). Dena developed a motorbike cover.

**Manouk van Ooijen**

race number: 112
motorbike: Suzuki GSXR 600

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Van Ooijen is employed as researcher at the Dutch Food and Consumer Product Safety Authority, NVWA. But as a teenager Van Ooijen already rode a dirt bike in the backyard, turning it into a sport in 2012. In 2016 she started practicing with a 600cc motorbike as well and is now racing in the Dutch ProCup600.
Her first objective is now to reach top-10 positions in all races and later to join the SuperCup600 and eventually become the fastest lady of the Netherlands.




*Manouk van Ooijen with training bike Yamaha YZ125*




DENA TEXTILE PRODUCTIONS

**Dena Textile at Work**

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photos: Manouk van Ooijen

members

# Gerliko provides reinforcement armatures for DC floor

**New logistics centre near Eindhoven measures 67,524 sqm.**

The global logistics real estate developer **Prologis** from the US is building another **logistics centre** near Eindhoven Airport and highways A2, A50, A58 and A67. Dutch Gerliko, owner of Steel Con in Mlado Nagoricane, is providing the reinforcement armatures for the floors.

The multi-user distribution centre offers 65 docks at a 60,000 sqm warehouse space with a maximum floor load capacity of 50 kN/sqm.



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members

# Cementarnica Usje visited Dutch recycling plant REKS

**Following introductions during the latest Dies Natalis celebration, Titan cement plant Usje joined NL Chamber for a visit to plastic foil recycler REKS in Kosovo.**

On 25 February, Titan's technical director **Politis Stathis** and his team from cement plant Usje visited the brand new plastic foil recycling plant REKS in Kosovo. CEO **Maliq Gjyshinca** of REKS guided the delegation around the facility.
REKS is a Dutch-Kosovar joint-venture that returns polyethylene foil from industrial waste streams to granulate.
Gjyshinca explained that also the recycling process is not without waste. Every month REKS has 120 to 150 tons of sorted and washed tiny plastic flakes that cannot be used to make LDPE re-granulate.

Since Kosovo does not have any other option than landfilling, the waste is an ideal type of **RDF** (Refuse Derived Fuel) to replace coal in the furnaces of the cement plant. However, with the current import ban on waste, the companies have put their plans on hold.





photos: Prologis, NL Chamber

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youtu.be/Q3qgGvgYyFI

members

# Vitaminka launched olive oil range under Brilijant

**In April Vitaminka added three products under the Brilijant brand.**

Two years after food producer Vitaminka from Prilep restarted the production of sunflower oil at the refinery in Stip, Vitaminka added three olive oil products. Early 2018 the company bought the refinery of the well known local brand Brilijant, established in 1991.
Next to the sunflower oil and sunflower oil with omega 3, the portfolio is now enriched with extra virgin olive oil, as well as a mixture for salads and a frying oil.

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members

# Holmak finished extension with larger premises

**With new machines acquired last year, the production facility in Bitola of Dutch Holmak HeatX was in need of more space.**

Early 2019 the Dutch producer of counterflow heat exchangers Holmak HeatX acquired the production equipment from its German competitor.

### *fourteen lines*

Part of the equipment, fourteen automated production lines, were shipped to Holmak in Bitola, which therewith was in need of larger premises. By the end of 2019, the number of employees had already more than doubled to 80 people.

### *moving during corona*

The reduced order volume in the beginning of the corona crisis, provided the time to finally move into a 3,000 sqm production facility at the other side of the city.

### *tripled capacity*

Where the previous production capacity was 500 pieces per week, the new lines tripled the total production capacity to 1,500 pieces per week.



**Holmak HeatX - Staphorst**
**Holmak - Bitola**

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photos: NL Chamber, Holmak

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# BiMilk with Cermat into ice cream

**The neighbors from Bitola jointly developed an ice cream enriched with 10 vitamins.**

Dairy plant BiMilk in Bitola and the ice cream factory next door, Cermat, spent two years in developing an ice cream based on whole milk and enriched with 10 vitamins, like the milk and yogurt products in the portfolio of BiMilk.
The ice cream was introduced on 26 May in two versions: covered in white or dark Belgian chocolate.




**Mlekara Bitola**

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members

# Coyaconeya opened woodworking factory

**The sister company of Feydom will produce wooden frames and parts for upholstered furniture as well as solid wood articles.**

On 24 June minister of agriculture Trajan Dimkovski and deputy prime minister for economic affairs Mila Carovska visited the newly opened woodworking factory Coyaconeya in Vizbegovo.
The company with a total floor space of 1980 sqm will produce the wooden parts for the sofa sets of sister company Feydom, as well as certain solid wood products developed within Feydom's **House of 1000 Designers**.

### *0,1 MW solar power plant*

The roof of the facility is covered with solar panels for a total of 0,1 MW electrical energy, which is sufficient to run the entire factory.
A tree plantation with fast-growing Pauwlonia trees has already been established in order to supply the factory with fresh timber within a couple of years.



### *Who if not me?*

The company name Coyaconeya is a creative variation of the Macedonian sentence "Koj ako ne ja?" (Who if not me?), referring to the question who would establish such factory.

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w: www.feydom.com
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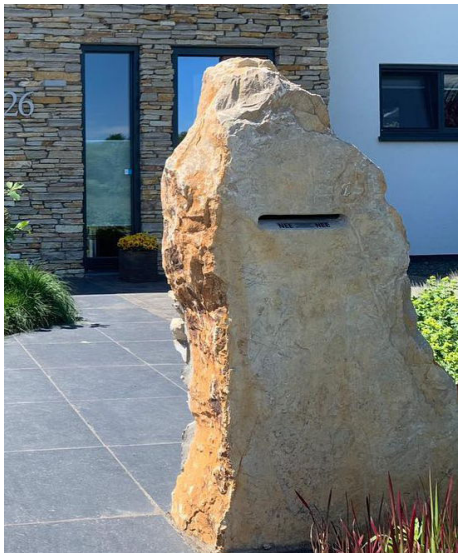
photos: BiMilk, NL Chamber

**members**

# Giant natural stone mailbox

**For one of its clients, Natuurgevelsteen also developed a matching mailbox.**

The Dutch company Natuurgevelsteen, active in natural stone facades with stone from quarries in North Macedonia, is always ready to provide something extraordinary. Upon request of the owners of a new house with a facade of natural stone, the quarry operators of Natuurgevelsteen carved out a giant mailbox to be placed in the garden. This Flintstones type of mailbox was made out of natural stone from the very same quarry as the stones of the facade.



NATUUR GEVELSTEEN®

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**members**

# Slabinck is constructing facility near the airport

**The production hall will bring the two current production locations together.**

The Belgian company Slabinck is constructing a production facility on a 13,000 sqm plot next to the highway in the industrial area Kjojlija opposite the airport. The new facility will accommodate both companies M-Steel and Metal Solutions.



SLABINCK
HIGH TECH METAL WORKS

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**members**

# Vitalia builds extension

**The extension provides space for two production lines and 50 jobs.**

Food producer Vitalia is building a 700 sqm extension for an extrusion line and a production line for cereal bars with some 50 additional jobs. Solar panels will supply both the new lines and part of the existing premises with electrical energy and heat pumps will provide cooling and heating.



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photos: Natuurgevelsteen, NL Chamber, Vitalia

**short**

## Farm shop

Fruit grower **Sven Wiggelo** and poultry farmer **Gertjan van Dam** developed a fully self-service concept for their joint farm shop, under the name "**Appeltje-Eitje**". The name refers to their core products, apples and eggs, but in this combination is also used as an expression for "something easy".

The **shops** in four cities are opened seven days per week from 07h00 to 21h00 and receive fresh products every single day straight from the farm. Unsold products continue to the wholesale market.

At the terminal in the middle, customers select and pay, after which one or more little doors open automatically to provide the products.

Appeltje - Eitje

## E-moped

After one year of preparations, four passionate Dutch guys started developing **Brekr**, an electric bike.

Raw, but stylish and lightweight with only 10 kg, the aluminium bike has a range of 50 to 80 km on a full battery.

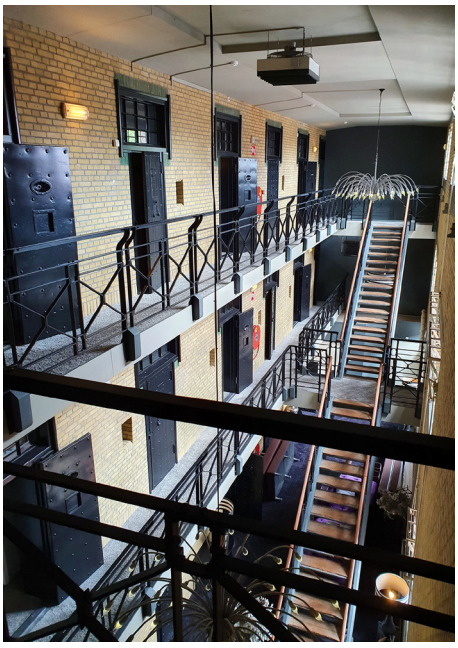





*The vending wall at a self-service farm shop of Appeltje-Eitje.*

## Prison Hotel

In the centre of the small Dutch town Almelo, 32 former cells now function as guest rooms in prison hotel **Huis van Bewaring**.



## Home Brewer

Originally started in summer 2015, it took years of development, trials and errors, postponements and delays. But finally, in autumn 2019 the Dutch startup **MiniBrew** from Utrecht was ready for the official European launch of their sophisticated MiniBrew Craft, an all-in-one automatic beer brewing machine. With a range of currently 19 "brew packs" with all ingredients for different craft beers, the app leads the owner through the recipe, brewing a beer in 10 to 36 days.



photos: Appeltje-Eitje, Brekr, Nathan Lärche, MiniBrew

# Award for Ventifoil

The eConowind-unit is a standard 40 ft. container with two 10-metre wing shaped elements, "Ventifoils" to add wind energy to containerships. The aerodynamic innovations create propelling force, reducing the fossil fuel consumption with 10-20%. This innovation and especially the ease of installation got **eConowind** the Maritime Innovation Award.




# Unilever Hive

The global food, personal and home care giant with Dutch roots Unilever opened its Global Foods Innovation Centre named **Hive** at the campus of Wageningen University in the Netherlands.

Unilever invested 85 mln EUR in the centre that will lead the innovation programmes for brands as Knorr, Hellmann's and the Vegetarian Butcher. Research areas include plant-based ingredients, meat alternatives and efficient crops, but also sustainable food packaging. The building has a fully circular interior and got certified as "outstanding" for sustainability.

Architect was **Paul de Ruiter Architects** from Amsterdam.

# Veles Violins

Svetozar Bogdanoski from the Macedonian town Veles built his first violin 35 years ago for his son **Kostadin**. Meanwhile Bogdanoski has made over 700 instruments with which he has gained global fame, reports **Reuters**.

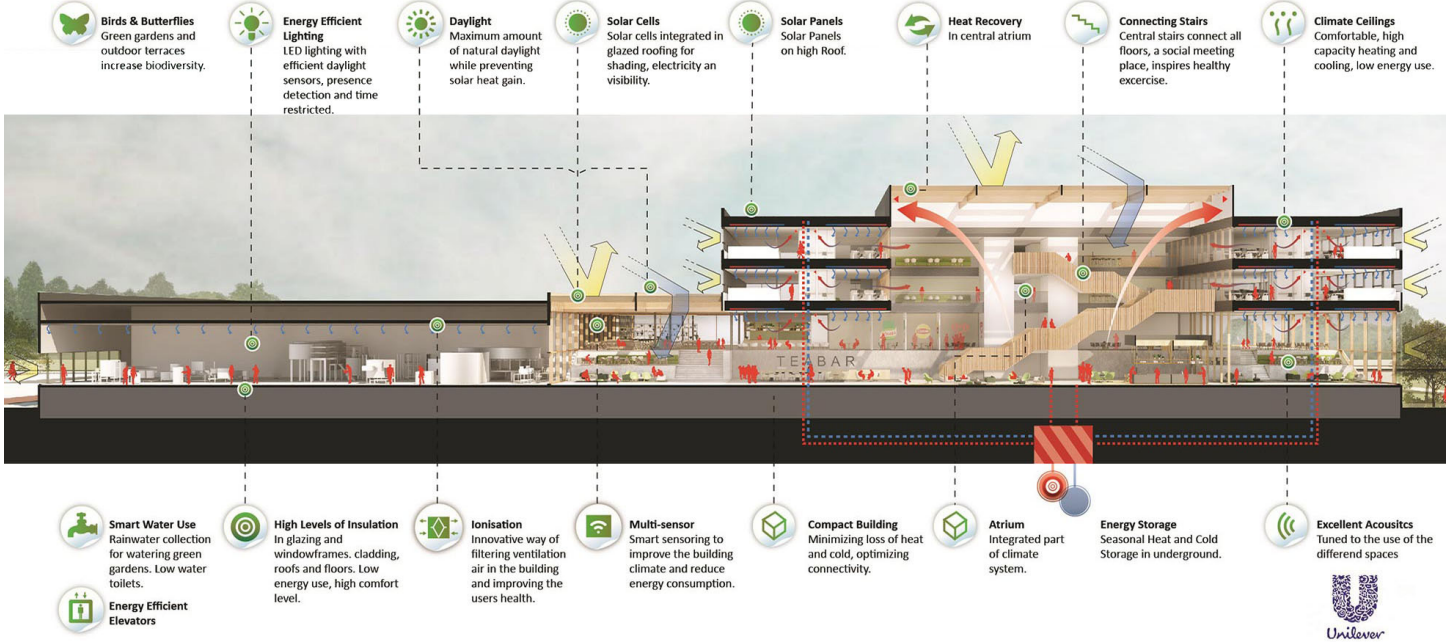


# Skopje Film Music

Started in 2008 as FAME's Project in rented studios, the French couple Aude and Laurent meanwhile have their own new dedicated studio for orchestra recordings for any type of project. Their **IMDB-profile** already lists way over sixhundred projects - mainly movies. Amongst the latest projects, is the movie **The Comeback Trail** with Robert de Niro, Morgan Freeman and Tommy Lee Jones, currently in post-production.



A recent release on their reference list is **Marionette** (2020) by the Dutch director Elbert van Strien, while the music for Reinout Oerlemans' **Nova Zembla** (2011) was also recorded in Skopje.




photos: eConowind, Unilever, Reuters, IMDB

**short**

# Trade Fairs

**Selection of upcoming trade fairs in the Netherlands.**

This list of upcoming trade fairs is a selection of larger fairs as well as smaller fairs in particular 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

Other locations:

**Autotron**, Rosmalen
**Evenementenhal**, Gorinchem
**Expo Houten**, Houten
**Kromhouthal**, Amsterdam

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.

This overview of trade fairs is also published separately:

Overview of Trade Fairs
**nl.mk/tradefairsNL**

| | |
|---|---|
| 26-27.08.2020 | **1.5 Meter Expo**, Mecc - Maastricht<br>*100 providers of solutions for the 1.5 meter society* |
| 05-06.09.2020 | **DanceFair**, online<br>*virtual conference on electronic music* |
| 15-17.09.2020 | **FutureTech**, online<br>*Masterclasses for Microsoft developers* |
| 15-17.09.2020 | **Empack**, Jaarbeurs - Utrecht<br>*320 exhibitors in packaging printing, labelling and converting, automation and logistics* |
| 16-17.09.2020 | **Big Data Expo**, Jaarbeurs - Utrecht<br>*85 exhibitors and 100 lectures* |
| 22-23.09.2020 | **Home Delivery World**, RAI - Amsterdam<br>*conference/exhibition last-mile retail logistics: white glove services, grocery e-commerce, urban logistics* |
| 22-23.09.2020 | **Test Automation Days**, Jaarbeurs - Utrecht<br>*conference on software testing* |
| 22-24.09.2020 | **Money 20/20 Europe**, RAI - Amsterdam<br>Annual FinTech event; max. 4,000 visitors |
| 23-24.09.2020 | **PromZ.live**, Kromhouthal - Amsterdam<br>*promotional articles and relational gifts exhibition* |
| 27-29.09.2020 | **Vélovak**, Evenementenhal - Gorinchem<br>*100 exhibitors for bicycle retailers and distributors* |
| 30.09.2020-02.10.2020 | **EV Charging Expo**, online<br>*virtual summit on electric vehicle charging infrastructure and technology* |
| 30.09.2020-01.10.2020 | **Safety&Health@Work**, Ahoy - Rotterdam<br>*platform for professionals in safety at work* |
| 02-04.10.2020 | **Second Home**, Jaarbeurs - Utrecht<br>*consumer fair for weekend and holiday houses* |
| 06-08.10.2020 | **MetaVak**, Evenementenhal - Gorinchem<br>*70 exhibitors in metal working* |
| 06-08.10.2020 | **Bouw Compleet**, Evenementenhal - Hardenberg<br>*120 exhibitors in the regional construction sector* |
| 12-14.10.2020 | **BBB Horeca Exhibition**, Mecc - Maastricht<br>*400 exhibitors and 14,000 visitors in horeca* |
| 13-15.10.2020 | **Maritime Industry**, Evenementenhal - Gorinchem<br>*350 exhibitors in maritime industry* |
| 20-22.10.2020 | **GreenTech**, RAI - Amsterdam<br>*470 exhibitors in horticulture and floriculture industry* |
| 27-28.10.2020 | **Plastic Recycling Show**, RAI - Amsterdam<br>*exhibition and conference* |
| 27-29.10.2020 | **Building Holland**, RAI - Amsterdam<br>*250 exhibitors in construction, installation, real estate* |
| 03-06.11.2020 | **Interclean**, RAI - Amsterdam<br>*900 exhibitors in professional cleaning industry* |
| 04-05.11.2020 | **ICT & Logistics**, Jaarbeurs - Utrecht<br>*200 exhibitors and 150 on IT for logistics* |
| 17-19.11.2020 | **Marine Equipment Trade Show**, RAI - Amsterdam<br>*World's largest leisure marine equipment, materials and systems exhibition* |
| 17-19.11.2020 | **Recycling Vakbeurs**, Evenementenhal - Gorinchem<br>*150 exhibitors in recycling tech., waste management* |
| 18-19.11.2020 | **Packaging Innovations**, Taets Park - Amsterdam<br>*packaging materials, machines, coding, labelling etc.* |
| 23-24.11.2020 | **World Bulk Wine Exhibition**, RAI - Amsterdam<br>*210 wineries from 20 countries* |
| 24-25.11.2020 | **European Women in Tech**, RAI - Amsterdam<br>*conference with 70 speakers* |
| 24-25.11.2020 | **IoT Tech Expo**, RAI - Amsterdam<br>*IoT, AI, Big Data, cyber security, cloud, 5G, blockchain* |
| 24-25.11.2020 | **Free From - Functional Food**, RAI - Amsterdam<br>*exhibition on functional food and health ingredients* |






Overview of Trade Fairs

**nl.mk/tradefairsNL**

01-03.12.2020 **Maintenance**, Evenementenhal - Gorinchem
industrial maintenance and asset management

02-03.12.2020 **World Private Label / PLMA**, RAI - Amsterdam
*european private label producers in food and non-food*
*2,700 exhibitors, 60 regional pavilions*

08-11.12.2020 **EAGE 2020**, RAI - Amsterdam
*geoscience and engineering conference and exhibition*

10-14.12.2020 **Masters Expo**, RAI - Amsterdam
*luxury life style exhibition*

11-13.01.2021 **Wine Professional**, RAI - Amsterdam
*100 wine exhibitors*

12-15.01.2021 **InfraTech**, Ahoy - Rotterdam
*650 exhibitors in infrastructure technology*

13-17.01.2021 **Dutch Tourism Expo**, Jaarbeurs - Utrecht
*850 exhibitors; first day for professional visitors only*

14-17.01.2021 **Horecava**, RAI - Amsterdam
*800 food service exhibitors*

20-21.01.2021 **BioBeurs**, IJsselhallen - Zwolle
*350 exhibitors in the sustainable organic food chain*

27-28.01.2021 **WebWinkel Vakdagen**, Jaarbeurs - Utrecht
*250 exhibitors and top speakers digital commerce*

27-29.01.2021 **Vakbeurs Facilitair**, Jaarbeurs - Utrecht
*400 exhibitors; products/services facility management*
*i.e. maintenance, cleaning, catering, ict, reception etc.*

28.01.2021 **Event Summit**, Ahoy - Rotterdam
*600 exhibitors and 30 speakers in event organization*

08-12.02.2021 **Bouwbeurs**, Jaarbeurs - Utrecht
*500 exhibitors in construction*

09-10.02.2021 **Nederlandse Kerstpakkettenbeurs**, Expo - Houten
*100 exhibitors in relational gifts for christmas*

23-25.02.2021 **HortiContact**, Evenementenhal - Gorinchem
*500 exhibitors in horticultural technology and supplies*

12-14.03.2021 **Beurs Eigen Huis**, Jaarbeurs - Utrecht
*consumer fair for (re)construction of private homes*

16-17.03.2021 **Independent Hotel Show**, RAI - Amsterdam
*150 leading suppliers to luxury and boutique hotels*

21-23.03.2021 **ProWein**, Messe - Düsseldorf
*Macedonian pavilion at 15G21, with our members*
***www.popovwinery.com.mk, www.stobiwinery.mk***
*and* ***www.tikves.com.mk***

23-25.03.2021 **Aqua Nederland**, Evenementenhal - Gorinchem
*370 exhibitors in water technology*

23-26.03.2021 **Intertraffic**, RAI - Amsterdam
*900 exhibitors in traffic and parking management*

29-31.03.2021 **Maintenance Next**, Ahoy - Rotterdam
*manufacturing and services in industrial maintenance*

31.03.2021 **Infosecurity** and **Data&Cloud Expo**, Expo - Brussels
01.04.2021 *exhibition on IT security, data and cloud solutions*

13-15.04.2021 **Utech Europe**, Mecc - Maastricht
*200 exhibitors in global polyurethanes industry*

09-12.05.2021 **Biotechnology Congress**, Mecc - Maastricht
*european scientific congress*

18-20.05.2021 **Zorg & ICT**, Jaarbeurs - Utrecht
*healthcare and ict*

19-22.05.2021 **Support**, Jaarbeurs - Utrecht
*tools, mobility, leasure, sport and domotica*
*for people with restricted mobility*

14-18.09.2021 **50plusbeurs**, Jaarbeurs - Utrecht
*600 exhibitors in travel, living, comfort for elderly*

27-28.09.2021 **Vakbeurs Foodspecialiteiten**, Expo - Houten
*food specialties trade fair*