



magazine WINTER 2021

17

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

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InterWorks transformed into IWConnect

RADiUs Architects nominated for EU Mies Award

DIK Fagus started construction Stip City Mall

The Big Search and DEPT amongst top Dutch scale-ups

New general manager for Pivara Skopje

Frontwise improved office space

Feydom wins German design award

short

Short news / Calendar of Trade Fairs

patron members:



events

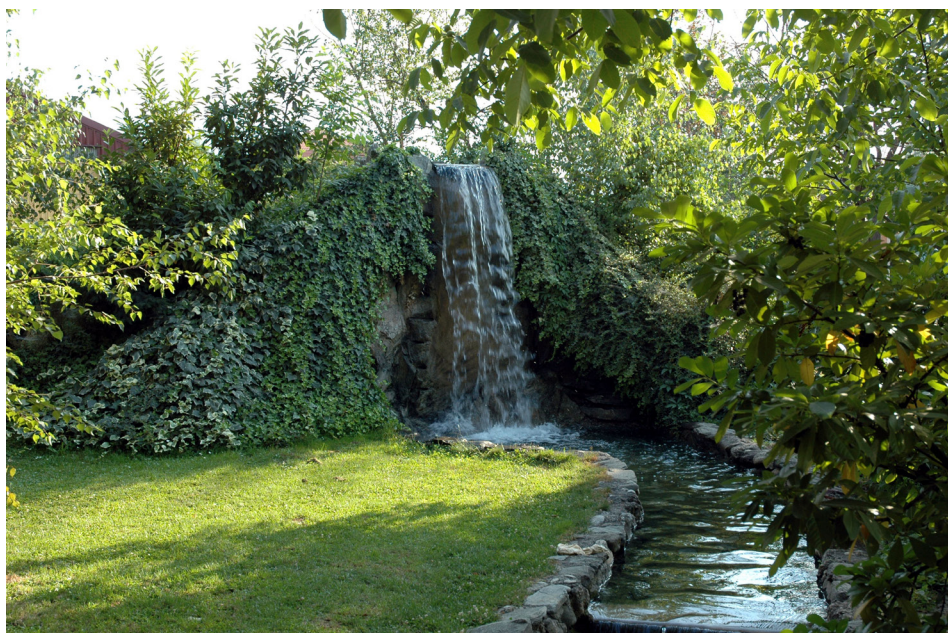
Aiming for summer edition Dies Natalis

Blue sky, bright sun and light outfits: postponing NL Chamber's anniversary celebration provides the opportunity for creating a totally different atmosphere!

A full year without events, a full year of only individual meetings... It is still too early to confirm, but we are targeting a postponed 9th Dies Natalis celebration somewhere in June this year.

braai

If the epidemiological situation allows, we might be able to create a wonderful warm celebration under a blue sky with a bright sun. Fortunately, this year's theme is fully adaptable to summer, since a South African menu should actually include *braai*, barbecue.



events

Webinar on economic support measures

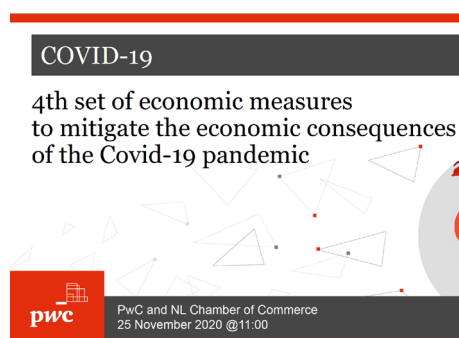
The online info session provided an overview of governmental support for companies.

The global pandemic caused rapidly changing measures with great impact for the private sector. By November the Macedonian government already introduced the fourth set of measures to support the economy.

The Netherlands Embassy in

Skopje hired PwC to provide a comprehensive overview of all relevant measures for the Dutch business community in North Macedonia.

Twenty participants from fifteen companies joined the webinar that took place on Wednesday 25 November.



patron member



www.pivaraskopje.com.mk

events

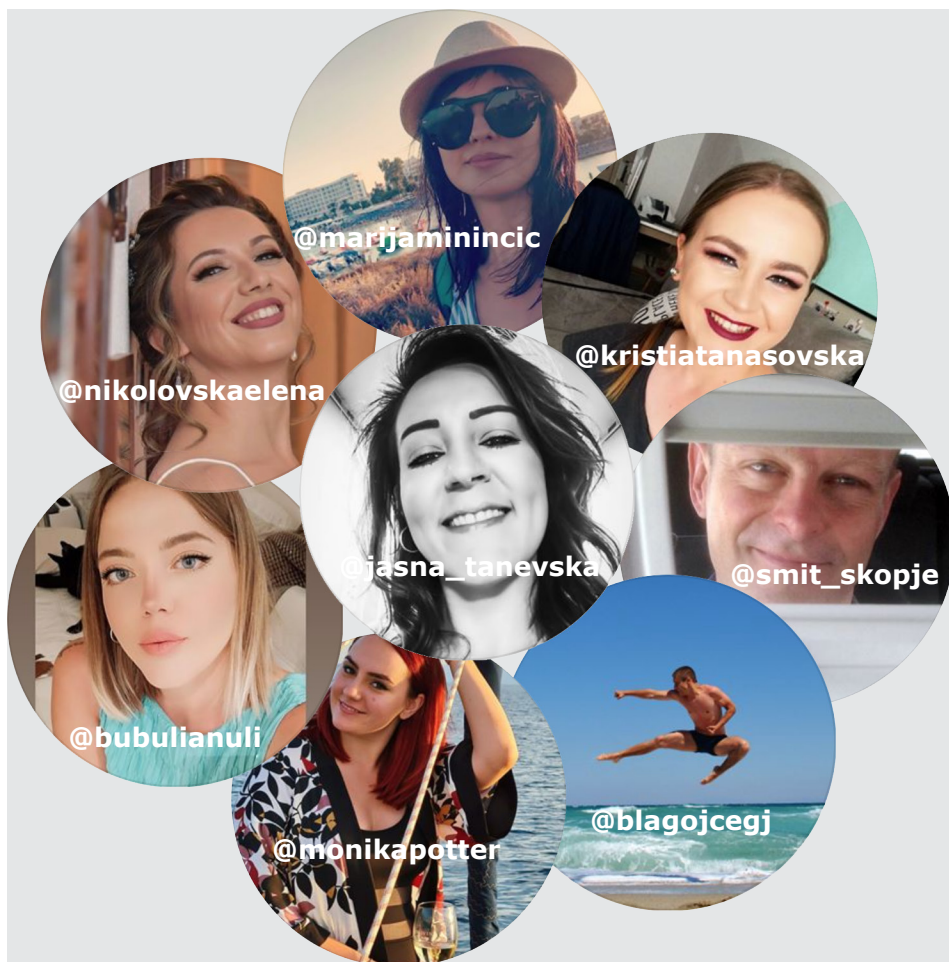
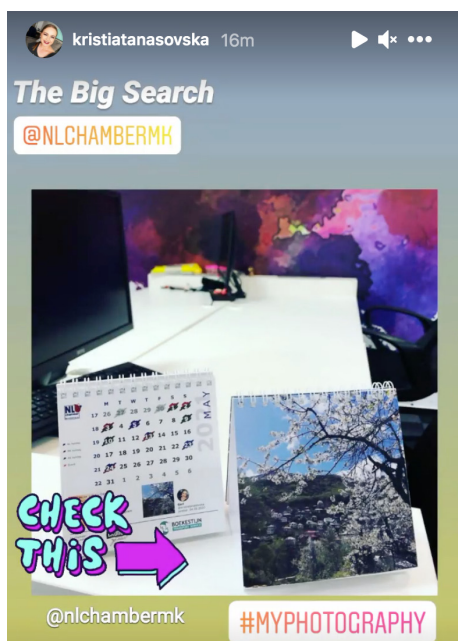
Calendar with unique contributions

Macedonian sceneries captured and posted on Instagram by staff of our members.

Tech recruiter at DEPT Technology Macedonia, **Jasna Tanevska**, unknowingly provided the idea for this year's desk calendar by sharing wonderful pictures on her Instagram account. Macedonian sceneries without people, captured and posted on Instagram by staff of our member-companies and matching the seasons, became the criteria. Where usually the Dies Nata-

lis celebration is the moment to hand out the calendars, this time the "event" was another

journey along all companies for an individual conversation with a coffee.



Thanks to all contributors!



Instagram story by @monikapotter covering NL Chamber's calendar 2021 featuring her picture "Picnic on Vodno".

corona

Inspiring examples of swift entrepreneurial adaptation

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

The previous edition of this magazine showed how our members adapted to the situation by introducing new products and working from home. This time we show you some inspiring Dutch examples.

Events to studio

After a wealthy exit from internet bank **Binckbank**, serial entrepreneur Pim Bertens invested in a "cool little business", called **Quizzit**, offering customized quizzes for company parties. In March all orders got instantly cancelled - including a recent massive contract for organizing quizzes at all holiday parks of **Center Parks** in the Netherlands, Belgium, France and Germany.

Bertens worked day and night to develop a corona-proof businessmodel with online quizzes and a mobile app for voting. While using temporary studio locations, Bertens bought a 600 sqm office building and within a month turned it into an ultra-modern studio complex with four settings: talkshow, living room and two green screen studios. There are no cameramen: all cameras are managed from the control room.

webinars and TV shows

Having secured the company quizz market, Bertens moved into webinars with a new company **Q Broadcasting**.

In november and december the entire capacity was fully booked and also served some TV shows. During summer Center Parcs already returned for online entertainment: three months of six shows per week in three languages.



The living room studio at Q Broadcasting

Autonomous shop

Back in 2015 business partners **Laurens de Kleine** and **Patrick Dekker** laid the foundation for Wundermart, "the world's first plug and play autonomous shop solution". The modular unmanned convenience shop focussed on the hotel industry with already 30 foodmarkets at Marriott, Hyatt, Best Western and NH hotels in the Netherlands and Germany. Clients pay averagely 25,000 EUR per shop, after which they share in the turnover.

Whereas the pandemic severely hit the entire hospitality sector, **Wundermart** moved into the office market for which in August they received 3 million EUR growth capital from Amsterdam based **Slingshot Ventures**. With reduced staff at offices, Wundermart offers a competitive alternative to in-house catering services.

checkout-free

In February Wundermart announced a partnership with AiFi from California to imple-



Wundermart unmanned shop at a hotel lobby

ment their computer vision technology for fully automated checkout without the need to scan individual products, while at the same time improving automatic inventory management. AiFi's solution combines artificial intelligence, camera image recognition and scalable sensor fusion technology to trace products taken of the shelves or from the fridge, or placed back, providing a checkout-free operation.

NanoStore Ahold Delhaize

AiFi was founded in 2016 and in September 2019 Dutch retail multinational Ahold Delhaize opened a **checkout-free autonomous store** with AiFi's technology in front of its headquarters in Zaandam. Meanwhile the container-sized shop under the AH to Go brand has been relocated to Amsterdam Airport Schiphol. Customers

open the door with their payment card and have their purchases billed automatically.

from coffee to food

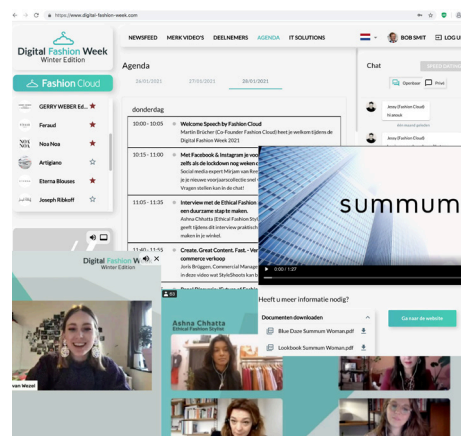
While Wundermart meanwhile already more than doubled the number of stores and also entered the Belgian market, **Ahold Delhaize** moved into the same business. Its supermarket chain Albert Heijn announced a partnership with Swiss **Selecta** to open at least 100 autonomous mini convenience stores at offices in the Netherlands and 25 in Belgium. Selecta is a B2B coffee service provider, facing a drastically decreased coffee consumption at offices. The partnership allows Selecta to offer its many existing clients a total food and beverage solution that is fully scalable to fluctuating numbers of employees at the office.



Checkout-free autonomous store AH to Go at Amsterdam Airport Schiphol

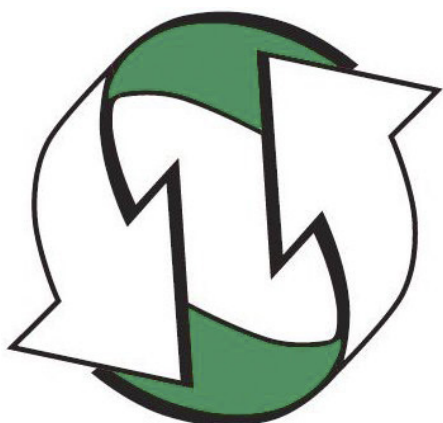
Digital Trade Fair

In 2015 **Fashion Cloud** was established in Hamburg and in 2018 they opened an office in Amsterdam. The company aims to become the leading platform in fashion wholesale, bringing brands and retailers together with collection presentation, brand management, online ordering and inventory management.



From 26-28 January 2021, Fashion Cloud hosted its second **Digital Fashion Week** in which NL Chamber participated. The trade fair offered a wide variety of presentations and discussions on various topics in three live streams in German, Dutch and English, while 150 mainly German and Dutch brands were present with brand videos and downloadable collection overviews in PDF.

patron member



BOEKESTIJN

TRANSPORT SERVICE

www.boekestijntransport.com

corona

Creative alternatives for usual celebrations

Nothing is as usual for about a year now. Two of our members were particularly creative in adapting to the circumstances.

Drive-Through

Instead of the annual christmas party, anthurium and orchid breeder Anthura organized a Christmas Drive-Through at its headquarters in Bleiswijk. From 15 to 17 December employees were welcomed by Santa, while driving by a sleigh with reindeer and a ski lodge with a DJ. They received their christmas packages as well as a cup of hot chocolate.

See the video impression at:
[vimeo.com/492483423/...](https://vimeo.com/492483423/)



Anthura

w: www.anthura.nl

[linkedin.com/./anthura-b-v-](https://www.linkedin.com/company/anthura-b-v/)

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Christmas Drive-Through at Anthura in Bleiswijk

tival for all employees from the 26 offices in 11 countries, clients and business partners.

a little crazy

In an era full of online meetings, DEPT grabbed the challenge to create the next-level virtual experience, where "three hours feel like three minutes; full of energy, a little crazy, but above all personal," as DEPT CEO **Dimi Albers** explained. Therewith, the event was turned into a digital show-

case of all the visual, technical and above all creative skills the agency has to offer.

The DEPT Winterfestival presented a 3D festival map with 15 thematic stages, offering for example upcoming trends in 100-second snapshots. Just like a computer game, visitors could explore the festival grounds and enter buildings.

Virtual Festival

Every year the digital marketing and e-commerce network DEPT Agency organizes a fes-



Virtual event grounds of the DEPT Winter Festival

DEPT

Dept Agency

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innovation

WICE: wine icecream

A young Macedonian entrepreneur developed a process to produce ice cream with real wine - and also created a food additive out of wine pomace.



Sofija Daceva

During her master studies innovation and entrepreneurship at Warwick University, **Sofija Daceva** (25) started her company Matryoshka in Skopje to develop a process to create a wine ice cream under the name **WICE**.

up to 13.5% alcohol

In order to produce an ice cream with real wine - not only with the taste of wine - Daceva had to find a solution



Wine ice cream trial with Merlot

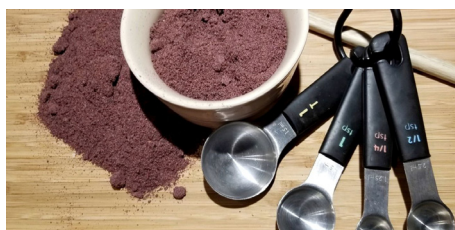
for the difference in freezing points of wine and ice cream. The research team developed a technology that increases the freezing point of wine from -18°C to 0°C . The result is a delicious treat with up to 13.5% alcohol.

waste to food additive

During the research Daceva discovered that wine marc or **pomace**, the waste of the wine industry, is rich of beneficial ingredients. Whereas the Mace-



Wine pomace



Food additive of wine pomace

donian wine industry annually creates 22,000 tons of this waste, Daceva started to turn this waste into a multifunctional **additive** for the food industry as antioxidant, dietary fibre and natural food colouring.

factory

The startup received support through various programmes of Warwick University and the Macedonian **Fund for Innovations and Technological Development** and is now ready to



open a production facility. The factory for both the wine ice cream WICE and the food additive is supported by **XFactor Accelerator Veles** and production is expected to start in the next couple of months.

Work of Art

The packaging design is also ready: a lovely box representing the fusion of Merlot, chocolate and sour cherry into ice cream as *Work of Art*.

The second masterpiece combines Riesling with vanilla and raspberry and the packaging features Dutch painters Van Gogh and Vermeer.



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.



Award for Pakomak

Packaging waste management company Pakomak received the national **Energy Globe Award** for its project "Hocus Pocus, Recycling in Focus", a theater show to educate children about waste selection and environmental care.

The show started in February 2018 with "eco-illusionist" **Kristian Shopov**.



Pakomak

w: www.pakomak.com.mk

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

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

Reverse vending

Pakomak installed the first reverse vending machines! Where in the Netherlands every supermarket has such a machine to return the deposit on plastic bottles, in North Mace-



donia the principle is to give the citizens another kind of incentive for returning PET bottles and aluminium cans. The incentives can be different for every municipality and therefore the system does not require a nation-wide approach.

Kumanovo

The first few machines were installed in the municipalities Kumanovo, Kriva Palanka and Lipkovo. Pakomak expects to expand to other municipalities in the course of 2021.



Laptop donation

Dairy factory BiMilk and Pakomak donated laptops to

the **SOS Children's Village** in Skopje. The equipment is used by the kids to attend school online.



Mlekara Bitola

w: www.bimilk.mk

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[instagram.com/bimilk.mk](https://www.instagram.com/bimilk.mk)

[youtube.com/user/mlekara...](https://www.youtube.com/user/mlekara...)

Most sustainable

Coca-Cola HBC - where HBC stands for the Hellenic Bottling Company - was again named "Europe's most sustainable beverage company" by the S&P Dow Jones Sustainability Index.

Coca-Cola HBS is together with Dutch Heineken owner of NL Chamber Patron Member Pivara Skopje.

See the press release at:
www.coca-colahellenic.com



HalkVeloGreen

On 8 September, Independence Day, 100 professional and 200 recreational cyclists gathered in Mavrovo for the HalkVeloGreen cycling tour of 22 km, organized by Halkbank.

HalkEco platform

The registration fees that the participants paid go straight into planting trees. Through the HalkEco platform and the app that stimulates users to walk or bike instead of using the car, Halkbank already



Nikola Lefkov, winner professional



Margarita Stavrevska, winner recreational

planted 17,000 trees all over the country.

On the pictures left and above:
Nikola Lefkov 31:58
male winner professional

Margarita Stavrevska 41:38
female winner recreational



Halkbank AD

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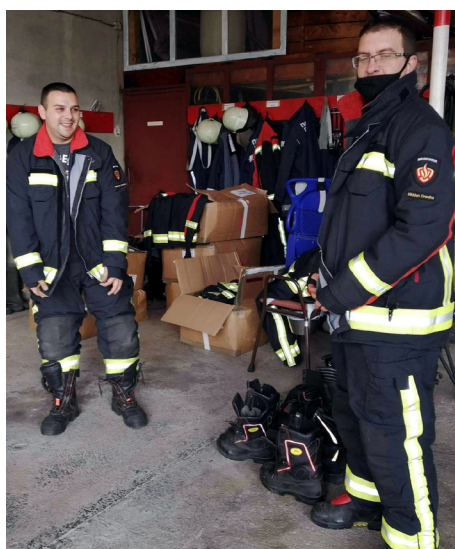
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Protective wear

In December the fire brigade of Gevgelija received a donation of boots, pants and coats from the Netherlands. The protective wear was donated by NL Chamber member Microdonia in co-operation with local NGO **Changemakers4All**.

Microdonia is a micro-investment fund, established in 2015 by 20 Dutch business friends around the company **Natuur-gevelsteen** - importer of natural stone from three quarries in North Macedonia.



w: www.microdonia.nl

Cycle4Charity

Software developer Intertec.io organized a one-hour cycling tour on Tuesday evening, 27 October. Objective was employees, business partners, friends and everyone else to donate and join the tour. The total donated amount of 20,000 MKD was handed over to local NGO **Real acts of kindness**, with which Intertec.io recently closed a long-term co-operation.



Intertec.io

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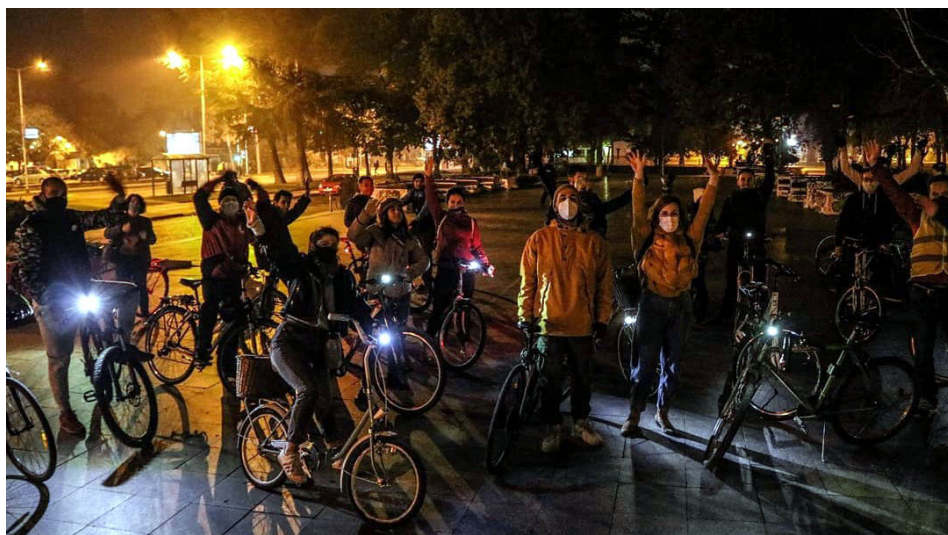
ig instagram.com/intertec.io

Cycling the world

The Dutch couple Ben and Linda decided to cycle around the globe: 100,000 km through 80 countries in 7 years. With sponsorships they aim to reach 1 EUR/km for various donations along the road.

Judo Club

By the end of August they reached Prilep and bumped into Dejan Shirkoski of the Dutch company **Skylla** who



Part of the Cycle4Charity participants with Intertec.io

generously took them in tow for the next two days. Ben and Linda arranged a **donation of 25 kimonos** for the local **Judo Club Seishin** of which Shirkoski is an active member.

Gevgelija

At their next destination, Gevgelija, both Nova TV and daily newspaper Vecer had an

interview with the couple. See their video about the Judo club: youtu.be/Ej11gvvIcQg

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members

In memoriam: Zoran Rosomanov

After several weeks in hospital, the founder of Bato & Divajn passed away.

Zoran Rosomanov built up a leading offset printing company, Bato & Divajn, as well as a production company for commercial interior design, working for various global brands. In September 2014 Rosomanov hosted NL Chamber's first Back to Business Breakfast in a wonderful setting on the green slopes behind the company.

unique with a funny twist

Although he left attending other NL Chamber events to his staff, he always made sure they brought a special surprise: something totally unique with a funny twist. "I always imagined him laughing out loud while creating," said NL Chamber director Bob Smit, remembering those surprises.

cheerful

On Saturday 30 May 2015, Thijs Zomer of NL Chamber member Natuurgevelsteen visited Rosomanov. Equally cheerful, both successful businessmen also shared a passion for motorcycling and became close friends. In July 2016 Rosomanov was guest of honor at the Dutch TT in Assen.

eager for something new

Exactly one week after introducing Zomer, Smit brought a Dutch entrepreneur in digital printing to Bato & Divajn. Always eager for something new, Rosomanov decided to visit the Dutch company with Smit the next month. Whereas the intention was to setup a joint service for printing of online ordered photobooks, Rosomanov decided to go with that on his own. Smit: "As people



Zoran Rosomanov

29.08.1965 - 28.11.2020

they got along very well, but businesswise Rosomanov had his doubts. And he was right: two years later the Dutch company went bankrupt." Rosomanov passed away on

Saturday 28 November at the age of 55, after five weeks in hospital, fighting corona. Our thoughts are with his wife and daughter, his wider family and many friends.

members

Five new members in five different sectors

Since summer five new members in employment services, hospitality, plastics, IT and fashion joined NL Chamber.

In September Vrabotuvanje, most known for its vacancy portal vrabotuvanje.com, joined NL Chamber. This company is a full service employment agency, also offering payrolling services. Through editorials in the news section of its portal, Vrabotuvanje offers its clients company branding in order to attract the best job applicants.

business intelligence

Following the sophisticated reporting system on portal performance statistics, the company also launched a website for salary data: mojaplata.mk. As a result of these data efforts, sister company **Data Masters** was established in 2018, specializing in data analysis, processing reporting and visualizing for business intelligence.



Vrabotuvanje Online

w: www.vrabotuvanje.com

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

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

The Ohrid hospitality group Cuba Libre, joined our network after a summer that was dedicated to domestic tourism. The group consists of Restaurant Drim, Cuba Libre Havana Club and Cuba Libre Beach Bar.

town hall restaurant

Off-season, the family lives in the Netherlands, where they are currently working on the



Raadhuis by Werelds, Oostvoorne

opening of a restaurant in the former town hall of Oostvoorne at the coast in Zeeland: **Raadhuis by Werelds**.



Cuba Libre

w: www.cubalibre.mk

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

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

The first new member of 2021 is Maktoys in the village Leshok near Tetovo. The company has a wide range of modern injection molding and assembly machines and over 200 employees for the production of the yellow-egg-with-the-toy that



goes into the famous chocolate egg of Kinder.

Obviously, the Italian brand-owner Ferrero has the highest quality standards for these tiny toys, but the machines also allow for significantly larger molds.

As a classical serial entrepreneur, founder Ruse Iljoski also started a company in cold pressed natural fruit juices under the brand **Aroni**.



The second new member of 2021 is fashion company Danitex from Kocani. The family company, established in 1997, specializes in production of ladies' trousers for fashion brands in Germany, the UK and the Netherlands.

On the Dutch market clients include the famous brands Expresso and Claudia Sträter.



Dan!tex
FASHION INDUSTRY

Danitex

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Following the career move of our board member **Dejan Ivanoski**, Intertec.io joined NL Chamber as well. The IT engineering company was established in 2015. With already a hundred employees, Intertec.io serves customers in healthcare, life sciences, e-commerce, financial services, sports tech, manufacturing and logistics.

rooftop terrace

Early summer 2020, when the majority of the staff was working from home, real estate service provider and NL Chamber member **FMS** finished

equipping the brand new premises, next to the government building. The office has a wonderful rooftop terrace and the leisure areas are furnished with **Feydom sofas**.



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[instagram.com/intertec.io](https://www.instagram.com/intertec.io)



members

Ohrid Holidays is now KTM Voyage

Bundling of various tourism activities lead to rebranding under KTM Voyage

The representative of the Dutch branch of touroperator TUI in Ohrid combined all its activities in incoming tourism in new premises under one umbrella: KTM Voyage. That also includes development projects elsewhere in North Macedonia.

restaurant Kaj Mestono

The hospitality activities with restaurant **Kaj Mestono** in the village Pestani at the shores of

Lake Ohrid, continue as a sister company of KTM Voyage.

KTM Voyage

Jane Sandanski 55 / 1
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[fb.com/travelktmvoyage](https://www.facebook.com/travelktmvoyage)



members

Workwear from Kumanovo in Dutch newspaper

The production unit of Lavans in Kumanovo was featured in Eindhovens Dagblad.

The economic section of the Saturday edition of the Dutch daily newspaper Eindhovens Dagblad opened with a large article about the workwear production unit of **Lavans** in

Kumanovo. See: www.ed.nl.

Lavans

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members

Numerous milestones at Boekestijn Transport Services

Enlarged fleet, new Polish office, new services... NL Chamber patron member Boekestijn just continues growing.

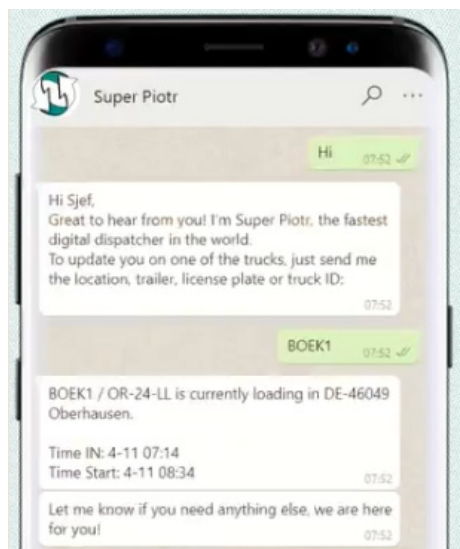


Liquid pharma transport

For Boekestijn Transport Services, our Patron Member from Mill, 2020 was a year of numerous milestones. Early January, liquid pharma was added to the portfolio. Pharmaceuticals was already an important segment, with highest security measures and temperature monitoring.

digital dispatcher

While developing a customer service app, it became clear that clients preferred using existing platforms instead of installing yet another app.



This led to the launch of *Super Piotr* - the digital dispatcher on Whatsapp for location and status updates on any Boekestijn truck.

more than 500 trucks

And there are many trucks:



in summer 2020 Boekestijn celebrated no. 500, but meanwhile the total number already reached 550. With that continuously growing number, also the staff is growing. In



November a new recruit at the Polish office, Agnieszka, was the thousandth employee.

new office Poland

Meanwhile, Boekestijn started the construction of a new office in Gądko near Poznań, Poland. The building is planned to finish this summer.



BOEKESTIJN
TRANSPORT SERVICE

Boekestijn Transport Service

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Artist impression of the new premises in Poland.

members

King Willem Alexander visited DAF Trucks Eindhoven

The King discussed the impact of the corona crises for the automotive sector.

On 25 June King Willem Alexander visited DAF Trucks in Eindhoven to hear about the

impact of the corona-crises on the automotive industry.

The King was briefed by DAF

president Harry Wolters and also spoke to various employees during the factory tour.



DAF Trucks NV

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members

HSO acquires SAGlobal Inc. with 360 Solutions Group

With the latest acquisition Dutch ERP and CRM solutions provider HSO accelerates its expansion on the North American market.

Supported by investor **The Carlyle Group**, HSO acquired **AKA Enterprise Solutions** with industry expertise in public sector, nonprofit and financial services in the US in August 2020. On 21 January HSO completed the acquisition of **SAGlobal Inc.** including 360 Solutions Group, adding a dynamic and rapidly growing professional services

industry under the newly established **HSO ProServ** unit. HSO innovates, designs, implements, integrates, optimizes and manages business processes and applications based on Microsoft Dynamics 365 and Azure with extensive industry expertise in retail, distribution, manufacturing and professional services.

Partner of the Year

HSO is Microsoft Partner of the Year 2020 for Dynamics 365 in the category Modernize Finance & Operations.

Like SAGlobal Inc., HSO has been part of Microsoft's Inner Circle since 2007, the top 1% of Microsoft partners worldwide.

HSO employs over 1,000 professionals in Asia, North America and Europe, also including HSO Global Services in Skopje.

Hso

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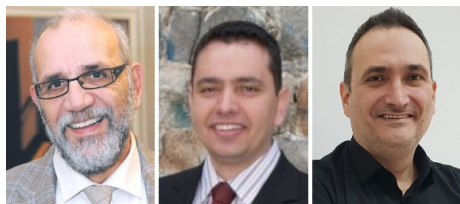


members

InterWorks transformed into IWConnect

With 180 employees at offices in Bitola, Prilep, Skopje and Amsterdam, InterWorks now also rebranded to IWConnect and is preparing to move into new premises.

In the middle of the corona crisis, IWConnect experienced both many changes as well as a rapid growth. Due to the retirement of its founder, Aleksandar Pop Ristov, the system integrator from Bitola had some management changes.



Pop Ristov, Memca and Mitev

Managing partner **Aleksandar Memca** who runs the US market from Houston, appointed **Vlado Mitev** as new CEO.

Amsterdam

In the past few years IWConnect already spread its wings with opening branch offices in Prilep and Skopje as well as an education centre for various IT courses. Early 2020 IWConnect formalized the opening of its Dutch subsidiary with office space in the trendy northern district of Amsterdam.



IWConnect

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twitter.com/iwconnect

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

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IWConnect offices in Amsterdam

Additional to managing director **Amir Sabirović** of the Amsterdam office, IWConnect hired former employee **Simona Todoroska** as industry solution manager.



Simona Todoroska

Todoroska moved to the Netherlands in 2019 before returning to her former employer in September 2020.

rebranding

With this rapid expansion and the general atmosphere of change in these corona times, this was also a good moment to do some rebranding and

create a fresh image under the new name IWConnect.

new premises

A brand makeover automatically - and especially in the IT sector - leads to the question whether the premises need a makeover as well. Connecting all these dots, IWConnect acquired the former hotel annex TV studio known as the Orbis building. The five-storey property on the hills of the Lavchanska neighbourhood offers a great view over Bitola. In 2021 the company will gradually adapt the premises.



Future premises in Bitola

members

RADiUs Architects nominated for EU Mies Award

The award recognizes and commends excellence in European architecture in conceptual, social, cultural, technical and constructive terms.

The project "House for 2" by RADiUs Architects got nominated for the **European Union Prize for Contemporary Architecture / Mies van der Rohe Award** for 2022.

RADiUs architects

Radius Architects

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[ig](https://www.instagram.com/radiusarh) [instagram.com/radiusarh](https://www.instagram.com/radiusarh)



Example of the "House for 2" design by RADiUs Architects.

members

DIK Fagus started construction Stip City Mall

The family behind the companies Mebel and DIK Fagus decided to invest in a modern shopping mall in their home town Stip.

In December the laying of the first stone took place for the construction of Stip City Mall, next to the new Aqua Park. The ceremony was opened by the former mayor of Stip and current minister of Transport, Blagoj Bochvarski.

design hotel

The shopping mall is to bring famous brands to the eastern part of the country and will also include a design hotel.



Minister Blagoj Bochvarski

The construction is expected to finish by the end of 2022 and the total investment amounts for 10 million EUR.



Štip City Mall

Stip City Mall

w: www.stipcitymall.mk

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DIK Fagus Petre Jordev and grandson.

DikFagus
Macedonia
Wooden chairs, sofas & tables production

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w: www.fagus.mk

[f](https://www.facebook.com/DIK-Fagus...) [fb.com/DIK-Fagus...](https://www.facebook.com/DIK-Fagus...)

members

The Big Search and DEPT amongst top Dutch scale-ups

Two members are in the Dutch TOP-250 of fastest growing companies.

The 2020 edition of the **TOP250 Dutch scale-ups** lists two NL Chamber members: executive search company The Big Search and at the very top of the list the global network of digital marketing and e-commerce specialists DEPT Agency.

The ranking is based on turnover and employment growth and published by the **Erasmus Centre for Entrepreneurship**.

Erasmus
Centre for
Entrepreneurship



DEPT

Dept Agency

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

TOP10 Dutch ScaleUps 2020

1		Takeaway.com	Oprichting: 2000 Groei: +96% Banencreatie: 4.703 Locatie: Amsterdam		Jitse Groen CEO en oprichter
2		Picnic	Oprichting: 2015 Groei: +97% Banencreatie: 2.068 Locatie: Amsterdam		Michiel Muller Oprichter
3		Rituals	Oprichting: 2000 Groei: +37% Banencreatie: 4.357 Locatie: Amsterdam		Raymond Cloosterman CEO en oprichter
4		Dept	Oprichting: 2010 Groei: +50% Banencreatie: - Locatie: Amsterdam		Dimi Albers CEO
5		YoungCapital	Oprichting: 2000 Groei: +38% Banencreatie: 951 Locatie: Hoofddorp		Ineke Koolstra CEO
6		Workrate			
7		Coolblue			
8		Newcold			
9		Adyen			
10		MediaMonks			

THE BIG SEARCH

The Big Search

w: www.thebigsearch.com

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

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

members

DEPT Agency acquired San Diego based BASIC Inc.

Global branding and digital design agency Basic is the latest member of the DEPT family.

On 19 November 2020 the Dutch network of digital marketing and e-commerce solution companies **DEPT Agency** announced the acquisition of **BASIC**, a branding and experience design company from San Diego. DEPT is backed by the global investment firm **The Carlyle Group**.

The ten year old company counts various global leaders

amongst its clients, such as Google, Patagonia, KFC and AirBnB.

"DEPT's deep expertise in creativity, technology, data, and e-commerce will complement our expertise in customer experience strategy and digital product design," said **Matt Faulk**, CEO of BASIC. The new family member adds 120 creative professionals at 8 offices.

Dimi Albers, CEO of DEPT: "Our goal is to build the best agency in the world." DEPT is with over 1,500 employees present in 13 countries with 28 offices, including the Skopje branch.

BASIC®
(PART OF DEPT)

members

New general manager for Pivara Skopje

The new GM started his career with Coca Cola in 2003 in Croatia.

Per September 2020 **Goran Sladic** took over the position of general manager at Pivara



Goran Sladic, GM Pivara Skopje

Skopje. Sladic started his career with Coca Cola HBC in 2003 in Split. Before moving to



Skopje, he spent three years as sales director in Lagos, Nigeria.

Pivara Skopje

w: www.pivaraskopje.com.mk

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

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

twitter.com/pivara_skopje

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

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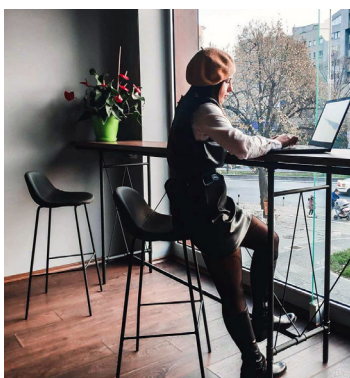
members

Frontwise improved office space

In a quadruple win Frontwise exchanged the third floor for the first.

While the pandemic left the first floor tenant in the Cubus building with unused premises, the third floor landlord had a good opportunity for the space that Dutch recruiter Frontwise Group was using.

So Frontwise changed floors to obtain even better premises, while making all other three parties happy as well.



Frontwise Group

w: www.frontwisegroup.com

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

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members

Feydom wins German design award

The German Design Council awarded sofa set model Diagon with an Iconic award.

It is not the first award for Feydom, but it is the first award for the new model Diagon. The modular and transformable sofa system, consisting of four unique quadrilateral elements, got awarded in the **Selection** for Innovative Interior of the Iconic Awards 2021.

The international competition is annually organized by the **German Design Council**.



FEYDOM®

w: www.feydom.com

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short

Green hydrogen

Groningen Seaports, **Shell** and **Gasunie** are developing the world's largest green hydrogen project, NorthH₂. Electrolyzers with a capacity of 1 GW should turn the electricity of a 3 to 4 GW offshore windpark into green hydrogen. The wind energy production should be expanded to 10 GW by 2040. Eventually 800,000 tons of hydrogen is to be produced annually, stored in empty salt caverns and transported through the existing gas infrastructure to industries in Northwestern Europe. Green hydrogen for chemical industries that use hydrogen as raw material or for other industries that require high temperatures, could reduce CO₂ emissions by 7 megatons. With the industry leading the demand, smaller hydrogen initiatives can join, like the hydrogen-powered **train** or **district heating**.

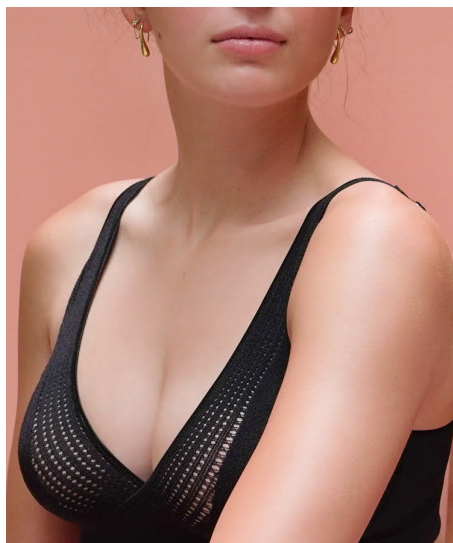


Seaweed meat

In 2017 **Mendelt Tillema** (28) established **UmaMeats** for the creation of meat products enriched with 15% seaweed which are therewith both healthier and more sustainable. The **StartHub** at Wageningen University provided the contacts with the Ministry of Defense which became the first big client, raising interest from the major horeca wholesale companies.



Chemical park Delfzijl and Eemshaven, location for NorthH₂ project.



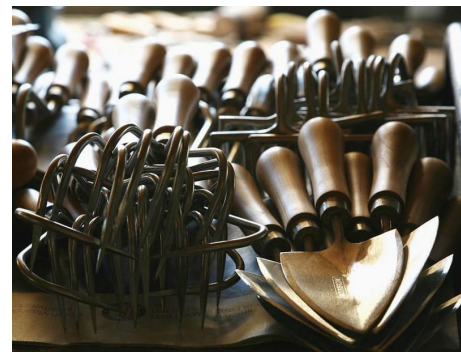
Wirefree bralette

After a career of 10 years with a large Dutch bank, **Elles Roeleveld** decided to quit her job and start a business in lingerie. Using a 3D knitting technique she developed a wirefree bralette for larger cup sizes. The bralette of **Soft Revolt** is not only more comfortable, but also more sustainable due to the elimination of cutting waste and the significant reduction of parts.



Hand-forged tools

From the small Dutch town of Bovenkarspel, the family **Sneeboer** supplies the world with hand-forged stainless steel gardening tools. Great-great-grandfather Arie Sneeboer started the smithy in 1913 and later decided to focus on gardening tools only. They produce some 70,000 pieces per year - including a vintage and a titanium line - but where corona pushed many people into serious gardening, delivery times were stretched to 12 weeks.



Smart colouring

Dutch entrepreneur **Hendré Vos** developed a technique for colouring and decolouring plastics (PP/PE/PET), enabling recycling into transparent granulate. An additive - a *locker* - enables pigments to penetrate the polymer structure. In the recycling process, a *key-locker* makes the polymer structure release the pigment. With the patented technology, Vos found a German investor. See smartcoloring.de

photos: UmaMeats, Groningen Seaports, Soft Revolt, Smart Coloring, Sneeboer & Zn.

NXT Airport

Under the name NXT Airport, **Groningen Airport Eelde** (GRQ) formed a broad partnership with knowledge institutions and companies such as **Saab**, **KLM Flight Academy** and **Holt-Hausen Clean Technology** to create a living lab for innovation and sustainability in aviation. Key themes are electric flying, emission-free airport operation and hydrogen fuel development as well as autonomous flying.



Bike in TV box

When Dutch bicycle manufacturer **Van Moof** started exporting to the USA the company was facing regular claims for damages during transport. Tougher boxes, other packaging materials and even outsourcing the export to different external parties did not reduce the problem.



Artist impression of NXT Airport as a living lab for aviation innovation.

Co-founder **Ties Carlier** concluded that a bike apparently did not receive the same handling care as a flatscreen TV. Since that moment the boxes have an image of a flatscreen TV and shipment damages dropped overnight with more than 70%!

Anxious banks

The Dutch daily financial newspaper **Het Financieele Dagblad** published a series of articles about the anxious behaviour of banks in complying with the requirements for prevention of money laundering. Banks quickly classify international payments as potentially suspicious without informing the client.

"For a shipment of fresh fruits from Morocco to Russia, this means that the fruits are rotting in the harbour," a lawyer said.

innocent entrepreneurs

"Clients are forced to proof that their trading partners are sincere, but the real criminals are already way ahead of these checks through forms and paperwork, so it is only damaging innocent entrepreneurs." "Instead of experienced trade specialist, banks are increasingly employing young people who prefer to avoid any risk, leading even to rejection of legitimate trading companies and closure of their bank accounts."

short

Trade Fairs

The pandemic still creates great uncertainty about organizing trade fairs.

The major Dutch event locations in Amsterdam, Rotterdam and Utrecht are preparing to restart business and a few smaller scale national trade fairs are scheduled to take place in April, May and June.

travel restrictions

Large and internationally oriented trade fairs have all been postponed or cancelled, due to the travel restrictions still in

place.

The most important trade fair in Europe for the wine industry, ProWein in Düsseldorf, has been cancelled and the next edition is scheduled for 27-29 March 2022.

PLMA in Amsterdam, the European edition of the annual trade fair for food and non-food suppliers to retailers, has been postponed to autumn.

www.plmainternational.com

