

magazine SUMMER 2026

28

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: NL Chamber / Maja Janevska Ilieva

events

Many new faces at 14th Dies Natalis

New members, new people from existing members and our Bulgarian colleagues joined.

The fourteenth anniversary of NL Chamber had a lot of new-comers: for no less than thirty people this was the very first Dies Natalis celebration they attended. It was the first time for ambassador **Özlem Canel** since she was on leave while the previous edition took place.

colleagues from Bulgaria

It was also the first time for the board of the Dutch Bulgarian Chamber of Commerce (DBCC). For them it was a return visit after NL Chamber director Bob Smit attended their annual party in Sofia in June 2025.



Paul Hooijberg, Bob Smit, Jolanda van den Broek and Valentin Savov

DBCC-Chair **Jolanda van den Broek** was accompanied by her board members, lawyer **Valentin Savov** and IT-entrepreneur **Paul Hooijberg**.

new members

Thirteen guests represented new member companies and the remaining new-comers represented existing member companies that had joined with different colleagues in the past.



ambassador Özlem Canel in the middle during the walk-in.



codeSTREETS and DBCC board member



group picture to share with colleagues

spacious but cosy

For the first time since 2020, the Dies Natalis returned to restaurant Oreov Lad in Saraj, offering the best combination of the most ideal features for our flagship event: a spacious, yet very cosy place, fabulous staff smoothly working together with with our own Chef and his team and an easy to reach location with sufficient parking space.

cuisine team

Traditionally, Paul Houthuijzen and Nicole Schönbeck formed the NL Chamber Cuisine Team,



Pivara Skopje team during the walk-in



Paul Houthuijzen and Nicole Schönbeck

photos: NL Chamber / Maja Janevska Ilieva

15th Dies Natalis: Thursday 28 January 2027

last flight Skopje-Eindhoven on 29.01.2027

but this year they received very special support from Ivan Houthuijzen and his girlfriend Marija.

Dutch winter

The menu was themed "Dutch Winter" with the traditional pea soup *erwtensoep* and a creatively composed salad as starters. For a substantial group of guests desert came too late, but therewith the increased portion size better matched the extraordinary taste!





Representatives of VDL Van Hool, Titan Usje and the Dutch Bulgarian Chamber



Dalibor Gjoshevski (r) of Zito Marketi



Borche Ilioski (r) of Intertec.io



Steve Malloy (l) of PharmaRolly



Ivan Iliev, Jan Zwiers and Michel Enting

photos: NL Chamber / Maja Janevska Ilieva



front table: Frontwise, HSO and 0410



Senna Search, Xessable, Scopisto and Ecomwise



Boekestijn Transport Service with Mega Trans and Vadeks



Johan Scheele of Anthura meeting European Plants



FMS, Delight, CBS International, Halkbank and Steets



Ecomwise, Scopisto, Xessable and Senna Search



Paul Houthuijzen and Nicole Schönbeck with Marija and Ivan

photos: NL Chamber / Maja Janevska Ilieva

events

Spring cocktail at codeSTREETS

codeSTREETS invited NL Chamber members to join their seventh anniversary celebration.

Salesforce Base partner codeSTREETS was established early 2019 by six mainly Macedonian-Dutch partners to assist companies with implementation, customization and maintenance of Salesforce customer relationship management software.
Last summer codeSTREETS joined NL Chamber's network, following an introduction at the Spring Cocktail 2025 that took place at the rooftop of Scopisto by the end of May. The codeSTREETS team instantly offered to host the next Spring Cocktail at their premises for the occasion of their seventh anniversary.



codeSTREETS

codeSTREETS

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in memoriam

In the minds of those who knew, the cocktail was a silent tribute to co-founder **Ratko Popovski** who had recently passed away from pancreatic cancer.



events

Balkan Business Day in Nieuwegein

The biennial networking day for the western Balkans takes place in Nieuwegein.

Every two years the Netherlands Enterprise Agency (RvO) organizes the Balkan Business Day to inform Dutch entrepreneurs about doing business on the so-called western Balkans, basically the non-EU part of the Balkan peninsula.

valuable gathering

Over the years this event has proven to be a valuable gathering to catch up, exchange experiences and make new connections.

The Business Day takes place on Wednesday 23 September at Green Village in Nieuwegein. Participation is free of charge, but registration is not yet open. Dutch companies with activities in the region are strongly encouraged to invite their Dutch business friends to join!



Netherlands Enterprise Agency
Ministry of Economic Affairs

Netherlands Enterprise Agency

w: www.rvo.nl

Kalina Vrieze
business development coach CEE

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Balkan Business Day - Nieuwegein: Wednesday 23.09.2026

photos: NL Chamber, Ratko Popovski, Green Village Nieuwegein

network

New Macedonian ambassador on tour with NL Chamber

Ambassador Linda Salieska joined NL Chamber for a series of company visits.

The Macedonian government has appointed **Linda Salieska Iljazoska** (41) as the new ambassador to the Netherlands. She is currently head of cabinet of the minister of foreign affairs and she will move to The Hague in the course of this summer.

Dutch connection

Salieska already speaks a little Dutch. She finalized her studies of Law with one year of European and international business law at Leiden University under a Huygens scholarship in 2008. She had traineeships at the UN International Criminal Tribunal for former Yugoslavia (**ICTY**) in The Hague and at the financial services department of the directorate general for internal market (DG MARKT, now **DG FISMA**) of the European Commission in Brussels.



Johan Scheele with Linda Salieska and Ivana Kostovska at Anthura



Linda Salieska, Ivana Kostovska and Bob Smit at PharmaRolly

Linda Salieska has been working for the Ministry of Foreign Affairs since 2012 and spent three years as counsellor at the permanent representation of North Macedonia to the European Umion in Brussels.

economic relations

In order to develop her network in Dutch-Macedonian economic relations, Salieska gladly accepted the invitation to visit a couple of Dutch companies. Salieska was accompanied by **Ivana Kostovska**, who is also about to move to The Hague as deputy head of mission.
The company visits to Anthura, PharmaRolly and VDL Bus Macedonia all consisted of extensive guided tours and in-depth discussions on specific issues and the Macedonian business climate in general.
In Skopje Salieska and Kostovska discussed the development of the Macedonian healthcare sector with Bi-MEK, representative of Dutch Philips for CT- and MRI-scanners.

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Slavica Kuzmanovska with Linda Salieska at VDL Bus Macedonia

photos: NL Chamber, PharmaRolly, VDL Bus Macedonia

network

Dutch Akkuro introduced to the Macedonian financial sector

NL Chamber organized a two-day series of meetings with the largest Macedonian banks

Following a brief introduction at the Balkan Business Day in The Hague in September, Dutch fintech Akkuro contacted NL Chamber to organize a two-day programme of meetings with the largest Macedonian banks.

composable banking

Akkuro operates a composable banking platform, offering modular solutions for typical processes in the financial world. The lending, mortgages, investments, saving and CRM modules are fully compliant with EU regulations including the GDPR and seamlessly integrate with existing core banking systems.

60% mortgage market

With three major banks processing mortgage applications through the platform, Akkuro is involved in 60% of the Dutch mortgage market. But any type of financial institution can benefit from the speed and scalability the platform offers: from large pension fund administrator APG to disrupter Brand New Day. From well established banks as ABN Amro, Rabobank and ING to disrupter Knab. From insurers Nationale Nederlanden and Achmea to the young wealth manager Semmie.

Holland Fintech

Akkuro is part of the Dutch software conglomerate **Topicus**, listed at the Toronto stock exchange and active supporter of the Holland Fintech Association, for example as sponsor of the Amsterdam Fintech Event.
In Skopje CCO **Eric Euwes** and Akkuro Adria partner **Erman Doric** met with NLB, Komercijalna, Stopanska and Halkbank.

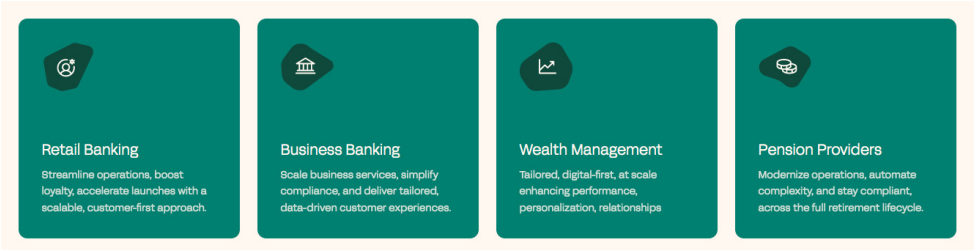


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patron member

BOEKESTIJN TRANSPORT SERVICE

www.boekestijntransport.com

illustration: NL Chamber

network

NL Chamber delegation to Sofia

The fifth anniversary of the DBCC was attended by three representatives of NL Chamber

Following the introductory visit to the Dutch Bulgarian Chamber of Commerce (DBCC) last year and the return visit of four of their representatives to the Dies Natalis celebration this January, three NL Chamber representatives travelled to Sofia to attend the fifth anniversary of DBCC.

rooftop terrace

The Bulgarian colleagues traditionally have their anniversary celebration by the end of June at the rooftop terrace of the Hyatt Regency hotel in Sofia with freshly made hamburgers and a variety of desserts.

recruiters

NL Chamber director Bob Smit was joined by **Lise Terlaak** and **Simona van Hoof**, founders of recruiter Senna DOO in Skopje, operating on the Dutch market as **Senna Search**.



NL Chamber delegation with DBCC president and representatives of Blue Lynx

Terlaak and Van Hoof were quickly introduced to representatives of Blue Lynx, a recruitment company founded in 1988 in The Hague by **Tina Evans**. Since 2019 this company is active in Bulgaria with offices in Varna, Sofia and Plovdiv.
DBCC Chair **Jolanda van den Broek** and board member **Jeroen van Hertum** joined the scenery for a group picture.

Dutch Bulgarian
CHAMBER OF COMMERCE

Dutch Bulgarian Chamber

w: www.dutchchamber.bg

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network

Bilateral EU chambers join forces

The chambers of commerce from EU member states also met with the EU ambassador.

Early March the German AHK hosted a meeting of the bilateral chambers of commerce from EU member states. The group decided to schedule a meeting with EU ambassador Michalis Rokas to address current issues of our member companies.

delayed VAT return

That meeting took place on Wednesday 1 April at the EU Delegation in Skopje. Amongst the topics discussed was the serious delay in VAT returns and the way this is handled by the government. Rokas shared that already early February a large group of European ambassadors had signed a joint letter to the Minister of Finance, demanding clarification.

truck drivers

Concerning the enforcement of the maximum stay of 90 days for non-EU truck drivers in the Schengen area, mitigating measures are not expected soon since strict enforcement was desired by the member states for security reasons.



photos: Senna Search, AHK

network

Dutch All-in Glas opened workshop for renovation projects

A team in Skopje renovates came glasswork - or leaded glass - window frames.

Following the opening of a commercial backoffice where a team in Skopje handles glass repair quotes, measurement and technical preparations as well as planning and routes for the glazier teams in the Netherlands, All-in Glas owner **Berrie de Kruif** also setup a workshop.

came glasswork

A team of three craftswomen dismantles **came glasswork** to carefully clean or replace the pieces of glass and re-assemble the composition in new lead cames, soldered together. These window frames, ranging from monumental master pieces to contemporary works of art, are brought from the Netherlands for renovation but occasionally also new designs are ordered.

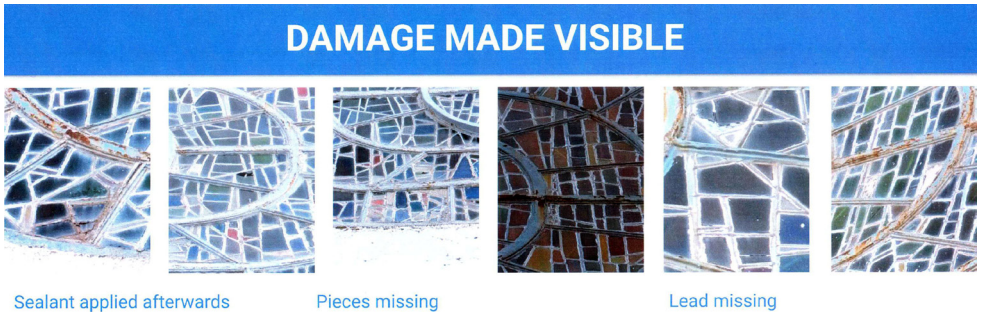
Makedonium

De Kruif would love to take on the complete renovation of the long-neglected and severely damaged came glasswork of the iconic **Makedonium** monument in Krushevo. Meanwhile, the team in Skopje turned the NL Chamber logo into a massive piece of art!





Ilinden Memorial or Makedonium



identified damages at the Makedonium in the damage report by All-in Glass

network

Kosovar retailer took a SPAR franchise for Macedonian chain

Viva Fresh converts Kit-Go supermarkets under Dutch franchise formula SPAR.

In spring 2023 retail group **Viva Fresh** from Kosovo acquired the Macedonian supermarket chain Kit-Go that for 2022 reported a turnover of 69 million EUR with over 800 employees.

Kit-Go was established in 1998 in Stip by Krum Gogov. His son Kiril Gogov became CEO in 2014 and single owner in 2015. Viva Fresh moved the headquarters to Skopje in 2024 and changed the name into **Spar North Macedonia** in March 2026.

The rebranding of the first of 65 Kit-Go markets into SPAR and the rebranding of the only Viva Fresh store in the country under the hypermarket formula INTERSPAR were celebrated with an official opening ceremony on 14 May 2026 by development director at Spar International **David Moore** and ambassador Özlem Canel.

In 2025 Viva Fresh acquired SPAR Albania from Balfin Group. In Kosovo the SPAR franchise launched in 2019 and is operated by Meridian Corporation.



photos: NL Chamber, All-in Glas, Spar North Macedonia

about NL

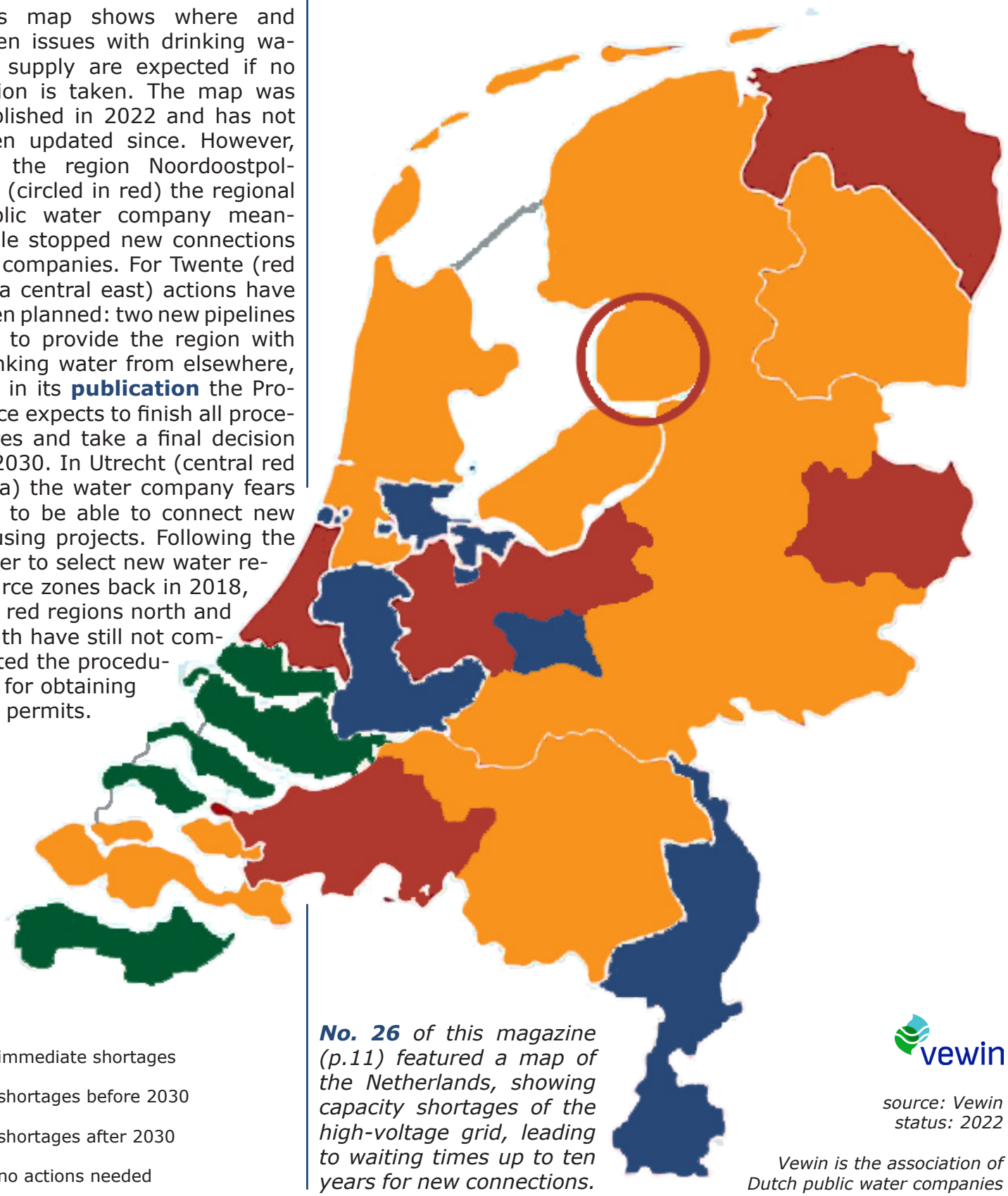
Projected drinking water shortages in the Netherlands

Without additional measures the Netherlands will face lack of drinking water by 2030.

Another type of story about the Netherlands: no folklore, tulips, or cheese, but a serious issue.

This map shows where and when issues with drinking water supply are expected if no action is taken. The map was published in 2022 and has not been updated since. However, for the region Noordoostpolder (circled in red) the regional public water company meanwhile stopped new connections for companies. For Twente (red area central east) actions have been planned: two new pipelines are to provide the region with drinking water from elsewhere, but in its **publication** the Province expects to finish all procedures and take a final decision in 2030. In Utrecht (central red area) the water company fears not to be able to connect new housing projects. Following the order to select new water resource zones back in 2018, the red regions north and south have still not completed the procedures for obtaining the permits.

projected drinking water shortages



***No. 26** of this magazine (p.11) featured a map of the Netherlands, showing capacity shortages of the high-voltage grid, leading to waiting times up to ten years for new connections.*

source: Vewin
status: 2022

Vewin is the association of Dutch public water companies

members

CSR Circle

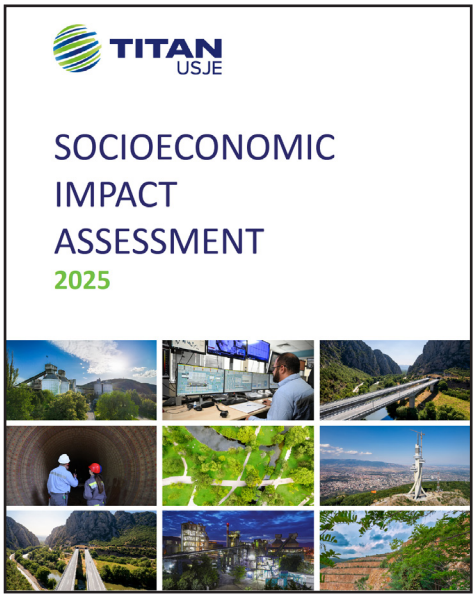
News about member initiatives in the field of Corporate Social Responsibility.

NL Chamber members increasingly initiate activities for the greater good of the local society. On these pages a selection of the latest examples.

Some of the largest companies amongst our members report on their socio-economic impact and/or their sustainability performance, while others reached B-Corp certification.

socio-economic impact

Early June cement plant **Titan Usje** published the findings of the economic impact assessment, showing a 1.4% contribution to the Macedonian GDP.



download

The report maps Titan Usje's economic footprint in terms of employment, value added and tax revenues as well as community investments. Throughout the entire value chain, the activities of Titan Usje generated a total of 8.4 mln EUR of contributions to the state budget, while securing 249 direct and some 6.700 indirect jobs.
Since 2010 the cement plant has invested 1 mln EUR in renovations and improvements of 15 kindergardens and primary schools in the municipalities Kisela Voda and Aerodrom, while the ongoing project "Knowledge UP, CO_2 DOWN" provided the Faculty of Civil Engineering with a fully equipped research lab.



Since 2009 Titan has planted or donated a total of almost half a million seedlings, while community investments amounted to 1.7 mln EUR over the past four years in education, environmental protection and social development.

Pivara: 71 mln EUR taxes

Back in December 2024 **Pivara Skopje** already published her second socio-economic impact study over 2023, reporting a



download

1.0% contribution to the Macedonian GDP with 8.700 jobs and 139 mln EUR value added throught the entire value chain. The taxes (mainly excise and VAT) amounted to 71 mln EUR over 2023 - a sharp increase of the 21 mln EUR that Pivara reported in the **socio-economic impact study 2016**.

sustainability reports

Titan Usje also regularly publishes an ESG report with the **latest edition** over 2024.



download

Food producer **Vitaminka** promoted their first sustainability report at the celebration of the 70th anniversary early June, while Tikves Winery published its **first edition** during their ESG conference in June 2024, followed by the **second** and **third** edition.



download

illustrations: Titan Usje, Pivara Skopje, Vitaminka, Tikves



In November 2025 the Dutch workwear and protective wear manufacturer **HAVEP** became B-Corp certified, making the company part of a **global community** of businesses that meet verified environmental, social and governance standards. The latest **Impact Report** of HAVEP concerns 2024.



download

The Dutch digital marketing giant **DEPT** became B-Corp certified in 2021. According to the latest Impact Report, in 2025 the employees (3.517 FTE) at DEPT pledged 6.600 hours *pro bono* while 0,5% of the total profit was donated.

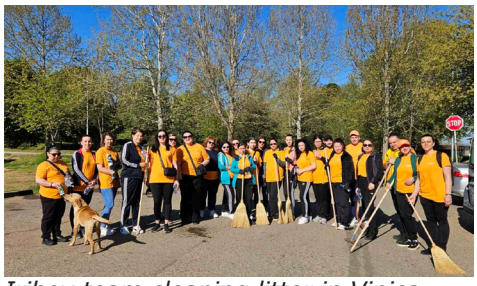
environmental action

The sixth edition of the **Generalka Weekend** in May mobilized over 70.000 volunteers to collect 685 tons of waste from public space all over the country. Organizing partner **Pivara Skopje** and ambassador Özlem Canel rolled up their sleeves to clean the Vardar riverbank.



Generalka Weekend with Pivara Skopje

At the end of April, the Dutch plant tissue laboratory **Iribov** in Vinica supported the local litter cleaning initiative **Green Step**.



Iribov team cleaning litter in Vinica

For the occasion of Earth Day a **Halkbank** team went into the hills around the village Kuchkovo to plant trees as part of the donation "1 million seedlings in 5 years". The target for this season was 215.000 seedlings on 80 hectares at locations near Delcevo, Gostivar, Kicevo, Skopje and Strumica.



Telekom employees planting seedlings

Early April employees of **Telekom** moved to national park Jasen to plant seedlings in areas that were hit by the wildfires of August 2025.

supporting sports

In Helmond the CEO of Lavans, **Tristan van der Waart**, participated in the local half marathon of which Lavans is main sponsor. Van der Waart finished with a chip time of 01:50:59.



Halkbank team planting seedlings



Halkbank CEO Fatih Şahbaz



Tristan van der Waart, CEO Lavans

For many years our Belgian member **Bioracer** has been the official apparel partner of the Dutch charity sports event **Alpe d'HuZes**, taking place in France.



illustrations: HAVEP, DEPT; photos: Pivara Skopje, Iribov, Telekom, Halkbank, Lavans, foundation Alpe d'HuZes

Zes in Alpe d'Hu*Zes* is the Dutch word for six, referring to the initial event: on 06.06.2006 a group of 66 Dutch cyclists took the challenge to 6 times climb the mountain Alpe d'Huez in France to raise funds for scientific cancer research via the Dutch Cancer Society **KWF** under the motto Giving up is not an option.



Dieuwke Verkerk: 6 times to the top

Most participants have a personal story with fighting cancer: they recovered themselves (like the initiators), witnessed close friends combating the disease or lost a family member.
The event was cancelled twice during the pandemic, but since 2022 Alpe d'HuZes every year reached the maximum of 5.000 participants, cycling, running or walking the 14,5 km along 21 hairpin bends to the top at an elevation of 1.100 m, just once or as often as they want. Twenty years since the first challenge, the 18th edition in 2026 raised 25 mln EUR, reaching a total of 245 mln EUR since 2006.

art

In co-operation with the Belgian association **[h]ARS** Bioracer transformed the art of youth with a neuromotor disorder into beautiful shirts.



Bioracer shirts: left for Alpe d'HuZes; the other two in co-operation with [h]ARS.

The largest companies maintain dedicated programmes for students in primary and secondary schools and universities.

education

Titan Usje supported two teams in the **FIRST LEGO League** 2026, themed unearthed, challenging primary and secondary school students in Science, Technology, Engineering and Math (STEM).



team Philips Revolution at LEGO League

With a panel discussion at the Faculty of Economics Pivara Skopje launched a new season of the **#YouthEmpowered** platform, a CocaCola formula to develop knowledge and skills of young people through a series of free trainings.



new season #YouthEmpowered

Following the development of a craft beer with students of the Faculty of Agriculture last autumn, students of the Faculty of Technology and Metallurgy crafted three beers with Pivara Skopje: Mountain Nectar, Ruby Sour and Green Theory.



faculty beer: craft beer by students

Members in the food industry, such as BiMilk and Vitaminka regularly donate their products to orphanages or primary schools, while others turn blood donation into a habit or raise funds for specific beneficiaries.

donations

Five years ago Orange Melons co-founder Ergin Borova established the foundation Care for Disabled Kids - **CFDK**.



day care centre by CFDK in Struga

photos: Dieuwe Verkerk, Bioracer, Titan Usje, Pivara Skopje, Orange Melons

The foundation runs a day care centre for disabled kids in Struga. In spring Borova signed an agreement with the mayor of Struga for the continuous support to the centre.



blood donation at BiMilk

In April the Red Cross in Bitola took over the conference room at BiMilk for a blood donation session with the staff.
In Skopje the union at Halkbank also organized a blood donation action with the Red Cross.


blood donation at Halkbank


garden at St. Antanasius monastery in Leshok by European Plants

Visually most appealing are the two recent donations by tree nursery **European Plants** from Preljubishte. In honour of its late founder Joost Michels, the current owner proudly continues to beautify public spaces with new planting.
The splendid gardens of the **Monastery of St. Antanasius** at 638 metres above sea level in the village Leshok offer a magnificent view over the valley that also holds the three plots of the nursery - in total 350 hectares.

European Plants also gladly granted the request by the Netherlands Embassy to renew the Dutch Labyrinth, a part of the City Park of Skopje, for the occasion of King's Day 2026.



renovated Dutch maze in the city park

patron member

Coca-Cola HBC

ПИВАРА • СКОПЈЕ 1922

HEINEKEN

www.pivaraskopje.com.mk

photos: BiMilk, Halkbank, NL Chamber

members

Six new members from six different sectors

Companies in natural stone, retail, bookkeeping, transport, HR and health care joined.

The first new member of 2026 is in fact the succession of a membership that started at the first anniversary of NL Chamber back in 2013. The Dutchman Jan Zwiers attended the celebration, accompanying his friend and director of one of our founding members of the time, Zoran Gjurov.



Jan Zwiers with Peter Verheyen in 2013

Zwiers joined with his own trading company, while in practice he was most known for being the driving force behind the natural stone trade chain, now known as **NG Bouwen met Natuursteen**.

latest venture

When Jan Zwiers (70) announced to slow down a bit and therewith to end his membership, he immediately announced the membership of the latest venture of the natural stone guys:



various applications of natural stone at a manor in Lobith near Nijmegen

Diamonds Investments, registered in Gevgelija with Zwiers as director. **Thijs Zomer**, Childhood friend of Zwiers and founder of the company that commercialized the application of natural stone from Macedonian quarries into luxurious villas, founded Diamond Investments together with his current co-owner and director **Michel Enting**. The joint-venture is investing in a new processing facility for natural stone, currently under construction near Radibush, less than 5 kilometres from the quarry, in the municipality Rankovce.



one of the cutters at the new facility

DIAMONDS
INVESTMENTS



part of the processing facility near Radibush, municipality Rankovce

Diamonds Investments

w: bouwenmetnatuursteen.nl

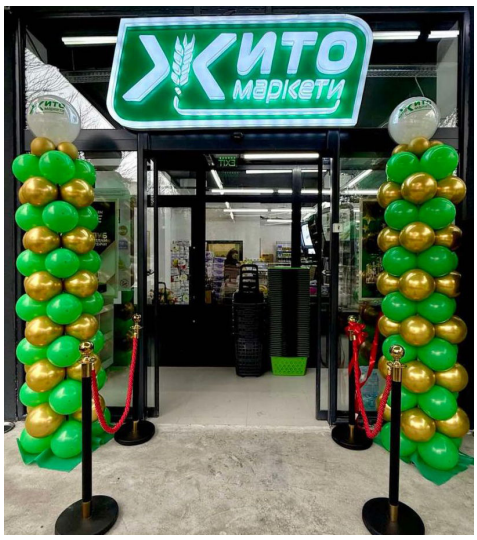
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photos: NL Chamber, Bouwen met Natuursteen



Current members regularly introduce NL Chamber to other companies. At an event in December Vitaminka recommended NL Chamber membership to Zito Marketi. The retail chain group from Veles was established in 1991, three years after the opening of a first neighbourhood store. The group now consists of more than 80 supermarkets plus 4 specialty shops for liquor, tobacco and gifts under the brand La Familia. Zito Marketi is a second-generation family company, led by **Dalibor Gjoshevski**.



ЖИТО маркети

Zito Marketi

w: www.zito.com.mk

linkedin.com/../zito-marketi

fb.com/zito.marketi

instagram.com/zito.marketi

youtube.com/@zhitomarketi



Gjoshevski unveiling MyBox

Early 2025 Gjoshevski unveiled the first parcel locker under the brand MyBox. A whole year has passed to obtain the permits for postal services, but in a couple of months MyBox is expected to become operational.

accountant

With the upcoming 14th Dies Natalis as a trigger, the Dutch accountant 0410 joined NL Chamber in January. Exactly six years earlier co-owners **Marc Steuns** and **Marcel Acda** attended the 8th Dies Natalis as guests of Frontwise. By the end of 2021 they registered their Macedonian company under the name Stein Support for financial administration and payrolling.

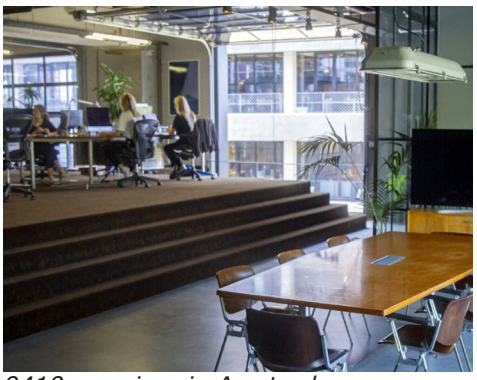
0410

THE ONLY NUMBER YOU NEED

0410

w: www.0410.nl

linkedin.com/../0410bv



0410 premises in Amsterdam

transport agent

Also Vadeks joined NL Chamber just before the Dies Natalis in January. This family business in freight forwarding, transport & logistics and warehousing was established in 1990 and is also managed by the second generation since **Blagica Nikolovska-Angelkovska** took over the general manager role in 2025.



Nikolovska-Angelkovska had already been single owner and director of Vadeks Transport since 2013. That company was established in 2003, focussing on Scandinavia, while also brokering sea and air freight.

VADEKS

Vadeks

w: www.vadeks.mk
w: www.vadekstransport.mk

instagram.com/vadeksdooel

photos: Zito Marketi, 0410, Vadeks

Following initial acknowledgement in July 2025 upon recommendation of our members IWConnect and HSO, the next new member joined per March. KMT Solutions was established last November in Skopje by **Kristian Tomashevski** and **Monika Kostovska Tomashevska**. Whereas Monika had been recruiter at various companies since 2015, Kristian started building recruitment services within the bookkeeping business of his family in 2017.



Monika and Kristian Tomashevski

After moving to the Netherlands in 2020, the couple started their own company in recruitment, the initial KMT Solutions, in The Hague. In 2025 they returned to North Macedonia with the mission to serve Macedonian companies with high quality executive recruitment, coaching and personal development services, with a focus on the startup and scaleup scene.

KMT SOLUTIONS

KMT Solutions

w: www.kmtsolutions.com

linkedin.com/../kmtsolutions

fb.com/kmtsolutionsnl

instagram.com/kmt...



Kristian Tomashevski with Vladimir Mihailovski of Xessable

In May KMT Solutions closed a partnership with software developer - and NL Chamber member - **Xessable** through which the partners aim to support each other's growth.

My Motivation Insights
Insights in Motivational Drives

With the ambition to support organizations in developing unique leaders, KMT obtained a licence to exclusively deploy the psychometric tool **My Motivation Insights** in the region. The tool was developed 25 years ago as an internal assessment aid at Unilever by **Jan-Kees Walrave** who later turned it into a company for executive coaching and leadership team development.

professional healthcare

The sixth and last new member of this edition was established in Skopje in 2002. Bi-MEK is sales representative and authorized technical service centre for various foreign manufacturers of health care equipment. The assortment ranges from first aid defibrillators and complete ambulance fitting, equipment for surgery, intensive care, gynecology and neonatology departments - including a wide range of breast feeding products - and ultrasound appliances up to CT- and MRI-scanners.



installation MRI-scanner in Strumica



Philips MRI-scanner in Prilep

In 2017 Bi-MEK became representative for the professional healthcare division of **Royal Philips NV**. In 2021 Bi-MEK installed three MRI-scanners and five CT-scanners of Philips in eight public hospitals.

PHILIPS
Bi-MEK
HEALTHCARE TECHNOLOGIES

Bi-MEK

w: www.bimek.com.mk

linkedin.com/../bi-mek-skopje

fb.com/bimek.mk

instagram.com/bimek.mk

youtube.com/@bimekltd

Bi-MEK's co-owner **Tanja Evrosimovska** also runs the **Export Academy** with business training courses in export development, supported by Halkbank.

Export Academy
by MATRONA Consulting

photos: KMT Solutions, Bi-MEK

members

Food giant Vitaminka turned 70

The red pepper grinder developed into an exporter of a wide range of food products.

Vitaminka was established in Yugoslavia in 1956 for the production of ground red pepper. Nowadays, the listed company is an allround producer of food products in various categories, exporting to over 30 countries. The **portfolio** now covers sweet and salty snacks, meal components such as cereals and muesli, marmalade, cream spread, instant soups and puddings, and food additions such as ketchup, mayonaisse, spices, toppings and dressings.

notable brands

Amongst the most notable brands are the corn based puff snacks Stobi Flips, the chocolate sea shells Atlantis, the instant powdered vitamin drink Cevitana and the in 2018 acquired sunflower and olive oil brand Brilijant.
One of the latest additions is the co-branded product Happy Smarties, where Vitaminka's Happy chocolate bar also contains Nestlé's **Smarties**.

sambal

During the nineties Vitaminka was producing sambal, a spicy chili paste common to Indonesian cuisine, under the brand Tasko for a Dutch wholesaler.







Vitaminka

w: vitaminka.company
linkedin.com/.../vitaminka
fb.com/vitaminkamakedonija
instagram.com/vitaminka.mk
youtube.com/user/advita...

members

Frontwise hosted the second TRU Skopje

The Recruitment Unconference offered AI tracks, but also a "stinky swamp" insight.

More than a hundred employees, former colleagues, other recruitment professionals and friends gathered at the Frontwise premises for the second edition of TRU Skopje.

stinky swamp

The Recruitment Unconference kicked off with the traditional plenary warming up, the "bullshit bingo", after which the participants spread over three times three parallel tracks of one hour, like the provocative "Your talent pool is a stinky swamp" by **Gerald Morgan**.





Bart Tukkers and Jan Wilkens

frontwise
beyond recruitment

Frontwise

w: www.frontwisegroup.com
linkedin.com/../frontwise...
fb.com/frontwisegroup
instagram.com/frontwise...

photos: Vitaminka, Frontwise

members

All4Logic launched weekly groupage transport line

The Skopje team focusses on local companies with Dutch, Belgian or German suppliers.

This summer the Dutch freight forwarding and logistics intermediate All4Logic started a weekly consolidated transport service from The Netherlands, Belgium and Germany to North Macedonia.

hub in Veghel

All4Logic offers warehousing at its hub in Veghel, while in Skopje bonded customs warehousing is available through a partner. Trucks leave every Friday for arrival in North Macedonia on the following Monday.
The service is especially aimed



at Macedonian companies that regularly import goods from the Netherlands, Belgium or Germany, but less than a full truck.

The Skopje office smoothly handles your transport requests in Macedonian, English and Albanian, ensuring peace of mind.

All4Logic

w: www.all4logic.nl

linkedin.com/company/all4...

instagram.com/all4logic.nl

members

Rebranding Vakantiebeurs and closure Eindhoven Airport

The Dutch Tourism Expo is changing its concept and Eindhoven renovates the runway.

After 55 editions the well-known brand *Vakantiebeurs* is disappearing from the Dutch tourism scene. In April organizer **Royal Dutch Jaarbeurs** introduced the new concept under the name *The Getaway*, "an unforgettable experience" to "taste, smell and feel the atmosphere of destinations" in four "travel worlds": Sunscape, Polar, Adventure and Urban. For the time being, the **webaddress** and social media channels remain unchanged.

competing event

The announcement came only two months after the first edition of **Vakantie Festival** that took place in 's-Hertogenbosch early February. This competing event was launched by the owner of the publisher Travel Media, **T.J. van Apeldoorn** and entrepreneur in the music events business **Frits Kuijper**, with the ambition to combine the atmosphere of festivals with



travel experience, focussed on the traveller of today and the needs of touroperators.

TUI at Vakantie Festival

TUI Nederland, operating three weekly flights from Amsterdam to Ohrid during summer, participated in the first edition of Vakantie Festival. Marketing and sales director **Suzanne Goossen** in October 2025: "As market leader we gladly embrace new initiatives that move



the travel world and we want to be present where travel inspiration blossoms."

runway renovation

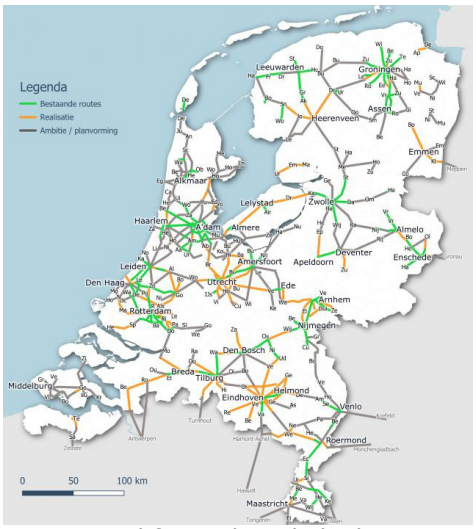
From February 2027 Eindhoven Airport will close for **runway renovation**. The last flight from Skopje to Eindhoven is scheduled for Friday 29 January 2027, the day after our Dies Natalis. The first flight after the renovation is scheduled for Monday 19 juli 2027.

illustrations: NL Chamber, Royal Dutch Jaarbeurs, Vakantie Festival

short

King: last 737 flight

In March King Willem Alexander had his last flight as guest-pilot of a Boeing 737 at KLM. The Dutch airline is replacing these aircrafts with Airbus A32neo's. The King is now attending training courses to update his permits and certificates to be able to fly these new aircrafts in the near future.



current and future bicycle highways

1.000km bike paths

By the end of 2025 the Netherlands had over a thousand kilometres of bicycle highways, *doorfietsroutes*, connecting urban areas. These separate and uninterrupted routes, marked with F-numbers, stimulate commuting by (e-)bike for distances up to some 15 km. Another thousand kilometres is to be completed by 2030. The F325 (17 mln EUR) connects Arnhem to Nijmegen, over 15,8 km with two tunnels and one bridge.


F325 Arnhem-Nijmegen at tunnel A15


King Willem Alexander at his last flight on a KLM Boeing 737

From YKC to TU/e

YKC Skopje proudly announced that their graduate **Tina Dimkovska** got accepted at Eindhoven University of Technology for a bachelor in data science.


YKC graduate Tina Dimkovska

Mayors study tour

Pro Local, an association for local public development in the Pelagonija region, organized a study visit on sustainable urban social development to the Netherlands for the 7 mayors of Pelagonija. The delegation, supported by the Netherlands Embassy, had meetings in Amsterdam, The Hague and Delft.


The Hague mayor Jan van Zanen with the Pelagonija delegation

Vitaminka at PLMA

Food producer Vitaminka participated in the massive **PLMA** trade show in Amsterdam.



illustration: fietsersbond; photos: Rijksvoorlichtingsdienst, Fantaglobe11@wikimediacommons, YKC, Pro Local, Vitaminka



Dojrana Fresh Produce at Fruit Logistica

Fruit Logistica

In February the Dutch fruit grower in Dojran and Bogdanci, **Dojrana Fresh Produce** and vegetable propagator with a laboratory in Vinica, Iribov participated in the trade fair **Fruit Logistica** in Berlin.



Iribov at Fruit Logistica

ICBC Berlin

In April **ICBC 2026**, the International Cannabis Business Conference, took place in Berlin.



Van der Born at panel discussion ICBC

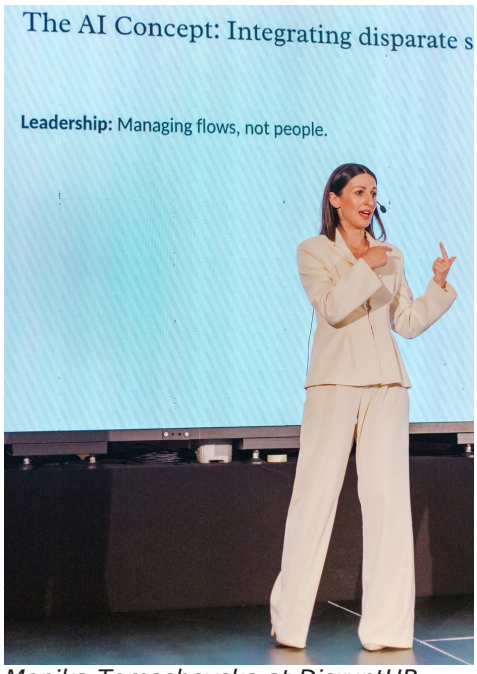
CEO **Steve Malloy** of Dutch medical cannabis cultivator PharmaRolly in Petrovec near Skopje attended the conference and **Matthieu van der Born**, CEO of Dutch Flower Power in Vevcani participated in a panel discussion on **GMP** compliance.



IWConnect team at DisruptHR Skopje

DisruptHR Skopje

The fourth edition of the annual conference DisruptHR Skopje was supported by IWConnect. Amongst the speakers were **Ivona Chadamova** for IWConnect as well as co-founder **Monika Tomashevska** of KMT Solutions.



Monika Tomashevska at DisruptHR

Global Azure 2026

IWConnect also partnered with the Global Azure 2026 event that took place in April at Netaville in Skopje, shoulder to shoulder with Xessable.



IWConnect and Xessable at Netaville

Perfect Pouring

Heineken sent its Global Star Quality manager to Pivara Skopje for a series of training sessions solely focussed on pouring the perfect beer.

Thomas van Boheemen: "We brew Heineken in 28 days. Distribution takes a month. Pouring a Heineken takes only 25 seconds. We need bartenders who put that same love, passion and energy in those 25 seconds."



Thomas van Boheemen, manager Global Star Quality at Heineken

photos: Dojrana Fresh Produce, Iribov, Flower Power, IWConnect, KMT Solutions, Xessable, Pivara Skopje

short

Trade Fairs

Selected trade fairs NL/BE

This list contains a selection of large trade shows as well as smaller exhibitions and conferences in particular niches in both the Netherlands and Belgium.

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

Major trade fairs take place at:

Royal Dutch 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

Other locations are:

Brabanthallen, 's-Hertogenb.
29,500 sqm, 6 halls
MECC, Maastricht
29,500 sqm, 4 halls
Evenementenhal, Gorinchem
Evenementenhal, Hardenberg
Expo Houten, Houten



Please do not hesitate to contact NL Chamber when you plan to visit a trade fair!

This overview of trade fairs is also published separately:

Overview of Trade Fairs
nl.mk/tradefairsNL

02-06.09.2026	**HISWA te Water**, Bataviahaven - Lelystad *300 exhibitors at Netherlands Boat Show*
09-10.09.2026	**Data Expo**, Jaarbeurs - Utrecht *85 exhibitors, 120 speakers on AI, cloud, digitalization*
09-10.09.2026	**Cybersec Netherlands**, Jaarbeurs - Utrecht *100 exhibitors, numerous workshops on cybersecurity*
09-10.09.2026	**Architect@Work Experience**, Ahoy - Rotterdam *product innovation showcase for (interior) architects*
11-14.09.2026	**IBC**, RAI - Amsterdam *media, entertainment and technology show with 1,200 exhibitors and 43,000 visitors (170 countries) including conference and topics OTT, 4K, HDR, VR, Streaming VOD, Cloud Hosting, Ultra HD and IPTV*
14-15.09.2026	**Vakbeurs Foodspecialiteiten**, Evenem.hal Gorinchem *food specialties trade fair*
16-17.09.2026	**Kunststoffenbeurs**, Brabanthallen - 's-Hertogenbosch *exhibition for the entire plastics production chain*
16.09.2026	**Recharge Earth**, Ahoy - Rotterdam *conference and expo on energy transition*
18-20.09.2026	**Second Home**, Brabanthallen - 's-Hertogenbosch *consumer fair for weekend and holiday houses*
18-20.09.2026	**Camper Beurs**, Evenementenhal - Hardenberg *70 exhibitors in campers*
21-23.09.2026	**Interieur Collectie**, Evenementenhal - Gorinchem *100 exhibitors in flooring, window and wall covering*
22-23.09.2026	**Empack**, Flanders Expo - Gent *130 exhibitors in packaging; focus on food industry*
22-23.09.2026	**Transport & Logistics**, Flanders Expo - Gent *150 exhibitors in transport and logistics*
22-24.09.2026	**HUMAN[X]** Amsterdam, RAI - Amsterdam *European edition of the #1 AI Stage*
22-25.09.2026	**World of Technology & Science**, Jaarbeurs - Utrecht *automation, industrial processing, electronics, motion & drives, laboratory*
23-24.09.2026	**Expo for Public Space**, Jaarbeurs - Utrecht *224 exhibitors in public space development*
27-29.09.2026	**Green Expo**, Flanders Expo - Gent *130 exhibitors in public landscaping*
27-29.09.2026	**Open Spaces Expo**, Flanders Expo - Gent *200 exhibitors in public space design*
30.09.2026-04.10.2026	**Kampeer & Caravan Jaarbeurs**, Jaarbeurs - Utrecht *camping and caravan trade fair*
05-07.10.2026	**BBB Horeca Exhibition**, Mecc - Maastricht *350 exhibitors and 14,000 visitors in horeca*
06-08.10.2026	**Energie**, Brabanthallen - 's-Hertogenbosch *200 exhibitors; energy saving, sustainable energy*
06-08.10.2026	**MetaVak**, Evenementenhal - Gorinchem *160 exhibitors in metal working*
06-08.10.2026	**ZeroEmission/EcoMobiel**, Brabanthallen - 's-Hb. *sustainable development in mobility*
06-08.10.2026	**Industrial Heat+Power**, Brabanthallen - 's-Hb. *platform for industrial energy supply and transition*
07-08.10.2026	**Safety&Health@Work**, Ahoy - Rotterdam *platform for professionals in safety at work*
09-11.10.2026	**Beurs Eigen Huis**, Jaarbeurs - Utrecht *consumer fair for (re)construction of private homes*
12-13.10.2026	**Cargo Bike Festival**, Jaarbeurs - Utrecht *40 exhibitors and product presentations on cargo bikes*
14-15.10.2026	**Pork&Poultry Expo**, Evenementenhal - Hardenberg *170 exhibitors in the pork and poultry sectors*
19-20.10.2026	**TechEx Europe**, RAI - Amsterdam *IoT, AI, Big Data, cyber security, cloud, 5G, blockchain*

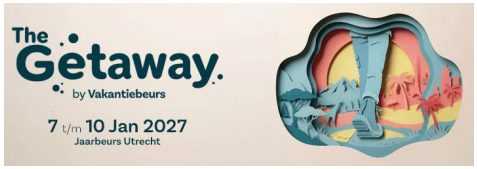
illustration: Expo for Public Space















Overview of Trade Fairs

nl.mk/tradefairsNL

20-22.10.2026	**RMV**, Evenementenhal - Hardenberg *250 exhibitors in cattle and mechanization*
27-29.10.2026	**Aviation Week MRO Europe**, RAI - Amsterdam *maintenance, repair, operations conference/exhibition*
03-05.11.2026	**ISPO**, RAI - Amsterdam *leaders summit and expo sporting goods, outdoor sports*
04-05.11.2026	**International Running Expo**, RAI - Amsterdam *Europe's only business event for the running industry*
03-05.11.2026	**ICT & Logistiek**, Jaarbeurs - Utrecht *250 exhibitors logistics, handling, smart warehousing*
04-06.11.2026	**Amsterdam Textile Show**, WFC - Amsterdam *120 exhibitors in fabrics and accessories*
10-12.11.2026	**Intermodal Europe**, Ahoy - Rotterdam *container transport and logistics exhibition*
10-12.11.2026	**Recycling Vakbeurs**, Evenementenhal - Gorinchem *140 exhibitors in recycling tech., waste management*
15-18.11.2026	**Horeca Expo**, Flanders Expo - Gent *600 exhibitors in hospitality supplies*
17-19.11.2026	**Marine Equipment Trade Show**, RAI - Amsterdam *1,500 exhibitors in global marine leasure industry*
17-19.11.2026	**Recreatie Vakbeurs**, Evenementenhal - Hardenberg *360 exhibitors in in/outdoor recreation*
18-19.11.2026	**Precisiebeurs**, Brabanthallen - 's-Hertogenbosch *precision technology in micro-, nano-, and picometer*
18-19.11.2026	**Future Lighting**, Evenementenhal - Gorinchem *50 exhibitors in lighting and solar*
24-25.11.2026	**Offshore Energy Exhibition**, RAI - Amsterdam *150 exhibitors; offshore industry suppliers/contractors*
24-26.11.2026	**RMV**, Evenementenhal - Gorinchem *250 exhibitors in cattle and mechanization*
25-26.11.2026	**Digibouw**, Jaarbeurs - Utrecht *40 usercases, 50 knowledge sessions, 50 exhibitors on digitalization of the construction industry*
26-29.11.2026	**Excellent Woonbeurs**, Ahoy - Rotterdam *200 exhibitors in home interior*
30.11.2026-01.12.2026	**World Bulk Wine Exhibition**, RAI - Amsterdam *180 wineries from 20 countries*
10-14.12.2026	**Masters Expo**, RAI - Amsterdam *premium business and luxury lifestyle exhibition*
06-10.01.2027	**Dutch Tourism Expo**, Jaarbeurs - Utrecht *850 exhibitors; first day for professional visitors only*
11-14.01.2027	**Horecava**, RAI - Amsterdam *400 food service exhibitors*
12-14.02.2027	**Vakantie Festival**, Brabanthallen - 's-Hertogenbosch *new formula in holiday promotion*
12-15.01.2027	**InfraTech**, Ahoy - Rotterdam *650 exhibitors in infrastructure technology*
19-21.01.2027	**De Groene Sector**, Evenementenhal - Hardenberg *330 exhibitors in public landscaping*
23-24.01.2027	**Second Home**, Mecc - Maastricht *consumer fair for weekend and holiday houses*
28.01.2027	**Event Summit**, Jaarbeurs - Utrecht *500 exhibitors and 25 speakers in event organization*
01-05.02.2027	**BouwBeurs**, Jaarbeurs - Utrecht *550 exhibitors in construction*
02-03.02.2027	**Nederlandse Kerstpakkettenbeurs**, Expo - Houten *130 exhibitors in relational gifts for christmas*
03.02.2027	**European Smart City Experience**, Jaarbeurs - Utrecht *trade fair on modern urban development*
10-11.02.2027	**HortiContact**, Evenementenhal - Gorinchem *180 exhibitors in horticultural technology and supplies*
12-14.02.2027	**Fiets- en Wandelbeurs**, Jaarbeurs - Utrecht *hiking and cycling tourism trade fair*

illustrations: RMV, Running Expo, Future of Lighting, World Bulk Wine Exhibition, Vakantiebeurs, Bouwbeurs, ESCE





16-18.02.2027 **GéPéBé**, Autotron - Rosmalen
trade fair for christmas packages

16-18.02.2027 **Infra Relatiedagen**, Evenementenhal - Hardenberg
300 exhibitors in infrastructure construction

18-21.02.2027 **Motorbeurs Utrecht**, Jaarbeurs - Utrecht
300 exhibitors in motorcycling

20-21.02.2027 **Camper Beurs**, Brabanthallen - 's-Hertogenbosch
70 exhibitors in campers

02-03.03.2027 **Independent Hotel Show**, RAI - Amsterdam
130 leading suppliers to luxury and boutique hotels

03-04.03.2027 **Test Automation Days**, Gooiland - Hilversum
conference on software testing

09-10.03.2027 **Silicon Expo Europe**, RAI - Amsterdam
150 exhibitors and 45 speakers in silicone industry

09-10.03.2027 **StocExpo**, Ahoy - Rotterdam
100 exhibitors in tank terminal industry

09-12.03.2027 **AquaTech Amsterdam**, RAI - Amsterdam
850 exhibitors in water technology

10-11.03.2027 **FutureTech**, Jaarbeurs - Utrecht
Microsoft and .NET conference

10-12.03.2027 **Material District UTR**, Werkspoorkathedraal-Utrecht
110 exhibitors in innovative material development

12-14.03.2027 **Second Home**, Jaarbeurs - Utrecht
consumer fair for weekend and holiday houses

16-18.03.2027 **Aqua Nederland**, Evenementenhal - Gorinchem
230 exhibitors in water technology

16-18.03.2027 **Solar Solutions**, Expo Greater Amsterdam - Vijfhuizen
200 exhibitors and 100 seminars on solar energy

17-18.03.2027 **Maintenance**, Expo - Antwerp
100 exhibitors in industrial maintenance

17-18.03.2027 **Worksafe**, Expo - Antwerp
120 exhibitors in health & safety at work

17-18.03.2027 **M+R**, Expo - Antwerp
50 exhibitors in process measurement and control

23-25.03.2027 **Sign & Print Expo**, Evenementenhal - Gorinchem
100 exhibitors in visual communication

07-08.04.2027 **WebWinkel Vakdagen**, Jaarbeurs - Utrecht
300 exhibitors and top speakers digital commerce
***www.ecomwise.com** at stand no. 241*

13-15.04.2027 **Zorg & ICT**, Jaarbeurs - Utrecht
163 exhibitors in healthcare and ict

14-15.04.2027 **Packaging Innovations**, Brabanthallen - 's-Hertog.
consumer packaging

14-15.04.2027 **Empack**, Brabanthallen - 's-Hertogenbosch
266 exhibitors in packaging printing, labelling and converting, automation and logistics

20-22.04.2027 **Maintenance Next**, Ahoy - Rotterdam
250 exhibitors in industrial maintenance

20-22.04.2027 **Utech Europe**, Mecc - Maastricht
180 exhibitors in global polyurethanes industry

21-22.04.2027 **HR Tech Europe**, RAI - Amsterdam
84 exhibitors and 47 speakers on HR innovation

11-13.05.2027 **BreakBulk Europe**, Ahoy - Rotterdam
600 exhibitors in project cargo

25-26.05.2027 **World of Private Label / PLMA**, RAI - Amsterdam
european private label producers in food and non-food
2,000 exhibitors, 50 regional pavilions

03-04.06.2027 **DEVWORLD**, RAI - Amsterdam
developer conference: 200 speakers, 7,500 attendees

nl.mk/tradefairsNL

illustrations: Silicon Expo Europe, Ecomwise, Webwinkel Vakdagen, IWConnect / DEVWORLD