

Sector Report

Marine

Netherlands

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Table of Contents

OVERVIEW	3
OPPORTUNITIES	4
CHARACTERISTICS OF MARKET	5
KEY METHODS OF DOING BUSINESS	15
MORE DETAILED SECTOR REPORTS	16
PUBLICATIONS	16
EVENTS	16
CONTACT LISTS	17

OVERVIEW

The Netherlands plays a leading role in the international maritime industry and is active in every area of boat building, thanks to its excellent network of expertise centres, four well-equipped seaports (one of which is the world's 2nd largest), a thriving industrial sector and a long tradition in international trade.

The Dutch are 5th largest in terms of EU consumer spend with annual revenues at just over €2.2bn. New-build order book in 2005 was valued at €1.7bn with €700m from the superyacht segment in which NL is one of the global majors with 20-25 builds pa. Dutch yards account for 25% of the €2bn+ annual global Superyacht spend with significant opportunities for UK marine equipment supply chain companies in this area.

It's ports, high level of expertise, and history all mean that the Netherlands is active in every area of boat-building, including equipment manufacturers / supply sector, shipyards and in ship repair yards.

Dutch coast extends for some 451km. But boating is mostly confined to the sheltered inland waters, where there are 600 or so marinas. The biggest being the IJsselmeer to the north and the Oosterschelde to the south. Many Germans and Belgians also do their boating in these waters.

The Netherlands is probably the fifth-largest marine leisure market in Europe. Domestically, the sector is currently rather slow reflecting a difficult domestic economic situation. However, the super yacht business continues to do well, despite a global softening in that sector over the past couple of years. But then the Dutch industry has an advantage, as it's custom-builders are generally acknowledged to be the best in the world in terms of quality. Exports too are showing good growth. The real slowness now is in domestic new-boat sales and aftermarket / retail chandler sectors

Dutch yacht yards and the Dutch marine equipment industry continue to prosper in export markets, and particularly so at the custom end of the spectrum. However, domestically things are less positive.

Domestically, for those that are reliant purely on the Dutch boating in home waters, the market has been rather sluggish. The economic backdrop until a year or so ago meant consumer confidence was low. Consequently new boats, and particularly those under 12m (40ft), have not sold well, regardless of whether they are built in Holland or imported. Retail chandlery activity is similarly lacklustre. Things now though are picking up on the back of an economic recovery.

For Dutch marine exporters, the situation is more positive, especially in the country's semi-custom and custom builders and the considerable marine equipment manufacturers and specialist service providers that have grown up on the back of them.

For the best-known superyacht builders, order books are generally full for the next 4/5 years and yards such as Feadship yards, the Royal Huisman Shipyard, Heesen Yachts, Hakvoort, Jongert, Amels Holland, Vitters Shipyard, Holland Jachtbouw and Moonen continue to do well.

But then this top end of the yachting scene tends to be more resilient, less volatile to economic issues relating to any particular country. Superyacht owners tend to be international players, the sort of multi-millionaires and billionaires that are used to rolling investments around the world. And a fair proportion of those that are more exposed to economic ills have sufficiently large amounts of money these days to be able to take even heavy knocks without it stopping

them commissioning their next new yacht or spending the estimated 10-15 per cent of a yacht's value on running expenses and maintenance.

World demand for new-build superyachts eg custom and semi-custom yachts over 24m (80ft) is estimated to be around 200-250 units a year worldwide, only a fraction less than the 250-300 unit peak of a couple of years ago. Of that figure the Dutch industry is believed to account for something approaching 10 per cent in unit terms - on average to some 20-25 yachts a year. However, in value terms, the Dutch yards probably command far nearer 25 per cent of the US\$2 billion-plus global spend on new superyacht constructions a year, because their premium quality commands the highest prices.

The leisure marine sector in the Netherlands is well developed and showing good rates of growth. For more than 10 years the world market for custom and semi-custom yachts has been stronger than ever before. Order books are well stocked, particularly for those involved in the superyacht segment.

The Netherlands has been identified by the Marine Sector Advisory Group (MSAG) as a priority market for the Leisure Marine and Work Boat Segments.

OPPORTUNITIES

UKTI publishes international [business opportunities](#) gathered by our network of British Embassies, High Commissions and Consulates worldwide. These opportunities appear in the Opportunities portlet on the relevant sector and country pages on the UKTI website. By setting up a profile you can be alerted by email when relevant new opportunities are published. New or updated **alert profiles** can be set in My Account on the website.

CHARACTERISTICS OF MARKET

General

The following gives you an overview of the Dutch maritime natural resources and facilities (based on the latest available (2005) figures):

- 450 km coastline
- 7,650 sq km of inland waters
- 720 coastal marinas
- 152,500 coastal moorings
- 480 inland marinas
- 51,000 inland moorings

The Dutch maritime cluster is very internationally oriented with its exceptional maritime location and accessibility of Ports, well trained / skilled people and a well developed knowledge infrastructure are all key elements.

A strong export focus as well as a well developed home market are the engines of growth. The cluster has an extensive network of suppliers and service providers at both national and international level.

The maritime cluster in brief:

- 11,500 companies
- 6% contribution to GDP
- 133,250 employees
- €14.2bn exports
- 64% exports

In terms of a breakdown of the direct added value per cluster segment, the following are the latest (2005) figures (in €m)

- | | |
|-------------------------|------|
| ▪ Merchant Shipping | 1077 |
| ▪ Shipbuilding | 548 |
| ▪ Offshore | 1143 |
| ▪ Inland Shipping | 704 |
| ▪ Hydraulic Engineering | 587 |
| ▪ Ports | 2884 |
| ▪ Marine | 713 |

[Marine] – [Netherlands]

▪ Fishing	226
▪ Maritime Services	683
▪ Water Sports	781
▪ Maritime Suppliers	913

Turnover (2005) maritime sector – inc equipment and services: €2.6 billion with breakdown as follows:

- 39% shipbuilding
- 28% Dredging, Inland and Navy
- 15% Other Marine Equipment
- 13% Offshore (oil and gas)
- 5% Other (ports and yachting)
- Exports around 60%

Shipbuilding

- Turnover: €2.8 billion, of which 60% exports
- Order intake 2005 €1.7 billion (small - €600m / s/yachts - €700m)
- Total number delivered 190

Ship repair

- Turnover: €250
- Repairs 2000 vessels
- Emps 1400

Super Yachts Build

- Turnover approx €350 million (3rd largest producer)
- Orders received (units) 20 – value €700m

Leisure Marine Segment

The total leisure boat park in NL is approx 250-300k which, whilst the 9 largest in the EU, actually represents the 5th largest in terms of per capita ownership. A break down of the boat park is as follows (in 000s):

Boats by Length				Boats by Type		Total
2.5 – 7m	7.5-12m	12-24m	Over 24m	Sail	Motor	
232	55.4	8.6	15	140	156	296

Revenue from the leisure marine industry in NL is estimated at around just over €2bn - the following provides a breakdown of the major factors:

	Comps	Emps	Revenues	Exports	Imports
	In € million				
Overall	3550	21100	2240	1020	644
Boat Building	746	6800	959	767	307
Engines	4	280	40	20	93
Equipment	100	5000	314	189	209
Services / Support *	2,700	9,000	930	44	35

* represents retailers, wholesalers, marinas, boat hire, training, service & repair, insurance and professional services

The NL is the 5th largest in terms of consumer spend within the EU at approx €612m pa of which €582m is domestic spend. A breakdown of boat sales / aftermarket equipment sales is as follows (in € million):

	Boat Sales		Engines	Equipment Aftermarket	
	New Boats	Used		Electronics	Other
	325	33	49	56	100

Superyacht Segment

The superyacht (over 24m) segment is where NL is particularly strong and one of the world leaders. Order books are full for the next 4/5 years at least.

This segment is seeing good growth globally, which is extremely good news for most of the mainstream Dutch marine industry that relies on it. Demand in this segment is strong and the Dutch industry is estimated to account for around 10% (in unit terms) which represents approx 20-25 builds pa. In value terms, Dutch yards account for over 25% of the annual €2billion+ global spend in this premium segment.

While the volume end of the marine leisure industry in The Netherlands has been contracting over the past couple of years, albeit from a mini-boom between 1997 and 2000 and the economic downturn domestically, the country's custom sector has been booming throughout much of the past decade. Fortunately for the Dutch, and the other big superyacht building

nations such as the USA, Italy, Germany and New Zealand, the top end of the yachting market is less volatile than domestic economies and other segments.

Boat Builders

Dutch shipyards are well regarded for their design, technology and after-sales service. Whilst global competition is stiff, Dutch shipyards have focused on developing efficient production methods. In terms of turnover, the Dutch shipbuilding industry is one of the top five in the world.

Key boat builders in the Netherlands include the following:

- **Feadship** and its Royal Van Lent and De Vries yards;
Tel: +31 (0)23 5247000, Fax: +31 (0)23 5248639, Email: info@feadship.nl, Web: www.feadship.nl
- **Royal Huisman**;
Tel: +31 (0)527 243131, Fax: +31 (0)527 243800, Email: yachts@royalhuisman.com,
Web: www.royalhuisman.com
- **Heesen** (Diaship)
Tel: +31 (0)412 665544, Fax: +31 (0)412 665566, Email: jgremmen@heesenyachts.nl,
Web: www.heesenshipyards.nl
- **Hakvoort**
Tel: +31 (0)299 651403, Fax: +31 (0)299 651041, Email: sales@hakvoort.com, Web: www.hakvoort.com
- **Amels**
Tel: +31 (0)118 485002, Fax: +31 (0)118 485004, Email: info@amels-holland.com,
Web: www.amels-holland.com
- **Vitters**
Tel: +31 (0)38 3867145, Fax: +31 (0)38 3868433, Email: info@vitters.com, Web: www.vitters.com
- **Holland Jachtbouw Zaandam BV**
Tel: +31 (0)75 6149133, Fax: +31 (0)75 6149135, Email: hjb@hollandjachtbouw.nl,
web: www.hollandjachtbouw.nl
- **Bloemsma & Van Breeman Shipyard**
Tel: +31 (0)515 231785, Fax: +31 (0)515 231844, Email: werf@bloemsma-vanbreemen.nl,
Web: www.bloemsma-vanbreemen.nl
- **Kuipers Shipyard**
Tel: +31 (0)514 591443, Fax: +31 (0)514 591695, Email: info@kuiperswoudsend.nl,
Web: www.kuiperswoudsend.nl
- **Moonen**
Tel: +31 (0)73 62100094, Fax: +31 (0)73 6219460, Email: info@moonen.com, Web: www.moonen.com
- **Mulder**

Tel: +31 (0)71 5612325, Fax: +31 (0)71 5619756, Email: info@jachtwerfmulder.nl,
Web: www.jachtwerfmulder.nl

These are all synonymous with the highest of build standards in the motor segment. Moreover, their order books and delivery slots remain booked for the most part well into 2008 and beyond.

Within the sail segment, Dutch industry is also well served. The following are the top yacht builders in the Netherlands:

- **Bloemsma & Van Breeman Shipyard**
Tel: +31 (0)515 231785, Fax: +31 (0)515 231844, Email: werf@bloemsma-vanbreemen.nl, Web: www.bloemsma-vanbreemen.nl
- **Conavroegh BV**
Tel: +31 (0)345 571347, Fax: +31 (0)345 576949, Email: info@conavroegh.nl, Web: www.conavroegh.nl
- **Conyplex**
Tel: +31 (0)227 543644, Fax: +31 (0)227 543648
- **Holland Jachtbouw**
Tel: +31 (0)75 6149133, Fax: +31 (0)75 6149135, Email: hjb@hollandjachtbouw.nl, web: www.hollandjachtbouw.nl
- **Hutting Yachts**
Tel: +31 (0)515 232023, Fax: +31 (0)515 232853, Email: info@hutting.nl, Web: www.hutting.nl
- **Jongert**
Tel: +31 (0)227 542544, Fax: +31 (0)227 541246, Email: info@jongert.nl, Web: www.jongert.nl
- **Royal Huisman Shipyard**
Tel: +31 (0)527 243131, Fax: +31 (0)527 243800, Email: yachts@royalhuisman.com, Web: www.royalhuisman.com
- **Standfast Yachts**
Tel: +31 (0)117 381797, Fax: +31 (0)117 383463, Email: info@standfast-yachts.com, Web: www.standfast-yachts.com
- **Van Dam Nordia Yachts**
Tel: +31 (0)297 324517, Fax: +31 (0)297 323620, Email: vandam@nordia.com, Web: www.nordia.com
- **Vitters Shipyard**
Tel: +31 (0)38 3867145, Fax: +31 (0)38 3868433, Email: info@vitters.com, Web: www.vitters.com

Naval Architects

A number of the world's leading Naval Architects' offices are located in the Netherlands, including the following:

- **Vripack Yachting International Naval Architects**
Tel: +31 (0)515 436600, Fax: +31 (0)515 436634, Email: info@vripack.com, Web: www.vripack.com
- **Vuyk Engineering**
Tel: +31 (0)10 4502500, Fax: +31 (0)10 4587245, Email: vuyk@vuykrotterdam.com, Web: www.vuyk-rotterdam.com
- **Hoek Design**
Tel: +31 (0)299 372853, Fax: +31 (0)299 371519, Email: info@hoekdesign.com, Web: www.hoekdesign.com
- **Ginton Naval Architects**
Tel: +31 (0)31 235421985, Fax: +31 (0)23 5422485, Email: info@ginton.com, Web: www.ginton.com
- **Gerard Dijkstra & Partners**
Tel: +31 (0)20 6709533, Fax: +31 (0)20 6753118, Email: info@gdnp.nl, Web: www.gdnp.nl
- **Wim van der Valk Jachten**
Tel: +31 (0)416 651562, Fax: +31 (0)416 650566, Email: info@wimvandervalk.com, Web: www.wimvandervalk.com

Equipment / Suppliers

Dutch suppliers are capable of providing all the various sectors with quality parts. In terms of technology, Dutch maritime suppliers are amongst the best in the world offering innovative solutions in areas such as electrical engineering, mechanical engineering, engine room technology, propulsion systems and interior construction. The Dutch strength though is in the areas of engineering and system integration.

On the equipment side Schiedam-based **Vetus den Ouden** is Holland's largest marine equipment manufacturer and distributor. However, apart from its windows and hatches, its extensive Vetus-branded portfolio - which includes everything from diesel engines and bowthrusters to water tanks and exhaust-trap silencers - is manufactured by subcontractors, although most items are designed in its own 15-man R&D department.

Other key suppliers include:

- **Ascon**: Dutch custom deck hardware specialist
- **MarQuip**: Exhaust and sound insulation specialist
- **A+ Rigging Nederland B.V**: Rigs for cruising and racing yachts from 30 -200ft
- **Alewijnse Marine B.V**: Electrical systems integrator

- **Beekmans Stainless Steel:** High-quality finished metalwork
- **Boogaardt (Royal) Timber:** Teak logs, deck parts and super deckings
- **Bootwerk:** Specialised yacht interiors
- **Cramm Engineering:** Hydraulics
- **Free Technics:** Navigation, monitoring and control systems
- **Heinen & Hopman Engineering:** Air conditioning
- **Hogelst Yacht Interiors:** Interiors
- **Hydromar Marine:** Hydraulic systems
- **Imtech Marine & Offshore:** Electrical systems integrator / consultancy
- **Inmarcon B.V:** Production and engineering (3D solutions) of steel, aluminium and composite hulls and superstructures
- **Mastervolt:** Onboard energy supplies
- **N.R. Koeling:** Air conditioning systems
- **Nieuwburg Insulation Systems:** Thermal, acoustic and fire insulation.
- **Nirvana Spars B.V:** Spars, rigs requirements from 60 ft up to 160 ft
- **Rhebergen Composites** Constructions: Lightweight composite hulls and components
- **Rondal:** Custom built mast and deck equipment
- **Roodberg:** Boat handling equipment
- **Stork – Kwant:** Nautical instruments & controls
- **Struik & Hamerslag:** Interiors
- **Tijssen – Elektro:** Electric and electronic installation
- **Van Der Velden Marine Systems:** Integrated hydraulics systems
- **Victron Energy:** Mobile energy systems

Chandlers / Retail Scene

The downbeat domestic economic situation in recent years in the Netherlands has had an impact on consumer confidence which in this area is low, despite the recent uplift. Consequently, people are tending to keep hands firmly in pockets and new boats, and particularly those under 12m (40ft), are not selling well, regardless of whether they are built in Holland or imported. In addition, retail chandlery activity is similarly lacklustre.

The "*Nederlandse Vereniging van Scheepsleveranciers*" Dutch Association of Ship's Chandlers has a complete list of all their members on their website: www.nvvs-online.nl/en/, click on the Dutch flag, go to *Lidmaatschap* and click on *Ledenlijst*.

The following is an overview of the major Ship's Chandlers in the Netherlands.

- **Arturo Riva BV**, Rotterdam
- **Fuji Trading (Marine) BV**, in Rotterdam, Web: www.fujitading.nl
- **Klevenberg Shipping Center BV**, Rotterdam, Web: www.klevenberg.com
- **Kooyman BV**, Dordrecht, Web: www.kooyman.nl
- **Marine Providoring Agencies BV**, Hoogvliet
- **Marine Supply Centre**, in Rotterdam
- **Neko Ship Supply**, in Hoogvliet, Web: www.nekoship.nl
- **Prins Supply**, in Schiedam, Web: www.prins-supply.nl
- **Strømme- Madsen BV**, Spijkenisse, Web: www.stromme-madsen.nl

Classification / Certification / Taxation

The European Certification Bureau Nederland (WWW.ECB.NL) is a notified body registered by the EC (number 0614) and is appointed by the Dutch Ministry of Public and Transportation to conduct world-wide marine product inspections and certifications in accordance with the RCD (94/25/ec) and the MED (96/98/ec).

For the export of boats and marine equipment within the European market, the CE logo is a mandatory requirement upon certification. In addition yacht status and rigging status inspections are conducted based on international rules such as ISO-standards and IMO-resolutions

VAT has been 19 per cent since 2001 (previously 17.5 per cent).

Compulsory driver licensing for vessels capable of more than 20kmph and/or over 15m (49ft) in length. Widespread 20kmph speed limit on many inland waterways. No waterskiing within 200m of shore.

No mandatory registration as yet.

Maritime Expertise / R&D Centres

The Netherlands has a complete network of maritime centres, including the **Maritime Knowledge Centre** (MKC). In 2002 four key maritime research institutions (Delft University of Technology, Royal Netherlands Navy College, Marine Research Institute Netherlands and the Netherlands Organisation for Applied Scientific Research (TNO) joined forces in the MKC. The MKC researches, develops and integrates new technologies for the maritime industry.

The country also has an extensive range of maritime training programmes, from occupational courses to technical training at university level.

There are a number of other organisations involved in marine R&D activities, including:

- **MARIN:** Maritime Research Institute Nederland (MARIN) hydrodynamics R&D programmes, design consultancy, testing services and simulation;
- **TNO Bouw** - Centrum voor Mechanische en Maritieme Constructies (CMC): Marine Engineering & Design;
- **Albcon BV:** Consulting (project / interim) Management Services;
- **Böhler Thyssen Lastetechnik BV:** Marine R&D
- **Center Line:** ICT R&D
- **Dienst der Hydrografie:** Hydrographic R&D
- **NMi Van Swinden Laboratorium B.V:** Education, Inspection and Control

Other Segments

Dutch shipyards and suppliers are capable of building / repairing any type of vessel. In 2005, the value of ship repairs was €250m (up from €230m in 2004) with over 2k refits/repairs carried out.

In terms of the technology used, the Dutch are the strong in a number of other specific sub-segments:

- ***Dredging***

Dutch built dredgers can be found worldwide with estimates of around 60% of the dredgers operational worldwide built at Dutch shipyards. The main Dutch dredging vessels builders are as follows:

IHC Holland (www.ihcholland.com): Designs, builds and delivers capital goods and services for the dredging industry – estimated 50% global market share with 80% domestic turnover exported.

Van Oord ACZ BV (www.vanoord.com): Global dredging and marine contracting company specialising in marine construction, dredging, offshore and earthmoving projects.

Royal Boskalis Westminster (www.boskalis.com): Leading international maritime infrastructure service company.

- ***Inland Shipping / Cargo***

With Rotterdam and Amsterdam as important ports of entry for the European continent, inland shipping plays a vital role in the Dutch shipbuilding industry. Eighty percent of

the European vessels designed for inland waters are Dutch. Some of the leading workboat, tug and cargo vessel manufacturers are:

Damen Shipyards Group: More than 30 operating companies (Gorinchem, Hardinxveld, DMS etc). Cargo vessels, tugs and work-boats.

Tille Scheepsbouw: Trawlers, tugs, tankers, ice breakers, refrigerator ships, cutters, coasters, pontoons Container ships Multipurpose ships.

IHDA Shipbuilding Services: Cargo vessels and work-boats.

Scheepswerf De Hoop Lobith BV: Inland vessels, work-boats and construction work

Mercurius Scheepvaart Group: Cargo vessels, Damage and Consultation, Tanker Shipping Company

VeKa Group: Cargo and inland vessels and work-boats.

- ***Offshore***

The Netherlands supplies technical systems, floating structures, hydraulic systems, computers and complete deep-sea pipe systems for drilling rigs / platforms.

KEY METHODS OF DOING BUSINESS

Business Environment

High number of major Anglo / Dutch companies, including Royal Dutch Shell, Unilever, Reed Elsevier, Logica/CMG, Corus, Reckitt Benckiser reflecting close bilateral trade ties, Dutch openness and international approach to business. Some other factors on the Dutch business environment:

- Market is sophisticated in terms of logistics, transport and distribution. A good base for UK companies wishing to expand their European operations. It is a major entrepot (re-export about 30% of its imports);
- The Netherlands is a highly developed and competitive market where non-price factors (eg design, quality, delivery and after sales) are important;
- Quite a conservative market, where purchasers often need strong arguments to change from existing suppliers;
- The Netherlands a good test market for new exporters especially first time or inexperienced exporters on UKTI Passport programme for the following reasons
 - barriers to market entry are low;
 - transparent legal framework and sophisticated financial services system;
 - market is generally anglophone so relatively few linguistic problems
 - geographically close to UK with excellent transportation links to main and regional UK airports so exploring the market is cost effective
 - mature / open market where UK style products are well received

Some other important messages about doing business in the Netherlands:

- Local representation in most cases necessary for UK companies;
- The Dutch are good, reliable business partners who are straight talking and direct;
- Appointments are necessary – the Dutch do not like cold callers. Punctuality is essential;
- Most Dutch willing and able to speak English
- Professionally produced product literature is important (although not initially at least Dutch versions) and prices in Euros;
- First approaches generally best by telephone. If interest is shown then prompt follow up by email with literature / price lists, under a covering letter.

Other background information on doing business in Netherlands can be found on UKTI's website. Simply go to the Netherlands country page where you will find information on:

- Economic background and geography
- Customs & regulations
- Selling & communications
- Contacts & setting up
- Visiting and social hints and tips

MORE DETAILED SECTOR REPORTS

Research is critical when considering new markets. UKTI provides [market research](#) services which can help UK companies doing business overseas including:

- **Overseas Market Introduction Service (OMIS).** Bespoke research into potential markets, and support during your visits overseas
- **Export Marketing Research Scheme.** In-depth and subsidised service administered by the British chambers of Commerce on behalf of UKTI

Contact your local [International Trade Advisor](#) if you are interested in accessing these services, or for general advice in developing your export strategy.

Alternatively, contact the following at the UKTI team in the Netherlands:

Neil Brigden

Head of Trade and Investment Section
British Embassy, The Hague
Tel +31 70 427 0427
Fax +31 70 427 0346
Email neil.brigden@fco.gov.uk
Web www.britain.nl

When considering doing business in The Netherlands, it is essential to obtain legal, financial and taxation advice. A useful contact list of lawyers and other relevant professional bodies as well as further information on the Marine sector in the country is available from the Embassy

PUBLICATIONS

HSB International: Marine business magazine for the shipbuilding industry with focus on technology, ship design, construction and propulsion. Published eleven times pa.

Tel: +31 (0)78 6166844, Fax: +31 (0)78 6124975, Email: hsb.editor@sailnet.nl, Web: www.hsbinternational.nl

Motorboot: Consumer magazine – issued monthly.

Tel: +31 (0)10 4125708, Fax: +31 (0)10 4119690, Email: info@uitgeverijmotorboot.nl, Web: www.uitgeverijmotorboot.nl

Waterkampioen: Consumer magazine – issued fortnightly.

Tel: +31 (0)70 3141470, Fax: +31 (0)70 3147356, Email: waterkampioen@anwb.nl, Web: www.waterkampioen.nl

EVENTS

UK Trade & Investment's [Tradeshaw Access Programme](#) (TAP) can help eligible UK businesses take part in overseas exhibitions. Attendance at TAP events offers significant benefits:

- possibilities for business opportunities both at the show and in the future
- a chance to assess new markets and develop useful contacts
- grants are available if you meet the criteria
- UKTI staff overseas will be available to assist delegates

Find out if you are eligible to apply to attend this event, and more about the support UKTI can offer, on the UKTI [Market Entry](#) web page.

Details of TAP events can be found in the **Events** portlet on the Netherlands page.

Other **Market Visit Support** may be available via your local International Trade Advisor.

METS Amsterdam: World's largest Marine Equipment Trade Show. Held annually in mid-November – approx 720 exhibitors and 12,000 trade-only visitors. This event is next held at the Amsterdam RAI from 13-15 November 2007. For information please check www.rai.nl or www.metstrade.nl.

Boat Holland: One of the Dutch major nautical exhibitions. Normally held in February – next 9-14 Feb 2007 at the Expo Centre in Leeuwarden.

Tel: +31 (0)58 2941500, Fax: +31 (0)58 2941505, Email: info@fec.nl, Web: <http://bootholland.fec.nl/english/index.php>

Amsterdam International Boat Show: HISWA: Held in February/March and attracts around 570 exhibitors, 100,000-plus visitors. Next is 4-9 March 2008.

Tel: + 31 (0)343 524724, Email: communicatie@hiswa.nl, Web: www.hiswa.nl

Amsterdam Seaport Boat Show, IJmuiden: Annual in-water event held in September and attracts around 35,000 visitors next is 2-7 September 2008.

Tel: + 31 (0)343 524724, Email: communicatie@hiswa.nl, Web: www.hiswa.nl

EUROPORT: A key exhibition for the maritime industry next will be 6-10 Nov 2007 at the Ahoy Exhibition Centre in Rotterdam.

Email: www.ahoy.nl, Web: www.europortmaritime.nl.

CONTACT LISTS

UKTI's **International Trade Advisers** can provide you with essential and impartial advice on all aspects of international trade. Every UK region also has dedicated sector specialists who can provide advice tailored to your industry. You can trace your nearest advisor by entering your postcode into the [Local Office Database](#) on the homepage of our website.

For new and inexperienced exporters, our [Passport to Export](#) process will take you through the mechanics of exporting. An International Trade Adviser will provide professional advice on a range of services, including financial subsidies, export documentation, contacts in overseas markets, overseas visits, translating marketing material, e-commerce, subsidised export training and market research.

Other in-market contacts in the Netherlands include the following:

Holland Yachting Group – HISWA: Jan Nieuwenhuizenplein 12, 1135 WV Edam, Netherlands.

Tel: +31 299 39 19 19. Fax: +31 299 39 19 29. E-Mail: hiswa@hiswa.nl, Web: www.hiswa.nl,
Contact: Managing director, André A N Vink.

Holland Marine Equipment Association (HME): Represents Netherlands' suppliers of marine technology and services.

Tel: +31 (0)10 4444333, Fax: +31 (0)10 2130700, Email: info@hme.nl, Web: www.hme.nl

Marin: Maritime Research Institute, Netherlands infrastructure on the fields of fundamental and applied research.

Tel: +31 (0)317 493472, Fax: +31 (0)317 493245, Email: info@mkc.org,
Web: www.marin.nl

The Netherlands' Shipbuilding Industry Association (VNSI): Represents the interests of the Dutch shipbuilding and shiprepair industry.

Tel: +31 (0)79 3531165, Fax: +31 (0)79 3531155, Email: info@vnsi.nl, Web: www.vnsi.nl

The Dutch Maritime Network (Stichting Nederland Maritiem Land): An independent foundation to reinforce and promote the Dutch Maritime Industry.

Tel: +31 (0)10 2052720, Fax: +31 (0)10 2055307, Email: info@dutch-maritime-network.nl,
Web: www.dutch-maritime-network.nl

European Certification Bureau Nederland: Provides the producer with the certificates necessary for marketing products in Europe.

Tel: +31(0)299 323123, Fax: +31(0)299 323023, Email: info@ecb.nl, Web: www.ecb.nl

TNO Building and Construction Research: Independent maritime research institution (part of the Netherlands Organisation for Applied Scientific Research).

Tel +31 (0)15 2763000, Fax: +31 (0)15 2763010, Web: www.bouw.tno.nl/homepage.html