



Dear readers,

Another year has passed and I would like to wish all of you a Happy New Year. For the Royal Lankhorst Euronete Group 2010 was a year of recovery. After a difficult 2009, during which a lot of severe measures had to be taken, we again managed to present a year with very interesting developments and achievements.



Of course all of this could only be achieved thanks to our constant involvement with our customers and our strong commitment to innovation which will have our further attention in the years to come. Our budget connected with R&D and innovation will almost be doubled in order to make our Group an even stronger partner for all our customers and suppliers.

I would also like to invite all our readers to go to our website [www.lankhorsteuronete.com](http://www.lankhorsteuronete.com) and see our commitment with regard to having a green policy. We believe that sustainability issues are becoming more and more important and we will therefore further integrate them into the strategy and operations of our Group. In 2011 we will have a lot of new projects on hand and we really expect that the economic outlook, although still unstable, will not affect our plans for the future. We also expect that the world economy will stabilize and that the high public deficits and high unemployment rates can be better controlled worldwide. Again I wish all our readers and business relations a successful 2011!

José Luis Gramaxo  
President

## ENGINEERED PRODUCTS DIVISION

### KLP® Façade panels for a new school building

This project implies the construction of 3 new schools for approximately 850 students. What is striking in the design, made by 'BRTArchitecten' from Alkmaar (NL), is the fact that the façade mainly consists of KLP® Façade panels made from recycled plastics.

The different floor levels – resembling a marble lane – are quite remarkable as well. Sustainability played an important role in the designing process. The client has chosen to apply a heat regaining ventilation system, good insulation and daylight control by means of presence detection.

KLP® fits perfectly well in this sustainability picture because it will last decades, it is UV and weather resistant, it doesn't rot, it is maintenance free and easy to clean. Sustainability analysis further shows that KLP® Façade panels perform better than concrete or wood. Besides that

the fibre structure of KLP® gives depth to the plank thus giving it a special, natural appearance.

We constantly keep in touch with new developments within our market. As a result our R&D department developed a fire class 2 façade panel using flame retardant. We consider this to be a special product development, because our recycled plastics are normally fire class 3, which is equivalent to wood. When - based on the application of the building - 'BRTArchitecten' determined that the façade needed to comply with fire class 2 demands, KLP® Façade panels came into view quite quickly.

## EXHIBITIONS 2011



### MARITIME & OFFSHORE ROPE DIVISION

7 – 8 April	SMM India	Mumbai, IN
2 – 5 May	OTC Houston	Houston, USA
10 – 12 May	Construction and Shipping Industry	Gorinchem, NL
17 – 18 May	Tugology Antwerp	Antwerp, B

### ENGINEERED PRODUCTS DIVISION

<b>Lankhorst Recycling Products</b>		
8 - 10 February	Infra Relatiedagen	Hardenberg, NL

### Lankhorst Mouldings Steel

3 - 6 March	Tube Istanbul	Istanbul, TUR
15 -17 March	Blech Russia	St. Petersburg, RUS
14 - 17 April	Blech India	Mumbai, IN

### Lankhorst Mouldings Custom

29-31 March	Rail-Tech Europe	Amersfoort, NL
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### Lankhorst Mouldings Offshore

22 – 24 February	Subsea Tieback	San Antonio, USA
2 – 5 May	OTC Houston	Houston, USA



### FISHING DIVISION

4 – 5 March	Irish Skipper Exhibition	Galway, IRL
24 – 26 March	Fishing 2011	Glasgow, UK
25 – 27 May	Agadir Fish Morocco 2011	Agadir, MA

### YACHTING DIVISION

22 – 30 January	BOOT Düsseldorf	Düsseldorf, DE
11 – 16 February	BOOT Holland	Leeuwarden, NL
1 – 6 March	HISWA	Amsterdam, NL

For all shows in 2011 please visit our websites.

## A special building project at Lankhorst

The site of our more than two hundred years old company is now a motley collection of buildings, but soon the pre-war production halls will be demolished. Maintenance, safety & health requirements and production efficiency are the main reasons for new constructions and expansion. In 2009 the first phase of the project started and mid October 2010 we continued with the second phase of the construction.

The project has a special character because we will build around the existing hall and afterwards the old buildings will be demolished from the inside. Furthermore, as part of our "Green Policy", we explicitly pay attention to sustainability. We have chosen to install a heat regaining ventilation system in order for heat released during the energy-consuming extrusion process not to get lost. Heat

rising to the top of the hall will be complemented with fresh air and then circulated back into the production hall. The new building will also significantly save energy by using gas discharge lamps with line voltage spikes (22% power reduction) and dim lights that will switch off automatically when sufficient daylight is available.

Given the current order position



our production will have to run full speed during the construction process. After completion in the middle of 2011 we will have a new production area of 8500 square

meter. The Royal Lankhorst Euronete Group hereby takes a significant step towards the future whereas our unique location in Sneek will continue to play a central role.

## MARITIME & OFFSHORE ROPE DIVISION



### At Lankhorst Ropes Offshore Division "we go to great lengths" to ensure accurate length measurement

Deepwater oil and gas production beyond 1,000m water depth is gathering pace. In 2002, deepwater accounted for just 3% of offshore oil production; by 2012 this is expected to rise to 10% as new offshore projects come on-stream, including the Thunder Hawk deep draft, semi-submersible Floating Production Unit (FPU) moored in 1,800m water depth which began production on 2009 in the Gulf of Mexico. Lankhorst Ropes Offshore Division at Póvoa de Varzim in Portugal specialise in deepwater mooring ropes. Deepwater mooring is different from other rope applications. They are long-term moorings, typically 25 years, and under constant load. Unlike wire and chain mooring systems which rely on the weight of the mooring lines to hold the FPU on station, polyester rope taut leg mooring systems use the elasticity of the rope to provide the restoring force needed to maintain the platform on location.

Until recently rope length tolerances from +/- 2% for deepwater mooring lines were not uncommon. No longer. For the Tahiti project, Lankhorst developed a rope Length Measurement System (LMS) such that each polyester rope mooring line was within +/- 0.5% of the correct length after post installation tensioning. Reducing the rope length tolerance has a number of practical and financial benefits. Overall length accuracy is important so that the top chain

length can be minimised. A 50m top chain length saving per line on a twelve leg mooring system equates to savings up to nearly USD 1 million. In addition, if the mooring line is too short the lines are difficult to install and need higher pre-tension. This results in an extended offshore installation time for the mooring lines. If the mooring line is too long it may not be possible to reach the required pre-tension leading to greater platform offsets.

Lankhorst's LMS measures the rope length under a controlled tension. The rope is pre-tensioned to 1% MBL (current limit 20 t) for length measurement in 75m increments. Prototype testing always starts from the same reference tension of 1% MBL. A laser gun is used to calibrate the LMS which is calibrated to 75 m +/- 3mm. For the Tahiti spar, Chevron reported that the mooring line lengths when deployed were consistently within 1m of the nominal length when checked by a ROV.

### Highly commended paper award



Sérgio Leite showing his highly commended paper award

Beginning of December, at the Deep Offshore Technology International conference in Amsterdam, the Pennwell Corporation awarded our Sales Director MODU & SPM, Mr

Sérgio Leite, for a highly commended paper. With his paper he explained the challenges and achievements in the manufacturing of DWM polyester tether ropes for the Chevron Tahiti project.



Anabela Carrapatoso (Quality Manager of Yarn and Pure Composites Divisions), Martin Baaij (Quality Manager of Maritime & Offshore Rope Division) and Lucas Koolen of Lloyds Register Quality Assurance

### Lloyds Gold Award

In November the divisions Maritime & Offshore Rope, Yarn and Pure Composites were recertified for ISO 9001:2008. The Lloyd's audits were held at our companies in Portugal (Maia, Póvoa de Varzim and Murça) and the Netherlands (Dordrecht and Sneek). Already for more than 10 years we have been certified by LRQA as we constantly meet the required standards. For this excellent performance we have been awarded with a Lloyds Gold Award.

## YARN DIVISION

### Electric Fence Conductors Market

For more than 25 years Lankhorst Yarns have been producing electric fence conductors, which are used in the agricultural market by professional and hobby farmers. In the past barbed wires, stranded wires or plain wires were used.

Over the years the pressure on farmers to use their grazing fields more efficiently increased. Furthermore they needed to reduce the risks of hurting the animals upon impacting the wires. This created the need for flexible conductive fences with good visibility and with less impact on the health of the animals. In order to meet those demands, polymer based electric fence conductors were introduced and became more and more popular. Lankhorst Yarns decided to focus on the production and development of new conductor technologies both for their business partners in trade as well as for their own product line produced under the TipTop® brandname.

Today Lankhorst Yarns have dedicated production facilities for electric fence conductors situated in Murça (Portugal). Hundreds of different types of conductors are being produced according to customer specifications and then supplied all over the world. We create added value for our customers by developing new product lines as well as various product variations, which enable our customers to distinguish themselves in their market. Supplying a technically sound product has always been the foundation for our operations. An extra requirement from our customers in the fencing market is to supply our products with a very appealing packaging, as this will reinforce their quality

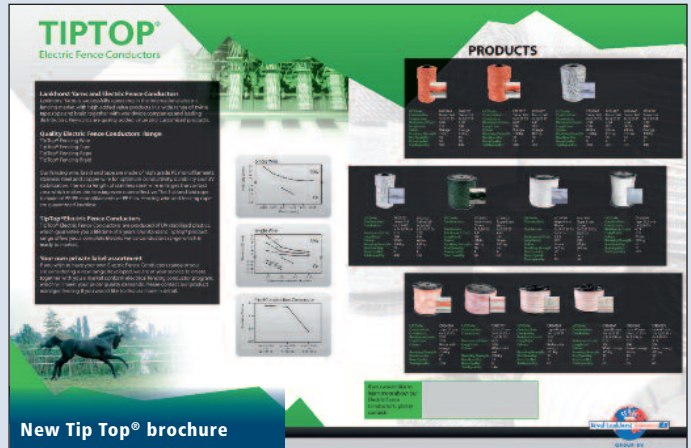


image towards the final consumers. But we also provide a good balance between price and quality to ensure that our customers can make a competitive offering towards the final customers.

Lankhorst Yarns dedicate their research to use new kinds of materials as well as new production technologies. In the year 2011 we aim to introduce a new generation of conductors to stay ahead of competition.

## FISHING DIVISION

### Euronete Scandinavia

The Fishing Division of the Royal Lankhorst Euronete Group has distribution offices located close to the markets all over the world. In the following editions of Lankhorst Euronete News we will present each office.

Euronete Scandinavia A/S serves the important Scandinavian market with Norway and Denmark as the major markets. Also Sweden, Finland and Greenland are served by our Scandinavian office, which was established in 2001.

The office is located centrally in Denmark with own stock of netting, ropes and wires from where fast deliveries can be made. The office counts 3 employees excluding warehouse staff which is outsourced to a freight forwarding company. For many years Euronete has been market



**Euronete Scandinavia A/S - from left to right Thomas Dalsgaard, Gitte Schmidt Nielsen and Torben Borg Feldthaus**

leader in netting in Scandinavia and, with the start of our own wire rope production within the Fishing Division, Euronete

Scandinavia has built up a strong position in the fishing wire rope market.

The large stock of netting, ropes and wires, combined with a very close cooperation with our factories in Portugal and with Ymuiden Stores - which is the European stock point of wire rope - ensures reliable and fast deliveries. Weekly shipments are made by truck, container vessels and by airfreight to all fishing harbours - some of them located north from the Polar Circle.

In the recent year the fishing industry in Scandinavia has undergone dramatic changes. The keywords are efficiency and sustainability. This principle has led to a smaller number of fishing vessels which, in return, have become bigger. Nevertheless a large number of smaller trawlers catching high quality fresh fish are still in the industry and are also being renewed. The Scandinavian

fishing fleet is now one of the most modern fleets in the world. The fishing industry in Scandinavia employs about 70,000 people as a whole including the processing industry. Norway is the second biggest exporter of seafood in the world while Denmark holds the number five position.

With focus on reduced fuel consumption and sustainable fishing, Euronete has been able to meet the demand for lighter and stronger fishing gear. This has led to an increased demand for our compacted netting - EUROLINE PREMIUM® and EUROLINE PREMIUM PLUS® and for stronger and lighter ropes - with EURONEEMA HIGH STRENGTH® rope and EUROTECH® rope being our latest developments.

The Fishing Division and Euronete Scandinavia would like to wish you all a fantastic 2011!

## YACHTING DIVISION

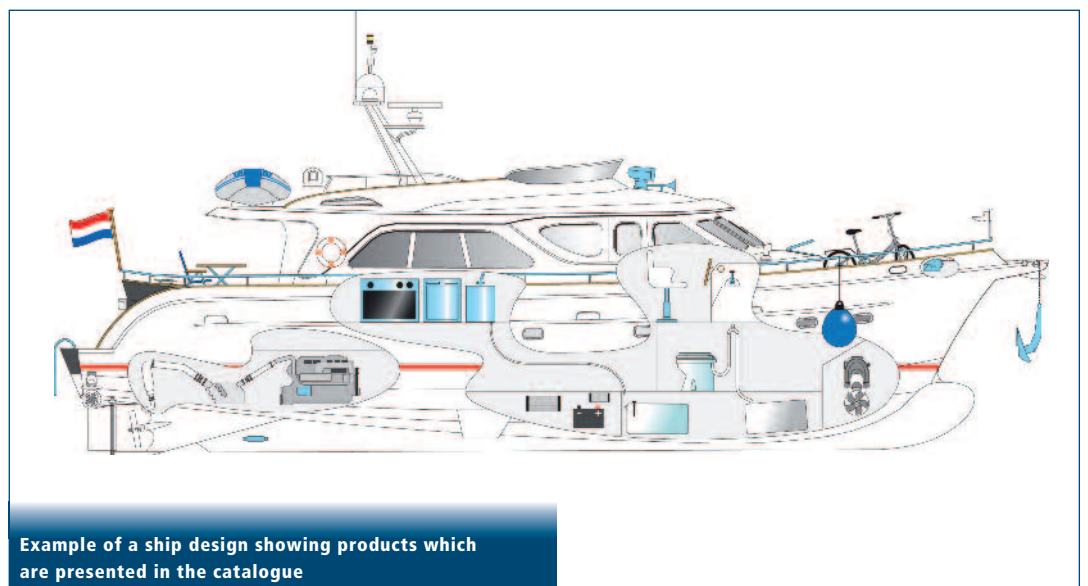
### Lankhorst Taselaar Lelystad; moving full steam ahead and prepared for the new season!

The previous edition of Lankhorst Euronete News already informed you that instead of being a 'normal' wholesaler, Lankhorst Taselaar aim to become more and more a business partner for their customers. Lately the first steps to achieve this have been taken by a.o. introducing several new catalogues, price lists and by expanding the product range with new, more technical products.



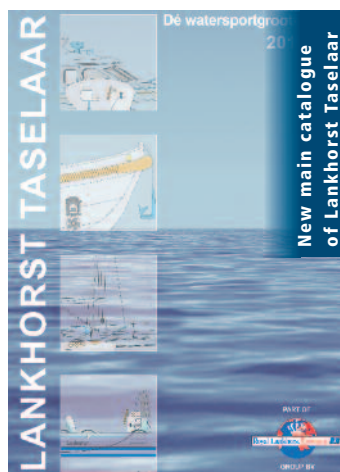
For customers there is now even a special 'Yachting Must Haves' catalogue available offering various interesting water sport products which the real 'addict' cannot neither ignore nor live without. A dedicated 'Must Have' purchase catalogue with purchase prices is available to shopkeepers and – especially for the private end user – there are also editions available with the name and/or logo of the shopkeeper. By issuing such a catalogue, which is unique in the yachting business, Lankhorst Taselaar give a clear signal to customers that they wish to be a real business partner to them. In the meantime Lankhorst Taselaar's 'Must Haves' catalogue has found its way to thousands of customers in the Benelux and Germany.

The Lankhorst Taselaar 2011 catalogue had a complete makeover. The renewed and improved catalogue will make it even



Example of a ship design showing products which are presented in the catalogue

more easy and enjoyable for customers to cooperate with Lankhorst Taselaar. Besides many new (technical) yachting products – clearly identified by the logo 'NEW' – the new catalogue provides more complete technical information and handy tools for shopkeepers as well as for private customers. By means of



the new index which is based on drawings of ships (motorboat, sailing boat, dinghies) showing products supplied by Lankhorst Taselaar, items can much quicker and simpler be found in the catalogue.

In November 2010 Lankhorst Taselaar presented themselves with a large stand at the most important yachting show METS (Marine Equipment Trade Show) at the Amsterdam RAI. Many customers visited the METS and it was important for Lankhorst Taselaar to be present in order to strengthen

Besides strengthening the relation with customers Lankhorst Taselaar also aimed to strengthen their relation with existing suppliers for whom they organised an exclusive party. Approximately 60 suppliers from all over the world and people from the purchase and sales department enjoyed a pleasant and non-committal evening.

It was decided to close the warehouse in Rheine (Germany) and to continue it as a sales office. In the meantime all stocks from Rheine have been moved to Lelystad. To create

their business relation with existing customers and to meet new customers. At the show Lankhorst Taselaar presented various new products among which were many (technical) yachting products that are very interesting to shipyards, boat builders and service & maintenance companies such as 3rd generation led lighting, flexible water tanks and silver-coloured ropes.

more space in the Lelystad warehouse some necessary rebuilding had to be done which was successfully completed. With this rebuilding and moving of stocks Lankhorst Taselaar are ready for the new season in 2011.



## FROM THE EDITORS

The next edition of Lankhorst Euronete News will be published in May 2011.

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