

IN MEMORIAM



At the age of 47 Miguel Gramaxo, one of our directors and also shareholder of the Royal Lankhorst Euronete Group, passed away last July after a long period of illness. Miguel fought a tremendous battle to stay alive and his thoughts always were that after the next treatment he would be better and ready to go back to having a normal life. Miguel joined our Group in August 1982 and was of the utmost importance for the development of the Euronete activities in the last few years. Miguel worked in several areas of our operations in Portugal, and during the last 10 years he was a board member of Euronete, S.A. Miguel had the full respect and friendship from all our employees, customers and suppliers in different parts of the world where Euronete is present. We sincerely hope that he rests in peace after his terrible battle of the last few years.

Dear Readers,

In the May 2011 edition of Lankhorst Euronete News I informed you on many new developments within our group. Among these developments were the several new buildings and factories in various parts of the world. These are still successfully ongoing activities of which some are near to completion. In that same edition I already slightly lifted the veil concerning even more plans that we have in mind for the near future. Although at that time it was too soon yet for further disclosure, I can now inform you that the Royal Lankhorst Euronete Group has acquired Group Le Drezen in Guilvinec, France as per June 1, 2011. Since more than 80 years Group Le Drezen, a very strong and innovative company with a major presence in tuna fishing markets worldwide, has been involved in the production and sales of fishing nets, and in selling fishing hardware and wire rope for the French market and export. Group Le Drezen is located in Guilvinec (Bretagne) in France. The group employs more than 50 people and represents an annual turnover of more than € 10 million.

Pierre and Louis Le Brun, former owners of Group Le Drezen and still actively involved: *"We are pleased that we could come to an agreement with the Royal Lankhorst Euronete Group for the sale of our activities in France."*

Royal Lankhorst Euronete Group is the largest European group involved in the production of fishing nets. We are therefore convinced that the activities of Le Drezen will stay in good hands in the future".

It has been agreed that the Le Brun brothers will remain involved in the management of the company for another two years. For many years we have tried to penetrate the French fishing net market, but until recently, with little success. Now, with Le Drezen, we can continue the good work done by Pierre and Louis Le Brun. At the same time, Le Drezen's portfolio can be expanded with our new generation of products for fishing applications and we can also develop new synergies between the two groups. Therefore we are all delighted with this acquisition and it is good to be able to count on the brothers Le Brun to work with us in the near future. All previously mentioned developments are of the utmost importance to continue the supplies to our customers. We are convinced that the acquisition of Group Le Drezen will add to that; it will strengthen our market position and will even more strongly emphasize our ambition to be a good, reliable and service oriented business partner.

José Luis Gramaxo
 President



FISHING DIVISION



Spotlight on Ymuiden Stores Holland

With pleasure we introduce our company Ymuiden Stores Holland (YSH). In 1993 we became part of the Fishing Division of the Royal Lankhorst Euronete Group. Before '93 we were part of the Dutch VERTO Group (United Ropeworks, on the Dutch stock exchange) with its own factories producing products like fishing nets, steel wire rope and synthetic rope.

We describe ourselves as 'supplier of fishing material for professional seagoing vessels'. To make it more 'visual' and easier to understand: we supply (practically) everything that is thrown overboard to catch fish! This is done with a team of 17 people at our head office and warehouses in the heart of the IJmuiden harbour. We supply - mostly in-house produced - fishing gear like fishing nets, synthetic twines and ropes, steel wire ropes and a variety of gear like baskets, blocks and floats.

We do so as wholesalers, but besides wholesaling we customize synthetic rope and especially steel wire ropes. Recently, in 2009, production of the Apeldoorn net factory ANZA was dismantled and moved to Maia, Portugal; since that day YSH employ ANZA manager Ben Wensink. Sales of ANZA products are successfully consolidated in YSH. Some would say that is remarkable: 20 years before ANZA and Ymuiden Stores Holland operated together in the VERTO Group!

Almost half of our turnover is made in the domestic market. In Holland we supply to cooperatives, net makers/net lofts as well as to resellers. Material supplied is mostly meant to serve in bottom fishing (or: bottom trawling), which targets species like sole, red mullet, plaice, shrimps and cod fish. In addition a number of powerful Dutch trawler owners are active in the field (or should we say: sea) of pelagic fishing

or: fishing in the higher layers in the seas and oceans. (When we say pelagic fishing you have to think of fish that swim in schools, like mackerel and herring.) YSH supply these bigger trawler owners on a direct basis. Their ships, so-called freezer trawlers, make trips of 3 to 4 weeks and some can catch up enormous quantities of fish per trip. That fish is landed in a frozen form in standardized cartons of 25 kg and sold as relatively cheap food, 'protein for the world'. YSH has a long track record in exports. Our focus is on the European countries with a coast line. Important markets are found in Iceland, France, Belgium, Ireland, the United Kingdom, Denmark and Germany. Due to quota restrictions in European seas and oceans, some bigger trawler companies direct their vessels to African waters. Here (f.i. Morocco, Mauritania) they buy licenses from the governments. Their vessels then operate from Las Palmas, where we stay in close



Standing from left to right: Jan van Duijn, Maarten den Dulk, Hans de Reus, Saskia Puper- Nugteren, Jos Scholten, Arie de Krijger, Marc Altena and Bondie Sciarone
Sitting on the ground from left to right: Nico Hartevelt, Bart Hoek, Annelies Donker- de Vrij, Peter Langeveld, Dennis Steltenpöhl, Ben Wensink

contact with a lot of companies from Holland, Iceland, Russia and sometimes even China. Every month we make shipments, often full containers of nets, ropes and wire ropes, from our Ymuiden warehouse to our customers in Las Palmas. The picture on the left shows our head office (over 100 years old) at Trawlerkade 42-44 in IJmuiden, just opposite the local fish auction. Right behind it, in

the Middenhavenstraat, we rent two warehouses. IJmuiden is the centre of pelagic fishing in Holland. Next to our office you will find many freezing plants where frozen fish is stored for distribution all over the world. When you are in the neighbourhood our professional and experienced team of fishing gear specialists warmly invites you to drop in.



YACHTING DIVISION

2012 has already started for Lankhorst Taselaar/Hohorst

While for most people summer holidays are over now, our focus is already on 2012. Although the water sport season is now closed, it doesn't mean that Lankhorst Taselaar/Hohorst enters a quiet period.

Lankhorst Taselaar/Hohorst maintains good contacts with its customers. Although we follow market developments very closely and anticipate at an early stage, feedback from our dealers is of great importance. By listening to our customers and by being open to suggestions, Lankhorst Taselaar/Hohorst is constantly able to maintain and expand its leading market position. There is no 'top-down' communication forcing our wholesale customers what they need to sell. On the contrary, valuable input from our dealers is often translated into an extension of our delivery program, which with over 10,000 articles is already quite considerable.

These articles can be found in our catalogue: a 500-page reference work that is eagerly welcomed in the market. Currently the new edition of the catalogue receives its finishing touches and will be available from November. But the catalogue is not the only way to communicate our portfolio. At the time of appearance of this Lankhorst Euronete News, our totally redesigned website is launched. And what goes for the catalogue, also applies to this new website. Together with our customers we have looked at how the user's convenience and information provision could possibly improve. This has resulted in a modern website, offering many advantages for both our direct clients and end

users. The website is clear and well-arranged and articles are easy to find both on description as well as on article number. In addition, the new website offers extensive descriptions and manuals for each product or product type. On top of that, the website is specifically equipped with a Zip Code Finder enabling end users to see instantly where they can get the article involved.

Traditionally autumn is also the time of year for product introductions. In that respect we can proudly say that Lankhorst Taselaar/Hohorst will continue the exclusive cooperation with the absolute top brand Lewmar in the coming years. And we immediately introduce a wonderful new product: the Lewmar HTX range. After years of research and design based on the experience of shipyards and sailors, Lewmar have developed this new range of high performance blocks. We will introduce this range at the various water sports boat shows in the Netherlands and Germany, where both our customers and consumers can get acquainted with this series of new Lewmar blocks.

After last year's great success, Lankhorst Taselaar/Hohorst will publish the special winter order offers this autumn. Customers can place winter orders with extra high discounts in the period November-February. As business partner we offer our customers the opportunity to optimize the attention of consumers via a catalogue folder with its own personalized cover - the 'Must Haves' - for the goods purchased at Lankhorst Taselaar and thus increase sales. It is expected that the forthcoming 'Must Haves' has a minimum print run of 80,000 copies again to be distributed among end users through the water sports shops in the Netherlands and Germany.

As a business partner Lankhorst Taselaar/Hohorst focuses on the interests of its customers and end users. By developing effective marketing strategies, service-oriented acting, decisiveness and an optimally composed range, Lankhorst Taselaar/Hohorst offers added value to and in the water sports industry. A strategy that will further be developed in 2012!

ENGINEERED PRODUCTS DIVISION

Innovative fibre optic cable network - Lankhorst Engineered Products' choice for the future -

For Lankhorst Engineered Products the drive to innovate and the drive to grow are the main reasons to have new production halls built on the property in Sneek at the moment.

The new halls will be equipped with a heat-regaining system and energy saving installations. In view of the future, Lankhorst Engineered Products have also deliberately chosen to install an innovative fibre optic cable network. Application of this technique at such scale is being done for the first time. Flexibility, redundancy, cost efficiency and faster network connections will be the result.

Fibre optic cable networks are THE new way of realising a data network that fits entirely within Lankhorst Engineered Products' innovative policy. By means of continuous investing in people,

automation, product and technology development the financially strong company foresees strong autonomous growth in future.

Advantages of fibre networks

A fibre optic cable is the ultimate transmission medium of the future. Whereas regular data networks are still being constructed with brass wire and subsequently further spread by means of patch boxes, fibre optic cable connections require less patch boxes and the cables are blown into a pipe network. Besides a faster connection a fibre optic cable network is

therefore extraordinary flexible and cost efficient. Extensions or modifications can easily be done as additional fibre optic cables can be blown into the system at any time without having to install cables again everywhere. This way the production process will not be disturbed. Furthermore, by using a ring configuration the data network is double redundant; should one connection fail, the other connection will automatically take over.

Another additional advantage for Lankhorst is that they can set up a backup server elsewhere on the property themselves, which makes expensive remote backup service no longer necessary. In view of the desired speed and the distance to be covered this can only be done with a fibre optic cable network. Furthermore, data traffic over fibre optic cable is safe and without loss of speed or data. Fibre optic cable is hardly sensitive to interference and insensitive to electromagnetic influences. Quality and safety of for example images and sound are guaranteed.

Implementation by Verkley Techniek

Lankhorst have chosen Verkley Techniek from Drachten to construct this fibre optic cable network for which they have skilled staff with specialised knowledge. The fibre optic cable connections will be constructed through an extensive pipe network in the grounds, the offices and production facilities of Lankhorst. All buildings are thus linked in a ring. Besides constructing the indoor and underground infrastructure, Verkley Techniek also took care of blowing in and fusion welding of the fibre optic cables.



Implementation by Verkley Techniek

YARN DIVISION

Pure and Yarns at Techtexil 2011

Lankhorst Pure Composites and Lankhorst Yarns held a joint presentation at the Techtexil 2011, from 24th to 26th of May at the Frankfurt exhibition centre.

The theme of the Techtexil this year was "Pure innovation energy", referring to the power of innovation that must drive the

technical textiles industry towards a sustainable future. The Techtexil invited companies to present their new materials, processes and products. Exhibitors and visitors could witness interesting offerings regarding a broad range of topics such as high strength polymers and fibers, nanotechnology and intelligent textiles. Lankhorst Pure Composites received a lot of attention for its innovative product Pure®, a patented thermoplastic composite material made entirely of polypropylene. The Pure® tape

is a co-extruded material with three layers. The production process and the materials used provide a very high stiffness and high impact strength to the tape. The Pure® material has a very low specific weight and is 100% recyclable. When converted into fabric, the Pure® tape can be consolidated into sheets by applying the right temperature and pressure conditions, without use of any extra adhesives. It is self-reinforcing. Representatives from various manufacturing and thermoforming industries, luggage manufacturers, sports manufacturers exchanged ideas how to apply this innovative material into their lines of products. Pure® was initially invented for application in the automotive industry. In view of the trend towards lighter cars with electrical propulsion we can also expect to see developments with Pure in this industry in the years to come. Lankhorst Yarns used this Techtexil exhibition to present

their broad range of PP and PE based yarns, produced using slit film and monofilament technology, to a broader audience. In the last three years Lankhorst Yarns have put a lot of effort to develop yarns using a new sustainable biopolymer, namely PLA. End of the year 2010 we successfully introduced a new Elite® PLA twine for the horticulture market, which can be used to grow various crops such as tomatoes and peppers. This Bio-Twine has the unique characteristic that after the season the used horti twine can be disposed together with the plant waste, and processed together in an industrial composting operation. The Bio Twine was developed in close cooperation with two large customers of Elite® horti twines. It is a typical example of the road towards high performance and sustainable materials that Lankhorst Yarns has chosen where cooperation with our customers is the key for our success.



Pure and Yarn at Techtexil 2011

MARITIME & OFFSHORE ROPE DIVISION



Lankhorst Ropes UK on the move

Lankhorst Ropes UK Ltd was previously known as Eurorope Ltd. The name was changed to Lankhorst in December 1998. This was a strategic decision to help raise the profile in the UK as the company moved away from the industrial market and focused on developing its profile in the maritime industry. It also reflected that the UK business was part of the much larger family of Royal Lankhorst / Euronete. This helped open the doors to some maritime clients who were already aware of the Group's strengths in rope and yarn development.

At this time the company's home was still in Scunthorpe, where it rented a warehouse with an upstairs office space on the edge of an Industrial Estate. The space was no longer required with the move away from bulk PP and small diameter wire rope sales. After a long search it was decided to relocate to an

office complex contained within an old Manor House in the town of Worksop. This was also much closer to home for most of the employees and saved considerably on the travelling time to the office. This change happened in the year 2000. It was a change of image and a much nicer environment in which to hold mee-

tings with clients. This served as a good home to the business as it grew its market presence over the last 10 years, including becoming main supplier to several

horst Ropes UK as it aims to become a market leader in the provision of rope tethers for wave power generators. The company has 4 employees,



From left to right:
Ian Hutchinson, Steve Fretwell, Roger Parker and Richard Adams

blue chip organisations involved in the maritime industry including oil tanker, bulk dry cargo's, Ro-Ro and tug boat operators. The opportunity arose this year to enter into a nearby purpose built and completely new office centre in the small market town of Retford. It had the advantages associated with a new building including faster broadband connections, video conference facilities, well equipped conference rooms and some much needed extra office space for a growing business. The location of the office also means it is close to the major road networks and airports

The new energy efficient building was also built to have a lower impact on the environment. It combines the renewable energies of a wind turbine (currently providing around 30% of the building electricity). Also a rain water collection system, which for anyone who is familiar with the English climate, knows it is a good idea! This "green" image is a bonus as the developing renewable energy market has become a focus for Lank-

3 of which have been with the company for 10 years or more. The first of these to join was Steve Fretwell who joined in 1996 after previously working for other organisations in the wire rope industry such as John Shaw Ltd, Craig Group and Bridon.

Ian Hutchinson joined the company shortly afterwards in 1997, having also had a long spell in the wire rope industry at John Shaw Ltd, as well as working for Ericsson Mobile Communications and a Stainless Steel Fabrication company.

Roger Parker joined in the year 2000 when the company first moved to Worksop. It was Roger's first exposure to the rope industry after he had worked for some years for the French company Valeo in the Automotive Industry.

Richard Adams is the newest and youngest member of the team and joined in September 2010. He is learning the business well as it is a complete change from the water purification company of Hydro-X where he was previously employed.

EXHIBITIONS 2011/2012



MARITIME & OFFSHORE ROPE DIVISION

3 – 5 October Middle East Workboats, Abu Dhabi (UAE)
4 – 6 October OTC Brasil, Rio de Janeiro (BR)
8 – 11 November Europort, Rotterdam (NL)

ENGINEERED PRODUCTS DIVISION

Lankhorst Recycling Products

31 January – 2 February Infra Relatiedagen, Hardenberg (NL)
14 – 16 February Infra Tech, Gent (B)

Lankhorst Mouldings Steel

4 – 7 October BLECH Nordic, Stockholm (S)
18 – 21 October Corte & Conformaçao, São Paulo (BR)
14 – 17 November Fabtech / Metalform, Chicago (USA)

Lankhorst Mouldings Offshore

4 – 6 October OTC Brasil, Rio de Janeiro (BR)

FISHING DIVISION

12 – 14 October Danfish International, Aalborg (DK)
27 – 29 October Itech'mer, Lorient (FR)

YACHTING DIVISION

8 – 11 November Europort, Rotterdam (NL)
15 – 17 November METS, Amsterdam (NL)

YARN DIVISION

1 – 4 November Hortifair, Amsterdam (NL)

FROM THE EDITORS



The next edition of Lankhorst Euronete News will be published in January 2012.

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Launch of new website

In October Lankhorst Ropes will launch the new version of www.lankhorstropes.com. The website has not only been refreshed graphically, but it has also become more clarifying. For instance the three markets which we are active in – maritime, offshore and heavy lifting – will have their own space on the website. More attention will also be given to our news items as well as to optimising the traceability of our world wide stock points and sales locations.



With this new structure we expect our website to have become more user-friendly... we invite you to visit it!

