

**DOING BUSINESS IN THE EUREGIO MEUSE-RHINE**  
*The newsletter of the Chambers of Commerce of the Euregio Meuse-Rhine*

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## **CHAMBERS OF COMMERCE**

### **SABIC FORUM**

[COM: Maastricht, September 5]

The Meuse-Rhine Chambers of Commerce are inviting participants to their third Euroregional Business Forum on Thursday, October 6 from 18:30 to 21:00 at SABIC Europe BV in Sittard. The idea of the forum is to acquaint businesses with other specific businesses in Meuse-Rhine and to inform them about the international activities and strategies of these businesses.

In brief, SABIC Europe BV is a company that invests in manufacturing in Western Europe. It owes its growth to activities focusing on foreign markets, starting with neighboring countries. SABIC Sittard is a subsidiary of SABIC and covers all the company's activities in Europe. It employs 2300 people and has two petrochemical locations: one in Geleen (NL) and one in Gelsenkirchen (D). The company has a network of sales offices and logistical hubs. In Europe its sales amount to six million tons of polymers, basic chemicals, and intermediates.

The Saudi parent company is the largest petrochemical company in the Middle East and has two major industrial locations and 16 production complexes. It also has an interest in three production complexes in Bahrain. In 2004 the company's net profit was EUR 2.9bn and the total revenues amounted to EUR 14.1bn. SABIC in Sittard is planning to build a third naphtha cracker worth EUR 1.5bn and with a capacity of 550,000 tons. The current annual production of around 1.2m tons would then increase by almost 50%.

The meeting will be held in English and you can apply through Ardy Assink at the Maastricht Chamber.

<http://www.maastricht.kvk.nl>

### **DUTCH-WALLOON NETWORKING**

[COM: Maastricht, September 2]

There will be a meeting for Beginners in Networking on Friday, September 30 at the Flowwww Business and Hospitality Center, Avenue Céramique 221 in Maastricht.

Seven handy tips will be passed on. The program starts at 15:30 and conclusions will be drawn at 16:45, with drinks at 17:00. Business cards are essential.

There is a limit to 25 participants, so if you want to take part, contact Bernard Piette as quickly as possible on 00 31 43 3506613 or [bpiette@maastricht.kvk.nl](mailto:bpiette@maastricht.kvk.nl).

<http://www.maastricht.kvk.nl>

### **MEETING CLOSE NEIGHBOURS**

[COM: Maastricht, September 2]

The Chambers of Commerce of North Brabant and Limburg, in cooperation with the East Belgian development company WFG, are holding matching sessions for companies seeking partners, in Liège on November 15. You will have to submit business data beforehand; and, on the basis of the criteria, meetings will be arranged for you with likely business partners.

On November 22 there will be a Dutch session of 'Meeting Close Neighbours' in Eindhoven.

For further information and registration contact Bernard Piette at 00 31 43 3506613 or e-mail [bpiette@maastricht.kvk.nl](mailto:bpiette@maastricht.kvk.nl).

<http://www.maastricht.kvk.nl>

## **BEST ECO MEETING**

[COM: Maastricht, September 2]

An international partnership forum is being organized for the fourth time by the Walloon Association of Euro Info Centers and the Walloon Export Promotion Association (AWEX). The objective is to bring industrial organizations into contact with environmental and energy. On the basis of individual sessions, companies active in the environmental and energy sector have the option of promoting their knowledge and learning about the latest available environmental-energy technologies on the Meuse-Rhine market.

These activities will take place at the Best 2005 fair — the seventh European fair for the environment, energy, and clean technologies (see [www.bestenvironnement.be](http://www.bestenvironnement.be)).

Apply using the form that you can obtain from the Chamber. Your profiles will be included in the catalog and the Chamber's partners will implement the same procedure. The Chamber has arranged meetings on October 12, 13, and 14 in Liège, when you will be able to make concrete appointments with partners from the participating regions. And the fact that the companies are located in Meuse-Rhine mean that it's possible to organize everything on one day.

Participation means one, two, or three contact days with free, personal, matching sessions. You will be asked to make a deposit of EUR 50 on registration, which will be returned at the end of the fair if you've taken part in your meetings.

For further information contact Bernard Piette at 00 31 43 3506613 or e-mail [bpiette@maastricht.kvk.nl](mailto:bpiette@maastricht.kvk.nl).

<http://www.maastricht.kvk.nl>

## **MATCHMAKING IN DÜSSELDORF**

[COM: Maastricht, July 21]

On Thursday November 17 and Friday November 18, the Chambers of Commerce and Syntens in Southern Netherlands, in cooperation with Zenit GmbH from Mullheim on the Ruhr and the IRC Network, are organizing a visit to the Medica Trade Fair in Düsseldorf with matchmaking sessions. A profile sheet can be sent and appointments can be made to talk to prospect companies during the fair. The two-day visit costs EUR 260 per person, including bus, overnight stays, breakfast and the networking meeting. Those interested should register as quickly as possible as there are only 25 places available and candidates are accepted in the order of receipt. Contact Ardy Assink on 0031 43 3506511, [aassink@maastricht.kvk.nl](mailto:aassink@maastricht.kvk.nl).

<http://www.medica.de>

## **IHK TRAINING ATLAS**

[COM: Aachen, July 1]

The new Atlas of trainee locations produced by the Aachen Chamber gives the addresses of 2,300 locations between Erkelenz and Euskirchen, with places for interns/trainees. It can be reached via the Chamber's website.

<http://www.aachen.ihk.de>

## **WEEK OF INTERNATIONAL TRADE**

[COM: ]

From Thursday 22 until Thursday 29 September the Voka - Chambers of Commerce and Industry are organizing the "Week of International Trade" in Flanders. The Chambers will organize five country seminars and five workshops for starting exporters on five locations. Each day a new country, region or topic will be in the spotlight alongside the workshops for starters. Voka - Limburg Chamber of Commerce and Industry will focus on Bulgaria and the Czech Republic on Wednesday 28 September in Hasselt. These events are free of charge and open to every interested entrepreneur.

For more information contact Gunther D'hondt (+32 11 56 02 32 or [gunther.dhondt@kvklimburg.voka.be](mailto:gunther.dhondt@kvklimburg.voka.be)) or visit the website.

<http://www.internationaalondernemen.be>

## **BUSINESS AND INDUSTRY**

### **TOYOTA PARTS CENTER: EUR 15M**

[BIZ: Diest, July 26]

Toyota is going to invest approximately EUR 15m in the expansion of its Toyota Parts Center Europe (TPCE) in Diest, [surrounded on 3 sides by Limburg and thus requiring coverage Ed.] by the end of 2006. By 2010, there will be another 50 jobs bringing the total to 600 by end 2010. The location will also grow from 70.000 m<sup>2</sup> to 100.000 m<sup>2</sup>. TPCE supplies 5.9 million parts and accessories monthly to the regional centers of Toyota Motor Marketing Europe and to the national warehouses in Toyota's national marketing and sales business and also to 600 dealers in the Benelux countries, the north of France and the west of Germany. It also carries 240.000 articles in stock.

<http://www.truck-business.com>

### **BOILERMAKERS FOR THE AIRPORT**

[BIZ: Awans, July 26]

The municipality of Awans is going to develop a new business site, adjacent to the Liège Airport Business Park. They will be decontaminating the site of the former Chaudronneries Brouhon (boilermakers), which yields 6 ha and another 4 ha adjacent to the airport park itself. A EUR 2.4m subsidy is to be available for the decontamination and upgrading of the site.

<http://www.rtc.be>

### **BIG SIEMENS TEST CONTRACT**

[BIZ: Wegberg, July 23]

The Siemens Rail Test Center in Wegberg-Wildenrath has received a major contract from the Lithuanian Railway company which has ordered 34 locomotives, worth more than EUR 100m. Their braking technology will be tested at Wegberg-Wildenrath and the locomotives will be delivered in Spring 2009. These new diesel locomotives can travel at 120 km/h.

<http://www.wdr.de>

### **BOMBARDIER'S DUTCH ORDER**

[BIZ: Montreal/Aachen, July 21]

Bombardier Transportation announced today that it has been awarded a contract by Nederlandse Spoorwegen (NS – Netherlands Railways) to deliver, together with its partner Siemens Transportation Systems, 18 four-car and 17 six-car electric multiple units (EMUs). The total contract is valued at approximately EUR 248m (USD 298m). Bombardier's share of the project is approximately EUR 104m (USD 125m), while Siemens, chosen by Bombardier as a major subcontractor, will take on approximately EUR 144m (USD 173m) worth of the order. Deliveries of the vehicles are scheduled to take place between September 2008 and October 2009. The order also entails an option for five consecutive additional packages of 16 four-car and 16 six-car EMUs. Should all options be exercised, this would bring the total number of new cars ordered by NS to 974, for a total value estimated at approximately EUR 1.2bn (USD 1.4bn). In addition, a contract for spare parts delivery for the next 10 years has been concluded.

<http://www.bombardier.com>

### **MAASLAND BEHEER & LOGISTICS**

[BIZ: Hasselt, July 18]

The Belgian distribution service BD Beldi, a subsidiary of TPG (TNT Post Group), is renting a 1,600m<sup>2</sup> building on the Voogdijstraat in Hasselt from Maasland Beheer & Logistiek, a subsidiary of the Machiels Group. This has provided 25 jobs. The Machiels Group started 25 years ago as a building and civil engineering contractor. It is now concerned with environmental management, including recycling and biogas production and also logistics, warehousing management and real estate. Maasland Beheer & Logistiek is targeting semi-industrial real estate and office buildings for clients, which include large projects with Tyco Healthcare, Exel and Caterpillar and smaller ones (1,000m<sup>2</sup>: Lamotec, Van Oirschot, etc). These projects can be customized. Machiels has 100,000m<sup>2</sup> in 50 locations.

<http://www.machiels-group.be>

## **SCHOELLER ARCA GETS BIPP**

[BIZ: Leopoldsburg, July 17]

With the full acquisition of all shares in Belgium-based Basic Industrial Plastic Pallets bvba (BiPP), Schoeller Arca Systems is reinforcing its plastic pallet activities further. BiPP used to be a 50/50 joint-venture of Schoeller Arca Systems with Lankhorst Recycling. Schoeller Arca Systems specializes in the design, development and production of both custom-made products as well as standard packaging solutions for a wide range of industries: food & beverage, retail, agriculture, chemical, pharmaceutical, automotive etc. Plastic pallets form a major part of the product range for system solutions. With the company as an integral part of Schoeller Arca Systems, customers will benefit from a comprehensive product range, greater innovative power and geographical spread.

<http://www.schoellerarcasystems.com>

## **TOHO TENAX EUR 4.8M TO SIEMENS**

[BIZ: Heinsberg, July 16]

Siemens Automation and Drives (A&D) is handling the detail engineering, including installation monitoring and safety coordination, for the new carbon fiber production plant of Toho Tenax Europe GmbH in Heinsberg-Oberbruch. In addition, Siemens is supplying the Simatic PCS 7 process control system as well as drives and motion control systems. The total value of the contract runs to EUR 4.8m. After scheduled completion in October 2006, the plant is expected to produce up to 1,700 tons of carbon fiber annually. This high-tech material is used in many sectors such as the aerospace industry for the new A380, the world's largest aircraft. The order was preceded by successful completion of the extended basic engineering for the new production plant, awarded by Toho Tenax to Siemens in December 2003.

Toho Tenax Europe GmbH belongs to the Toho Tenax Group, Tokyo, one of the world's leading vendors of carbon fibers with a current annual capacity of 5,500 tons. Toho Tenax Europe, the leading manufacturer of carbon fibers in Europe, is represented at two sites in the west of Germany: Wuppertal with the labs and administration, and Heinsberg-Oberbruch with the complete production plant.

<http://www.siemens.com>

## **CHEMICAL INDUSTRY WEBSITE**

[BIZ: Maastricht, July 16]

Limburg's chemical industry, including some 50 companies, has set up a joint website linked below to inform one another and the world about what is going on in their sector. The industry employs 10,000 directly and indirectly in the province and is setting up a network among the companies to exchange information. The website was launched by deputy Martin Eurlings last month. (Source: Dagblad de Limburger)

<http://www.erischemieinlimburg.nl>

## **LAMPIRIS GREEN ENERGY**

[BIZ/INFRA: Liège, July 16]

The first independent provider has obtained a license to provide green energy in the Walloon country. Established in Liège, it is called Lampiris and was founded in 2003 by Bruno Vanderschueren and Bruno Venanzi, specializing in the distribution of energy and telecom services. The name comes from the Greek: Lampirys, which means firefly - "carrying the light". As a consequence of the liberalization of the energy market, private customers will be able to choose their own provider. The market will be completely liberalized in 2007; but, as far as green power is concerned, it already is.

<http://www.lampiris.be>

## **SMEETS BOUW: NEW OWNER**

[BIZ: Maastricht, July 13]

Tom van der Ven (52) has become a 50% stockholder in the Smeets Group (Smeets Bouw, Smeets Bouwservice and Smeets Planontwikkeling), one of the few remaining mid-sized construction companies in Limburg (NL). Smeets was established in 1922 and specializes in the residential, commercial and maintenance sectors. The company employs 150 and produces annual revenues of EUR 50m. Mr Van der Ven has been a director of the company for 1½ years. The takeover of the stock strengthens his involvement with the group.

<http://www.smeetsbouw.nl>

## **KOHL GROUP GROWS**

[BIZ: Aachen, July 7]

The Kohl Automobile Group in Aachen has taken over Autohaus Rehse and its 29 staff in Heinsberg. They will handle BMW and the Mini and also provide maintenance and distribution. Management is in the hands of Margit Kohl-Woitschik of Kohl Automobile GmbH. Their objective is to bring the Heinsberg company up to Kohl standards. Local manager will be Karl-Josef Rehse. The Kohl Group employs 600 and produced revenues of EUR 160m last year.

<http://www.aachener-zeitung.de>

## **CHAOS IN 3D**

[BIZ: Liège, July 7]

A new Liège University spin-off, which produces 3D imaging, is Deios, located at the science park in Sart Tilman. This is a unique project, which captures an object and recreates it in a 3-dimensional image on a digital file, whatever the environment. There are heritage projects interested in this and many others.

<http://www.deios.com>

## **VGZ-IZA CALLCENTER HEERLEN**

[BIZ/HEALTH: Heerlen, July 7]

Care insurer VGZ-IZA is setting up an additional call center in Heerlen. It needs a temporary, external and flexible call center. Current capacity of its customer teams is not able to handle current activity levels, which are difficult to estimate. There is also expected to be an increase in customer inquiries in connection with the new Health Insurance Law. The Province of Limburg and the Municipality of Heerlen worked hard to get the center in the province by providing a contribution to the start-up costs. The center will provide 70 to 150 jobs in the long term. The new center is a private company (BV); 90% of the shares are in the hands of VGZ-IZA and 10% in the Z&P Group, which is involved in organization and training.

<http://www.limburg.nl>

## **BRABANTIA EUR 10M FOR OVERPELT**

[BIZ: Overpelt, July 7]

Brabantia, which makes all sorts of boxes and containers, is investing EUR 10m in its Overpelt location. This is to expand production capacity of its boxes for laundry, rubbish, storage, bread and even letters. There will also now be a plastics department. Central distribution is moving from Valkenswaard to Overpelt, where the company has brought the 22,000m<sup>2</sup> Linpac automotive building for this purpose. This gives Brabantia three major DCs: in England, the US and in Overpelt. The Overpelt location will be the biggest. Currently, 250 people work there. The expansion means another 40 jobs and some temporary employment. (Source: Trends and Het Nieuwsblad)

<http://www.nieuwsblad.be>

## **STAR'S MOROCCAN POWER**

[BIZ: Liège, July 1]

Star Informatic has announced that, following a competitive tendering procedure, its STAR-ELEC application for electricity network management has been selected by the Office National de l'Electricité in Morocco (O.N.E.). This contract is designed to facilitate the coordination and monitoring of rural electrification, which has been ongoing for several years as part of the ambitious Global Rural Electrification Program (PERG). The objective of the contract awarded to Star Informatic is to roll out the applications successfully implemented within the scope of PERG across the whole country.

<http://www.star.be>

## **EUR 4M FOR AVANTIS**

[BIZ: Heerlen, July 1]

Dagblad de Limburger's Marcel de Veen reports that the Avantis Science and Business Park is to be granted a loan of EUR 4m by the municipalities of Heerlen, Aachen, LIOF and its German sister organization Leg. Each partner will be contributing EUR 1m. This is a bridging sum that will help with costs as developments have depleted the coffers. In an interview, Director René Seijben says that Avantis is pleased with this gesture from the shareholders. They have a sum of EUR 25m available to invest in the business park; two banks provided EUR 18m of the sum and so EUR 7m is still available. The EUR 4m loan has to be repaid by December 21, 2006.

<http://www.limburger.nl>

## **TNT POST: NEW BELGIAN BIZ**

[BIZ/LOG: Amsterdam, June 29]

Starting July 1, Dutch postal company TNT Post and press distributor Agence et Messageries de la Presse (AMP) are jointly introducing a new easy-access parcel service for Belgian consumers and SMEs. TNT Post is further expanding its existing business in the Belgian postal market with this service. It offers rapid delivery of parcels within 24 to 72 hours in Belgium and the rest of Europe.

<http://www.tpgpost.nl>

## **EUROREGIONAL PAVILION**

[BIZ: Maastricht, June 28]

The 11th Business Contact Fair (BKD) to be held in the MECC Maastricht, October 11 through 12, has developed into an Euroregional business to business event. It is the largest business fair in Meuse-Rhine with 325 stand holders; it receives 8000 visitors from the Netherlands, Belgium and Germany, including many decision makers. This year, there will be a Euroregional pavilion for the second time; and, this is seen as a point of entry for business interested in Meuse-Rhine. It has also entered into a unique form of cooperation with two other Meuse-Rhine network events: Initiatives 2004 in Liège, and the IRC business market 2004 in Hasselt. Stand holders at the BKD get a reduction for participation in the other networking fairs. (Source: PAM)

<http://www.parkstad-aachen.com>

## **FORD GENK CROSS-OVER**

[IND: Genk, June 27]

Ford's new Crossover SUV will start production in Genk in 2006. The Crossover will be produced with the Galaxy in Genk and, later, the new Ford Mondeo will be built there. These three models will be built exclusively in Genk for the European Market and management expectation is that current production levels, at 200.000 units per annum, will rise when the three new models come into production next year; and this will mean more jobs.

<http://www.hbvl.be>

## **NEW TRIANEL PARTNER**

[BIZ/INFRA: Aachen, June 27]

The Trianel trading company (TEET) has acquired Überlandwerk Fulda Aktiengesellschaft (ÜWAG) as a new partner; the ÜWAG has had a partnership status with Trianel since 2004. It has now taken a 6,94% stake in the platform with effect retrospectively to January 1, 2005. Trianel gives us a further independent access to the European wholesale energy market, said Günter Bury of the ÜWAG board. Cooperation has shown us that Trianel's market knowledge, its own trading floor and its innovative services are helping sustain our growth curve. ÜWAG is the leading East Hesse energy utility; and, in the 2004 business year it sold around 2,100 Gwh of electricity. ÜWAG is also a partner in the new CCGT power plant in Hamm-Uentrop with the other 28 communal utilities. The number of stakeholders in Trianel itself has now risen to 24 communal energy utilities, 'giving more power to the company's elbow'.

<http://www.trianel.com>

## **KILLER LADYBIRDS IN LIEGE**

[BIZ/LIFE SCI: Liège, June 23]

Ladybirds or ladybugs with two black spots on their red coats are being bred by Horpi Systems, a University of Liège spin-off, to combat pests like plant lice. The company has its base in Hauts Sarts, close to Liège and is developing well. It expects to double production by 2007 with the assistance of SODIE - a development company. Horpi Systems breeds 2,5m ladybirds per annum and wants to raise this to 10m. The insects are largely used on fruit trees and are exported to England, France and Germany. Current revenues are EUR 450,000.

<http://www.rtc.be>

## **GALVACOAT IN OVERPELT**

[BIZ: Overpelt, June 21]

Galvacoat Overpelt NV, part of the Kempeneers Group in Lummen, is setting up a new 8,000 m<sup>2</sup>, EUR 7m plant in Overpelt, to specialize in galvanized metal coating. Scheduled to open in mid June, the plant will handle large units (17 X 1 X 2.6m), weighing as much as 5 tons in its chemical-processing, powder-coating plant. It should produce 50 new jobs. (Source: GOM Limburg)

<http://www.galvacoat.be>

## **IMPORTANT QUAI MATIVA PROJECT**

[BIZ: Liège, June 17]

The major site on the Quai Mativa in Liège is going to be developed into 63 apartments and a 2,000m<sup>2</sup> business center. Construction will start at the end of 2005 and will last for 2 years. The apartment building will cost EUR 8.6m and is being funded by an investor from Antwerp. 63 Apartments, offices and 100 parking spaces with utility constructions will bring life back to this area, which has been left to its own devices for some time. Investor l'Incom Bouwprojecten, based in Mol is employing the Liège architect Jacques Valentiny for the apartments. However, before construction starts, the site will have to be decontaminated. Another project in the city is on the St-Léonard side, where 13,000m<sup>2</sup> on the Swennen site next to the Bedford Hotel are being readied for an investment, of which EUR 1m already has been made available.

<http://www.lalibre.be>

## **LASER PRIZE FOR PROLAS**

[BIZ: Würselen, June 16]

The ProLas Production Laser GmbH in Würselen has won the Textile Industries Innovation prize for 2005 for its laser-based sewing machines in the new process category. 3-D processing makes it possible to make completely new products. ProLas is a spin-off of the Fraunhofer Institute for laser technology in Aachen. In addition to a range of people from Aachen University, the company employs 20 people.

<http://www.aachener-zeitung.de>

## **POLES AT OBERBRUCH**

[BIZ: Heinsberg, June 16]

Earlier this month, the Oberbruch Business Park was the site of the first Polish investment in a German production plant. Polyester fiber manufacturer KUAG Oberbruch GmbH has found a new partner in the Boryszew Group, the production group of Boryszew AG is a Warsaw Exchange-quoted company. [Interestingly Tessenderlo Chemicals, also in Meuse-Rhine, acquired the Boryszew PVC compound plant in Warsaw in 1999.] Boryszew AG is concerned with the production and sale of chemical products that are produced in Boryszew's Polish factories. It has 50% of the share capital of Impexmetal AG, an important Polish Group, concerned with the production and sale of metals like aluminum, copper and zinc.

The annual sales of both groups reached EUR 938m in 2004. Boryszew AG's net profit was EUR 19m in 2004. Impexmetal AG's net profit was EUR 13.6m in the same year. Boryszew has 50% of Impexmetal's shares and includes only half of the profits on its consolidated annual balance sheet. Both groups employ around 7,500 in Poland. The concern wants to develop further and in 2005, investments on the production side are scheduled to amount to EUR 79m.

<http://www.ipo-hs.de>

## **XDC DIGITAL CINEMA**

[BIZ: Liège, June 15]

XDC is a new member company of EVS Group - a Euronext public listed company and a specialist in slow-motion TV replay for sport. The Group has around 150 staff worldwide with major offices in Hong Kong and New York. XDC is launching the first pan-European digital cinema initiative for distribution and projection in addition to taking up and expanding the international sales of EVS Digital Cinema and all related activities. Digital cinema involves replacing 35mm film with hard disks.

At the XDC HQ in Liège University's Sart-Tilman Science Park, 40 people are working on the project. Currently 40 cinemas are already digitally equipped and 50 films are at their disposal. The company is targeting 500 cinemas in a 2-year period. (Source: RTC.be)

<http://www.xdcinema.com/>

## **EUROSTEEL 2005**

[IND/EDU: Maastricht, June 10]

Hosted by ALMA and the University of Maastricht, the fourth European Conference on Steel and Composite Structures, looking at research, Eurocodes and practice, was held in Maastricht from June 8 through 10. The conference - crucial at a time when steel prices have gone up by 50% and when major restructuring is taking place in the industry worldwide - gave an overview of recently implemented research on steel construction. It gave the background to the Eurocodes and dealt with the latest experience of European standards and provided an overview of recent projects on steel in both buildings and bridges.

The Conference in 2005 coincided with the intended finalization of the Structural Eurocodes produced by CEN/TC 250 to cater for design rules applicable to the major building materials, i.e. concrete, steel, composite steel and concrete, timber, masonry and aluminum.

The organization of the conference was run by ALMA and the Universities of Eindhoven (TU/e), Aachen (RWTH) and Liège. 380 people attended the congress, which means that it was in fact oversubscribed and its importance cannot be overestimated. Architects, engineers, construction designers, university teachers, researchers, officials, manufacturers, contractors and steel constructors; all people interested in Eurocodes and the latest developments in steel construction, were there.

<http://www.eurosteel2005.info>

## **DOCMORRIS AT FIVE**

[BIZ: Heerlen, June 9]

Heerlen-based Docmorris, Europe's first online pharmacy, primarily active in Germany, is looking forward to an early liberalization of the prescription drugs market with the German election planned for the Autumn. Liberalization will lead to an IPO for Docmorris. Founder and general manager Ralf Däinghaus (38) reported sales of EUR 130m for his staff of 330 in 2004. Customers number 630,000 and in five years of trading, Docmorris has sold 8 million packages of medications and made 2.4 million shipments. Today, 5,000 packages leave the building on a daily basis. (Source: Aachener-Zeitung)

<https://www.docmorris.com>

## **SEACON'S JUMBO DEAL**

[BIZ/LOG: Venlo, June 9]

Royal Hausemann & Hötte, founded in Holland in 1853, is one of the oldest toy manufacturers in the world. It manufactures games and puzzles under the Jumbo label and it has now put its warehousing activities into the hands of Seacon Logistics. Since April, both companies have been working together in England and, in view of their successful cooperation, they have decided to put all of the company's logistical activities into the hands of Seacon.

<http://www.seacon.nl>

## **NEW PEARL FOR LOMMEL**

[BIZ/LEI: Lommel, June 7]

The Dutch Oostappen Group has announced that it is going to take over Aqua Paradiso Leisure Park, with its beach in Lommel-Kolonie, which has 40 ha and 750 stay spaces. These will be expanded to 1000 apartments, rental chalets and caravans. The Oostappen Groep is a big name in the leisure world. It runs 400 ha of leisure park space with 8,500 stay spaces and 2.5 million overnight stays. It also runs the Hengelhoeft leisure park in Houthalen and the Blauwe Meer in Lommel, both of which have a 5-star rating from the Belgian Tourist Authorities; the former also has top rating [Superplatz] from ADAC, the German Automobile Club.

<http://www.lommel.be>

## **AIXTRON EUROPE ESTABLISHED**

[BIZ: Aachen, June 5]

All AIXTRON, Thomas Swan, Epigress and Genus products have been focused in one organization to further strengthen customer support and CVD [Chemical Vapor Deposition] market leadership in Europe. AIXTRON AG, a leading provider of equipment for compound semiconductor epitaxy is pleased to formally announce the establishment of AIXTRON Europe. This organization will have responsibility and lead the sales, service and spare parts business for all AIXTRON products including Thomas Swan, Epigress and GENUS to serve European customers.

AIXTRON Europe will cover the principal regions of Europe as well as other regions like Israel and Russia. Under this umbrella organization AIXTRON Europe presents a formidable portfolio of CVD materials technologies. The close synergy within AIXTRON Europe will bring to the customer base a service to match the demands of today's and tomorrow's marketplace.

<http://www.aixtron.com>

## **FEV'S CHINA POWERTRAIN**

[IND: Dalian, China, June 5]

On May 11, 2005, FEV China Co., Ltd., opened its new high-tech powertrain development center in Dalian, a harbor city in Liaoning Province about 600 km east of Peking.

Professor Stefan Pischinger, CEO of FEV, said: "With this investment, we are acceding to the wishes of our clients to be present in China, too, with qualified engineers and test facilities after more than 10 years of successfully conducting business there." Dalian, with its 5 million inhabitants is, according to Dr. Ernst Scheid, Executive Vice President of FEV Dalian, a perfect location for FEV. Today, FEV China has 33 employees, a figure that is growing month by month. The first engine test bench was started one week ago, and four more are soon to follow.

<http://www.fev.com>

## **SOPTIM-PFC/ENERGY PORTFOLIOS**

[BIZ/INFRA: Aachen, June 5]

Energy portfolio management is going to be made easier by energy portal Energate's use of Soptim AG Aachen's Hourly Price Forward Curve. The Hourly Price Forward Curve (Hourly PFC) is a revised and optimized mathematical model for the Hourly PFC curve, which provides technology solutions for the management and the delivery of market, historical and reference data to financial services institutions, public sector organizations and energy in this case. It tells you when to buy.

<http://www.soptim.de>

## **LOGISTICS AND INFRASTRUCTURE**

### **LIEGE-LUXEMBOURG LINK SAFE**

[LOG: Liège, July 26]

The continued existence of the rail connection between Liège and Luxembourg is safe. Belgian Railways (SNCB) and Luxembourg Railways have decided to improve the route and the Belgian rail plan is to change the status of the route from international to regional. The trades' unions had warned of a closure of this stretch of track, which is important for the southern part of Belgium's German-speaking community as its link to the railway system.

<http://www.brf.be>

### **FORD CARS BY WATER**

[LOG: Brussels, July 19]

Ford has taken on a fifth ship to transport new cars on the Rhine. These ships will run between Cologne and Antwerp and can carry 550 cars. They will be carrying 40,000 cars annually and relieve road traffic. The cars go from Antwerp to Italy, Greece and Africa. Ford Cologne has already started using them.

<http://www.brf.be>

### **IRON RHINE STARTS OCTOBER**

[LOG: Utrecht/Brussels, July 9]

Dutch ProRail will be opening the first part of the Iron Rhine, the freight rail line from Belgium through to the Ruhr, on October 1. This part is the section of the track between Weert and the border town of Budel. Belgian cargo forwarder Dillen & Le Jeune Cargo (DLC) has applied to start using the line. DLC currently has to follow a diversion via Tilburg and Eindhoven to reach Born and Germany.

In January 2003, DLC obtained a safety certificate allowing rail passage through the Netherlands and was the first foreign company to have this license. Its number of cross-border locomotives in Belgium, the Netherlands and Germany has increased too.

<http://www.dlcargo.com>

### **BUCHAREST-MAA BY BLUE AIR**

[LOG: Maastricht, June 20]

Blue Air - Romania's 1st low-cost carrier - has started scheduled Bucharest - Maastricht - Bucharest flights, three times a week: Tuesdays, Thursdays and, Saturdays. They are currently flying British Aerospace, BA146 85-seater aircraft. Flights are currently running at 75% capacity and are expected to switch to Boeing 737-300s in the near future. The flights were moved from their original Düsseldorf destination and now include a free shuttle bus from MAA to Düsseldorf and back; a similar shuttle service is due for Brussels. Check the web site for details.

<http://www.blueair-web.com/index.php?location=index&LANG=EN>

### **LIEGE RAIL CARGO**

[LOG: Liège, June 16]

B-Cargo, the cargo department of Belgian Rail (SNCB) has signed a letter of intent with French Rail (SNCF), to develop 2.2 million tons of cargo flows between Dunkirk and Liège and 600,000 tons between Seraing and Dunkirk for the period through 2010. B-Cargo and SNCF responded to an international market proposal, launched in 2002 for the transport of iron and steel products from Dunkirk to Liège and coke in the opposite direction. The rail companies have also submitted a new bid for the transport of 600,000 tons of coke annually to Dunkirk. B-Cargo and SNCF Cargo carried 250,000 tons of iron and steel between Dunkirk and Liège last year. In 2005, the flow of goods in both directions reached 1 million tons.

<http://www.hbvl.be>

### **NEUTRON DOUBLE CHOPPER**

[SCI-TECH: Jülich, July 26]

The Jülich Research Center's EUR 355,000 neutron double disc chopper is working well. It was built for the US National Institute for Standards and Technology (NIST). The two discs of the chopper, designed to block the neutron beam for some fraction of each revolution of the chopper, are used to disrupt a continuous stream of neutrons and can slice a neutron beam into neutron pulses. The primary mission of the neutron chopper activity is to provide functional, reliable, safe and operationally proven neutron chopper systems. Speeds of 18,000 revolutions per minute are possible.

<http://www.aachener-zeitung.de>

### **EUROGENTEC GETS RNAI™ PATENTS**

[LIFE-SCI: Cambridge, Mass. and Seraing, July 12]

Alnylam Pharmaceuticals, Inc., a leading RNAi™ therapeutics company, has announced that it has granted Liège-based Eurogentec, a leading provider of genomics research solutions, a non-exclusive license to provide research products and services in RNA interference (RNAi™) under the Kreuzer-Limmer patent family owned by Alnylam. This patent family covers short interfering RNAs (siRNAs) and their use to mediate RNAi™ in mammalian cells.

<http://www.eurogentec.com>

### **EUR 2M NOVOVACS CMV VACCINE**

[LIFE-SCI: Maastricht, July 6]

NovoVacs BV, a joint venture established by MUBio Products BV and Rhein Biotech GmbH, has developed a new prophylactic vaccine against Cytomegalovirus (CMV) infection, in collaboration with the Netherlands' Vaccine Institute. This international R&D product has been awarded an IS-Eureka program funding of EUR 2m. [For further information on this project, see issues 108 and 82. You can consult the archives by clicking on the word 'Archives' in the left-hand navigation bar below the photograph.]

<http://www.mubio.com>

### **EUV LIGHT SOURCE AWARD**

[SCI-TECH: Aachen, June 21]

PhotonAix members were honored with the science prize of the Donors' Association for the Promotion of Sciences and Humanities in Germany, which carries a EUR 50,000 endowment. The Fraunhofer Institute for Laser Technology ILT, the Chair for Laser Technology at RWTH Aachen, AIXUV GmbH – all PhotonAix members – and Philips Extrem UV GmbH have developed a new EUV (extreme ultraviolet) lithography process. This technique is suitable for manufacturing exceptionally small semiconductor structures, which are in demand for the chips used in ever more powerful PCs.

<http://www.photonaix.de>

### **SNIFFING VIRUS TO THE RESCUE**

[LIFE-SCI: Jülich, June 16]

Researchers at the Jülich Research Center are now able to use Adenoviruses (which play a role in coughs and sneezes) to investigate the mechanical characteristics of cells. Adenoviruses play a role as a transport capsule in introducing color into cells and in this way, the proteins, which are responsible for transport, can be made visible and the forces exerted by the cell can be investigated. A special permit was required, because the role of Adenoviruses in infections of the upper respiratory tract. With the help of Adenoviruses, the researchers can observe the movement of the cells and their interaction with the environment. The objective of the biophysicists is to understand how heart cells stick together, in mechanical terms, and how cancer cells move around the body.

<http://www.fz-juelich.de>

## **ABSOLUTE ZERO**

[SCI-TECH: Liège, June 15]

The Liège Space Centre, a leading satellite producer (in a growing market), is going put its EUR 30m Planck satellite in bath this Summer and gradually reduce the temperature to close to absolute zero. This is a world's first. The satellite is scheduled for launching by Ariane at end 2007. (Source: RTC.BE)

<http://www.rssd.esa.int/index.php?project>

## **AI CLASSIFIES BREAST CANCER**

[LIFE-SCI: Maastricht, June 8]

Maastricht PhD student Nick van Rodijnen is developing an (Artificial Intelligence) AI-based computer model to refine the histopathological classification of breast cancer. Van Rodijnen works closely with the initiator of this research project, the pathologist Dr. Marius Nap. Their first scientific article has just been submitted to a medical journal.

Read more at the link.

<http://www.unimaas.nl/researchmagazine>

## **MEDTRONIC: FDA CLEARANCE**

[LIFE-SCI: Minneapolis, June 7]

Medtronic, Inc., with major bases in Maastricht and Heerlen, has announced U.S. Food and Drug Administration 510(k) clearance and market availability for the Reliant Stent Graft Balloon Catheter, a multipurpose catheter used for temporary occlusion of large vessels and the expansion of vascular prostheses. The Reliant Stent Graft Balloon Catheter has been used in more than 9,000 endovascular stent graft procedures outside the United States since 2001.

Stent grafts are used during endovascular aortic repair (EVAR) to treat abdominal aortic aneurysms (AAA), one of the leading causes of death in the United States. The Reliant Stent Graft Balloon Catheter offers a working range of between 10-46 mm, the largest range of inflation diameters of any stent graft balloon catheter on the market. It also may be used during thoracic aortic aneurysm (TAA) repair, a similar treatment in the area above the abdomen, giving physicians more flexibility during EVAR procedures.

Medtronic, Inc., headquartered in Minneapolis, is the world's leading medical technology company, providing lifelong solutions to people with chronic disease.

<http://www.medtronic.com>