



EPCM CONTRACT FOR  
TORTILLA FACTORY SOLNTSE

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'NOORDERWARMTE':  
SUSTAINABLE HEATING IN  
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## TenneT signs contracts for engineering services

TEBODIN SIGNED CONTRACTS WITH ELECTRICITY TRANSMISSION SYSTEM OPERATOR TENNET TO PROVIDE ENGINEERING SERVICES FOR SUBSTATIONS AND HIGH VOLTAGE CONNECTIONS. TEBODIN WILL ASSIST TENNET WITH TECHNICAL RESEARCH AND DESIGNS FOR ADAPTATIONS AND MAINTENANCE OF SUBSTATIONS AND CONNECTIONS.

For this project Tebodin partners with consulting and engineering firm Witteveen+Bos and German sister company Bilfinger FRB. The framework contract is for a period of three years, with the option for two extensions of two years each. In a competitive field with 22 companies, the partnership Tebodin-Witteveen+Bos-Bilfinger FRB has secured two contracts, becoming approved supplier for both substations and the high voltage connections.



TenneT strives to bring the reliability and continuity of the Dutch electricity supply to the desired high level for the next ten

years. An extensive investment program will be executed, with which TenneT specifically aims to grow into a directing role as commissioning party. The partner combination of Tebodin-Witteveen+Bos-Bilfinger FRB has ample experience with best value procurement, risk inventory, and controlling risks in project management.

TenneT is a leading European electricity transmission system operator (TSO), providing electricity supply to approximately 41 million end users in the Netherlands and Germany. As one of the five largest TSO's in Europe, TenneT is developing an integrated Northwest-European electricity market. The main tasks are constructing and maintaining a robust high-voltage network, distribution system services and facilitating a stable electricity market. ■

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## Strategies for superior services

'A CLIENT OR MARKET BACKED STRATEGY IS THE KEY FOR TEBODIN TO LEVERAGE ITS FULL POTENTIAL AND DEVELOP A DIFFERENTIATED SERVICE OFFERING. MEETING WITH EXISTING CLIENTS THE COMING MONTHS TO BETTER UNDERSTAND THEIR EXPECTATIONS AND REQUIREMENTS IS A PRIORITY FOR ME', SAYS JÜRGEN VON HOLLEN. 'OUR STRATEGY CAN ONLY BE SUCCESSFUL WITH THE INPUT FROM CLIENTS, MARKETS AND INDUSTRIES, ULTIMATELY ENSURING THAT WE LEVERAGE THE APPROPRIATE RESOURCES AND TALENT IN OUR ORGANIZATION'.



On taking on both the CEO role of Tebodin and the Executive President function of the Bilfinger Division Engineering, Automation and Control, Jürgen von Hollen explains: 'It is a conscious decision to let me understand the business in more detail, and together with the management team develop the strategy, action plans, leveraging the strong global team. The division is a platform that, when leveraged, can deliver competitive advantage for each business in the division. And Bilfinger, is a strong mother company offering further potential resources and synergies that, when utilized, can expedite our growth strategy to achieve our targets. A key role as Executive President is to identify these potential synergies and ensure the appropriate resourcing for each initiative.'

### Our culture

'As we continue to globally expand our business it is essential for us to stay true to our zero tolerance approach to safety and compliance. Our culture of safety and compliance are basic building blocks to developing a sustainable global business, in which

we all want to work in and which also our customers expect. Each of us is accountable to ensure our business principles are embraced and adhered to.'

### Thought leadership

'I applied to Bilfinger to be part of a great company with strategic intent that understands the need and the necessity to adapt to market change. Understanding our clients' core processes and their markets delivers competitive differentiation. Already today our market focus and know-how allows to successfully compete and deliver added value to our clients worldwide. For example, we support many clients globally, to move from being a regional to a global player. Thought leadership has to be a cornerstone of our strategy. So when companies face complex issues and difficult projects, they turn to Tebodin. Our ability to leverage the existing process know-how across the business and to further develop our market know-how will be key to successfully growing our business', says Jürgen von Hollen.

### Take away anxieties

On fast changing global markets, he adds: 'Life cycles are getting shorter,

and the integration of value chains and process steps, both vertically and horizontally, is taking place. The increasing complexity of projects requires a leading project management competence that is vital to delivering successful projects. The result of our service and expertise lies in mitigating the risks and anxieties for our clients.'

'Market and customer intelligence are key to proactively delivering services and resources where the client needs us. The collection and analysis of market and client data has to be developed, to ensure that we not only deliver added value to our clients, but also ensure optimum resource allocation'.

### Flexible business partner

Finally, our key resource and competitive advantage rests in our staff and our skills to attract, develop and deploy our talent. Our ability to develop a dynamic working environment that enables people to achieve their personal goals will allow Tebodin to become the agile and flexible business partner that is essential to be successful in the changing markets', concludes Jürgen von Hollen. ■

Jürgen von Hollen visiting the Middle East offices



## Brand new Tebodin website and new URL

TEBODIN LAUNCHED A NEW WEBSITE, CONCLUDING ITS TRANSFORMATION PROCESS TO THE NEW VISUAL IDENTITY OF THE COMPANY.

This new visual identity - launched in 2014 - is a result of Tebodin's integration in the Bilfinger family. The new website focuses on the five global areas Tebodin is currently present, offering specific area sites, and on the markets Tebodin operates in. The large amount of references shows diversity and expertise, supporting a wide variety of local and international operating clients. Furthermore, the new website provides easy accessible information on our company, our rich history (on March 8, 2015 we celebrated our 70th anniversary), our extensive network and our people, and on working at Tebodin.

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A SELECTION OF OUR VARIOUS  
CURRENT PROJECTS



Greenfield factory for S&B Industrial Minerals S.A. in Rabigh Industrial City, **Saudi Arabia** for the production of alumina silicate. Scope: design including tender documents, tender management and construction supervision.



Industrial building related services for Chemetall to extent their manufacturing facilities in Langelshiem, **Germany**. Scope: conceptual design, material take-off and cost estimation for production extension and new office/laboratory building.



Renovation of regional gas transport network in **the Netherlands** with over 1,500 km of pipelines, 1,000 gas receiving stations, 2,800 valve systems and 80 control stations. Scope: basic and detail engineering of several parts of the network.



3D design for the construction of a 72,000 m2. shopping center Forum Lviv for Multi Development Company, **Ukraine**. A complex project, located in the city center among old residential buildings. Scope: design and 3D modelling.



Renovation of Siegwark Printing Ink's solvent workshop in Shanghai, **China**. Aim is to renovate the current workshop area with an explosive gas-proof area, linking up the solvent workshop to create a larger work space. Scope: design services.

From ocean to Oreo  
Mondelez starts new journey

MONDELEZ INTERNATIONAL, THE WORLD'S LEADING SNACKS POWERHOUSE, INVESTED IN A MULTI-MILLION DOLLAR GREENFIELD STATE-OF-THE-ART BISCUIT FACTORY IN BAHRAIN. THE FACILITY WILL BE BUILT ON A PLOT OF 250,000 M2, WHICH IS EQUIVALENT OF 30 SOCCER PITCHES, FOR WHICH THE GOVERNMENT HAS RECLAIMED THE NECESSARY LAND.



In the initial two to three year phase, the plant will operate four biscuit-manufacturing lines producing Oreo, Ritz and Belvita, as well as Prince, TUC biscuits and Barni cakes. It can be extended to meet growing local demands.

'This new investment is part of our journey to reinvent supply chain around the world to meet growth demands, while also reducing cost and improving productivity', says Mr. Daniel Myers, Mondelez International's Executive Vice President for the supply chain.

Generating jobs

Having confirmed the project in October 2014, the completion of construction and full commercial operation is planned early 2016, delivering the first Oreo biscuits in the market. The facility has the potential to generate several hundred more direct jobs in the Kingdom of Bahrain and sustain thousands of indirect jobs on

future investment decisions. Once constructed the plant will serve a total capacity of 90,000 tons per year. 'A few months ago, where we are standing now, was ocean. The journey from ocean to Oreo has started now' said Mr. Daniel Myers during the corner stone ceremony.

First choice

Tebodin performed successfully in two earlier Mondelez projects in Bahrain, 'Oasis' and 'Saffron' in 2008 and 2012, offering the best credits for the EPCm contract for this new greenfield plant. 'The appointment of Tebodin as EPCm

partner clearly indicates that Tebodin is being Mondelez' first choice in Bahrain and that is a great achievement. We will continue to provide our services to meet Mondelez' expectations and to assure that we stay their first choice partner for future expansion projects', pointed out Mr. Mehdi Honar, Tebodin Office Director in Bahrain. ■

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EPCm contract for tortilla factory Solntse

TEBODIN IN RUSSIA SIGNED AN EPCM CONTRACT WITH SOLNTSE MEXICO IN FEBRUARY 2015 FOR THE DEVELOPMENT OF A TORTILLA FACTORY LOCATED IN THE INDUSTRIAL PARK STUPINO 2 IN MOSCOW.

The total construction area of the facility is about 12.000 m2. The EPCm contracts includes basic design, permitting, procurement, detail design supervision and construction management. The project was officially started in February and is planned to be completed by the end of 2016.

Mission foods, a subsidiary of Gruma Corporation, is the number 1 tortilla company in the U.S. which manufactures a variety of authentic Mexican products. Since 1977, Mission Foods has been creating fresh, authentic Mexican food products you can find in your local grocery store. Solntse Mexico operates in Russia since 1996 and produces corn tortillas, corn chips, sauces and

spices. In consideration of increasing popularity of Mexican food in the Russian Federation, Solntse Mexico decided to build a new greenfield plant to increase production and sales volumes.

Local experience

Ron Demandt, European Production Director of Mission foods, about the main reasons to contract Tebodin: 'Tebodin has local experience and expertise. Mission Foods found it very important to work with a global company that actively contributes to keeping this project from a time and

expense point of view within the budget forecast'.

In close cooperation, the team of Solntse Mexico and Tebodin is using sustainable solutions to proceed with standards in QOHSE for both companies. The design plant will be built using state of the art process technologies, making it a showcase factory in the world. ■

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# Environmental Impact Assessment studies for Palm Jumeirah

IN PALM JUMEIRAH DUBAI, UNITED ARAB EMIRATES, TEBODIN UNDERTOOK ENVIRONMENTAL IMPACT ASSESSMENT (EIA) STUDIES FOR SEVERAL ILLUSTRIOUS PROPERTY DEVELOPMENTS.

Among these are the Arenco projects located at the Trunk of Palm Jumeirah, which will be operated by the Hilton Hotels and Resorts, and the luxury hotel and resort development of Arenco at the Crescent of Palm Jumeirah.

The community and retail department for Health, Safety, Sustainability and Environment of Nakheel issued letters of endorsement to Trakhees EHS

stating satisfactory completion of the EIA studies. Tebodin also completed the EIA Statement for Palm Jumeirah Rixos Ottoman Palace and Villas, an Environmental Impact Study for the Logo Island and the annual environmental compliance audit for Atlantis The Palm.

In addition, Tebodin's Health, Safety and Environment department is

currently working on several other environmental studies for luxury property developments at the Palm, such as the world class hotel and resorts of Viceroy Dubai Palm Jumeirah, and The One The Palm, which is a premium residential mega-project development; both are situated at the trunk of Palm Jumeirah. Tebodin is also commissioned to conduct the EIA for the Nakheel Mall and Palm Tower located at the apex of the Palm, which will feature a state-of-the-art, five star hotel and hotel apartments, and a high viewing deck offering spectacular panoramic sea views. ■

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## New stage in cooperation with AgroEco



In Russia, Tebodin received another great opportunity to cooperate with a local client AgroEco, the largest pig-breeding enterprise of Voronezh area. The company is listed in the top of Russian meat growing and processing companies with a production of 70,000 tons of pig meat on the hoof per year. The first stage of cooperation between AgroEco and Tebodin was launched in 2014 and included works for process evaluation and elaboration of engineering decisions on the concept design stage for the construction of a meat processing plant in Voronezh of 38,000 m2. Currently, Tebodin in Russia is the general designer of the project and provides the whole cycle for basic design. In May 2015, the Tebodin team in Russia plans to submit design documentation to permit authorities. ■

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Bahrain

Ukraine

First Tebodin office, The Hague (NL)

Pipeline to sea, Westerschelde (NL)

Plant N.E.M. (NL)

## Tebodin celebrates 70th anniversary

ON MARCH 9, 2015, TEBODIN CELEBRATED ITS 70TH ANNIVERSARY IN ALL ITS OFFICES WORLDWIDE. CAKE AND BALLOONS ILLUSTRATED THE FESTIVE OCCASION ORGANIZED IN ALL THE OFFICES.

The company was founded in 1945, in the period of post-war reconstruction in The Hague (the Netherlands) by Mr. Frederik van Iterson. Economic milestones of the periods that followed were of great importance for our growth: the reconstruction after the Second World War, a decade of booming business, an era of environmental awareness, internationalization, and the new millennium. We have developed along with clients' needs and grown into more mature and dynamic partnerships with each economic cycle.

By anticipating technological and market development, we built up a reputation of excellence in the Netherlands, before taking the steps abroad, starting with Abu Dhabi in 1974. To date we operate in five areas: North West Europe, Central Europe, Eastern Europe, Middle East and Asia Pacific, where we recently opened our latest office in Myanmar. Today we are thriving in a wide range of markets in 23 countries in total with over 4,800 employees. We still cherish the entrepreneurial spirit of Mr. Van Iterson which has characterized us from the very beginning with a constant effort to help clients with the best response to change. ■





CONSULTANCY SPECIAL

# Consultancy services cater to global and regional trends

‘THE INCREASING GLOBALIZATION REQUIRES US TO LEVERAGE OUR STRONG INTERNATIONAL NETWORK TO THE BENEFIT OF OUR CLIENTS,’ SAYS MR. GEOFFREY VAN ELDEREN, DIRECTOR CONSULTANCY IN NORTH WEST EUROPE. INCREASED REGULATORY PRESSURES ON COMPANIES, AND OTHER TRENDS, HAVE INSPIRED TEBODIN TO COMBINE INTERNATIONAL EXPERTISE AND BEST PRACTICES WITH PROFOUND LOCAL INSIGHTS.

‘Most of our clients have been quite environmentally conscious for many years,’ says Mr. Van Elderen, ‘Now we see an evolution towards increased regulatory demands and further professionalization of (process) safety & asset integrity programs; also in other areas on the world. We are increasingly asked. Unlike most consulting firms, we work primarily for industrial clients, providing integrated solutions with specific industrial knowledge in a width of technical expertise areas. And we have the backup of over thousands engineers in any technical field. We can advise not only what needs to be done, but also how and what it will cost. And if the client desires, our engineers can be engaged to realize the plans.’

Going global

‘As worldwide operating company we have a real global focus from a local point of view’, says Mr. Niels van Rhenen, Managing Director Tebodin. ‘Many of our clients act global, and expect professional investment decision support, sustainable asset management and integrated consultancy & engineering solutions. Therefore, a good cooperation within our network is of importance. Long-term clients rightly expect us to apply our lessons-learned anywhere. So we always provide our services with the typical Tebodin pragmatism, with local presence and knowledge, and backed-up by our decades of experience all over the world.’



Mr. Geoffrey van Elderen.

Recent services

Mr. Van Elderen says: ‘More and more we are doing EIA and Seveso III impact scans. Furthermore, we see a strong request for technical due diligence as part of mergers & acquisitions. And remnant life assessments on aging assets in intensive industries, such as Oil & Gas services which clients in the Middle East and Asia will also need in the future.’

He continues with new services: ‘With Ready2Start, we provide the entire route from project data to whatever paperwork is needed for operational management and maintenance. We also have a new environmental reporting service, in partnership with IBM; clients can have a subscription to quarterly environmental reports directly extracted from operational data. And we are working on a safety driven engineering concept that secures safety in the design.’ ■

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CONSULTANCY IN ASIA PACIFIC

‘Proud of our expertise, continuing to develop competencies’

**Main activities**  
Process Safety Studies, Environmental Management, and Energy Efficiency, in Chemicals and Oil & Gas.

**Special competences**  
Extensive expertise in Process Safety Studies.

**Market development**  
Great opportunities in Pharma. More attention to Safety and Risk Management in all industries.

**Recent projects**  
A successful HAZOP study for Synthomer and BRB in Malaysia in which specialists and engineers from different countries and cultures, speaking different languages, cooperated on a challenging job.

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CONSULTANCY IN THE MIDDLE EAST

‘Safety isn’t expensive, it’s priceless’

**Main consultancy activities**  
Technical Safety, Environment, and Asset Management in Oil & Gas.

**Special competences**  
Fire Safety.

**Market development**  
Increasing Safety and Loss Prevention in Oil & Gas. Becoming a one-stop shop for the industrial and buildings market.

**Recent projects**  
Technical Safety related studies for a 300 km NGL Pipeline, including several valve stations in Oman - a project with a significant international dimension. Quantitative Risk Assessment study for Mesaieed Industrial City – a large project, which well illustrates our expertise in QRA.

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CONSULTANCY IN EASTERN EUROPE

‘Doing consultancy in fusion style – diversification for added value’

**Main activities**  
A partner to international financial organizations and supporting commercial clients under investments projects and in compliance to international and local standards.

**Special competences**  
Economic and market assessments, also as part of multi-disciplinary assignments, due diligences and IFI projects.

**Market developments**  
Promises of investments in agro, food and beverages, sea and river ports, property development, energy and resource efficiency, international financial support.

**Recent projects**  
A series of technical, environmental, social, energy efficiency due diligence projects of port terminals and inland facilities for the European Bank for Reconstruction and Development (EBRD) and private investors in Ukraine and Russia. Market potential assessments for energy efficiency and climate technologies in Ukraine financed by International Finance Corporation (IFC) and EBRD.

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## ‘Consultants with their feet in the mud’

‘CONSULTANTS SHOULDN’T LIVE ON AN ISLAND. THEY SHOULD BE ABLE TO THINK ALONG WITH CLIENTS AND ADVISE THEM, USING THEIR KNOWLEDGE AND WIDE RANGE OF EXPERIENCE THEY BUILT UP WHILE PARTNERING WITH VARIOUS CLIENTS,’ SAYS MR. ERWIN HELWIG, MANUFACTURING ADVISOR AT Q8, ON HIS COOPERATION WITH TEBODIN’S CONSULTANCY ORGANIZATION.’

‘I’ve known Tebodin for a long time. We’ve been working on many projects together, and the cooperation has always been good. They work well and efficient. We see it as an added value that Tebodin is also an engineering firm.’

### Practical solutions

‘The added value of Tebodin being multidisciplinary,’ explains Mr. Helwig: ‘is that they translate their know-how from engineering to consultancy, resulting in practical solutions. I’ve experienced some agencies to be too theoretical. Tebodin has the knowledge and skills, but they also have ‘their feet in the mud’, as we say in Dutch, meaning that they have extensive experience in the field. Because they intimately know refineries, terminals and freight movements, they helped us tremendously with permitting.’

### Permitting strategy

Tebodin worked with Q8, a daughter of Kuwait Petroleum, on several projects. Mr. Helwig: ‘When you develop a project you will build for the future, so we usually go a step further than current regulations. For older plants, we have to find a balance between effort and returns, otherwise it’s just not attainable. Together, we developed permitting strategies, aimed at minimal permitting for existing units and new permits for new constructions. You can only do this when the authorities listen to strong arguments from the consultant’s site studies, and when you are aligned as partners.’

### Proactive partner

‘Permitting is a complex process and can make or break a project,’ says Mr.



Mr. Erwin Helwig.

Helwig: ‘You need a partner who can smooth out issues and understands the needs of the company and stakeholders, such as contractors, authorities and investors. Tebodin was always of great assistance in proactively managing stakeholders’ concerns.’

‘Good cooperation is crucial and together we succeeded. Of course, it didn’t always go without a hitch. Some complexities arose, to which Tebodin responded well and solution-oriented. We discussed lessons learned and improvements. They are open in their communication and put quality at the center. They are fine people to work with. I trust them 100 percent, and I will be working with them again.’ ■



### CONSULTANCY IN CENTRAL EUROPE

**‘Our strategic aim is to provide pre-investment consultancy services for our clients’**

#### Main activities

services for international private clients, banks entering into a loan facilities agreement with different investors, Hungarian Investment Promotion Agency. Consultancy on economy development programs of the Hungarian government.

#### Special competences

Technical Due Diligence (pre-acquisition, site selection), Phase I and II Environmental Site Assessment, Environmental Due Diligence, EIA, IPPC studies, Permitting Consultancy, Energy Efficiency Studies, Green Technical Solutions, HSE Consultancy, Risk Assessment.

#### Market developments

Green building certification and commissioning activity, and participation of EU funded energy efficiency projects.

#### Recent projects

a series of technical, environmental due diligence projects. Independent Technical Expert projects for EximBank Hungary (Lender’s Supervision, Bank Monitoring Services), Environmental consultancy and permitting support.

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### CONSULTANCY IN NORTH WEST EUROPE

**‘Our focus is on bringing value to our customers’**

#### Main activities

The full spectrum of technical advice on assets in all process intensive markets.

#### Special competences

Sustainability, Remnant Life Assessment, EIA support.

#### Market developments

Interest from the Infrastructural, Property, and Public sector. Stronger market focus on operational excellence, sustainability, regulatory demands and asset performance management.

#### Recent projects

A deep integration of safety services and asset management services in the Seveso remediation projects for Janssen Pharmaceuticals. Due diligence for an undisclosed client on environmental and technical aspects of the acquisition of several liquid bulk terminals in Sweden.

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FOCUS ON CHENNAI, INDIA

Opportunities and threats in equal measure

WITH ITS 167 EMPLOYEES AND A FOCUS ON FOUR KEY INDUSTRIAL SECTORS, TEBODIN IN CHENNAI, INDIA HAS A FIRM FOOT ON THE GROUND IN THIS DYNAMIC COUNTRY WITH AN EMERGING MARKET.

However, it can't afford to rest on its laurels as there is stiff competition; a 'brain-drain' on key technical staff, and upcoming local consultancies to contend with; The main opportunities in India are present in the manufacturing, Industrial, Infrastructure, Chemicals, and Food sectors.

The scope generally ranges from large scale projects through to on-going investment and expansion by, for example, US and European multi-nationals based in India. On the other

hand, local Indian companies are growing and expanding their operations fast into overseas markets.

Although the average age of the staff in Chennai is quite young, at 33, the majority have around 10-12-years' experience. This young and enthusiastic workforce have a broad range of specialist knowledge. The main areas of expertise include FEED, basic & detailed engineering, piping stress analysis, peer review, HSE consulting and construction and safety

Tebodin also has an office in Ahmedabad in India, established in 2013. A team of 40 engineers is handling a diversity of projects, growing fast as a multidisciplinary office. The main focus is on the chemical, food and industrial sectors. Specialized teams on architecture, civil/structural, process, instrumentation and mechanical, and on full PMC services, offer clients strong and sustainable solutions.

Komatsu India factory expansion project



management. The office has executed work for major international clients such as Ferrero, Nutricia, Michelin, Gestamp, Huntsman, Henkel, Sun Pharma, ONGC and Reliance.

Business development

Pro-active business development is essential in order to be able to play into upcoming market opportunities and keep the office driving forward and, as a result, Tebodin India engages regularly in conferences and trade events. Also, tracking and monitoring the developments of existing

international clients provides intelligence as to their potential future expansion plans. Following up on the establishment of special economic zones can also lead to new insights and opportunities.

Recently executed projects include an EPCm contract for Ferrero's automated Warehouse project in Pune; Reverse Engineering of existing reactors and re-rating of existing equipment for Huntsman's brownfield project at Vadodara, Gujarat; Basic & Detail engineering for OARC's Coil Coating Line Project in Sohar, Oman; and

Safety Management services for Sun Pharma, for manufacturing plants at two locations.

Close contact with network

Tebodin expects to see growth in the Automobile Industry and its suppliers, in Specialty and Base Chemicals, in Confectionery, Breeding and Agro-, and in API, within the Pharma sector. Of course, the office in Chennai also stays in close touch and exchanges intelligence with other Tebodin offices in the Middle East and Asia Pacific regions, as well as executing projects with offices in the Netherlands, Czech Republic and Romania. ■

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Tebodin speaks at Dutch-Russian event for trade promotion

ON JANUARY 29, 2015, TEBODIN'S OPERATION IN RUSSIA WAS INVITED TO THE ANNUAL MEETING ORGANIZED BY THE NETHERLANDS COUNCIL FOR TRADE PROMOTION (NCH) IN AMSTERDAM AND THE RUSSIAN COUNCIL FOR TRADE PROMOTION WHICH IS ONE OF THE BILATERAL COUNCILS OF THE NCH.

The main mission of NCH is providing its members with a network in which companies can exchange their experiences and knowledge of doing business abroad.



The NCH meeting started with a quantitative overview of the economic developments in the Russian Federation, including an outlook to the coming years. This was followed by a forum discussion between representatives of (Dutch) companies active in Russia, on how they deal with the present challenging situation. Tebodin was represented in the forum discussion by Mr. Wout Voorthuis, Area Director Eastern Europe. The conclusion of the discussion was that Dutch companies keep on focusing on the opportunities that are still there in

Russia. The huge territory of Russia will always give business opportunities.

And Tebodin proves this. Started in Russia in 1994, Tebodin continues to develop its activities with assistance of more than 110 specialists from offices in Moscow, Rostov-on-Don and Ekaterinburg. ■

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Stimulating the economy with biobased procurement

'IN 2013, THE PROVINCE OF ZEELAND, IN THE SOUTH OF THE NETHERLANDS, WAS CONCERNED ABOUT THE RECLINING ECONOMY,' SAYS MS. MARISKA VAN DALEN, SENIOR CONSULTANT SUSTAINABILITY AT TEBODIN: 'THEY RECOGNIZED BIOBASED PROCUREMENT AS A STIMULUS FOR INDUSTRY IN THE REGION, AND APPROACHED US TO DEVELOP A FRAMEWORK.'

Criteria for biobased

Ms. Van Dalen: 'We selected five criteria for biobased products, specific to procurement. First, the percentage of organic material in the product. Second, how the product fits its function, such as durability, hygiene and fire safety. Third, we look at the entire footprint, to measure the environmental impact on elements like water and air and on humans. On the other hand, some products produce extra value during the use phase, by using less energy or water, low maintenance costs or residual value. We have much experience with lifecycle cost calculation. And finally, we look at the waste phase: whether materials can be reused or are easily biodegradable.'

Making connections

'We visualized the biobased procurement process in a clear model,' says Ms. Van Dalen: 'and from now on the Province of Zeeland conducts market research with every procurement for products and services, roadworks and buildings.'

Senior Strategic Procurement Consultant at the Province of Zeeland, Mr. Martin Scherpenisse, explains: 'Biobased procurement starts a conversation in the chain:



our suppliers talk to the wholesalers, they talk to the importers, and they ask the manufacturer questions. This happened with clothing, computer hardware, company cars, technical materials and lubricants. The dialogue with regular and new suppliers boosts the local economy, even by simply making connections.'

Testing innovations

The project already identified many options, but some biobased applications do need testing, says Mariska: 'For clothing, we compared cotton, bamboo and hemp. The Province of Zeeland tested the safety of lignine, a wood-based material, as a replacement for asphalt. We also subjected the ancient truth of fire-proofing wood by scorching to modern test methods, and found it highly durable and fire-resistant.'

Partner in transition

Mariska has plenty of examples, but she can use more: 'We cooperate with the Centre of Expertise Biobased Economy (CoE BBE) and they are making a database. I would like to invite companies to report their biobased products to Tebodin, and to also consider biobased procurement.' Mr. Scherpenisse concludes: 'Biobased offers economic opportunities, if more market sectors and governments stimulate it, through their own procurement needs. We continue to reap benefits of this project. ■

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Workshop's participant



Industrial, Energy & Environment,  
**Health & Nutrition**, Chemicals,  
Oil & Gas, Infrastructure, Property

## Agro industry



Bunge Vietnam crushing plant



Global framework contract Syngenta



East-West Seed

Commodity trading companies are exceedingly looking for investment opportunities in the supply chain. This is certainly true for traders in agricultural produce such as grains, oil seeds and cocoa. Investments take shape by means of realization of production assets for the processing of agricultural produce. Processing takes place close to where crops are grown and harvested. The market for production and trading of starch and sweeteners, edible oils and coca is largely dominated by large multinational players who are investing in production facilities all over the world.

This is where the capabilities and geographical footprint of Tebodin can be important attributes. We have a long-standing experience in the business and provide services throughout the life cycle of production assets. Feasibility studies, site selection, site due diligence and Environmental Impact Assessment and concept development are services we can provide in the early stages of an investment project. Subsequent we can take care of all the phases of design and engineering in all relevant disciplines, provide procurement services and see a project through on the construction site by way of providing construction management and safety coordination and management.

Our local presence in 23 countries also enables us to help you obtain the necessary permits based on the appropriate documentation. With our know-how of and experience with food processing technology and GMP engineering built up over decades and project management against internationally accepted standards your investment project is in good hands with us. ■

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## ‘Noorderwarmte’: sustainable heating in Amsterdam

ENERGY PROVIDER NUON AND WASTE TO ENERGY COMPANY AEB AMSTERDAM ARE CURRENTLY WORKING TOGETHER ON A DISTRICT HEATING TRANSPORT PIPELINE. THE 35 MILLION EURO PROJECT ‘NOORDERWARMTE’ (NORTHERN HEAT), IS TO PROVIDE THE DISTRICT AMSTERDAM NOORD (NORTHERN PART OF THE CITY, SITUATED ABOVE THE IJ LAKE WITH 90,000 INHABITANTS) WITH RESIDUAL WARMTH FROM AEB.

Two pipelines – a supply line and a return line – will be constructed over a length of 16 kilometers through the districts of Amsterdam Noord and Westpoort. These pipelines transport hot water (120 °C) to distribution nets providing heating to households and companies in the districts. In 2030 Nuon expects to provide approximately 20,000 households with Noorderwarmte.

Nuon contracted A.Hak Leidingbouw for the design and construct part, with Tebodin as partner. Tebodin performs the detail engineering based on the available basic design and provides the technical documentation for permit applications and execution of the project.

The route includes eight horizontal directional drillings under roads, railroads, canals and dikes. Many interfaces with different stakeholders such as permitting authorities, cable and pipeline owners and both city districts are part of the project. Amsterdam Noord has planned a number of infrastructure projects in the area in which this pipeline project must fit, making this project very challenging. The engineering part will be finished by July 2015 and the construction of the heat transportation pipeline is planned for 2015 and 2016. ■

Nuon installing transport pipeline, Amsterdam Noord



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## ‘Water flow’ expertise in Czech industry

TEBODIN IS ACTIVE ON THE CZECH MARKET FOR MORE THAN 60 YEARS WITH THEIR CORE BUSINESS IN ENGINEERING, PROCUREMENT AND CONSTRUCTION MANAGEMENT OF INDUSTRIAL BUILDINGS AND PROCESS PLANTS. AN INTEGRAL PART IS TRANSPORT, STORAGE AND TREATMENT OF WATER AS WELL AS STORAGE, CLEANING AND TRANSPORT OF WASTE WATER AND STORM WATER.

Tebodin's Czech water- and process engineers are covering all features of this ‘water flow’. Their services in design start with assessing the client's requirements for process water and analysis of the water quality. Evaluation of public waste water systems and waste water treatment plants are included in the project's infrastructure. After a thorough preparation, the design process starts with basic process calculations, conceptual design, followed by more detailed design stages and preparation of highly demanding permitting documents.

### Water engineering

There are numerous examples of Tebodin's ‘water engineering’ projects. One of Tebodin's long-term clients is Czech car manufacturer Škoda Auto. The engineers are highly experienced in significant water projects in all three Czech plants, including high

capacity water treatment for the production process, waste water treatment including handling of large quantities of storm water. The latter is dealt with by a system of large underground reservoirs integrated in the production facility. Other examples are the design of deep wells and complete water preparation systems for a rubber parts-producer in Ostrava, and several waste water pipeline systems in length from 10 to 20 km's in very severe and complex terrain conditions. Tebodin also expertizes in the preparation of large green field and brown field industrial zones, as well as the renovation of public waste water treatment plants.

### Experience sharing in the network

The know-how and experience of the Czech experts are shared in the Tebodin network. They were consulted for all water quality and waste water management for a car production



Kvasiny plant of Škoda Auto

factory in Kazakhstan. Another recent example of international cooperation is the production of ‘water of injection’ in a pharmaceutical project in the Czech Republic. In this case the best knowledge and expertise of the Czech and Dutch experts was combined, resulting in a project performed to the client's full satisfaction. ■

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APPOINTMENTS

**Mr. Mohammed Al Ruqaishi** has been appointed Office Director Sohar (Oman) as of February 1, 2015.



**Mr. Dirk van der Ven** has been taken up the role of Region Director China a.i. per April 1, 2015, besides his position of Operations Director China.



**Mr. Vadim Sheronov** has been appointed as Office Director Engineering Center based in office Ho Chi Minh City, Vietnam as of January 26, 2015.



**Wout Voorthuis**, previously Area Director Eastern Europe, has been appointed Region Director India as per April 7, 2015.



**Richard Oude Reimerink** previously Country Director Indonesia and Malaysia, has been appointed Region Director South East Asia as per April 1, 2015.



**Jaromir Kriz** has been appointed as Area Director Eastern Europe as per April 7, 2015, next to his position of Area Director Central Europe.



Packaging factory for Lacroix Group in Vietnam

IN THE SECOND PART OF LAST YEAR, LACROIX GROUP DECIDED TO INVEST IN A GREENFIELD FACILITY IN VIETNAM IN ORDER TO MANUFACTURE PLASTIC PACKAGING FOR FOOD PRODUCTS. THE PROJECT - IML CONTAINERS VIETNAM - IS TO BE BUILT UP AT LONG HAU-HOA BINH INDUSTRIAL ZONE IN LONG AN PROVINCE, VIETNAM. A LAND SLOT OF APPROXIMATELY 2,1 HA WAS ACQUIRED.

The project contains the construction of the main building with gross floor area of 4,700 m2 for production, warehouse equipped by dock levelers, technical room, canteen and offices. The remaining area will be used for landscaping, an internal road and a yard.

Tebodin’s scope of work includes soil investigation, EIA (Environment Impact Assessment), basic and detailed engineering, permitting, procurement support, and project and construction management. The facility shall be

designed according to Hygienic and GMP as per ISO 22000 standards for Food Safety Management. The project started in December 2014 and is expected to be completed in October 2015.

Lacroix Group operates in the field of packaging (wood, cardboard, and plastic) in the agrifood industry mainly, manufacturing 2 billion packaging products every year in 28 production plants worldwide. Mr. Romain Berion, director of IML Containers Vietnam: ‘Attracted by Tebodin by their

expertise in Industrial building, especially in food and beverage. We are validating the design of our new factory and we are satisfied with the job done by Tebodin at this time which gives us confidence within our project’.

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‘Can we do this more often?’

IN THE UNITED ARAB EMIRATES THE ANNUAL TEBODIN YOUNGSTER WEEKEND TOOK PLACE IN MARCH 2015 IN THE DESERT OF THE ARABIAN NIGHTS VILLAGE.

The youngster event was successfully introduced in 2009. Since then, the HR Department of Tebodin in the Middle East has taken the initiative in organizing this event for the purpose of engaging the youngsters and creating

a sense of belonging to the company. The youngsters who qualified to be part of this event were the ones who had been with Tebodin between 1 to 2 years and under 35 of age.

Being in the desert in a mesmerizing setting gave the event an extra flavor. The group was invited to perform several team building activities like making a movie storyboard using random pictures, an exciting treasure hunt in the desert and sand boarding. Debating sessions were organized at night, challenging participants to take a stand on topics such as how the size of engineering companies influences its employees. The best debater was selected by the group and awarded. The weekend was motivating and participants conveyed their appreciation with: ‘Can we do this more often?’.



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no. 2 - April 2015

Colophon

Tebodin World - Tebodin’s magazine is published quarterly.  
Editorial/design/production Public Relations Department of Tebodin B.V., in cooperation with The Freelance Connection, O-pen Coaching & Workshops, Back2Back, Talig, Don McDonald, Printing office De Eendracht and Boulogne Jonkers Design.  
Photography Clients and Tebodin employees.

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