



**Flanders**  
State of the Art



FLANDERS NORTHERN REGION OF BELGIUM

# **ECONOMIC MISSION TO** **BELARUS, MINSK**

JUNE 13-15, 2016

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**FLANDERS  
INVESTMENT &  
TRADE**

**Ms Claire TILLEKAERTS**

**CEO**

The Flanders Investment & Trade agency promotes sustainable international business, in the interest of both Flanders-based companies and overseas enterprises.

Whatever sector you are involved in, Flanders Investment & Trade will help you establish contact with the Flemish companies you are looking for.

This includes not only products or services you may be sourcing, but also various types of business relationships, from joint ventures to technology transfers.

At another level Flanders Investment & Trade enhances Flanders' position as the gateway to Europe for inward investors. The Agency identifies, informs, advises and supports overseas enterprises by establishing production and research facilities, contact centres, headquarters, logistics operations and the like in Flanders, the northern region of Belgium.

This broad focus on international entrepreneurship, involving outward trade as well as inward investments, requires not only a thorough knowledge of Flemish economy, but also an extensive network outside of Flanders.

We have just that for you. Do visit our website and discover our worldwide network. With over 70 offices we are bound to be conveniently located near you, wherever you are.

## FLANDERS INVESTMENT & TRADE RUSSIA- MOSCOW



### **Office in Moscow**

#### **Mr Andre DE RIJCK**

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## FLANDERS INVESTMENT & TRADE BRUSSELS



#### **Mr Bart VAN DEN BOSSCHE**

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## FLEMISH CCI RUSSIA KAZAKHSTAN AND BELARUS

FLEMISH CHAMBER OF COMMERCE FOR RUSSIA, KAZACHSTAN AND BELARUS



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**Mr Karel VAN HOOREBEKE**

Honorary Consul

The general purpose of the Flemish Chamber of Commerce (Vlaamse Kamer van Koophandel - VLKVK) for Russia, Kazakhstan and Belarus (°2013) is the support, development and stimulation of commercial, economic, business and financial relationships between Flanders and Russia, Kazakhstan and Belarus.

The Flemish Chamber offers an action platform and meeting place for companies, organisations and persons with an economic or business interest in the Customs Union countries. The Flemish Chamber is specifically interested in SME's who would like to start up activities in the Customs Union countries or who would like to develop existing relationships even further.

The Flemish Chamber collects information on the trade legislation and business habits in the Customs Union countries and distributes this information amongst its members via its website, a periodic newsletter and other channels.

The Flemish Chamber promotes the investments of Flemish Companies in the Customs Union countries and vice-versa.

The Flemish Chamber maintains good relationships with government agencies, embassies and other chambers of Commerce that have similar objectives.

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Mr Anthony ABBELOOS  
General Manager

## Company description:

ABITEX is a textile producer for household textiles. Abitex provides tablecloths (on rolls or ready-made) in 7 different qualities and exports to 40 countries worldwide. Abitex delivers to wholesalers and distributors, but for some countries also to shops (direct or by agent). Besides tablecloths, we are also specialised in adhesive foils (Abifix). 70% of our clients are self-made stores (like Mr Bricolage, Bricomarché ...).

## AHLERS BELGIUM

### AHLERS BELGIUM

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### AHLERS CIS & BALTIC STATES

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Mr Stefan VANDOORSLAER  
General Director

### Company description:

#### About AHLERS:

AHLERS is a global provider of logistic, maritime and shipping services. The headquarters is located in Port of Antwerp, Belgium. Network of offices is distributed in 20 countries of Asia, CIS, Europe and Africa, with a total staff of over 1000 people. The company owns and manages a large number of warehouses around the world handling a wide range of products for various customers. The company has recently expanded further its product portfolio with related hardware and software solutions linked to security, big data and logistics control towers.

AHLERS had a long time presence in the former USSR, with own warehouses and offices in Kazakhstan, Uzbekistan, Russia, Ukraine, Latvia and Lithuania. The company has been successfully operating in this market for over 20 years. AHLERS RUS has offices in Saint Petersburg, Moscow, Chelyabinsk and Novorossiysk. The company owns the warehouse complex in Saint-Petersburg (70.000 pallets) and possesses the unique expertise in contract logistics, supply chain management and realization of complex international logistic projects. Ahlers is since 1997 a licensed customs broker in the Russian market.

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Mr Alfred BERNACKI  
Manager

## **Company description:**

We are a company based Antwerp, Belgium.

Our main activity is construction of residential as well as company buildings in Belgium.

We are also distributor of construction finishing components such as windows, doors, stairs, gates, fences and others.

Delivering high quality services and products for advantageous prices give us many references.

Our standards: best quality, on time delivery, high professionalism of our work.

Always open for new ideas, we are eager to cooperate with producers of high quality products of different sectors from all over the world.

Good knowledge and comprehension of Benelux countries gives us the basis for achieving success that is to be shared with our partners.

Join us on the way to success in the heart of Europe.



**BARCO BELGIUM**

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Mr Pavel GORYUNOV  
General Director  
Barco Russia



Mr Vitaly SMELOV  
Business Development Manager  
Barco Russia

**Company description:**

Barco, a global technology company, designs and develops networked visualization products for the Entertainment, Enterprise and Healthcare markets.

Barco has its own facilities for Sales & Marketing, Customer Support, R&D and Manufacturing in Europe, North America and APAC. Barco (NYSE Euronext Brussels: BAR) is active in more than 90 countries with 3,300 employees worldwide. Barco posted sales of 1.029 billion euro in 2015.

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Mr Kris BECKERS  
Managing Director

### Company description:

**MACHINERY:** Belgian company Beck-Impex offers a wide selection of 'Off lease' Tractors, Combines and special equipment from the leading world manufacturer of agricultural equipment NEW HOLLAND. We work in close cooperation with CNH UK, and have around 200 EX-HIRE tractors, telescope loaders, combines and special equipment from New Holland in our UK stock, which have very few (from +/- 500 up to +/- 1200) operational hours. You buy nearly new, high quality New Holland equipment at a significant reduced price, with savings up to 30% of the average market value. We can deliver immediately - No waiting terms.

**FRUIT EXPORT:** As dedicated fruit growers, we are proud to sell and export our high-quality hard fruit (apples and pears). Our entire production process is dedicated to maintain and improve this high standard: from the best care given to the trees in our orchard until the precise sorting in our packaging centre, and everything in between.

## BENEPARTS

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Mr Niels HERMANS  
Export

### Company description:

Beneparts BVBA ([www.beneparts.be](http://www.beneparts.be)) is part of the Lengo Group ([www.lengoautomotivegroup.com](http://www.lengoautomotivegroup.com)). We're specialized in truck parts and we have a direct purchase channel for such parts as DAF, Wabco, Knorr, Haldex, Hengst, Frasle, etc.

Beneparts has customers and suppliers worldwide. This enables us to have competitive prices in a wide range of products.

We are looking for importers of truck and bus spare parts.

## BROUWERIJ DE BRABANDERE

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Mr Kristiaan WALGRAEVE  
Export Manager

### Company description:

Family owned brewery with fourth and fifth generation leading. Founded in 1894. We brew close to 200.000 Hls of beer, of which almost 50% for export.

Our main values are:

1. Authenticity, meaning that we still brew according to the original recipes;
2. Innovation, meaning we continuously invest in the brewery to be able to brew the best beers to the highest standards (new Brewhouse in 2008, new "foeder" hall and lager tanks 2010 to 2015 and new bottling hall in 2016;
3. Quality: 10% of the staff is guarding the quality and we never compromise on taste and;
4. Passion driven people which is meant both for the people in the brewery as the people we brew for.

Our main brands are Bavik super pils, Wittekerke (Wheat beer, Rosé version and Wild version), Petrus (traditional line with blond, double and tripel and the sour line, Aged Pale, Old Brown and Aged red, [www.petrussourbeer.com](http://www.petrussourbeer.com)) and Kwaremont the beer for cyclists ([www.kwaremont.be](http://www.kwaremont.be)).

## BROUWERIJ DE HALVE MAAN

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Mr Xavier VAN RAVESTYN  
Export Manager

### Company description:

First written elements of De Halve Maan dates from the 15th century. Today De Halve Maan brew her range of high fermentation beer in the centre of Bruges following the traditional hand crafted brewing system. Bottling and the second fermentation in the bottle is done just outside Bruges.

Our brands are Brugse Zot Blond (6% alc Vol), Brugse Zot Dubbel (7.5% alc vol, dark coloured beer), Straffe Hendrik Tripel (blond coloured, 9% alc vol.) and Straffe Hendrik Quadrupel (11% alc vol. very dark coloured beer). All our beers won several international awards of quality. Export goes to about 35 countries.

More information on the brewery and beers on [www.brugsezot.be](http://www.brugsezot.be)

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Mr Johan Pieters  
Export Manager, Business Development Manager

## Company description:

Cantillana is a Belgian manufacturer of building materials. We are an international group with production facilities in Belgium, The Netherlands, France and Germany. In these countries we also have our own sales organizations.

In other countries are products are sold through (exclusive) distribution partners (e.g. United Kingdom, Ireland, Croatia, Singapore, Canada, Indonesia, Vietnam ...). Cantillana products are sold on a regular base in more than 25 countries worldwide!

Our product range consists of:

- Exterior renders: cement, lime, acrylic or silicon based
- External Wall Insulation Systems (ETICS)

> 30 years of experience with ETICS and Monocouche renders!

- Interior plasters: gypsum or cement based
- Coloured mortars: pointing mortars, thin layer masonry mortars ...
- Coloured concrete for artificial rocks and artwork
- Tile adhesives and grouts

The reputation of Cantillana is built upon a broad range of products, solid product know-how and a constant focus on top quality and customer requirements.



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Mr Hans DEPREZ  
Managing Director



Mr Geert DEPPREZ  
Business Development

## Company description:

DEPICON represents and supports several companies in the Eastern European markets, foremost in Aerospace however, recently home automation and smart house business were added to the portfolio.

DEPICON will boost your business in Eastern Europe by finding the right business partner, set up close relations with local companies, support the set-up of maintenance and manufacturing plants and will act as the moderator between you and your local partners.

DEPICON works in both directions and also supports Eastern European customers in doing business in Europe by finding the right equipment, set up a strategy and develop the business.

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# ENTREMATIC



Mr Robert Pankert  
Sales Development Manager

### Company description:

Entrematic is the world leader in high speed door technology. Founded in 1987, the DYNACO brand has acquired an extensive expertise in high performance doors with a worldwide presence (Europe, USA, Russia, Japan, China, Vietnam and Brazil). A network of certified partners ensures an optimal service to the customers.

With over 150.000 DYNACO doors installed, Entrematic offers specific solutions for different industries such as agriculture, automotive, carwash, chemical industry, cleanroom, cold storage, conveyors, cosmetics, electronics industry, food processing, greenhouse, healthcare, logistics, pharmaceutical industry, public transport, pulp and paper industry, retail, sheltered workshops, steel industry, sustainable industries, waste disposal, etc.

The heart of Entrematic is its R&D department, where skilled engineers are constantly looking for new products and further product developments.

## ESTERLINE BELGIUM

President Kennedypark 35 A

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[www.esterline.com/controlandcommunication/Codis/CodisHome.aspx](http://www.esterline.com/controlandcommunication/Codis/CodisHome.aspx)

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Mr Luc DE BLIECK

Capture Manager

### Company description:

Esterline Corporation (NYSE: ESL [www.esterline.com](http://www.esterline.com)) is a leading worldwide supplier to the aerospace and defence industry specializing in three core areas: Advanced Materials; Avionics & Controls; and Sensors & Systems. With annual sales of approximately \$2 billion, Esterline employs roughly 13,000 people worldwide.

February 2, 2015, Esterline Corporation announced the acquisition close of the aerospace and defence display businesses of Belgium-based Barco N.V. As a result from the acquisition, Esterline now features products for air traffic control & training and simulation marketed under the brands CODIS and TREALITY.

## EUROPOWER GENERATORS

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Mr Luc HEYLANDS  
General Manager

### Company description:

EUROPOWER Generators develops, manufactures, sell and repairs power generators with gasoline, diesel and gas engines in the range from 1 to 600 kVA and distributes these machines in more than 50 countries worldwide.

The company is ISO9001 certified since 1994 and celebrated last year its 25th anniversary.

Developing reliable products with A-brand components, speedy process communication throughout the whole supply chain, flexibility towards local markets, customers and specific demands, high customer orientation and taking responsibility for everything we do. These are some of the reasons why our customers choose for us and continue doing so.

The local partner is the key for success in EUROPOWER's growth scenario.

From Belgium we support our partners in being successful in the generator business.

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Mr Laurent ANTHOONS  
General Manager

## Company description:

Flarus NV, having more than 18 years of experience, is specialized in offering solutions for the food industry.

Together with our partners, leading company-manufacturers of equipment, we offer both individual high quality equipment as well as complex "turn-key" solutions to the bakery, dairy, oil & fat industries and systems for optimal storage of vegetables and fruit.

For mentioned industries we offer processing, as well as diverse packaging and end of line packaging concepts.

Total solutions for automated storage, conveying and dosing of dry & liquid raw materials, ovens (both industrial, semi-industrial or for shops), machines and automated production and packaging lines for industrial bakery products whether fresh or frozen, fully baked or par-baked, both everyday bread and toasted bread up to brioche and puff pastry items.

We supply processing equipment for thermal treatment of milk, but also processing lines (milk, yoghurt, butter, soft and hard cheeses, spreads, tvorog, kefir and other typical Russian dairy products) as well as their packaging in bricks, filling and sealing machines for preformed cups and bottles as well as forming, filling and sealing machines for packaging pasty products in the dairy segment and packaging machines especially for dairy liquid and semi-liquid products in bottles and/or cups.

For hard cheeses we offer coating units for plasticcoat and wax, as well as complete cheese handling and ripening storage.

Our range includes equipment for the processing of vegetable oils. Starting from refining reconstruction of existing or implementing of new systems for desodorisation, bleaching, interesterification, fractioning and hydrogenisation). Lines for production of oils and fats, such as mayonnaise, ketchup, but also (puff pastry) margarines, spreads, industrial fats and their packaging in bag-in-box, bricks, cups and Doy Pack, etc. all the way through to final packaging trays and cartons. Universal CIP installations (both small and big, stationary and mobile).

## MICHAEL RAHOENS

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## TREE NURSERY MICHAEL RAHOENS



Mrs Christa DE BRAEKELEER  
Manager



Mr Stijn RAHOENS  
Manager

### Company description:

Tree nursery Michaël Rahoens is located in Oosterzele, Belgium and stands for excellent quality straight trees. Tree nursery Rahoens is specialized in growing ornamental- and avenue trees. The range consists of sizes 10/12 up to 16/18.

Michael Rahoens the owner of the tree Nursery is expanding his family business. With passion & dedication, with an eye for perfection and a lot of patience, the profession is currently being passed on to the fourth generation.

We deliver large quantities as well as with bare roots as with nice fixed wired root balls. The continuous pruning and binding results in very straight trees.

Tree nursery Rahoens is also participating at major professional trade fairs such as "GroenGroen+" in The Netherlands, "IPM" in Germany and "Green is life" and "Gardenia" in Poland.

Contact: Tree Nursery Michaël Rahoens – Roosbloemstraat 8B – B-9860 Oosterzele  
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## PACKO INOX- BRANCH DIKSMUIDE

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Mr Serge ABRAMOVICH  
Business Development Manager

### **Company description:**

Packo Inox NV is part of the international headquartered company in the Netherlands, Verder Group, with around 1600 employees worldwide. The Packo Pumps division, located in Belgium, is one of the main strategic market units of Packo Inox NV.

Since 1975 we design, develop, manufacture, assemble and test stainless steel centrifugal pumps mainly for food, beverage and pharmaceutical industries but also for numerous applications in the textile, light chemical, bio-fuel and general industries.

Expert knowledge, precision engineering, quality materials together with a competitive selling price tripled the turn-over of the Packo Pump division in the last 10 years.

Other key-words to consider thinking about Packo pumps are high efficient pumps (less energy consumption), easy maintenance, limited number of standardized spare parts, perfectly cleanable, tailor-made solutions.

As an international player we are always looking to expand our horizon and start-up business in new markets.

## POLCA

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Mr Daniel M. TIMMERMAN

General sales Eastern Europe/RF/Ukraine-Balkan

### Company description:

FINE BELGIAN delicatessen meat pâté's and terrines based on pork-chicken-game liver/meat with additional ingredients and wishes from our clients in different countries for different seasons!

POLCA was established in 1969 by two families "POLLET" and "CALLEWAERT". They started as a family oriented private 'butcher' company at a one-room shop in a small village in Flanders, Belgium called Izegem. They delivered their own 'home-made' pâté's in the direct surroundings of the same city and also opened their house for daily customers.

Today's assortment of POLCA products contains more than 50 different flavours in coarse (where you can see the meat contend) or the semi coarse and the crème pâté's (smooth pâté's who're cut very fine) and of course the mousses. Specialities as we have the famous and well known APPLE pâté's (the bestseller of all times!) with the splendid decoration made it easier to find his way to the customer and gave the POLCA Company a new dimension!

REAL BELGIAN POLCA PATE - A MUST TO KNOW - AN EYE-CATCHING PRODUCT

- A DELICATESSE TO ENJOY

Antwerpse Steenweg 19  
B - 9080 LOCHRISTI  
T +32 499 50 40 50  
[www.racktivity.com](http://www.racktivity.com)  
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Mr Sacha VEKEMAN  
Director

### **Company description:**

Racktivity is part of Green IT Globe, a Belgian company that is developing and deploying cloud computing solutions in collaboration with international datacentres and telecom operators.

Racktivity is enabling governments and private sector companies with an alternative cloud platform similar as Google and Amazon.

Racktivity is significantly lowering the cost for compute and storage capacity for companies to externalize and run their IT and software in a regional cloud (e.g. Belarus Cloud). We also achieve a lower cost by making the datacentre more cost-efficient through energy-saving hardware and a low electricity footprint realized by our software and automation.

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Mr Bert LAMAIRE  
General & Sales Manager

## Company description:

Soncotra is specialized in international road transport from and to Eastern Europe, the CIS (specialty Russia) and the Balkans. Thanks to our own satellite equipped fleet and our long-term experience with our Eastern European subcontractors, we can meet all your demands and requirements for transport and logistics.

We are also specialized in temperature controlled transports according to the New European Guidelines for 'cool chain transports'.

The fleet of Soncotra exists of several twin deck (64 EUR pallets) and dual temperature controlled trailers equipped with GPRS and constant temperature monitoring.

We offer you daily temperature controlled departures for full truck and part loads (between +2°C + 8°C or +15° and +25°C or) to Eastern-Europe and Russia.

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Mr Lieven DEPRAETERE  
General Manager

## Company description:

Spiessens engineers and builds food processing lines from 3 T/h to 20 T/h for potatoes, vegetables and fruit.

The end product can be in frozen form, canned or fresh.

We can wash, destone, clean, stock, peel, blanch, cook or cut in any form the customer wishes. We can cooperate with people who make fryers, freezers, packing machines and electronical sorting equipment.

Every piece of machinery, delivered by Spiessens, strictly follows CE and machinery directives in safety. We also co-operate with our suppliers on the fields of electricity, pneumatics and hydraulics. All data can be found in the manual delivered with the machine.

It is our target to guarantee an optimal quality of our products, while maintaining our high standard in reliability, durability, environment friendliness and, last but not least, safety.

## TRUCK TRADING LIMBURG

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Mr Nick HELSEN  
Parts Manager

### Company description:

As a member of the Willy van Doorne International Group, Truck Trading Limburg is a DAF dealership and an automotive supplier to the transport sector and its distributors. With a central European headquarters in Houthalen, Limburg, we provide an excellent logistical service throughout Europe.

On the international market we supply used DAF trucks, genuine DAF & OEM spare parts; reconditioned engines, gearboxes & differentials for all European trucks, buses & coaches.

Used DAF Trucks in the LF/CF/XF range: tractors & rigids.

Genuine DAF parts; and OEM parts Wabco, Knorr, Haldex & Bosch for all trucks & trailers of European make. Exchange injection parts like injection pumps, common rail diesel & injector pumps.

Reconditioned engines for all the European trucks, buses & coaches DAF, Mercedes, MAN, Volvo, Scania, Iveco & Renault, + reconditioned gearboxes & differentials ZF & Eaton. Also reconditioned engines for marine, agriculture, industry, cranes and generators.



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[www.unigom.be](http://www.unigom.be)  
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Mr Patrick MEYFROIT  
General Manager

## **Company description:**

Unigom is an independent family owned company specialised in solid tyres, with production facility in Wevelgem.

Our focus: forklifts and Ground Support Equipment (GSE).

As we are a responsible producer, we take care of the tyre from cradle to cradle.

Coupure Rechts 162

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Mr Jeroom JOOS  
Lawyer

### Company description:

The Belgian law firm Van Hoorebeke Lawyers, with offices in Ghent (Belgium) and Minsk (Belarus), offers advice on Belgian, European and international law and can tap into expertise in all legal matters that are relevant to the corporate world. Therefore Van Hoorebeke Lawyers is able to help and assist companies with their local and international activities in the most optimal way.

Van Hoorebeke Lawyers gives legal support to Belgian and European companies with activities in Belarus and Russia.

Throughout his career Karel Van Hoorebeke, senior partner and founder of the law firm, has established very good contacts with Belarus. In 2009 Karel Van Hoorebeke was appointed as Honorary Consul of the Republic of Belarus for the Flemish Region. In the same year Van Hoorebeke Lawyers opened the office in Minsk with Jeroom Joos as head of the office.

Thanks to this permanent presence in Belarus, Van Hoorebeke Lawyers can act in the best interest of Belgian companies that are active in Belarus and Russia.

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Mr Geert DE WULF  
Sales Director

### Company description:

Vlevy N.V. has been established as a family-owned company well over a hundred years ago, and is nowadays lead by the 4th generation represented by Mr. Guus Ysebaert.

Vlevy specialises in the production of cooked and fermented meat products for the pizza industry and convenience foods markets, as well as an automated production of industrial hams foil-, or tinned packed.

Our ranges comprise both regular and Halal meat-products, which can be IQF deep-frozen, gas packed or vacuum packed. We are specialists in the production of cook-in hams (pork, poultry, beef, lamb), a wide range of pizza-topping products and an equal wide range of IQF convenience meal components like meatballs, cooked meat-cubes and strips and a variety of minced meat-products (beef, pork, lamb, mixed, ...). The company operates with state-of-the-art equipment, we are BRC A+ and IFS certified - please visit: [www.vlevy.be](http://www.vlevy.be)