



# — TRADE MISSION —

## BILBAO 2018

HOST: CÁMARABILBAO UNIVERSITY BUSINESS SCHOOL

11 - 16 MARCH 2018

**35 COMPANIES**

**106 STUDENTS**

**A COOPERATION BETWEEN  
10 EUROPEAN UNIVERSITIES**  
(OF APPLIED SCIENCES)

**SUPPORTED BY**



**busi**net



global business education network

With the precious collaboration of **Cámarabilbao University Business School**.

10 European university colleges, all members of BUSINET 'The Higher Business Education Network', are organizing a **TRADE MISSION TO BILBAO from 11 to 16 March 2018**.

**106 students will represent the 35 companies** presented in this leaflet by contacting prospects on their behalf.

The general framework of these missions has been established in a written agreement between the companies, the students and the supervising teachers.

We trust that these commercial missions will contribute to the development of trade between our countries and foster the existing relations between Belgium, The Netherlands, France, the United Kingdom and Spain.

IN COLLABORATION WITH:

 CÁMARABILBAO  
UNIVERSITY  
BUSINESS SCHOOL

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Haute Ecole  
Libre Mosane

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STENDEN  
university of  
applied sciences

 IUT  
Quimper

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# WE WISH TO EXPRESS OUR GRATITUDE TO:



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EXPORT  
INVESTMENT

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EXPLORT



FLANDERS  
INVESTMENT &  
TRADE

FLANDERS INVESTMENT & TRADE (FIT)

FOR THEIR  
SUPPORT AND  
ASSISTANCE

## ABOUT BILBAO

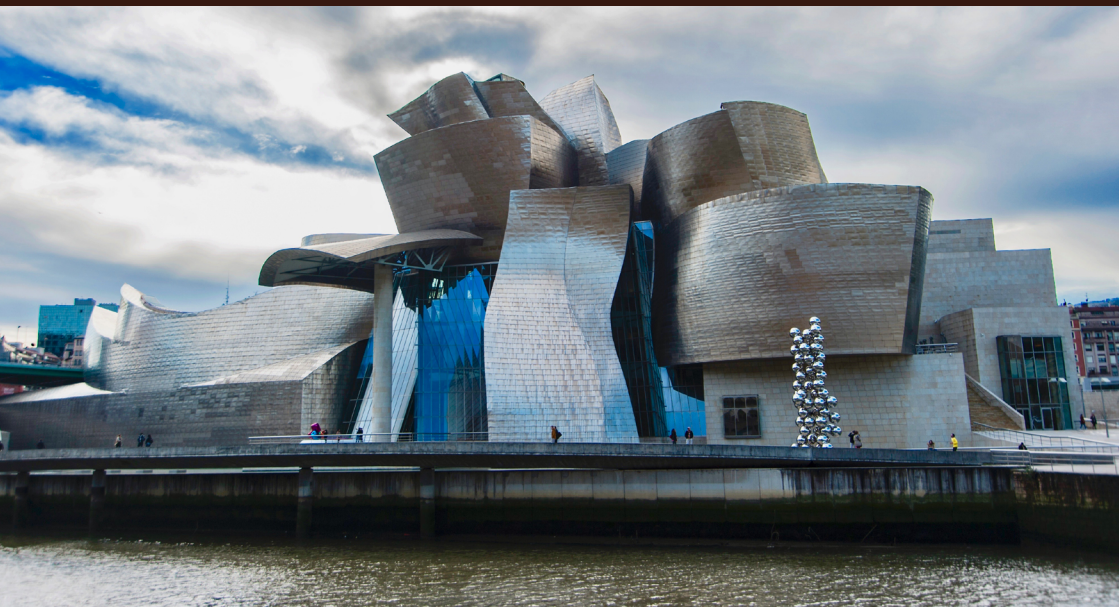
***“Staggering architecture, a venerable dining scene and stunning landscapes just outside the city centre: Bilbao is one of the great treasures of the Basque Country.”***

The city, with a population of about 350,000, is an urban success story, still being written, with improved transportation, green spaces, plans to renew forgotten neighborhoods, and sleek towers shooting up beside grand old icons, themselves glowing from recent spit and polish.

Bilbao has become a design town marked by its Fosteritos, the metro stops designed by the English architect Norman Foster that look like giant shrimp. It's also a serious food town with Michelin stars to prove it.

And since tourists tend to stick near the Googon (the local nickname for the Guggenheim), there's an unspoiled culture and quality of life just waiting to be explored.

(sources: Lonely Planet / The New York Times)





# CÁMARABILBAO UNIVERSITY BUSINESS SCHOOL

TRADE MISSION TO BILBAO  
From 11 to 16 March 2018

## ABOUT CÁMARABILBAO UNIVERSITY BUSINESS SCHOOL

**Cámarabilbao University Business School** is an official university centre belonging to the Chamber of Commerce of Bilbao. It was launched in 1990 and, since 1998, it is affiliated to the University of the Basque Country-Euskal Herriko Unibertsitatea, having as a main objective the contribution to the comprehensive development of companies in the professional sphere by means of the training of high-level professionals.

It is therefore a project focussed on training young people, capable of being members of the next generation of professionals and executives who, in the future, must steer our companies, in an increasingly competitive and international market.

A project which is continuously broadened, revamped and updated. That is why, at present they have evolved in order to bring themselves into line to the European Higher Education Area (implemented in 46 countries) with their Business Management and Marketing Degree. This way, they guarantee better training, more opportunities and a future full of possibilities.

# COMPANIES



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# ACCELL GROUP

Industrieweg 4  
8444 AR Heerenveen  
THE NETHERLANDS  
+31 (0)51 363 87 09



## ACTIVITY OR PRODUCT

The prime activities of the Accell Group are the manufacturing and sales of bicycles, bicycle parts and bicycle accessories. The company has multiple production facilities across Europe. The company's most well-known brands are Batavus, Sparta, Ghost, and Diamondblack. Accell Group's head office is located in in Heerenveen, the Netherlands.

## PERSON IN CHARGE

**Frank KEEPERS** (HR Manager)  
f.keepers@accell-group.com

## STUDENTS INVOLVED

**Marie BRUNS – STRENGE**  
marie.bruns-streng@student.stenden.com

**Andre HEEMSOOTH**  
andre.heemsooth@student.stenden.com

**Mats VAN DER WERF**  
mats.van.der.werf@student.stenden.com

**Ferdinand VAN DER ZEE**  
ferdinand.van.der.zee@student.stenden.com

## MISSION

To carry out market research to determine whether there is market potential for the bicycles produced by the Accell Group, in the Basque region and Spain in general. Another issue to be explored is the number potential local importers and retail outlets.

[www.accell-group.com/en](http://www.accell-group.com/en)



## ÂME ET SENS

12 Rue Lamotte Picquet  
29300 Quimperlé  
FRANCE  
+33 (0)2 56 46 52 26



### ACTIVITY OR PRODUCT

The company produces and sells high quality natural, organic toiletry products. In line with our environmentally-friendly policy, all ingredients are locally sourced.

### PERSON IN CHARGE

**Laurence CHAREF-LEGAGNEUR**

laurence@ameetsens.com

### STUDENTS INVOLVED

**Matthieu GALLON**

bilbaoproject.mci@gmail.com

**Romain TREBOS**

bilbaoproject.mci@gmail.com

### MISSION

To create awareness and look into the potential of developing any export prospects in Spain.

[www.ameetsens.com](http://www.ameetsens.com)



## AMSTERDAM GOOD COOKIES

Phileas Foggstraat 81  
7825AWV Emmen  
THE NETHERLANDS  
+31 (0)6 558 741 07



### ACTIVITY OR PRODUCT

Amsterdam Good Cookies is The World leading BRAND of delicious authentic Dutch syrupwaffles (stroopwafels). A stroopwafel is a waffle made from two thin layers of baked dough with a caramel-like syrup filling in the middle. It is an integral part of the Dutch eating culture and something the Dutch people are proud of and are happy to share with others from foreign countries.

### PERSON IN CHARGE

**Kevin BROOKE** (Manager)

[kevin@amsterdamgoodcookies.com](mailto:kevin@amsterdamgoodcookies.com)

### STUDENTS INVOLVED

**Shalom FREEMAN**

[Shalom.Freeman@student.stenden.com](mailto:Shalom.Freeman@student.stenden.com)

**Lara TIMME**

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**Huy VU**

[Huy.Vu@student.stenden.com](mailto:Huy.Vu@student.stenden.com)

### MISSION

Exploring opportunities to start off business in the Spanish market, by letting the world experience, enjoy, and feed the soul with a typical authentic Dutch product. Find possible export partners who have knowledge of the market, provide the best entry mode and, possible selling points to open up the supply chain in the Spanish market.

[www.amsterdamgoodcookies.com](http://www.amsterdamgoodcookies.com)

**ARCHER'S** . . .  
JERSEY ICE CREAM  
**Exquisite**

**ARCHERS  
ICE CREAM**

New Moor Farm  
Walworth Gate  
Darlington, DL2 2UD  
ENGLAND  
+44 (0)1325 300336



## ACTIVITY OR PRODUCT

Our range of award winning luxury artisan ice cream is produced from our very own milk and is available in over 50 delicious flavours.

We also offer a small range of diabetic ice creams as well as our range of gluten free sorbets.

## PERSON IN CHARGE

**Sue ARCHER** (Export and Marketing Manager)  
sue@archersjerseyicecream.com

## STUDENTS INVOLVED

**Catherine COOPER**  
ccooper131195@gmail.com

**Meltem YILMAZ**  
yilmazmel@web.de

**Gina BLEMINGS**  
ginablemings@me.com

**Caroline HEINE**  
caroline-heine@web.de

## MISSION

To identify new opportunities to market and sell ice cream products in Spain in hotels and retail outlets.

[www.archersjerseyicecream.com](http://www.archersjerseyicecream.com)



**BELIEFF**

Lopendediep 22A,  
Groningen, 9712 NW  
THE NETHERLANDS  
+31 (0)6 235 528 61



## ACTIVITY OR PRODUCT

The main activity of the company consists of delivering high-quality multi-purpose blankets, aimed mainly at sports clubs.

## PERSON IN CHARGE

**Rick VAN GELOVEN** (CEO)

Info@belieff.com

## STUDENTS INVOLVED

**Ryan FABER**

Ryan.faber@student.stenden.com

**Rienk SCHOLTEN**

Rienk.scholten@student.stenden.com

**Jelmer WOLTHUIZEN**

Jelmer.wolthuisen@student.stenden.com

**Markus PERTZ**

Markus.pertz@student.stenden.com

## MISSION

The mission is to navigate, research and determine whether the Spanish market -in particular the Basque region- is an promising market to invest in. In addition, a goal is to create contact links between the company and possible Spanish investors.

[www.belieff.com](http://www.belieff.com)



**BIDULES**

Avenue de la Couronne 431 (B)  
1050 Ixelles  
BELGIUM  
+32 (0)497 46 71 63



## ACTIVITY OR PRODUCT

The main activity of the company consists in transforming and upcycling sunglasses of high quality.

## PERSON IN CHARGE

**Nicolas MUSTY (Manager)**

nicolas@bidulescompany.com

## STUDENTS INVOLVED

**Justine RÉSIBOIS**

j.resibois@student.helmo.be

**Antonio CORIO**

a.corio@student.helmo.be

## MISSION

Collect market information and find places frequented by young people to get dressed and develop the brand in these key places. Analyse trends, find new customers and organise meetings with concept stores.

[www.bidules.be](http://www.bidules.be)



**CARRÉ NOIR**

En Neuvice 29  
4000 Liège  
BELGIUM  
+32 (0) 423 21 013



## ACTIVITY OR PRODUCT

The activity of the company consists in making a large range of high quality chocolate mainly for delicatessen and luxury hotels.

## PERSON IN CHARGE

**Mélanie LEMMENS** (CEO)  
chocolat@carrenoir.be

## STUDENTS INVOLVED

**Andres DE LA ROSA**  
a.delarosa@student.helmo.be

**Laura PIETRONIRO**  
l.pietroniro@student.helmo.be

## MISSION

Our mission is to explore and pursue export opportunities by meeting directly with potential local delicatessen and luxury hotels in and around Bilbao.

[www.carrenoir.be](http://www.carrenoir.be)



Centra IT 

CENTRA IT

Rue Provinciale  
857 Juprelle  
BELGIUM  
+32 (0)477 69 42 24



## ACTIVITY OR PRODUCT

Company specialized in the development of mobile applications for smartphones but also in the treatment of facial recognition and artificial intelligence.

## PERSON IN CHARGE

**Hakan AYDOĞDU** (Founder)  
hakana@centrait.be

## STUDENTS INVOLVED

**Okan AYDOĞDU**  
o.aydogdu@student.helmo.be

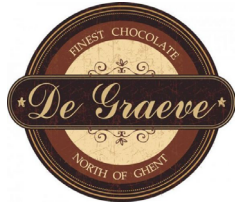
**Jonathan CRISMER**  
j.crismer@student.helmo.be

## MISSION

Carry out a market survey, analyze competitors and increase the customer portfolio.

[www.centrait.be](http://www.centrait.be)





## CHOCOLATERIE K. DE GRAEVE

B. Jos Chalmetlaan 67  
9060 ZELZATE  
BELGIUM  
+32 (0)9 345 09 96



### ACTIVITY OR PRODUCT

The main activity of the company consists in manufacturing traditionally made chocolate and chocolate pralines of high quality.

### PERSON IN CHARGE

**Kristof DE GRAEVE** (CEO)  
kristof.de.graevet@telenet.be

### STUDENTS INVOLVED

**Charlotte VANDER STICHELE**  
charlotte.vanderstichele@student.arteveldehs.be

**Sofie VANDELDELDE**  
sofie.vandeveldel2@student.arteveldehs.be

**Iris WEYNE**  
iris.weyne@student.arteveldehs.be

### MISSION

Market survey aiming at analysing opportunities for our handmade Belgian chocolate in Northern-Spain and looking for potential high-end clients.

[www.chocolateriedegraeve.eu](http://www.chocolateriedegraeve.eu)



**COLONA**

Râce 25  
B-4300 Waremmе  
BELGIUM  
+32 (0)19 32 27 78



## ACTIVITY OR PRODUCT

Colona has been offering a complete range of mayonnaises and emulsified sauces for four generations.

The company is equipped with modern installations that meet European standards. It offers its customers consistent quality and irreproachable service.

More than 90% of its output is exported to the four corners of the earth.

## PERSON IN CHARGE

**Thibaut COLON**

Thibault@colona.be

## STUDENTS INVOLVED

**Loredana LEVALET**

l.levalet@student.helmo.be

**Loic SAINTE**

l.sainte@student.helmo.be

**Jordan PÉRY**

j.pery@student.helmo.be

## MISSION

Our mission is to explore the Spanish market and make contacts with restaurants, snacks and wholesalers.

[www.colona.be](http://www.colona.be)



## CONCRETE SCOTLAND

21 Cunningham Street  
Grangemouth  
SCOTLAND  
+44 (0)7 973 674 024



### ACTIVITY OR PRODUCT

The main activity of Concrete Scotland is to support construction companies with fulfilling their CSR contract requirements. This is done by getting in touch with the local communities and involving them into the process of the project. Local communities are important shareholders in the process and CS collaborates with them in completing that construction companies meet contract requirements.

### PERSON IN CHARGE

**Dale LYON** (Director)

[concretescotland@virginmedia.com](mailto:concretescotland@virginmedia.com)

### STUDENTS INVOLVED

**Cynthia HEIM**

[Cynthia.heim@student.stenden.com](mailto:Cynthia.heim@student.stenden.com)

**Moritz SCHÄFER**

[Moritz.schaefer@student.stenden.com](mailto:Moritz.schaefer@student.stenden.com)

**Nhan NGUYEN**

[Nhan.nguyen@student.stenden.com](mailto:Nhan.nguyen@student.stenden.com)

### MISSION

Analyse the contract requirements of building companies whether CSR is included or not.

Find potential clients for Concrete Scotlands' service and contact regional governments for more information about the community groups.

[www.concreteinscotland.com](http://www.concreteinscotland.com)



## CONSERVERIE FURIC

Rue des Conserveries  
29760 Penmarc'h  
FRANCE  
+33 (0)2 98 58 40 12



### ACTIVITY OR PRODUCT

The activity of the company consists of manufacturing and selling canned fish, crustaceans and shellfish.

### PERSON IN CHARGE

**Marie FERTIL** (Sales Manager)  
m.fertil@conserveriefuric.fr

### STUDENTS INVOLVED

**Zoé RODIER BELLEC**  
zoe.rodier@gmail.com

**Tanguy SANTIER**  
tanguy.santier@gmail.com

**Vincent GUELOU**  
vincentguelou@hotmail.fr

### MISSION

Create awareness of the company's locally sourced high quality canned products and test the export potential within Spain.

[www.lacompagniebrettonnedupoisson.fr](http://www.lacompagniebrettonnedupoisson.fr)

**COSMENTIS**  
Dedicated to

**COSMENTIS**

Grensstraat 10  
3010 Leuven  
BELGIUM  
+32 (0)16 20 25 33



## ACTIVITY OR PRODUCT

CosMENTis is a company that is specialized in exclusive cosmetic products for men that involve skin care and skin treatment. The products CosMENTis produces are 4VOD and MEN<sup>3</sup>.

## PERSON IN CHARGE

**Katleen VROMBAUT** (CEO)  
kathleen@cosmentis.com

## STUDENTS INVOLVED

**Juliette GEERTS**  
juliette.geerts@student.ucll.com

**Anna MELKONYAN**  
anna.melkonyan@student.ucll.be

**Sandrine SIEBEN**  
sandrine.sieben@student.ucll.be

## MISSION

The mission of CosMENTis in Bilbao is to find one or more distributors. These distributors will work together with CosMENTis to export their products in Spain.

[www.cosMENTis.com](http://www.cosMENTis.com)

# CRAFT SPIRITS

COMPANY

## CRAFT SPIRITS COMPANY

Ankerrui 20/5  
2000 Antwerp  
BELGIUM  
+32 (0)479 23 52 44



### ACTIVITY OR PRODUCT

The main activity of the Craft Spirits company consists of distilling liquor products like Gin, Rhum, Vodka and other liquors. They also distribute their products in their home country Belgium. Apart from that they focus on growing in their export countries.

We will represent "PJ Gin". A gin range of 4 different flavours (PJ Dry, PJ Elderflower, PJ Apple and PJ Raspberry). They are distilled out of grains harvested from local farms, infused with their own pure botanicals.

### PERSON IN CHARGE

**Pieter-Jan FROONINCKX** (Co-founder/owner)

[Pj.frooninckx@belgianspirits.com](mailto:Pj.frooninckx@belgianspirits.com)

**Steve SYMONS** (Co-founder/owner)

[steve@havn.com](mailto:steve@havn.com)

### STUDENTS INVOLVED

**Jonas INDESTEERGE**

[Jonas.Indesteege@student.ucll.be](mailto:Jonas.Indesteege@student.ucll.be)

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[Louis.Piret@student.ucll.be](mailto:Louis.Piret@student.ucll.be)

**Farah LIETEN**

[Farah.Lieten@student.ucll.be](mailto:Farah.Lieten@student.ucll.be)

**Anaïs FAGARD**

[Anaïs.Fagard@student.ucll.be](mailto:Anaïs.Fagard@student.ucll.be)

### MISSION

To conduct market research and search for new opportunities to position the brand in Spain. We will not directly approach potential customers (local importers and distributors) but we will work through catering businesses.

[www.belgianspirits.com](http://www.belgianspirits.com)



**DISTINCT  
COTTON**

Groenestraat 18  
6531 HR Nijmegen  
THE NETHERLANDS  
+31 (0)6 243 626 63



## ACTIVITY OR PRODUCT

The main activity of the company is to provide men's clothing for people who would like to distinguish themselves from the mass with statements. People with a healthy amount of arrogance and a hunger for success. Words of development, improvement and confidence combined together in minimalistic designs. Besides, Distinct Cotton is not only known as a company which produces and sells streetwear only, but has a lot more in store. They also produce working clothes for other companies.

## PERSON IN CHARGE

**Ben VAN DEN BOSCH** (Co-owner and designer)  
+31 (0)6 812 787 66

## STUDENTS INVOLVED

**Liselotte VAN HENSBERGEN**  
echensbe@student.avans.nl

**Jamie VAN DER HEIJDEN**  
jsheijde@student.avans.nl

**Bram VAN ROOIJ**  
brooijb@student.avans.nl

## MISSION

We would like to investigate if there are any possibilities for Distinct Cotton to expand and settle in Bilbao. Right now, Distinct Cotton only has stores in the Netherlands. Moreover, Distinct Cotton would like to develop their clothing line of streetwear and working clothes in a large (international) label.

[www.distinctcotton.nl](http://www.distinctcotton.nl)



**DUINGIN**

Duinrandwandelpad 4  
Oostduinkerke 8670  
BELGIUM  
+32 (0)486 51 60 36



## ACTIVITY OR PRODUCT

Duingin is a company that produces premium gin handcrafted in Flanders. They now have a product range of 4 gins: Duingin, Ginger, Ginius and Oxygin

## PERSON IN CHARGE

**Frederik VAN DUUREN** (General manager / head of the company)  
duingin@gmail.com

## STUDENTS INVOLVED

**Lieselot DIERICK**  
lieselot.dierick@student.arteveldehs.be

**Olivier LANNOD**  
olivier.lannoo@student.arteveldehs.be

**Simon DE WINTER**  
simon.dewinter@student.arteveldehs.be

## MISSION

- We want to check if the Spanish people like the taste of Duingin and if it has potential on the Spanish market.
- We will try to look for potential importers by connecting with the high rated quality bars, hotels & restaurants.

[www.duingin.be](http://www.duingin.be)





**DURLEM**

Rue Christophe 3  
Hermalle-sous-Argenteau  
BELGIUM  
+32 (0)4 379 26 33



## ACTIVITY OR PRODUCT

The main activity of the company consists in producing and selling water softeners.

## PERSON IN CHARGE

**Laurent VERVIER (CEO)**  
Laurent.vervier@durlem.be

## STUDENTS INVOLVED

**Najoua JABRI**  
najouajabri@gmail.com

**Tasnyme CHIHAB**  
souleimantasnyme@gmail.com

## MISSION

Explore the Spanish market, find water distributors and water catering companies and organize meetings with them.

[www.durlem.be](http://www.durlem.be)

**L'échasse**  
BRASSERIE ARTISANALE DE NAMUR

**L'ÉCHASSE**  
BRASSERIE ARTISANALE

49 avenue de la Plante  
Namur 5000  
BELGIUM  
+32 (0)475 38 16 64



## ACTIVITY OR PRODUCT

The main activity of the company consists in manufacturing a traditional blond beer of high quality called "La Houppe".

## PERSON IN CHARGE

**Bertrand GUEULETTE** (Communicator)  
Info@houppe.be

## STUDENTS INVOLVED

**Heloise VANNOPPEN**  
etu35062@student.henallux.be

**Manon HOUGARDY**  
etu35030@student.henallux.be

## MISSION

Market survey aiming at analysing opportunities for our Belgian beer, looking for potential local importers and retail outlets in Bilbao.

[www.houppe.be](http://www.houppe.be)



**EDMUNDS**

Avenue L. Gribaumont 32  
1150 Woluwe-Saint-Pierre  
BELGIUM  
+32 (0)2 772 59 10



## ACTIVITY OR PRODUCT

Our company sells accessories for men and provides services mainly in Belgium. All of them are 100% handmade in Belgium too. The main activity of the company consists in selling their articles (ties, bow ties...) to shops, preferably to concept stores.

## PERSON IN CHARGE

**Matthieu BLANPAIN** (CEO)

info@edmunds.be

## STUDENTS INVOLVED

**Nicolas HAUSEUX**

n.hauseux@student.helmo.be

**Antoine HAVEAUX**

a.haveaux@student.helmo.be

## MISSION

Look for concept stores and shops for men. Enquire about activities and events in and around Bilbao and learn from them. Analyze the market and its trends.

[www.edmunds.be](http://www.edmunds.be)



## HUITRES LE GRIS

492 Kastel Ac'h  
29880 Plouguerneau  
FRANCE  
+33 (0)2 98 04 56 87



### ACTIVITY OR PRODUCT

High quality Oyster farm using a blend of know-how and an exceptional estuary environment. Legris oysters have a balanced taste of the open sea with a subtle sweetness.

### PERSON IN CHARGE

**Adrien LEGRIS** (Export Director)  
adrien@huitres-legris.com

### STUDENTS INVOLVED

**Julien LE FUR**  
bilbaoproject.mci@gmail.com

**Jocelyn BLEUNVEN**  
bilbaoproject.mci@gmail.com

### MISSION

To create awareness and look into the potential of developing export prospects within the restaurant and bar sector in Spain.

[www.huitres-legris.com](http://www.huitres-legris.com)



**J.H.P. Motorparts**  
*added value mechanical solutions*

**J.H.P.  
MOTORPARTS**

Koperslagersstraat 18  
Sneek 8601 WL  
THE NETHERLANDS  
+31 (0)515 540 953



## ACTIVITY OR PRODUCT

J.H.P. Motorparts specialises in CNC-Machining Technology, producing high-quality universal mechanical components. One of its products is USE, Ultimate Sports Engine, which is a strong, light and fast universal engine.

## PERSON IN CHARGE

**Ans PEETERS WEEM** (Sales Manager)  
info@jhpmotorparts.nl

## STUDENTS INVOLVED

**Merle WIESMANN**  
merle.wiesmann@student.stenden.com

**Maja TOTH**  
maja.toth@student.stenden.com

**Emrah MELEZO LU**  
emrah.melezoglu@student.stenden.com

**Luca ENDRESS**  
luca.endress@student.stenden.com

## MISSION

Market analysis that aims to identify relevant associations and potential distributors in Spain, exploring the market potential for USE engines produced by J.H.P. Motorparts.

[www.jhpmotorparts.nl](http://www.jhpmotorparts.nl)

Karl's  
**KOEKIE**



**Karl'sKOEKIE**

Eindhoven  
NEDERLAND  
+31 (0)6 815 496 32



## ACTIVITY OR PRODUCT

The main activity of the company consists in producing and selling the liquor drink Koekie. This is a combination of 25 different ingredients, mixed to create a rich flavour of caramel.

## PERSON IN CHARGE

**Karl KOEKIE (Director)**

Info@Karlskoekie.com

## STUDENTS INVOLVED

**Mischa VAN DE VEN**

mvenl0@student.avans.nl

**Luuk DE WAARD**

ltdewaard@student.avans.nl

**Milo CASTELIJNS**

mm.castelijns@student.avans.nl

**Berry WONG**

bfwong@student.avans.nl

## MISSION

Market survey aiming at analysing opportunities for the Dutch liquor Koekie, looking for potential local importers and retail outlets.

[www.karlsKOEKIE.com](http://www.karlsKOEKIE.com)



THE TASTE YOU CAN TRUST

LA  
CONFIANCE

Schaapveld 7  
Dendermonde 9200  
BELGIUM  
+32 (0)52 22 58 22



## ACTIVITY OR PRODUCT

The main activity of the company consists in manufacturing traditionally made spiced biscuits/ cookies with fine taste made from organic wheat, farmer's butter and selected spices, with far less sugar and an honest crisp

## PERSON IN CHARGE

**Leo BORMS** (CEO & founder)

Info@laconfiance.be

## STUDENTS INVOLVED

**Paulien DE CAESTECKER**

paulien.decaestecker@student.arteveldehs.be

**Hugues VAN OOST**

hugues.vanoost@student.arteveldehs.be

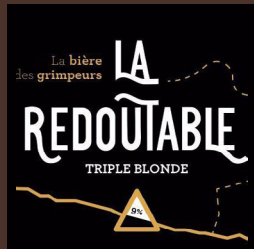
**Gülver CALISKAN**

gulver.caliskan@student.arteveldehs.be

## MISSION

Market survey aiming at analysing the potential for La Confiance in Spain (Bilbao) in order to generate interest among importers and super-markets.

[www.laconfiance.be](http://www.laconfiance.be)



# LA REDOUTABLE

Rue du Pérreón 115  
4141 Louveigné  
BELGIUM  
+32 (0)474 48 87 27



## ACTIVITY OR PRODUCT

Our product is a Belgian beer called "La Redoutable".

"La Redoutable" is a triple golden yellow beer with a high alcohol content.

## PERSON IN CHARGE

**Pierre-Yves JACQMIN**  
info@laredoutable.be

## STUDENTS INVOLVED

**Logan MARTINS**  
l.martins@student.helmo.be

**Cédric FOURNY**  
c.fourny@student.helmo.be

## MISSION

Our mission will be to contact wholesalers or importers willing to distribute our product in Spain and therefore to increase its brand awareness.

[www.laredoutable.be](http://www.laredoutable.be)





## MAVIN GROUP

Kapitein Grantstraat 3  
7821 AP Emmen  
The Netherlands  
+31 (0)5 917 504 92



### ACTIVITY OR PRODUCT

The Mavin group offers their customers a wide variety of furniture.

### PERSON IN CHARGE

**Martijn MEIJERING** (Owner & managing director)  
martijn@mavin-group.nl

**Vincent KLEINE** (Owner & Managing director)  
vincent@mavin-group.nl

### STUDENTS INVOLVED

**Stine Marie QUABS**  
stine.quabs@student.stenden.com

**Stephanie KLEINKARHOFF**  
stephanie.kleinkarhoff@student.stenden.com

**Ricardo Augusto ROCHA**  
ricardo.augusto.rocha@student.stenden.com

### MISSION

Hola Spain! We want our furniture in your home.

After the Netherlands, Germany and many other European countries, the Mavin group wants to enter the Spanish market. The company not only offers excellent furniture with high quality for a low price but are also known for its fast delivery. According to the motto, "We serve others as we would like to be treated", great customer service is offered to find your next favorite piece for your home.

[www.mavin-group.nl](http://www.mavin-group.nl)

MÌ M MO

MIMO BAGS

Negendagwand 15  
9300 Aalst  
BELGIUM  
+32 (0)474 55 86 51



## ACTIVITY OR PRODUCT

Show what you got, hide what you need is the perfect way to describe women of the 21st century. The Mimo bags are half see through which means you can show the world 'on purpose' what kind of person you are! A lipstick, some perfume, a nice Polaroid picture. On the other hand, there are a few things in a woman's purse that do not need to be seen ... That's why there's always a little bag to hide those items.

## PERSON IN CHARGE

**Michèle MOTTRIE** (Founder, CEO and designer)  
michele.mottrie@gmail.com

## STUDENTS INVOLVED

**Arthur DEBRUYNE**  
arthur.debruyne@student.ucll.be

**Elien DE DECKER**  
elien.dedecker@student.ucll.be

**Emma SCHOOFS**  
emma.schoofs@student.ucll.be

## MISSION

Under the leadership of our team, we search for distributors in Bilbao who want to represent Mimobags. We are also looking for stores that want to sell our brand. Finally, we are also looking for individuals who are completely crazy about the Mimo brand and who want to buy hand-bags for their own use.

[www.mimobags.com](http://www.mimobags.com)

**OASEGROEN**

**OASEGROEN**

Wordragensestraat 38  
Ammerzoden 5324JM  
THE NETHERLANDS  
+31 (0)7 359 937 24



## ACTIVITY OR PRODUCT

Oasegroen makes passionate products for satisfied customers, in every budget class. Oasegroen wants to determine the trend by always coming up with innovations in the field of green design, interior decorators and special interior elements

## PERSON IN CHARGE

**Luc VAN HEMERT** (Creative Director)  
luc@oasegroen.nl

## STUDENTS INVOLVED

**Margriet VAN HEMERT**  
margrietvhemert@gmail.com

**Karen YAO**  
Karen.yao@live.nl

**Mitchel DE KROON**  
Mitchel\_6994@live.nl

**Jur VAN RIJN**  
Jaarijn@student.avans.nl

**Robert VAN SEVENTER**  
robertvanseventer@hotmail.nl

## MISSION

Oasegroen wants the students to introduce the product to the Spanish market. The product is Mr.Moss. The students will explain the product and show the possibilities.

[www.oasegroen.nl](http://www.oasegroen.nl)



**PROWINES**

Industrieweg 122  
5683 CG Best  
THE NETHERLANDS  
+31 (0)6 831 546 31



## ACTIVITY OR PRODUCT

The main activity of ProWines is about selling high quality wines from all around the world to restaurants and private individuals. They also:

- Give advice about the combination; wine & food.
- Give courses about wines and wine distillations.
- Give workshops to private individuals.

## PERSON IN CHARGE

**Arno AARTSEN** (Owner)

info@prowines.nl

## STUDENTS INVOLVED

**Tijs VAN SCHIE**

tgc.vanschie@student.avans.nl

**Rob VAN NUIJS**

r.vannuijs@student.avans.nl

**Teun BLEEKER**

tr.bleeker@student.avans.nl

## MISSION

Market survey aiming at analysing opportunities for wines from Bilbao, looking for potential local exporters with the right quality, that are willing to export there wines to the Netherlands.

[www.prowines.nl](http://www.prowines.nl)



HANDCRAFTED BELGIAN BEER

## RÉSERVE ROYALE

112 rue du Ham  
1180 Brussels  
BELGIUM  
+32 (0)489 332 332



### ACTIVITY OR PRODUCT

The company sells and exports luxury beers.

### PERSON IN CHARGE

**François-Xavier DELAHAUT** (Co-Manager)  
fd@corniche-international.com

**Roy DI MARCO** (Co-Manager)

### STUDENTS INVOLVED

**Ben DI MARCOBERARDINO**  
bendimarcoberardino@gmail.com

**Corentin LACROIX**  
corentin.lacroix@gmail.com

**Thomas LENGLOIS**  
lengloist@gmail.com

### MISSION

Look for suppliers working in high end Champagne,wines,spirits and craft beer.

[www.reserveroyale.com](http://www.reserveroyale.com)



**ROOMER**

Krevelstraat 2 bus 001  
9000 Ghent  
Belgium  
+32 (0)9 223 81 83



## ACTIVITY OR PRODUCT

The main activity of the company consists in manufacturing traditionally made elder flower drinks, with an eye for corporate social responsibility.

## PERSON IN CHARGE

**Jeroen MICHELS** (Company Director)  
jeroen@roomer.be

## STUDENTS INVOLVED

**Aslihan ELIF ALIM**  
elifalim@student.arteveldehs.be

**Karen BUYTAERT**  
karebuyt@student.arteveldehs.be

**Eline DE CUBBER**  
elindecu@student.arteveldehs.be

## MISSION

Market survey aiming at analysing the possible role of Roomer in Spain, Bilbao in order to generate interest among importers and super-markets.

[www.Roomer.be](http://www.Roomer.be)



# SAGETECH MACHINERY

U17 Chilton Industrial Estate  
Ferryhill, DL17 0PB  
Co Durham  
ENGLAND  
+44 (0)191 6913044



## ACTIVITY OR PRODUCT

Sagetech Machinery Ltd is the leading British manufacturer of Vertical Panel Saws. This means you can be sure that you are buying a Vertical Panel Saw made to stringent quality standards which complies with all current UK & EU Standards. Made in England are bywords for Build Quality and Reliability. We always look to add value to our brand in our product development which we have done recently in our DESKTOP ENGRAVERS and 3D Printers.

## PERSON IN CHARGE

**Craig WILLIAMS** (Managing Director)  
craig@sagetechmachinery.co.uk

## STUDENTS INVOLVED

**Michael LYNN**  
mjlynn1@sky.com

**Harris CAMERON**  
sgtharris42@hotmail.com

**Grant MITCHELL**  
grant-1992@live.co.uk

**David LEATHERS**  
david.leathers@live.co.uk

**Anne-Krystine PEDERSEN**  
annekrystine1997@msn.com

## MISSION

To deliver innovative and high quality British made Vertical Panel Saws at extremely affordable prices.

[www.sagetechmachinery.co.uk](http://www.sagetechmachinery.co.uk)



**SLEEV'IN**

20, Rue Chaffette  
B-4032 CHÉNÉE  
BELGIUM  
+32 (0)497 34 00 85



## ACTIVITY OR PRODUCT

Sleev'in dresses your bottles for all occasions! The company offers a full customization of bottles that become a new way of communication of which your creativity is the sole limit. It's up to you to be original for your business gifts, events, sponsorships... Let's impress!

## PERSON IN CHARGE

**Judith MICHEL** (Manager)  
jmi@sleevin.be

## STUDENTS INVOLVED

**Jamal JABRI**  
j.jabri@student.helmo.be

**Jean PETERS**  
j.peters@student.helmo.be

## MISSION

- Exploring the market: check out if companies in Bilbao have an interest in the product,
- Looking for the highest quantity of hotels, nightclubs, event organizers and other companies potentially interested in the product,
- Leaving a trace in each of the companies we will manage to deal with.

[www.sleevin.be](http://www.sleevin.be)





# SONACA AIRCRAFT

Route Nationale, 4  
6041 Gosselies  
BELGIUM  
+32 (0)71 25 57 61



## ACTIVITY OR PRODUCT

The main product of the company is a small airplane called "Sonaca 200, the new generation, two-seater, certified aircraft which combines flight performance and cost-effectiveness.

## PERSON IN CHARGE

**Pierre VAN WETTER** (Sales and marketing manager)  
Pierre.vanwetter@sonaca-aircraft.com

## STUDENTS INVOLVED

**Chloé BURNIAUX**  
etu34481@student.henallux.be

**Louis FONCK**  
etu34350@student.henallux.be

**Louis MELANIE**  
etu34174@student.henallux.be

## MISSION

The aim of this project is to conduct market research to export the "Sonaca 200" in different companies in Bilbao.

[www.sonaca-aircraft.com](http://www.sonaca-aircraft.com)



**SUNOPTIMO**

Chaussee de marche, 940e  
Namur 5100  
BELGIUM  
+ 32 (0)81 58 81 58



## ACTIVITY OR PRODUCT

The Opticube is an easy and large « all-in-one » solar thermal kit. Thanks to our product, it will be possible for the consumers to produce their hot water with the heat of the sun for a very attractive investment cost.

## PERSON IN CHARGE

**Jean-Yves PEUGNIEU** (Sales Manager)  
jyp@sunoptimo.com

## STUDENTS INVOLVED

**George NAVA FERNANDES**  
etu35361@student.henallux.be

**Eliott HENNAUX**  
etu35653@student.henallux.be

**Camille RECTEM**  
etu33588@student.henallux.be

## MISSION

Market survey aiming at analysing opportunities for exporting our innovative and eco-friendly product in Bilbao.

[www.sunoptimo.com/fr](http://www.sunoptimo.com/fr)



**TIWAL**

Street Lefèvre-Utile  
Vannes 56000  
FRANCE  
+33 (0)9 77 55 00 90



## ACTIVITY OR PRODUCT

The company designs and manufactures inflatable and easy to carry sailing dinghies.

## PERSON IN CHARGE

**Lucie VAN DER WERF** (Export & Accountant Assistant)  
lucie@tiwal.com

## STUDENTS INVOLVED

**Charlotte BAILLET**  
charlotte.baillet-student@lycee-notredame.fr

**Lisa RIBAU**  
lisa.ribau-student@lycee-notredame.fr

## MISSION

Market survey aiming at analysing opportunities for our sailing dinghy, looking for potential local importers and retail outlets.

[www.tiwal.com/fr](http://www.tiwal.com/fr)

# — TRADE MISSION —

**BILBAO 2018**

HOST: CÁMARABILBAO UNIVERSITY BUSINESS SCHOOL