

# **TRADE AND INVESTMENT MISSION TO INDIA FROM WALLONIA/BRUSSELS REGIONS OF BELGIUM**

**22 TO 26 SEPTEMBER 2008  
DELHI - HYDERABAD - MUMBAI/BANGALORE**

PROGRAMME:

22 TO 23 SEPTEMBER 2008 - NEW DELHI

24 SEPTEMBER 2008 - HYDERABAD

25 TO 26 SEPTEMBER 2008 - MUMBAI/BANGALORE

**For arranging B2B meetings with these companies and  
for any further information contact:**

Mr. Jean-Pierre MULLER  
First Secretary - Trade & Investment

Ms. Arti Jain  
Sr. Trade Advisor

Embassy of Belgium  
Wallonia-Brussels Economic Representation  
50-N Shantipath, Chanakyapuri. 110021 NEW DELHI - INDIA  
Tel +91 11 42428200 /42428000  
Fax +91 11 42428210  
Email: newdelhi@awex.in

## LIST OF COMPANIES

<b>1. ADVANCED MECHANICAL &amp; OPTICAL SYSTEMS (AMOS)</b> .....	<b>3</b>
<b>2. ASPEL GROUP</b> .....	<b>4</b>
<b>3. BVD CONSULTANTS</b> .....	<b>5</b>
<b>4. CENAERO</b> .....	<b>6</b>
<b>5. CORIS BIOCONCEPT</b> .....	<b>7</b>
<b>6. DUMOULIN</b> .....	<b>8</b>
<b>7. HEINEN</b> .....	<b>9</b>
<b>8. I-MOVIX</b> .....	<b>10</b>
<b>9. MAGERMANS</b> .....	<b>11</b>
<b>10. MDS NORDION</b> .....	<b>12</b>
<b>11. MINI EUROPE</b> .....	<b>13</b>
<b>12. PHOENIX PLUS</b> .....	<b>14</b>
<b>13. SOFOIM</b> .....	<b>15</b>

## 1. ADVANCED MECHANICAL & OPTICAL SYSTEMS (AMOS)

### Address

Rue des Chasseurs Ardennais – LIEGE science park  
B-4031 ANGLEUR (Liège) - Belgium

**Tel:** +32 4 361 40 40

**Fax:** +32 4 367 20 07

**Website:** [www.amos.be](http://www.amos.be)

**General email:** [info@amos.be](mailto:info@amos.be)

**Contact Person:** Mr. Jean Pierre CHISOGNE

**Designation:** Sales & Marketing Manager

**2<sup>nd</sup> Contact Person:** Mr. Bill Collin

### Company activities

AMOS was founded in 1983, employs 60 people specialised in design and manufacturing of high accuracy mechanical and optical systems. These equipments, mainly realised for space industry and astronomical observatories, are, among others:

- mechanical ground support equipment (MGSE)
- optical ground support equipment (OGSE)
- vacuum chambers, space simulators and thermal shrouds
- on board experiments (satellites or space shuttle)
- large mirror light weighting and polishing
- terrestrial telescopes or telescope's sub-units
- research equipment, test benches and industrial prototypes
- equipment for nuclear, defence and steel industry

### Purpose of visit during the mission

To promote

- Manufacturing and design of telescope components or complete telescope for professional astronomy
- Manufacturing and design of equipment to fly on board spacecraft (mirror, mounts, mechanisms, structures)
- Manufacturing and design to test embarked payloads or spacecraft on the ground (vacuum chambers, thermal panels, mechanical ground support equipment)

## 2. ASPEL GROUP

**Address**

Rue de l'Industrie, 37  
4700 - Eupen - Belgium

**Tel:** +32 87 59.50.50

**Fax:** +32 87 59.50.60

**Website:** [www.aspel-group.com](http://www.aspel-group.com)

**General email:** [aspel@aspel-group.com](mailto:aspel@aspel-group.com)

**Contact Person:** Mr. Lardinois Joseph

**Designation:** Technical Center General Manager

### Company activities

Aspel is the name of a group of 6 factories dedicated to the plastic injection moulding technology. We're present on 3 continents with more than 130 injection machines from 25 to 440 Tons. Our production includes small and medium sized parts, aspect parts, complex / technical parts, low tolerances parts, thin walled parts, inserts over-moulding, 2K-parts, gas injection, micro and mini-injection.

### Purpose of visit during the mission

To find local suppliers interested in developing plastic injection tools for our 6 companies, sharing their and our knowledge, their and our network, and above all, respecting our Specifications.

### 3. BVD CONSULTANTS

**Address**

Rue de Rolleghem, 371  
B-7700 - Mouscron - Belgium

**Tel:** +32 5 68 40 598

**Fax:** +32 5 68 40 599

**Website:**

**General email:** bill@bvdconsultants.be

**Contact Person:** Dr Willem (Bill) VANDAELE

**Designation:** Manager

#### Company activities

Private Consultancy Company in European Animal Health and Nutrition Projects.

As Dr in Veterinary Medicine and Licensee in Zootechny, involved mainly in European Regulatory Affairs in Animal Health Projects as

- Implementation of European Common Animal Health Policies (CAHP)
- European Marketing Authorisations for Veterinary Medicines and Feed Additives.

More than 40 years experience in EU regulatory Affairs and I am involved in a lot of European Projects on assessment and recommendations for new European policies.

#### Purpose of visit during the mission

- Offer services to Indian companies on Regulatory Issues to allow them to export raw materials to European companies for feed additives and/or veterinary medicines

## 4. CENAERO

### Address

Rue des frères Wright, 29  
6041- Gosselies - Belgium

**Tel:** +32 7 19 19 330

**Fax:** +32 7 19 19 331

**Website:** [www.cenaero.be](http://www.cenaero.be)

**General email:** info@cenaero.be

**Contact Person:** Mr. Vincent Marchal

**Designation:** Sales & Marketing Director

### Company activities

Cenaero is a Belgian CAE solutions provider, specialized in Aerospace and Defence business. With 50 highly-skilled engineers and impressive HPC resources (2000 CPU's cluster), Cenaero will empower your engineering and design innovation works. Cenaero is mainly focused on mechanical CAE and also in CFD and multi-disciplinary optimization.

Major references include Airbus, Techspace Aero, CNES, Snecma, Sonaca, Messier-Dowty, Renault, Caterpillar and DCNS.

### Purpose of visit during the mission

To find an agent or an importer or end-users for the company's services or products

To pursue and intensify existing contacts in the country

- High-end engineering services in CAE
- R&D and technology transfer projects
- CAE simulation software and related services in :
  1. welding, machining, heat treatments and other manufacturing techniques;
  2. composite structures techno-economic optimization;
  3. fracture mechanics (3D crack propagation);
  4. CFD: Aerodynamics and turbulence modelling with LES and DES, RANS
  5. Multidisciplinary optimization including CAD access

## 5. CORIS BIOCONCEPT

**Address**

4A, rue Jean Sonet  
B-5100 Gembloux - Belgium

**Tel:** +32/81719917

**Fax:** +32/81719919

**Website:** www.corisbio.com

**General email:** info@corisbio.com

**Contact Person:** Mr. Thierry Leclipteux

**Designation:** CEO - CSO

### Company activities

Coris BioConcept develops, produces and sells rapid membrane diagnostic kits based on immunological and biomolecular tools.

Proprietary technologies (Oligochromatography and Gravity Driven Test) have been developed to detect human and vet pathogens. Oligochromatography allows multiplex detection of pathogens at the molecular level. One of the pathogens detected with the Oligochromatography technology is Leishmania spp.

Tests, based on latex microspheres or on gold particles, are simple, quick, sensitive, specific, need minimal sample manipulation and do not require any special and expansive equipment.

All Coris BioConcept's products fulfil the CE marking requirements.

### Purpose of visit during the mission

To find an agent or an importer/distributor or end-users for company's services or products

To set up / investigate a joint venture with a local partner- Find potential distributors

Meet some companies active in the field of rapid membrane diagnostics for infectious diseases or that would be interested in the company's molecular technology.

To bring the following to the Indian market:

Immuno-based products:

ROTA-STRIP, ADENO-STRIP, COMBI-STRIP, GastroVir-Strip, CRYPTO-STRIP, COLI-STRIP, GIARDIA-STRIP, RSV RESPI-STRIP, ADENO-RESPI-STRIP, INFLU-A RESPI-STRIP, INFLU-A+B RESPI-STRIP, Pylori-Strip, Molecular-based products, Leishmania OligoC-Test, T.Cruzi OligoC-Test

2. Technologies

Oligochromatography : rapid membrane detection of amplified products after PCR or NASBA amplification.

Multiplex possibilities

## 6. DUMOULIN

**Address**

Rue Bourie 18  
5300 - Seilles - Belgium

**Tel:** +32 85/82.52.01

**Fax:** +32 85/82.64.00

**Website:** [www.dumoulin.eu](http://www.dumoulin.eu)

**General email:** [info@dumoulin.eu](mailto:info@dumoulin.eu)

**Contact Person:** Mr. Guy Mallefait

**Designation:** Managing Director

**2<sup>nd</sup> Contact Person:** Mr. IGNACE MEUUS

### Company activities

Dumoulin is the most important feed producer for cows, steers, pigs, poultry, horses (production about 300.000T in Wallonia onto major plan) in the form of meal, pellets, flakes, extruded products and mixes of our speciality.

Dumoulin is also owner of patents, especially for milk and has also in his program different commercialisation concepts.

### Purpose of visit during the mission

To find an agent or an importer or end-users for the company's services or products

To set up / investigate a joint venture with a local partner

To investigate another kind of cooperation with a local partner

Feed for cows, steers, pigs, poultry, horses in the form of meal, pellets, flakes, extruded products and mixes of our speciality

## 7. HEINEN

**Address**

11,Rue Derrière l'Eau  
B 4960 Malmedy - Belgium

**Tel:** +32/80-34-84-80

**Fax:** +32/80-33-08-11

**Website:** [www.heinen.be](http://www.heinen.be)

**General email:** [info@heinen.be](mailto:info@heinen.be)

**Contact Person:** Mr Jean-Pierre Spruyt

**Designation:** Sales Manager

**2<sup>nd</sup> Contact Person:** MR. ETIENNE CRACCO

### Company activities

Designer and manufacturer of metal doors.

Since 1967 Heinen SA design and manufacture metal doors that provides various levels of protection and performances, adapted to the real needs of the customers. Wear-resistance, high mechanical performances, reliable with an overall minimum cost. All doors tailor made with a high mechanical resistance, 15 year warranty. For public and industrial market

### Purpose of visit during the mission

To find an agent or an importer or end-users for the company's services or products

To set up / investigate a joint venture with a local partner for following doors

- Fire resistant
- Bullet proof
- Sound proof
- Blast proof
- Burglary resistant

## 8. I-MOVIX

**Address**

Boulevard Initialis 7bte5  
7000 - Mons - Belgium

**Tel:** +32 65 321 535

**Fax:** +32 65 554 100

**Website:** [www.i-movix.com](http://www.i-movix.com)

**General email:** [info@i-movix.com](mailto:info@i-movix.com)

**Contact Person:** Mr Laurent RENARD

**Designation:** CEO

### Company activities

TV: Extreme Slow-Motion for Live Sport Broadcast, Commercials, Movies, Documentaries

### Purpose of visit during the mission

Sprintcam Live V2 product: Extreme Slow Motion camera system for live sport broadcast

To look for potential distributors, rental companies of television broadcast equipment

## 9. MAGERMANS

**Address**

Ets Guy Magermans & Cie S.c.r.l  
B-6900 MARCHE-EN-FAMENNE - Belgium

**Tel:** +32 84 31 17 90

**Fax:** +32 84 31 65 69

**Website:**

**General email:** [guy.magermans@skynet.be](mailto:guy.magermans@skynet.be)

**Contact Person:** Mr. Guy MAGERMANS

**Designation:** Director

### Company activities

Family owned company involved in Transport, Logistics and Removals for more than 20 years with the aim of service and quality.

### Purpose of visit during the mission

To provide Logistics support for exporting companies / Importing companies  
To meet members of Household Goods Forwarder associations if any in India  
Companies needing logistics cooperation and experience. Movers

- to investigate suitable cooperation with a local partner

## 10. MDS NORDION

**Address**

Avenue de l'Espérance - Zoning Industriel  
6220 FLEURUS Belgium

**Tel:** + 32.71.82.35.86

**Fax:** + 32.71.82.36.72

**Website:** <http://www.mdsnordion.com/agiris>

**General email:** [igodefroid@mds.nordion.be](mailto:igodefroid@mds.nordion.be)

**Contact Person:** Mr. Philippe Tessely

**Designation:** Lead Sales Manager

### Company activities

As a world leader in radioisotope technology, very few organizations in the world possess the technical expertise and specialized production facilities found at MDS Nordion. Industries served by gammamat® equipment and gammatrack sources rely on our testing systems to verify the integrity of mission-critical components. Our systems are used to test pipelines, pressure vessels, aircraft engines and other critical aircraft components, oil and petrochemical projects, ships, bridges, offshore platforms concrete fabrications and cast parts.

### Purpose of visit during the mission

MDS Nordion is looking for agent/distributor of its Non-Destructive Testing equipment and active sources especially for the oil and gas sector.

## 11. MINI EUROPE

**Address**

Bruparck  
1020 - Brussels - Belgium

**Tel:** +32(0)2.474.13.13

**Fax:** +32(0)2.478.26.75

**Website:** [www.minieurope.eu](http://www.minieurope.eu)

**General email:** [info@minieurope.eu](mailto:info@minieurope.eu)

**Contact Person:** Mr Philippe Steenbergen

**Designation:** Sales & Marketing Director

### Company activities

Located next to the Atomium, Mini-Europe is the only Miniature park where you can have a whistlestop tour around Europe in a few short hours. The Big Ben, Venice, Paris, the Acropolis..., 350 large scale models and sites in a quite unequalled craftsmanship that you can discover on the hand of a catalogue available in 9 languages. The park offers a good panoramic view of European Art, History, Architecture and Technology. Thanks to the interactive exhibition "Spirit of Europe", by playing a series of games the visitor can find out more about the European Union, its members, history, successes, enlargement, ....It's a fascinating presentation for everyone (included in the price).

Open all the year from end of March till begin of January.

### Purpose of visit during the mission

- To pursue and intensify contacts in the country
- Meet Tour Operators and Wholesalers; eventually Big Travel Agencies organising own programs

## 12. PHOENIX PLUS

### Address

Place de l'Université 16  
1348 Louvain-la-Neuve - Belgium

**Tel:** +32 0 10 47 65 30

**Fax:** +32 0 10 45 69 61

**Website:** [www.phoenix-plus.be](http://www.phoenix-plus.be)

**General email:** [info@phoenix-plus.be](mailto:info@phoenix-plus.be)

**Contact Person:** Mr. Jean-Francois Delvenne

**Designation:** General Manager

### Company activities

Phoenix Plus is into collecting, trading and recycling of non-ferrous metal scraps.

Since 1997, Phoenix Plus has been collecting and trading metal scraps all over Europe. These scraps are shipped to Far-East, mainly in China, to its clients (recycling facilities).

The company is ISO 14001 certified by SGS. Since 01 January 2005, PHOENIX PLUS is registered by AQSISQ for export of scraps material to China.

### Purpose of visit during the mission

- To find an agent (commission agent) or an importer or end-users for the company's services or products
- To pursue and intensify existing contacts in the country

The company would like to meet Indian companies in the non-ferrous metal scrap sector.

Especially :

- brass scraps (honey, ocean, pales/pallu,...)
- aluminium scraps (taint tabor, talk, taldon (taldonk, ubc), Tense,...)

## 13. SOFOIM / COFABOIS

**Address**

Barsy, 13  
5370 - Flostoy - Belgium

**Tel:** +32 83 63 45 86

**Fax:** +32 83 61 39 19

**Website:** [www.cofabois.com](http://www.cofabois.com)

**General email:** [axel.daout@skynet.be](mailto:axel.daout@skynet.be)

**Contact Person:** Mr. Axel Daout

**Designation:** Manager

### Company activities

Located in the heart of Europe, in Belgium, the Cofabois Company has a 35 year old experience in the logs and lumbers business.

Specialized in all European hardwoods our main species are beech, ash, oak, cherry, maple and European red oak and white oak. We can supply all qualities of major species of European hardwoods in round logs or cut into lumbers in various standards of grading.

Sofeim works in partnership with the Cofabois Company and is focused on the Asian market.

### Purpose of visit during the mission

The company would like to find any possible customers ranging from the end users (as flooring producers, furniture manufacturers, chair manufacturers, etc.) to wholesalers (importing wood from Europe or other continents if they consider importing European species). This also includes small retailers able to buy at least full 40' container.

**TRADE MISSION FROM BELGIUM**  
 September 22-26, 2008

**REQUEST FORM FOR B2B MEETINGS**

**Yes, I would like to meet the following companies from Belgium:**

- 1) \_\_\_\_\_ 2) \_\_\_\_\_ 3) \_\_\_\_\_ 4) \_\_\_\_\_  
 5) \_\_\_\_\_ 6) \_\_\_\_\_ 7) \_\_\_\_\_ 8) \_\_\_\_\_

**Preferred Date(s)\*:** \_\_\_\_\_

**Preferred Time Slot:**  Morning  Afternoon

\*Delhi – 22 & 23 September 2008 (Hotel Taj Ambassador)  
 (Also: Hyderabad – 24 September 2008, Mumbai – 25 & 26 September 2008)

- Please find information about my company below for your records.  
 I am attaching my company profile containing all the information required

**Company identification:**

Name of the company:

Person in charge of this project:

Function :

Tél. :                      Mobile :                      Fax :

E-mail :                      Website :

Date of creation of the company :

Activity:  producer       retailer       consultant       wholesaler       else (please state) : .....

	2006	2007
<b>No. of Employees</b>		

<b>Annual sales turnover</b>		
Total		
Export		
Import		

<b>Countries dealing with</b>	
<b>Sector(s) of Activity</b>	
<b>Products with H.S. Codes</b>	

**Main business objective in meeting the company(ies):**