

ECONOMIQUE



Sainte-Marie
Campus Guillemins

Wallonia - BELGIUM

TRADE MISSIONS to **BUCHAREST**

From 11th to 15th March 2019



**LIÈGE
BUCHAREST**

www.helmo.be



In collaboration with :



International Business Department

TRADE MISSIONS

TO BUCHAREST ROMANIA

FROM 11 TO 15 MARCH

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HELMo Campus-Guillemins, Institut Sainte-Marie (University College located in Liège, Belgium) is organizing a trade mission to Bucharest from 11th to 15th March 2019.

166 students of the International Business Department will represent the 43 companies presented in this leaflet by contacting Romanian 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 lecturers.

We trust that these commercial missions will contribute to the development of trade between our countries and foster the existing relationships between Wallonia and Romania.

**Philippe THERER
Head of the Business Department**



We wish to express our gratitude to:

The Wallonia Foreign Trade – Investment Agency (AWEX)
and its EXPLORT programme,
as well as the Wallonia Foreign Trade and Investment Agency
represented in Romania/Bulgaria;

La Délégation Générale Wallonie-Bruxelles;

The Belgian Embassy in Bucharest;

BEROBA, Belgian Romanian Chamber of Commerce;

ASE, The Bucharest University of Economic Studies;

The Bucharest Chamber of Commerce and Industry.



for their support and assistance.



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2VD

www.croustisalade.com

Rue de l'Île Dossai 17
5300 ANDENNE
Telephone: +3285826001



Activity or Product:

Production and sale of flavoured croutons, dried fruit and other various mixtures ready to enjoy as an aperitif or as a dish accompaniment.

Person in charge:

Vincent Mirguet vincent.mirguet@2vd.eu
CEO

Students involved:

Jalal KHALLOUKI	j.khallouki@student.helmo.student.be
Marwa OUAZZANI-CHAHDI	m.ouazzanichahdi@student.helmo.be
Aymeric RULLI	a.rulli@student.helmo.be
Dominique TCHAPDA SANDJONG	d.tchapda@student.helmo.be

Promoter: Nathalie LABOUREUR n.laboureur@helmo.be

Mission:

To carry out a market research and find potential clients.

ALCYON

www.alcyonbelux.be

Rue le Marais 17
4530 VILLERS-LE-BOUILLET
Telephone: +3243383490



Activity or Product:

Veterinary products distributors (drugs, food, medical equipment).

Person in charge:

Gregory LEYENS gregory.leyens@alcyonbelux.be
Scientific Director and Business Analyst

Students involved:

Mehdi GATHOYE	m.gathoye@student.helmo.be
Lou WEIDEMANN	l.weidemann@student.helmo.be
Karim HAJJAM	k.hajjam@student.helmo.be
Francois GUESSE	f.guesse@student.helmo.be

Promoter: Julien DELHAXHE j.delhaxhe@helmo.be

Mission:

To look for local distributors and analyse the Romanian market in order to introduce the products missing on the target market.

ALTRAFINCO

www.pepperron.com

Rue Champs du Bois 1/c
5370 HAVELANGE
Telephone: +32495211930



Activity or Product:

Production and sale of "Pepperron", a 100 % natural seasoning product for salty or sweet food, salt and sugar free taste enhancer with 4 kinds of flavours.

Person in charge:

François COMELIAU fco@altrafinco.com
CEO

Students involved:

Marie SCHMETZ	m.schmetz@student.helmo.be
Sarah VAN MEIR	s.vanmeir@student.helmo.be
Sandra NICOLAE	s.nicolae@student.helmo.be
Odile LAMBERT	od.lambert@student.helmo.be

Promoter: Vinciane BERNAERTS v.bernaerts@helmo.be

Mission:

To look for a distributor and to conduct a market research.

ANSOLIVE

www.arcfood.be

Rue d'Othée 216
4430 ANS

Telephone: +3242473224



Activity or Product:

Processing and sale of Greek high quality olives (no colouring nor flavour enhancers) and Mediterranean products. Development of new packaging with a protective atmosphere.

Person in charge:

Christophe MOTTINT
Managing Director

christophe.mottint@ansolive.com

Students involved:

Clémence DE MOS
Claire PAULY
Valentine SAUVAGE
Sarah THIRION

c.demos@student.helmo.be
c.pauly@student.helmo.be
v.sauvage@student.helmo.be
s.thirion@student.helmo.be

Promoter: Véronique MESTREZ

v.mestrez@helmo.be

Mission:

To promote the company's products and find out about the local market potential.

AUTOMATION & ROBOTICS

www.ar.be

Rue Jean Koch 11
4800 VERVIERS
Telephone: +3287322323



Activity or Product:

Design, manufacturing, integration and maintenance of equipment for accurate measurements, process control and automation dedicated to the ophthalmic industry (such as the ProMapper).

Person in charge:

Sandra Fonticoli s.fonticoli@ar.be
Assistant to the Sales Department

Students involved:

Caroline AHN	ca.ahn@student.helmo.be
Jonas BOVEROUX	j.boveroux@student.helmo.be
Estelle RICHARD	e.richard@student.helmo.be
Emilie WUIDAR	e.wuidar@student.helmo.be

Promoter: Pascale VERVIER p.vervier@helmo.be

Mission:

To look for potential new customers while collecting information about the Romanian market.

BELGIUM PEAK BEER

www.peakbeer.be

Rue de Botrange 123
4950 SOURBRODT
Telephone: +3280214876



Activity or Product:

Brewing, bottling, distribution and sale of a range of local flavoured beers deriving their name from the brewery's location on the highest point in Belgium.

Person in charge:

Thomas PLEYERS tp@peakbeer.be
Manager

Students involved:

Tanguy DELOBBE	t.delobbe@student.helmo.be
Robin DETHIER	r.dethier@student.helmo.be
Amaury FRANSOLET	a.fransolet@student.helmo.be
Lucas VANWERST	l.vanwerst@student.helmo.be

Promoter: Pascale VERVIER p.vervier@helmo.be

Mission:

To look for wholesalers willing to distribute the company's beers and to collect information on the local beer market.

BEWIN SOLUTIONS

www.bewin.solutions.be

Drève Richelle 161 Boite L/59
1410 WATERLOO
Telephone: +3223584487



Activity or Product:

Design, development and sale of ERP solutions meant to cater for the needs of companies managing projects in various fields of activity.

Person in charge:

Vincent Wuidart v.wuidart@bewin.solutions
IT Project Manager

Students involved:

David DJITHE NGATCHOUA	d.djithengatchoua@student.helmo.be
Davide MANGANELLA	d.manganella@student.helmo.be
Christophe TSIMACIDIS	c.tsimacidis@student.helmo.be

Promoter: Jean-Louis ANDRE jl.andre@helmo.be

Mission:

To look for distributors-integrators.

BHS PROMOTION

www.bhs-promotion.com

Voie du Belvédère
4100 SERAING
Telephone: +3242313033



Activity or Product:

Professional brochure distribution company focusing on the tourism industry: design and distribution of tourist and events leaflets/mini cards on display stands.

Person in charge:

Jean Yves BEECKMAN info@bhs-promotion.com
Managing Director

Students involved:

Sacha HARDY	s.hardy@student.helmo.be
Werner PIRNAY	w.pirnay@student.helmo.be
Thomas SCHREIBER	t.schreiber@student.helmo.be

Promoter: Véronique MESTREZ v.mestrez@helmo.be

Mission:

First, to find a printing house for the company's mini-cards and then to look for someone willing to become a franchisee.

BRASSE&VOUS

www.brasse-et-vous.be

Rue d'Alleur 27
4000 LIEGE
Telephone: +3243848478



Activity or Product:

Brewing, bottling, distribution and sale of 7 craft beer types.

Person in charge:

David Kerger david.kerger@gmail.com
Sales Representative

Students involved:

Pierre HUBERT	p.hubert@student.helmo.be
Emmanuel MINUTILLO	e.minutillo@student.helmo.be
Arthur MOND	a.mond@student.helmo.be
Cédric PHILIPPET	c.philippet@student.helmo.be

Promoter: Marie-Louise PORTIER ml.portier@helmo.be

Mission:

To analyse the local market and look for prospects and especially mass market retailers.

BRASSERIE GRAIN D'ORGE

www.grain-dorge.com

Rue Laschet 3
4852 HOMBURG
Telephone: +3287787784



Activity or Product:

Brewing, bottling, distribution and sale of 8 different types of 100% made in Belgium craft beers.

Person in charge:

Patrick MENNICKEN commercial@grain-dorge.com
Sales Representative

Students involved:

Guillaume SENGER	g.senger@student.helmo.be
Arthur ZINNEN	a.zinnen@student.helmo.be
Quentin QUERELLA	q.querella@student.helmo.be
Tom GAUDRY	t.gaudry@student.helmo.be

Promoter: Viviane PAHAUT v.pahaut@helmo.be

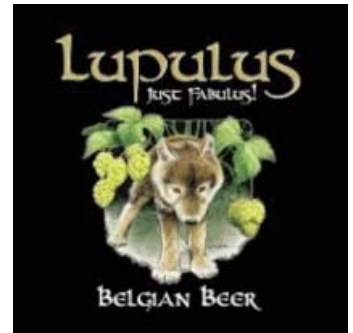
Mission:

To establish contact with beer distributors located in Bucharest willing to market 3 beers targeted by the company and to find out about the viability of an export project.

BRASSERIE LUPULUS

www.lupulus.be

Courtil 50
6671 GOUVY
Telephone: +3280643839



Activity or Product:

Brewing, bottling, distribution and sale of craft beers.

Person in charge:

Mathieu CLOSE mathieu@lupulus.be
Sales Manager

Students involved:

Coline RAQUET	c.raquet@student.helmo.be
Fanny CERFONTAINE	f.cerfontaine@student.helmo.be
Léa DUMOULIN	le.dumoulin@student.helmo.be
Marine DESSART	m.dessart@student.helmo.be

Promoter: Benoît COUVREUR b.couvreur@helmo.be

Mission:

To carry out a market research to determine if the company's beers could appeal to Romanian tastes.

BTN

www.btnsa.com

Rue du Progrès 16
4821 DISON
Telephone: +3287394930



Activity or Product:

Development and manufacturing of customized heat exchangers meant for air-conditioning, refrigeration and ventilation equipment.

Person in charge:

Helmut HEYEN helmut.heyen@btnsa.com
Manager

Students involved:

Anastasia SRBINOSKA	a.srbinoska@student.helmo.be
Maurine GUILLAUME	m.guillaume@student.helmo.be
Silke DAUVEN	s.dauven@student.helmo.be
Taqiyeddine FILALI BOUSSEHABA	t.filali@student.helmo.be

Promoter: Jean-Louis ANDRE jl.andre@helmo.be

Mission:

To look for a distributor and install a workshop on the local market.

BUZON PEDESTAL INT.

www.buzon-world.com

Prolongement de l'Abbaye 134
4040 HERSTAL
Telephone: +3242483983



Activity or Product:

Development and manufacturing of innovative support system products (ergonomic, hard-wearing and adjustable polypropylene floor pedestals mainly used for the construction of terraces).

Person in charge:

Laurent BUZON laurent.buzon@buzon-word.com
Managing Director

Students involved:

Déborah SCHMITZ	de.schmitz@student.helmo.be
Sophie RICKAL	s.rickal@student.helmo.be
Lucas NARDOZI	l.nardozi@student.helmo.be
Loan NARDOZI	lo.nardozi@student.helmo.be

Promoter: Julien DELHAXHE j.delhaxhe@helmo.be

Mission:

To make the company's products known on the target market via customized advertising.

CAFÉS DELAHAUT

www.cafesdelahaut.be

Rue de l'Ange 21
5000 NAMUR
Telephone: +3281221158



Activity or Product:

Family-run coffee roasting company.

Person in charge:

François Delahaut Francois.delahaut@cafésdelahaut.be
Chief Executive officer

Students involved:

Loane BERNARD	loa.bernard@student.helmo.be
Célia CARLET	c.carlet@student.helmo.be
Adrien GÉRARD	a.gerard@student.helmo.be
Pierre FIAS	p.fias@student.helmo.be

Promoter: Stéphane HUSSIN s.hussin@helmo.be

Mission:

To look for coffee retailers with an insight into the Romanian market willing to sell our company's product to local pubs, hotels and coffee shops.

CARACTERE AUTOMOBILE

www.caractere.com

Allée de Wésomont 3
4190 WERBOMONT
Telephone: +3286430000



Activity or Product:

Design of car accessories for Volkswagen and Audi vehicles as well as Porsche and Range Rover models, such as body styling kits, wheel rims and sport exhausts.

Person in charge:

Marlène MASSET m.masset@caractere.com
Sales Representative

Students involved:

Julien BRUWIER j.bruwier@student.helmo.be
Romain HURARD r.hurard@student.helmo.be

Promoter: Vinciane BERNAERTS v.bernaerts@helmo.be

Mission:

To raise the company's notoriety and to analyze the presence of competitors on the target market.

CEA LIÈGE SPRL

www.luxonov.com

Rue de la Baronnerie 9
4920 AYWAILLE
Telephone: +3243444451



Activity or Product:

Design, manufacturing and sale of tailored electrical devices for elegant interiors.

Person in charge:

Nicolas QUOILIN export1@ceagroupe.com
Sales and Export Manager

Students involved:

Caroline BRICHARD	c.brichard@student.helmo.be
Thomas JAUME	t.jaume@student.helmo.be
Cédric GILLAIN	c.gillain@student.helmo.be
Céleste FILORIZZO	c.filorizzo@student.helmo.be

Promoter: Véronique MESTREZ v.mestrez@helmo.be

Mission:

To establish contact for future business relationships through the meeting with architects, interior designers, real estate developers and decision-makers. To find out about the potential interest of this Eastern European country in our products.

CODIBEL

www.codibel.be

Rue Jules Bordet 998/Y
7180 SENEFFE
Telephone: +3264665092



Activity or Product:

Development, manufacturing and sale of health and beauty products with a focus on sustainability and reduction of the environmental impact.

Person in charge:

Dimitri Koutoulas DK@codibel.be
Sales executive

Students involved:

Alexandra BOLOGNIN	a.bolognin@student.helmo.be
Abdel-Ali EL KHOUMSI	aa.elkhousi@student.helmo.be
Aurélie FICARROTTA	a.ficarrotta@student.helmo.be
Marco TUZZOLINO	m.tuzzolino@student.helmo.be

Promoter: Viviane PAHAUT v.pahaut@helmo.be

Mission:

To look for distributors, especially for the “Pure Elements Organics” range.

COL&MACARTHUR

www.colandmacarthur.com

Rue du Pont 8 A
4690 BASSENGE
Telephone: +3247826973



Activity or Product:

Design, manufacturing and sale of upmarket custom-made watches with movements made in Switzerland.

Person in charge:

Sébastien COLEN s.colen@cmarthur.com
CEO

Students involved:

Clément NOKIN	c.nokin@student.helmo.be
Luca VANMARSNIL	l.vanmarsnil@student.helmo.be
Bastien HUPPERTZ	b.huppertz@student.helmo.be
Thibault KULIESAUSKAS	t.kuliesauskas@student.helmo.be

Promoter: Michael DETAILLE m.detaille@helmo.be

Mission:

To determine whether Romania is an attractive market for the company.

COVER GROUP

www.cover3d.com

Rue des Sablières 9
7522 TOURNAI
Telephone: +3269360860



Activity or Product:

Development and distribution of IT 3D carpentry software that makes models for construction companies.

Person in charge:

Yasser ABDELAZIZ yasser.abdelaziz@cover3d.com
Sales manager

Students involved:

Florent MICHEL	fl.michel@student.helmo.be
Hava OUMAROVA	h.oumarova@student.helmo.be
Nassim SLIMANI	n.slimani@student.helmo.be

Promoter: Nathalie LABOUREUR n.laboureur@helmo.be

Mission:

To conduct a market survey aiming at analysing the market opportunities for this technology, as well as to look for potential local services importers.

DAVIDTS

www.davidts.eu

Rue des Semailles 27
4400 FLEMALLE
Telephone: +3243449797



Activity or Product:

Design and sale of jewellery cases, business bags, travel bags and shopping trolleys.

Person in charge:

Dominique LACROSSE dominique.lacrosse@davidts.be
Export Manager

Students involved:

Louise RICHELLE	l.richelle@student.helmo.be
Félicia SANCHEZ	f.sanchez@student.helmo.be
Virginie DE KRAHE	v.dekrahe@student.helmo.be
Mathilde EGGEN	m.eggen@student.helmo.be

Promoter: Jean-Louis ANDRE jl.andre@helmo.be

Mission:

To look for potential customers and find out about market opportunities for the company in Bucharest.

DELKA S.A.

www.delka.be

**Rue de Battice 22B
4800 VERVIERS
Telephone: +3287766338**



Activity or Product:

Production and sale of a wide range of cold emulsified sauces supplied in buckets, squeeze bottles, jars and aimed at the non-domestic catering sector as well as the retail industry.

Person in charge:

Manon AERTS appro@delka.be
Purchasing & Export officer

Students involved:

Ismail MESBAHI	i.mesbahi@student.helmo.be
Sacha KLONTZ	s.klontz@student.helmo.be
Soraya PECORARO	s.pecoraro@student.helmo.be
Arthur COLLIN	a.collin@student.helmo.be

Promoter: Dominique ROUWETTE d.rouwette@helmo.be

Mission:

To look for prospects.

DEREMIENS

www.deremiens.com

Voie d'Orval 26
6810 POUVY
Telephone: +3261502979



Activity or Product:

Production of bean-to-bar chocolate at low temperatures roasting both for B2B and B2C and sale.

Person in charge:

François Deremiens chocolats@deremiens.com
CEO

Students involved:

Louison COPUS	l.copus@student.helmo.be
Brice JANSSEN	b.janssen@student.helmo.be
Marie LOUIS	mari.louis@student.helmo.be
Lauranne SOHET	l.sohet@student.helmo.be

Promoter: Pascale VERVIER p.vervier@helmo.be

Mission:

To identify potentially interested importers with a suitable logistics structure. To carry out a market research through the catering sector (especially places appealing to tourists).

ELFIQUE S.A.

www.elfique.be

Raborive 2
4920 AYWAILLE
Telephone: +32473595655



Activity or Product:

Brewing, bottling, distribution and sale of 5 craft beer types.

Person in charge:

André Grolet andregrolet@elfique.be
Brewer and CEO

Students involved:

Thomas CHEVOLET	t.chevolet@student.helmo.be
Colin DEGEER	c.degeer@student.helmo.be
Julien BETTONVILLE	j.bettonville@student.helmo.be
Julien SINTZEN	j.sintzen@student.helmo.be

Promoter: Marie-Louise PORTIER ml.portier@helmo.be

Mission:

To analyse the local beer market, to establish contact with distributors and to promote the company's beers.

EPUR SA

www.epur.be

Rue de la Bureautique 1
4460 GRÂCE-HOLLOGNE
Telephone: +3242205230



Activity or Product:

Design, development and installation of domestic and industrial wastewater treatment plants.

Person in charge:

Michael Schutz michael.schutz@epur.be
Technical sales representative

Students involved:

Amar ALIHODZIC	a.alihodzic@student.helmo.be
Donart AQIFI	d.aqifi@student.helmo.be
Tayfun CAGIL	t.cagil@student.helmo.be
Muhammet ERYILMAZ	m.eryilmaz@student.helmo.be

Promoter: Stéphane HUSSIN s.hussin@helmo.be

Mission:

To look for a producer of fiber concrete as well as a merchant (like BigMat).

EQUI-NUTRI

www.equi-nutri.be

Rue du Général Molitor 12
6700 ARLON
Telephone: +3263226602



Activity or Product:

Development and manufacturing of top quality nutritional supplements.

Person in charge:

Diane Beunen db@equi-nutri.be
Managing director

Students involved:

Florence BOUCHAT	f.bouchat@student.helmo.be
Julie LEMPEREUR	j.lempereur@student.helmo.be
Vanina PETERS	v.peters@student.helmo.be
Carla ROSSI	c.rossi@student.helmo.be

Promoter: Vinciane BERNAERTS v.bernaerts@helmo.be

Mission:

To look for retailers as well as sales representatives in order to sell the products in pharmacies, drugstores and herbalist's shops.

ETERNUM

www.eternum.com

Rue de la Posterie 19
5030 GEMBLoux
Telephone: +3281612532



Activity or Product:

Design, production and sale of stainless steel cutlery and accessories for table settings and buffets.

Person in charge:

Paul HARDY hardy.paul@eternum.com
Sales Manager

Students involved:

Romain LOOP	r.loop@student.helmo.be
Robin BROQUET	r.broquet@student.helmo.be
Johé BROQUET	j.broquet@student.helmo.be
Florian WATHIEU	f.wathieu@student.helmo.be

Promoter: Jean-Louis ANDRE jl.andre@helmo.be

Mission:

To look for prospects and carry out a field research into the cutlery sector in Bucharest.

ETILUX

www.etilux.be

Rue de l'Espérance 42
4000 LIEGE
Telephone: +3242249999

etilux

Activity or Product:

Manufacturing and distribution of standard and tailor-made labels. Labelling and barcode or RFID traceability solutions. Distribution of industrial and electrical tapes and adhesives. Distribution as an authorized Pro-Media for top brands of professional.

Person in charge:

Daniel PUGLIESE dpu@etilux.be
Export Manager

Students involved:

Nicolas BEEKEN	n.beeken@student.helmo.be
Antoine OPT'ROODT	a.optroodt@student.helmo.be
Jamal ACHAFI EL YAAGOUBI	j.achafielyaagoubi@student.helmo.be
Maxime SCHILLACI	m.schillaci@student.helmo.be

Promoter: Dominique ROUWETTE d.rouwette@helmo.be

Mission:

To look for new partners/retailers for professional audiovisual equipment, for RFID traceability solutions and for industrial tapes and adhesives.

HONEYPATCH

www.honey-patch.com

Rue Simonis 15
4130 ESNEUX
Telephone: +3242274120



Activity or Product:

Development, production and sale of healing products made of natural and medicinal honey.

Person in charge:

Alexandre DENIS alexandre.denis@honey-patch.com
Manager

Students involved:

Grégoire DUQUENNE	g.duquenne@student.helmo.be
Louise FAUCHET	l.fauchet@student.helmo.be
Margaux PEETERS	m.peeters@student.helmo.be
Georges SCHAUL	g.schaul@student.helmo.be

Promoter: Michael DETAILLE m.detaille@helmo.be

Mission:

To look for distributors, to analyse the Romanian market and to identify the company's major competitors.

INYTIUM

www.inytium.com

Rue de la Maitrise 2
1400 NIVELLES
Telephone: +3267895005



Activity or Product:

Design, development and installation of audiovisual and lighting technologies for museum and tourism-related projects, temporary and permanent themed exhibitions, theatres and TV studios.

Person in charge:

Guillaume Canart gc@inytium.com
Marketing and Sales Manager

Students involved:

Robin BARTHOLOMÉ	ro.bartholome@student.helmo.be
Valentin CZAPLICKI	v.czaplicki@student.helmo.be
Nathan HACKENS	n.hackens@student.helmo.be
Antoine MICHEL	an.michel@student.helmo.be

Promoter: Viviane PAHAUT v.pahaut@helmo.be

Mission:

To canvass the target market and find out about local companies' new building projects. To establish contact with prospects.

LA BINCHOISE

www.brasserieelabinchoise.be

Faubourg St Paul 38
7130 BINCHE
Telephone: +3264336186



Activity or Product:

Brewing, bottling, distribution and sale of craft beers.

Person in charge:

Pierre-Yves Jacqmin info@laredoutable.be
Export manager

Students involved:

Romain COLLARD	ro.collard@student.helmo.be
Martin HOUSIAUX	m.housiaux@student.helmo.be
Jamy OSAER	ja.osaer@student.helmo.be
Jean RENSONNET	j.rensonnet@student.helmo.be

Promoter: Nathalie LABOUREUR n.laboureur@helmo.be

Mission:

To look for an importer.

LA BRASSERIE D'EBLY

www.lacorneduboisdespendus.be

Rue Champs Claire 4
6860 EBLY
Telephone: +3261313135



Activity or Product:

Brewing, bottling, distribution and sale of 5 different types of craft beers.

Person in charge:

Gaëtan PATIN gaetan@lacorneduboisdespendus.be
Managing Director

Students involved:

Victoria COMHAIR	v.comhair@student.helmo.be
Gilles DE MEESTER	g.demeester@student.helmo.be
Antoine DUFAYS	a.dufays@student.helmo.be
Thomas SMITS	t.smits@student.helmo.be

Promoter: Benoît COUVREUR b.couvreur@helmo.be

Mission:

To look for a partner in Romania to increase the production and export of "La Corne du Bois des Pendus" beer. To carry out a market research in the catering sector.

MAGOTTEAUX

www.magotteaux.com

Rue Adolphe Dumont
4051 VAUX-SOUS-CHÈVREMONT
Telephone: +3243617617



Activity or Product:

Specialized in iron foundries and special steel. Development, manufacturing and sale of a wide range of optimized solutions for high abrasion extracting industries.

Person in charge:

Edgar Brûls edgar.bruls@magotteaux.com
Key Account Manager and Sales Engineer

Students involved:

Lisa Marie HECK	lm.heck@student.helmo.be
Kerstin HEINEN	k.heinen@student.helmo.be
Valeria GORBATOVSKI	v.gorbatovski@student.helmo.be

Promoter: Benoît COUVREUR b.couvreur@helmo.be

Mission:

To look for new clients (power stations, mining and cement industries) and to find out about the frequency of their demand.

MAMMOTH DRINK

www.mammothdrink.be

Rue de Houtain 31
4280 HANNUT
Telephone: +32498200733



Activity or Product:

Production and distribution of an energizing drink without taurine made of lemon and mint extracts.

Person in charge:

Renaud Maréchal info@mammothdrink.be
Manager

Students involved:

Margaux BORGNIET	m.borgniet@student.helmo.be
Robin SIMONIS	r.simonis@student.helmo.be
Hélène STASSEN	h.stassen@student.helmo.be
Ophélie WYZEN	o.wyzen@student.helmo.be

Promoter: Julien DELHAXHE j.delhaxhe@helmo.be

Mission:

To look for distributors or retailers such as supermarkets or in the catering sector.

MECASPRING

www.mecaspring.be

Prolongement de l'Abbaye 86
4040 HERSTAL
Telephone: +3242405570



Activity or Product:

Design, manufacturing and sale of all types of springs for sectors such as aeronautics and aerospace, automobile, armaments, domestic electrical appliances, and also in the nuclear and connector industries.

Person in charge:

Jos BODEN jos.boden@outlook.com
Sales and Export Manager

Students involved:

Claire HAVARD	c.havard@student.helmo.be
Jérôme CURTZ	j.curtz@student.helmo.be
Martin DE BROUWER	m.debrouwer@student.helmo.be
Marine ANTOINE	m.antoinne@student.helmo.be

Promoter: Viviane PAHAUT v.pahaut@helmo.be

Mission:

To look for potential customers in the aerospace, aeronautics, automotive and electronics fields.

MULTIVISION SCREENS

www.multivisionscreens.com

Rue du Stordoir 67
5030 GEMBLoux
Telephone: +3281614999



Activity or Product:

Development and manufacturing of projector screens for the audiovisual and cinema industry.

Person in charge:

Jean-Baptiste GHIGNY jbg@multivisionscreens.com
CEO

Students involved:

Huseyin CELIK	h.celik@student.helmo.be
Delsos GECER	d.gecer@student.helmo.be
Mehmet YAVUZ	m.yavuz@student.helmo.be

Promoter: Dominique ROUWETTE d.rouwette@helmo.be

Mission:

To establish contact with audiovisual distributors and integrators.

PÈRE OLIVE

www.pereolive.com

Rue du Géron 43
5300 ANDENNE
Telephone: +3285825610



Activity or Product:

Processing and sale of organic and fresh olives in recycled PET bowls.

Person in charge:

David Legrand david.legrand@pereolive.com
Key Account Manager

Students involved:

Catherine SODAR	c.sodar@student.helmo.be
Oznur BILGI	o.bilgi@student.helmo.be
Terence PHILIPPO	t.philippo@student.helmo.be
Thibaut NOEL	t.noel@student.helmo.be

Promoter: Marie-Louise PORTIER ml.portier@helmo.be

Mission:

To conduct a market research in order to find out about local people's preferences and to try to make appointments with distributors.

PHONOTECH

www.phonotech.com

Rue des Waides 8
4890 THIMISTER
Telephone: +3287333034



Activity or Product:

Development, manufacturing and sale of a range of highly efficient and light acoustic and thermal insulation panels available for installation on flat roofs, sloped roofs, vertical walls, ceilings and floors.

Person in charge:

Guillaume PIRONT gp@phonotech.com
Sales manager

Students involved:

Annaëlle GLUCKMANN	a.gluckmann@student.helmo.be
Brice WILLEMS	b.willems@student.helmo.be
Héloïse DE COCK	h.decock@student.helmo.be
Louis SCHILS	l.schils@student.helmo.be

Promoter: Pascale VERVIER p.vervier@helmo.be

Mission:

To find out about the market opportunities in Bucharest for the company's products and look for potential customers.

RADERMACHER

www.distillerie.biz

Spitalstrasse 50
4730 RAEREN
Telephone: +3287858232



Activity or Product:

Production and distillation of a wide range of spirits made from grain and fruit, liqueurs, aperitifs and an exclusively organic range (gin, rum, vodka, vermouth, limoncello).

Person in charge:

Yves EMONTS y.emonts@distillerie.biz
Sales manager

Students involved:

Inès BROCARD	i.brocard@student.helmo.be
Adrien LEGRAND	ad.legrand@student.helmo.be
Antoine MORICI	a.morici@student.helmo.be
Adrien RICCARDO	a.riccardo@student.helmo.be

Promoter: Benoît COUVREUR b.couvreur@helmo.be

Mission:

To get an insight into the local market, to identify and meet importers, distributors and potential agents on the target market.

SEALTECH

www.sealtech.be

Hagbenden 39A
Industriezone Rovert
4731 EYNATTEN
Telephone: +3287858870



Activity or Product:

Manufacturing and sale of high quality hydraulic seals.

Person in charge:

Catherine SCHOONBROODT
Marketing & Purchasing Director

csc@sealtech.be

Students involved:

Benoît STEFFENS
Lorenzo FRANCINI
Colin BLEZER
Anthony QUERINJEAN

b.steffens@student.helmo.be
l.francini@student.helmo.be
co.blezer@student.helmo.be
a.querinjean@student.helmo.be

Promoter: Nathalie LABOUREUR n.laboureur@helmo.be

Mission:

To canvass the local market in order to find potential customers.

SÔ WINES

www.sowines.be

Rue de Herve 102b
4651 BATTICE
Telephone: +32475345276



Activity or Product:

Production and sale of an aromatized drink made from grapefruit and wine.

Person in charge:

Adeline CONSTANT constant.adeline@gmail.com
Assistant to the Marketing Department

Students involved:

Laura HEGGEN	l.heggen@student.helmo.be
Séléna BAGHUMYAN	s.baghumyan@student.helmo.be
Floriane Martens	f.martens@student.helmo.be
Romain Hay	r.hay@student.helmo.be

Promoter: Julien DELHAXHE j.delhaxhe@helmo.be

Mission:

To carry out a market survey for the company to be able to determine a relevant price range for the target market.

VANDECQ SA

www.leopold7.com

Rue de la Médaille 17
4218 HÉRON
Telephone: +32478882501



Activity or Product:

Brewing, bottling, distribution and sale of craft beers with a focus on sustainability processes.

Person in charge:

Nicolas Declercq n.declercq@vandecq.be
CEO

Students involved:

Anthony MICHOT	a.michot@student.helmo.be
Justin RADOUX	j.radoux@student.helmo.be
Mathieu DE COSTA	m.decosta@student.helmo.be
Hugo VON BUXHOEVEDEN	h.vonbuxhoeveden@student.helmo.be

Promoter: Dominique ROUWETTE d.rouwette@helmo.be

Mission:

To conduct a market research and meet distributors.

VITA VERDE

www.vitaverde.bio

Route de Zenobe Gramme 1/Z
4821 ANDRIMONT
Telephone: +3287300301



Activity or Product:

Processing and sale of a wide range of dry grocery products from organic agriculture (organic certification).

Person in charge:

Eddy RASKIN eddy.raskin@vitaverde.bio
CEO

Students involved:

Arnaud RORIFE	a.rorife@student.helmo.be
Thiebault WICHTERICH	t.wichterich@student.helmo.be
Youri JEANMART	y.jeanmart@student.helmo.be
Véronika BAYEVA	v.bayeva@student.helmo.be

Promoter: Michael DETAILLE m.detaille@helmo.be

Mission:

To look for reliable wholesalers willing to distribute the company's products to retailers.

WOW COMPANY

www.wowcompany.com

Address: Rue des Pieds d'Alouette 18
Postcode: 5100
Place: NANINNE
Telephone: +3281719770



Activity or Product:

Design, manufacturing and sale of the WaveBall for swimming pools, unique for its variation in amplitude and frequency as well as for its low energy consumption and customized solutions.

Person in charge:

Alain Lamarche alain.lamarche@wowcompany.com
Managing Director

Students involved:

Hugues HERKENS	h.herkens@student.helmo.be
Chloé GIELEN	c.gielen@student.helmo.be
Martin QUERINJEAN	m.querinjean@student.helmo.be
Martin DEMEZ	m.demez@student.helmo.be

Promoter: Véronique MESTREZ v.mestrez@helmo.be

Mission:

To canvass the local market little explored so far and try to persuade hotels, waterparks and zoos to replace their current system with a WaveBall, a more environmentally-friendly solution than the other current systems.



www.helmo.be

ECONOMIQUE

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Haute Ecole
Libre Mosane

Sainte-Marie
Campus Guillemins

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