

# No job is too small



Photo courtesy of Scherpl Fotografie.

When thinking of Mammoet, most people think of giant cranes and massive heavy lifting operations. However, the company has much more to offer. And now, as of last August, also from a new location in North Sea Port's Vlissingen port area.

Laurent van Laanen joined Mammoet as Branch Manager Zeeland in June to set up and manage this new location together with the existing branch in Terneuzen. PortNews talks to him about his plans. "Together with our branch Terneuzen and our activities at the Mammoet terminal in Westdorpe, we form Mammoet Zeeland which is part of Mammoet Benelux", Mr Van Laanen explains.

### **Contractor Award**

Mammoet has a strong, global brand image. Most people know the company for transporting and lifting large structures.



Laurent van Laanen, Mammoet's Branch Manager Zeeland: "Apart from our office, we have a workshop and warehouse of 1,100m<sup>2</sup>."

**“** We have built up a long track record in servicing the construction and maintenance of industrial facilities.



Photo courtesy of Mammoet.



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**The industrial services that Mammoet can offer to transport items inside or outside buildings or constructions and mostly fully electric powered, are not that well known yet.**

However, as Mr Van Laanen says in his own words, "No job is too small for us." He continues by saying, "It is true that many people know us from heavy lift and transport jobs. These kinds of projects often get a lot of attention in the media, which, to be honest, is because we are proudly communicating about them. We are selling ourselves short with this, because heavy lifting and transport are not our only activities. So, one of my goals is to change this perception."

Mr Van Laanen elaborates, "Apart from heavy lifting, we can also help customers with more common projects. The daily rental of mobile cranes is obviously an important activity next to transporting all kinds of items with trucks, but the industrial services that we can offer to transport items inside or outside buildings or constructions and mostly fully electric powered, are not that well known yet. One of our other strengths lies in the fact that we do not only supply the right equipment and professionals, but also think along with our customers. Preferably from a Mammoet branch that is located as close as possible to our customers and market, so we can partner up in choosing the most cost efficient, technical, and sustainable solution. For Dow Benelux in Terneuzen, for instance, we constructed a device for easy transportation and moving of cabinets, for which we received an Innovation Contractor Award by them last year. This device is only a relatively small



Photo courtesy of Mammoet.

**Mammoet does not only supply the right equipment and professionals, but also thinks along with its customers.**

tool, but for Dow it is a 'big' solution that solved one of their problems. We have built up a long track record in servicing the construction and maintenance of industrial facilities. When looking at our services, apart from providing equipment and people to operate them, we also offer knowledge, engineering, and advice. With our Mammoet Academy, apart from trainings for our own staff, we also offer training facilities for the staff of our customers. By being completely self-servicing with our own trucks, we can also arrange transport of our rentals. Not many people know this and it is important to tell the market that we are also able to provide this kind of industrial service."

### A lot of opportunities

For Mammoet, a branch in Vlissingen has been on their wishlist for quite some years and now this has become a reality. "For obvious reasons when looking at a location in Vlissingen, we prefer to be in the port area, as we already have a lot of business over there. One way or the other, we never found the right spot, until we recently found this location. We immediately contacted the owner and from then on, things went fast", Mr Van Laanen explains. With the new branch in Vlissingen on a visible location, Mr Van Laanen has everything on hand for a successful operation. Mr Van Laanen goes on, "Apart from our office, we have a workshop and warehouse of 1,100m<sup>2</sup>. The workshop is equipped with two overhead cranes. This allows us to offer combined solutions to our clients next to our rental activities, and our customers can use the space as a location for storage, construction, maintenance, or assembly projects.

Among other things, we are focusing on the petrochemical and process industry, civil engineering, power generation, and offshore projects. Vlissingen and the surrounding region have a lot of opportunities for us in these fields."

### Regional coverage

With a branch in Vlissingen, Terneuzen, and Zelzate in the Ghent port area, Mammoet Benelux has created a dense network from which services in and around the entire North Sea Port area can be offered in a flexible way. "As a global company, Mammoet operates throughout the world. However, it is also important for us to show and tell that we are there to help companies that are just around the corner. That is why our regional coverage is important",



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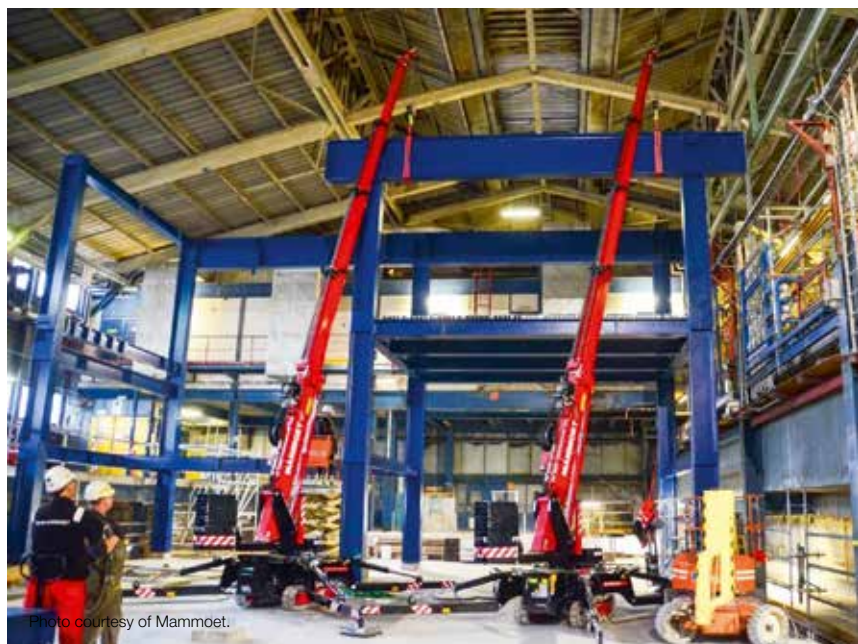


Photo courtesy of Mammoet.

**The daily rental of mobile cranes is obviously an important activity.**

Mr Van Laanen states. Although operating regionally, according to Mr Van Laanen, Mammoet Zeeland can rely on the other Benelux branches whenever necessary for servicing its customers. "All branches of Mammoet Benelux are connected to a central dashboard which shows the current and planned availability of equipment. Through this dashboard, we have a realtime view of the entire Benelux stock. For example, when we need some kind of tool for our customers that we currently not have at one location, we can find out via the dashboard what the availability of the tool is at the other branches. This way, we can always find a proper solution."

### Young boy

From the moment he started at Mammoet as Branch Manager Zeeland, Mr Van Laanen has had his hands full with organising the refurbishment of the location. In the meantime, business from the Vlissingen location took off, so it has been a hectic period for the new Branch Manager. "I surely started into this new role at an excited moment," he says, "but so far things went well and I haven't felt a moment of regret. I have been in the lifting and transporting business for my entire career. When I was a young boy, I watched the cranes and trucks of Mammoet in my hometown Breda for hours, and it felt like a great opportunity for me to start working at this famous company. So far, I am really enjoying my job and I am looking forward to further expand Mammoet Zeeland into a succesfull operation."

[I.MAMMOET.COM](http://I.MAMMOET.COM)

Photo courtesy of Mammoet.



### Services Mammoet

Mammoet has a lot of services to offer. Not just heavy lifting and transport:

- Heavy lifting services
- Heavy transport services
- Plant turnaround / shutdown management
- Site-wide construction services
- Modular construction
- Factory-to-foundation / logistics
- Rapid response
- Relocation and decommissioning
- Trading in new and used equipment worldwide



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