

Interview with Jeroen Kortsmits
Director Marketing & Business Development, THB Verhoef Group

One Destination: One Partner for the Complete Lifecycle of Marine Diesel & Gas Engines

When the conversation turns to the future of the maritime industry, one development stands out for Jeroen.

"The market is no longer looking for individual suppliers. Customers are looking for one partner who takes responsibility for the continuity and performance of their installations."

According to him, this is exactly the direction in which the organization is evolving.

"We are no longer just an international distributor and wholesaler of OEM engine components. Together with Bengi and Vliegenthart, we provide a complete portfolio of services, including OEM spare parts, Workshop & Field Services, Electrical & Automation, an Asset Performance Center, Academy, and Fuel & Gas Systems. Together, we form one integrated maritime technology company where components, technical services, monitoring, expertise, and training come together."

He summarizes this vision in just two words:

One Destination

"We want it to become the obvious choice for our customers. Whether they need an OEM spare part, a complex overhaul, technical support on board, or real-time engine performance monitoring, there is one point of contact that brings everything together."

From Reactive Maintenance to Predictable Performance

Jeroen believes the biggest shift is taking place in the way customers manage their engines.

"In the past, customers contacted us when a component failed or an engine experienced a breakdown. The future is about preventing downtime. Our customers are looking for a partner who can increase the reliability and availability of their vessels while taking the technological complexity off their hands."

The Asset Performance Center plays a pivotal role in that transition.

"Through our Bengi Asset Performance Center, we continuously monitor engine performance and analyze operational data from our customers' installations. This enables us to identify trends and deviations long before they develop into failures. Based on these insights, we advise customers not only on repairs and spare parts but also on asset management, spare parts strategies, and overall engine performance."



That intelligence is directly connected to the organization's technical expertise.

“Our engineers analyze the data, our service organization translates those insights into maintenance actions, and our parts organization ensures that the right OEM components are available when needed. That is the strength of an integrated organization.”

Technology Connects People

According to Jeroen, digitalization is ultimately not about software or dashboards.

“Technology only creates value when it enables people to make better decisions.”

That is why all disciplines within the organization are becoming increasingly connected.

“The knowledge of our product specialists, the practical experience of our service engineers, and the insights generated by our Asset Performance Center strengthen one another every single day. This makes our services smarter and helps our customers operate more successfully.”

This integrated approach also means customers no longer need to coordinate with multiple suppliers.

“We don't want to be just another link in the supply chain. We want to be the partner that understands the entire chain.”

Knowledge as the Foundation

Jeroen believes the company's greatest competitive advantage is not simply its inventory.

“Anyone can sell spare parts. Not everyone understands how a complete propulsion system functions or how the performance of an entire engine can be influenced by a single component.”

That deep technical expertise is continuously enhanced by operational data gathered from thousands of running hours.

“Every engine teaches us something. Every service assignment generates new insights. Every delivery contributes to our knowledge. By bringing all this information together, we are building an increasingly intelligent knowledge platform every day.”

The Future Starts Today

Looking ahead to the next decade, Jeroen sees an organization that continues to evolve as a leading technology partner for the international maritime industry.

“We will continue investing in OEM components and inventory, but equally in people, data, service, and digital technologies. It is the combination of these capabilities that will define the winners of tomorrow.”

Ambition is clear.

“We want our customers to never have to think about which company to call. Whether it's spare parts, maintenance, condition monitoring, technical advice, or performance optimization, there is one partner, one team, and one responsibility.”

He concludes with a clear message.

“One Destination is not just a slogan. It defines the way we work together, the way we invest, and the way we support our customers. The future of the maritime industry does not require separate specialists, it requires one integrated partner that combines technology, expertise, and innovation.”