

Sobinco
OPENS YOUR LIFE

Société Belge pour l'Industrie et le Commerce



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Emmanuel, Harold, Renaat and Christophe Van Parys

Connecting the dots



The strength of a family-owned company

For more than 55 years Sobinco has been a world leader in the **development and production of high-quality fittings for aluminium windows, doors and sliding doors**. But Sobinco is more than just an opener and closer of windows and doors, a connector of inside and outside or of frames and vents.

Sobinco is strongly committed to providing **full service** to reinforce its bond with its customers. We understand like no other how important it is to provide **customised solutions** to answer complex demands. We do this by connecting people with production processes, ideas with designs, and knowledge with craftsmanship.

'**Connection**' has always been important to Sobinco.

Not only is there a strong **family bond** between the Van Parys brothers, who are responsible for the efficient day-to-day management of the company, there is also the **bond of trust** connecting all our employees, that ensures that the production phases merge seamlessly with each other. Sobinco is always among the first to identify the latest **trends** and translates these into contemporary **innovations** with a focus on **functionality, safety and aesthetic designs**. Sobinco has been able to remain a modern and innovative company **by always keeping an eye on the big picture and by connecting the right dots**.





Connecting the dots
between **customer needs**
and **custom-made solutions**
through **high-tech engineering**
and **great craftsmanship.**



Connecting our values

What makes us special

For Sobinco, product development means **thinking together with the customer**. Meetings are held on a daily basis in consultative platforms in which all the departments are represented. These platforms embrace the **expertise, creativity and drive** that are the key elements of our future success.

Sobinco focuses on designing **aesthetic solutions**, providing **excellent products** and delivering the **highest quality service**, whereby we do everything we can to ensure a **long-term and successful partnership** with the customer.

Sobinco always strives to make the most of every opportunity to exploit changes in its markets.

To meet its objectives, Sobinco continuously develops the following core qualities:

- **customised innovation**
- **integrated service provision**
- **transparent communication**
- **flexible production planning**
- **operational excellence**
- **guaranteed quality**





Sobinco always **focuses** on achieving maximum **customer satisfaction**. We continuously analyse our products and adapt them if necessary to ensure they continue to meet our customers' demands.

Thanks to our **experience and extensive know-how**, we are able to provide the customer with valuable advice on **feasibility, functionality, design and material selection**.

Before conceiving and creating innovations, we study the trends and developments in the market and their potential influence.

Our **R&D department** is **flexible and creative** in the design, development and creation to provide the most efficient and sustainable solutions with the highest added value.





Customised innovation

A state-of-the-art machine park, our capacity to modify the tiniest detail of any product, separate production lines for special series, our coating department with 450 RAL colours and our guarantee of **flexibility in production planning** all make part of the excellent quality service Sobinco provides.

But we are also regularly confronted with unforeseen circumstances or practical problems. In that case it is important to be able to fall back on an **experienced support team**. Nobody knows how to produce fittings for aluminium windows and doors like Sobinco does. We support our customers with advice and expertise from start to finish. And if you have specific demands, there is every chance we will already have a fitting solution for you.

All our innovations are **clearly documented** in catalogues, assembly instructions, manuals, brochures, leaflets, etc.

Sobinco's **sales department** is staffed by **a team of enthusiastic and reliable specialists**. They are in close contact with our customers on a daily basis and are thoroughly familiar with the Sobinco product range.

The software **ChronoLogic** has been developed to simplify the procedure of calculating, visualising and assembling our window fittings. This useful tool saves our customers time and makes the ordering process extremely efficient.

Our **customer service staff** are well known throughout the sector for their fast response times, patience and **transparent communication**.





**Integrated
service
provision**



Operational
excellence

Due to the **vertical integration**, the production process is extremely complex but at the same time **very flexible and efficiently organised**.

The production site of our main branch in Zulte consists of **twenty departments** that jointly ensure the **rapid, carefully controlled and faultless production** of our products.

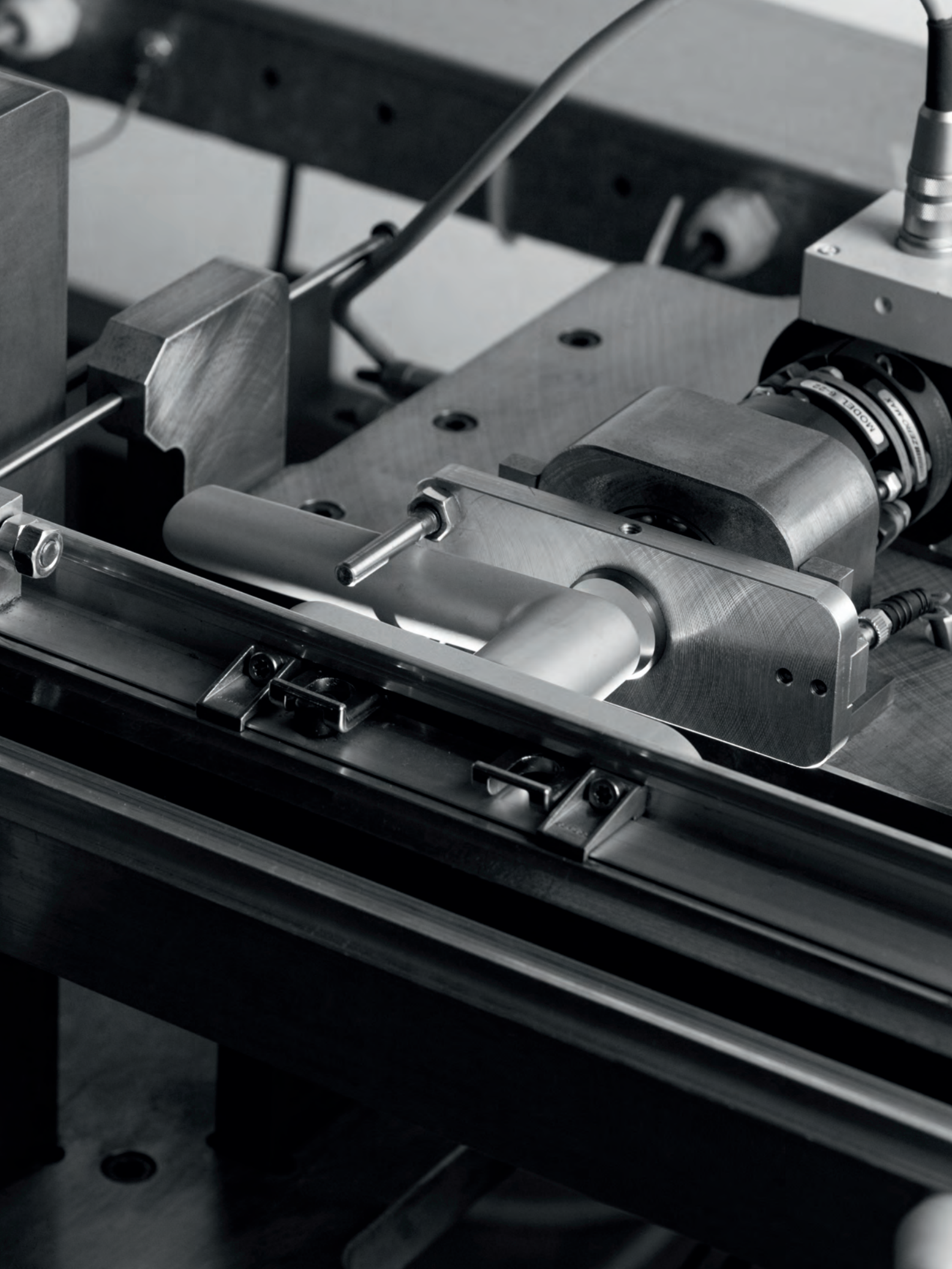
To ensure the **shortest possible time-to-market**, Sobinco has an **extensive mould-making plant** with a sophisticated range of CNC machines. We produce some 200 new moulds and develop many smaller production tools on a yearly basis.

Sobinco also produces all the **prototypes** needed to test its new designs.

Each production process is carefully analysed to ensure **efficiency and rapid throughput, material use, energy consumption, waste reduction and maximum cost savings**.

Our goal is to continuously achieve optimum production so that we can **quickly and efficiently** provide our customers with the product they require.





Belgian top quality

Sobinco is the **only company in Belgium** specialised in the development and production of fittings for aluminium windows and doors.

Sobinco has an extensive **test department** where we continuously analyse both our new and existing products, primarily using **cyclic and strength tests**. With these tests we can assess our products for **durability** in combination with our customers' profile systems.

We also conduct **burglary resistance tests, corrosion resistance tests and air, wind and water tests** that simulate the most extreme weather conditions in accordance with the **latest European or national directives and quality standards**.

A number of our innovations have been **patented** to protect them from being duplicated so that we can continue to guarantee 100% Belgian top quality.





Sobinco®
Inside



**Sobinco Inside®,
the blue dot quality label**

Sobinco's fittings systems are technological marvels
and 100% made in Belgium.

Sobinco's products may be practically invisible for the consumer,
but they are critical for the quality of the final product and
contribute to creating a safe, comfortable and stylish living
and working environment.



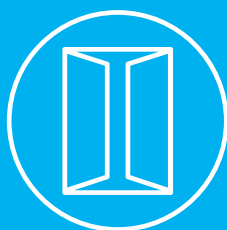
Connecting our products

What we do

Sobinco develops, produces and exports a wide range of aesthetically designed solutions for the easy operation and security of windows, doors and sliding doors.

Safety and aesthetic design are important aspects of the product development process, as are **functionality, durability and quality**.

The design of the handles, the use of specific materials and the choice of colour or finish are all important aspects that determine the look of a window or door.

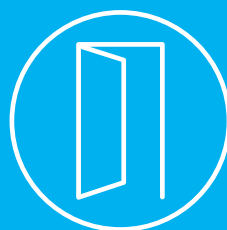


FOR WINDOWS

Sobinco produces a wide range of high-quality products for the safe and easy use of various windows:

- turn-tilt windows
- tilt-turn windows
- side hung windows
- bottom hung open in windows
- fan-light windows
- project-out windows and top hung windows
- horizontal and vertical pivot windows

The product range includes everything from fully clampable fittings with the **revolutionary synthetic rod system** and **visible or concealed hinge systems**, to **perimeter locking sets** including **handles, friction stays, corner transmissions, locking rollers, keeps, run on rests, etc.** All products are manufactured in **corrosion free materials**.

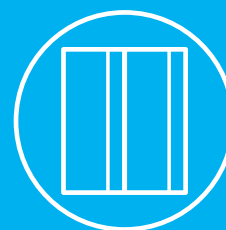


FOR DOORS

One of our strengths is the development of **hinges**, standard or **made-to-measure** at the customer's request. We supply **fully adjustable 2-part and 3-part clampable hinges** and **screw-on face fixed hinges** for every situation, including **heavyweight doors**. The hinges have a **large adjustment range**.

Sobinco has an extensive range of **secure locks** in various models and dimensions that offer **maximum protection against burglary**.

Our **security cylinders** for securing doors are available in a wide range of sizes.



FOR SLIDING DOORS

Sobinco produces products for different types of sliding door systems:

- cylinder operated sliding doors
- handle operated sliding doors
- lift-slide doors

The product range includes **multi and single point locks, handles, finger pulls and wheels**.

To complete its product line, Sobinco also supplies various types of **window handles, door handles, door pulls, sliding door handles and finger pulls**. Timeless and minimalistic or stylish and balanced, a uniform result and seamless integration in any architectural style is guaranteed.

Strong

Wind and watertight

Corrosion resistant

Maintenance free

High-quality materials

Suitable for heavy weights





Aesthetic

Minimalist design

Uniform look

Concealed systems

Large dimensions

Timeless

Burglary resistant

Chrono Safe RC2

RC3 and RC4 certification

SKG and SKG*** certification**

Wide range of options

**Every type of window, door
and sliding door**





Connecting our people

How we do it



Sobinco thanks its success to **350 employees** who apply the Sobinco values to their everyday work. These highly committed people know exactly how to deploy their knowledge and know-how to develop and produce our high-end products.

A team of more than **30 engineers and designers** is continually focused on improving and innovating our product range. Every day, they help Sobinco's **craftspeople** with **creative solutions** to ensure our customers' projects are efficiently produced to the highest standards.

Because our production facilities are practically all under one roof, we have the **flexibility** to meet the demands of

all our customers. Whether it concerns extra-large series or small and limited collections, our employees can adapt to meet every need. This efficient structure gives Sobinco the capacity to respond rapidly to changes in the market.

Our operational excellence is not only based on **efficient internal communication**, but also on our **willingness to change** in combination with the **creativity and commitment** of all our employees.





Connecting our history

How we did it



Sobinco, or **Société Belge pour l'Industrie et le Commerce**, was established in **1961** as an ironware trading company by **Remi Van Parys** and his wife **Paule**. Back then, the company focused on products for steel windows and doors.

They soon decided to set up their own product development and production lines in order to be able to meet the growing demand for their products.

What started as a small business in Remi Van Parys' back garden has now become a leading industry in fittings for aluminium windows and doors with **more than 30,000 m² of production area**. The company carries out all production in house, from raw materials processing to finished products.

The Sobinco Group today is led by Remi Van Parys' four sons and has a **production plant in Portugal, sales offices in China and Poland and representatives throughout Europe, the US and in Russia and India**.

In Belgium, the company employs some 350 motivated people. From our main branch in Zulte, we **export products to more than 60 countries in the world**.



1961

Sobinco established by
Mr Remi Van Parys and his wife Paule

1962

Production site in Zulte opens
6 employees
Turnover of € 95,000

1966

Production capacity expanded to 1302 m²
30 employees
Turnover of € 386,000

1971

Production capacity expanded to 2623 m²
51 employees
Turnover of € 1,300,000

1975

Production capacity expanded to 4281 m²
65 employees
Turnover of € 2,100,000

1984

Production capacity expanded to 5879 m²
Distribution of Maco PVC
and wooden door and window fittings
100 employees
Turnover of € 6,600,000

1987

Production and office capacity expanded
to 11,423 m²
116 employees
Turnover of € 9,000,000

1995

Production capacity expanded to 18,296 m²
172 employees
Turnover of € 22,000,000

1999

Production and office capacity expanded
to 20,300 m²
220 employees
Turnover of € 29,000,000

2009

Production capacity expanded to 29,400 m²
310 employees
Turnover of € 51,500,000

2012

320 employees
Turnover of € 55,000,000

Present

Production and office capacity expanded
> 350 employees
Turnover > € 64,500,000

Connecting our numbers

The Belgian figures

95%

Belgian production

4

brothers

350

employees

€ **65** million turnover

60%

of our employees
are from the region

30^K
m²

production area

450

RAL colours

options

20,000 **items/day**
in production

Export to

60

countries

5250

m² of warehouse surface

5 continents

1000 **order lines/day**



Connecting work & life



What's important to us

Sobinco has a keen sense of **social responsibility** that is reflected in its concern for the creation of a **safe and healthy working environment**.

All our prototypes are carefully inspected, remeasured and tested in our ample test department to ensure the finished product meets the **most stringent European standards**.

Sustainable entrepreneurship means more to us than producing resilient and durable products, it is also reflected in our social and environmentally friendly business practices.

Sustainability is an important aspect in the aluminium sector. The material itself is a guarantee for:

- **lower energy consumption**
- **less emissions**
- **optimal recycling**

Aluminium manufacturing is an excellent example of a **cradle-to-cradle industry**. The material can be endlessly recycled without losing its strength or unique properties. This means that aluminium can be reused in new products without losing quality. Moreover, re-melting aluminium costs 95% less energy than the production of new aluminium, which makes **recycled aluminium** an ecologically responsible material that can be used generation after generation.

Our organisation strongly believes in **respecting the environment** and **ensuring safe working conditions**, both in our own production facilities and when our products are processed by our customers and used by consumers.

We want our employees to be happy and healthy. 60% of our Belgian employees live within a radius of 10 km of the company. Short commuting times do not only mean less harm to the environment, they also ensure a **healthier balance between our employees' working and private lives**.

Connecting countries

Where we work

Sobinco exports to 60 countries in five continents.
We employ some 550 people worldwide, of which
350 in Belgium.

PRODUCTION

Belgium
Portugal

SALES OFFICES

Poland
China

REPRESENTATIVES

The Netherlands
UK
Germany
France
Austria
Sweden
Czech Republic
Russia
US
India





Connecting business & society

What else do we do

Sobinco takes social responsibility seriously, among others through its membership in **“Businesses for Businesses”** (Ondernemers voor Ondernemers). This organisation directly and indirectly connects companies like Sobinco to economic initiatives in the South to provide them with financial support and/or expertise.

This non-profit organisation encourages **sustainable economic growth in developing countries** by supporting local businesses or developing basic facilities. “Businesses for Businesses” strives to **increase the prosperity of people in developing countries**, which is the most important route to the social and economic development of these regions.

Many Belgian organisations can also count on Sobinco’s financial support. **Sobinco encourages noble initiatives** and wishes to **share its success** and contribute to social sensitisation and awareness.





Connecting with us?

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