





# PARTS PARTNER

Industrial sheet metal specialist Koridon has nearly 30 years' experience in delivering high quality sheet metal parts and sub-assemblies to Dutch customers. Emma-Jane Batey spoke to commercial director Rob H Beltman to learn how the company is bringing its valued expertise to a wider European audience.

**E**stablished in the Netherlands by the Koridon family in 1986, Koridon Industriële Plaatbewerking has steadily grown over the past 28 years to become a respected name in the field of high quality sheet metal parts and sub-assemblies. Highly specialised in metal sheet production for high end machine builders, Koridon works closely with its customers to create perfect solutions for their individual requirements.

Rob H. Beltman, Koridon's commercial director, spoke to Packaging Europe to explain how the company's approach to problem solving has continued to set it apart from the competition for nearly three decades. "We don't make any products of our own so we are totally dedicated to creating expert sheet metal solutions for our customers that suit their particular application," he said. "We produce sub-assemblies and high quality sheet metal products as well as associated parts – as long as it's made from sheet metal, Koridon can create a solution."

## Customers focus on core business

With its overall goal "to unburden our customers", Koridon works hard to ensure that customers are able to focus on what they do best. Mr Beltman explained, "The aim is to get more production from our customers' facilities to our facilities so that they are only concentrating on their core business. Koridon is a true partner to our customers as by passing part of the assembly on to us, they can offer a higher level of specialised service."

As a reliable, flexible partner, Koridon Industriële Plaatbewerking prides itself on upgrading the service level of its customers by creating high quality sheet metal solutions that allows them to develop effective, efficient machines. "We are able to achieve this by developing long-term relationships with our customers and making sure that we are involved very early on in their projects," Mr Beltman observed. "By totally understanding their business and what they need their machines to achieve in terms of production and processes, we can provide integrated solutions that really perform to a high level."

These long-term partnerships with customers means it is not unusual for Koridon to be included in the future investment strategy of its valued partners. Mr Beltman noted, "As we are specialised in applications such as laser cutting, punching, bending (by press-brakes) welding and (sub-) assembly, customers know that when they are thinking about expanding their capabilities or investing in new machinery or upgrading existing machines they can count on Koridon. By working with us right from the initial discussion stages they can be assured that Koridon's expertise will be integrated into their investment."

## Ready for export growth

As a specialist in the field of engineering, production and assembly of high-grade sheet metal parts and sub-assemblies, Koridon's geographical focus has long been its Dutch do-▷



mestic customers, providing solutions for machine builders in many industries. Yet with a particular specialism in providing packaging machines for the food industry, Koridon's success in the Netherlands is set to be replicated across Europe.

"While many of our customers export their machines, built using Koridon sheet metal, we have yet to exploit the myriad export opportunities directly, which is something that we are excited to pursue," Mr Beltman revealed. "We are currently working to develop export partners with our near neighbours, particularly in Germany, as there is a positive synergy between the Dutch and German ways of working."

Koridon is open to opportunities with any European customers across the sheet metal value chain, noting its particular specialism in packaging machines for the food industry, with the company's ability to deliver high-end solutions in a range of metals. Mr Beltman added, "The type of export opportunities we are looking for include high-end machine builders who are interested in high quality sub-assemblies. Our added value, flexible approach makes Koridon a very attractive partner."

### Partnership from start to finish

With Koridon's proven concept-to-completion capability as a supplier and technology partner, the company knows that its customers can concentrate on the development and marketing of their own products, leading to cost savings and greater efficiency.

"We have incredibly efficient means of production and can also re-engineer existing products – either way, working with Koridon is a clear way to upgrading and enhancing your activity," Mr Beltman concluded. "As a true outsourcing partner, our unrivalled sheet metal solutions are of interest to all industries, particularly food, medical, traffic and packaging. Our recent investment highlights our commitment to continual development and, as we increase our automation alongside excellent human achievement, we offer a reliable, solutions-based service." □

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