



we shelter your business

Bob Desmet





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WE SHELTER YOUR BUSINESS

Frisomat designs, develops and produces a wide range of innovative steel buildings, based on the highest quality standards.

But we do more than that. We offer specific branch expertise, creating a solution that perfectly fits your needs. That way we not only protect your business assets but also your investment.



The Power of Frisomat Industrial Buildings

- Get to know what we do in 80 secs -





Production Belgium, Russia and Brazil **Subsidiaries** Algeria, Bulgaria, Slovakia, France, Germany, Hungary, Poland, Portugal, Romania, The Netherlands and Ukraine **Certified distributors** All across Europe



AT YOUR SERVICE AROUND THE GLOBE



Frisomat designs, develops, produces and constructs innovative industrial buildings made from cold-formed steel



Family owned Belgian company



Founded in 1978
40 years of experience
450 employees



Production facilities in Belgium, Brazil and Russia



14 subsidiaries and global dealer network
Europe, Brazil & Africa



35.000 steel construction projects and satisfied customers in more than 100 countries



WE COVER THE ENTIRE VALUE CHAIN

Frisomat covers the entire value chain, from R&D and design over manufacturing to transport, assembly and after sales service. We have complete control and so do you.

Working with Frisomat is efficient, as you have **ONE single point** of contact.



SUSTAINABLE TO THE CORE



Our innovative construction process is sustainable to the core. We maintain a **small ecological footprint** throughout the entire production process. **Solar panels** provide for 50% of our energy needs. We use less steel, reduce waste to a minimum and use smart transport modes, like barges. Last but not least: steel is 100% recyclable.



FRISOMAT IS A RELIABLE PARTNER

Frisomat is **a family owned** Belgian company, founded by Guy Somers in 1978. Our values and our people are important to us. We build on them to develop long lasting relationships with you. This makes us a reliable partner.



" But We Can Go "

A metaphor for the African Adventure



Palm Oil Factory in Lamberene, Gabon



supermarket in Port Gentil, Gabon



Storage & Factory nearby Alger, Algeria



Business Parc nearby Brazzaville – Rép du Congo -



Gold mine Technical building in Ghana



Brewery in Pointe Noire , République of Congo



Aircraft Hangar in Niamey, Niger



Mango Factory in Casamence Region - Sénégal -



Cloves Essential Oil Factory in Tamatave, Madagascar



Logistical building in ABC zone, nearby Lagos, Nigeria



Tips & Tricks

- Find the Decision maker
- Time is Rubber Time time
- Search the Logic of your prospect/partner
- Expect the unexpected
- Buy a nice suit for the occasion – show & give respect
- Human Relationship : communicate VERBALLY & Written– take the initiative – expose your social intelligence
- Present the values of your company and yourself you enhance (example : price/quality)
- The “added value seeker “ is looking for you (Quality in Goods & Service)
- Bring a present (a small token) with you when you travel & visit contacts
- “article 15 - débrouillez-vous – “ ,,,,take care yourself of your business,,,



A 3000m² steel building for the food industry in a testimonial from Accra Ghana





Thank you for your attention



Q & A

www.frisomat.com

