

# WHEN SMALL DETAILS BECOME BIG BUSINESS

## **THERE ISN'T MUCH THAT SURPRISES US**

Scandiloc is currently a main supplier to a wide variety of large Danish and international companies. There is of course a reason for this; in addition to the fact that we deliver the best products on the market, we also offer competent feedback, high service levels and cost-effective products. Our range of tests ensures that quality is always high, so the only thing that could come as a surprise would be if you managed to find a better solution elsewhere!



## **Scandiloc A/S**

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# IT'S WHAT'S INSIDE THAT MATTERS

We're proud of even the small things. That's because we know that small things can often carry a great deal of significance. Not everyone is familiar with our products, but most people realise their importance. We know very well that most people have a lot of other things to consider besides hinges, fittings and locks, but they're all we think about. Our dedication, expertise and ability to meet even the most demanding challenges have made us the industry's preferred supplier and today our products are widely used in sectors such as energy, food industry, ventilation and transportation. Here our products are tested under extreme conditions 24 hours a day, 365 days a year. Exactly as it should be, because that's what we built them to do. And that's why we're proud of what we do.



# A GOOD PARTNERSHIP BEGINS WITH MUTUAL TRUST

At Scandiloc we value credibility and trust as much as the quality of our products. That's because a good partnership is the basis for finding the right solution, and our goal is therefore always to build solid partnerships in which you are a natural part of the process. This is what allows us to improve, and gather vital experience – so we can continue to produce innovative solutions. For you and the global industry.

## THE BIG PICTURE AND THE SMALL DETAILS

Our world is filled with every kind of component you can imagine. That's why we can handle projects of all sizes, and regardless of your challenge, we're ready to provide you with professional advice - we've probably completed a similar project previously! And remember – no project is too large or too small, because what's important to us is that we are your preferred supplier, and that you are always interested in our opinion. Good advice is never more than a phone call away...

## EXPERIENCE YOU CAN RELY ON

At Scandiloc we have over 25 years of experience in developing, consulting, and selling all kinds of hinges, fittings, locks and much more to the global industry. We have a large stock – and what we don't have, we create. Either based on an existing item or from scratch.

## NO PATCHWORK SOLUTIONS, PLEASE

At Scandiloc you're guaranteed a partner who will go all the way to ensure you the best and most suitable solution. No one benefits from patchwork solutions, because in our world everything has to fit together perfectly. That's the only way we can guarantee the high quality and ensure that our products meet your requirements. Whether it's a gasket for a wind turbine, a locking mechanism for the cooling industry or something entirely different.

## A TEAM PREPARED FOR CHALLENGES

If you want to be among the best in your field, you have to be prepared to take the lead and set the highest possible standard. At Scandiloc you are always met with a highly motivated team that strives continually to see new possibilities in all tasks and projects. The personal commitment goes hand in

hand with the latest technology, because this is how we continually optimise and streamline our work processes and our manufacturing speed.

## ABOUT US

Scandiloc was founded in 1987 and ever since we've focused on developing our business to become leaders in our field. And we have been successful. So successful in fact, that today we are proud to represent many of the world's largest quality brands. Our ambitions have continued to increase over the years, and we quickly realised that standard products weren't sufficient if we wanted to offer a serious and professional service. That's why we began to develop our own products in 1996. Some were based on standard stock, others were designed from scratch. The common denominator is that they have all contributed to setting new standards, optimising work processes and strengthening the competition in Danish industry.





# WE DEVELOP ACCORDING TO YOUR NEEDS

At Scandiloc you can get exactly what you want. And we mean that quite literally. We don't see things in black and white, and the challenges presented to us often demand solutions that don't exist. We are one of the few suppliers on the market who can offer specially manufactured solutions in just 7 days. From concept and manufacturing to delivery. And we can assure you that the first idea is often the right one. We know, thanks to 25 years of experience and a huge database featuring products that span across many industries.

## SEVEN DAYS FROM IDEA TO PRODUCT

### IDEA

#### DAY 1

Sparring, consulting, and inspiration. This is where we decide on which solution is the right one to meet your challenges. Our huge database with unique designs and creative solutions often proves itself to be an excellent inspiration for the final product. Cost optimisation is a natural part of the process to guarantee that you will always get the best price.

### DESIGN

#### DAY 2

Design and development in 3D. R & D at Scandiloc has the latest tools and a highly innovative team. We design the product, and test and analyse its qualities, to determine whether it matches function and load requirements.

### DEVELOPMENT

#### DAY 3

Design, adjustments and confidentiality. The development itself takes place within a close and confidential environment that gives you the opportunity to follow the process step-by-step. It is standard procedure, so you don't have to worry about deadlines and target prices – we guarantee delivery time and a firm price.

### PROTOTYPING

#### DAY 4

Next-day delivery. At our manufacturing facility, we offer 0-series production or individual prototype manufacturing on a next-day basis. We assure that tolerances are according to approved drawings, so that there is 100% uniformity throughout the production.

### ORDER PLACEMENT

#### DAY 5

Approval, confirmation – and ready for manufacturing. When our product meets your exact specifications, you provide us with your written approval. We then confirm the ordered amount and delivery date, and begin the manufacturing process.

### MANUFACTURING

#### DAY 6

Fast, reliable, and at the best price. Scandiloc disposes of a large and highly advanced manufacturing facility. We are in constant development, optimising our processes as new possibilities are offered by the technology. With all skills in-house, we can also offer safety stock services for your products. And that means extra security in your supply chain.

### DELIVERY

#### DAY 7

Individual customers, individual needs! At Scandiloc we deliver your products in a way that suits you. Perhaps you have special requirements in terms of packaging, bar coding, tracking and delivery. No matter what you need, we'll do everything we can to meet your requirements.

# IF IT'S NOT IN STOCK, WE'LL DESIGN IT

Our shelves are filled with quality products from some of the world's largest and most respected manufacturers of fittings, hinges, bolts, locks and much more. We offer next-day delivery on most standard items and if you don't find what you're looking for, it probably

doesn't exist. In that case, we use our experience to draw and design a solution for you.

## STANDARD OR...?

Scandilocs customers are very different, and the same goes for the products

we are asked for advice on. It has provided us with lots of solid and valuable experience, for each time we accept the challenge to create a unique product. Whether it's modifying standard parts or developing a new product.

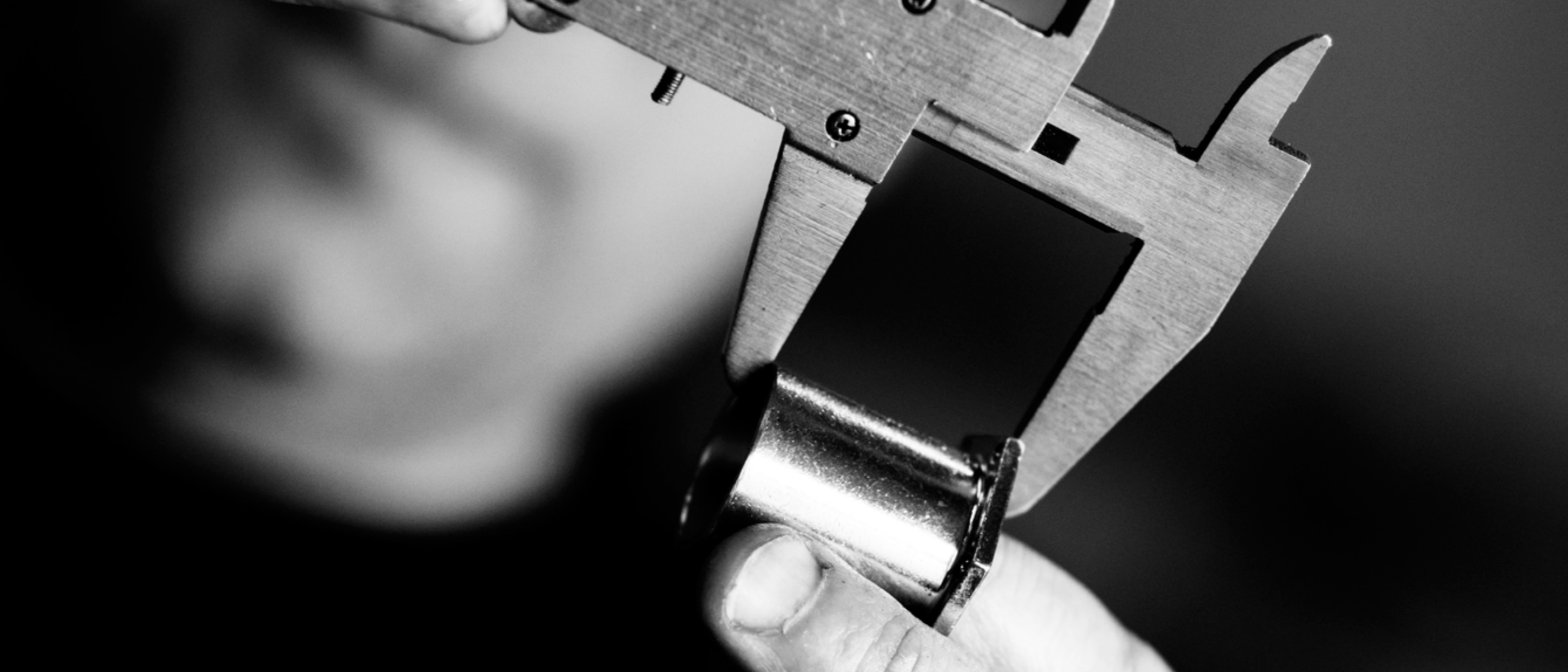


Scandiloc also offers an immense variety with over 50,000 items available. These are the standard items most in demand by our customers. We began with just two suppliers, but over the years we have become part of a large, widely branched network of suppli-

ers from most of the world. Today, we are sole distributors of products from five European manufacturers and in close cooperation with more than 20 manufacturers.

- LOCKS**
- TENSION LATCHES**
- HANDLES**
- QUARTER-TURN**
- HINGES**
- GASKETS**
- GAS SPRINGS**
- SPECIAL BOLTS & NUTS**





# FROM PROTOTYPE TO NEW STANDARD

When does a prototype become a new standard? It happens when the prototype demonstrates its value as a better alternative to its predecessor. Or when a prototype meets a demand that wasn't fulfilled before its invention. At Scandiloc we've developed new products that match both criteria, and naturally we're very proud of that. That's because it shows us that we develop solutions that contribute to making your product even more effective and competitive.

## **ENERGY**

Scandiloc was there when the first Micon wind turbines began operation, and when the first wave energy project was launched. Experience like this means that we are aware of all the challenges – and that we know the demands of the energy sector. Our work in this area has generated years of solid experience and has created some of the industry's most cost-effective and robust solutions.

## **CABINETS**

When Scandiloc began business, our primary focus was supplying for enclosures and cabinets. Today, approximately 25 years later, we have one of Scandinavia's largest stocks of locks, hinges, and rubber gaskets. This gives us a clear advantage in terms of supply chain, stability and knowhow.

## **FOOD INDUSTRY**

Over the years, Scandiloc has developed and manufactured a wide range of unique products for the food industry. Our focus in this sector has been on corrosion class, functionality and cleanliness, to create products with the greatest possible sustainability.

## **VENTILATION**

Our 25 years in the business has given us the knowledge and important experience where it counts, making Scandiloc the leading ventilation system supplier in the Danish market. We have a vast knowledge of the challenges faced by gaskets, hinges and compression locks – and we know how crucial it is that the right solution is found the first time!

## **OFFSHORE**

Scandiloc specialises in the requirements of the offshore industry, offering a large variety of components including heavy-duty hinges, locks, and handles for uses that demand a high corrosion class and which must stand up to extreme environments. Naturally, all of our hinges and locks have been thoroughly tested because we know that replacement can be a difficult and costly process.

## **TRANSPORTATION**

Scandiloc plays an important role in the transportation sector. Our locks and hinges are used in most high speed German trains, and we were involved in developing the fittings when the IC3 trains were built. We also supply products used in every imaginable form of transportation, from Christiania Bikes to Volvo busses.