

PLASTIBEC

New Ownership Makes for Even Better Business

Plastibec, a premier window covering extrusion manufacturing company, makes its home in Boisbriand, Canada. In business since 1980, Plastibec has just completed its first full year of operations since a management buyout. This has meant a year of changes, including manufacturing plant upgrades, new product lines and new options for Plastibec customers, all of which have had favorable results.

Within the manufacturing plant, Plastibec has incorporated new equipment and new technology, allowing the company to speed up production without sacrificing the quality of its products.

“We wanted to stay competitive and profitable, without following so many other manufacturing companies who have moved their operations to other countries,” says Collin Hamilton, president of Plastibec. “Making these technological and equipment changes has allowed us to do just that.”

Not only does Plastibec deliver beautiful vertical blinds, horizontal slats and valances in a timely manner, they do so while adhering to green initiatives. “As a for instance,” explains Angelo Sudano, vice president of marketing and research and development, “our PVC scrap is used to create our packaging.” Plastibec also offers a regrind valance made from recycled PVC. These are just two examples of how Plastibec has not only stayed in step with the green trends, but often leads the way.

In today’s increasingly challenging economy, Plastibec has created its Independence Program to alleviate some of the economical pinch for their customers. They now offer many of their products—including much of its new Providence Collection—by the piece, instead of by the box only. This allows Plastibec customers to order exactly the quantities they need instead of having to carry excess inven-

tory, saving their customers time, storage space and money.

Plastibec has three distribution facilities, strategically located in California, Florida and Montreal, which equates to optimum turnaround time for all of their customers, no matter where they are in North America. If customers would like to know the status of an order, they now have access to that information at any time through Plastibec’s new 24-hour web order inquiry service.

“Our first year under new ownership has been very successful,” says Hamilton. “We look forward to more positive changes in the next year that benefit our customers and ourselves.” Considering all of the customer-gearred benefits that emerged in the first year following the management buyout, Plastibec’s customers can look forward to more of the same in the second year.

