



CONCEPTROMEC

# Le défis d'entreprendre dans un contexte de mondialisation

*Juin, 2017*

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CONCEPTROMEC

- Historique de l'entreprise
- Les produits et services
- Nos marchés et nos stratégies
- Nos partenariats
- Nos défis

# CONCEPTROMEC EN GRANDES LIGNES



## ✓ CRÉATION

- Établie depuis 1988

## ✓ EMPLOYÉS

- 110 à Magog

## ✓ CHIFFRE D'AFFAIRE

- 20 Millions \$ CAN

## ✓ SUPERFICIE

- 25 000 pc



# 2<sup>e</sup> usine (15,000pc)



*Magog, Été 2017*



# USINE MEXICAINE





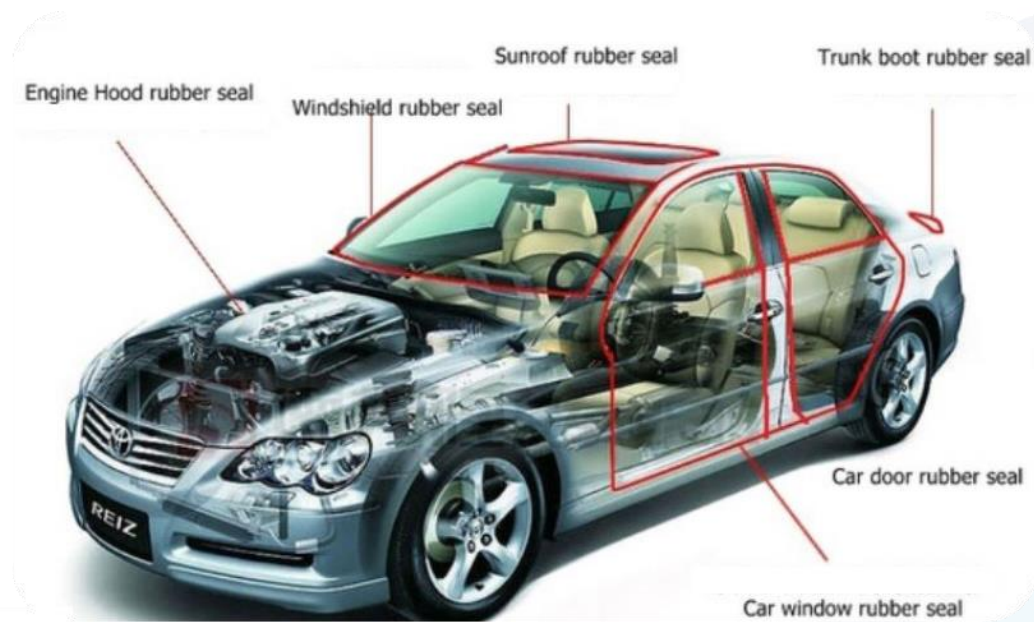
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# Nos produits

*Expertise mondiale, support local*



# NOTRE EXPERTISE – LES JOINTS D'ÉTANCHÉITÉ



# NOTCHING EQUIPMENT & TOOLING



**CONCEPTROMECC** has designed and manufactured equipment and tooling for **BMW, GM, Toyota, Mercedes, Tesla, Honda, Nissan, VW, Ford** and **FCA** programs

## Fully - Automatic Notching Bench / Line



- ❖ **Multiple-station stand-alone machine for rigid (Inner or Outer Belt line) or flexible extrusion (GRC Header) profiles**
- ❖ **Up to 14-stations (7 per side) per bench/line**
- ❖ **All tooling is either single or dual cavity (LH&RH) with some restrictions based on part to be processed**



# CLIP & PIN INSERTION MACHINES



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## ACIM VII - Automatic Clip Insertion Machine

0.95 sec / clip



- ❖ **Able to accommodate much more extrusion variation**
- ❖ **Simpler more user-friendly operation with less operator intervention**
- ❖ **Improved long-term stability and increased efficiency**
- ❖ **Evolution of our ACIM-VI+ model**
  - *Increased speed*
  - *Less influence of machine operator*
  - *More-user friendly features for start-up and operator learning*
  - *Process adjustment is done following operator interface instructions*
- ❖ **Tolerances attainable:**
  - *+/- 1.0mm*      *Clip-to-clip*
  - *+/- 1.0mm*      *Last clip to end cut*
  - *+/- 3.0mm*      *Overall length*



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# STRATÉGIE & PLAN DE DEVELOPPEMENT

*Expertise mondiale, support local*

# STRATÉGIE D'EXPANSION 2017-20



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198



**CANADA - Magog**

- + 15 000 pc (nouvelle bâtisse)
- + 2 CNC
- + 20 employés

198



**USA – Detroit**

Renforcer la présence  
Bureau des Ventes

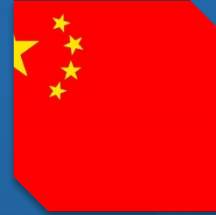
198



**MEXICO - Guadalajara**

- + 2 CNC
- + 2 EDM wire
- + 10 employés (16)

534



**CHINE**

- Partenariat actuel
- Manufacture local
- Transfert technologique
- Acquisition d'entreprise

382



**EUROPE**

- Analyse de marché
- Validation des besoins clients
- Centre d'affaire

**AUGMENTATION DE LA CAPACITÉ DE PRODUCTION**

# Amérique du Nord





# Asie



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# Brésil



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# Europe



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# PARTENARIATS MONDIAUX





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## CANADA



**MOULES INDUSTRIELS**, a division of **M.I INTEGRATION**, located in Sherbrooke Canada, has a technical team of over 80 people with all the skills required to achieve your injection mold tooling needs for plastic or rubber.



Located in Sherbrooke Quebec, **CFM** is **CONCEPTROMECC**'s partner in automation. With much experience in robotics, **CFM** is well known for its expertise.



**GLIDER GUARD** is **CONCEPTROMECC**'s newest partner for tooling. Specializing in stamping tools, they will elevate **CONCEPTROMECC**'s offer in the notching equipment & tooling options. **GLIDER GUARD** is located in Oldcastle, Ontario.

# PARTENARIATS MONDIAUX



## ASIE



**KUKDONG** Machinery Co. is the business partner for **CONCEPTROME C** in Asia. Located in Busan Korea, **KUKDONG** manufactures, sells, distributes and offers support on **CONCEPTROME C** developed clip insertion machines, ACIM-VI+ & VII for the Asian market. **KUKDONG** Machinery Co. ensures that its customers in Asia benefit from any new technologies developed by **CONCEPTROME C** in the clip insertion market for automotive sealing sector.

## EUROPE



Located in Strambino Italy, **TECNOFIVE** is a business partner for **CONCEPTROME C** since 2012. Thanks to an exchange of technology between the two companies, **CONCEPTROME C** can now distribute to the North American market in-line drilling of vent holes using CO2 laser along with PE & EPDM splicing presses, internationally recognized by the weatherstrip market.



Business partners since 2009, **CONCEPTROME C** represents the complete range of **METZNER** Maschinenbau GmbH line of in-line cutting equipment for the automotive sealing sector in North America and Mexico. **METZNER** is located in Neu-Ulm, Germany.



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***Nos défis***



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***Merci!***