



# Guilbert EXPRESS

Always one solution ahead



**Guilbert Express** creates and sells welding equipment and heated tools suitable for a wide range of applications.

These cover activities such as **Sheet metal Roofing, Roofing, Plumbing, Packaging, Logistics** and more generally **Building Trade and Public Works, Industry, Agriculture, DIY / Gardening.**

The company is served by a strongly developed culture of innovation, as is evidenced by the large number of patents registered over more than **100 years of existence.** The success of **Express** products is also born of expertise in two core areas - marketing and sales - as a result of which the company is "always one solution ahead" in terms of market expectations.

The brand is therefore recognised worldwide as a benchmark for its leading products (torches, soldering irons, blowlamps, welders, etc.), which have made users' lives significantly easier over the years.



1905

Léon GUILBERT founded a company specialising in welding equipment and petrol lighting lamps.

1910

He integrated the manufacture of his products under the EXPRESS brand.

1927

GUILBERT EXPRESS launched the first electric soldering irons.

1932

GUILBERT EXPRESS began to sell equipment using butane/propane, which met with considerable success after the Second World War.

1950

At the end of the 1950s, as a result of the expanding DIY market, GUILBERT EXPRESS once again satisfied the needs of these new consumers by offering a range of specially designed torches and soldering irons.

1972

The healthcare segment was revolutionised with the appearance of the "Cercoflam Express".

1992

GUILBERT EXPRESS was appointed to design and produce the Olympic flame torch for the Albertville Winter Olympics.

2002

ISO 9001 2000 certification.

2005

GUILBERT EXPRESS celebrated its 100<sup>th</sup> birthday.

2008

The EXPRESS brand is the French reference in heating tools for building professionals and celebrates the sale of the 5 millionth EXPRESS torch.

2013

Constantly in tune with its markets and customers, GUILBERT EXPRESS secures its position as leader both in Europe and worldwide.

# Guilbert EXPRESS

The importance of "Teamwork"...

## At the Fontenay-sous-Bois site, the whole team joins together on the same project

At Guilbert Express, we quickly understood the importance of values such as solidarity, integrity and involvement within the scope of a joint professional project.

A true "melting pot", where all of our talents and skills are fused on a day-to-day basis. We are also convinced that nothing can ever replace collective intelligence, permanently enriched by the contribution of outstanding individual talent.

Finally, like the artisans of yesteryear, we are proud of our expertise, and we take great pleasure in passing this on to younger generations.



## A business that is constantly growing

Guilbert Express records revenue of around 15 million euros, nearly a quarter of which is attributable to exports to each of the five continents. Each year, a significant proportion of its earnings is reinvested in development.

## Nearly 5% of revenue is dedicated to Research & Development

Although its competitors are disappearing one after the other as a result of their failure to invest in today's competitive international market, Guilbert Express continues to conquer and expand into new markets thanks to its Research & Development department and a strategy that focuses on innovation and the safety of its products.



## Expertise

- The production and development of "business" processes and products.
- Research and development into specific "tailor-made" industrial solutions.
- Strategic and product marketing.
- Industrialisation and commercialisation.

## Markets

- Building Trade
- Industry
- Agriculture
- The General Public in the DIY/Gardening segment



As one of the last flame experts in France, **Guilbert Express** works to secure its position while also investing in new market segments - Agriculture and Industry - thanks to expertise acquired in the Building Trade.

**Express** professional products are firmly positioned at the top of the range, where they effortlessly stand their ground next to the leading names in the sector. For a great many professionals they have become generic names, in much the same way as the "Cercoflam" or the "Piezo Lamp". Express brand products enjoy a strong reputation.



# Guilbert EXPRESS

The energy to meet any challenge...



## Wide, structured ranges

Guilbert Express offers complete, innovative ranges of heating tools supported by attractive marketing to meet the expectations of Professionals and the General Public alike.

## Innovation is a battle...

Innovation is far more than a marketing argument. At Guilbert Express, be it in relation to the safety, the performance or the ergonomics of torches, soldering irons or lamps, innovation is an everyday concern.



Léon Guilbert registered his first patent in 1905...

In 2005, Express was still innovating, and offered the market a new safe gas cartridge, demonstrating unparalleled progress in terms of security. And the battle rages on.



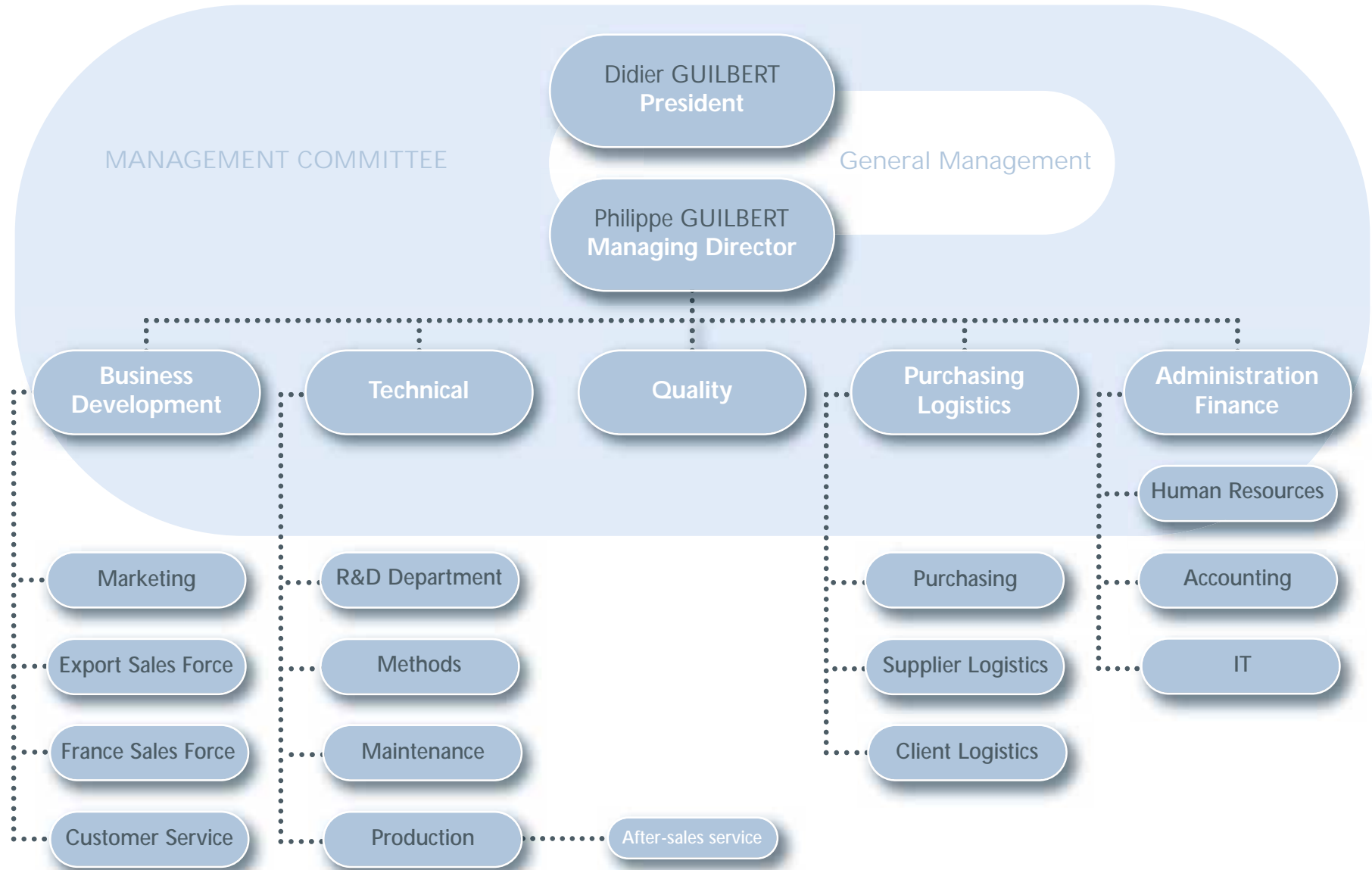
## ...serving all users

Guilbert Express systematically presents original solutions, as opposed to its competitors, for whom sustainable development is far from being a strategic objective. Its commitment is demonstrated in the form of a natural resources reduction policy (recycling, eco-design, tool energy output). Guilbert Express does more than merely yield to fashion and the pressure of press releases.



It is by doing a little more, a little better every day and thinking about tomorrow that a company shows its true colours in terms of responsibility.

# GENERAL ORGANISATION





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