

Saint-Gobain Pipe Systems

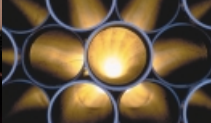
European
Pipe Systems Distributor



www.sgps.com


SAINT-GOBAIN
PIPE SYSTEMS

Saint-Gobain Pipe Systems the birth of an ambition



Ambition

Since its creation in 1997, Saint-Gobain Pipe Systems has grown to become the European leader in pipe systems distribution.

Saint-Gobain, one of the world's largest companies specialising in the manufacture and distribution of construction products, created Saint-Gobain Pipe Systems in order to strengthen its ties with its civil engineering, industrial and commercial customers.

Our aim at Saint-Gobain Pipe Systems is to provide efficient solutions for our customers local needs.

Efficient solutions are achieved by sourcing only the best available products from our international manufacturing suppliers. The forthcoming launch of secure e-business sites will further enhance this efficiency.

We are able to meet local needs thanks to our comprehensive network of businesses, the expertise of our staff and our vast stockholding facilities.

In future, contractors will further benefit from the creation of new Saint-Gobain Pipe Systems branches and satellites. The satellites will stock products vital to local markets and provide local customers with advice and support.

Everyone in Saint-Gobain Pipe Systems is committed to delivering a first class service. We strongly believe that by developing successful supplier partnerships and by listening closely to our customers, we will strengthen our leadership in Europe.

Such is our ambition.



E-BUSINESS, THE NEW FRONTIER IN PIPE SYSTEMS DISTRIBUTION.



E-business, the ability to trade securely at all times and from all places, will dramatically increase the efficiency of the service to customers:

- 24 hour online purchasing, complete with details of ex-stock availability.
- A fully up to date catalogue and price list.
- Online tracking service to check on the progress of the orders.

**European
leader in
pipe systems
distribution**

Distribution


SAINT-GOBAIN
PIPE SYSTEMS



INTERNATIONAL EXPORTS

SGPS's international exports departments supply products, logistic and business solutions to customers requiring pipe systems throughout the world.



**Our international
presence**
allows Saint-Gobain Pipe
Systems to bring you
solutions across Europe.

SAINT-GOBAIN PIPE SYSTEMS PLC
1-3, the Courtyard Calvin Street
The Valley
BL1 8HP Bolton Greater Manchester
United Kingdom
Tel. (44) 1204.546.200
Fax. (44) 1204.546.201

SAINT-GOBAIN ROHRSYSTEME
Schlotterbeck Strasse 20
71034 BÖBLINGEN
Germany
Tel. (49) 70.31.66.650
Fax. (49) 70.31.66.65.811

SAINT-GOBAIN PIPE SYSTEMS
Raatshovenstraat, n° 2
3400 LANDEN
Belgium
Tel. (32) 11.83.24.34
Fax. (32) 42.42.01.34

SAINT-GOBAIN PIPE SYSTEMS
Markerkant 10-17
1316 AB ALMERE
Netherlands
Tel. (31) 36.53.333.44
Fax (31) 36.53.350.96

SAINT-GOBAIN PIPE SYSTEMS OY
Nuijamiestentie 10 A
00400 HELSINKI
Finland
Tel. (35) 8.9.251.255.0
Fax (35) 8.9.251.255.20

SAINT-GOBAIN PIPE SYSTEMS
Ctra Grial de Santander (N 634)
Polig. PRONI Apartado 936 OVIEDO
Spain
Tel. (34) 985.792.224
Fax (34) 985.793.011

Markets



Markets

Pipe systems for civil engineering and utilities markets

The distribution of **pipe systems for civil engineering and utilities markets** - water supply, waste water, gas distribution, cable protection, land drainage - is the core business of Saint-Gobain Pipe Systems.

- Access Chambers & Manhole Covers
- Clay Pipe Systems
- Concrete Pipe Systems
- Ductile Iron Pipe Systems
- Geotextile
- Polyethylene Pipe Systems
- PVC Pipe Systems
- Valves
- Water Meters

However, Saint-Gobain Pipe Systems has also developed a European distribution activity supplying **building and industrial markets**.

Pipe systems for building and industrial markets

With an extensive catalogue of pipes, valves, fittings and flanges, selected from the best brands, Saint-Gobain Pipe Systems is able to service both markets.

- Building Plastics
- Cast Iron Drainage
- Copper Tubes and Fittings
- High Performance Plastics
- Process Valves
- Quality Tubes
- Steel Tubes, Fittings and Valves

NB : products and services may vary from country to country.

SERVICES

- Ex-stock availability
- Specialist advice on products and applications
- Fully integrated IT system including a full quotation package
- 24 hour delivery
- Project management
- Logistic contracts



Sharing the same values

Values

A customer driven business

We aim to provide a first class service adapted to our customers every need:

- Excellent local stockholding facilities served by an extensive transport fleet.
- Local sales teams with vast technical knowledge.
- Complete and on time deliveries.

Our close relationship with our customers ensures that we remain at the forefront of distribution.

A successful partnership with our suppliers

Our extensive network of suppliers is critical to our success as a distribution business. Our suppliers are leaders in their respective markets and have considerable experience of manufacturing high quality products. Working closely with these key suppliers, we are constantly exploring ways of developing new products and services.



The satellite a new concept in pipe systems distribution.

To save time is to save money. For contractors, it is of the utmost importance that they receive deliveries promptly and are able to rely upon the assistance and expertise of a local partner. Saint-Gobain Pipe Systems has developed a new concept, the satellite, a local structure that will stock the products most often required in any given locality and provide all local customers with unrivalled technical support.

In coming years, Saint-Gobain Pipe Systems plans to increase the number of satellites to better meet its customers local needs.

Our staff are the key to your success

As an European player in distribution, our staff are vital to our future growth.

- Our significant investments in personnel training ensure that we are able to respond efficiently to our customers needs.
- We believe in empowering our local businesses by providing them all with strong management teams.
- Our branches operate close to their customer bases and their respective markets.

Our staff harness vast knowledge and expertise in the markets they service. Their commitment to customer service is a further guarantee of your success.

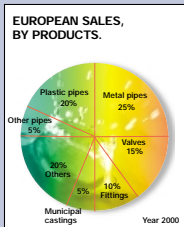
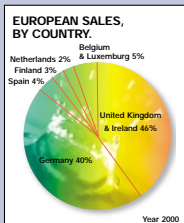
Our leadership in innovation

We are constantly developing new products and services in order to remain at the forefront of a rapidly evolving market:

- E-business trading.
- Logistics supply contracts.
- Total Quality Management programme.

Our commitment to innovation ensures that we are able to meet your changing requirements.

Saint-Gobain Pipe Systems in figures



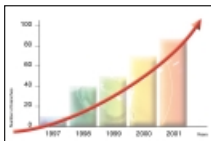
SAINT-GOBAIN
PIPE SYSTEMS

Saint-Gobain Pipe Systems
www.sgps.com
54076 Nancy Cedex
FRANCE
Tel: (33) 3.83.95.25.25
fax: (33) 3.83.95.21.35

Growth

The leading European network

- 70 branches and satellites in 8 European countries. We aim to open a further 15 in 2001.
- 1 300 employees across Europe.
- More than 100 000 referenced products.
- More than 200 000 m² of warehouse space.
- Extensive fleet of delivery vehicles including several hundred lorries and trucks.



5 years of sustained growth

- 1997: Birth of Saint-Gobain Pipe Systems
 - Drainage Systems in the United Kingdom, Conduites d'Eau in Belgium and De Rooter in the Netherlands join SGPS.
- 1998: European expansion
 - 2 leaders in pipe systems distribution, Reisser Druckrohre in Germany and Ashworth Frazer in the United Kingdom and Ireland join SGPS.
- 1999: European consolidation
 - SGPS strengthens its presence in Germany and in the United Kingdom by creating new branches and broadening its range.
 - Jot Aqua in Finland joins SGPS.
- 2000: Towards European leadership
 - Saniplast in Spain and Leysser in Germany join SGPS.
 - Creation of 15 new branches and satellites.
- 2001: Continuous growth
 - Sebold in Germany joins SGPS
 - Creation of 15 new branches and satellites
 - Launch of e-business web sites in several European Countries

