

OSF[®]

The compact guardrail

Optimal,
Simple
and Flexible

**GUARDRAILS
STANDARD**
on the market

- 10 mm



- 20 mm

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Frédéric FIEVET, Directeur général

2021 > 2030 Go !

To our dear business partners, customers and colleagues,

2021 is coming to an end, bringing us all a well-deserved break with our loved ones after a year that I would describe as extraordinary in more ways than one!

First of all extraordinary thanks to our customers!

After a year like 2020 where COVID-19 totally muddied the waters, both health-wise and economically, our customers showed incredible resilience and resumed their hard work in the first quarter of 2021

They are resilient because, against all odds and despite all obstacles, they have stayed on track in 2020, limiting the negative effects of this health crisis on our profession and on construction in general, both in France and internationally. Then, in 2021, as our incredible figures show, our turnover increased by more than 40%, 65% of which was exported, and our customers regained a vitality and efficiency that had a very positive impact on the entire construction industry.

Well done to them and THANK YOU!

SADEV will always be there to meet their expectations, the most technical, the fastest, the most appealing and always at the right price. This is a major challenge for us, even with the material shortages generated by the rebound in global activity that our purchasing and manufacturing strategy has been able to significantly limit in 2021

2021 is also an extraordinary year because of our increased awareness that our planet is precious!

COVID-19, with which we must now co-exist, has accelerated this awareness, and has shown us that we are only guests on our planet.

As such, we can be proud to live in a country that is a leader in action, policy and legislation to safeguard the planet and the well-being of all.

I hope that SADEV will join and support this national and international approach. The countdown has begun!

What are we talking about? This, of course! www.sadev.com/csr-we-reduce-our-ecological-impact

Finally, 2021 has been an extraordinary year because of the women and men who, from 2020 onwards, have faced this unprecedented, brutal and anxiety-provoking crisis in COVID-19.

On our end, the SADEV teams were exceptional!

With their adaptability to the new working conditions necessary to keep moving forward, their open mindedness to new technology and means of communication and their solidarity, between services, for their customers and suppliers.

From the hundreds of hours of work lined up without a break by our workshop team members to catch up on the backlog to the late-night video conferences of the sales people and other departments (R&D, Purchasing, etc.), everyone worked hard for their future, their company, for SADEV!

In conclusion, I would like to express my gratitude to our group, to our teams, and to express to you all the confidence I have in our future. May it be soon, starting in 2022 with an immediate strong growth. Or indeed further down the line, with many development projects and a wealth of new things to discover soon.

I have confidence in the future and I have confidence in us and our partners. Some say that nothing stops them, I would rather say that the future is ours with our partners.

Thank you all!

THE NEW SADEV BUILDING

On 19 March 2021, part of the SADEV team moved into the new offices (just opposite the current building).

This is another necessary step in SADEV's development and activity. It also means providing good working conditions for the teams by making up for the lack of space, including parking!

NEW STORAGE SPACE

The new building houses a warehouse area, allowing for a 50% increase in the stock area.

To be able to store new material and give our logistics team some much needed oxygen. A complete refurbishment of our historical warehouse and our new warehouse was carried out for an investment of €60K.

A comprehensive project that allowed us to double our storage capacity at SABCO.

> Page 08



OUR ONLINE WARRANTY SERVICE

A new service is available on our website. It is now possible to register our products for a two-year guarantee.

Please note that the request must be made within 30 days of the invoice date.

Go to this page:
<https://www.sadev.com/maintenance-and-warranty>



AN UNAVOIDABLE PRICE INCREASE, LINKED TO THE RISE IN MATERIAL COSTS

Since March 2021, the price of all raw materials has risen significantly, but particularly aluminium, and this trend can be expected to continue until at least the middle of next year (2022), with major risks of shortages. We want to protect our customers and the market for as long as possible. Our procurement policy, even with some failures, has allowed us to stay in line with the market trend. In this respect, and in order to meet the challenges of tomorrow, we have recruited a new purchasing manager, Lingzhi, who, together with Fang Cheng, will work on the strategic approach to purchasing, with Fang retaining responsibility for the management of the purchasing portfolio until she leaves.

As announced in July, a price increase for the second half of the year was expected and was implemented on 15 November. A fairly sharp increase in the prices of certain products was inevitable (see the graph of aluminium prices below). Our aim now is to avoid supply shortages at all costs, thus avoiding halting our deliveries.



BIM PRODUCT BIM - A STEP TOWARDS DIGITALISATION

The digitalisation of the construction sector was already underway, but COVID has only steered companies further in this direction.

SADEV, which already started developing its products in BIM format in 2017, has decided to expand its product portfolio next year.

Our partnership with BIM OBJECT, the leader in the referencing of BIM products, has also been renewed for next year.

THE SIMONSWERK GROUP

Solutions around the door

the SIMONSWERK GROUP, consisting of SIMONSWERK, ANSELMINI, COLCOM and SADEV, unites hardware systems worldwide and sets standards for all aspects of door.



The reference group in the field of doors (wood and glass). This is how the SIMONSWERK group presented itself at the launch of its new website last August:

www.simonswerk-group.com

Indeed, it is made up of emblematic brands, which define its reputation:

SIMONSWERK

For more than 130 years, SIMONSWERK has been one of the most renowned manufacturers of door hinges and hinge systems for heavy doors, residential doors and entrance doors.

ANSELMINI

The company was founded in 1973. The Italian manufacturer of concealed hinge systems for interior doors is located in the Italian town of Roncade.

COLCOM

In its 60-year history, the northern Italian company has specialised in fittings for glass doors and has created the self-closing hydraulic hinges that make it the leader in this field.

SADEV

A French company, whose origins date back to 1938. The company has since specialised in the design and manufacture of fasteners that hold glass together for building envelopes, railings and interior fittings.

Danke Simonswerk!

Our employees' commitment is rewarded



The employees of SADEV were pleased to receive a box of German specialties offered by the group's management for their mobilisation and dedication since the beginning of COVID.



FFB - FFPV

SADEV a player in engineering and construction

SADEV's origins in the processing of noble metals date back to 1938.

In the 1980s, it became an engineering company specialising in the field of fastened glass and the building envelope. Since then the company has evolved and innovated to launch new ranges: interior fittings, railings and swimming pool barriers.

It is now an international company which, thanks to its market knowledge and engineering and production know-how, has been able to position itself as a leader.

It also owes its success to emblematic projects carried out in partnership with clients and other construction trades.

Strengthened partnerships with construction professionals in France

Glass professionals: La FFPV

As a specialist in glass fastening since its beginnings, it is quite natural that the company became a member of the FFPV a few years ago.



This partnership allowed us to participate in the events organised by the association, to exchange with the glaziers in an exceptional setting.

During the last two years, these events have unfortunately been temporarily suspended because of COVID.

But we are counting on 2022, to strengthen the proximity, responsiveness and attentiveness of our technical and commercial teams, to continue to work hand in hand with the glaziers and to support them in their projects.

Metal professionals L'UNION DES METALLIERS

Another essential trade at SADEV, the metal facade workers.



Emblematic works are marked by the exchange of knowledge and the collaboration of the SADEV teams and the metal facade workers.

In order to share more moments with them, we decided to become a member of L'UNION DES METALLIERS.

01 THE COMPANY - THE GROUP

YOUTUBE

Our youtube channel celebrates its 10K subscribers!

Now more than 10 000 of you have subscribed to our Youtube channel!



10K YouTube subscribers

THNAK YOU!

Stay tuned as new videos are uploaded very regularly.

Our YouTube channel will allow you to discover our new products, our new tests, but also our new installation videos.

How to access this channel?

All the latest news about the company can be found on:

- our website www.sadev.com/fr/news.
On this page you will find a link to our YouTube channel.
- Or simply search for [YouTube](#).

How can I be informed about the release of the videos?

Just subscribe to our YouTube channel.

SADEV is also present on LinkedIn, Facebook and Instagram, you can subscribe to these different social networks to follow our latest news and videos.

And follow us via the hashtag #SADEV.



The video that proved a hit!

The release of our latest OSF product gained some international notice.

In five months it had reached 39,000 views.

The advantages of this glass railing:
«A compact profile, just like its price!»

02 CSR APPROACH

OUR CSR APPROACH



« Let's act together to reduce our environmental footprint. »

As part of our sustainable vision, and with our slogan «We Build the invisible». My ambition is to act to reflect this invisibility in our environmental footprint.



SADEV develops and differentiates itself by optimising its ecological footprint and increasing its contribution to people's well-being.

This commitment is only possible with the involvement of all stakeholders: our employees, customers, partners and suppliers.

SADEV has long integrated this environmental approach, developing products and solutions that allow the use of renewable energy.

The first reference site was presented at the Solar Decathlon in the early 2000s.

Our approach of constant improvement of our processes, systems and products has enabled us to implement them on pioneering and emblematic buildings, such as:

- **In 2013** : The Technical High School of Monaco – an HQE approach desired by the Principality on this entirely glazed building, integrating more than 1400 m² of photovoltaic panels, part of which are bolted glass facade.
- **In 2014** : Construction of the QUAI DE LYON University Centre, development of motorised and controlled sunshades to meet the building's energy requirements.

- **In 2015** : HIKARI LYON project «the first positive energy city block» – BEPOS building with 3,000 m² of photovoltaic panels, part of which is made of bolted glass for the facade.

ECO DESIGN

The Eco Design of our parts and systems guarantees optimisation of the raw materials used for increased strength and durability.

The use of recycled and recyclable raw materials.



ECO SOURCING

Our packaging is green and recyclable.

LESS IMPRINT

Reducing our ecological footprint is at the heart of every choice we make.

THE SCHEDULE OF UPCOMING EVENTS



POLYCLOSE

GAND (Belgium)
19-20-21 January 2022

European trade fair for building closure, façade, access control and sun protection technology.



BATIMAT

PARIS Porte de Versailles (France)
3-6 Oct 2022

Batimat is the multi-specialist and international trade fair for the building industry and trades. All the decision-makers and implementation professionals meet there to choose the innovative solutions to build the buildings of today and tomorrow.



GLASSTEC

DÜSSELDORF (Germany)
20-23 Sept 2022

International trade fair for glass production, processing and products.

OSF : the new railing profile:

Optimal, Simple, Flexible.... And Ecological!

REDUCE, REUSE AND RECYCLE

As mentioned above, our company's commitment to manufacturing high performance, sustainable products is not new, and has been strengthened in recent years.

The development of our products includes a sustainable and ecological dimension, aiming to limit their environmental footprint.



The OSF rail is made in Europe from aluminium, a 100% recyclable material.

Our spacer systems are made in France from recycled ABS. Our products and packaging are recyclable, so please consider this at the end of the installation.

THE LOGISTICS TEAM

The redevelopment of warehouses

The existing warehouse and workshop date back to 2009, at that time these spaces were able to store all products and still have room.

But in the last 12 years, the company has doubled its turnover, as well as its product range. In 2014 with the launch of the SABCO railing range, some logistical adjustments were made, but it was now necessary to completely redesign the storage of our products and expand the storage space.

As previously stated, the current warehouse layout is several years old and needed to be updated to increase storage space and to accommodate the new SABCO guardrail dimensions.

New racks have replaced the old ones, their orientation has been reviewed and the size of the aisles has been increased (about 2.3m before for 2.6m now), for more comfort and ease of movement.

The logistics have also been revised, as SABCO's fast-moving flows are now stored at the entrance to the warehouse. New machines that allow to limit the manoeuvres have been added to the existing machines, to facilitate the logistics.

A more functional order picking workshop

The order preparation workshop has been redesigned to be more functional, by adapting it to the preparation needs of our SABCO guardrail products. The lighting has also been adapted to the work areas.

Redevelopment of the mezzanine

The entire mezzanine storage area has been redesigned to store lighter products, such as cardboard boxes. An area dedicated to a cutting workshop for aluminium and cardboard has also been created.

PROJECT DETAILS

- **Objective:** reorganize spaces to increase storage capacity, facilitate teamwork and improve workflows for greater efficiency .
- **Budget:** EUR 60,000.
- **Project:** the logistics and quality team.

> STEP 1: redeveloping the existing warehouse and workshop

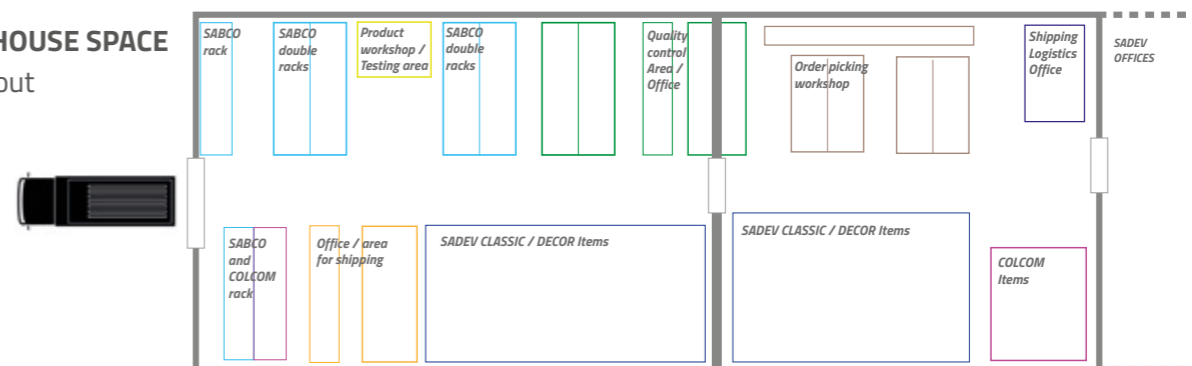
Refurbish the existing warehouse for the storage of SABCO railings



THE LOGISTICS TEAM

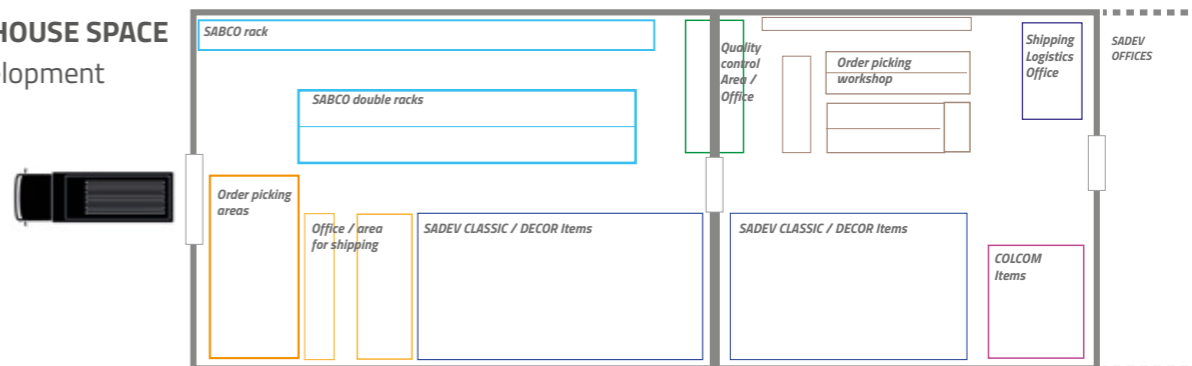
WAREHOUSE SPACE

Old layout



WAREHOUSE SPACE

Redevelopment



> STEP 2 : setting up the new warehouse

A new storage warehouse

To increase our storage capacity, we have expanded our premises with a new building that includes offices and a storage space. This new building is located right next to our current headquarters and warehouse.

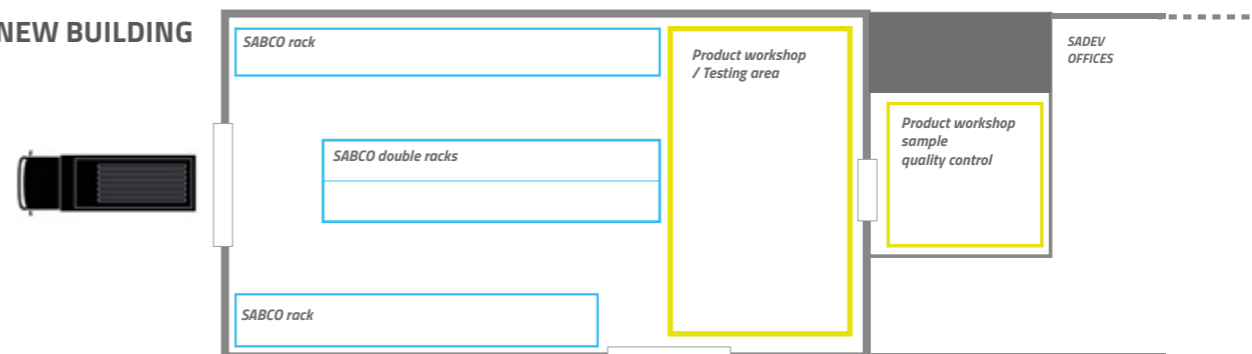
This new location has been dedicated to the storage of our SABCO guardrail products, to complement the original storage space.

An area dedicated to the testing and trials of our products

The new building also houses a dedicated area for testing our products, which includes:

- a workshop to create or adapt prototypes.
- a test area for all our products, whether it be ageing or waterproofing tests, impact tests to determine the product performance, installation tests for the systems and much more.

NEW BUILDING



THE LOGISTICS TEAM



DOUBLED STORAGE CAPACITY

BEFORE

Maximum storage capacity : 200 2.5m pallets

NOW

Storage around 400 2.5m pallets and other formats

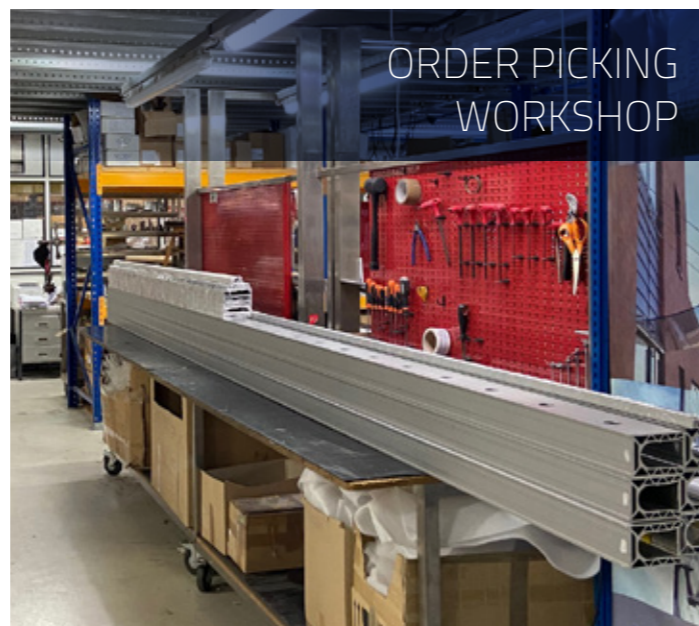
> STEP 3: outsource part of the order logistics

To further increase our storage capacity and gain efficiency, part of our stock has been outsourced to a service provider. This service provider also takes care of the preparation of orders for the products stored on its premises in order to limit transport and increase efficiency.

Thus, this operation will have enabled us to double our storage capacity. It will also allow us to gain efficiency in the logistics of preparing and dispatching orders.

During the redevelopment, sorting bins were used to sort and recycle materials, such as aluminium, iron, cardboard and wood.

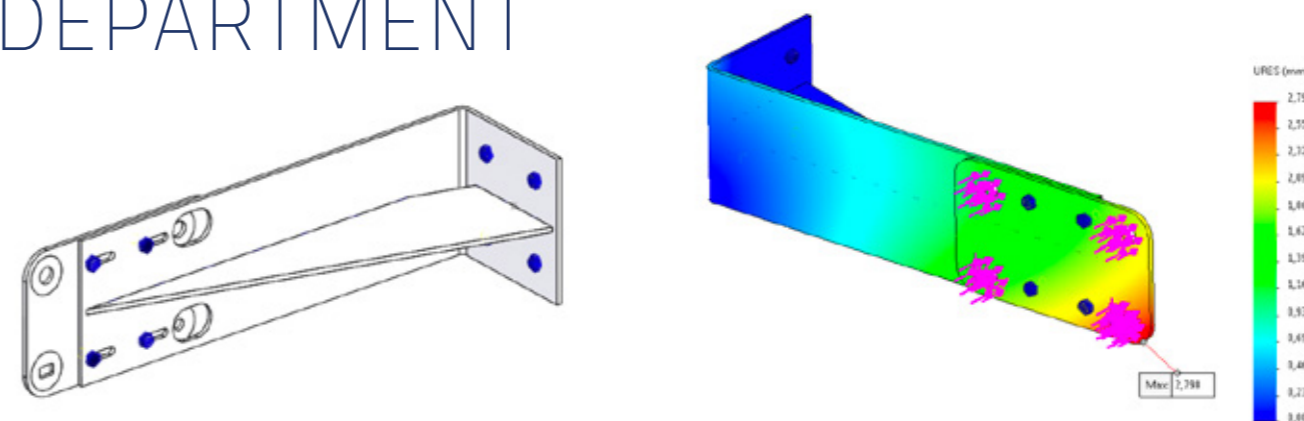
These skips were collected by a local company and then recycled.



THE RESULTS

<p>Redevelop existing warehouse and workshop</p> <p>20% Space saving</p>	<p>Purchase of new storage space</p> <p>50% More space</p>	<p>Logistics service (EKTRA)</p> <p>30% More space</p>	<p>Total</p> <p>+100%</p>
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THE TECHNICAL ENGINEERING DEPARTMENT



They are in charge of studies, calculations and tests and provide technical solutions for large-scale projects around the world.



From right to left : Vincent Brigot, Kanhchana Kong et Ekaterina Kieffer

The team follows the different stages of the project from the needs analysis, the design and dimensioning by calculation, the manufacturing of the first samples, and the tests for validation.

In parallel, the department also ensures the certification and declaration of product performance, the realisation of technical advice, as well as supports the product development team with their scientific and technical know-how.

Vincent is the manager of the department, he also supervises the execution of all the analyses and ensures the link between his teams and the various departments.

Ekaterina Kieffer

a junior civil engineer, joined us a few months ago to strengthen the team and respond to the increasing number of project requests.

Vincent Brigot et Kanhchana Kong
Project / Development / Certification Engineers

Using state-of-the-art tools, the engineers work on the dimensions of the products and glazing to meet the specifications of each project.

The use of dedicated finite element software and the comparison of results on a test bench not only allows the optimisation of solutions for projects, but also the further development of new product ranges.

Based on standards and scientific literature, the engineers support the sales agents and their customers by offering the best technical solutions. Each project sent to the department is analysed: project-specific needs, budget, and country-specific design rules.



03 THE SADEV TEAM

THE SALES TEAM FRANCE



From left to right: Timothé Bois, Greg Falabrino, Laurent Larnould, Sandrine Sévérini, Isabemle Gruaz

Our presence extends to the national sector.
The French sector is SADEV's historical market, where the company's head office is located.

In this sector, our company addresses all professionals directly. The customer portfolio is large (more than 600 customers invoiced since the beginning of the year!) and diverse, ranging from façade builders to carpenters and, of course, glaziers. Their expectations and needs are therefore diverse. The service has been restructured to meet the different needs of its customers, with technicality and efficiency (within 48 hours).

- The service now consists of:**
- 6 people
 - 1 person in the prescription department
 - agents and distributors who travel throughout France.

Timothé Bois : the Manager of the France department, is responsible for monitoring and supporting his team in commercial decision-making, as well as monitoring large-scale projects with the help of Sylvie and the management.

Greg Falabrino : he provides technical support to the entire French team in order to respond to the technical problems of our customers and also works on drawing assignments (curved guardrails, sliding doors, etc.)

Laurent Larnould : is a technical sales representative for the eastern part of France. He will prospect and ensure the commercial development of his sector, introduce SADEV's ranges and products and assist his customers in their projects.

Isabelle Gruaz et Sandrine Sévérini, recently joined by **Barbara Goehry** : As sales assistants, they are in daily contact with customers, answering their questions and assisting them with their price offers and orders. They have recently been assigned a geographical area in order to distribute requests more efficiently.



Barbara Goehry

WE ARE LOOKING FOR A SALESPERSON FOR THE SOUTH AREA COULD THAT BE YOU?

As part of its ongoing commercial strategy for the French market and in order to have even more direct contact with our customers, Sadev is looking for a technical sales representative in the South East.



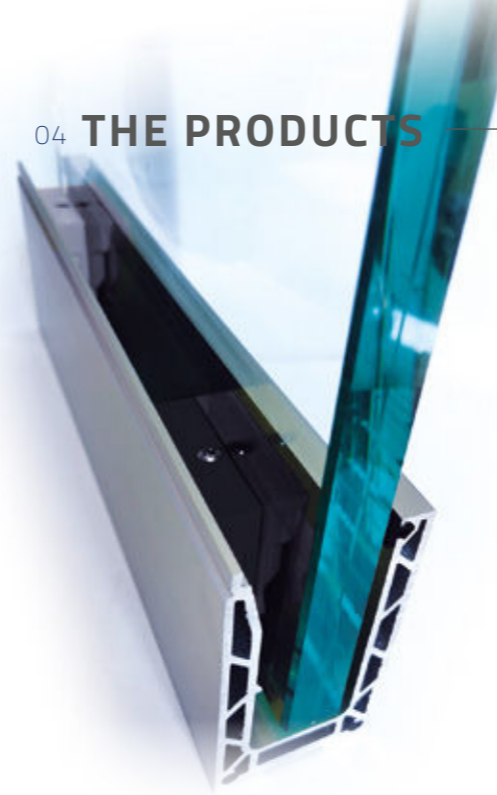
Sylvie Boulocher

Sylvie Boulocher : is the preferred contact for architects. Thanks to her knowledge (glass, French standards, SADEV manufacturing process, etc.) and in conjunction with our technical team, she takes good care of this advisory role. She also monitors our most strategic and emblematic projects.

Agents and distributors in France

Our French sales team has been strengthened by the support of agents and distributors. These partnerships allow us to have a better presence on the ground, in particular, bringing more visibility to our guardrail and interior fitting solutions.

04 THE PRODUCTS



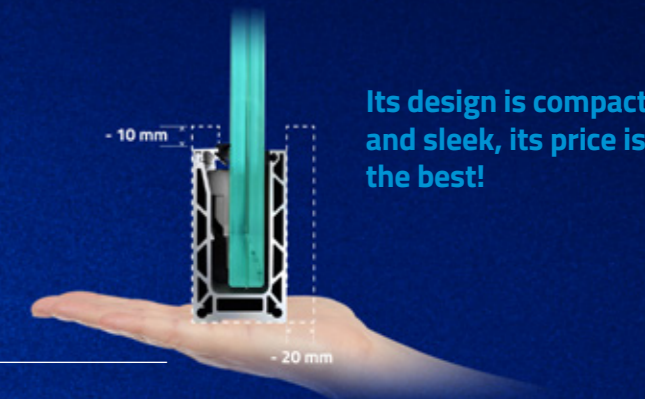
OSF® THE COMPACT GUARDRAIL

If you haven't seen the news: the new market reference is available!

> On this page you can also: www.sadev.com/osf-the-best-price-quality-for-a-glass-balustrade
You will be able to view the videos explaining the system, the video installation instructions and request a quote online.

OPTIMAL

This new OSF rail is the narrowest in its class: **55 mm wide**, the most efficient on the market with this compactness. It can hold different thicknesses of glass, from 12 to 22mm, whether it is monolithic or laminated glass. **For a price that defies all competition!**



SIMPLE

The assembly is done in two quick and easy steps:

- 1 the wedge must be put in position and tightened, on one side of the glass (ONE SIDE),
- 2 then secondly and lastly, install the single cover and the seal.

Its simplicity is also expressed in the controls, the kit is compact, consisting of few elements. Its lightness and small size optimise its storage.

Easy to install, from one side only!

ONE SIDE MOUNTING ONLY



FLEXIBLE

The **OSF system** can be installed in many different configurations: floor, recessed, side, reverse side, curved, sloping, etc. It can be fixed to all structures (concrete, wood, metal) and meets the requirements of both private and ERP applications available.

Versatile, it will adapt to all your projects!



04 THE PRODUCTS

OUR ONE SIDE 2.0 & DOUBLE SIDE SPACERS ARE CHANGING STYLE!

- 1 - more environmentally friendly
- 2 - one colour only
- 3 - numbers to identify them



ECOLOGICAL

Our products are part of an eco-design approach that seeks to minimise their impact on the environment and prioritise their reuse.

That's why our spacers are made from a thermoplastic polymer called ABS (Acrylonitrile Butadiene Styrene), which is made from recycled materials.

Our products are made IN FRANCE.

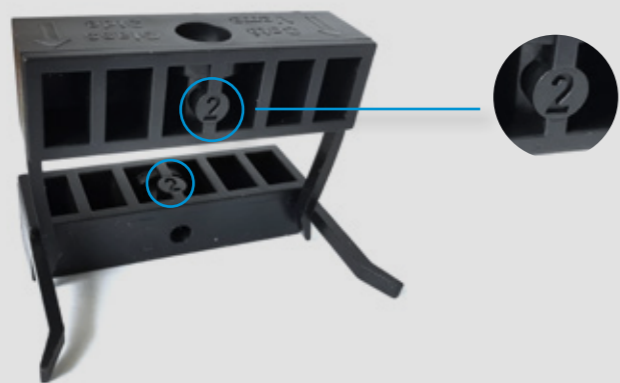
This material has many advantages:

- > HIGHLY RECYCLABLE
- > IMPACT RESISTANCE
- > GOOD TEMPERATURE RESISTANCE (-20°C to +80°C)

HOW TO IDENTIFY THEM?

You'll know the colour... From now on, they will be black and numbered.

The number inside each spacer corresponds to a specific glass thickness.



More information on the product sheet available here: www.sadev.com/news/products/new-wedgess-look

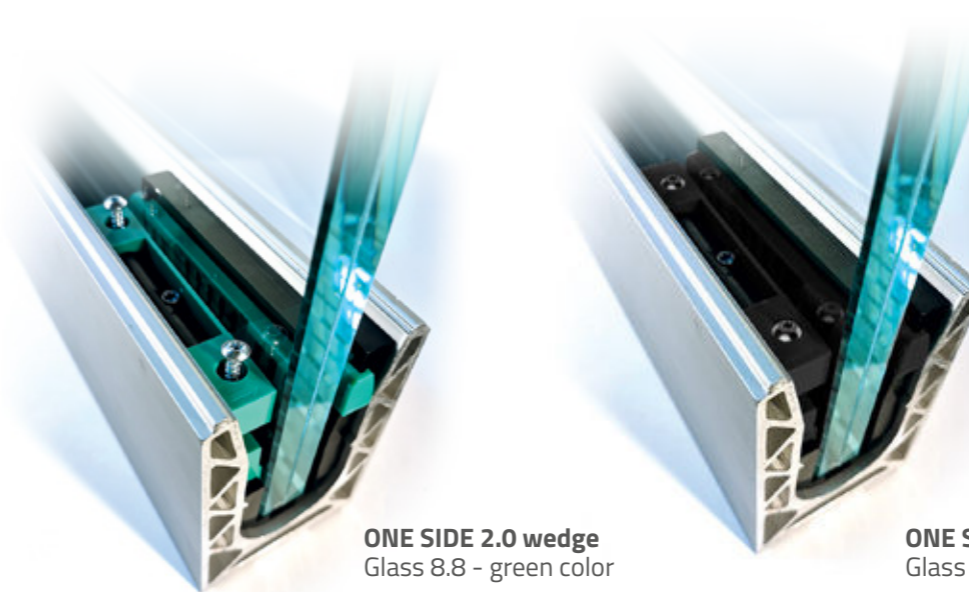
UPDATING OF INSTALLATION INSTRUCTIONS



The installation instructions have been updated on our website: www.sadev.com/downloads



04 THE PRODUCTS



ONE SIDE 2.0 wedge Glass 8.8 - green color

ONE SIDE 2.0 wedge Glass 8.8 - black color

LESS VISIBLE

The change in colour of our spacers makes your projects even more transparent as they have become even less visible.

REMEMBER TO RECYCLE THEM!

SABCO

also protects your future

The packaging of our spacers is also changing its look.. Our boxes are made of recyclable cardboard with a vegetable ink print, please recycling them!



Our products and packaging are made in France.

SABCO® NEW CATALOGUE AVAILABLE EARLY 2022

A new SABCO catalogue will be available soon!

This catalogue will include all our new profiles and innovations around SABCO glass railings.

It will be available in **early 2022**, stay tuned to our website and social networks to make sure you don't miss the release! All other products in our railing range are still available in different brochures which you can find on our website.

A technical compendium will follow this catalogue to list the rails' performances according to the standards of different countries.

05 FOCUS ON CONSTRUCTION SITES



PARIS

A NEW TOWER IN THE DEFENCE SKYLINE.

The new headquarters of Saint-Gobain has recently been built in the heart of the La Défense district in Paris.

This tower, which rises over 44 levels as requested by the Generali Group, was brilliantly designed by the Valode & Pistre architectural firm.

- Max. glass size : 3 000 x 1 850mm
- Weight of glass: 372 kg
- Head and foot of tower: S3030L & S3030XL
- Design and manufacture of a vea system adapted to the project

It is distinguished by its bold and remarkable shapes, inspired by the rhombohedron, a crystal found in nature. The building responds to the problems of La Défense in terms of construction, due to the complexity of the site and its height, to societal issues and the quality of life in a building of this size, as well as being exemplary in terms of energy performance.

A technical design

During the construction of the tower head with Eiffage and the tower foot with Hefi, SADEV used all its know-how to respond to the technical problems (expansion, heavy loads, etc.), from the design study to the manufacture of a spider glass facade system adapted to the project.

To be found on our website:
www.sadev.com/projects/tour-saint-gobain



05 FOCUS ON CONSTRUCTION SITES



MONACO

LES «GIROFLEES» TOWER

This tower is located in the east of Monaco, in a mainly residential area, close to the Larvoto.

It consists of 29 floors

- SADEV provided 2400 linear meters of SABCO curved guardrails. Different radius, from 5 to 10 meters were realized.
- These SABCO profiles have been tested to withstand ultimate winds of over 290 km/h (4200 pa).



the tower has 24 floors + 5 underground levels with 73 flats, a family centre, a spa, commercial premises, three swimming pools, two of which are private, on the roof of the building, and an underground car park with 200 spaces.

A sustainable building

The building, developed by the Wilmotte & Associés agency, integrates the principles of sustainable development and has been designed to offer environmentally friendly architecture.

In particular, the architects sought to bring in as much natural light as possible into the living spaces, without blocking the sun's rays from the neighbouring buildings. In addition, its compact form allows for two flats per floor, with their own private terraces.

The role of SADEV

SADEV provided 2400 linear meters of SABCO curved guardrails. The installation was carried out by its customer LEON GROSSE.

To be found on our website:
www.sadev.com/projects/giroflees-tower-in-monaco

#SADEV PHOTO CHALLENGE

WIN
a weekend in Annecy!



On 04 MARCH 2022 The post with the most likes will win the challenge and therefore the weekend in Annecy.

This challenge will start on Friday, December 10th 2021 and will end on Friday, March 4th 2022.

Stay tuned, you will have more information very soon.

You can now subscribe to our Instagram account: **@sadev_architectural_systems**
And don't forget the #SADEV for your posts on social networks!

Many of you share pictures of your projects with our SADEV products.

To thank you and highlight your projects, we are organizing a photo challenge on Instagram to win a weekend in Annecy.

YOUR PROJECTS ON OUR WEBSITE

This challenge is dedicated to social networks, but we also want to highlight your projects on our website.

This will also allow you to gain visibility and ranking on the web.

You can send us your pictures to contact@sadev.com.



MAGAZINE

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We Build the Invisible

sadev.com

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