

Del Ponti takes over Polyval's fencing business

In September, Del Ponti, a Belgian manufacturer of fencing parts that is based in Hechtel-Eksel in Limburg, took over the fencing division of Polyval, a mould-making and injection moulding company from Balen, in the Belgian Kempen region. In exchange, the companies will work more closely together in the development of new products in the future. From now on, Polyval wants to focus more on mould-making for various sectors outside the fencing industry.

“Over the years, both companies have been working together more often,” says Del Ponti co-owner, Luc Witters. *“Polyval had a number of products in its range that we were still lacking. But in the main, the company sold these regionally, to a small group of customers.*

By adding those products to the Del Ponti range, we will make them available to many more customers thanks to our large distribution network, while Polyval can now focus itself fully on design and mould-making – something where Polyval was already very strong.”

As part of the agreement, Del Ponti can also outsource injection-moulding work to Polyval, if the company itself is short of capacity. “This agreement enables both companies to complement each other even better than was already the case,” Witters continues. *“With this takeover, Del-Ponti strengthens its portfolio and its position in the world of fencing, while Polyval can now fully concentrate on design and production. It's a classic win-win situation.”* ■

Del Ponti owners Luc Witters and Geert Camps

