



WE THINK THE WORLD OF PLASTICS

PRIMO 

Optimise performance. Save resources.
PROFILES OF TOMORROW



A PASSION FOR PROFILE EXTRUSION



We are Primo, and we are passionate about what we do: Extrusion of plastic profiles for a broad array of applications.

Primo is one of Europe's leading specialists in extrusion technology and plastics. We have grown from a small workshop in Denmark into a group of sales and manufacturing companies across a bigger part of Europe, delivering and servicing customers across the globe.

It is our express goal to become your preferred partner in the development, production and supply of extruded profiles – Primo is the place for you to go for any type of profile project, large or small.

Our organisation consists of several dedicated business areas, each with its own area of expertise – medico, building, energy, transport and so forth. All business areas, however, draw upon a shared base of experience, passion and development common to the entire Primo organisation.

Enthusiastic experts will always meet you with an idea for a new product – experts with knowhow covering everything from materials science, extrusion, logistics and broad market knowledge.

Primo will assist you from the very beginning of your project. We aim to contribute with the latest in materials science, production technology, market knowledge and engineering expertise to create a solution that is commercially sound, technologically brilliant and exceptionally suited to your needs.

Whether we produce specialised profiles or standardised ones, one thing remains at the very heart of what we do: To create value for you, all the way from initial ideas to delivery.

Welcome to Primo.

Claus Tønnesen / CEO

PRIMO





THE PROFILE OF A TRUE SPECIALIST

AT PRIMO, IT'S ALL ABOUT EXTRUSION OF PLASTICS. IN FACT, WE ARE SO PASSIONATE ABOUT THE PROCESSES OF EXTRUSION AND THE ENDLESS POSSIBILITIES OF PLASTICS THAT OUR ENTHUSIASM IS OBVIOUS AT ALL LEVELS OF OUR COMPANY.

Extrusion is basically quite simple – think of toothpaste emerging from the tube. That's extrusion in its purest form. But, of course, extrusion is far from simple once you get down to the core of things. Extrusion is a process by which a material is shaped by being pushed (or pulled) through a tool that shapes the material. Plastics of all sorts are especially well suited to extrusion as they are easily shaped and can be exceptionally uniform and consistent in dimensions.

Extruded plastic profiles can be manufactured in any shape and (in principle) in infinite lengths. They can have just about any geometry and can be extruded in very small or very large cross-sections.

Co-extrusion opens up new possibilities

Plastics can be extruded on its own, but they can also be extruded along with other materials such as rubber, metal, conductors, magnetic strips and stabilizing materials. This is known as co-extrusion or multiple extrusion and can involve as many as four or more different materials extruded all at once into one final product.

This makes extruded or co-extruded plastic profiles incredibly well suited for an amazing range of uses – from window and door profiles to medical tubing and components used in trucks, furniture, offshore cables and much more. The list is, quite literally, endless.

At Primo, this is what we do. We design, extrude and deliver extruded profiles to businesses all over the world, and we treat every project – large or small – with the same degree of enthusiasm and passion.

Finishing the job

After extrusion, a profile can be cut into precise lengths and can be milled and processed into the final product – this is part of the services offered by Primo.



POWER & LIGHTING

Primo specializes in combining conducting metals such as copper and aluminium with plastic for use in lighting tracks. This kind of tailored, integrated solution can be seen in end products from leading producers like Nordic Aluminium.

SPECIALISED PROFILES FOR SPECIALISED BUSINESSES

IMAGINE ALL THE PRODUCTS AND BUSINESSES THAT USE EXTRUDED PLASTIC PROFILES. IMAGINE ALL THE DIFFERENT APPLICATIONS FOR THIS TECHNOLOGY. IMAGINE THE PROFILE YOU NEED – AND WE CAN MAKE IT.

Whatever the product you make, Primo can develop, produce and deliver extruded profiles for it. As a group we are present in eight countries with a total of twelve production facilities – all with their own specialty, but with a strong common culture.

Specialised business areas

Our business areas include a specialised medical production unit and dedicated business areas such as energy, offshore, building, windows & doors, transportation, power & lighting, white goods, building system profiles and window system profiles.

Every business area has its own staff of experienced engineers and craftsmen, and our specialists can help you develop not just the profiles you require, but also the optimum production methods for the application of the profiles and logistics solutions to match.

Special profiles for 40+ industries

Short, long, thin or thick, co-extruded or multiple extruded, an integrated solution, combined with other materials, low manufacturing tolerance – that's what makes extruded profiles suitable for almost any purpose.

We serve more than 40 different industries, ranging from Lego bricks to posts for ice hockey arenas and top-secret safety equipment, just to mention a few specialized productions.

Examples of other businesses outside of our ten large business areas are fishing tackle, furniture components, packaging, sports goods, heavy industry and gardening – the list is almost endless, and we add to it almost every day.

PRIMO FACTS...

WE DELIVER EXTRUDED PROFILES TO MORE THAN 40 DIFFERENT INDUSTRIES - SO FAR.



SPECIAL PROFILES

PTC Sport in Russia produces furniture for locker rooms, public baths and shower rooms, all based on specialized extruded profiles developed in collaboration with Primo.

WE KNOW PLASTICS

VERSATILE, STRONG, DURABLE AND ECO-FRIENDLY; PLASTICS IS THE MATERIAL FOR THE FUTURE. PRIMO CONSTANTLY WORKS TO IMPROVE OUR STRONG KNOWLEDGE ABOUT MATERIAL PROPERTIES AND TO SEARCH FOR NEW SOLUTIONS AND COMBINATIONS.

The rapid development in the world of plastics requires producers such as Primo to stay abreast of the advances in technology, and at Primo, we have always made it a primary concern to do so. In short, when you meet us, you will meet people who aren't just passionate about extrusion, but are passionately dedicated to providing you with the best and the latest in plastics.

Replacing conventional materials

Manufacturers worldwide are looking for ways to reduce weight and increase strength and lifespan of components in cars, white goods, building materials and much else besides. Plastics can supplant just about any material, and it can reduce your raw material and production costs. That's why extruded plastic profiles made by Primo are now finding their way into business areas such as the transportation industry and building and construction.

Shapes, colours and functions

An extruded plastic profile, whether made from PVC, ABS or some of the many other plastic varieties available, can be made in any length, colour and shape you can imagine. Add to that all the possibilities of functionality in the profile itself, such as magnets, conductivity, locking and clicking functions, and you have a product that can fulfil all the needs you may have.

Benefits for the end-user (and the environment, too)

Plastics offer great benefits to the end-user as well. For instance, in such applications as windows and doors, the advantages of using plastics over wood and aluminium are evident: Plastic window frames and sashes don't degrade due to exposure to water and sun, they require no maintenance, they have superior insulation properties and can be fully recycled. In fact, if treated correctly, plastics are among the most environmentally friendly of all materials.

PRIMO FACTS...

20 DIFFERENT TYPES OF THERMOPLASTICS IN USE
AT PRIMO - AND MORE ARE COMING IN!

ENERGY

Wind turbine nacelles incorporate components that need to be strong, light-weight and maintenance-free. This is why turbine manufacturers turn to Primo for knowledge and products.



IF YOU CAN THINK IT, WE CAN MAKE IT

TO MEET THE DEMANDS OF A RAPIDLY CHANGING MARKET REALITY,
PRIMO OFFERS EXPERTISE IN DIFFERENT BUSINESS AREAS, EACH WITH ITS OWN EXPERTS.

Profile extrusion is a brilliant way to produce customised profiles in any size, shape and dimension for specific end products. In fact, chances are that there is a Primo profile in your house, office or vehicle somewhere.

Primo's long-standing expertise in a wide and diverse range of business areas, from medical tubing to door gaskets, from mudflaps for trailers to offshore cabling,

makes us geared for key account management and close, long-lasting relationships with our customers. Our collaboration is based on 100% confidentiality and reliability.

This is what profile extrusion can do – produce customized profiles in any size and any dimension, customised for a specific end product in a specialised area.

As a result of a rapidly changing market, Primo has divided its operations into different business areas, each with its own staff of experts, but all drawing upon the same common base of extrusion and materials knowledge.

Among our most important business areas are:

Building which includes profiles for home improvement and structural use in construction.

Building system profiles for the DIY market under the Primo Lister brand – see more at primolister.com

Energy which provides profiles for e.g. wind turbines and solar panels.

Greenhouse profiles are innovative solutions that are easy to assemble, and not least biodegradable and compostable.

Medico delivering high-precision tubing for the medical industry.

Offshore which produces and delivers cabling and covers for subsea use.

Packing Tubes provide optimum protection of electronic components in the automotive industry.

Power & lighting covering everything from lighting strips to thermoplastics and fibre optic cables.

Refrigeration & HVAC comprising gaskets and seals for refrigerators, air conditioning equipment and the like.

Transport & traffic which produces profiles for e.g. trucks, trailers, buses and agricultural machinery.

Water Treatment: Plastic profiles used in the filtration of drinking and process water to clients around the world.

Windows & Doors applying the latest technologies and future-proof materials.

PRIMO FACTS...

ON LAND, AT SEA, IN THE AIR
AND UNDERGROUND

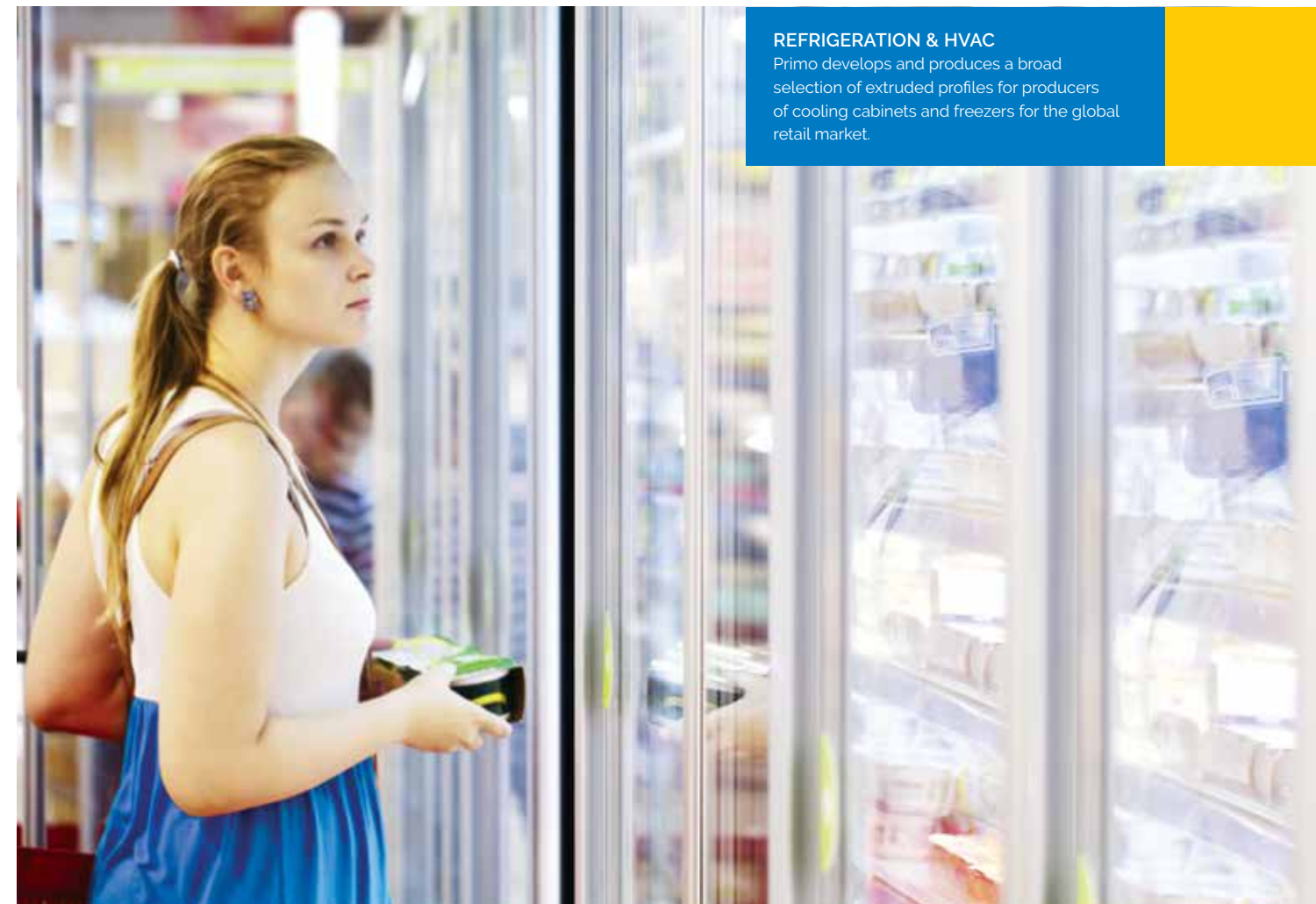
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REFRIGERATION & HVAC

Primo develops and produces a broad selection of extruded profiles for producers of cooling cabinets and freezers for the global retail market.



COLOPLAST NEEDED FASTER PRODUCTION – AND PRIMO RESPONDED

AS A WORLD-LEADING PRODUCER OF URINE BAGS, COLOPLAST IS IN STRONG NEED OF SUB-SUPPLIERS WHO CAN KEEP UP, AND WHEN PRIMO MEDICO WAS ASKED TO INCREASE PRODUCTION OF CRITICAL MEDICAL TUBING, A NEW EXTRUSION LINE WAS COMMISSIONED IN RECORD TIME.



Global demand for urine bags is constantly increasing. And with each bag having a certain length of tube to go with it, the amount of tubing produced by Primo Medico is measured by hundreds, if not thousands, of kilometres every year – with every millimetre of it living up to the toughest standards in the medical industry.

After production, the tubes are shipped to the Coloplast assembly plant in Hungary, where Primo Medico operates a consignment stock on behalf of Coloplast.

Fast response to an increase in demand

However it became clear that Primo Medico was in need of an immediate increase in production capacity. So in a matter of just three months an additional production line was installed and put into commission to supplement the existing lines that were already running at full capacity.

Bjørn Fabricius, strategic buyer at Coloplast, says: *"For Coloplast it is very important that Primo meets our demands with regards to quality, delivery and precision. Primo works hard and with dedication to live up to this."*

VISUAL INSPECTION

Extruded tubes are critical components in several medical products, and a thorough visual inspection is central to ensuring quality and consistency of the end product.

PROFILES FOR A GREENER WORKING ENVIRONMENT

NATURAL GREENWALLS IS A PATENTED SYSTEM FOR WALL-MOUNTED PLANTS IN OFFICE SPACES AND LARGE PUBLIC BUILDINGS. AT THE CORE OF THE SYSTEM IS A HIGHLY COMPLEX PLASTIC PROFILE – EXTRUDED, PREPARED AND DELIVERED BY PRIMO, OF COURSE.

The Natural Greenwalls system consists of a wall-mounted profile onto which are hung pots or plant cassettes and the pipes needed for irrigation and drainage. The critical mounting profile, made with ABS or with fire-retardant plastics, is an extruded profile measuring 19.5 cm in width and delivered in 1-metre lengths. The geometry of the profile is intricate and must be produced with absolute precision. That's why Primo was chosen to make it.

A partner, not just a sub-supplier

"The fact that Primo is able to deliver complete and ready-to-use profiles cut into the right lengths is very important to us," says Ulrich Grønning, CEO of Natural Greenwall and inventor of the patented system.

"Although our company is a relatively small customer for Primo, they take us every bit as seriously as every other customer they have. So when we approached Primo with our ideas, they were enthusiastic and dedicated from the very start. Their expertise was invaluable, especially as few extrusion companies can handle profiles as large as and complex as ours."



VERTICAL GROWTH

Natural Greenwalls create a pleasant working environment and have a Primo profile at its core.

LETTUCE GROWING MADE MORE PROFITABLE WITH PRIMO PROFILES

GREEN AUTOMATION EXPORT IS THE LEADING PRODUCER OF AUTOMATED GROWING EQUIPMENT FOR THE GLOBAL GREENHOUSE INDUSTRY. LETTUCE GROWING HAS BEEN RATIONALISED WITH NEW HIGH-TECH SYSTEMS – AND AT THE HEART OF THE SYSTEM IS A HIGHLY SPECIALISED AND PATENTED PROFILE MADE BY PRIMO.



Fully automated hydroponic lettuce production lines are becoming more and more widespread in the world of greenhouse farming. In this industry, speed, water and space are of the essence – raise crops faster and in less space, and you will be more competitive.

Green Automation Export (GAE) in Finland is one of the world's leading manufacturer of automation systems for the production of lettuce. Lettuce is a challenging crop that needs perfect growing conditions and careful handling in order to be shipped to the consumers as fresh as possible. GAE's business is to help growers raise crops faster and with less energy and water consumption.

40% increase in production capacity

GAE's newly developed system for lettuce production has revolutionised the world of greenhouse production. It increases production capacity by as much as 40 %.

The system is based on an H-shaped extruded profile, which forms the gutter where plants grow from seed to harvesting.

PRECISION IS VITAL

Although these gutter profiles look simple, they're not all that easy to make. For example the white plastic used must endure UV light. As a world leader in its field, GAE depends strongly on consistent delivery – and on Primo's capability to produce profiles according to very exacting standards.

PVC COMPOUNDING: A CORE SERVICE FROM PRIMO

A UNIQUE PART OF THE SERVICES WE OFFER AT PRIMO IS OUR IN-HOUSE PVC COMPOUND CENTRE IN FINLAND, WHICH SERVES BOTH INTERNAL AND EXTERNAL CUSTOMERS.

Compounds to produce plastic with special properties

Plastics compounding is a vital part of all plastic production. In compounding, different types of PVC plastics and additives with different properties are mixed and prepared as a raw material for final extrusion of profiles. The end product is typically in the form of granules or dry blends that can be used directly in extrusion machines to produce profiles with very specific material properties such as UV resistance and semiconducting capabilities. Different chemical properties can be added to the PVC compound.

Specialising in semiconducting plastics

"We can prepare almost any type of PVC compound the customer needs," says Anna Hokkanen, manager of the compounding centre. "Often, our customers have their

own in-house materials experts, so they come to us with a recipe and ask us to make it. But just as often we work closely with the customer to develop the raw material with the properties that are required. We have developed quite a strong expertise in semiconducting PVC compounds, for instance, all as a result of close collaboration with our customers."

Staying in touch with market development

One of the benefits of having an in-house compounding centre is that we can develop our own PVC compounds as the need arises. It means that we can develop new compounds quickly and smoothly, based mostly on existing PVC resins and additives. Naturally we follow market trends and news on PVC compounds and additives in terms of R&D as well as environmental aspects and REACH.



MIXING PLASTICS

The Primo Compounding Centre is a resource center for plastics knowledge for our customers – and for our own business units.

YOUR QUICK-RESPONSE TEAM

SPEED MATTERS. SOMETIMES IT MATTERS A LOT. WHEN YOU NEED THAT PROTOTYPE DONE NOW, OR WHEN PRODUCT DEVELOPMENT PICKS UP PACE AND YOU NEED TO GET THOSE TOOLS MADE AND PRODUCTION UP AND RUNNING, YOU CAN SAFELY TURN TO PRIMO.

We like to have total control of every step of the production process. All experience shows that this is the way to faster and more precise tooling and prototype development; when you can go to your experts and craftsmen and discuss a project with them in-house, it's just so much easier and quicker. Having tooling and prototyping in-house also means that you can count on us to handle every step of your development process with the trademark care and passion of Primo.

Quick response is essential

Primo has its own tooling and prototyping centres in several countries, supporting all of our business areas. Here we go through all the phases prior to actual production:

- Idea development
- Prototyping
- Tool manufacture
- Production planning
- Project management

With the advances in production technology – such as the invention of 3D printing – when time really is critical, we can offer prototyping in a matter of days.

Once the geometry of a profile has been determined, we can deliver a workable prototype much faster than

you would expect, and we will work from there in close collaboration with you, fine-tuning every single aspect of the product until we and you are satisfied.

Fast tooling - when speed matters

Primo offers efficient shortcuts to start up manufacturing by means of 3D print, prototype tools or low speed tools. Depending on complexity and capacity you'll save valuable time – in many cases, we can cut weeks off your production start.

Manufacturing and test running normally starts up after mutual briefing, and a meeting at which both sales as well as technical and production key employees take part. Immediately after the meeting we'll make a reservation for a production line that is exclusively earmarked for test runs.

Short delivery times

Primo's project team continuously aims to deliver best quality as quickly as possible.

Within five working days we will have chosen raw material, discussed design options, agreed on conditions with prospective sub-suppliers, decided on packaging and carriage, made competitive price calculations and provided the capacity needed.

PRIMO FACTS...

48 HOURS: OUR CURRENT RECORD
IN MAKING AN EXTRUDED PROTOTYPE



BUILDING

Primo profiles have many uses in construction and building projects. Extruded profiles are used for windows, doors, panels, trims, decoration and even for exterior use as PVC panel systems.



THE RIGHT PRODUCTS AT THE RIGHT PLACE, AT THE RIGHT TIME

IT'S AN INTERNATIONAL WORLD, AND COMPANIES, GOODS AND SERVICES MOVE ABOUT ALL THE TIME. LOGISTICS AND AFTER SALES SERVICE ARE AS IMPORTANT AS EVER. WE UNDERSTAND THIS - AND WILL ALWAYS AIM TO PROVIDE THE BEST POSSIBLE SOLUTION FOR YOU.

Product quality and skillful manufacturing are the basics of what we do. But availability is just as important to you as having the right products. Therefore Primo works constantly to improve and optimise our logistics, because we know that working capital is always on your agenda. As a key supplier or sub-supplier, we understand that our role – whether of assembly-line components for refrigerators or special parts for an undersea cable – is a crucial part of a complex supply chain.

We can also assume responsibility for the overall logistics in collaboration with your other suppliers and sub-suppliers. This is an assured way to saving resources, reducing the risk of mistaken orders and correct delivery. Based on the true requirements and level of complexity, we determine the optimum solution at the right cost.

The Primo logistics setup guarantees you:

- Reliable lead times
- VMI solutions
- EDI (Electronic Data Interchange)
- Consignment stock as per agreement
- Forecasts, traditional purchase orders and daily schedule cycles

PRIMO FACTS...

MORE THAN 50 % OF OUR CUSTOMER RELATIONS DATE BACK
MORE THAN 10 YEARS

WINDOWS & DOORS

Primo delivers extruded low-energy profiles to large producers of windows and doors such as Velux and Gaulhofer - profiles that help create windows with extremely low heat loss and zero maintenance for the homeowner.



QUALITY AND DOCUMENTATION

WHENEVER THE DEMAND IS FOR EXACTING STANDARDS OF QUALITY AND FOR CERTIFIED STANDARDS OF PRODUCTION AND DOCUMENTATION, PRIMO IS YOUR MOST RELIABLE PARTNER.

As a supplier and partner to many different industries, Primo is often required to live up to high standards of precision and documentation. In most cases the profiles we produce must comply with zero-tolerance standards. This is especially true in the medical industry, where the components we produce can be critical and can be in direct contact with such vital things as blood plasma and medicines.

Strict quality inspection in every phase of the value chain is a vital part of the Primo culture and is subject to continuous development and improvements, as the demands of various businesses change. Traceability is crucial to most of our customers, and computer control and monitoring ensure that all information is updated during production. Our tracing system is part of our ERP system which guarantees one hundred per cent control.

As part of our quality control programme, we have procedures in place to support and supply you with all necessary technical documentation, including drawings, schematics, material property reports, tooling specifications and so on.

A special focus on the medical industry

In our Medico resource centre, our dedicated employees are exclusively educated in clean room production and handling of products complying with DS/EN ISO 13485:2003 as well as specific customer quality requirements.

All Primo plants and facilities are certified to the ISO 9001 quality standard and the environmental standard ISO 14001.

We apply goal-oriented quality controls to:

- Raw material purchases
- Production & planning
- Product & process development
- Finished product control & fault-finding
- Administration & order processing
- Logistics & delivery
- Advice & service
- Training & staff development

PRIMO FACTS...

EACH WEEK, ALL YEAR ROUND, AT LEAST ONE OF OUR 12 PLANTS IS SUBJECTED TO AUDITS AND CUSTOMER INSPECTIONS.

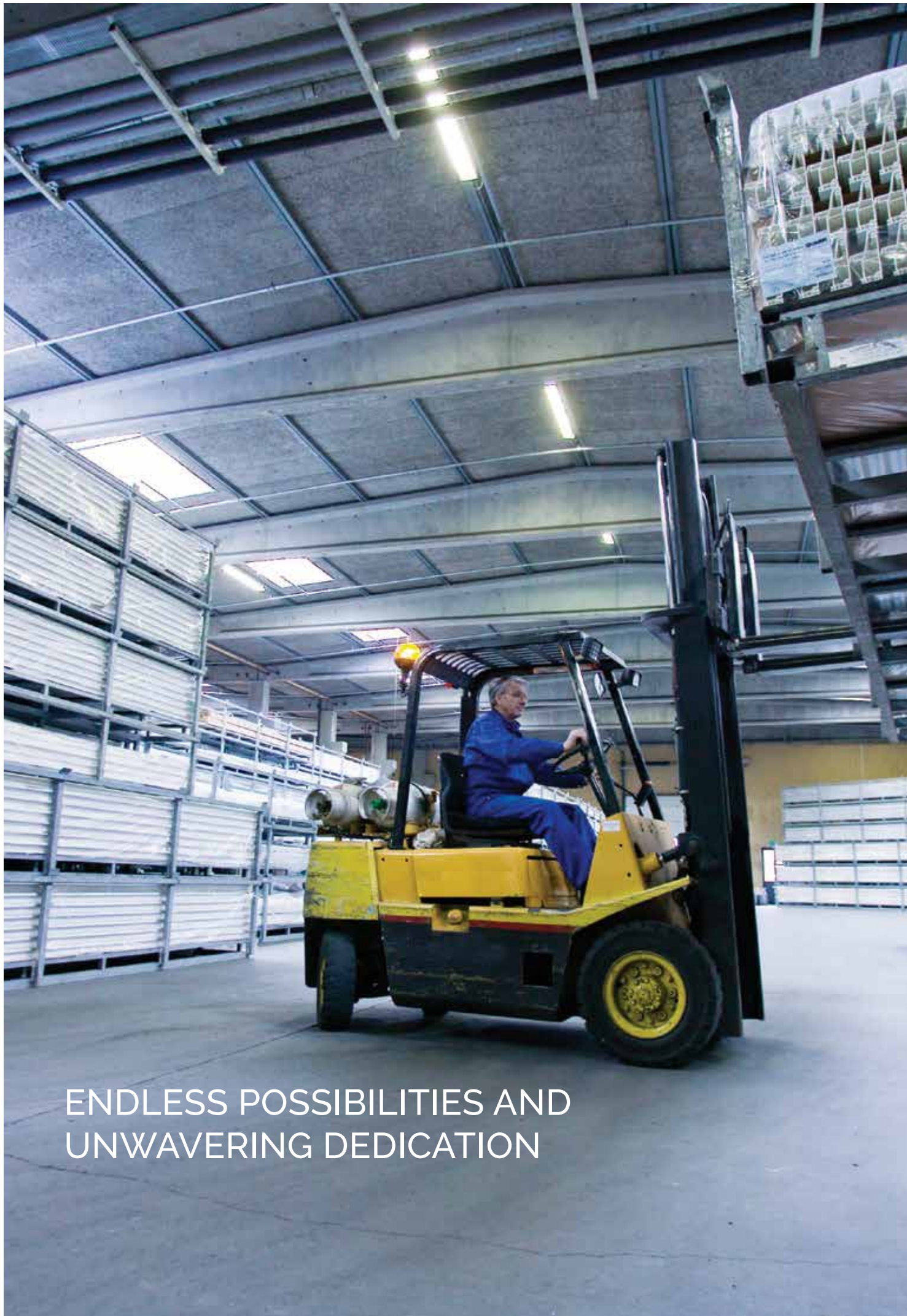
TRANSPORT

We deliver much more than just profiles. For small producers of truck trailers, Primo has developed a solution to the problem of making door seals: A unique welding system enables producers to cut and weld seals in-house when the demands arises.



OFFSHORE

Offshore cables run at great depths and cannot be accessed for maintenance. Primo provides offshore companies such as AKER in Norway with vital cable components and with just-in-time logistics.



ENDLESS POSSIBILITIES AND
UNWAVERING DEDICATION

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PRIMO GROUP

PRIMO DESIGNS AND MANUFACTURES TOMORROW'S PROFILES TO OPTIMISE PERFORMANCE AND SAVE RESOURCES.

Primo is an international extrusion specialist, supplying a multitude of industries with tailored polymer profile solutions, such as: Building, HVAC, Energy, Lighting, Offshore, Medico, Electronics, Transport and many more. Quality, customer satisfaction, environmental matters and safety are of paramount importance to our operations.

Driven by our care for a better tomorrow and based on our extensive experience, know-how and proven process, we continuously seek to design and extrude the profiles of tomorrow that will optimise performance and save resources. Thanks to the private ownership of Primo, we have the agility, ability, and willingness to invest in the future. We treat our customers as long-term partners and steadily work to improve our footprint.

INTER PRIMO A/S
www.primo.com

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