



FLANDERS CLEANTECH INTERNATIONALISATION AWARDS



PHIBO INDUSTRIES

INTERNATIONAL SUSTAINABLE IMPACT : By developing the SUBLIMOTION-process®, which is a controlled surface conditioning process to create a stainless steel surface with a specific added value, Phibo Industries contributes to a better environment. The SUBLIMOTION-process® cleans and conditions various types of substrates and surfaces in a controlled and reproducible manner, delivering extremely beneficial surface roughness, topography & energy and offers optimal corrosion and material fatigue resistance.

The SUBLIMOTION-process® works in a completely closed circuit, resulting in a reduction of energy consumption, waste and consumption of natural resources compared to other conventional technologies such as glass bead blasting.

Dangerous conventional processes (for the operator as well as the final consumer in the food industry) where chemicals are used (such as chemical pickling or electropolishing, etc.) can now be replaced by the safe and environmental-friendly SUBLIMOTION-process®. Instead of dangerous or poisonous chemical substances, the SUBLIMOTION-process® uses an inert and safe cleaning suspension consisting exclusively out of water and inert micro-particles.

The SUBLIMOTION-process® is unique in its industry and is easy to implement in a production area. Thereby, the flexible and efficient process is perfectly reproducible and implementable in several industries and on different locations. Thus, the SUBLIMOTION-process® has a huge potential regarding the international market.

ABILITY TO EXECUTE IN FUTURE – ENABLERS & INHIBITORS : Phibo Industries has filed a European patent for the SUBLIMOTION-process® and the name of the process has been registered at European level as well (registered brand).

The organizational chart and the individual tasks are adapted to the SUBLIMOTION-process®: during the past three years, Phibo Industries has reinforced its team with the following profiles which are almost fulltime working on this process: a marketing support, a business development manager and 2 R&D functions. This recruitment strategy will be continued in the future concerning the SUBLIMOTION-process® and other internal developments. These employees will help Phibo Industries to keep growing and to expand its market.

Phibo Industries' SUBLIMOTION-process® has already been nominated for the European Business Awards for the Environment by the European Commission, which confirms the sustainable character of the process and its important positive impact on the environment.

With the SUBLIMOTION-process®, Phibo Industries has developed a process that's unique in its kind. None of the conventional surface treatment processes (such as chemical pickling and passivation, electrochemical polishing etc.) have such a sustainable character and a positive impact on the environment.

INTERNATIONAL MARKET TRACTION

Geographical market(s) – in %

- | | |
|--|-----|
| - Belgium | 65% |
| - Europe EU – neighbouring countries (GE, FR, LU, NL,UK) | 30% |
| - Europe EU – other | 5% |

CONTACT

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More information: <http://www.phibo.be/>