



VANDER ELST

connecting solutions

Your partner

for quality **electrical installation materials** and **turnkey electrical solutions**. For all professionals working on projects in the residential, tertiary and industrial sectors.





Tim Baekelandt, CEO



Frederic Janssen, COO

We are challengers.

By not sticking with the status quo, we spur our customers on. We make sure we understand your business and think in line with your revenue model. That way, we all get the most out of working together.



Visit us on **vanderelst.be**

Discover our brands, products, market news, featured projects and meet our Vander Elst team.

With almost 40 years' experience, Vander Elst is an established player in the Belgian electrical market.

Our mission

We offer installation companies, developers, builders and wholesalers alike high-quality products from top international brands, with a strong focus on digital trade services and knowledge transfer.



Vander Elst, full-service importer since 1983

Our story begins with a townhouse and small workshop in Schaarbeek, combined with a good dose of courage and entrepreneurial spirit from Walter Vander Elst. When his son, Frederick Vander Elst, took the helm in 2001, this family business now had a second generation. Successful strategic takeovers and partnerships with leading international brands grew the company to become one of the largest Belgian importers in its market.

“What is the secret to our success?” asks Tim Baekelandt, current CEO. “Listening to what Belgian installation companies, builders and wholesalers need, and bringing quality products to the market in conjunction with the right manufacturers, all underpinned by excellent knowledge transfer and digital trade services.”

In addition to a full range of high-quality products, we offer



Swift supply thanks to local stock



Local assembly based on the needs of the BeLux market



Technical advice and support with your projects



Knowledge transfer on market trends and new technologies



Fast, quality customer service



Product, price and order information centrally available in a personal customer portal

What we advocate for

As encouragers of innovation and quality, it is our mission as a challenger to bring electrical products and solutions from top international brands to the Belgian market that offer a high-quality alternative to the established brands, whether it is for the residential or tertiary building or installation market.

What we believe in

We believe that, even in a mature market like ours, there is room for high-quality alternatives to the dominant top brands that often get the bigger share of the pie based on their history alone. But even more than that, we believe that innovative manufacturers who work with passion and focus within their niche, are a breath of fresh air for electrical installers.

What we stand for



Accessibility

We are accessible, reachable and enjoy contact with people. We work openly and transparently with our colleagues, partners, clients and supporters. This forms the basis for our fast and high-quality customer service.



Partnership

We think in terms of solutions, not products. As inquisitive and ambitious perfectionists, we know that we can go much further together than alone. We are partners who build on and trust each other's talent and, by working together, we create added value for our customers.



Speed & efficiency

We are hands-on, respond quickly to questions, and always seek out the ideal solution. We strive to create added value for our customers because we each take our own responsibility within our field. Our vast experience helps us quickly understand exactly what the customer needs. That makes us agile.



Positivity

We think in terms of opportunities, not problems. We inspire each other and encourage each other to do better all the time. We combine product knowledge with a continuous drive to better understand our customers. That way, we can anticipate opportunities within our fast-changing market and continuously create innovative solutions.



Vander Elst as a full-service partner

Why choosing Vander Elst is a safe and lucrative bet:



Sales market

- With almost 40 years' experience, we can call ourselves the number one go-to for electrical components on the Belgian market
- Centrally located and still easy to reach near Brussels for speedy distribution



Channels

- Experienced partner for electrical wholesalers in BeLux
- Full-service partner for large and medium-sized installation companies
- Reliable partner for manufacturers of office furniture, office furnishers and kitchen builders



Expertise

- 40 years' relevant experience in the Belgian installation market
- 25 inquisitive in-house experts
- Market leader in office electrification



Growth

- Strong growth figures with a growth forecast of 50% in 2025
- Investing in people and equipment as a growth strategy
- Proven track record in realising strong market penetration of foreign manufacturers in Belgium



Culture

- A young and ambitious management team with experts in every domain
- Family-like work environment with a healthy work-life balance
- Opportunity- and solution-focused thinking is in our DNA





WHAT WE OFFER YOUR SOLUTION

We offer a wide range. That is because, as an importer, we are spoiled with the quality products our manufacturers offer. From installation materials and tools to door communication, sockets, switches and construction-site materials. These are our specialist areas, within which we can offer you an all-round solution.

1

Electrification and cable management in the workplace and in public spaces

2

Building communication and security

3

Efficient and innovative installation

Electrification and cable management in the workplace

Nowadays, we are constantly seeing new ways of working. However, the point still remains that whether you are working flexibly, working from home, co-working, working in a satellite office or working at a conventional office, a modern-day office space needs electrification and cable management.

From a simple elegant socket to multi-functional IoT tools that enable workers to reserve a desk or parking space remotely. Whatever the formula you choose, we offer tailored solutions for all your **electrical and data connections for desk, floor and wall**.

A sample of our solutions from top brands:

1

BACHMANN is well known for offering **innovative designer sockets for a broad range of indoor and outdoor integrations** into furniture. The wide range includes office connection panels to stylishly supply sockets, and connections such as ethernet and USB. Their forte? Connecting wires through a **pluggable technique** that provides a quick and modern connection panel.

2

SIMON floor boxes offer a solution for connecting sockets and data. When offices are spread out, the energy columns and mini columns offer flexibility. The range of **aluminium trunking** ensures high-quality integration of cables and connections. Design and technology at its best.

3

Plug & Play. Quick and secure connections, without fault. That describes the **plug-and-play installations** with products from **ADELS**. The AC166G system is a complete package that meets the strict NEN standards. It is high quality and most components can be connected without the need for tools.



CONI connection panel



Upright columns on desks



Floor boxes for sockets and data



Contact cabling



Electrification and cable management in public spaces

Even for more public spaces, we have a broad range of practical solutions for electrification. For example, waiting rooms, a demo or training space or a hotel lobby. With our products, you will have continuous connectivity for power and data for all your visitors and passers-by.

Our top brands explained:

1

BACHMANN's integrated solutions save space without losing data or power. Need a solution for quickly charging a smartphone or laptop whilst visitors are waiting? Not a problem.

2

The **BACHMANN Pix** delivers immediate power and data, in harmony with the design of your furnishings.

3

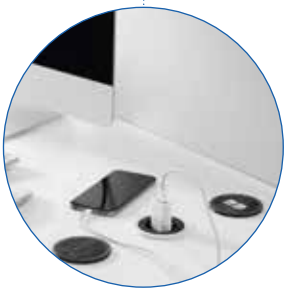
The IP66 **floor boxes** by **SIMON** offer a practical and waterproof solution for power and data supply in the lobby or close to the reception desk. Can be integrated into concrete and technical flooring.



Twist 2



Power frame cover



Pix



Floor box with manual closure

Electrification and cable management in public spaces

In spaces where a lot of people retreat to work, relax, sleep or recover, such as a hotel room or a room in a care home or hospital, modern electrification is no longer just a luxury.

A glimpse of what we offer:

1

SIMON switches offer a mix of smart and classic solutions. The Simon 100 series for example introduces you to the universe of IoT, distinguishes itself from the competition through its aesthetics and is available in black or white. The Simon 24 range stands out for its simplicity and is directed at the conventional project market.

2

With the **DALI plug-and-play option from ADELS Contact**, dimming and regulating lighting according to daylight becomes child's play. The cabling via the ceiling is reliable and safe and saves professionals a lot of time.

3

The **Desk 2 on-desk units** by **BACHMANN** enable remote working out of a room. What's the bonus with this product? Its combination of design and functionality.

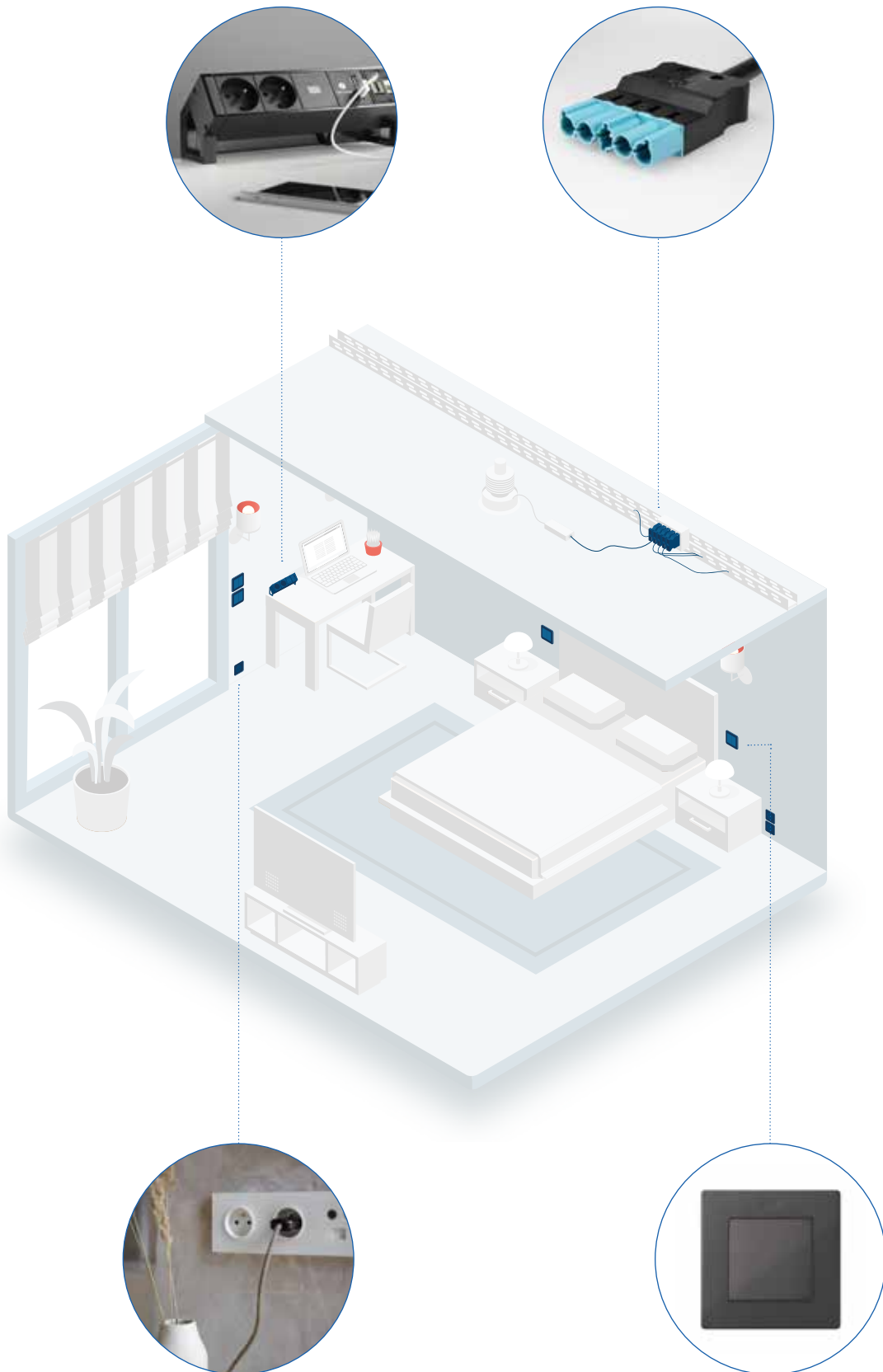
simon
LIGHT UP EMOTIONS

ADELS
contact

**BACH
MANN**
We power your life

Desk 2

Cabling for DALI applications



Simon 100

Simon 24

Communication and security at a residential or industrial site

Apart from electrification and cable management, installation companies, builders and project developers can come to us for their full communication and security needs in and around a residential or industrial site. We offer a complete range of video and intercom solutions, products for access control such as doorbells, door locks, and motion and presence detectors.

Since 2016, Vander Elst has been the exclusive distributor for the Italian Urmet Group in Belgium and Luxembourg. Their capacity for innovation and their ability to develop systems that considerably shorten installation times for professionals and greatly simplify the use of their products, make them an absolute leader in their niche.

- 1 **URMET** have already stood out from the crowd for many years thanks to their **audio and video telephony systems**. Their outstanding two-wire approach is one of a kind. The integration with **YOKIS**, a sub-brand within the URMET group, in the most recent receiver series, also responds to the latest smart-home requirements.
- 2 **Access control specialist, FDI**, an expert in residential and tertiary solutions, also belongs to the same URMET group. Thanks to the **OPENERS & CLOSERS** product range, it is also possible to connect the most recent access control systems to **electronic** and **electromagnetic door openers**.
- 3 The icing on the cake of a building is a functional **doorbell system**. For this, the broad range offered by **GROTHER**, also a member of the URMET family, will definitely offer an ideal solution for any budget.
- 4 Soon there will no longer be any homes or offices without one or more electric charging stations in the car park. We also offer **top quality charging stations for electric and hybrid vehicles** for various applications. Looking for stand-alone or would you prefer a model that can be affixed to an external wall? No problem. We also offer various solutions for **electric bicycles**.



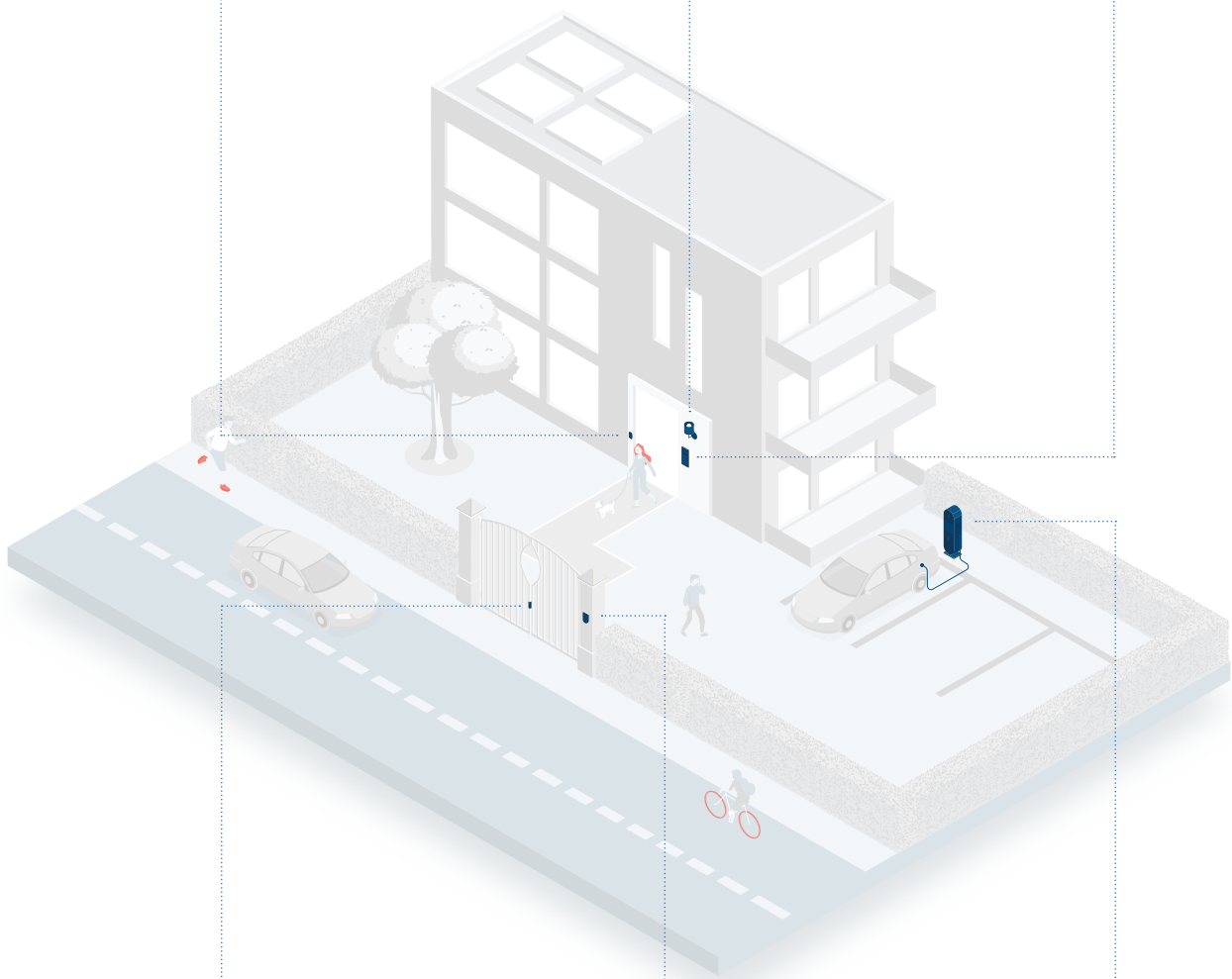
Access control linked to remote management in the Cloud



Lighting controls



2-wire or IP door access control



Electrical door lock for gates and fences.



Autonomous access control with code keypad or badge system.



Charging station for hybrid and electric vehicles

Communication and security at a residential or industrial site

In these modern times, would you like to fit out a site with all the bells and whistles in terms of communication and home automation? We can help you with that too. What about dimmers, timers, programmed blinds, door automation, thermostat regulation and smart doorbells that allow you to open the door remotely?

1

Or how about answering a ring at the doorbell from the site with a handsfree monitor connected to the WiFi or LAN network? In the **URMET** range, you can find a solution for any type of property. Are the most **modern applications** not relevant to your specific project? Come to us for traditional solutions (internal unit with phone) and **budget-friendly alternatives too**.

2

You say **home automation**, we say **YOKIS**. YOKIS designs and manufactures electronic modules for electrical installations, both cabled and via radio. With this, the light in a lighting circuit can be connected and disconnected, dimmed or timed. This facilitates control, programming and centralisation of blinds and curtains, door automation and thermostat regulation.

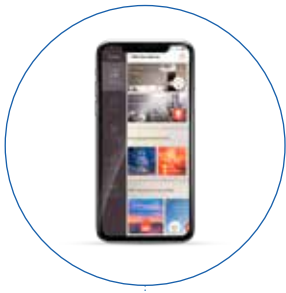
3

Luckily, residents or office occupants no longer have to be at home or available to answer a call at the door. With the Vidoora **smart doorbell** from **GROTHE**, the receiver gets a notification on a smartphone app. You can see who is there and then decide whether to let the visitor in or not, give a message via the intercom or simply leave them standing at the door. Handy, right?



Control lighting, blinds and
comfort controls via an app

VOG5 internal monitor



Vidoora smart doorbell

Alpha external unit

Innovative and efficient installation for residential

One of our greatest motivations is to make the day-to-day professional lives of electrical installers easier. This is a *raison d'être* we share with electrical wholesalers in Belgium, the place to go for professionals looking for installation materials.

Wholesalers can rely on Vander Elst to provide them with high-quality installation materials on time. As a challenger in the market, we offer products from top international brands such as **RAYTECH** (insulation for joints), **FTG** (busbars) and **WISKA** (cable entries and junction boxes), which offer a beneficial alternative to the established players available everywhere.

1

WISKA is the German market leader for **cable entries** for both small-scale residential and complex industrial projects. Their cable entries are incredibly good and the most suitable for making the cabling in their junction boxes or the **FAMATEL** distribution cabinets water- and dust-proof.

2

For **connecting power cables**, for both overground and underground use in applications where speed, user-friendliness, and water-proofing are important, we recommend **RAYTECH** gels. Their **prefilled joints and junction boxes** guarantee permanent waterproofing (IP68). Their gels also have an unlimited shelf life.

3

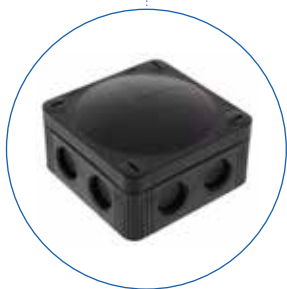
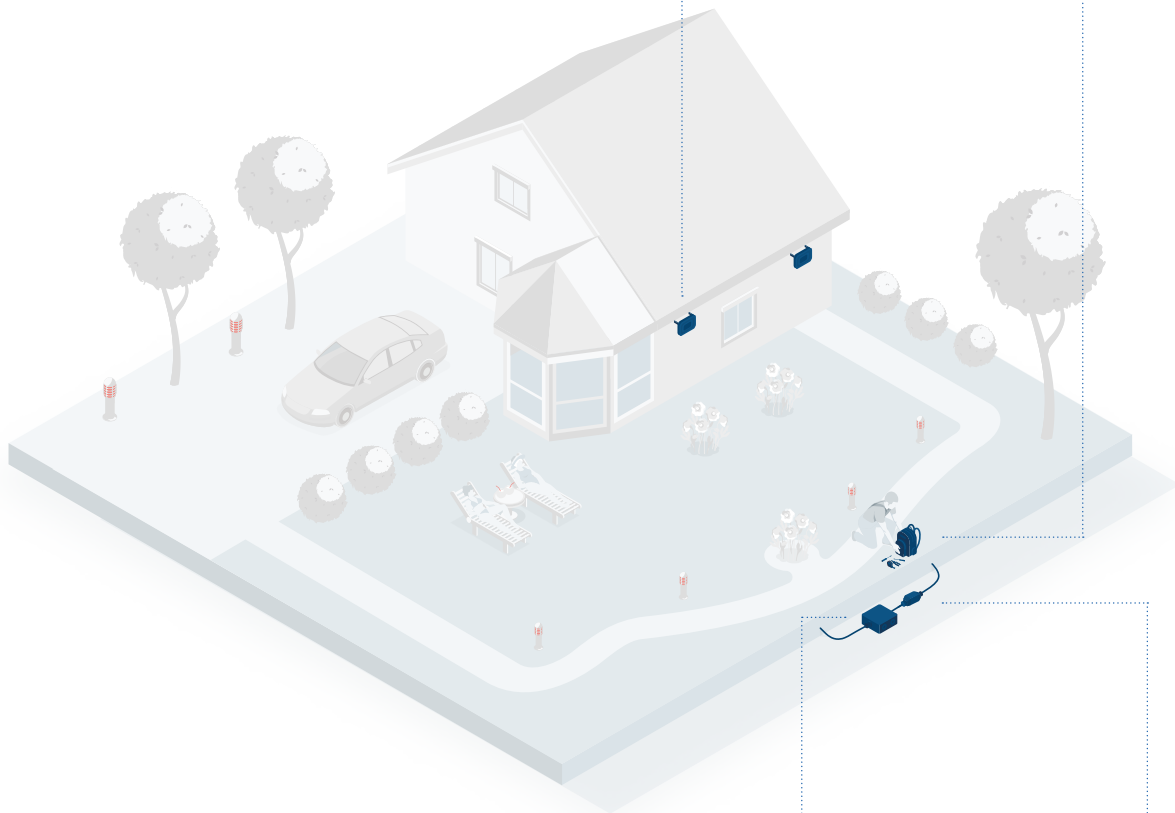
For day-to-day installation works, Vander Elst supplies the necessary **work tools** from **CIMCO**. German reliability is key to their range of professional screwdrivers, pliers, cable-pull systems and fitting tools for every electrician.



Outdoor site lighting



Collection of work tools in a handy rucksack or case



Junction boxes



Waterproof cable glands



Insulating fillers



Pre-filled connectors

Innovative and efficient installation for building sites

On building sites, there are specific requirements for power and lighting. We are fully familiar with swiftly providing tertiary projects with high-quality and safe work tools too.

1

With the E-Yard **meter and distribution cabinets** we have a broad range for providing your project with power whenever necessary. In combination with the **industrial sockets** by **WALTHER WERKE** and **FAMATEL**, performance and security are guaranteed.

2

AS SCHWABE can justifiably call themselves the specialist in **cable reels, power distributors and extension leads** for professionals. Their range is packed full of tools for anything from smaller jobs to major works on a building site. The search is over if you're looking for construction site lighting too.

3

And of course we also offer every installer's essential companion: **the toolbox**. Flexible use, fully and practically organised, so that the right tools are always within reach. In our range: rucksacks and cases for all specialists by **CIMCO**.



Famatel®



as®
Schwabe
TechnikProdukte

cimco

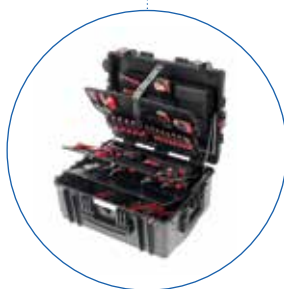
Extension lead for industrial applications



Outdoor site lighting on stands



Building site electrical enclosures on a stand or to be fitted on a wall



Toolbox with work equipment



Cable reels



Vander Elst Academy

In the Vander Elst Academy, you can keep your **knowledge and experience** fine-tuned. We organise **training courses** and give **webinars and workshops** for the electrical installer. We do this with a team of in-house experts but also external experts who share our passion for this industry.

On [vanderelst.be](https://www.vanderelst.be) you will find our training schedule as well as past training courses you can review.

Vander Elst NV
Oostvaardijk 42
1850 Grimbergen

T. +32 02 242 79 59
info@vanderelst.be

www.vanderelst.be

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