

# MATIC INTERVIEW

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**JOS STOIT, Managing Director  
Guillaume Janssen Global B.V.**

May 2nd, 2022



**GUILLAUME  
JANSSEN**

MATICMACHINES.COM



# "GO TO THE COMPANY THAT USES THIS MACHINE, AND TALK TO THE OPERATORS"

## COMPANY BIO

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- Name: Guillaume Janssen
- The year of establishment: 1967
- Netherlands
- Employees: 24
- Products:  
Unique fabric screens and fabric awnings for the solar screen market.

In this series of interviews, we would like to put the spotlight on different partnerships and get insight on what it means to be part of the Matic Family.





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Guillaume Janssen B.V. is a world-wide manufacturer located in Netherlands. They are specialized in producing (unique) fabric screens and fabric awnings for sun protection market.

Guillaume Janssen helps their customers find the right solution when the other standard suppliers cannot fulfil the special demands: special size and specification, zip system larger than 18 m<sup>2</sup>, and any imaginable shape (rounded, curved, parallelogram, arc-shaped etc.)

Customer satisfaction helps Guillaume Janssen win large projects internationally: the Parkhouse Oxford Street London, the Goodzone shopping centre in Moscow, Boris Jeltsin Museum in Jekaterinaburg, or a building complex in Shanghai.

Customer satisfaction also helped Matic win Guillaume Janssen as a client.

Mr. JOS STOIT, Managing Director of Guillaume Janssen, was kind enough to share with us the key factors in choosing Matic.



**“ Pleasant contact  
Expert advice  
Increased efficiency  
Excellent service orientation ”**



**Matic:** • You have bought both the M1 and M2 cutting machines from Matic through our dealer Arjatex. Can you please let us know the decisive factors that have helped you make these decisions?

**Guillaume Janssen:** The pleasant contact and expert advice from Theo Janssen of Arjatex (Matic dealer), combined with a company visit to see the machines in operation, convinced us to proceed with the purchase.

**Matic:** Please describe your experience with Matic and our partner Arjatex.

**Guillaume Janssen:** Our experience can be called good. Agreements are kept and the employees who took care of the installation understand their profession. In addition, Arjatex's service orientation is excellent.

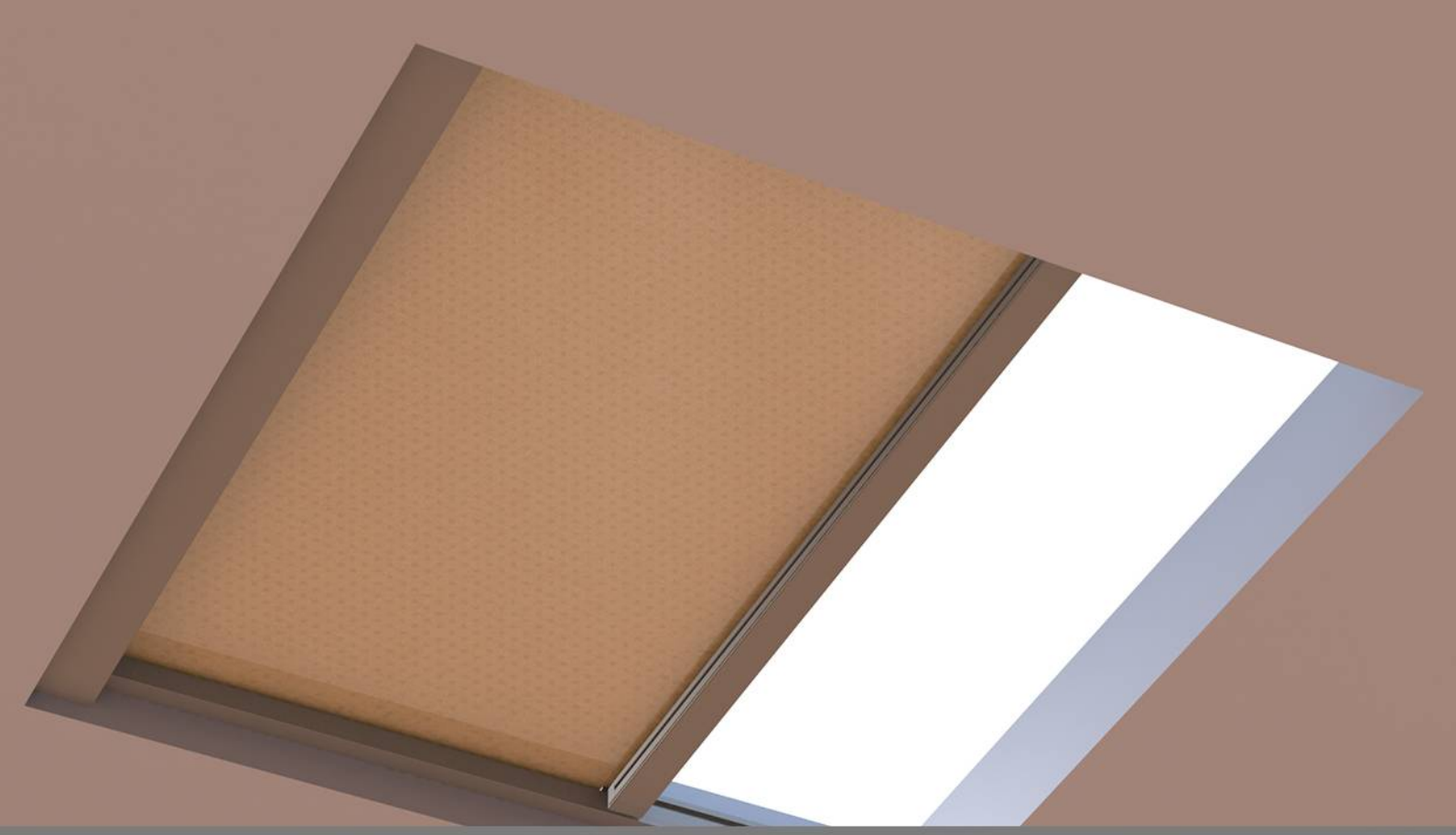
**Matic:** How have your Matic Machines improved your production, or impacted your company?

**Guillaume Janssen:** Efficiency has increased, which means that a higher production capacity can be realized. In addition, the employees are very satisfied with the operation of the machines and the ease of use.



**“The employees are very satisfied with the operation of the machines and the ease of use.”**

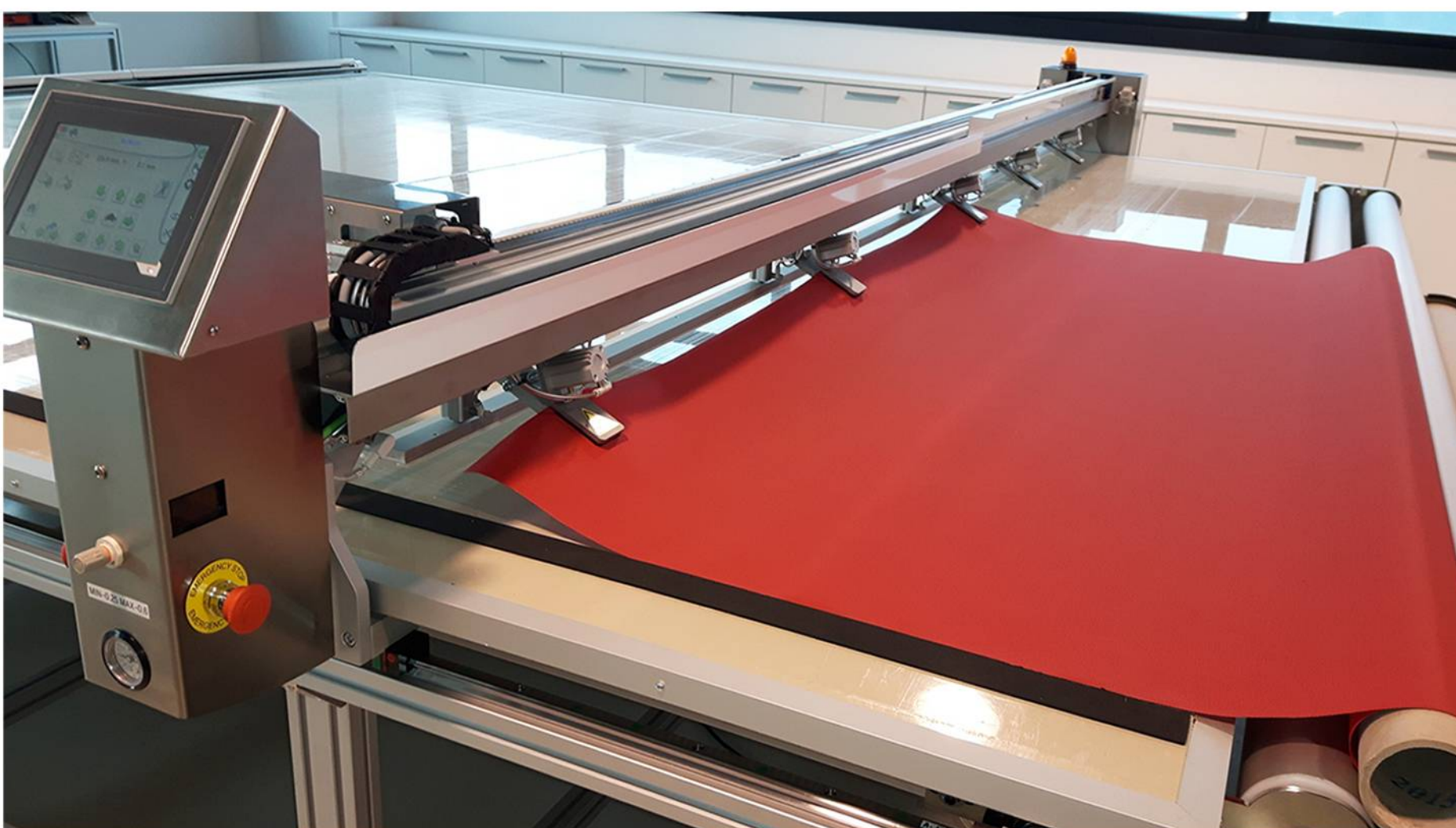




*Thank you to  
Mr. Jos Stoit  
and your  
team for your  
trust. And  
thank you to  
Theo for your  
excellent  
work.*

**Matic:** What would be your message to other companies considering equipment purchases?

**Guillaume Janssen:** Be well informed whether the machine can do what you expect it to do. Go and look at companies that already work with the machines and talk to the employees at the machine. And if possible, visit the Matic factory itself.



**GUILLAUME  
JANSSEN**  
VISIONARY BLINDS & FABRICS

**MATIC**