

## **DO YOU WANT JUST A BONDING SEALANT OR DO YOU WANT TWEHA?**

*Interview with our Senior Managing Director Mario van Leeuwen.*



When asked what makes TWEHA so special, Mario answers: 'What makes us stand out is our extensive knowledge of facade technology. With our background of an internationally operating engineering company that was only involved in cladding for decades, we have focused on one discipline: bonded cladding.'

TWEHA now supplies its adhesive systems all over the world. 'We live in a world of Zoom, Teams and email. Short lines, so we communicate all day with our distributors abroad. We start in the morning with the Far East, then we do the Middle East and Europe, and at the end of the day we are in touch with the USA and Canada.'

### **THE WAY OF THE PROBLEM SOLVER**

'Our ambition to be the best worldwide in the field of bonded wall cladding is slowly becoming a reality: we are now active in over 40 countries. Although we certainly do not have the ambition to be the biggest, we do have the ambition to be the best. Our relations should be our fans', Mario van Leeuwen puts it in perspective, 'I am often asked how we get our international contacts. Our international business is built on recommendations and solving problems that our colleagues leave behind. Potential customers look for us! Our knowledge and experience of facade technology also adds that extra to just selling adhesive products only.'

TWEHA is looking only for distributors who are really willing to go for it. 'The basis is the same all over the world: customers want to deal with someone who is passionate, honors his agreements, is active locally and on top of that also has knowledge of the business.' thus Mario van Leeuwen. 'And it is on this last point in particular that we provide our distributors, our Partners in Bonding, with optimum support. Together we want to exceed the service expectations of our customers. That's in small things, reacting immediately to questions, offering support in consultation with supervising parties and taking every question seriously. That's why we're able to do huge projects all over the world.'