



Over 90 Years of Building Innovation.



Message from the President

The hardware and construction industries continue to shape society as they grow even bigger and continue to give opportunities to many. At Co Ban Kiat Hardware Inc., we recognize that our role and responsibilities grow in step with our endeavor to meet the expectations of our consumers.

Guided by our corporate vision to be the largest network supplier of the biggest brands in the world in the hardware industry, we resolve to work at sourcing the best products to supply our customers that would contribute to their success. We will always ensure that the best products are always available to our customers, anytime and every time.

As a young man, I always had this vision of being able to create a more convenient way to live and this has become my personal advocacy: To provide every Juan easy access to world-class products.

Johnny Cobankiat
President
Co Ban Kiat Hardware, Inc.



A Remarkable History

Co Ban Kiat Hardware Inc. (CBKHI) is one of the few pioneering hardware businesses in the Philippines which has withstood the test of time. It all started in the 1920s when the family patriarch Mr. Co Ban Kiat opened a store in the heart of the Manila Chinatown under the name Co Ban Kiat Hardware. Business resumed after World War II but it was not until after three years later, in 1948, that the company recovered. The new CBK building was constructed on the very same spot where it stood before the war.

Co Ban Kiat Hardware Inc. (CBKHI), also known as the “House of Home Improvements”, has been at the forefront of homebuilding supplies. From selling nails and iron wires as their main products, CBKHI has evolved and is now considered as one of the country’s leading suppliers of top-of-the-line hardware materials. Driven by excellence, CBKHI initiated the retail concept for hardware stores in the country. Now a household name when it comes to industrial, construction and home improvements, CBKHI has lived up to its vision of turning houses to homes.

CBK brands include: Yale * Danze Faucet Eurostream * Stanley * Ezset * Baldwin Locks * Delta Faucet * Dorma * Hunter Fans * Westinghouse Fans * Karcher * KSS & Miller by Sharphand * Shopvac * Zenith * Safewell * Nilfisk, Pelican

Traditional / Wholesale

This has been the usual trend of doing business in the hardware industry for many years. CBKHI could not ignore the fact that this market used to be the biggest channel resource, providing it with a huge volume of customers. In keeping with local and global competitive trends, CBKHI makes sure its distributors and dealers are well-equipped to handle the future by introducing innovative products and new services. Dominating the field for more than 90 years, the traditional market is still at the root of CBKHI operations.



Industrial

Through the years, CBKHI has expanded its markets to include various industrial sectors such as mining, aviation, manufacturing companies for power, water and gas, and multinationals.

CBKHI transformed itself by providing corporations with tangible market solutions, taking into account the primary concern for safety features that will minimize, if not totally eliminate, hazards and thus avoid casualties.

Through the years, CBKHI was able to adapt to the changing times, the emergence of new markets and the growing demand from the industrial sector. It is our main desire to provide more solutions to ensure the efficiency of our customers' operations and the safety of their employees by providing superior-grade products that support the daily activities inside their facilities.





CBK Family

CBKHI did not grow to what it is today by dint of sheer hard work. Aiming to be the best is what made the company what it is today. A strong ambition to become the leading logistics hub of top brands of hardware supplies, tools and home improvement materials led to the birth of Ace Hardware and Coby's Design Center. Currently, the CBK brands are visible in hundreds of retail chains scattered all over the country.





Coby's Design Center

To answer the demand for more luxurious products that adhere to world-class architectural design concepts, Coby's Design Center was established in 1996. This specialty store offers a wide array of products that showcase versatility and innovativeness and are custom-made to suit the discriminating tastes of the modern Filipino. On prominent display are well-known brands such as Baldwin locks, Dorma door closer, Hunter, and Westinghouse ceiling fans, to name a few.

Coby's Design Center has made a name for itself as the merchant for the design industry as well as the discerning homeowner, providing utmost service for the total satisfaction of its clientele.

Fairbanks

CBKHI is a business partner of Fairbanks scales for more than 50 years. Established in 1830, Fairbanks is one of the oldest industrial manufacturers in the United States. It invented the platform scale, setting the standard for weighing technology. This paved the way for Fairbanks to provide weighing solutions for the steel, manufacturing and various sectors. Fairbanks scales range from table-top bench to heavy-duty industrial truck models with a load capacity of up to more than 100 tons. Fairbanks is one of the leaders of weighing equipment and services in the Philippines. Backed by 90 years of affiliation, Fairbanks has, over time, honored the tradition for reliability and dependability.





Construction Division

CBKHI established a construction division to cater to the high demand coming from the construction sector. This division boasts of an extensive line of high-quality architectural door hardware namely Dorma door control, glass fittings and panic devices . Yale locksets and door closers that cater to various plans for both low- and high-rise buildings as well as low- and high-end residential projects. Also falling under this category are plumbing fixtures of which Delta and Danze faucets are the bestsellers. It comes in a wide range of styles and matching bathroom accessories appropriate for any master or secondary with powder bath complete with a shower system and built-in hand shower.





New Market. New thinking.

In the early years of the hardware industry, it is believed that wholesale marketing and selling is the most rewarding. The revenues were significant enough. Accordingly, going through the modern channel or the retail business seemed to be unprofitable thus unfavorable to many.

Breaking the norm, CBKHI ventured into the retail business, starting with the basic hardware products only. In time, the company expanded its line to include electrical, household, plumbing and decorative fixtures. Today, CBKHI is one of the leading suppliers in all major retail or home improvement stores. It is one of the top suppliers of The Hardware Workshop (now known as Ace Hardware) which is tops in the hardware retail business. With this, a new phase in CBKHI's corporate history began.

Meanwhile, the idea of home improvements and do-it-yourself repairs began to gain momentum here in the Philippines and greatly contributed to the success of the company.

As we continue to offer more options to our valued customers, we also look forward to finding new avenues to bring in more and exciting merchandise that would certainly give us the edge as an innovator in the retail business.

Logos and Brands



BALDWIN
Make a Statement.



BrassCraft®

Campbell®



ELEMENT SYSTEM®

eurostream

The Fiber Link
EZSET



Hunter

interDesign



makes a difference



Master
Lock



Navigator



We Build
Reputations

RIDGID



Schneider
Electric

shop·vac

simplehuman



VIPER



zenith

TALENT
by EZSET

TVILUM-SCANBIRK

BEK

