



PMC Colinet

Faubourg de Mignault, 17
B-7070 LE ROEULX
BELGIUM

Phone +32.64.67.37.77

Fax +32.64.67.32.67

Email: info@pmc-colinet.be

www.pmc-colinet.com



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Publi Center b.v.b.a.
Herckenrodesingel 77 bus 5
B - 3500 Hasselt
Tel.: 0032 (0)11 - 85 92 00
Fax: 00132 (0)11 - 85 00 45
e-mail: publicenter@yucom.be

Publi Center b.v.
Graafschap Hornelaan 182
6004 HT Weert
Tel.: 0031 (0)495 - 58 34 66
Fax: 0031 (0)495 - 58 34 92
e-mail: info@publicenter.nl
www.publi-center.eu

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"World Leaders in Tube Finishing Technologies"



Exemplary complementarity between Belgium and the United States

Who could have imagined one day the international success of the merger between the American company PMC Industries founded in 1912 in Wickliffe (North-East Cleveland, Ohio) and the Belgian company M.P. Colinet founded in 1921 in Le Roeulx (South Brussels, Wallonia)? It is true that PMC Industries was already a company ahead of the field in the sector of tube threading, introducing the first cutting tools for thread cutting machines in 1958.

Since their integration into a group as prestigious as Park Ohio in 1999, PMC-Colinet has been a dominant player on a market where globalisation and the oil crisis change the state of play on a daily basis.



Openness and adaptation

PMC-Colinet undoubtedly owes this success story to the proximity achieved with its various clients spread out over the four corners of the globe. In Europe and the United States, of course, but also in emerging countries such as China, Russia, Brazil and India, the company's employees foster the same desire to listen to their client and understand the needs that underlie their collaboration, and to think up solutions that are adapted and specific to each individual case with which they are faced.

In the era of globalisation, the standardisation of some machine parts produced by PMC-Colinet was undoubtedly a major step in the growth of the company. But it was by maintaining a substantial capacity for adaptability vis-à-vis the materials or quantities to be produced that PMC-Colinet was able to land large contracts in both the United States and Belgium.

In the oil industry as in other industries, the quest for standardisation has its own limits. PMC-Colinet has understood this and faced with the vital need to reduce costs adopts an impressive flexibility, making it possible to bring extremely specialised machines onto the market in keeping with the highly precise needs of a client that is ever more demanding in this regard.



Productivity and complementarity

The combined challenge of productivity and specialisation is successfully met by PMC-Colinet on a daily basis both in Belgium and the United States, using machines that are paradoxically more expensive than their standardised competitors. What is the reason for this success in spite of this obstacle to the desire for the lowest possible cost price fuelled by a large number of clients? Machines bearing the PMC-Colinet mark not only have increased productivity, but also respond with just as much efficiency to the legitimate need for flexibility and adaptability. Put simply, these machines offer an improved result, in larger quantities, and over a shorter period of time. To sum up, they represent another way to respond to the need for productivity as evoked above.

Only integration in a group of the size of Park Ohio could allow PMC-Colinet to meet the dual challenge of quality and specialisation. With production, research and development and marketing departments spread over American and Belgian soil, today the company is able to meet clientele expectations even more quickly and efficiently.

An example? Whilst in Belgium the machines produced turn the product over to allow tools to penetrate it and to meet the requirements of specifications, the American teams have for their part developed a technology that consists in turning the tools around a product which, in this case, remains still. Two technologies that are extremely complementary and allow for a response to a large number of cases on schedule and with unbeatable quality. Belgian technology will therefore be chosen for the production of premium type joints and/or for the production of several different types of joints over short periods, whilst the American technology will be preferred for mass production, but for an identical type of joint.

The strength of the Park Ohio group is also that they are able to place a given production site at the service of a specific order, whatever its destination or the place in which it was taken. This joint action is an additional asset which strengthens the capacity of the plant to fill its order book more effectively while complying with deadlines that are always increasingly urgent.



A major asset: shared expertise

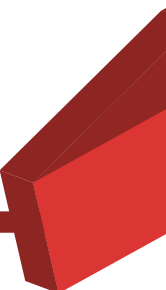
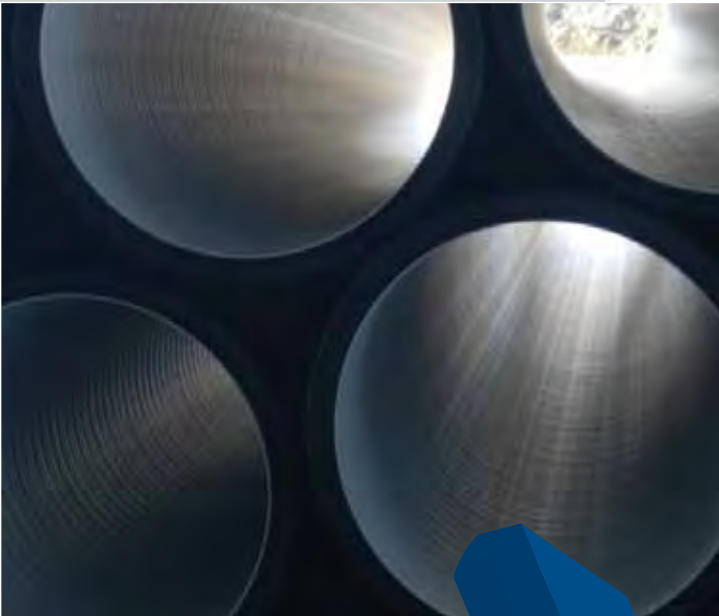
In order to understand the keys to the current success of PMC-Colinet, we have to go back to the story which made possible the merger of these companies and their integration into Park Ohio. When Park Ohio, an American holding, was looking to increase its presence on this specific market, it saw the interest in taking over the company PMC, which was in difficulty. PMC's main competitor was Colinet. For Park Ohio and the management of Colinet at the time, it therefore seemed obvious that a merger between the two companies would make it possible to offer an optimal service since it was based on the combined expertise of the Belgian and American entities of the new company thereby created.

In 1999, this creation directly enabled new perspectives to be opened up for PMC-Colinet, allowing it to grow with ambition whilst being able to lean on the stability of its new owner. This complementarity enables the management to allocate orders depending on the specialities of each company and thereby to respond with impressive efficiency to the ever more specific demands of globalised clientele

Wickliffe and Le Roeulx, nerve centres of an international network.

Based in Le Roeulx, in Belgium, where a hundred people are employed and in Wickliffe, in the United States, PMC-Colinet is the reference for all those who take a close interest in the highly specific sector of tube thread cutting for the oil industry. Their clients are located in all four corners of the globe and are leaders in the field of tube finishing.

Companies such as TPCO, Vallourec & Mannesmann, etc., tube suppliers, world leaders, show their interest for the precision work that can be carried out by PMC-Colinet in supplying not only extremely sophisticated machines, but also after sales service which is becoming more and more developed.



Quality as a watchword

The main strong point which can explain the success of PMC-Colinet is most certainly its capacity to offer a service that does not exist within competing companies. Up until recently, suppliers of machine tools contented themselves with creating machines and delivering them to their clients, leaving it up to them to train teams capable of facing up to breakdowns, machining and the adaptation of tools to circumstances.

PMC-Colinet has developed teams of specialists who respond favourably to client expectations. "After sales service" is efficient, permanent and also allows for the development of a new type of activities, more centred on service than on machine production as such.





Concentrating on added value

PMC-Colinet has decided to subcontract all production phases with low added value so as to fully focus on more specific activities that call for cutting-edge expertise to efficiently meet client demands. An example? Precision in mandrel finishing is of capital importance to assure the quality of threading for all types of joint, both standard (API, GOST) and complex Premium plus joints (VAMTOP®, FOX®, Tenaris Blue®, TPCQ®, BDS®, etc.). This finishing work is kept within PMC-Colinet, as they are aware that this specialisation is the guarantee of their future.



A future in diversification

The future is very much at issue within PMC-Colinet which, after restructuring in 2003, has acquired the necessary skills for its recovery and growth. That is the reason why a large amount of investment is granted to the Research and Development department so as to fight the oil crisis and diversify its activities towards new sectors with just as great a need for the use of quality machine tools.

Today PMC-Colinet is proving its ability to impose itself in a niche sector thanks to the perfect cooperation between the American and Belgian entities. Integration within such a major group as Park Ohio has also allowed for sustainable development and a diversification of activities. This is a challenge that calls for substantial daily investment by management.





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Tél: 081/257070 - Fax 081/231320



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PUBLIcenter

België:

Herckenrodesingel 77 bus 5 B - 3500 Hasselt
Tel.: 0032 (0)11 - 85 92 00 Fax: 0032 (0)11 - 85 00 45
e-mail: publicenter@yucom.be

Nederland:

Graafschap Hornelaan 182 6004 HT Weert
Tel.: 0031 (0)495 - 58 34 66 Fax: 0031 (0)495 - 58 34 92
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