



BIP PEROLO FORESEES GREAT THINGS FOR THE CHINESE YEAR OF THE OX

In early 2015, BIP Perolo's CEO Thierry Bourguignon took the bold decision to move Perolo's subsidiary 1,000 km southwards, from Langfang (close to Beijing) to Rudong (close to Shanghai). His main reasoning for this was the company's new proximity to the prominent Chinese tank manufacturers, who are all situated in the Shanghai area.

He decided the move would allow for "better customer service, closer customer relationships and faster deliveries".

As well as moving geographically, Perolo decided it would seize the opportunity to redefine its subsidiary's purpose at the same time, by adding an in-house foundry and a fully-equipped factory.

While the Perolo factory in Langfang

had only been an assembly-line facility for main ISO equipment, the new facility in Rudong contains an in-house foundry and an expansive manufacturing facility, including welding, machining, polishing, assembling, testing and quality control.

The strategic advantage gained by having this in-house foundry, is being able to control the quality of the product from the very beginning of the manufacturing process, right up to the delivery of the finished parts.

This decision was also bold because the company knew that most of the existing Langfang employees were likely to decline the offer of a job in the new facility because of the 1,000 km distance.

This meant finding a qualified

workforce, trained to the high standards expected at Perolo, which was no mean feat. Perolo says: "To do this at the same time as maintaining production for a busy market without any disruption to the supply chain, was to be our biggest challenge to date."

It adds: "But thanks to a massive amount of strategic planning, great teamwork between the French headquarters and the new Chinese subsidiary, and the tremendous work of general manager Jane Shu, it was a success."

The relocation of the factory was planned months in advance, with a detailed schedule of which assembly lines to move when, and which parts would need to be shipped ahead to



ensure that there was the very minimum possible disruption for customers.

Next, managers from each department of Perolo France (sales, engineering, quality, production) were flown over to observe the correct installation of the machinery, as well as to train the new workforce on internal procedures and the highest quality standards. These on-site visits were combined with remote support and training. As a direct result of which, a foundation of solid teamwork was laid and synergies between the two factories were established.

THE DRIVING FORCE

But none of this would have been possible without the relentless efforts and work invested in the project by general manager Jane Shu. Shu comes from an engineering background and has more than 30 years of experience in the tank container industry. She has also worked for Suretank, Singamas and NTTANK in various positions and is very well respected in the tank container industry.

Perolo says: "Thanks to her versatile profile and her stamina, BPJE has become an intrinsic and invaluable wheel in the BIP Perolo mechanism, ensuring that Perolo remains one of the leading ISO & offshore valve manufacturers, supplying valves all around the world."

STANDARDS UPHELD

BIP Perolo JIANGSU Engineering validated its ISO9001 approval in 2018 and as such both factories now have ISO9001 approval. Its high-quality



standards have been accomplished thanks to a series of investments in high tech quality control equipment, such as an x-ray spectrometer, a 3D dimensional meter, and tensile strength checking test benches. These ensure that the same standards can be achieved in both Jiangsu and Blaye.

BPJE's in-house engineering department streamlines the manufacturing process. Furthermore, the French R&D team make regular visits to the Rudong factory to supervise all engineering and manufacturing operations.

Before any enlargement of the scope of the equipment produced by BPJE is made, a Rudong engineering delegation is sent to Perolo Blaye to witness and understand the assembly process.

Additionally, a test sample of valves is regularly shipped from the Rudong

factory to the Blaye factory in France to undergo extra testing – this is to make sure the valves are manufactured according to the latest product updates. Independent customer satisfaction surveys are also conducted each year, to make sure clients' opinions are always taken into account.

PLANNING FOR THE FUTURE

BIP Perolo has not only made investments in quality control equipment, but also manufacturing equipment. BIP Perolo Jiangsu can now boast CNC machining, robotic welding and, most recently, a brand-new oven for the foundry, to meet increased production demand.

It says: "The fall in the order book of 2020 due to COVID is in the past now, and since the end of last year, production is on full speed again. Generally speaking, the tank container market in China has picked up again, and BPJE is at the forefront of this economic revival. The customers appreciate the geographic proximity that allows for speedy delivery and easy on-site interventions when necessary."

In conclusion, it says: "Today it is safe to say that the growth and rise of BPJE has contributed to the general success of the BIP Perolo Group. As we start the year of the ox, we anticipate that hard work and strength will be the hallmarks of Perolo."

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