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Companies' Expertise



Éditions du Signe

# PROTEM A CUT ABOVE THE REST

## WORLD LEADERS IN WELDING PREPARATION

PROTEM designs and manufactures a wide range of portable pipe machining, cutting, and welding preparation equipment for use in the Nuclear, Fossil-fuel, Hydroelectric, Renewable Energy, Oil and Gas, Petrochemical, Aerospace, Shipbuilding, Pharmaceutical, Semiconductor, Agri-food, Biotechnology, and Pipe Manufacturing and Prefabrication industries.

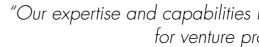
PROTEM's technical expertise and capability for In the chamfering machine's design, the engineer gave individualized customer machinery solutions has secured priority to essential criteria including the machine's capacity, its international reputation as the World Leader in welding performance, quality of surface obtained, precision performance, reduced weight and encumbrance, and preparation equipment. powerful motor. Of equal importance was the machine's flexibility to adapt to additional applications such as machining elbow-joints and surfacing flanges and its ability for improved ergonomics and work safety.

The story of the company begins with the harsh realities confronting machining operators. Four decades ago, welding preparation work was carried out using manual disc-cutters and grinders. Not only did this manual operation limit the quality of the weld preparation, the operators were Although initially used for the engineer's own purpose, easily fatigued due to the lack of load absorption from the chamfering machine quickly attracted attention and the manual process. Operators also inadvertently inhaled kindled a lively interest among machinists. Demand for the the particles of metal filings which lead to injury. Desiring machine soon lead to its mass manufacturing and before a more precise weld quality and a healthier ergonomic long PROTEM was in the machining tool manufacturing workplace, an engineer designed the first portable business.. chamfering machine.

> The US30CH portable beveling machine creates a quality weld preparation surface.

and the laith

Excellence in the Drôme









> Maintenance work on an oil platform using a PROTEM TT cutting machine

> PROTEM US25GL machine for stitch saddle beveling pipe cowl

"Our customers discovered a revolutionary process and In particular, we had to very carefully consider the presumed wanted to implement it for numerous applications," explained values of sodium residue that would be present when the Sales Director Nadia Reicher. "So, in certain cases our work was performed. machines had to be adapted for specific applications and the industrial operators came to PROTEM because of our When we estimated the quantity of waste that would be capabilities to develop special machines. Nearly three produced by the dismantling operation we also had to special machines per month have been designed over determine the number of containers necessary to store the the last 40 years. As a result, several thousand PROTEM waste, the size of the storage space necessary for the machine tools are in use worldwide. containers, and the environmental impact of the waste. To solve these problems, PROTEM designed a 6-axis machine Our expertise and capabilities led us to design and tool comprised of several modules and developed a cutting process that yielded compressible shavings which resulted in 30% fewer containers required.

manufacture equipment for venture projects that were among the first in the world, specifically in the field of nuclear energy.

It is worth pointing out that within the scope of dismantling works on nuclear components, 60% of the cost of the As an example, in 2002 PROTEM was commissioned for dismantling can be attributed to the packaging and machinery for the dismantling the KNKII sodium- cooled treatment of waste. reactor in Germany.

After reviewing the scenarios for dismantling the reactor,

This project was a world first and a showcase for French knowhow in the field of dismantling. The French SME suggested by the German nuclear people, PROTEM proposed an alternative to developing more than 10 PROTEM was engaged by the German nuclear operators different pieces of equipment for dismantling the internal to carry out this dismantling operation. To meet the demands parts of the reactor cistern and the cistern itself. PROTEM of safety and security, tests were carried out on models in presented a design for a single machine tool that enabled their workshops for several months, and all the associated all the work to be done and was entirely remote controlled. equipment, modules and procedures were minutely tested and controlled by the German nuclear authorities, We "corrected" the dismantling scenario by considering the representatives of the federal state of Baden Württemberg, gaps that were bound to be present between the surfaces and the TÜV (the German body for technical oversight). The of the cistern and its internal parts, and the realities we German operators were trained by PROTEM engineers. would be confronted by in any case.

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> On-site machining in a constricted environment subject to ionizing rays, achievable with a SERCO TU surfacing machine

extubation operations using the PROTEM US30CH tube beveling machine

<sup>&</sup>gt; Machining pipelines, fitting and maintenance, oil and gas domain > Machining units for specific applications: onshore and offshore spoolbases, undersea, barges, prefabrication etc.

"This market is difficult, but it's attractive. Since creating the subsidiary, our customer portfolio has expanded and we are exporting French quality and innovation to the United States."

In 2005, the Montelimar-based company SERCO, a In 2014, PROTEM set out to reinvest in a new market, the manufacturer of tools for machining flanges and valves, joined the PROTEM group. This enabled PROTEM to Having a presence across the Atlantic 20 years ago extend its product range and further assert its presence on the market as every nuclear center in the world is equipped to the USA with a direct presence. The USA constitutes with SERCO mobile machining units.

#### AN EXPORT STRATEGY

PROTEM applies a simple strategy: development abroad and becoming THE partner within the energy and especially the nuclear industries. The strategy has paid off, as shown by the example above. PROTEM manufactures 100% of its products in France and exports 80% of its production. It all began with its first subsidiary in Germany.

Germany was an important market during the 1970s, and PROTEM type of products didn't exist there. PROTEM enjoyed a striking success in Germany and it created its This choice is a strategic one as well. Among all its first subsidiary, PROTEM GmbH. This market was attractive because Germany offered very significant opportunities as being across the Atlantic. In Europe its competitors are for development. The country was number one in the field are demanding customers, but very loyal. Nowadays in Germany, the term 'PROTEM' is generic for a chamfering machine.

PROTEM continued to pursue its development of exports by creating entities in Ukraine, Spain, Russia, China and inside and out. They identify needs in their market and strong relationships for many years."

USA and created its second subsidiary, PROTEM USA. solely through a distribution network, PROTEM returned an enormous potential for the French SME. This market is difficult, but it's attractive. Since creating the subsidiary, our customer portfolio has expanded and we are exporting French quality and innovation to the United States. The results are encouraging, despite a difficult economy and a clear tendency for USA customers to favor American made equipment. The name PROTEM is well on its way to becoming a generic term in the USA as well.

#### The "Made in France" choice AND AN OFFER OF SERVICES TAILORED TO THE NEEDS OF INDUSTRIAL OPERATORS

competitors, PROTEM identifies the two most important ones mainly "wholesalers who import from China or represent of machine tools, so it was a challenge. The Germans other companies". By contrast, PROTEM products are made in France using local suppliers. We are the only manufacturer in Europe. We have worked with our suppliers ever since the company was founded. They are selected on their competence and their responsiveness. They must be reliable, meet our demands in terms of quality, and demand high quality of themselves. Our customers can need us at any Brazil. The people who work there know our products moment. In France, for example, power plant maintenance work is undertaken throughout summers as well. PROTEM know our customers, with whom we have maintained also offers a diverse range of equipment. We are the only ones in the world that offer surfacing machines, tube machining tools, very high-speed chamfering machines for fitting pipelines, and specialized machines.



> Prefabrication of tubes on-site or in the workshop, with a PROTEM TNO cutting and beveling machine

PROTEM offers its customers more than a product. We support for machine maintenance and repair, and to train offer a real service with on-site assistance and we support operators in the handling of equipment. "Our philosophy is our customers for the whole duration of their project. This friendliness and ease of use for the operator, so they won't assistance consists of making PROTEM's engineers available ever want to work without PROTEM equipment," concludes to demonstrate the machinery on-site, to offer technical Nadia Reicher.

"Always listening to its customers, PROTEM will present new products in the first trimester of 2018. The business is aiming for continual growth, and will recruit a number of commercial engineers."

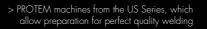


> Orbital tube cutting

> PROTEM tube squaring machines enable a perfect surface with no rough edges.

> Portable machine tools for maintenance and repair of flanges and valves.











> PROTEM BMFM mobile beveling bench, for machining high thickness tubes





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