

Oxymetal Well measured investment projects

To ensure its external growth and acquire three existing painting workshops with full knowledge of the facts, Oxymetal wanted to receive well-advised advice. The audit carried out made it possible to assess the investment project, measure the risks and... the hidden costs.

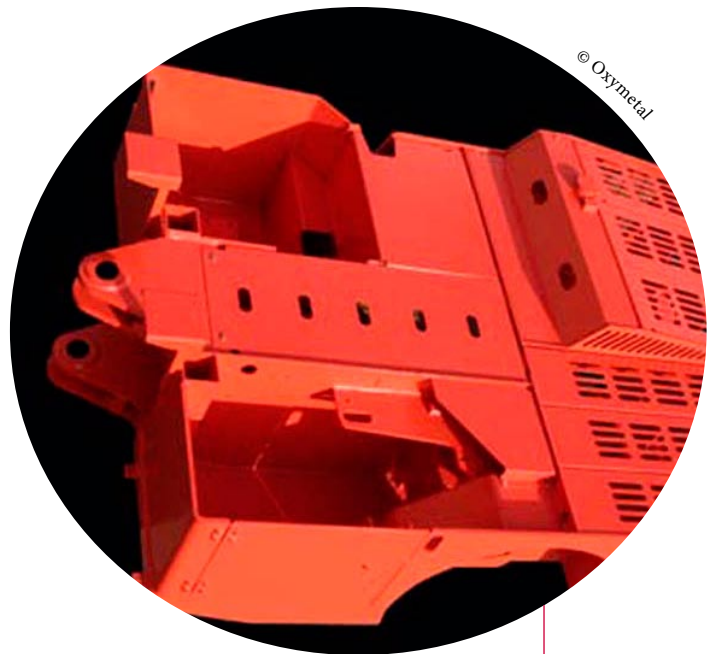
Oxymetal manufactures cut and mechanically-welded parts for the industrial sector. *"For our development, we consider the acquisition of a company which has similar activities as ours* Maintenance Manager Marc Lafon says. *This is the reason why we asked Cetim experts to audit three surface treatment and painting workshops located in the region of Paris and in the Sarthe region (France)".*

Independent expert's analysis

As a matter of fact, the company wants to rely on an external and independent expert's analysis before entering any commitment. The aim is to assess the actual value of each site with respect

to their respective production capacity, the obsolescence of the facilities, the equipment in place and the compliance with environmental criteria. In the background: the possible costs to renovate and upgrade the different production sites.

The audit of the first workshop revealed conventional surface treatment and painting equipment. The templates, processing speeds and the working procedures used indicate that this workshop has a certain potential for additional production capacity as well as a potential for evolution, provided a few modifications are made, the cost of which was assessed. In the second workshop, malfunctions were found. They require full reconditioning



of the equipment. Again, the costs were estimated.

Concerning the third workshop, located in the Sarthe region, this workshop exhibits design errors, the best practices and the safety rules are not fully complied with, which gives rise to production anomalies. For this workshop, considering the performance wanted, full replacement of the equipment was purely and simply recommended.

Three audits in one week

For reasons of reactivity, the three audits were carried out in one week.

The conclusions, considered satisfactory by Oxymetal, allowed this company to better define its position as to the possible acquisition of these three workshops.

OUR CUSTOMER

Corporate name
Oxymetal

Sales turnover
83 million euro
in 2009

Workforce
850 persons

Context
Specialised in cutting of metal parts for the industrial sector, Oxymetal offers a wide range of manufacturing services, from prototypes to large production series

Cetim's asset



Thanks to its independent vision of products and processes, Cetim can assess the performance of a workshop and identify possible ways of progress. Approximately twenty painting workshop technical audits are carried out every year.