

Grolleau

Successful diversification in total serenity

To ensure its diversification and establish its presence on the market of welded frames for the railway sector, Grolleau called upon an external expert, coordinator in welding. A service and a partnership which immediately pleased the main contractors.

Specialist in fine sheetmetal working and electric integration for 50 years, Grolleau, a subsidiary of Flextronics, wishes to develop on the railway market. "We had already several products for this sector, but we could not answer certain calls to tender requiring more complex structures, says Christophe Cordier, in charge of R&D and purchases at Grolleau. We wished to enter the market of the welded frames used as mountings for embarked batteries, but the relevant standard imposed a welding coordinator."

Extending the quality program

Since this consulting can be sub-contracted, Grolleau decided to rely on Cetim as a coordinator for welding, in order to answer two new calls to tender. This organization was quite welcomed by the customer, an important client of the railway market. At the beginning of this new partnership, Cetim

is regularly called for supporting the teams and to help them with better taking into account the customer's requirements. Grolleau's factory has already a very developed in-house quality system, but it is necessary to extend it to welding.

Therefore, Cetim helps the welding workshop to qualify welding procedures. The manpower, skilled in structural and tight welding on thin metal (15/10mm), is trained to perform structural weldings on thicknesses reaching up to 10 mm. The welding coordinator also takes part to setting up case files, drafting and correcting specifications, helping in the choice of welding technologies and optimizing the assembly configurations,



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in order to answer in a precise way to the customers' request.

A decisive support when meeting customers

"This support enables us to grow up peacefully in our relationships with contractors, adds Christophe Cordier. The very good progress in our projects allowed us to conquer new businesses, and this seems to confirm that our approach was right."

OUR CUSTOMER

Corporate name
Grolleau
(49310 Montilliers)

Workforce
160 people

Activity
Fine sheetmetal working
and electric integration



Cetim's asset

Cetim has a solid experience of welding technologies and more generally speaking, of assembly. The expertise takes the form of advisor actions, support, training, assistance to reconception, optimization of the existing processes and failure analysis.