

Pompes Japy

# Finding the right partner

The cooperative society Pompes Japy wished to acquire a numerical control machine. It called upon Cetim to draft the specifications and find the right supplier. Result: a real partnership was initiated with the company Rosilio Machines-Outils.

**I**n order to answer the increasing requests and to tackle new markets, Japy wanted to perform a technological leap and to acquire a numerical control machine. But, having an old machine pool, the company needs a technical, specialized and... independent advice.

## An advice for investing

Pompes Japy's new managers then asked Cetim to assist them in making this investment, to find the right machine and a supplier who is ready to commit himself. After an analysis of the pumps, their intrinsic characteristics and production methods, a technical feasibility study is carried out, then technical specifications are prepared and several machine suppliers are consulted. Finally, the company Rosilio Machines-Outils of Villeneuve Saint-Georges gets impassioned for this SME's story and proposes simple and innovating technical solutions to produce at the same time

the ancient pumps and a new upscale product, the Japytex pump complying with Atex regulation. And the benefits are indisputable!

## Supplier and partner

*"Our old machines produced five pump housings per hour whereas the four axes Puma 2000 numerical control lathe carries out the same operations in four minutes, explains Pierre Lauret, managing director at Pompes Japy. We machine 50 lids per day using simultaneously our thirty Potter & Johnston machines, whereas the numerical control lathe produces in the same time 200 parts in only one operation".*

Considering these results, Pompes Japy decided to order not one, but two



Cetim-Ch. Barret-Japy Pumps

general-purpose numerical control machines, each one being voluntarily dedicated to specific production types. "With this solution, we reduce handling and training times, says Pierre Lauret. But most of all, we found with Rosilio and Cetim real partners, who are ready to assist us. This is most reassuring at a crucial moment for our company's future."

## OUR CUSTOMER

**Corporate name**  
Pompes Japy

**Workforce**  
12 people

**Sales turnover**  
2 million euro

**Activity**  
Established in Fesches le Châtel (Doubs), Pompes Japy produces since 1841 semi-rotary manual pumps used in oil industry, petrochemistry, chemistry, printing and defense



## Cetim's asset

Cetim assists and advises SME in their investment choices. It looks after the respect of the company's methods and culture. It drives the suppliers and makes sure of their answers' quality and their commitment.