



Precision: a top priority

Precision machining involves the development and production of profile parts for many industries. The precision machining market took a hard hit during the economic crisis, and companies have been forced to upgrade their production methods and product ranges in order to keep up with the competition. Palumbo Industries, a mid-sized company located in France, managed not only to overcome the crisis, but also to grow consistently and significantly along the way.

Palumbo Industries specializes in many areas, including profile machining and high-precision profile parts. The machinery for manufacturing profile pieces uses advanced technology to ensure the production process is highly efficient. Palumbo uses profile machining to fulfil high-volume orders. Its 35 rotating machines and robotic assembly stations guarantee speedy and precise product results. Palumbo also produces profiled parts, such as optical reflectors, locking bolts and other steering column pieces. The company controls the quality of its products by using cameras throughout the manufacturing process. "These products are

mainly intended for the auto industry," says General Manager Raphaël Palumbo. "However, we do have clients from other industries who find our products meet their business requirements as well." The company delivers these parts to many auto suppliers and other clients worldwide, but 85% of its turnover comes from its four main clients. "We have long-term contracts with these clients, which is great because we constantly provide them with big series orders," explains Mr. Palumbo. "We are the exclusive supplier for some of our clients, and it is difficult to replace us because of our obvious efforts to meet the clients' needs." Palumbo invests a lot of time and money into its research and development department.

"We do whatever it takes to find solutions that fulfil the client's exact requirements," continues Mr. Palumbo.

Over the years, Palumbo increased its exports exponentially. In 2008, around 15% of its turnover came from exports. Now, its exports make up approximately 65% of its turnover. This significant increase is due to the evolving structure of the company, and export rates are expected to increase in the coming years. "Our parts and production processes are more complex than they were when we started out," explains Mr. Palumbo. "The company has grown organically, and our increased exports are a direct result of that." ■



Some of the many products that Palumbo manufactures, including optical reflectors (bottom)

Palumbo Industries
358 rue de l'Industrie Z.I. La Praz
74130 Vougy
France
☎ +33 450 986557
☎ +33 450 961350
✉ contact@palumbo-industrie.com
🌐 www.palumbo-industrie.com



Palumbo's headquarters include a separate section devoted solely to research and development projects



The company's many machines, including these transfer machines, are monitored by cameras to ensure precision and high-quality results