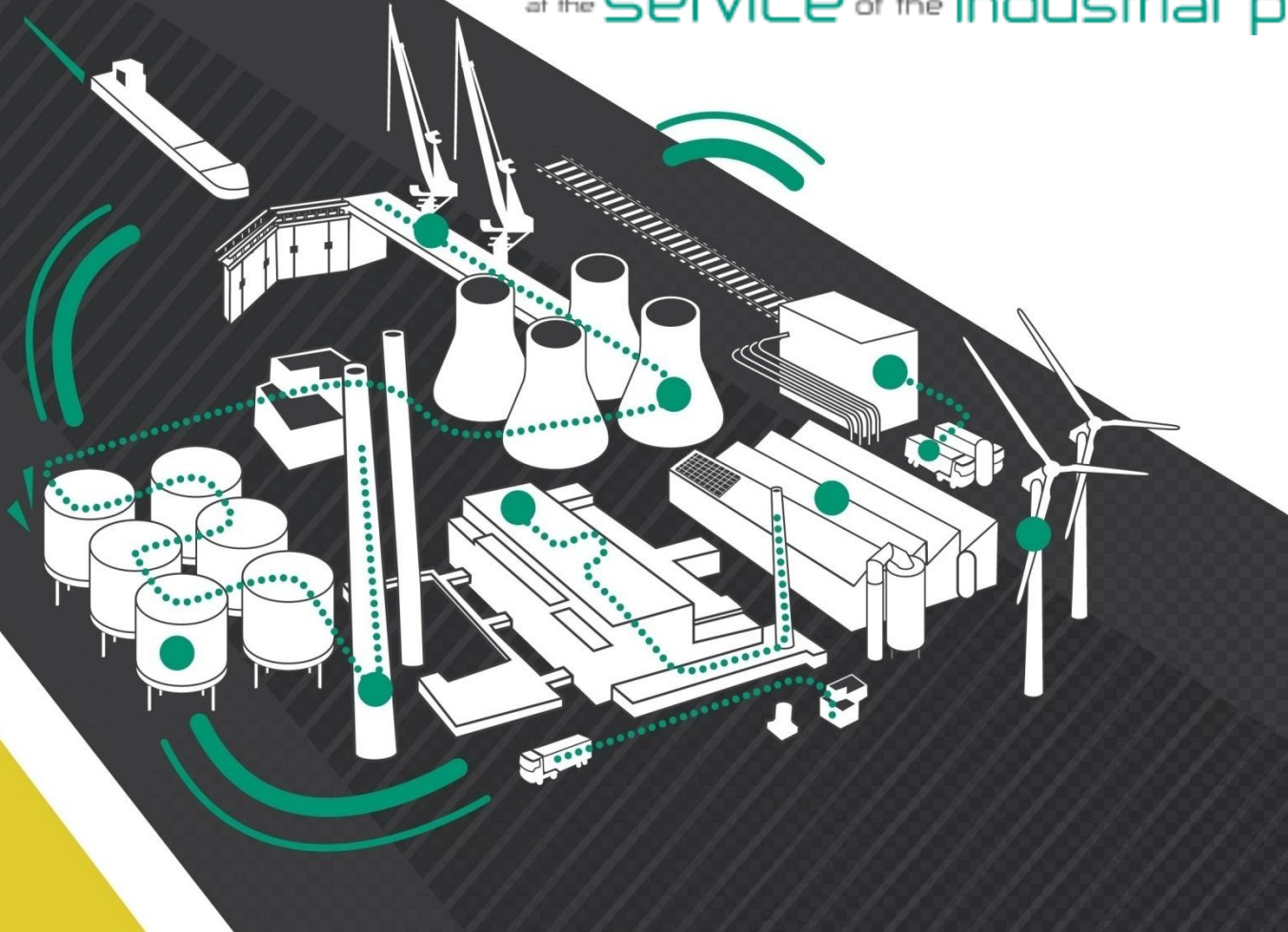




GASSMEID

Groupement
at the **service** of the industrial performance



April 2012 V2



GASSMEID

1. Présentation

An association constituted in accordance with the French law of 1901 grouping some thirty very small to medium-sized companies on the coast who decided in 2010 to combine their knowhow for optimal industrial performance.



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2. Key figures

26
companies

703
colleagues

€ 76 million
turnover

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3. Skills

3 distinct fields of expertise :

- **Studies and Testings**
 - **New works**
 - **Maintenance works**



Supplemented by :

- **Support activities**



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3. Skills

Studies and Testings

Study/Engineering
Research dedicated to instrumentation/electricity
Industrial inspection, ND testing, expertise, audit, advice
Chemical and acoustic analysis

Support Activities

Industrial data processing – Mobile, RFID info
Legal advice – Management consultancy
Employment – Integration
Employers' Alliance
Marketing and commercial development
Brand building

New works and Maintenance works

Study/Engineering
Civil engineering – improvements – water treatment
Construction, prefabricated buildings, concrete processes
Waterproofing
Carpentry, cladding
Lifting, handling
Locks, metalwork
Maintenance
Piping
Boilermaking
Mechanics
Welded assemblies
Machining
Preparation of surfaces and coating
Insulation
Air-conditioning, ventilation
Instrumentation
Electricity
Optical fibre
Robotics, automation
Services on motors and equipment with diesel engines
Diesel and hybrid engineering and re-engineering



4. Key Sectors



Our 8 key sectors:

- ***Steel industry***
- ***Logistics***
- ***Energy***
- ***Papermaking***
- ***Waterways / ports***
- ***Petrochemicals***
- ***Food-processing industry***
- ***Chemistry***



5. Strategy



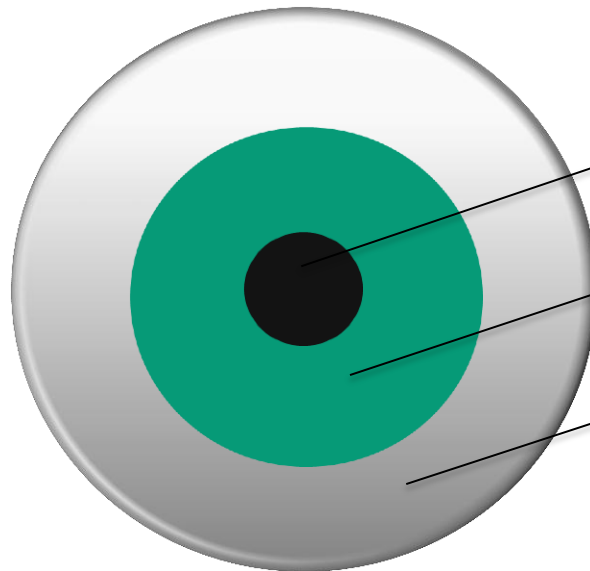
1 Action plan based on 5 ideas:

- ***Provide a structured offer*** : thematic offer / global offer
- ***A shared QSHE commitment***
- ***A single driver for each project***
- ***Project coordination***
- ***Support activities***



6. Programme

GASSMEID > 1 programme with three complementary lines of action



COOPERATION

> *Purchasing - Skills - Means*

DEVELOPMENT

> *Skills – Sales*

**LOCAL KNOWLEDGE AND
PROMOTION OF KNOW-HOW**

> *National and local representation – Organisation*



6. Programme 2012



1 - Pooling

Pooling of purchasing : System set-up

Pooling of tools and methods =

Deployment of collaborative tools and shared applications

Setting up of resource 'Exchange of best practices' via the web site

2 - Development

Recruitment: 1.5 FTE for commercial activity

Our services: Creation of thematic offers

Internal procedures: setting up of Management of consultations / Project management

Training : Com Process; Lean Management



6. Programme 2012

3 - Local knowledge and Promotion of know-how

National and International representation: Trade fairs, delegations, etc.

Local representation:

Meetings : Participation in meetings organised by our partners

Committees : Representation in the PLDE ; Club Maintenance Côte d'Opale ; Club des Directeurs Techniques ; Pôle Mécanov' ; Pôle Energie2020

Activity in partner colleges: Industry and public authorities

Development of the network of partners

Inviting partners to the monthly plenaries



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<http://www.gassmeid.fr/>