



Claude Beauport's Experience

Production Management

The experience in production is deeply connected to [Change](#) and [Lean Management](#).

Claude's career covers all phases: Design, Site, Project Management, marketing, Procurement, Business development, Director of subsidiary and Business Units on an international level, and cover also manufacture of products (Heat Exchangers and Cooling Towers components).

As head of Hamon operation in India, he did cover production of Air-Cooler, Heat-Exchangers and also the production of Cooling Tower components and casing.

That means for Air-Cooler: welded headers, tubes finning, and assembling the whole into a casing.

That means also for Cooling Tower components: pvc-sheet thermoforming and assembling by welding and gluing, pvc extruded products, PE and PP mold-injection products, FRP casing & FRP fan production and for package cooling towers factory-assembling.

For both products assembling bought out mechanical devices like motors, fans and also regulation devices PLC for certain applications as well as vibration control systems.

The required restructurings have been based on lean principles (starting with 5S mainly).

During my GEA time, he did cover local production of Heat Exchanger (subcontract parts in South East Asia) and also the production of small package cooling towers in galvanised steel casing in a factory in the north of France.

During 2000 and 2001 Hamon Rothemühle Cottrell in Wenden (Germany) my involvement as Director of the Business Unit Customer Service was closely related to the production of some components. The target was transforming the "spare Part" activity into a "Full Service" activity providing a performance to the customer and not only a product.

This was a "Lean Project" changing from "push" (selling just spare part) to "performance provider"(pull). This includes the planning revamping project in such a way to reduce lead time for special steel (generally very long): forecasting when the client will need.

The Integrated Energy/Facility Management activities are integrated into the production chain, which presume a lean-production.

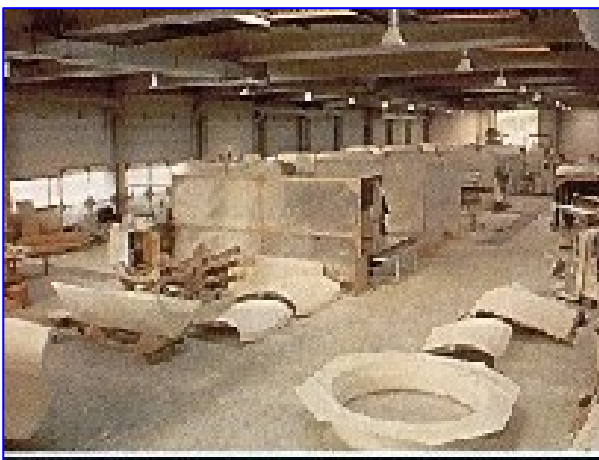
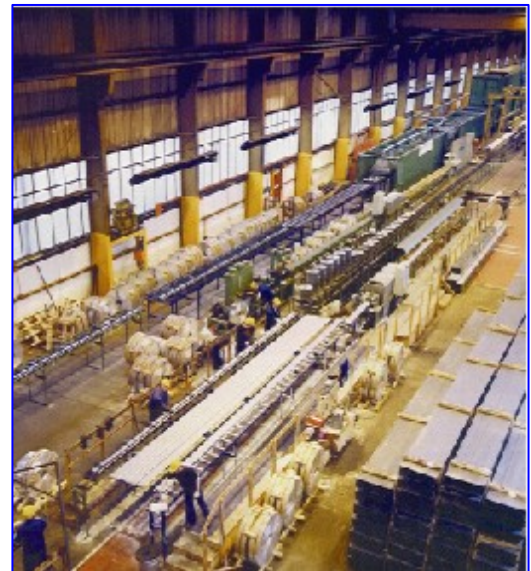
Recently (2005), in connection with an energy/facility audit for a furniture factory in Cluj-Nappoca in Romania he has been deeply involved in resizing of the production stream by introducing lean-concepts.

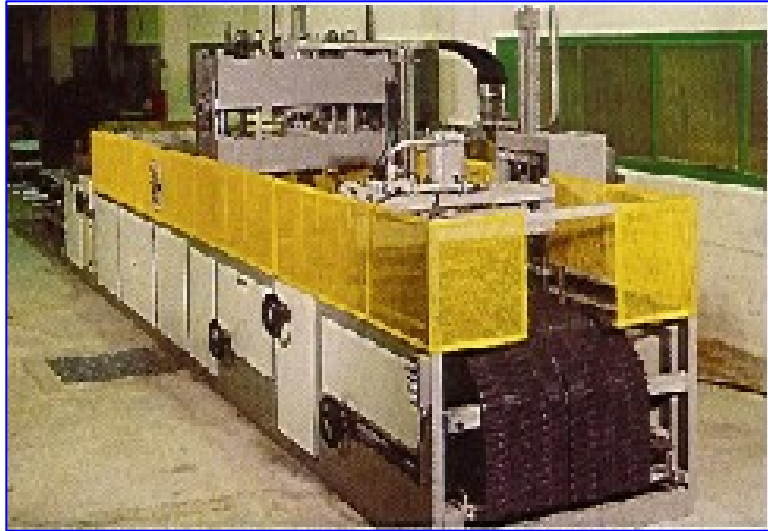
He has collected the required experience related to all streams driving a production: physical/hardware wise and also software wise (including design, purchasing, stocks, project

management, but also reporting, P&L etc...). That includes main stocks (in India availability of special steel is very important item!) as well as temporary stocks control along the production line, choice of machineries, etc ...

In term of reporting, P&L management, there is basically no difference between a factory production and equipment assembled on site, where he has surely a wider experience.

The main differences between site and factory assembling are mainly the tempo, precision and personnel mentality. All of those considerations are under control. He has developed all his experience during the last decade around the concepts developed for the automobile industry (Toyota Concepts): Lean Thinking (see James P. Womack & Daniel T.Jones), Just in Time, Business Transformation process, Six Sigma etc ... In one word: strict demand side driven management!





Some examples of realised projects:

- Production of Package Cooling Towers by SORAMAT (GEA) in France
- Production of components for Aircoolers and shell & tubes heat exchangers in Indonesia, Malaysia and Thailand for GEA
- Production of Air Coolers in India for Hamon
- Production of Cooling towers and Cooling Towers components in India for Hamon
- Production of furniture in Romania
- All energy audits in Slaughterhouses, Bakery are directly connected with the production flow and a part of the programme is the audit of the production flows.

This document may also be viewed with all active links on internet at the address:

<http://www.prenma.eu/IM/ProductionM.htm>