

## The Connection

The cooperation between Van Leeuwen and a customer or project examined in more detail.

# CEM Engineering



*Although the oil and gas market is tightening its belt, the outlook for CEM Engineering in Wakefield, Great Britain, is positive. CEM Engineering specializes in machine parts for the oil and gas market, and is one of the preferred suppliers of the international Schlumberger Group. Nigel Fabricius, Works Manager at CEM Engineering: "The partnership with Van Leeuwen plays an important role for us in this respect. Van Leeuwen thinks along with us about how we can save costs without compromising quality."*

'Van Leeuwen always says: 'Tell us what you need and we'll see what we can do'.'

Nigel Fabricius has been working for suppliers of machine parts for the oil and gas industry for almost forty years and has a tremendous amount of product and technical knowledge in this area. "This means that I am easily able to break down the customer's technical specifications and demands and quality criteria into the required parts." Fabricius has been employed by CEM Engineering for the past ten years. "I came to work here, because the company wanted to increase its focus on the oil and gas market. We supply specialized machine parts for this market and as a rule we are involved in the engineering process at an early stage. We supply custom-made parts and perform activities, such as turning and milling, and applying coatings, in-house."



**Thom Bate,**

**Sales Manager with Van Leeuwen UK:**

"We have been working with CEM Engineering for about ten years. We deliver approximately 260 tons of custom-cut seamless tubes that meet all of the end-customer's specifications. We continually think along with CEM Engineering about how to best meet the end-customer's continuously changing requirements.

This demands a great deal of knowledge concerning the mechanical and chemical properties of the products.

In addition, the QP references are subject to change. This means that we have to carefully monitor the origin and the quality of the materials. The oil and gas market is under pressure and we are closely working together to ensure that CEM Engineering is able to flexibly anticipate the requirements of their end-customer.

Because we have recently started working with consignment stock, they are able to deliver faster. In addition, we like to think along about how to supply custom-made materials at cheaper prices."

### **Preferred supplier**

The oil and gas market has since become the most important market for CEM Engineering, with the Schlumberger Group as its largest customer. The Schlumberger Group is an international player in the oil and gas market, and an expert in reservoir characterization. The company was founded by two French brothers, which means that the name is pronounced in French as: 'Slumber J'. Fabricius: "We have been supplying Cameron for some time. This company was recently acquired by Schlumberger. Recently, in the context of efficiency, the parent company decided that it wants to reduce the number of suppliers. Because we performed well for Cameron in terms of key aspects, such as on-time delivery and product quality, and we offer competitive prices while maintaining our commitment to quality and on-time delivery, we continue to be one of the preferred suppliers for all companies of the Schlumberger Group."

### **What do you need?**

The partnership with Van Leeuwen plays an important role in this decision, according to Fabricius. "Van Leeuwen thinks along with us about how we can save costs. For example, by supplying tubes that are just right for the intended purpose rather than standard stock sizes. This means that there is less machining and that there is a reduction in the amount of wasted materials." This close cooperation between CEM Engineering and Van Leeuwen is exceptional, Fabricius emphasizes: "Many suppliers are quick to say 'we do not have that', when my requirements deviate from the more standard products. This is different at Van Leeuwen. They have a great deal of in-house technical knowledge and are highly innovative. Their standard response is: 'What do you need? We'll see what we can do.'"

### **Consignment stock**

CEM Engineering which has just been awarded the ISO 9001:2015, is not only focusing on cost savings, but also on anticipating customer demand faster and more flexibly. This is why they have struck an agreement with Van Leeuwen to work on the basis of consignment stock. This means that Van Leeuwen supplies stock directly, but that the materials are only invoiced after the end-customer actually purchases the stock. Fabricius: "As a result we have the required materials at our disposal sooner and we are able to deliver faster. And we have the required space."

Fabricius is positive about the future. "The fact that we are among Schlumberger's chosen preferred suppliers is an enormous opportunity for us, and therefore for Van Leeuwen as well."