



Bianco Group

**Tubes Worldwide**

**PROTUBSA**

Proveedora de Tubos Occidental S.L



Around the world.



# The philosophy of large numbers

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To say who we are, what we do and how we do it, we start with numbers:

<b>10</b>	countries where our Group is present
<b>31</b>	facilities comprising manufacturing units, warehouses and sales offices
<b>14</b>	operating companies
<b>840</b>	average number of employees
<b>160.000</b>	tonnage of stored goods ready for immediate delivery
<b>255.000</b>	square meters of production facilities and warehouses
<b>11.000</b>	square meters of office space
<b>25</b>	production facilities
<b>113</b>	cutting installations
<b>36.000</b>	number of items in stock
<b>23.000</b>	number of active customers on our books worldwide



# Inventory on the move

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Our stockholding systems are tailored to accommodate the different types of products we store: modular systems that allow fast, precise movements and save both space and handling times. This works to the benefit of product preservation – particularly true of more delicate products – and also allows us to pinpoint with great certainty the location of every item of stock across the continent despite the enormous size of our premises. Each warehouse is managed with the help of a powerful computerized information system which allows full traceability of each tube and off-cut, big or small, that arises during the cutting process.

The warehouses have modern material handling equipment. Fast overhead cranes, in many cases modified for better performance, move tubes, bundles and the special cradles provided in most of our warehouses.

Special methods for storage as well as packing and wrapping are used for goods that need to be stored with particular care such as honed tubes and chromed tubes and bars.



## Bianco Group

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An international business for the distribution of steel tubes and auxiliary products amongst the largest in Europe and America. The right partner and the right link between the world's largest producers and users large, medium or small.

We stock an usually wide selection of tubes in our warehouses. We start from the 4mm OD x 0,5mm wall (0,043 kg/m) of our smallest cold drawn tube for hydraulic circuits to the largest 812mm OD x 100mm Wall for mechanical applications, which weighs 1756 kg/m. In between is an immense array of tubes in various sizes, steel grades, lengths, surface finishes, special treatments and manufacturing standards to meet the most diverse array of applications.

## Over half a century

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In 1958 the F. G. Bianco company opened its doors in Milan as a steel tube distributor, keeping its stock at the General Warehouse in Brescia and later built its first warehouse, in the sixties, in Flero (Brescia, Italy) where Tubindustria is now located. In 1973 Sicam SpA was incorporated with offices and warehouse in Parona Lomellina on a large site located next to the railway line on which, at the time, most the products traded by the company were transported.

In the years that followed the sons of the founder opened new tube sales companies first in England later in France, Germany, the United States, Denmark, Spain and Sweden and, most recently, in 2015 in Canada. Expansion was gradual but built on solid foundations. We are proud to say that the Bianco Group works very much like a family. Its companies are still owned by the three branches of the Bianco family who continue to play an executive role in all its various business activities.



## The Bianco method

The growth of our Group from a small warehouse to an international presence is the outcome of our determination to keep to our principles: commercial ethic, work ethic, technological innovation and a flexible response to the changing demands of the times.

Three generations of the Bianco family have thus far headed the Group, and the fourth will reach working age in just a few years' time. In over a half century of activity, we have never hesitated to embrace new technological or organizational solutions to render our work better and faster. The only thing that remains traditional and anchored to the past is our value system: to keep our feet firmly on the ground, never run before we can walk, fulfil our commitments.

We keep our word. Reliability is one of our values: it is important to both our suppliers and our customers that they can count on us. It is also a sign of how solid the Group is: we are known for honouring our commitments. Always.





Commercial ethic, work ethic, technological innovation and a flexible **response to the changing demands of the times.**



Our stockholding system are tailored to **accommodate** the different types of products we store.





# Cutting techniques

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Our warehouses are all equipped with the most up to date automatic cutting installations which guarantee clean, precise cutting. For particularly sophisticated products, we always use specially designed equipment.

Demand for the supply of tubes cut to fixed length is increasing and, today, this service is almost invariably expected by customers. To meet this demand we have created an internal department to produce and update our cutting equipment.

Most of our cutting installations have either been designed and built by us or modified and adapted to meet our requirements. Being independent and not having to rely on outside suppliers for such a key area of our service is another factor that goes to strengthen our reliability. Modern machines maximize cutting precision, reducing the need for further work. Short lengths are supplied in convenient packaging we provide for our customers.





## Cutting edge IT

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Like many, we used to run popular IT software to manage our operations. We quickly realized that, for an activity as complex as ours, it didn't produce good results.

This is why we were one of the first companies to equip ourselves with an advanced computer network driven by software written and updated in house by a team of 12 programmers. It enables our employees, wherever they are, to provide immediate answers to the market (complete traceability of materials, immediate knowledge of availability) and to know with precision how far the preparation of an order has progressed. We are able to optimize our service on a continental scale; across both Europe and North America product availability information is shared, as the network unites the commercial offices with the warehouses of the continent. Everyone can obtain real time product availability from every warehouse. In this way, each group of company location, however small, forms part of a single immense warehouse available to meet the needs of our customers across the continent.

# Manufacturing

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We have two manufacturing units for honing and one for chrome plating tubes and solid bars, that are also able to bore, smooth grind and heat treat. These companies have been trading for a long time in the market where they are well known and enjoy a good reputation.

They offer the group companies a privileged and scheduled access to their out-put, thereby ensuring outstanding standard of quality, certainty of supply and timely deliveries, advantages from which all our customers will later benefit.





# Certification as standard

A salient feature of the Group operations is the standardization of good working practices by means of general directives that each company follows.

## Quality certifications

First and foremost, quality controls: the targeted procedures of analysis and control of the product quality in and out of our premises is identical across all our warehouses in every corner of the world. All group companies have a quality certification that spans all phases of operation be it commercial, administrative, technical or works centred.

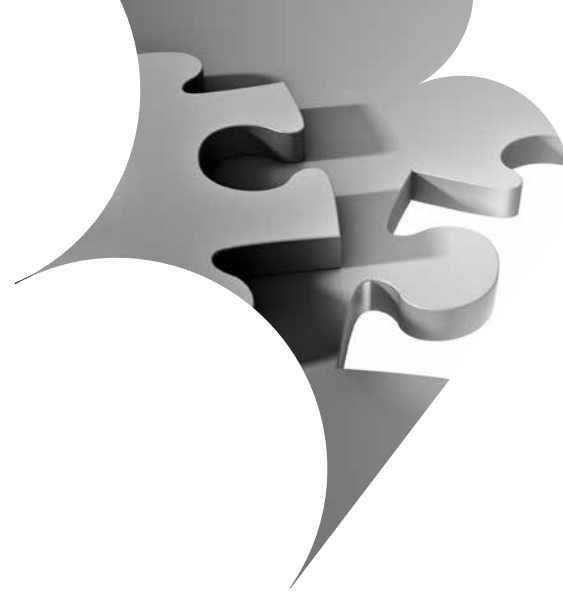
All products traded by the group are supplied with a certificate of origin and quality. Supported by an internal organization itself certified and standardized through all its operating phases, the product certificate follows the material down to every small portion of cut tube. Indeed, off-cuts are either stencilled by the sawing equipment or labelled by the operator to guarantee traceability.

An overhead view of a meeting table. Several people are seated around the table, their hands and arms visible. They are looking at documents and a laptop. One person is holding a pen over a document. The table is light-colored, and the documents are white with black text. A laptop is open on the right side of the table. The overall scene suggests a professional meeting or audit process.

## Auditing of accounts

All the companies of the Bianco group use a double audit system – one internal and one external – which guarantees a sound review of their accounts. Our in-house service reviews and integrates our accounting activities with the external audit which, in all cases, is prepared by leading accountancy firms. A considerable effort but one which enables us to truly raise the bar for limiting errors or inconsistencies in the complex administrative system of an international group.






## We take care

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We value safe working practices: the statistics prove it. We are meticulous about maintaining our equipment and provide safety training for our employees; we work in accordance with the codes of practice drawn up in our comprehensive safety manual. These act as a kind of kit helping to train each individual as she/he joins the organization. The manual will stay with her/him throughout her/his career, a point of reference continuously updated and a measure of our active safety policy for our employees. Updates of the manual cover new technologies, the use of new machinery, familiarity with new safety equipment and guidelines for the best responses to emergencies drawn from our most recent experiences.



## The team and the Group

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The women and the men who work for us are the driving force of the group: thanks to their professionalism and experience we are able to offer a high quality service to our clients and suppliers.

Warehouses, products, transport, production, information technology, certification and manuals are the means that are employed and perfected by abilities and dedication of our workforce.

We provide them with a modern working environment, congenial and stimulating, where business is a team effort. We offer everyone the opportunity to progress in the organization.

To work in the group means having a lively exchange of experience and knowledge at international level.

This, our reality, created by professional excellence and by market standing, makes our group a desirable target for employment for those working in our sector. We are particularly careful that everyone has the opportunity to acquire and thus to pass on the knowhow developed over the years, riches we want to keep and increase over time. In this context, the extended length of service of many of the group's employees, often until retirement age, is for us an added value we greatly appreciate.



The women and the men  
who work for us are  
the **driving force** of the group.






Provedora de Tubos Occidental (PROTUBSA) is one of wholly-owned subsidiaries of Bianco Group. Established in 1994 as distributor of steel pipes and auxiliary products was, at the origin, located in Caldes de Montbui (Barcelona).

From the beginning of its history, PROTUBSA adopted the principles of the Group: commercial ethic, work ethic, technological innovation and a flexible response to the changing demands of the times. Thanks to professionalism and experience of our people, we are able to offer a high quality service to our clients and suppliers.





Thanks to its reliability and performance, PROTUBSA has had an immediate growth in the Iberian Peninsula market in fact, already in 1999 PROTUBSA opened its second branch in Legutiano Alava with a covered area of 10.000 square meters.

In the 2000s the whole group continued its expansion by opening new companies and warehouses. PROTUBSA, following the progress of the Group in 2002 moved into a new and larger warehouse and offices able to meet the ever increasing demand of its customers. The new location, in the province of Tarragona consists of over 11.000 square/meters. At the end of the first decade of 2000 in the Madrid area, another site was added, including offices and a warehouse of about 5000 square meters.

Thanks to the space of our warehouses and to a stock of over 12,000 tons, we can easily fulfil both day-to-day ex stock orders and large-scale projects. With over 15 years of experience in stockholding, logistic, in-house processing and sector specific requirements, PROTUBSA has a loyal and growing customer base. As part of the BIANCO GROUP, allow us to have direct access to over 160.000 tons of group stock besides the benefit of GROUP purchasing that ensure to acquire the highest quality materials at competitive rates, which allows us to pass to our customers.



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