



The Factory of the Future: a reality for ORAPI group

Interview with Eric Brun, General Manager of the Process & Hygiene Division

With a degree in Biochemistry, Eric Brun has achieved his career in management positions within a French automotive group and an industrial cleaning specialist.

A factory of the future: why?



EB: We have engaged for the next 3 years, a conquering strategy focused on 6 markets (Industries, Transport, Food Service, Health, Communities and Cleaning Companies) with the Process & Hygiene Division.

To phase in our ambitions, we modelled this strategy around 2 axes: Operational and Commercial Excellence. On the 1st axis, the ORAPI Group relies on a very high speed plant with both manufacturing flexibility and production power whilst guaranteeing consistent quality; this allows us as a manufacturer to be able to adapt our offer to all requests from our customers since we also control our own R&D.

This plant has been the subject to an investment of several million euros. In fact, we are the only company in Europe able to offer this service, and this state is to be compared with a competition composed of distributors. This step is fundamental for our future development and for setting up our second axis based on Commercial Excellence.

Saint-Vulbas 4.0, how it works?

EB: Customer order entry on our e-shop (whose new version should be released in the second half of 2018) generates a digital chain that controls all the entities of the company (purchase, supply-chain, etc.) and whose main link is fully automatic production supervision.



The latter uses robotic technologies from the automotive industry that have streamlined the manufacturing, packaging and storage segments, and reduces the difficulty of operators in the chain. Finally, we have the final delivery component, where we also deploy innovative digital solutions in partnership with logisticians, such as the delivery time sent to the customer's smartphone. I would like to come back to the e-shop, which will also be able to archive all the customer's regulatory or operational data (audit, hygiene protocol, connected dosing, etc.).



What are the future gains and when?

EB : The gains are multiple and quantifiable with quality in constant progression. By the end of 2018, we might be able to:

- to multiply by 6 our volumes of bulk products,
- to multiply by 8 our volumes of packaged products,
- to reduce our purchasing costs by 20 to 30% on the main raw materials by supplying 24 T tankers and storing 1,000,000 liters in bulk,
- to be able to manufacture more than 1000 different chemical formulas.

This new organization of production thanks to the integration of new technologies allows us to be always more reactive and competitive, and to fully meet the requirements of our customers and the needs of a globalized market in perpetual evolution.

ORAPI designs, manufactures and distributes technical products and solutions for Hygiene and Process. ORAPI is the French leader in Professional Hygiene

ORAPI is listed on compartment C of Euronext Paris under ISIN code: FR0000075392
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