

*Titanium prefabricated piping systems during manufacturing at WPI plant.*

# Welded Pipe Industries srl: Specialty pipe production and custom m

Stainless Steel World recently spoke to Mr. Fabrizio Cazzoli who is Managing Director at Welded Pipe Industries srl (WPI), based in the north east of Italy. We persuaded Mr. Cazzoli to take time out from his busy schedule to talk to us about the specialty products that WPI are involved in.

*By John Butterfield and Gillian Kersley*

**W**elded Pipe Industries srl (WPI) is based in the north east of Italy in Limena - Padova, close to Venice. It is an Italian-based company with an Austrian ownership. Production is concentrated on welded pipes, piping spools, custom fabrications and plate rolling.

Mr. Cazzoli tells us that WPI's specialty products are mainly targeted at the oil &

gas, pulp & paper, chemical, petrochemical, water treatment, mining, shipbuilding, power generation and fume treatment industries. "The company is recognized worldwide," explains Mr. Cazzoli. "With just 20% of our products being sold on the domestic Italian market, the balance of 80% is exported abroad to the rest of Europe, North and South America, and Asia."

WPI products are made from exotic materials like Titanium, Inconel, Hastelloy, Monel, Duplex, Super-Duplex, 904L, and 254 SMO.

## **Heavy-wall welded pipes**

WPI manufactures longitudinally welded pipes in a wide range of sizes and specifications. The outside diameters range from 6" up to 82", with a maximum

and non-standard sizes. We are mainly focused on process piping rather than pipe lines and we designed the layout of our workshop in order to offer the maximum production flexibility, giving us the possibility of handling both large and small-sized projects," continues Mr. Cazzoli.



*Overview of the large assortment of welded pipes in stock at WPI.*

WPI produce not only to order, but also stock a large inventory of welded pipes in standard sizes in order to be able to shorten delivery times as much as possible and also to satisfy better the urgent needs of their customers. In this way they can be of help even to international trading companies and distributors looking for such a product for their customers and who wish to order smaller amounts of materials – even a single pipe if necessary – instead of having to order a typical minimum mill quantity.

Mr. Cazzoli points out: "In April and May 2011 we will be running a promotional

campaign on the welded pipes that we have in stock. This will provide the opportunity to our customers to buy stock material at the lowest price on the market. We therefore invite all of our customers to ask us for our stock list in order not to lose this chance of a real bargain".

### **Pipe spools – custom fabrication – plate rolling**

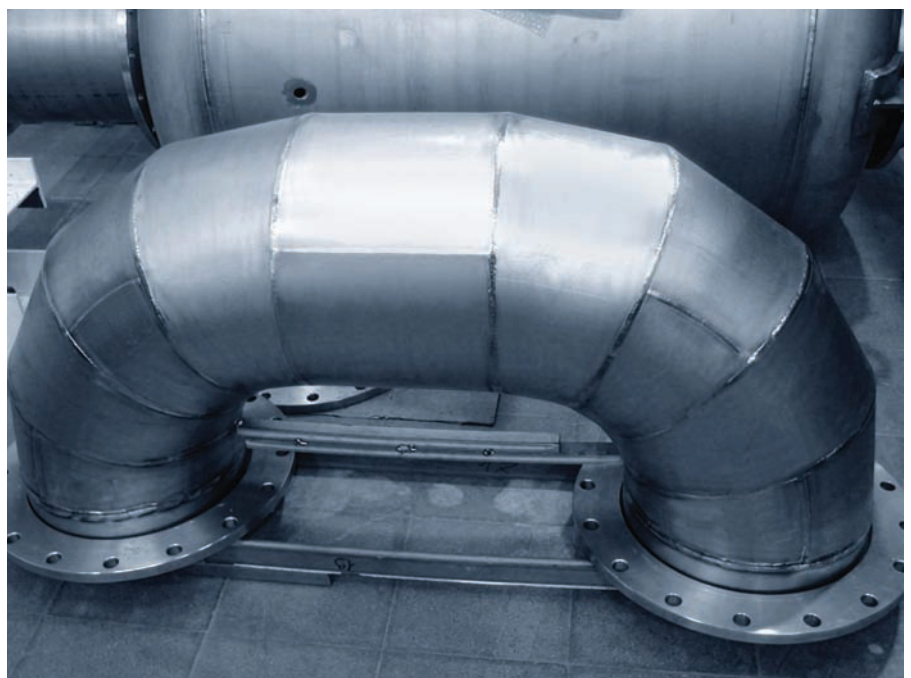
Mr. Cazzoli goes on to explain that the prefabricated piping systems or pipe spools the company also produce are part of WPI's core business. "We felt that the timing was right to focus on the production of these prefabricated piping systems because we saw that our customers are increasingly asking for this type of product. Because we deal with specialized products we have the right know-how to offer the right quality of welding process that the majority of our competitors just cannot provide. WPI's competitive edge is that it concentrates on medium-sized projects where fast deliveries are required. What makes WPI's products special, apart from knowing what our customers are looking for, is the skills, knowledge and experience of our welding operators. Our welding processes and all of our welders have been approved by the major bodies such as DNV, TÜV and RINA. This means that the customer is guaranteed to receive the right product for their needs with the right quality they require".

## ade fabrication

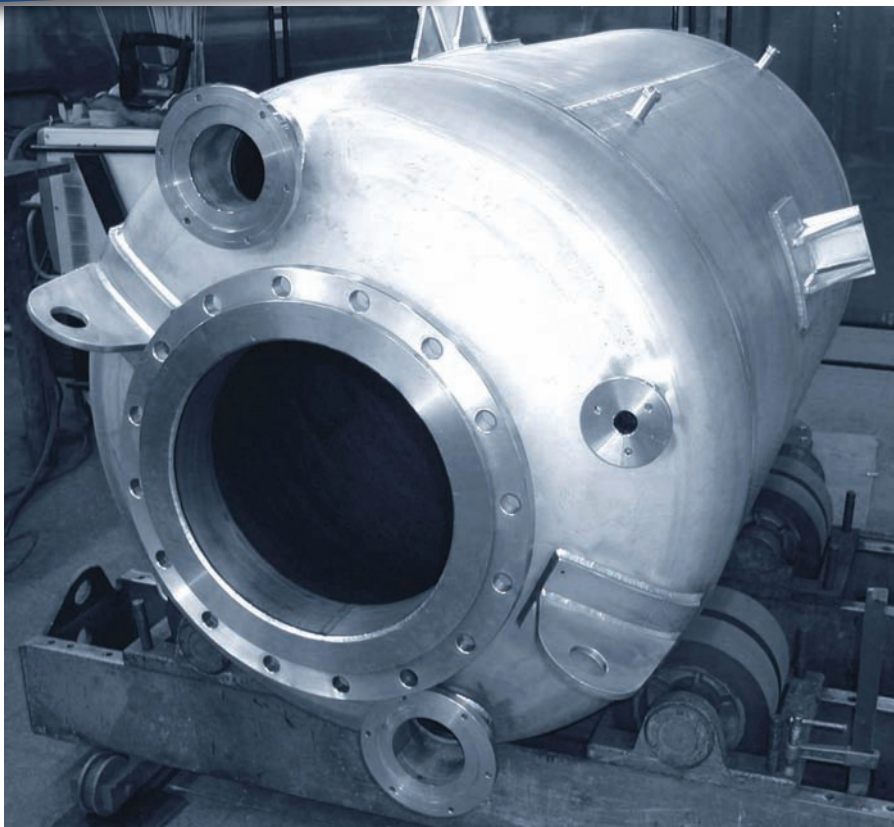
wall thickness of 60 mm and maximum pipe length of 12 meters. "We have the latest technologies in house and we utilize different welding methods such as EFW, PAW, GTAW, and SAW. Our production starts from plates and covers standard



*18" sch 140 Superduplex welded pipes.*



*24" miter bend – Alloy 825.*



Custom fabricated tank – Alloy C22.

Mr. Cazzoli continues, “We listen to our customers and focus on providing specialized, tailor-made products to match their specific needs. This applies to all of our product lines, of course, not just to the prefabricated piping systems.” He explains that WPI is not in the business of selling thousands of tons of the same, mass-produced product, but rather, they prefer to develop a customized system together with their customer, which is completely right for them. This will include any kind of equipment or special part they may require. The company also specializes in the customized fabrication of tanks, towers, crystallizers, filters, agitators, pressure vessels and serpentines in exotic materials such as titanium, nickel alloys, duplex, super-duplex, 904L and 254 SMO, as well as austenitic and super-austenitic stainless steels.

The customers, mainly EPC contractors, send their isometric drawings to WPI, whose engineering department translates the drawings into reality.

“To make WPI’s offer more complete, we decided to add plate rolling into our range of products and services,” Mr. Cazzoli adds, “and by means of our plate rolling machines we are now able to roll and weld plates into rolled cylinders, cones, rings and flanges. We can roll and form plates

up to 150 mm thick”.

WPI offer the above-mentioned plate-rolling service in full supply or in free issue, where the customer supplies the plate, which WPI then rolls for them. “Again, all the products and services described above would be for the oil & gas, pulp & paper, chemical, petrochemical, water treatment, mining, shipbuilding, power generation, fume treatment and fabrication industries. It is always the same markets that we target,” says Mr. Cazzoli. “We only



80mm thick plates during rolling into cone.

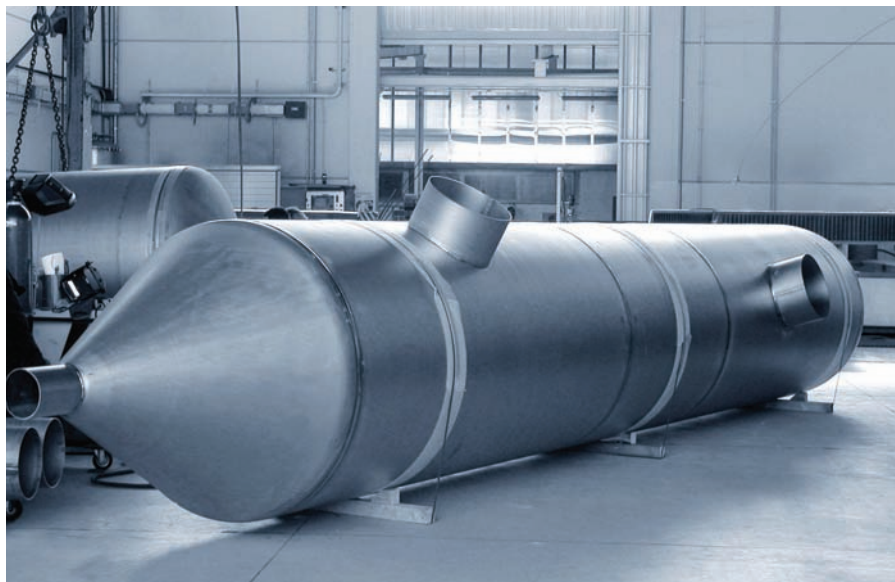
deal with exotic materials and there are not many players around the world who can offer a proper custom-made fabrication for these materials. We try to help our customers to get a full package of special, custom made products and we want to be first in their minds whenever they think about exotic materials.”

### Quality and qualifications

WPI’s target market is EPC contractors. Mr. Cazzoli explains, “We are able to target this market and to give them the service they need because our internal structure has allowed us to build special and longstanding relationships. All of our customers recognize that when they have a difficult job with complicated specifications, we can take this on board and produce exactly what they need.” He continues, “Our customers also know that, should they have any kind of problem or a need for assistance, they can always call us and can count on us to find the right solution for them. We keep a full reference of every product we sell to guarantee the right traceability. It’s not a simple task to carry out the welding and forming processes on these materials and to produce the right quality, and give the right after-market assistance as we do. We believe that we are unique in our ability to offer this service.”

WPI holds ISO 9001 certification by TÜV and are also PED, DNV and NORSOK approved.

“NORSOK approval has been a very



*Titanium pressure vessel.*

we know that we are performing in the right way. EN 10204 3.2 is performed on most of the products we sell.”

### What of the future?

Mr. Cazzoli confirms that WPI will, in the future, continue to provide a first class, quality service and quality products to the EPC contractors who are, rightly, very demanding and who are only interested in working with reliable partners they know they can trust. The company will remain flexible to the customer's needs and focus mainly on customized made products using the finest materials: “like an Italian tailor,” he smiles. “Quick response times together with quality and tailor-made products will keep our customers coming back.”

“Lastly, marketing-wise, WPI will also be looking to appoint agents in strategic areas in order to closely follow up trends in local markets and gain a better understanding of local customers' needs; so watch this space,” he concludes.

challenging experience for our company; it requires very tight procedures and you need to be very focused on quality to get it. We got it!” Mr. Cazzoli proudly emphasizes. “We have been NORSOK approved for the manufacturing of welded pipes in Titanium, Duplex, Super-Duplex (UNS 32750 and 32760) and SMO 254.” In addition, every welder employed by the company obtains individual approval for the skill and quality of their work according to international standards such as ASME IX, EN1418, EN9606-4, EN287-1. The company invests a lot of effort, time and money into obtaining and keeping these approvals because they appreciate the importance of this degree of quality control in today's market, and for individual customers. “Of course, this is only the first step,” says Mr. Cazzoli. “Yes, the paperwork is required to demonstrate the reliability of the product and of the company, which paves the way to beginning a relationship with a new customer and demonstrates our commitment to continued quality for existing customers. However, more than this, even though we are offering specialist products that our customer would find it difficult to obtain elsewhere, we have to make sure that the quality of our processes and products are maintained and that we keep our customers happy, both now and in the future.”

In order to maintain the various certifications and approvals they have qualified for, and to satisfy customer contract conditions, WPI are more than happy to open their doors for audits and inspections to be carried out during the

processing of a contract. “Visits by inspectors, appointed by customers, take place around twice a month,” Mr. Cazzoli tells us. “They come to inspect items at different stages of production and look at the processes and the product quality. We present an open book as we have nothing to hide. Inspectors are welcome because



*One of WPI's qualified welders at work.*

### Facts and Figures

Company Name:	Welded Pipe Industries srl
Headquarters:	Limena - Padova, Italy
Key Products:	Heavy wall welded pipes, Prefabricated piping systems, Custom made products, Plate rolling.
Materials:	Titanium, Nickel alloys, Duplex, Super duplex, SMO 254
Certifications:	ISO 9001, PED, NORSOK, DNV, NACE, ASME IX, EN1418, EN9606-4, EN287-1.
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