



Raccortubi Group: the Italian adaptive solution

Over the course of its almost 70-year history, Raccortubi Group has stocked, supplied and manufactured high quality fittings and piping packages destined for critical applications such as chemical and petrochemical plants, oil refineries, power plants, shipyards, fertilizer plants and offshore platforms. With its highly flexible configuration as a combined stockist and manufacturer, the Group can react rapidly to orders ranging from a few pipes or elbows to massive packages for major projects. Stainless Steel World spoke to Raccortubi Group's President, Mr. Luca Pentericci, about how this versatile business model has ensured the company's global reach continues to expand across a wide range of industries.

By Joanne McIntyre



Typical order for duplex, superduplex and 6Mo waiting for client's inspection.



Mr. Pentericci begins by explaining that Raccortubi, as a producer and stockist of high quality fittings and piping packages, has embraced its dual role to offer versatile solutions for its customers.

“As a manufacturer, Raccortubi can offer a complete range of butt weld fittings from ½” to 56”, with practically no limitations on wall thickness. Our integrated Techninox and Petrol Raccord plants have built up extensive in-house expertise over the past decades. These facilities are endowed with the ability

to make quality products available using specialized manufacturing and engineering know-how that we have been developing since our beginnings.”

“In its role as a stockist and package compiler the Group is able to rapidly provide pipes, tubes, fittings and flanges in stainless steel, duplex and special alloys from extensive stocks in multiple locations around the world,” Mr. Pentericci explains. Since about one year Raccortubi has added Titanium Gr 2 in stock, being now able to offer a

wide portfolio of specific and custom-made titanium components, both from production when it comes to fittings, and from stock in the case of pipes, complemented by other components such as flanges, forgings, bars, tube sheets and heat exchanger tubes. “Why Titanium? First of all, because we aim at enabling our customers to be provided with the most complete solution when dealing with us, in terms of both service and material availability. Then, let us not forget that we supply a large portion of our materials to oil platforms and FPSOs where titanium is a constant material of choice.”

Versatile business model

The advantages of such a business model are numerous. “Customers are quick to perceive the value of working with Raccortubi, which is able to perform as both a manufacturer and distributor,” continues Mr. Pentericci. “In fact, by combining the technical background applied to manufacturing with the flexibility, efficiency and geographical proximity of a worldwide stockholder and supplier, the Group is able to provide the most reliable tailor-made solutions. Our streamlined internal processes are adaptive to client needs. Moreover, customers can achieve maximum efficiencies to limit the total cost of their orders, whilst being provided with a very responsive and personalized service. We are able to achieve this because we have immediate access to raw materials from the Group’s extensive stock centres, which are in turn refilled with finished products.”

Whilst Raccortubi stocks are constantly replenished by the Group’s integrated butt weld fittings manufacturing plants, in Italy the huge stock of over 6,000 items supplies not only ex-stock materials directly to customers but also raw material to its integrated production facilities. Such warehouse dimensions together with the consistent stock replenishment by the Group’s manufacturing plants grant Raccortubi a substantial buffer stock for frame agreements and quick deliveries.



Extensive warehouse of over 6,000 items

[COVER STORY]

“Furthermore, our long-term relationships with major worldwide steel mills enable us to reserve production slots to guarantee rapid fulfilment of orders,” adds Mr. Pentericci.

Tailor made solutions

In line with Raccortubi Group’s goal of making life easier for its customers, Petrol Raccord production facility is able to provide special items made to customers’ drawings, while offering additional technical and manufacturing support for any special request. Similarly, the recent introduction of welded elbows in two halves, from 10” and above, manufactured in stainless steels, duplex, nickel alloys and titanium, has further broadened the Group’s production offering and enhanced its reputation as a high-technology ‘one-stop-shop’.

“This perfect synergy between stockholding and manufacturing activities results in the capability to cater to customer requirements for delivery, whether items are required within one day or one year,” explains Mr. Pentericci.

“Products can be quickly either supplied from stock or from the incoming stock replenishment, or, to a lesser degree, produced from scratch. Therefore, when we receive a large order, what is available off-the-shelf is immediately reserved, together with the incoming items from the corporate manufacturing plants, then a back-to-back order is issued to produce the remaining items from scratch. Therefore, most of the



16” elbow in duplex 31803 welded at Petrol Raccord

job can be supplied from stock, while focusing on a dedicated production lot guarantees precision and punctuality.”

Quality made in Italy

Quality is a matter of utmost importance for the Group and this focus is underpinned by two important aspects of the company’s make-up. First and foremost, manufacturing. “Retaining production in two local Italian facilities, Tecninox and Petrol Raccord, ensures that the quality of materials is guaranteed in every single manufacturing phase and enables us to have full control on

the entire process from the origin of raw materials to the fulfilment of all the necessary end-user requirements.” Mr. Pentericci explains.

The second aspect of the company’s make-up maintaining the highest standards in the quality of its products is the extensive battery of quality checks that all Raccortubi products undergo. “Additionally, our carefully constructed internal specifications set out chemical composition, mechanical values and proprietary testing, providing for the most stringent of testing in line with the majority of the Oil & Gas operators’ requirements.



Personalised production according to customer’s drawings

Fighting counterfeits

In line with its strong focus on quality, the Group is a member of the “Steel Alliance Against Counterfeiting” (SAAC), a non-profit industry initiative constituted by manufacturers of steel pipes, flanges and fittings. The aim of the SAAC is to increase awareness and combat the harmful, dangerous and illegal practice of branding untraceable goods with approved manufacturers’ names. Any fitting produced at Tecninox and Petrol Raccord can be traced from its accompanying quality certificate all the way back from base material to heat treatment and testing results. Raccortubi is a proud representative of SAAC’s Fight Fake Products initiative around the world. See www.fight-fake.org for information.

This gives clients a number of benefits: it allows them to buy even the smallest of quantities – off the shelf, fully tested – without unnecessary delay in waiting for the testing to be carried out as well as no additional costs for them to incur.”

Given this rigorous attention to quality, it is of no surprise that Raccortubi’s production units have received several important certifications, from those of Norsok, BP and Total, to PED (2014/68/UE) and ASME III NCA-3800 Quality System Certificate for nuclear applications, as well as ISO 9001:2008 and OHSAS 18001:2007 approvals. Mr. Pentericci continues: “Quality documentation is also an important issue and handling it in real time is not a matter of improvisation but the result of thorough analysis aimed at making customers’ lives easier. The expertise of our Group’s IT technicians led them to design and integrate a dedicated application, Webpaper, in the corporate ERP. This smart software allows that certificates of any ordered product can be downloaded from the website even before the materials are shipped.”

Global distribution network

As a further competitive advantage, Raccortubi Group can boast a global distribution network thanks to its stockholding subsidiaries in Brazil, UAE, Scotland and Singapore. By availing itself of the local expertise and knowledge, the company is able to meet and anticipate market requirements and to cater to these through its headquarters and manufacturing plants in Italy as well as



State of the art technology at Raccortubi’s manufacturing plants

through its multinational stock centres, in order to offer a tailor-made, efficient service. Subsidiaries, in fact, can fulfil complete project package requests as well as ex-stock necessities for maintenance and urgent requirements, being also able to personalize orders according to all customers’ needs – i.e. colour coding, marking, extra testing, special packaging.

Commitment to HSE and ethics

“Finally, yet importantly, it is worth mentioning the Group’s commitment to the Health, Safety and Environment issues,” adds Mr. Pentericci. “The

recent publication of our Code of Ethics and Conduct can be considered in the wider perspective of sensitivity towards ethics in behavioral matters and work practices that has characterized Raccortubi since its beginnings. This is not only from a customer-oriented viewpoint, since nowadays players in the oil & gas industry require more and more information on a suppliers’ work organization, but also from an employee-oriented point of view. It’s vital to ensure that we can count on retaining our highly experienced team and to continue attracting young talent to develop and nurture for the future.”



New availability of titanium components

Facts & Figures

Name:	Raccortubi Group
Headquarters:	Milan, Italy
Stockholding:	Italy, Brazil, Dubai, Singapore, UK
Certifications:	ISO 9001:2008, OHSAS 18001:2007, PED, ASME, Norsok M-650 Ed. 4
Products:	Pipes, tubes, (butt-welded) fittings, flanges
Materials:	Stainless steel, duplex, super duplex, super austenitics, nickel alloys, titanium
Manufacturing:	Butt weld fittings from ½” up to 56”, special products (flow & barred tees, manifolds, Y pieces....)
Website:	www.raccortubigroup.com