



Our manufacturing experts support the full production chain from raw materials to final products including machine design, maintenance, process optimisation, quality control, and business strategy. They also offer insights into marketing, export, and entrepreneurship, always integrating relevant sustainability aspects into their advice.

Manufacturing

The Dutch manufacturing sector is known for its craftsmanship, technical expertise, and innovative approach. It combines traditional skills with modern production techniques, offering flexibility, quality, and smart solutions.

PUM experts support SMEs across the full manufacturing process—from raw materials to finished products, and from machine design to maintenance and repair. While many have in-depth knowledge of metals and materials like cast iron and non-ferrous alloys, their experience applies to a wide range of production environments.

Beyond technical support, they help improve processes, boost efficiency, ensure quality control, and strengthen working conditions. Many also bring managerial expertise, offering advice on entrepreneurship, marketing, export strategies, and business development.

Machine specialists assess equipment use, recommend improvements, and assist in adopting new technologies.

Sustainability is always part of the conversation—whether it's reducing waste, improving energy efficiency, or future-proofing operations.

PUM experts work hands-on with SME teams, offering practical, tailored advice to strengthen daily operations and long-term growth.

Areas of expertise

Processing

Using raw materials to produce machine parts, spare parts, complete machines and equipment. Includes surface treatments such as galvanising, powder coating, and metal spraying.

Transport

Design and production of vehicles, vessels, trucks, coaches, and agricultural equipment. Includes engine overhaul, maintenance, spare parts production, and dealership management.

Production Techniques

Welding (TIG/MIG), CNC milling, cutting, turning, grinding, finishing, and bending. Includes production of parts and equipment, and advice on machinery capability, production layout, routing, quality assurance, ergonomics, safety, and material handling.

Product Design & Development

Design or redesign of products based on existing machinery. Includes advice on new product opportunities and related investment considerations

Tool Manufacturing

Design and production of moulds, dies, cutting tools, hand tools, and tools for the sheet metal industry, as well as production and assembly lines.



André van Rijn

CEO Javan Fabrications, South Africa

"I understand him and he understands me. We talk on the same level. Sometimes you know you should do certain things but the penny doesn't drop and you need someone to tell you. And that's actually how Paul has helped us, with regard to the cost of assignments, procedures and methods of finding out whether or not we have made a profit."

Client examples

Innovation in banana processing adding value locally

A dried banana chip producer asked PUM for help developing a banana peeling machine to improve efficiency and reduce manual labour. Before his visit, the expert researched the global market, consulting Wageningen University and major banana suppliers. He discovered that no such machine existed.

He created a preliminary design and, once on site, worked closely with the local team to refine and test it. The main challenge was the natural variation in banana sizes and shapes. After several trials, a workable design was finalised.

Back in the Netherlands, the expert arranged a partnership with a Dutch company to build the machine and secured a patent for the design.

The result: a locally relevant innovation that increased productivity, reduced waste, and supported the company's growth. It also strengthened the local value chain—creating opportunities for small-scale banana producers and contributing to jobs and skills development in the community.

Strengthening Maintenance Services in Agricultural Equipment

A manufacturer of agricultural equipment relied heavily on its Maintenance and Repair department—for servicing local clients, renovating used machines, and maintaining in-house equipment. Yet the department faced two key issues: inconsistent service quality and low turnover relative to its costs.

A PUM expert found that while craftsmanship was strong, internal coordination and customer insight were lacking. In response, he worked with management to introduce a clear organisational structure with defined responsibilities for quality control, delivery times, and budgeting.

To better align services with the needs of farmers and other clients, the expert recommended forming a marketing and sales team. Their role: gather insights on customer needs and develop a targeted two-year strategy to improve service offerings and boost sales.

This approach helped the company deliver more reliable service, increase customer satisfaction, and strengthen its role in the local agricultural value chain.

Professional people for positive impact

PUM collaborates with businesses and organisations to grow sustainably and build a brighter future for their community. Check [PUM.nl](https://pum.nl) for more information and criteria, and apply for advice.