

M.T.S.

Know-how across multiple Industries

Case Study

Customer

Liebherr-France SAS

Industry

Earthmoving

Liebherr-France SAS, headquartered in Colmar, France, has been founded in 1961 and is a market leader in developing and manufacturing crawler excavators and specialized machines.

Until 2,000 excavators are manufactured yearly in Colmar for a wide range of industries like earthmoving, demolition, industrial handling, civil engineering, and tunnel construction.



The Challenge

By mid of 2023, Liebherr-France had to re-work the supplier portfolio to implement a cost reduction program which also included the side frame supply for crawler excavators. The products were already in dual sourcing, but one of the current suppliers was not in the market price.

Two main objectives should be reached by supply change:

- ◆ Cost reduction by maintaining the focus on high quality and zero-defect requirements.
- ◆ Closer supplier site location by guaranteeing short-time product availability and lower transport costs.



The Solution

Liebherr-France decided to assign to M.T.S. the supply of the side frames, since M.T.S. was already a supplier since 2021 for a complex excavator basic boom. Since 2019 M.T.S. was also an A-Class supplier for Liebherr Group.

Since then, M.T.S. had proven to be a reliable partner with a solid knowledge in the manufacturing of complex drawing parts with complex geometries and tolerances for the Earthmoving Industry, being a main supplier for a series of Original Equipment Manufacturers in the local and international market.

The timing was perfect because M.T.S. had already started the construction of its 3rd plant that should guarantee a production capacity increase of around 30%. M.T.S. was also creating an internal cutting and folding center with the latest generation machines provided with bevel heads and incorporated drilling centers able to reduce transformation and product lead times, internalizing completely the cutting process. A lot of investments have been done in the welding automation too.

As a result, M.T.S. turned to be the perfect alternative for Liebherr-France, offering very competitive prices and a close site location to Colmar, making possible also a same-day delivery.

The further added value of M.T.S. is its grounded technical know-how in the construction of drawing parts and its proactivity in finding optimal solutions to technical challenges. Thanks to the co-engineering of M.T.S., Liebherr receives real time feedback based on production data. In this way, there is a continuous optimization of the production process.

Customer

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