



A GLOBAL SOLUTION FOR PRODUCTION FLEXIBILITY

*Marcopolo S.A. - BR*

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*BLM GROUP systems allowed us to make significant improvements in our product portfolio, along with increased efficiency in our production processes.*

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make the finished product from a single piece, reducing transfers, the number of processed parts and raw material waste. Furthermore, assembly is facilitated by using a specific system reducing the number of tools and jigs.”

### **What are the main features of Marcopolo's production process?**

“We have a very diverse production due to the highly customizable nature of the end product, focused on the different needs of our customers. Given the diversity of our products, our biggest challenge is raw material optimization, which accounts for a great part of the finished product cost. To minimize this, we are investing in innovation and research to develop more efficient, cost-effective components. At the same time, we need to have a system with an appropriate degree of automation for our type of products, which allows flexible production and offers excellent cost-effectiveness. With these criteria in mind, we examine the current scenario and analyze the future, to foresee an increase in demand and new products.”

### **What made you prefer BLM GROUP solutions?**

“The decision came after careful consideration. We chose BLM GROUP because of the global solution it offers. Obviously, the choice started with the products, but for us, it was equally essential to have programming software that allows for a very fast production process. Furthermore, with BLM GROUP we are guaranteed precise and punctual technical support and the constant availability of spare parts. Before making the choice, we also visited companies that were already

using the systems we were best met our company's requirements. We concluded that BLM GROUP was the best choice.

### **Did you find an answer to the introduction of BLM GROUP systems?**

“Yes, the BLM GROUP systems are reliable, with technology that significantly reduces material production and low operational costs. We are proud of the products and the services provided with easy access and direct contact with the technicians. It is necessary, also with the help of BLM GROUP, undoubtedly say that the solution (the BLM GROUP ship) is adequate and low

### **Luciano Resner, Director of engineering at Marcopolo, talks about the collaboration with BLM GROUP.**

“From the beginning, the first systems we purchased from BLM GROUP helped us boost our production flexibility. They allowed us to make significant improvements in our product portfolio, along with increased efficiency in our production processes. With the process automation offered by the BLM GROUP systems, we have optimized material use by introducing what we internally call ALTC (Advanced Laser Tube Cutting). This operational methodology allowed us to significantly reduce the number of bent tubes used in the vehicle, as well as the number of cut tubes. Previously, the various parts were subjected to numerous processes and a large amount of material was wasted. With BLM GROUP's laser systems, we can





in electric transport  
to expand and  
support the development  
alternatives, paving  
more sustainable  
in the future. BLM  
accompanies us in  
this process, providing us with  
flexibility to meet



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*The BLM GROUP systems are robust and reliable, with technology that allows flexible production and low operating costs.*