

Procurement of linear motion guides: Successful balancing act between functionality and price

The customer

Andritz Soutec AG Switzerland specialises in the development of highly automated welding systems. These are used in the automotive industry for the production of car body parts.

The initial situation

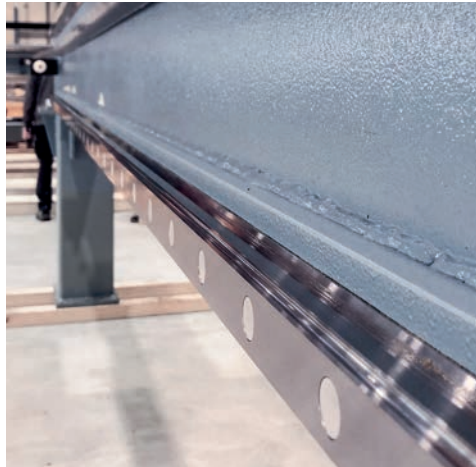
The core competence of Andritz Soutec is the welding process. To date, the company has purchased the system for handling the parts from an external partner. Depending on the order and capacity situation, the company plans to produce the handling systems directly in-house in Switzerland. The system manufacturer can acquire the design data from the previous supplier, which creates the basis for implementing the in-house solution. This decision leads to a need for linear motion guides.

Project requirements

- ▶ Determination of the linear guide functionality required for the application
- ▶ Transparent presentation of the product options
- ▶ Cost-optimised solution
- ▶ Technical advice and support in evaluating the appropriate product variant

Bachofen's solution

The plant designers at Andritz Soutec see Bachofen as the right partner for the procurement of linear motion guides. As different versions of these components can be used in handling systems, they attach great importance



THK linear motion guides in use: The system ensures precise handling and welding of car body panels.

to selection options and targeted advice. In a first round, the Bachofen experts for motion technology put the THK linear motion guides of the HSR series up for discussion. As their performance exceeds the actual requirements of the application on closer inspection, Bachofen demon-

strates the technical differences between possible variants. In the end, THK's HSV series linear motion guides prove to be a solution that is technically convincing in every respect and at the same time fulfils the cost specifications of the procurers.

«The current market situation is forcing us to be even more cost disciplined. Thanks to Bachofen's flexibility, we can say: goal achieved!»

Rolf Furter,
Head of Purchasing, Andritz Soutec AG

Project technology partner

