

## More Than Productivity

Algeria - Argentina - Australia - Austria - Belgium - Brazil - Bulgaria - Canada - Chile - China - Colombia - Croatia - Czech Republic - Denmark - Egypt - Finland - France - Germany - Greece - Hungary - Iberia - India - Indonesia - Ireland - Israel - Italy - Japan - Korea - Laos - Malaysia - Marocco - Mexico - Netherlands - Norway - Peru - Philippines - Poland - Portugal - Romania - Russia - Saudi Arabia - Serbia - Singapore - Slovakia - Slovenia - South Africa - Spain - Sweden - Switzerland - Taiwan - Thailand - Tunisia - Turkey - Ukraine - United Arab Emirates - United Kingdom - United States - Venesuela - Vietnam

[www.desouttertools.com](http://www.desouttertools.com)



100 YEARS OF INNOVATION

PN 615 993 957 0 © Desoutter Industrial Tools.



YEARS OF INNOVATION



“ This year, it is with great pride that we celebrate the 100th anniversary of our brand, Desoutter.

In Desoutter's earliest days one hundred years ago, who would have imagined that it would become today's global leader in its sector? How many industrial companies can claim, like Desoutter, to have weathered the years with such success, never forgetting the values that have formed the foundation of their prosperity?

This one century of existence would not have been possible without that drive for innovation that characterises our company, without that perpetual determination to evolve along with the changing world around us, always acting with vision to anticipate the needs of tomorrow.



This longevity is also the fruit of dedicated devotion on the part of all those employees who have shared their ideas, their skills and their technological expertise in order to turn that thrust for innovation into reality and to give it meaning.


But this history is also - and primarily - that of our customers and partners who remain the sole reason for our existence. It is for them and alongside them that we strive for perfection day after day, and our intention has been to pay tribute to them in the name of this shared success by compiling some of their testimonials in this book.


Together we have written the beginning of a great story. And together we will continue to move forward, to look to the future with the same ambition: always to offer “more than productivity”.

Philippe Artzet, President.





 In diesem Jahr können wir mit großem Stolz das 100-jährige Jubiläum unserer Marke Desoutter feiern.  Wer hätte in den ersten Tagen von Desoutter vor einhundert Jahren gedacht, dass die Firma einmal zu den weltweiten Marktführern in diesem Industrie-sektor gehört? Wie viele Industrieunternehmen wie Desoutter können von sich behaupten, dass sie diese vielen Jahre mit so großem Erfolg überstanden haben? Vergessen wir dabei auch nicht die Werte, die die Grundlage für diesen Erfolg geschaffen haben. Diese einhundert Jahre Marktpräsenz wären nicht ohne die Innovationskraft möglich gewesen, die unser Unternehmen ausmacht, ohne das kontinuierliche Bestreben, sich in einer Welt weiterzuentwickeln, die sich in einem ständigen Wandel befindet, und dabei stets die Vision vor Augen zu haben, die Bedarfssituation von morgen bereits heute einschätzen zu können. Diese Ausdauer ist auch das Ergebnis eines konzentrierten Einsatzes all unserer Mitarbeiter, die ihren Ideenreichtum, ihre Fachkompetenz und ihre technischen Erfahrungswerte eingebracht haben, um diesen Innovationsschub in die Praxis umzusetzen und ihm Bedeutung zu verleihen. Diese Erfolgsgeschichte ist aber auch - und das vornehmlich - unseren Kunden und Partnern zu verdanken, die unsere zentrale Existenzgrundlage sind und bleiben. Sie sind es, für die und mit denen wir Tag für Tag nach Perfektion streben, und es ist unsere Absicht, ihnen im Namen dieses gemeinschaftlichen Erfolges Tribut zu zollen, indem wir in diesem Buch einige ihrer Zeugnisse zusammen getragen haben. Gemeinsam haben wir den Anfang einer herausragenden Geschichte geschrieben. Und gemeinsam schreiten wir weiter voraus, um die Zukunft mit dem gleichen Ergeiz in die Hand zu nehmen: Immer „mehr als Produktivität“ zu bieten. Philippe Artzet, Vorsitzender.

 C'est avec une grande fierté que nous célébrons cette année le 100ème anniversaire de notre marque, Desoutter. Qui aurait pu parier il y a 100 ans, aux prémices de Desoutter, que celle-ci serait aujourd'hui un leader mondial de son secteur ? Combien d'entreprises industrielles peuvent prétendre, comme Desoutter, avoir su traverser les années avec autant de succès, sans jamais oublier les valeurs qui ont été les fondements même de leur prospérité ? Ce siècle d'existence n'aurait pu être possible sans cette volonté d'innovation inhérente à notre société, sans cette envie perpétuelle d'évoluer avec le monde qui nous entoure et surtout, d'agir toujours en visionnaire pour anticiper les besoins de demain. Cette longévité est également le fruit d'un investissement dévoué, celui de tous les salariés qui ont su partager leurs idées, leurs compétences et leur savoir-faire technologique pour faire vivre cette force d'innovation et lui donner un sens. Mais cette histoire est aussi et surtout, celle de nos clients et partenaires, qui restent notre seule raison d'exister. C'est pour eux, et avec eux, que nous continuons de nous perfectionner jour après jour, et c'est au nom de cette réussite commune que nous avons souhaité leur rendre hommage en recueillant dans ce livre certains de leurs témoignages. Ensemble, nous avons écrit le début d'une belle histoire. Et ensemble, nous continuerons d'avancer pour préparer l'avenir avec la même ambition : celle d'offrir toujours « more than productivity ». Philippe Artzet, Président.

 Este año, nos enorgullece celebrar el centenario de nuestra empresa, Desoutter. En los primeros años de Desoutter hace cien años ¿quién habría imaginado que actualmente seríamos líderes del sector a nivel internacional? ¿Cuántas empresas pueden presumir, como Desoutter, de haber superado el paso de los años con tanto éxito y sin olvidar nunca los valores que han forjado la base de su prosperidad? Este siglo de existencia no habría sido posible sin ese impulso de innovación que caracteriza nuestra empresa, sin esa determinación incansable por evolucionar junto con el mundo cambiante que nos rodea, siempre actuando con visión para anticiparnos a las necesidades del mañana. Esta longevidad también es fruto de la dedicación de todos los empleados que han compartido sus ideas, su destreza y su experiencia técnica para convertir la innovación en

realidad y darle un sentido. Pero esta historia es también, y principalmente, la de nuestros clientes y socios que son nuestra razón de ser. Por ellos y junto a ellos nos esforzamos cada día para alcanzar la perfección y nuestra intención ha sido rendirles tributo en nombre de este éxito compartido, recopilando algunos testimonios en este libro. Juntos hemos escrito el comienzo de una gran historia. Y juntos continuaremos avanzando, mirando hacia el futuro con la misma ambición: ofrecer siempre «más que productividad». Philippe Artzet, Presidente.

 今年弊社は、弊社ブランド、Desoutterの100周年を迎えます。 100年前のDesoutter黎明期に、この分野で今日グローバルリーダーになるだろうとは誰が想像したでしょうか？ Desoutterのように、自社の繁栄の基礎となった価値観を決して忘れることなく、何年にもわたって成功を収めてきたと主張できる会社が、いったいいくつあるのでしょうか？ この1世紀におよぶ存続は、常に明日のニーズを先取りするためにビジョンを持って行動し、周りの世界の変化に合わせて進化するという絶え間ない決意なしには、そして弊社を特徴づける革新への意欲がなければ、決して実現しなかつたでしょう。 この息の長さはまた、技術革新への推力を現実のものとし、それに意味を付加するために、自分の考えやスキルやその技術的専門知識を共有してきたすべての従業員の一途な献身の賜物です。 しかしこの歴史はまた、第一には、弊社の唯一の存在意義でありつづけるお客様およびパートナーの方々の歴史でもあります。 お客様のために、そしてお客様と共に 私達は日々完璧を求めて努力しております。本書の中でお客様の証言の一部を紹介することにより、成功の共有という名においてお客様に深く敬意を表したいと願っています。 私達は一緒に、壮大な物語の始まりをこの1冊にまとめました。そして、同じ志をもって前進し、未来に目を向けていきます。常に「生産性以上のものを」実現するために。 社長 Philippe Artzet。

 今年，我们无比自豪地庆祝我们的品牌 Desoutter 创立 100 周年。一百年前，在 Desoutter 早期，谁会想到，它会成为当今该领域的全球领导者？ 有多少工业公司可以像 Desoutter 一样宣称，历经岁月，获得如此成就，却从未忘记奠定其成功基础的价值观？ 没有作为我们公司特色的创新的推动，没有恒心随着我们周围不断变化的世界发展，始终以预测明天需求的愿景采取行动，我们公司就不可能走过这一个世纪。 公司长存也是所有员工敬业奉献的结果，他们分享想法、技能和技术专长，从而将这一创新推动力变为现实，赋予意义。 但是，这段历史也是并且主要是我们的客户和合作伙伴的历史，他们一直是我们唯一存在的理由。 为了他们，我们与他们一起，日复一日力求完美，我们的目的是通过在本书中编写一些对他们的褒奖，以共享成功的名义向他们表示敬意。 我们一起书写壮丽故事的开端。 并且我们将一起继续前进，以同样的雄心展望未来：始终提供‘超越生产力’。 Philippe Artzet, 董事长。

# HISTORY OF AN INNOVATIVE BRAND

**Geschichte eines innovativen Markenherstellers**  
**L'histoire d'une marque qui innove**  
**Historia de una marca innovadora**  
**革新的ブランドの歴史**  
**一个创新品牌的历史**



## THE ORIGINS OF A GREAT DESTINY

It was 1914. The 5 Desoutter brothers were all keen pilots.

When one of them, Marcel, lost a leg in a plane crash, he was fitted with a bulky and uncomfortable wooden replacement. His brother Charles then decided to help him regain his mobility by designing **a prototype for a revolutionary artificial leg made of duralumin.**

It was the first ever metal leg. Light and easy to manoeuvre, Marcel was flying again by the following year.

This innovation was met with great interest from an expanding circle of acquaintances who had fallen victim to the same fate and resulted in the founding of the Desoutter Company, headed by Marcel.

**The Desoutter artificial leg made it possible to “Walk, dance, and even ride a horse”** and soon orders flooded in from all over the world. This success was boosted by a huge order from the French state for its army.

Some years later, in 1946, a French Secretary of State asked the company to manufacture “A utility one, not as elaborate or expensive”. The reply given by Robert, one of the Desoutter brothers, was irrevocable:

*“We make the finest artificial leg there is, if we could make a better one we would (...)  
But we will not make a cheap one.”* This care for excellence has never since been compromised.



## THE HORSE'S HEAD, FROM ADVERTISEMENT TO COMPANY EMBLEM

The original idea for **this symbol was accredited to Charles Cunliffe** who headed Desoutter's Advertising department for many years after the Second World War.

This was a period of strong growth, particularly owing to the development of a range of innovative tools. Their launch was accompanied by a novel and eye-catching advertising campaign presenting diminutive figures in worker's overalls, but with the heads of horses!

This horsepower concept was so effective at communicating the power of the Desoutter set of tools that it **was developed in a great many of the brand's advertisements for about twenty years.** The managing board at the time even decided that it was the embodiment of the company's identity.

In 1973, the horse's head was combined with the Desoutter logo script, which was a facsimile of Louis Albert Desoutter's signature, one of the company's founders. **Since then it carries the brand's image and is registered in most industrial countries throughout the world. To mark the centenary of the brand, the emblem recently adopted a more contemporary graphic design.**



Als ehrgeiziger Pilot verlor Marcel Desoutter sein Bein bei einem Flugzeugunfall. Sein Bruder konstruierte daraufhin das in der Geschichte erste künstliche Bein aus Duraluminium. Sein großer Erfolg stellte den Beginn der Firma Desoutter dar, die im Jahr 1914 gegründet wurde.

Pilote passionné, Marcel Desoutter perd sa jambe dans un accident d'avion. Son frère conçoit alors la toute première jambe artificielle en duralumin. Son énorme succès signe les débuts de Desoutter, société fondée en 1914.

El gran piloto Marcel Desoutter perdió una pierna en un accidente de avión. Su hermano diseñó la primera pierna artificial de duraluminio. Su gran éxito fue el comienzo de Desoutter, que se fundó en 1914.

優秀なパイロット、Marcel Desoutterは飛行機事故で脚を失いました。そのために彼の兄は最初のジュラルミン製義足を設計したのです。その大成功が1914年に設立されたDesoutter（デソータ）社の始まりでした。

Marcel Desoutter 曾是个飞行员，在一次飞机失事事故中失去了一条腿。当时他的兄弟设计了有史以来第一个硬铝假腿。其巨大成功成为 1914 年创立的 Desoutter 公司的开端。

Das Symbol der Marke Desoutter stammt von einer Werbekampagne, die Miniaturarbeiter mit Pferdeköpfen zeigt. 1973 wurde es dann mit einer originalen Kopie der Unterschrift des damaligen Firmendirektors zum endgültigen Firmenlogo kombiniert.

Le symbole de la marque Desoutter vient à l'origine d'une campagne publicitaire présentant des ouvriers miniatures affublés d'une tête de cheval. En 1973, il se conjugue avec le facsimile de la signature du directeur d'alors pour former le logo définitif de l'entreprise.

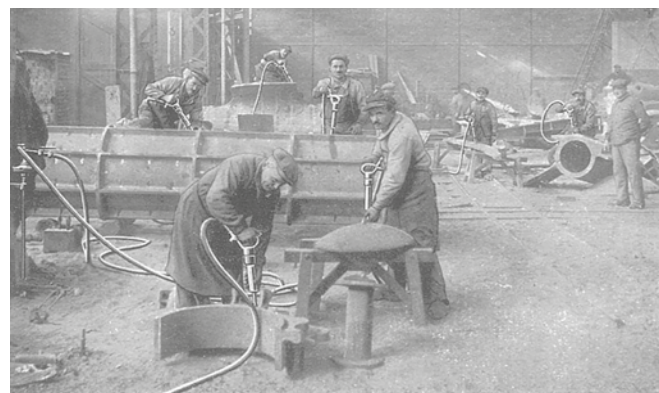
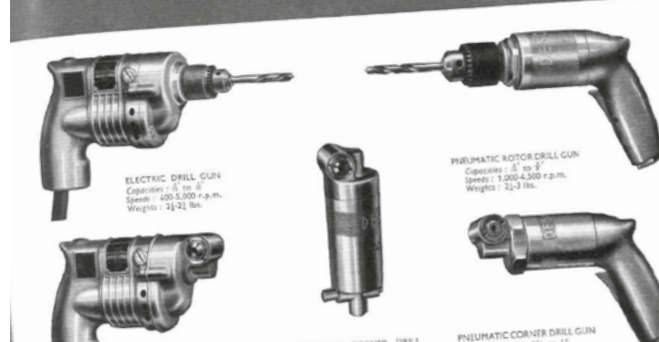
El símbolo de la marca Desoutter nació en una campaña publicitaria que presentaba trabajadores en miniatura con cabezas de caballo. En 1973, se combinó con un facsimil de la firma del entonces director para crear el logo definitivo de la empresa.

Desoutterブランドのシンボルは、馬の頭部とミニチュア模型の作業員が登場する広告キャンペーンに由来します。1973年にそのシンボルは、最終的な会社ロゴを決めるために、当時のディレクターの署名のファクシミリ画像と結合されました。

Desoutter 品牌标志起源于一次展示微型工人和马头模型的广告宣传活动。1973年，其与当时董事长签名的摹本结合，构成了明确的公司徽标。



# POPULAR MODELS FROM THE DESOUTTER ARMOURY BRITISH MADE



## FROM ARTIFICIAL LIMBS TO POWER TOOL MANUFACTURING

From the outset, **Desoutter needed to develop specific pneumatic tools** to ensure that the aluminum components of the artificial limbs were drilled quickly and efficiently.

Constantly perfected to adjust to the numerous developments in its production, the company acquired such expertise in this field that **in the 1950s they decided to make it their sole business.**

Since then, the same care for excellence behind the success of its artificial limbs was applied to developing ever more efficient and powerful portable precision tools.

Its ability to adapt to the specific needs of its clients and the reliability of its products meant that it quickly captured the foreign market **to become a key international player.**



## DESOUTTER, A CENTURY OF INNOVATION AT THE SERVICE OF EFFICIENCY IN INDUSTRY


Founded under Taylorism and Fordism, **Desoutter felt from the start the necessity to include the innovations it produced in a more global context** taking into account both the individual and its environment.


Unlike its competitors, the company was particularly quick to understand the notion of ergonomics in the development process of its products with an eye to improving their use.


It also initiated an analysis and **ROI optimisation program called “Desoutter Right Way”,** a unique **4-step methodology** that identify workable improvements to the production line. This solutions combine real-world insights gathered directly from the customers production line with Desoutter unmatched expertise in tool systems.





Lastly, true to its values and slogan, “More than Productivity”, **Desoutter has been committed to eco-friendly development** by adapting its production tooling to environmental standards. Since then it constantly innovates these production lines not only in order to reduce energy consumption but to streamline their processes.


 Von Beginn an mussten bei Desoutter spezielle Industriewerkzeuge entwickelt und justiert werden, um die Beinprothesen herzustellen. Dabei erlangte die Firma umfangreiches Wissen, sodass dieses Anwendungsgebiet dann in den 1950er Jahren zum exklusiven Tätigkeitsbereich der Firma wurde.


 Dès le début, Desoutter doit mettre au point et ajuster des outils industriels spécifiques pour fabriquer ses jambes artificielles. Ce faisant, l'entreprise acquiert un savoir-faire particulier et fait de ce domaine son activité exclusive au cours des années 1950.


 Desde el comienzo, Desoutter tuvo que desarrollar y ajustar herramientas industriales específicas para fabricar sus piernas artificiales. Al hacerlo, la empresa adquirió gran experiencia en herramientas especializadas e hizo de este campo su objetivo exclusivo durante los años 50.


 当初からDesoutterは、義足製造用に特定の産業用工具を開発し、調整する必要がありました。 これを行うために、会社は特定の専門知識を取得し、1950年代にはこの分野を専門ビジネス分野にしました。


 从一开始，Desoutter 需要开发和调整特定工业工具以制造假腿。在这一过程中，公司获得了特定的专业知识，在 20 世纪 50 年代使这一领域成为其独家业务。

 Von Beginn an hielt man es bei Desoutter für notwendig, die eigenen Innovationen in einen globaleren Kontext einzugliedern und Aspekte der Ergonomie, des Energiemanagements und des Umweltschutzes in die eigenen Industrieprozesse einzubeziehen.

 Desoutter juge dès les premières heures nécessaire d'inscrire ses innovations dans un contexte plus global, prenant en compte les notions d'ergonomie, de gestion de l'énergie et de respect de l'environnement dans ses processus industriels.

 Desde el comienzo, Desoutter creyó necesario integrar sus innovaciones en un contexto mucho más global, teniendo en cuenta las nociones de ergonomía, gestión energética y respeto por el medio ambiente en sus procesos industriales.

 当初からDesoutterは、自社工業プロセスに人間工学、エネルギー管理および環境への配慮を組み入れ、技術革新をさらにグローバルな文脈に含める必要性を感じてきました。


 从一开始，Desoutter 就认为有必要将创新纳入更加全球化的背景，在工业生产过程中考虑人体工程学、能源管理和环境保护的理念。

## A WORLD LEADER


True to its philosophy “Worldwide Solutions with Local Expertise” and in accordance with the brand’s promise of “More than productivity”, Desoutter has endeavoured to strengthen its position in the market by timely mergers with other companies of renowned expertise.

In this way **the French companies Georges Renault and Seti-Tec, the American Tech-motive and the Swedish Scan Rotor have enhanced Desoutter’s offer** and enabled the brand to benefit from local sales networks and services which ensure its development throughout the world.

At present, with over twenty business units and one thousand collaborators in over fifty countries, **the company aims to be the number 1 strategic assembly solution provider** and cover most requirements for assembly and manufacturing processes in the automotive, aeronautics, general industry and light industry sectors alike.

**Desoutter (England)**  
Founded in **1914**  
Pneumatic screwdrivers, drills, auto feed drills and air motors<sup>(1)</sup>




**Georges Renault (France)**  
Founded in **1918**  
Electric power tools and fastening systems, material removal tools<sup>(2)</sup>





**Tech-motive tool (USA)**  
Founded in **1970**  
Intelligent, digital electric fastening tools and assembly systems<sup>(3)</sup>




**SCANROTOR**


**Scan Rotor (Sweden)**  
Founded in **1977**  
Product range primarily for bolted joined applications<sup>(4)</sup>






**Seti-Tec (France)**  
Founded in **2005**  
Advanced drilling equipment and solutions for the aerospace industry<sup>(5)</sup>





 Im Laufe der Firmengeschichte schloss sich Desoutter mit einigen der bekanntesten und erfahrensten ausländischen Firmen der Branche zusammen. Heute ist die Firma in der Lage, den Montage- und Herstellungsbedarf auf der ganzen Welt zu decken.


 Au fil de son histoire, Desoutter va fusionner avec quelques-unes des sociétés étrangères les plus célèbres et expérimentées du secteur. Aujourd’hui, elle est en mesure de répondre aux besoins de l’assemblage et de la fabrication dans le monde entier.


 En el curso de su historia, Desoutter se fusionó con algunas de las empresas extranjeras más prestigiosas y experimentadas de la industria. Actualmente Desoutter es capaz de satisfacer las necesidades de montaje y fabricación de sus clientes en todo el mundo.


 社史を通して、Desoutterは業界でも最も有名で経験豊富な外国企業のいくつかと合併してきました。今日、弊社は世界中の組立および製造ニーズを満たすことができます。


 在其历史过程中，Desoutter 兼并了一些业界知名的经验丰富的外国公司。如今，它能够满足世界各地的装配和制造需要。

 (1) Druckluftschrauber, -bohrer, Bohrvor-schubeinheiten und Druckluftmotoren. (2) Elektrowerkzeuge und Verschraubungssysteme, Materialabtragende Werkzeuge. (3) Intelligente, digitale Elektrowerkzeuge und Montagesysteme. (4) Produktpalette hauptsächlich für Anwendungen mit Schraubverbindungen. (5) Moderne Bohrgeräte und Lösungen für den Flugzeugbau.

 (1) Visseuses et perceuses pneumatiques, perceuses à avance automatique et moteurs pneumatiques. (2) Outils électroportatifs et systèmes de vissage, outils d’enlèvement de matière. (3) Outils de vissage et systèmes d’assemblage électriques intelligents. (4) Gamme de produits principalement destinée aux applications de serrage. (5) Systèmes de perçage et solutions pour l’aéronautique.

 (1) Atornilladores neumáticos, taladros, taladros automáticos y motores neumáticos. (2) Herramientas eléctricas y sistemas de fijación, herramientas de arranque de materia. (3) Sistemas de montaje y herramientas de ensamblaje eléctricas, digitales e inteligentes. (4) Gama de productos principalmente para aplicaciones de atornillado. (5) Equipamiento de taladrado avanzado y soluciones para la industria aeroespacial.

 (1) 空気圧式スクリュードライバー、ドリル、自動フィードドリル、空気圧モーター。 (2) 電動工具と固定具、材料除去ツール。 (3) インテリジエントなデジタル電気締め具とアセンブリシステム。 (4) 主にボルトでの接合アプリケーションのための取扱製品。 (5) 高度な掘削機器や航空宇宙産業向けソリューション。

 (1) 气动螺丝刀、钻、自动进给钻和气动马达。 (2) 电动工具以及拧紧系统、材料去除工具。 (3) 智能数字电动拧紧工具和装配系统。 (4) 主要用于螺栓连接应用的产品系列。 (5) 高级钻孔设备以及航空航天行业解决方案。



1910

**1914**  
Foundation of Desoutter



First Duralumin artificial limbs are created

Desoutter

**1915**  
First lightweight portable air drill is developed

Initially, Desoutter developed this air drill to drill holes in artificial limbs to make them lighter



**1918**  
Foundation of Georges Renault



Spare parts for portable pneumatic tools are manufactured

Georges Renault

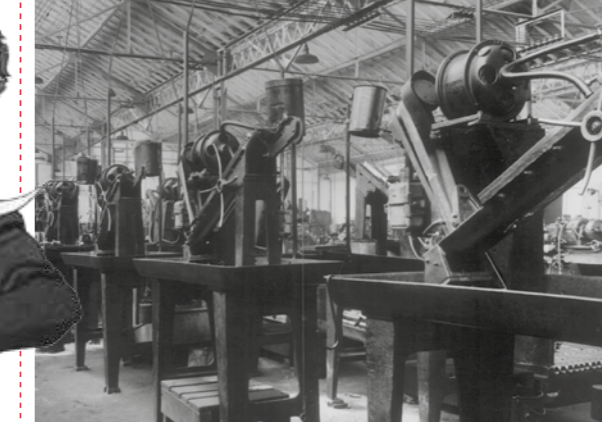
1920

**1920**  
First power tools are «unofficially» sold

**1920**  
Georges Renault sets up near shipyards, major hammer and handheld pneumatic tool consumers

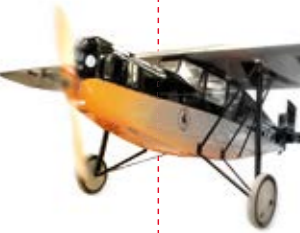


**1924**  
The company moves to The Hyde, Hendon



1930

**1930**  
First flight of the Desoutter Mk.I



Artificial limbs improved for attaching skis or other footwear



**1914** Gründung von Desoutter. Die ersten Beinprothesen aus Duraluminium werden hergestellt. **1915** Der erste, leichte, tragbare Druckluftbohrer wird entwickelt. Anfangs entwickelte Desoutter diesen Druckluftbohrer zur Herstellung von Bohrungen in Prothesen, um sie leichter zu machen. **1918** Gründung von Georges Renault. Herstellung von Ersatzteilen für tragbare Druckluftwerkzeuge. **1920** „Inoffizieller“ Verkauf der ersten Elektrowerkzeuge. Georges Renault baut in der Nähe von Werften; Großkunden für Hämmer und handgeführte Druckluftwerkzeuge. **1924** Das Unternehmen zieht nach The Hyde, Hendon. **1930** Verbesserung der Prothesen zum Anbringen von Skiern oder Schuhwerk.

**1914** Création de Desoutter. Création des premières prothèses de jambe en duralumin. **1915** Mise au point de la première perceuse pneumatique portative légère. Initialement, Desoutter met au point cette perceuse pneumatique pour forer des trous dans les prothèses de membres afin de les alléger. **1918** Création de Georges Renault. Fabrication de pièces détachées pour outils pneumatiques portatifs. **1920** Commercialisation « non officielle » des premiers outils motorisés. Georges Renault s'installe près des chantiers navals, consommateurs majeurs de marteaux et d'outils pneumatiques portatifs. **1924** Déménagement de l'entreprise à The Hyde, Hendon. **1930** Amélioration des prothèses de membres pour y fixer des skis ou y attacher des chaussures.

**1914** Fundación de Desoutter. Se crean las primeras prótesis de piernas de Duraluminio. **1915** Se desarrolla el primer taladro neumático portátil ligero. Inicialmente, Desoutter desarrolló este taladro neumático para perforar orificios en prótesis artificiales para que fueran más ligeras. **1918** Fundación de Georges Renault. Se fabrican piezas de repuesto portátiles para her-

ramientas neumáticas. **1920** Se venden «extraoficialmente» las primeras herramientas eléctricas. Georges Renault crea unos astilleros que utilizan martillos y herramientas de mano neumáticas. **1924** La empresa se traslada a The Hyde, Hendon. **1930** Prótesis artificiales mejoradas para fijar en esquíes u otro calzado.

**1914** Desoutter の基礎。最初のジュラルミン製義肢を作成。 **1915** 最初の軽量型携帯用エアドリルを開発。当初 Desoutter は義肢軽量化のために義肢に穴を開けるエアドリルを開発。 **1918** Georges Renault ( ジョルジュ・ルノー ) の基礎。携帯用エアーツールのスペアパーツを製造。 **1920** 最初の電動工具を『非公式』に販売。 Georges Renault はハンマーとハンドヘルドエアーツールの主要消費者である造船所の近隣に設立。 **1924** Hendon の The Hyde に会社が移転。 **1930** スキーやその他フットウエアを取り付けるために義肢を改良。

**1914** Desoutter 創立。创建了首个硬铝腿。 **1915** 开发了首个轻量级便携式气钻。最初, Desoutter 开发此气钻是为了在假肢中钻孔, 以使其更轻。 **1918** Georges Renault 创立。制造了便携式气动工具的备件。 **1920** 电动工具首次‘内定’出售。 Georges Renault 在主要的锤子和手持式气动工具客户即船厂附近设立。 **1924** 公司搬迁到亨登海德。 **1930** 假肢改进, 用于连接滑雪板或其他鞋类。



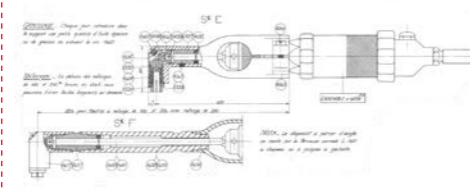
Georges Renault  
Desoutter

1930

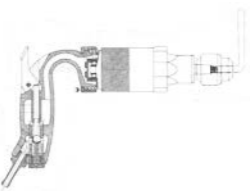
1932  
Creation of the first range of portative tools (grinders & drills)



1934  
Technical drawing of an angle drill



1935  
Technical drawing of L149 series D by Georges Renault



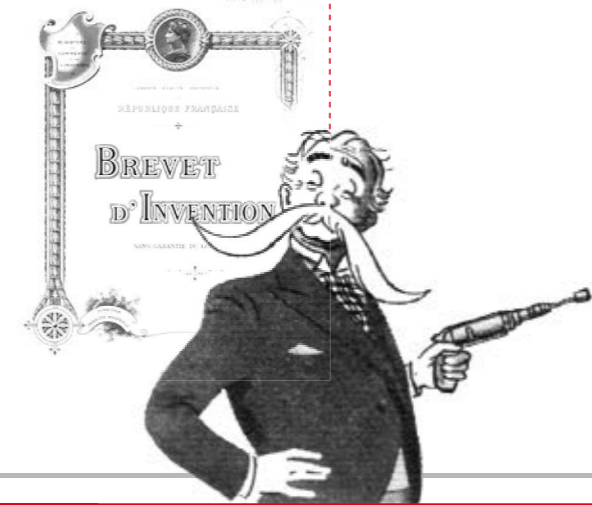
1947  
Beginning of Little Horse's campaign

1950

1950  
Introduction of the first large motor, the «Super Rotor»



1960  
Patents approved for torque controlled angle wrench



1965  
The range expands, integrating assembly tools in order to enter the automotive market



1970

**1932** Herstellung der ersten rotierenden Werkzeugfamilie (Schleif- und Bohrmaschinen). **1934** Technische Zeichnung eines Winkelbohrers. **1935** Technische Zeichnung der L149 Serie D von Georges Renault. **1947** Beginn der «Little Horse» Kampagne. **1950** Einführung des ersten Großmotors, dem „Super Rotor“. **1960** Patente für Drehmomentschlüssel bewilligt. **1965** Erweiterung des Produktsortiments durch Montagesysteme und Montagewerkzeuge für den Einstieg in den Automobilmarkt.

**1932** Création de la première gamme d'outils portatifs (meuleuses et perceuses). **1934** Dessin technique d'une perceuse d'angle. **1935** Dessin technique de la L149 série D par Georges Renault. **1947** Début de la campagne Little Horse. **1950** Lancement du « Super Rotor ». **1960** Approbation des brevets pour clés d'angle asserviess. **1965** La gamme s'étend et intègre des outils d'assemblage afin d'entrer sur le marché de l'automobile.

**1932** Creación de la primera gama de herramientas rotativas (amoladoras y taladros). **1934** Dibujo técnico de un taladro angular. **1935** Dibujo técnico de L149, serie D por Georges Renault. **1947** Inicio de la campaña Little Horse. **1950** Presentación del primer gran motor, el

«Super Rotor». **1960** Aprobación de patentes para llaves angulares controladas por par. **1965** Ampliación de la gama con herramientas de montaje y desmontaje para entrar en el mercado de automoción.

**1932** 回転工具の最初の製作（グラインダー＆ドリル）。**1934** アングルドリルの製図。 **1935** Georges RenaultによるL149シリーズDの製図。 **1947** Little Horseキャンペーンの開始。 **1950** 最初の大規模モーター「スーパーローター」の導入。 **1960** トルク制御角レンチで特許取得。 **1965** 自動車市場への参入のためにアセンブリとアセンブリツールを統合し、製品範囲を拡大。

**1932** 创建首个系列旋转工具（研磨机及钻）。 **1934** 角钻的技术制图。 **1935** 由 Georges Renault 绘制的 L149 D 系列的技术制图。 **1947** 微型马头活动开始。 **1950** 第一个大型电机“超级转子”推出。 **1960** 扭矩控制的角度扳手专利获得批准。 **1965** 范围扩大，整合装配和装配工具，以进入汽车市场。

# HISTORY OF AN INNOVATIVE BRAND

1910 1920 1930 1950 **1970** **1980** 1990 2000 2010 2015

1910 1920 1930 1950 1970 **1980** **1990** 2000 2010 2015

**1970 > 1980**

Patents approved for optimum feed drill for multi-layer drilling



**Desoutter's letter logo is a copy of Louis Albert Desoutter's signature, the company's founder**

**1973**

Creation of Desoutter letter logo



**1980**

Creation of a «Special Machines» design department

**For Georges Renault, this is the beginning of an important R&D investment**



**1984**

Acquisition of MIR, a subsidiary of Peugeot tools, specializing in industrial sanding and aspiration



**1986**

SPACE 5000 Data collector



**1988**

Sales brochure for pneumatic tools



**1989**

Georges Renault joins Desoutter, part of Industrial Technique

**1990**

COSMOS 5000 measurement equipment



Georges Renault

Desoutter

**1970**

**1980**

**1990**

Scan Rotor

**1977**

Scan Rotor is founded

**SCANROTOR**

**1970 > 1980** Patente für Bohrvorschubseinheiten mit Mehrspindelköpfen. **1973** Erstellung des Desoutter Brieflogos. Das Brieflogo von Desoutter ist eine Kopie von der Unterschrift des Firmengründers Louis Albert Desoutters. **1977** Scan Rotor wird gegründet. **1980** Errichtung des Konstruktionsbüros für „Sondermaschinen“. Dies ist für Georges Renault der Anfang einer bedeutenden Investition in die Forschung und Entwicklung. **1984** Akquisition von MIR, einer Tochtergesellschaft von Peugeot Tools, die sich auf industrielle Schleif- und Absauganwendungen spezialisiert hat. **1986** SPACE 5000 Datensammler. **1988** Katalog für Druckluftwerkzeuge. **1990** COSMOS 5000 Messvorrichtung.

**1970 > 1980** Approbation des brevets de la perceuse à avance optimale pour le perçage multicouches. **1973** Création du logo Desoutter. Le logo Desoutter est une copie de la signature de Louis Albert Desoutter, le fondateur de l'entreprise. **1977** Création de Scan Rotor. **1980** Création d'un bureau d'études « Machines spéciales ». Pour Georges Renault, c'est le début d'investissements importants en R&D. **1984** Rachat de MIR, une filiale de Peugeot Outillage spécialisée dans le meulage industriel et l'aspiration. **1986** SPACE 5000 Data collector. **1988** Brochure commerciale pour les outils pneumatiques. **1990** Équipement de mesure COSMOS 5000.

**1970 > 1980** Aprobación de patentes para un taladro de empuje óptimo para taladrado multicapa. **1973** Creación del logotipo de texto de Desoutter. El logotipo de texto de Desoutter es una copia de la firma de Albert Desoutter, el fundador de la empresa. **1977** Fundación de Scan Rotor. **1980** Creación de un departamento de diseño de «Máquinas especiales» Para Georges

Renault, este es el inicio de una importante inversión en I + D. **1984** Adquisición de MIR, una filial de herramientas Peugeot, especializada en el esmerilado y aspiración industrial. **1986** SPACE 5000 Data collector. **1988** Folleto de ventas de herramientas neumáticas. **1990** Equipo de medición COSMOS 5000.

**1970 > 1980** 多層ドリルに最適なフィードドリルで特許取得。 **1973** Desoutterレターヘッドロゴの作成。Desoutterのレターロゴは創設者Louis Albert Desoutterの署名のコピーです。 **1977** スキャンロータの設立。 **1980** 「特別機」設計オフィスの創設 Georges Renault(ことつての重要な研究開発投資の始まり)。 **1984** 工業用研削と吸引を専門とするPeugeotツール子会社であるMIRの買収。 **1986** SPACE5000データコレクタ。 **1988** エアーツールの販売パンフレット。 **1990** COSMOS 5000測定機器。

**1970 > 1980** 多层钻孔最佳进给钻专利获得批准。 **1973** 设计了 Desoutter 字母徽标。Desoutter 的字母徽标是公司创始人 Louis Albert Desoutter 的签名。 **1977** Scan Rotor 创立。 **1980** “专用机器”设计办公室创建。对于 Georges Renault, 这是重要研发投资的开端。 **1984** 收购了专业从事工业研磨和送气的标致工具子公司 MIR。 **1986** SPACE 5000 数据采集器。 **1988** 气动工具的销售手册。 **1990** COSMOS 5000 测量设备。

# HISTORY OF AN INNOVATIVE BRAND

1910 1920 1930 1950 1970 1980 **1990** **2000** 2010 2015

1910 1920 1930 1950 1970 1980 1990 **2000** **2010** 2015

**Early 1990**  
First models of Georges Renault transducerized Tools: SE hand held tools with the Case 40 controllers



**tech-motive tool**

**Early 1990**  
First models of Tech-motive Transducerized Tools: the 37-Series with the CS40 controller



**1997 > 1998**  
Tech-motive introduces «Intelligent» Tools: an enormous change for quality fastening

**1998**  
CVIS controller series



**2000 > 2004**  
Revolutionary Systems Programming service called «Visual Supervisor»  
**Visual Supervisor incorporates controller setup, data collection, graph evaluation, mappable I/O and system diagnostics in one convenient package**

**2002**  
TWINCVI  
A unique 2 channel controller on the market  
A controller able to drive 2 hand held tools or 2 fixtured spindles



**2005**  
Plug and Tightening Tool

**2005**  
TECH-MOTIVE joins Desoutter, part of Industrial Technique



**2007**  
First pistol grip electric high torque nutrunner (ECP-HT)



**2006 > 2008**  
Patents for major innovative products

**High power grinders, lithium battery screwdrivers, high torque fastening tools, fixture systems, ultra light titanium nutrunners...**



**2008**  
First annual Customer satisfaction survey



**2009**  
Creation of the Desoutter Youtube channel



Desoutter  
Scan Rotor

1990

2000

2010

**2004**  
SCANROTOR joins Desoutter, part of Industrial Technique

**2005**  
Creation of Seti-Tec



**Seti-Tec is dedicated to engineering and supplying aeronautics assembly equipment, specifically related to semi-automatic drilling operations**



**2009**  
First big contract with Airbus

**Anfang 1990** Erste Modelle der Techmotive Werkzeuge mit Messwertaufnahme: die 37-Serie mit CS40 Steuerungen. **1997 > 1998** Techmotive bringt „intelligente“ Werkzeuge auf den Markt: ein enormer Fortschritt im Bereich der Qualitätsverschraubung. **2000 > 2004** Revolutionärer Systemprogrammier-Service mit dem Namen „Visual Supervisor“. Visual Supervisor beinhaltet Steuerungseinrichtung, Datenerfassung, grafische Auswertung, programmierbare E/A-Belegungen und Systemdiagnosen in einem umfassenden Komfortpaket. **2005** TECHMOTIVE wird von der Desoutter Gruppe übernommen. Einführung der Seti-tech Linie. Die Seti-Tec Linie ist speziell für die Entwicklung von bzw. die Versorgung mit Montagevorrichtungen im Flugzeugbau vorgesehen, speziell im Bereich halbautomatischer Bohrungen. Schrauber Plug and Tighten. **2006 > 2008** Patente für bedeutende Produktinnovationen. Hochmoment-Schleifmaschinen, Schrauber mit Lithiumakkus, Hochmoment-Schraubwerkzeuge, Einbausysteme, ultraleichte Titanschrauber... **2007** Erster elektrischer Hochmomentschrauber mit Pistolengriff (ECPHT). **2008** Erste jährliche Kundenzufriedenbefragung. E-LIT Akkuwerkzeuge. **2009** Erstellung des Desoutter Youtube Kanals. Erster Großauftrag von Airbus.

**Début des années 1990** Premiers modèles d'outils Tech-motive équipés de capteurs: la série 37 et les coffrets CS40. **1997 > 1998** Techmotive lance les outils « intelligents »: un changement énorme pour le vissage de qualité. **2000 > 2004** Système de programmation « Visual Supervisor ». Visual Supervisor intègre en un seul et même ensemble la configuration du coffret, la collecte des données, l'évaluation graphique, des entrées/sorties mappables et le diagnostic système. **2005** Entrée de TECHMOTIVE dans le groupe Desoutter. Création de Seti-Tec. Seti-Tec est spécialisée dans la mise au point technique et la fourniture de matériels d'assemblage pour l'aéronautique et plus spécifiquement dans le domaine des opérations de perçage semi-automatique. Outil Plug and Tighten. **2006 > 2008** Dépôt de brevets pour des produits innovants majeurs. Meuleuses de forte puissance, visseuses à batterie au lithium, outils de vissage à couple élevé, visseuses Titanium ultra légères... **2007** Premier pistolet électrique à fort couple (ECP-HT). **2008** Premier sondage annuel de satisfaction client. Outils à batterie E-LIT. **2009** Création de la chaîne Desoutter sur Youtube. Premier gros contrat avec Airbus.

**Principios de 1990** Primeros modelos de herramientas Transductorizadas Tech-motive: la serie 37 con controladores CS40. **1997 > 1998** Techmotive presenta herramientas «inteligentes»: un enorme cambio en la calidad de ensamblaje. **2000 > 2004** Revolucionario servicio de programación de sistemas denominado «Visual Supervisor». Visual Supervisor incorpora configuración de controladores, recogida de datos, evaluación gráfica, E/S delimitable y diagnóstico de sistemas en un cómodo paquete. **2005** TECHMOTIVE se une al grupo Desoutter. Creación de Seti-Tec. Seti-Tec está es-

pecializada en equipos de montaje para ingeniería y aeronáutica, relacionados específicamente con operaciones de taladrado semi-automático. Herramienta de apriete eléctrica. **2006 > 2008** Patentes para productos innovadores. Amoladoras de alta potencia, atornilladores de batería de litio, herramientas de apriete de par alto, sistemas de fijación, aprietatuercas de titanio ultraligeros... **2007** Primer aprietatuercas eléctrico tipo pistola de par alto (ECPHT). **2008** Primer estudio de satisfacción del cliente anual. Herramientas de batería E-LIT. **2009** Creación del canal de Youtube de Desoutter. Primer gran contrato con Airbus.

**1990** 年初頭 Tech-motive Transducerized Toolsの最初のモデル: CS40コントローラ付き37シリーズ。 **1997 > 1998** Techmotiveが「インテリジエント」ツールを導入: 質の高い締め付けを実現。 **2000 > 2004** 「ビジュアルスーパーバイザ」と呼ばれる革命的なシステムプログラミング。「ビジュアルスーパーバイザ」は、コントローラの設定、データ収集、グラフ評価、マッピング可能なI/O、およびシステム診断を1つの便利なパッケージに組み込んでいます。 **2005** TECHMOTIVEがDesoutterグループに加入。Seti-Tec Lineの創成。Seti-Tec Lineは、航空組立装置、特に半自動掘削作業関連の設計および供給を専門としています。 **2006 > 2008** 主要な革新的製品で特許取得。ハイパワーグラインダー、リチウム電池ドライバー、高トルク締付工具、治具システム、超軽量子タン製ナットランナなど。 **2007** 最初のピストルグリップ電気高トルクナットランナ (ECPHT)。 **2008** 最初の年次顧客満足度調査。E-LITバッテリーツール。 **2009** Desoutter Youtubeチャンネルの作成。Airbusとの最初の大型契約。

**1990** 年代早期 第一款 Tech-motive 带传感器的工具: 带 CS40 控制器的 37 系列。 **1997 > 1998** Techmotive 推出“智能”工具: 拧紧质量发生巨大变化。 **2000 > 2004** 称为“可视化监控系统”的革命性的系统编程服务。可视化监控系统将控制器设置、数据采集、图形评估、可映射 I/O 和系统诊断纳入一个方便的软件包中。 **2005** TECHMOTIVE 加入 Desoutter 集团。Seti-Tec 创立。Seti-Tec 专门用于工程和提供航空装配设备, 尤其针对半自动钻孔作业。即插即用拧紧工具。 **2006 > 2008** 主要创新产品的专利。大功率研磨机、锂电池螺丝刀、高扭矩拧紧工具、夹具系统、超轻钛螺母扳手... **2007** 首个手枪式握把高扭矩电动拧紧扳手 (ECPHT)。 **2008** 首次年度客户满意度调查。E-LIT 电池工具。 **2009** Desoutter Youtube 频道创建。首个与 Airbus 的大合同。

2010

2015

2011

CVI3 Electric Transducerized EB tools



2012

Creation of a 100 m<sup>2</sup> Showroom on the St-Herblain site (France)



E-Pulse Low torque reaction Electric tool



2013

Torque and Angle Transducerized battery tool



Desoutter community on Facebook and LinkedIn



Go live My Desoutter Cloud, the first collaborative Partners' portal



2014

Celebrating 100 years



Desoutter virtual Showroom



2011

Seti-Tec joins Desoutter, part of Industrial Technique

**2011** Elektrische CVI3 EB Werkzeuge mit Messwertaufnahme. Seti-Tec Linie wird von der Desoutter Gruppe übernommen. **2012** Errichtung eines Showrooms am Standort St-Herblain (Frankreich). Reaktionsfreier elektronischer Impulsschrauber E-Pulse. **2013** B-FLEX Batteriewerkzeug. Desoutter Gemeinschaft auf Facebook und LinkedIn. Live-Schaltung der Desoutter Cloud, dem ersten Partner-Portal. **2014** Jubiläum: 100 Jahre gemeinsam mit allen Tochtergesellschaften. Virtueller Desoutter Showroom.

**2011** Outils électriques EB à capteurs CVI3. Entrée de Seti-Tec dans le groupe Desoutter. **2012** Création d'une salle d'exposition sur le site de St-Herblain (France). Outil électrique à faible réaction E-Pulse. **2013** Outil à batterie B-FLEX. Communauté Desoutter sur Facebook et LinkedIn. Ouverture de My Desoutter Cloud, le premier portail collaboratif pour les partenaires de Desoutter. **2014** Célébration des 100 ans dans le monde. Showroom virtuel Desoutter.

**2011** Herramientas EB transductorizadas eléctricas CVI3. Seti-Tec se une al grupo Desoutter. **2012** Creación de una exposición en centro de St-Herblain (Francia). Herramienta eléctrica de de impulso E-Pulse. **2013** Herramienta de batería B-FLEX. Comunidad de Desoutter en Facebook y LinkedIn. Lanzamiento de My Desoutter Cloud, el primer portal de socios colaboradores. **2014** Celebración de 100 años juntos con todas las filiales. Salón virtual de Desoutter.

**2011** CVI3電気トランスデューサ付EBツール。Seti-Tec がDesoutterグループに加入。 **2012** St-Herblainサイト（フランス）にショールーム開設。電子パルス低トルク反作用電動工具。 **2013** B-FLEXバッテリーツール。FacebookおよびLinkedInのDesoutterコミュニティ。最初の共同パートナーのポータル、My Desoutter Cloudの稼働。 **2014** 全子会社と共に100年を祝賀。Desoutterバーチャルショールーム。

**2011** CVI3 带传感器的电动 (EB) 工具。Seti-Tec 加入 Desoutter 集团。 **2012** 在圣埃尔布兰（法国）的展厅建立。电子脉冲低扭矩反应电动工具。 **2013** B-FLEX 电池工具。Facebook 和 LinkedIn 上的 Desoutter 社区。 My Desoutter Cloud 上线，第一个合作伙伴的门户。 **2014** 与所有子公司一起庆祝创立百年。Desoutter 虚拟展厅。

# CUSTOMERS INTERVIEWS

Kundenbefragungen  
Interviews de clients  
Entrevistas con clientes  
お客様インタビュー  
客户访谈



# RENAULT (FRANCE)

RENAULT IS A FRENCH MULTINATIONAL VEHICLE MANUFACTURER. THE COMPANY PRODUCES A RANGE OF CARS AND VANS, AND, IN THE PAST, TRUCKS, TRACTORS, TANKS, COACHES AND AUTORAIL VEHICLES.

## Michel Huzé - Corporate Powertrain Tightening Technical Leader

“ We were seeking alternative solutions to those we had at that time, which were polluting the air because of the abundant use of oil, and harmful due to the high noise level suffered by the operators. We also wanted to simplify maintenance operations and develop products that enabled the screw to interact with the digital controls of the production line. Desoutter enabled us to upgrade our systems, with the standardization of means and methods in our various plants.

At that time, the brand name was Georges Renault, and we were very satisfied with the proficiency and availability of the team we were dealing with. This is why we continue to work together. As of today, Desoutter products are used not only on all our mechanical production lines but also for the upstream phases of prototypes.

If I were recommending Desoutter to another company, I would emphasize the quality and usability of the products, easy programming, flexibility and the modular maintenance concept.”

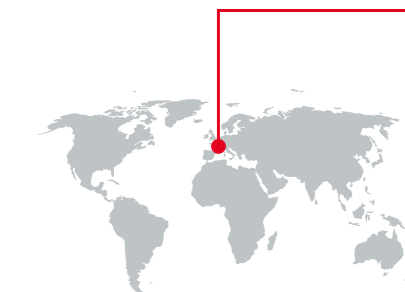


© Renault Communication



Interview by  
Alain Mottier

Desoutter local contact (France)



„Als wir unsere Zusammenarbeit begannen, suchten wir nach Alternativlösungen zu denen, die wir damals hatten, denn diese verschmutzten die Luft aufgrund des übermäßig hohen Verbrauchs von Öl, und waren aufgrund der hohen Lautstärke schädlich für die Bediener.“

« Lorsque nous avons commencé à collaborer, nous recherchions des alternatives aux solutions utilisées à l'époque, qui polluaient l'air par un usage excessif d'huile, et étaient nocives en raison du niveau sonore élevé auquel les opérateurs étaient exposés. »

« Cuando comenzamos nuestra colaboración buscábamos soluciones alternativas a las que teníamos en aquel momento, que resultaban muy contaminantes por la cantidad de aceite utilizada, además de provocar un elevado nivel de ruido, perjudicial para los operarios.»

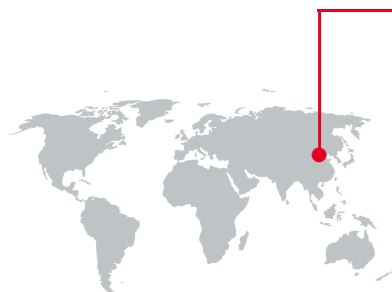
「協働を開始した時、弊社は大量の石油の使用による大気汚染対策の代替となる解決策を模索していました。加えて、当時使っていたツールでは、作業員は大きな騒音に悩まされていたのです。」

“我们原先的解决方案大量使用机油，这不会污染空气，同时操作人员还要忍受高噪音对健康造成的危害，然后我们找到了Desoutter作为合作伙伴。”



Interview by  
Mark Li

Desoutter local contact (China)



© Changan Automobile Company Limited

# CHANGAN AUTOMOBILE (CHINA)

FOUNDED IN 1862 AND REGARDED AS THE PIONEER OF CHINA'S MODERN INDUSTRY, CHANGAN AUTOMOBILE IS A RENOWNED AUTOMOBILE MANUFACTURER WITH NEARLY 50,000 EMPLOYEES. ITS PRODUCTION IS PRIMARILY COMPOSED OF PASSENGER CARS AND MICROVANS, SMALL TRUCKS AND VANS FOR COMMERCIAL USE.

## Gui Cheng Sheng - Chief Engineer of Engine Final Assembly of Changan Technical Department

“ In 2009, the company decided to replace some outdated tools with advanced ones to enhance assembly quality.

The company wants to reduce the possibility of operators making mistakes through using equipment to ensure the exact tightening torque. Because the tightening parameters are retrievable, they can serve as the scientific basis for quality improvement and the development of management measures.

Desoutter's integrated solution is complete and it contains some aspects we had not even considered, and some very practical suggestions with an attractive price quotation.

In addition to the optimization of our production process, Desoutter helps us improve the working environment by reducing noise and making the operation much easier by using ergonomic tools.

In addition to the tools, we are also very satisfied with Desoutter's services, for example, Desoutter has held several technical seminars on which its experts have exchanged technical issues with us and also provided our team members with professional trainings on tightening technologies. ”

„Desoutter organisiert verschiedene Seminare zum Thema Schraubtechnologie für unser Team und bietet Unterstützung für unsere technischen Mitarbeiter mit professionellen Schulungskursen und Demonstrationen vor Ort.“

« Desoutter organise pour notre personnel de nombreux séminaires sur les technologies de serrage et fournit à notre service technique le support nécessaire, par le biais de cours de formation professionnelle et de démonstrations sur site. »

«Desoutter organiza numerosos seminarios técnicos sobre tecnologías de apriete para nuestro equipo y ofrece apoyo para nuestro personal técnico con cursos de formación profesionales y demostraciones en las instalaciones del cliente.»

「デソータは、弊社のチームの技術力を強化する多くの技術セミナーを用意しており、専門的なトレーニングコースやオンサイトのデモンストラーションで弊社の技術者にサポートを提供しています。」

“Desoutter 为我们的团队组织了许多关于拧紧技术的技术研讨会，并通过专业课程和现场演示为我们的技术人员提供支持。”



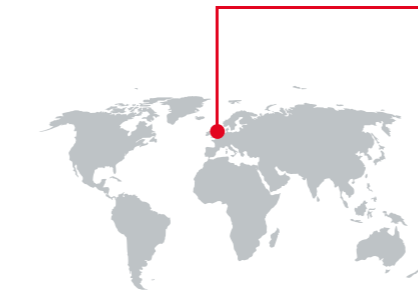


© Jaguar Cars Limited and Land Rover



Interview by Dave Gregory

Desoutter local contact (England)



# JAGUAR LAND ROVER (ENGLAND)

JAGUAR LAND ROVER IS THE UK'S LARGEST AUTOMOTIVE MANUFACTURING BUSINESS. ITS PRINCIPAL ACTIVITY IS THE DESIGN, DEVELOPMENT, MANUFACTURE AND SALE OF VEHICLES BEARING THE JAGUAR AND LAND ROVER BRANDS. FOR THE RECORD, JAGUAR WAS ORIGINALLY MAKING MOTORCYCLE SIDECARS BEFORE DEVELOPING PASSENGER CARS AND LAND ROVER IS PROUD TO BE THE SECOND OLDEST FOUR-WHEEL-DRIVE CAR BRAND IN THE WORLD.

## Richard Isaac - Principal Engineer SUV - Advanced Manufacturing Engineering

“ Jaguar Land Rover has used Desoutter’s DC tools since 1985, but personally, my collaboration with Desoutter began in 1998, when we introduced the New Range Rover at Solihull. The company’s goals were to deliver to the market the best 4x4 off-road luxury vehicle made to the best quality, and to achieve exceptional customer satisfaction.

Desoutter solutions enabled us to build to quality, with full traceability and to the correct takt time. The systems provided are very flexible, enabling processes to be easily moved from one controller to another and this enables us to rebalance build sequences.

Desoutter has a diversity of worldwide knowledge of automotive manufacturers and listen to our needs. They work very closely with us and this create a strong partnership.

Today, Desoutter is a successful company that has managed to stay ahead of its competitors even with the economic challenges the world has encountered over the past few years. ”

„Desoutter verfügt über ein breites und weltweites Wissen über Automobilhersteller, hört auf deren Bedürfnisse, arbeitet sehr eng mit dem Kunden zusammen und baut starke Partnerschaften auf.“

« Desoutter a acquis au niveau mondial une connaissance étendue des constructeurs automobiles et est à l'écoute de leurs besoins. L'entreprise travaille étroitement avec ses clients et développe des partenariats durables. »

«Desoutter cuenta con una gran diversidad de conocimientos sobre los fabricantes del sector del automóvil y escucha sus necesidades; colabora muy estrechamente con el cliente y crea fuertes lazos comerciales.»

「デソータは世界中の自動車製造メーカーの多様な知識を持ち、メーカーのニーズに耳を傾け、顧客と親密になって業務を行い、強いパートナーシップを構築しています。」

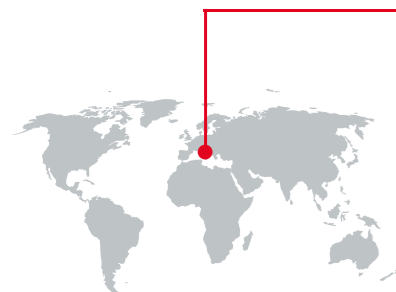
“Desoutter 极其了解全球汽车制造商，聆听他们的需求，与客户紧密合作 并建立牢固的伙伴关系。”





Interview by  
Davide Bergonzo & Roberto Torretta

Desoutter local contact (Italy)



© Maserati

## MASERATI (ITALY)

MASERATI IS AN ITALIAN LUXURY CAR MANUFACTURER WHICH HAS PLAYED A CONSISTENTLY IMPORTANT ROLE IN THE HISTORY OF SPORTS CAR DEVELOPMENT AND CULTURE.

**Giovanni Torraca - PIM (Process Improvement Manager)  
of Grugliasco Plant**

“ Maserati has now been working with Desoutter for three years. This collaboration was borne from the need to rapidly establish an assembly line meeting the same standards and traceability results obtained in Serbia. We were pretty sure that, once installed, Desoutter products (CVI3 range and Multi CVIL) would match our in-house systems.

Desoutter was able to meet our needs and respect the required quality standards (...). It played a key role in providing solutions, especially during the startup of the Quattroport prototype, and was also able to develop a communication protocol that provided full traceability of tightening results.

I was surprised to learn that Desoutter is celebrating its one hundred year anniversary: the brand has really moved with the times, especially for the automotive market, which is not an easy one! ”

„Desoutter ist wirklich mit der Zeit mitgegangen, vor allem im Automobilmarkt, welcher kein einfacher ist!“

« Desoutter a su évoluer avec son temps, notamment dans le secteur automobile, qui est complexe! »

«Desoutter ha sido perfectamente capaz de avanzar con los tiempos, especialmente para el mercado de automoción, lo que no resulta nada fácil.»

「デソータは、特に自動車市場で時代と共に歩んできました。これは簡単なことではありません！」

“Desoutter 始终真正做到与时俱进，特别是在 汽车市场方面，这并不是一件简单的事！”



# TATA MOTORS (INDIA)

TATA MOTORS LIMITED IS INDIA'S LARGEST AUTOMOBILE COMPANY. IT IS THE LEADER IN COMMERCIAL VEHICLES IN EACH SEGMENT AND AMONG THE TOP COMPANY IN PASSENGER VEHICLES, MIDSIZE CAR AND UTILITY VEHICLE SEGMENTS. IT IS ALSO THE WORLD'S FIFTH LARGEST TRUCK MANUFACTURER AND FOURTH LARGEST BUS MANUFACTURER.

## Kamaljeet Singh - Manager - Auto Project Department

“ Tata Motors Ltd has been working with Desoutter for 15 years. We were searching for advanced technologies with robustness, endurance and durability with low maintenance, but also with precision and a very high level of capability, and solutions that fully met our requirements.

We particularly appreciate having support from local dealers and sales engineers, which allows us to enjoy fast and effective response times. Desoutter always delivers products on time, sometimes even ahead of the agreed lead time!

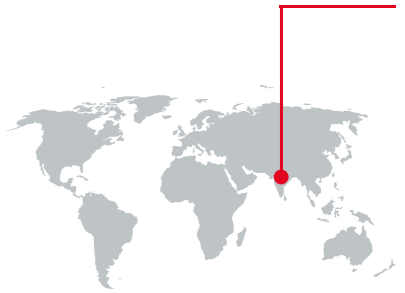
In my view, Desoutter has been particularly appreciated for three fundamental qualities: the proficiency and productivity of the technical and the service teams, the high quality of its technology, and an excellent quality/price ratio. ”

© Tata Motors



Interview by Arvind Singh

Desoutter local contact (India)



„Wir schätzen besonders die Unterstützung von lokalen Händlern und Vertriebsingenieuren, da uns diese schnelle und effektive Reaktionszeiten ermöglichen.“

« Nous apprécions tout particulièrement l'assistance apportée par les partenaires et ingénieurs de vente locaux, car elle nous permet de bénéficier de réponses rapides et efficaces. »

«Valoramos especialmente el apoyo de los distribuidores e ingenieros de ventas locales, que nos ha permitido disfrutar de unos tiempos de respuesta extremadamente rápidos y eficaces.»

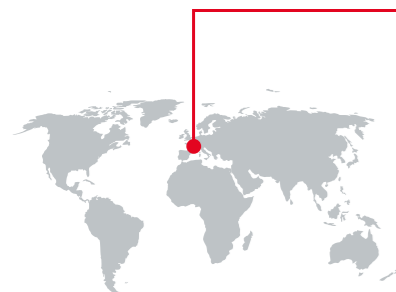
「弊社は特に、現地ディーラーと販売エンジニアからのサポートに感謝しています。敏速かつ効果的な応答時間に対応してくれています。」

“我们特别感谢本地经销商和销售工程师对我们的支持，使我们得到快速有效的响应。”



Interview by  
Alain Mottier

Desoutter local contact (France)



© PSA Peugeot Citroën

## PSA PEUGEOT CITROËN (FRANCE)

PSA PEUGEOT CITROËN IS A FRENCH MULTINATIONAL MANUFACTURER OF AUTOMOBILES AND MOTORCYCLES, SOLD UNDER THE PEUGEOT AND CITROËN BRANDS. PSA'S RECENT STRATEGY IS TO PRODUCE CLOSE TO ITS END MARKETS, WITH INTERNATIONAL GROWTH CONFIRMED BY INCREASING UNIT SALES IN CHINA, IN LATIN AMERICA AND IN THE REST OF THE WORLD.

### Bernard Verdu - Tightening Methods Manager

“ Our company was seeking a French partner able to fulfil our immediate needs in terms of reliability and lead times, whilst committing to a real technological development partnership for designing solutions to meet our future requirements.

Beyond the fact that the solutions provided always meet our expectations, this partnership also works because Desoutter is entirely committed to our industry, to which it brings highly specialized expertise.

Today, Desoutter is celebrating 100 years of innovation and I have to say that the PSA Group is proud to have contributed to this longevity: our partnership philosophy has continued in the same way as the mindset of the Desoutter teams, despite a difficult economic environment. ”

„Unsere Partnerschaftsphilosophie erhielt die Einstellung der Desoutter-Teams aufrecht, obwohl wir uns in einer schwierigen wirtschaftlichen Lage befanden.“

« Notre conception du partenariat, très voisine de celle de Desoutter, nous a permis de poursuivre la collaboration, et ce, malgré un environnement économique difficile. »

« Nuestra filosofía de colaboración se ha mantenido de la misma forma que la mentalidad de los equipos de Desoutter, a pesar del difícil entorno económico. »

「弊社のパートナーシップの姿勢は、困難な経済環境にもかかわらず、デソータと同じ取り組み方で継続してきています。」

“尽管经济形势不太乐观，但我们合作伙伴的理念和 Desoutter 团队的服务信条，始终延续未变。”



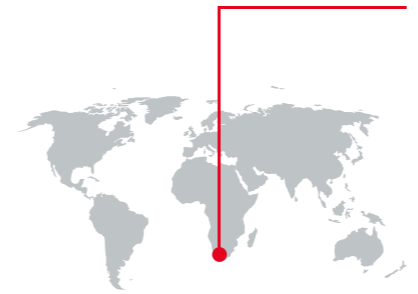


© General Motors



Interview by Jimmy Hood

Desoutter local contact (South Africa)



# GENERAL MOTORS S.A. (SOUTH AFRICA)

GENERAL MOTORS IS AN AMERICAN MULTINATIONAL CORPORATION THAT DESIGNS, MANUFACTURES, MARKETS AND DISTRIBUTES VEHICLES AND VEHICLE PARTS. THE GROUP PRODUCES ITS VEHICLES IN 37 COUNTRIES UNDER 10 DIFFERENT BRANDS. IN SOUTH AFRICA, GENERAL MOTORS ASSEMBLES, FOR EXAMPLE, CHEVROLET UTILITY, THE ENTRY-LEVEL CHEVROLET SPARK, ISUZU LIGHT COMMERCIAL VEHICLES AND ISUZU TRUCKS.

## Graham Bell - Technical Lead

“ Our relationship with Desoutter started with the opening of the Opel Corsa Plant in 1996. At this time, the decision to work with Desoutter rather than another company was motivated by its local service provider, knowledge of the local agent and the very competitive project cost. I remember that Desoutter had the best presentation and product knowledge compared to all the other competitors.

Our company’s goals were for supply and installation, on time and assured quality and reliability: looking back, I can say the technical support that was offered far exceeded my expectations !

We are always open to new challenges and projects, and Desoutter helps our business to move in that direction with perpetual innovations. Desoutter is now celebrating its centenary, and it meets the challenge of a global business, with highly specialized expertise in very specific segments! ”

„Die Entscheidung, mit Desoutter statt mit anderen Unternehmen zu arbeiten, wurde gefällt, da sie ein lokaler Dienstleistungsanbieter sind, lokale Mitarbeiter haben und ihre Projektkosten sehr wettbewerbsfähig sind.“

« Notre décision de collaborer avec Desoutter plutôt qu’avec une autre société a été motivée par la présence d’un prestataire de services local, notre bonne connaissance de l’agent local et un coût de projet très compétitif. »

«La decisión de trabajar con Desoutter en lugar de otra empresa estuvo motivada por su proveedor de servicio local, el conocimiento del agente local y unos precios muy competitivos para los proyectos.»

「他社よりもデソータをパートナーに選んだのは、現地のサービスプロバイダ、現地エージェントの知識、および競争力のあるプロジェクトのコストが動機となりました。」

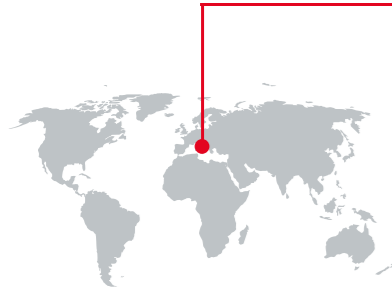
“我们决定与 Desoutter 合作，而不是与另一家公司合作，这是因为其拥有本地服务供应商，熟悉本地代理商并拥有极具竞争力的项目成本。”





Interview by  
Renzo De Palma

Desoutter local contact (Italy)



© Electrolux Group

# ELECTROLUX (ITALY)

ELECTROLUX IS A GLOBAL LEADER IN HOME APPLIANCES OFFERING THOUGHTFULLY DESIGNED AND INNOVATIVE SOLUTIONS FOR HOUSEHOLDS AND BUSINESSES. ELECTROLUX IN ITALY HAS IMPORTANT PRODUCTION UNITS WITH FIVE PLANTS, PRODUCING FOR THE PROFESSIONAL AND HOUSEHOLD APPLIANCES MARKET.

## Emanuele Quarin - Porcia Plant Manager responsive

“ Electrolux began its collaboration with Desoutter in 1980, a relationship which was to become increasingly stronger with time, with the Porcia plant committed to continuous improvement and Desoutter continuing to come up with improved tightening and ergonomic solutions.

We have found in Desoutter a partner that accepts challenges, starting from 1991 when the first automation project took place. We have sometimes considered the possibility of working with other companies but in the end, the decision has always been to stay with Desoutter because we're sure of their support in finding the best solution.

I would like to emphasize Desoutter's proactivity in collaborating to find the best way of working. I really did appreciate it when, in 2010, Desoutter worked with us in the switching from pneumatic tools to electric ones in order to meet quality standards and achieve energy saving inputs.

The fact that Desoutter is now celebrating its centenary means that the company has a great past record whilst continuing to innovate, a combination of experience and innovation! ”

„Dass Desoutter nun sein hundertjähriges Bestehen feiert zeigt, dass das Unternehmen eine sehr gute Vergangenheit hat, und trotzdem weiterhin Innovationen vorantreibt.“

« La célébration présente du centenaire de Desoutter signifie que la société peut se prévaloir d'excellents antécédents sans avoir jamais cessé pour autant d'innover. »

«El que Desoutter celebre ahora su centenario significa que la empresa tiene un importante historial y que continúa innovando.»

「デソータが100周年を祝うという事実は、過去の偉大な記録を持っていながら革新を続けていることの証です。」

“Desoutter 正准备庆祝百年成立庆典，这一事实意味着 该公司过去拥有辉煌的纪录，同时也在不断创新。”



# DELPHI TVS (INDIA)

DELPHI-TVS IS A JOINT VENTURE BETWEEN THE DELPHI CORPORATION (USA) AND T.V. SUNDARAM IYENGAR & SONS (INDIA) MANUFACTURING DIESEL FUEL INJECTION EQUIPMENT FOR CARS, SPORTS, UTILITY AND MULTI-UTILITY VEHICLES, LIGHT COMMERCIAL VEHICLES, TRACTORS, SINGLE- AND TWO-CYLINDER ENGINES.

## A Srinivas Rao - Assistant General Manager - PED

“ We started importing our first air tools from the UK 23 years ago, in 1991. From the very outset, Desoutter provided excellent local support, good spare parts availability and good service support, all of which eventually resulted in a reliable partnership as time went on.

Since then, the products have undergone numerous developments and we are very satisfied with the new models proposed by Desoutter: we never have the control failures that occurred in the past. Everything is done to safeguard the customer, perfectly in line with the values we promote.

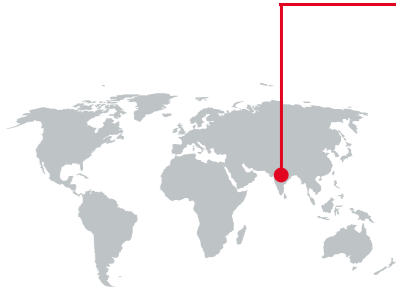
We also appreciate the fact that there are no limitations with the new generation tools, which gives us real flexibility as regards automation. We are able to adapt our production processes as our objectives change.”



© Delphi



Interview by  
KS Dhandapani  
Desoutter local contact (India)



„Für die Werkzeuge der neuen Generation bestehen keine Beschränkungen, weshalb wir im Hinblick auf die Automatisierung wirkliche Flexibilität haben. Die Optionsprogrammierung ist sehr einfach und wir können unseren Produktionsprozess sehr einfach anpassen, wenn sich unsere Ziele verändern.“

« Cette nouvelle génération d'outils ne connaît pas de limites, ce qui nous donne une souplesse réelle en terme d'automatisation. La programmation des options est très facile et nous sommes libres d'adapter nos processus de production au fur et à mesure de l'évolution de nos objectifs. »

«Las herramientas de nueva generación no tienen limitaciones, por lo que disfrutamos de una gran flexibilidad en todo lo relacionado con la automatización. La programación de opciones es muy sencilla y nos sentimos con libertad para adaptar nuestro proceso de producción en el momento que cambian nuestros objetivos.»

「新世代のツールに制約はなく、自動化について真の柔軟性を与えてくれています。オプションのプログラミングは非常に簡単で、目的変更と同時に製造プロセスにも適用できます。」

“新一代工具毫无局限性，在自动化方面为我们提供了真正的灵活性。编程同样极其简便，我们可以根据生产计划的改变随时调整装配流程。”



Interview by  
Akio Mihara

Desoutter local contact (Japan)



© Toyota

# TOYOTA AUTO BODY CO. LTD (JAPAN)

TOYOTA AUTO BODY CO., LTD. IS A MANUFACTURER OF MINIVANS, SUVs, COMMERCIAL VEHICLES AND ESPECIALLY EQUIPPED VEHICLES WITHIN THE TOYOTA GROUP. THE COMPANY IS ALSO WORKING TO DEVELOP THE PRODUCTION OF COMPACT ELECTRIC VEHICLES THAT WILL EXPAND THE POSSIBILITIES OF NEXT-GENERATION PERSONAL MOBILITY.

## Takehiro Kozaki - Group Manager

“ In 2010, we were looking for alternative nutrunner solutions. Considering cost, performance, multiple features and technical capabilities we started working with Desoutter tools. Now, Toyota Auto Body has replaced 10% of air-powered tools with the Desoutter EB tool in the mother plant and has been extending the installation to two other major plants.

To describe Desoutter’s strengths, I would use the Japanese expression “choudo ii”; this means getting things just right, which includes affordability, usability and a level of quality that cannot be achieved without full specifications.

Toyota Auto Body now considers Desoutter’s contribution as a “Just Right” technology partner. Please continue with this new product development for an ongoing high-level performance!

”

„Um die Stärken von Desoutter zu beschreiben, würde ich den japanischen Ausdruck „choudo ii“ verwenden; er bedeutet, die Dinge richtig machen, einschließlich Erschwinglichkeit, Nutzbarkeit und Effizienz.“

« Pour décrire les points forts de Desoutter, j’emploierai l’expression japonaise «choudo ii», qui se traduit par « être juste, en parfaite adéquation » et peut viser aussi bien les prix que l’usage ou l’efficacité. »

«Para describir los puntos fuertes de Desoutter utilizaría la expresión japonesa «choudo ii», que significa hacer las cosas bien, con economía, usabilidad y eficiencia.»

「デソータの強みを説明するために、日本語の表現である『ちょうどいい』を使いたいと思います。これは、物事を適切に行うという意味で、費用面、使い勝手、効率性が含まれます。」

“为了说明 Desoutter 的优势，我将使用日语词 ‘choudo ii ‘进行阐述，也就是把事情做好做到位，具体包括高性价比、实用性和高效性。”

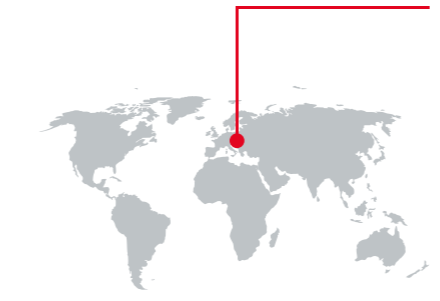




© Hella Autotechnik Nova



Interview by  
**Tomáš Doskočil**  
Desoutter local contact (Czech Republic)



# HELLA AUTOTECHNIK NOVA (CZECH REPUBLIC)

HELLA AUTOTECHNIK NOVA IS A LEADING COMPANY PRODUCING HEADLAMPS, REAR LAMPS AND FOG LAMPS FOR THE AUTOMOTIVE INDUSTRY.

## Karel Volcik - Assembly technologies manager

“ Cooperation with Desoutter began in 2007. At this time, we were seeking advanced technologies to improve our production processes, especially solutions in regard to the use of multiple torque cycles and programmable tightening techniques. Desoutter proposed innovative systems tailored to our business and helped us to achieve our objectives!

From the outset we were impressed not only by various aspects such as robustness, endurance, and durability with low maintenance, but also by the precision and very high level of capability.

The Desoutter technical support team then helped us to optimize current tightening techniques and provided us with the latest tightening technology. We are now able to monitor specific results on every tightening joint. We also have visibility of all the parameters governing the joints and this helps us maintain conformity during assembly.

With Desoutter solutions, we are now confident that we can achieve the required parameters and ensure 100% quality in our production processes. ”

„Der technische Support von Desoutter half uns dabei, aktuelle Schraubtechniken zu verbessern, sodass wir jetzt eine 100 % ige Qualität bei unseren Produktionsprozessen gewährleisten können.“

« L'équipe de support technique de Desoutter nous a aidés à optimiser nos techniques de serrage, ce qui nous permet de garantir à 100% nos processus de production. »

«El equipo de asistencia técnica de Desoutter nos ha ayudado a optimizar las técnicas de apriete y en la actualidad podemos garantizar una calidad del 100% en nuestros procesos de producción.»

「デソータの技術サポートチームは、現在の厳しい技術を最適化するために弊社を支援してくれました。これによって、弊社の製造プロセスで100%の品質が確保できています。」

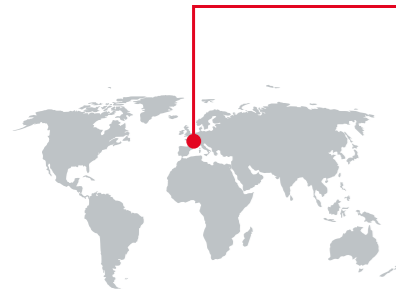
“Desoutter 技术支持团队帮助我们优化现有的 拧紧工艺，现在，我们可以在生产过程中100%保证 质量。”





Interview by  
Mickaël Menoret

Desoutter local contact (France)



© Airbus S.A.S. - computer rendering by Fixion

# AIRBUS (FRANCE)

AIRBUS IS AN AIRCRAFT MANUFACTURING DIVISION OF AIRBUS GROUP (FORMERLY EUROPEAN AERONAUTIC DEFENSE AND SPACE COMPANY). BASED IN FRANCE, THE COMPANY PRODUCED 626 AIRLINERS IN 2013. IT IS ALSO KNOWN FOR PRODUCING AND MARKETING THE FIRST COMMERCIALY VIABLE FLY-BY-WIRE AIRLINER, THE AIRBUS A320, AND THE WORLD'S LARGEST PASSENGER AIRLINER, THE A380.

## Baptiste Bertrand - Responsible and focal point for fastening process within methods assembly department

“ I am responsible for and the focal point for fastening processes within the methods assembly department for Airbus Nantes (France).

Historically, we began our collaboration with Georges Renault with the integration of drilling equipment. After that we have integrated the first electric nutrunners with the A350 program.

We have a great responsibility towards passengers, due to the nature of our business, and it is our duty to be very demanding in order to manufacture safe aircraft.

Desoutter have evolved along with our needs, and that is why our company continues to use Desoutter tools every day, including surface preparation (grinders, drills, etc..) and assembly operations (temporary or final fasteners). ”

„Gegenüber den Passagieren tragen wir eine große Verantwortung, und es ist unsere Pflicht, in Bezug auf die Sicherheit unserer Fluggeräte besonders anspruchsvoll zu sein: Daher setzen wir für die verschiedenen Schraubverbindungen jeden Tag Werkzeuge von Desoutter ein.“

« Nous avons une grande responsabilité envers les passagers et il est de notre devoir d'être très exigeants en ce qui concerne la sécurité de nos avions : c'est pourquoi nous utilisons les outils Desoutter au quotidien pour les différentes phases de mise en place des fixations vissées. »

«Tenemos una gran responsabilidad con los pasajeros y es nuestro deber ser muy exigentes en lo referente a la seguridad de nuestras aeronaves: por eso utilizamos herramientas Desoutter todos los días para las diferentes fases de fijaciones roscadas.»

「当社には乗客に対する大きな責任があり、航空機の安全に関しては非常に厳しくならざるを得ません。それが、ネジ固定の様々な局面で当社がDesoutterツールを毎日使用する理由です。」

“我们对乘客负有重大责任，我们有义务对我们飞机的安全要求非常苛刻：这就是为什么我们每天在螺钉拧紧固定的不同阶段使用Desoutter工具。”



# DACIA RENAULT (ROMANIA)

DACIA IS THE ROMANIAN SUBSIDIARY OF THE FRENCH CARMAKER RENAULT. THE COMPANY IS ROMANIA'S LARGEST EXPORTER FROM ROMANIA AND EUROPE'S FIFTH BIGGEST CAR MANUFACTURER IN TERMS OF VOLUME PRODUCED.

## Florian Georgescu - Leader line for H4xx engine assembly line

“ Our company has been working with Desoutter for 14 years, since the first Renault project was implemented at Dacia. The objective was to constantly improve the quality of existing products and integrate new products in accordance with Renault's quality standards.

I am now head of the assembly team for engine Hxx, and the majority of operations involve tightening processes. We exclusively use Desoutter's systems, because they fully meet our expectations regarding capability, endurance, productivity and innovative tailor-made solutions, with full traceability of tightening results, ensuring total product quality.

I am convinced that Desoutter's major strengths lie in its user-friendly software interface, reliability and product diversity. We know that the ongoing technical evolution of Desoutter's tightening systems always ensures that they meet the latest demander of the industry. ”

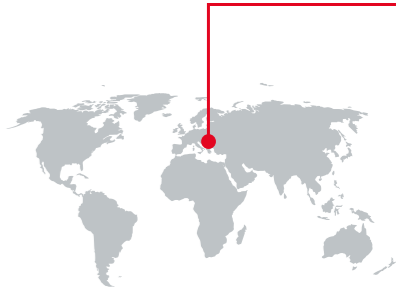


© Patrick Curtet / Prodigious



Interview by David Khouri

Desoutter local contact (Romania)



„Desoutter hilft uns dabei, die technischen Ansprüche des Prozesses mit vollständiger Nachverfolgung der Schraubergebnisse zu erreichen, um die Produktqualität zu gewährleisten.“

« Desoutter nous permet d'atteindre toutes les exigences techniques de nos processus, tout en assurant une traçabilité totale des résultats du serrage afin de garantir la qualité du produit. »

«Desoutter nos ayuda a cumplir todas las exigencias técnicas del proceso, con total trazabilidad de unos resultados de apriete que garantizan la calidad del producto.»

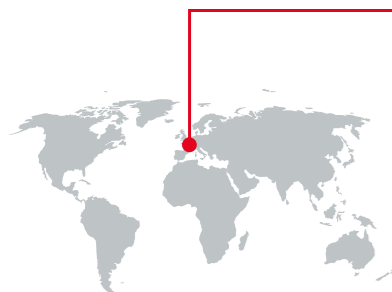
「デソータは工程におけるすべての技術的ニーズを、品質保証のための完全なデータ追跡性で、実現してくれました。」

“Desoutter 帮助我们满足拧紧过程的所有技术要求，并且可全程追溯拧紧结果，利于确保产品质量。”



Interview by  
**Bruno Chaboisson**

Desoutter local contact (France)



© Faurecia

## FAURECIA (FRANCE)

FAURECIA IS A FRENCH GROUP ENGAGED IN THE ENGINEERING AND PRODUCTION OF AUTOMOTIVE EQUIPMENT. THE COMPANY DEVELOPS, MANUFACTURES AND MARKETS EQUIPMENT FOR AUTOMAKERS' SEATS, INTERIOR SYSTEMS, EMISSION CONTROL TECHNOLOGIES AND AUTOMOTIVE EXTERIORS.

### François Coulon - Fastening Expert

“ In 1999, as our most recent customer was requesting their suppliers to place a special focus on quality, We started to replace pneumatic tools with electric solutions from Desoutter, so as to control both the angle and torque of each tightening.

Personally, I really like Desoutter's spirit of co-development. They always listen to our specific needs and work with us to work out tailor-made solutions.

The fact they have a worldwide presence is also of significant benefit for us. For example in Russia, the local support from the Desoutter team allowed us to launch our new production line very quickly, which enabled us to achieve considerable savings.

In addition, I must emphasise the efficiency of the collaborative platform, my Desoutter Cloud, which helps us facilitate sharing of our strategies and our assembly best practices, between the Desoutter and the Faurecia teams worldwide. ”

„In Russland ermöglichte uns das Desoutter-Team unsere neue Produktionslinie sehr schnell in Betrieb zu nehmen, wodurch wir deutliche Einsparungen erreicht haben.“

« En Russie, l'équipe locale Desoutter nous a permis de lancer notre nouvelle chaîne de production très rapidement, d'où des économies considérables. »

«En Rusia, el apoyo local del equipo de Desoutter nos permitió lanzar con gran rapidez una nueva línea de producción y lograr importantes ahorros.»

「ロシアでは、デソータチームの現地サポートによって、新しい製造ラインをすばやく稼動することができ、これによって多額の費用が節約できました。」

“在俄罗斯，Desoutter 团队的本地支持使我们能够 极快地建成全新的生产线，从而使我们能够实现 显著的成本节约。”





© Piaggio SPA

„Aprilia arbeitet seit 2010 mit Desoutter zusammen, um die Nachverfolgung von Schraubenergebnissen zu verbessern, besonders bei der Befestigung von Bremsen, Rädern und Lenkungen.“

« Aprilia a commencé à collaborer avec Desoutter en 2010 pour améliorer le suivi des résultats du serrage, notamment dans le domaine de la fixation des freins, des roues et de la direction. »

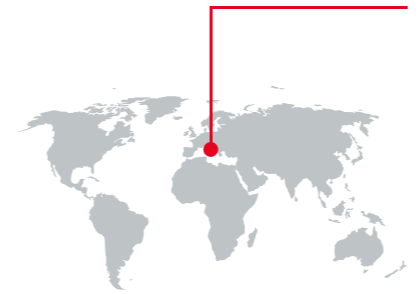
«Aprilia comenzó a trabajar con Desoutter en 2010 para mejorar el seguimiento de los resultados de apriete, especialmente en frenos, llantas y dirección.»

「アプリリア社は2010年からデソータと仕事を開始し、特に、ブレーキ、車輪およびハンドルの締め付けにおいて、締め付け結果の追跡を改善しています。」

“艾普瑞利亚(Aprilia)于 2010 年开始与 Desoutter 合作，对拧紧结果的跟踪进行改进，特别是在拧紧制动器、车轮和转向机构方面。”



Interview by  
**Giuseppe Tremolada**  
Desoutter local contact (Italy)



# APRILIA (ITALY)

THE MOTORCYCLE MANUFACTURER APRILIA IS THE PIAGGIO GROUP'S FRONT-RUNNER IN SPORTS COMPETITIONS.

## Agostino Masiero - Technologies Manager

“ Aprila is a worldwide brand, with cutting-edge engine technology. We base our development and our leading position in the motorcycle market on productivity, reliability and innovation, with continuous investment in R&D.

In 2010, we decided that we needed to track tightening results, especially in fastening brakes, wheels and steering. With the CVI3 and electric tools such as CVIC II, MC and EAD, Desoutter brought us solutions adapted to our needs. Moreover, customization has been provided for sockets and software.

Aprilia is now extremely satisfied with the performance of Desoutter tools and its way of providing solutions, and today Desoutter is the supplier to the entire Piaggio group.

In my opinion, Desoutter has been appreciated for three fundamental factors: the proficiency and productivity of the technical and the service team, quality of technology and an excellent quality/price ratio.”





Interview by  
Ducksun Jang

Desoutter local contact (Korea)



© Renault Samsung Motors

# RENAULT SAMSUNG (SOUTH KOREA)

RENAULT SAMSUNG IS A SOUTH KOREAN AUTOMOTIVE MANUFACTURER. FIRST ESTABLISHED AS SAMSUNG MOTORS, IT HAS BEEN A SUBSIDIARY OF RENAULT SINCE 2000.

## Dongyoung Kim - Process engineer

“ When our company was developing a diesel dual clutch transmission of low displacement volume for the SM5 export model, we purchased crowfoot tools for docking between engine and transmission. We were seeking a company which could respond to our needs right from the launch of our new project and Desoutter met all our needs.

We first developed a new concept tool but the application failed. Even though the purchase order was late, Desoutter supplied a sample tool when needed as well as the support needed to meet the schedule for mass production. They always gave us a quick response and solution.

Desoutter tools are easy to use and have consistency in quality, we are highly satisfied.

Today, we see Desoutter as a partner and solution provider, not just as a supplier which is content just to sell its products.”

„Obwohl die Bestellung spät aufgegeben wurde, lieferte Desoutter ein Musterwerkzeug, als wir es brauchten, und auch die nötige Unterstützung, um den Zeitplan zur Massenproduktion einzuhalten.“

« Malgré le retard de la commande, Desoutter nous a fourni un outil au moment où nous en avons besoin ainsi que le support nécessaire pour nous permettre de respecter le calendrier de la production en série. »

« Aunque la orden de pedido se había retrasado, Desoutter nos suministró una herramienta de muestra en el momento necesario, junto con la asistencia que necesitábamos para cumplir los plazos para la producción en serie.»

「発注が遅い場合でも、デソータは、サンプルのツールを量産スケジュールに間に合うように、必要に応じてサポートと共に提供してくれました。」

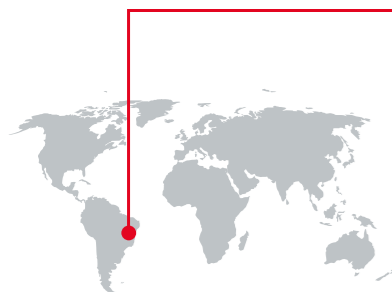
“尽管采购下单较晚，但 Desoutter 还是及时提供了样品工具，以及满足批量生产计划进度所需的支持。”





Interview by  
**Eduardo Freitas**

Desoutter local contact (Brazil)



© Embraer

# EMBRAER (BRAZIL)

EMBRAER S.A. IS A BRAZILIAN AEROSPACE CONGLOMERATE THAT PRODUCES COMMERCIAL, MILITARY, EXECUTIVE AND AGRICULTURAL AIRCRAFT, AND PROVIDES AERONAUTICAL SERVICES. IT IS ALSO THE WORLD'S LARGEST MANUFACTURER OF COMMERCIAL JETS WITH UP TO 120 SEATS, AND ONE OF BRAZIL'S LEADING EXPORTERS.

**Emílio Delfino de Souza Neto - Tools Specialist  
& Carlos Alberto Anderson - Process Development Engineer**

“ We were looking for brands that offered superior technology for our increasingly complex assembly process, requiring total accuracy in aircraft structural manufacturing. We were also looking for better ergonomic conditions for our operators. This was the beginning of the Embraer and Desoutter relationship 25 years ago, designed to increase productivity and improve ergonomic conditions.

We know that Desoutter is always looking for new technologies that can help our business.

Moreover, recognizing that the aerospace industry needs customized products and more and more specialization, we can be confident that Desoutter is always there to meet this need; for example, the acquisition of Seti-Tec, which provides solutions focused specifically on our segment.

If today Desoutter is celebrating its one-hundredth anniversary, we believe it is because Desoutter is a strong, ethical company with an expertise in its business field that responds to the needs of the market! ”

„Wir haben nach Marken gesucht, die überlegene Technologie für unseren immer komplexeren Prozess sowie bessere ergonomische Bedingungen für unsere Bediener bieten konnten.“

« Nous recherchions une marque qui pouvait nous apporter la technologie de pointe indispensable à notre processus de montage qui devient chaque jour plus complexe et offrir de meilleures conditions ergonomiques à nos opérateurs. »

«Buscábamos marcas que ofrecieran una tecnología superior para nuestro proceso de montaje, cada vez más complejo, y mejores condiciones ergonómicas para nuestros operadores.»

「弊社は、複雑な組み立てプロセスの増加および弊社の作業員の人間工学的な状態に対処する優れた技術を提供するブランドを求めていました。」

“过去，我们一直在寻找合适的品牌，为日益复杂的装配过程提供卓越技术，同时为操作者提供更佳的人机工程学操作特性。”



© Kadmy / Fotolia

„Unser Unternehmen gewährleistet, dass wir strenge Qualitätsmetriken für die kritischen Verbindungen, die wir montieren, einhalten. Die Werkzeuge von Desoutter passen perfekt, verfügen über das angemessene Maß an Technologie und einen gerechten Preis.“

« Notre entreprise met un point d'honneur à respecter des critères de qualité stricts dans nos assemblages critiques et les outils de Desoutter s'insèrent parfaitement dans notre démarche en offrant une technologie appropriée à un prix abordable. »

«Nuestra empresa garantiza el cumplimiento de unos estrictos controles de calidad para las piezas que montamos, y las herramientas de Desoutter encajan a la perfección, con la cantidad adecuada de tecnología a un precio justo.»

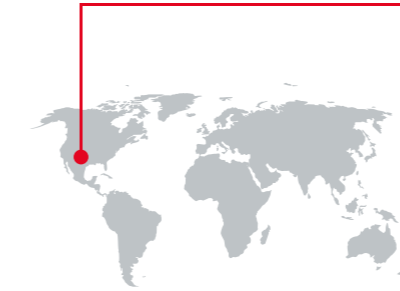
「弊社は、組み立てにおける重要な締め付けに対して、厳しい品質測定基準を確実に遵守しており、デソータツールは、公正な価格で、適合する技術を使用して、そのニーズに完全に合致する製品です。」

“我们公司保证对由我们装配的关键连接坚持严格的质量标准，Desoutter 的工具能完美的配合我们的标准，价格也十分合理。”



Interview by  
Justin M. Walsh

Desoutter local contact (USA)



## CATERPILLAR (USA)

CATERPILLAR IS THE WORLD'S LEADING MANUFACTURER OF CONSTRUCTION AND MINING EQUIPMENT, DIESEL AND NATURAL GAS ENGINES, INDUSTRIAL GAS TURBINES AND DIESEL-ELECTRIC LOCOMOTIVES.

**Gary Joslyn - Manufacturing Project Engineer**

“ Caterpillar was seeking global tool suppliers capable of offering a turnkey solution and provide global coverage to all Caterpillar plants. Accordingly, Desoutter organized a comprehensive portfolio demonstration within the Caterpillar headquarters to show us the capabilities of its product line. Since this first meeting, Caterpillar has been looking to Desoutter as a viable global tooling option!

I am of the opinion that the Desoutter team offers a broad range of aids to decision-making strengths, including sound product knowledge, stellar communication skills, a strong team commitment and the unfailing willingness to go that extra mile.

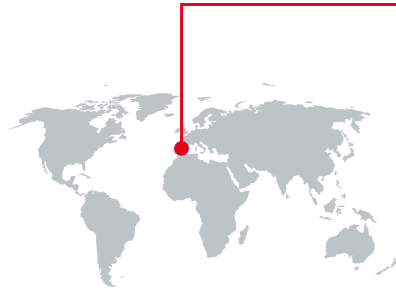
They are of enormous help with the optimization of our production process. Our company ensures that we adhere to strict quality metrics for the critical joints we assemble, and Desoutter tools fit perfectly, using the appropriate amount of technology at an equitable price. ”





Interview by  
Jocelyn Vinsonneau

Desoutter local contact (Spain)



© Deere & Company

## JOHN DEERE (SPAIN)

JOHN DEERE IS ONE OF THE LARGEST MANUFACTURERS OF AGRICULTURAL MACHINERY IN THE WORLD. JOHN DEERE IBERICA DEVELOPED ITS BUSINESS AROUND THE MANUFACTURE OF TRACTORS AND IS NOW THE SPECIALIST IN HIGH-TECH QUALITY COMPONENTS AND QUALITY PRODUCTS FOR AGRICULTURAL, CONSTRUCTION AND GREEN SPACE MACHINERY.

**Carlos Miguel Hernanz Torres - Manufacturing Engineer**

“ Our collaboration with Desoutter began during the process of continuous improvement of our quality standards and the wish to introduce the latest tightening technologies. Continuous improvement, not only from a quality perspective, but also a proactive approach towards leaner and better productivity: in this context, Desoutter brought us tailor-made solutions.

This is a joint-venture; we joined our strengths in order to meet our challenging objectives, different every time . Desoutter tightening solutions are used not only for production, but also to achieve better product quality. We have learned so much and today we have our own tightening standard.

In addition to our products, we are particularly pleased with customer training, which helps in bringing forward new solutions. ”

„Wir haben mit Desoutter so viel gelernt, und haben heute unseren eigenen Schraubstandard.“

« Desoutter nous a appris tellement de choses, qu'aujourd'hui nous disposons de nos propres normes de serrage. »

«Hemos aprendido mucho con Desoutter y hoy tenemos nuestra propia norma sobre apriete.»

「弊社はデソータから多くのことを学び、どのおかげで、現在、弊社独自の締め付け基準を手に入れるにいたしました。」

“我们从 Desoutter 身上学到了很多，现在，我们拥有自己的 拧紧标准。”



# MASCHINENFABRIK REINHAUSEN (GERMANY)

MASCHINENFABRIK REINHAUSEN IS A WORLD LEADER IN POWER ENGINEERING WITH A CORE BUSINESS IN THE REGULATION OF POWER TRANSFORMERS (WITH TAP CHANGERS). IT OPERATES IN EVERY AREA THAT DEALS WITH THE FLOW OF ENERGY, AND TODAY, OVER 50% OF GLOBAL ELECTRICITY FLOWS THROUGH THEIR PRODUCTS.

## Christian Sauerer - Assembly planning

“ We began working with Desoutter in 2009, because of their range of products and the high degree of flexibility.

The great challenge of working with these new systems was firstly to create the right programme for each screw and to define the right strategy; and secondly, to design in collaboration with Desoutter tailor-made solutions for the many screw positions that are not accessible to the classical screw systems.

Finally, Desoutter tools bring us an increase in labour quality, reproducible results and a reduction in investments for quality. Furthermore, the number of tools per workplace, noise and assembly time have been reduced; and the analysis of our tightening results largely confirm our effort.

In addition to the products, we have an effective service contract enabling us to achieve short response times and obtain the right solutions. ”

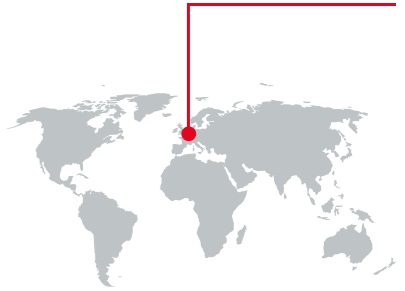


© Maschinenfabrik



Interview by Hubert Miess

Desoutter local contact (Germany)



„Dank der Desoutter Werkzeuge konnten wir die Anzahl der Werkzeuge pro Arbeitsplatz sowie den Lärm und die Montagezeiten reduzieren.“

« Les outils Desoutter nous ont permis de réduire le nombre d'outils par poste de travail, le bruit et les temps d'assemblage. »

«Las herramientas Desoutter nos han permitido reducir el número de herramientas por lugar de trabajo, el ruido y el tiempo de montaje.»

「Desoutterツールのおかげで、職場あたりのツール数や騒音、組み立て時間を削減することができました。」

“Desoutter 工具使我们能够减少每个工作场所的工具数量、噪音和装配时间。”



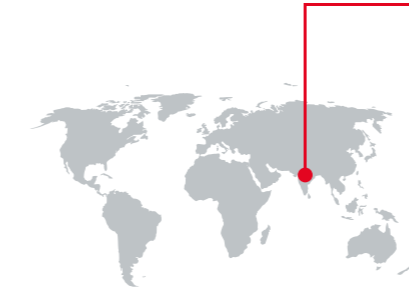


© Hindustan Aeronautics



Interview by  
Arvind Singh

Desoutter local contact (India)



# HINDUSTAN AERONAUTICS LIMITED (INDIA)

UNDER THE MANAGEMENT OF THE INDIAN MINISTRY OF DEFENCE, THIS STATE-OWNED COMPANY IS MAINLY INVOLVED IN THE AEROSPACE INDUSTRY, WHICH INCLUDES MANUFACTURING AND ASSEMBLING AIRCRAFT, NAVIGATION AND RELATED COMMUNICATIONS EQUIPMENT, AS WELL AS OPERATING AIRPORTS.

## Rakesh Kumar Mishra - Deputy GM- IJT Assembly

“ Our collaboration with Desoutter began in 1989. At that time, our old divisions were not aware of new existing tools on the market. The Desoutter team made some 10 to 15 presentations; they visited us at least once a month and organized technical sessions to train our technicians. After numerous feedback sessions, they offered us tailor-made and realistic solutions to help us update with high technology products! We still feel the benefit of their involvement today as we developed a real partnership; the Desoutter team keeps in constant touch with us.

And tool durability is impressive: we are still using the 30-year-old tools for some production lines!

## D. Rajasekaran - Deputy General Manager, Aircraft Division

Desoutter always goes beyond the initial request to propose alternative solutions which are always very relevant. In that way, they help us optimize our production process for our structural and assembly requirement. May Desoutter continue to develop as they do until their 200-year anniversary and continue to support us as well! ”

„Das Desoutter-Team hielt 10 bis 15 Präsentationen; sie besuchten uns mindestens monatlich und organisierten Schulungen, um unsere Techniker zu schulen, damit sie uns maßgeschneiderte und realistische Lösungen bieten konnten.“

« L'équipe de Desoutter a organisé entre 10 et 15 présentations. Elle nous a rendu visite au moins une fois par mois et a organisé des sessions de formation pour nos techniciens ; à chaque fois, nous avons eu droit à des solutions personnalisées et réalistes. »

«El equipo de Desoutter realizó entre 10 y 15 presentaciones; nos visitó al menos una vez al mes y organizó sesiones de formación técnica para que nuestro personal técnico pudiera preparar soluciones realistas a medida.»

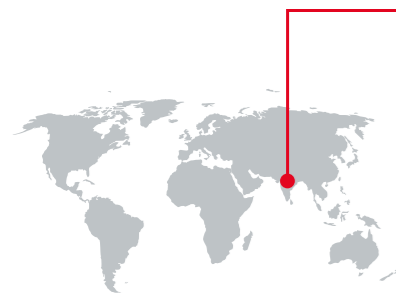
「デソータチームは10~15回のプレゼンテーションを行いました。月に少なくとも1度は弊社を訪問し、技術セッションを行い、弊社の技術者を訓練し、カスタム化され、実行力のある解決策を提供してくれました。」

“Desoutter 团队同我们做了约 10 到 15 次交流，他们 每月至少光顾我们一次，并举办技术讲座培训我们的 技术人员，为我们提供量身定制的解决方案。”



Interview by  
K.k Maitra

Desoutter local contact (India)



© Hero Motocorp Limited

# HERO MOTOCORP LIMITED (INDIA)

HERO MOTOCORP LTD IS AN INDIAN MOTORCYCLE AND SCOOTER MANUFACTURER BASED IN NEW DELHI AND THE NUMBER ONE TWO-WHEELER MANUFACTURER IN THE WORLD. THE COMPANY'S MISSION IS TO BECOME A GLOBAL ENTERPRISE FULFILLING ITS CUSTOMERS' NEEDS AND ASPIRATIONS FOR MOBILITY, AND SETTING BENCHMARKS IN TECHNOLOGY, STYLING AND QUALITY.

## AK Taneja - General Manager - Production Engineering

“ Our company grew very quickly with production increasing fivefold, from 2000 bikes per plant per day, we now produce to over 9000. We started working with Desoutter to handle this growth without losing sight of our main objective: a zero complaint record in the field!

After 10 years of a win-win relationship, we may unhesitatingly say that product performance is excellent, with world-class quality bikes for our brand. The result: zero customer complaints and an outstanding safety record.

The Desoutter team is highly specialized and motivated; they treat us as prime customers. They maintain our satisfaction by offering new solutions and customized services, always delivered in good time.

All best wishes to the entire Desoutter Team, wish you further growth and celebrate in a big way!



„Das Desoutter-Team ist sehr spezialisiert. Sie behandeln uns als Prämienkunden und achten darauf, dass wir immer zufrieden sind, indem sie uns immer neue Lösungen und maßgeschneiderte Leistungen bieten, die immer schnell geliefert werden.“

« L'équipe de Desoutter est hautement spécialisée. Elle nous considère comme ses principaux clients et veille à maintenir notre niveau de satisfaction en nous offrant des nouvelles solutions et des services personnalisés, toujours livrés dans les temps impartis. »

«El equipo de Desoutter está muy especializado; nos consideran clientes especiales y mantienen nuestra satisfacción con nuevas soluciones y servicios personalizados, entregados siempre puntualmente.»

「デソータチームは専門性が高く、弊社を優良取引先として扱い、新しい解決策やカスタマイズされたサービスをタイムリーに提供して常に弊社を満足させてくれました。」

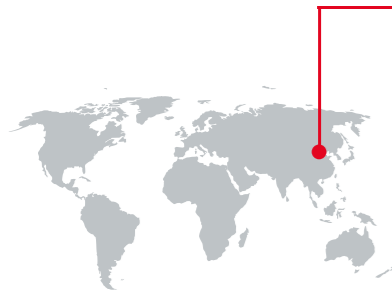
“Desoutter 团队极其专业，他们把我们视为优质客户，我们十分满意他们始终能提供新的解决方案和定制服务。”





Interview by  
Wayne Qin

Desoutter local contact (China)



## COMAC (CHINA)

THE COMMERCIAL AIRCRAFT CORPORATION OF CHINA (COMAC) IS A STATE-OWNED COMPANY, RECOGNIZED AS THE LEADING MANUFACTURER OF LARGE PASSENGER AIRCRAFT IN CHINA. IT IS ALSO MANDATED WITH THE OVERALL PLANNING FOR DEVELOPMENT OF TRUNK LINER AND REGIONAL JET PROGRAMS AND THE INDUSTRIALIZATION OF CIVIL AIRCRAFT IN CHINA. COMAC IS ENGAGED IN THE RESEARCH, MANUFACTURE AND FLIGHT TESTS OF CIVIL AIRCRAFT AND RELATED PRODUCTS, AS WELL AS THE MARKETING, SERVICING, LEASING AND OPERATIONS OF CIVIL AIRCRAFT.

### Han Jianbing - Vice Director of Final Assembly

“ We counted on Desoutter’s lighter-weight tools with powerful holding capacity to reduce the labor intensity of the workers on site and improve the product quality.

They provided us with a set of customized solutions perfectly adapted to our applications, which won the praise of all the field workers.

This helped us to reduce process time, speed up the pace of production and improve product quality with lower labor intensity.

Desoutter is prompt, effective and reliable for all of its tools, solutions and service.

With their extensive experience and industrial know-how in the aerospace industry, Desoutter has made us believe it is a trustworthy partner! ”

„Dank ihrer langjährigen Erfahrung und ihrem Industriewissen in der Luftfahrtindustrie hat Desoutter uns gezeigt, dass es möglich ist, einen vertrauenswürdigen Partner zu finden!“

« En raison de son expérience approfondie et de son savoir faire industriel dans le secteur de l'aérospatial, Desoutter nous a incités à croire qu'un partenaire fiable, ça peut exister! »

«Con su amplia experiencia y know-how industrial en el sector aeroespacial, Desoutter nos ha permitido saber que es posible disponer de un socio de total confianza.»

「豊富な経験と、宇宙航空業界における技術ノウハウを持つデソッターは、我々に信頼できるパートナーをもつことが可能であることを確信させてくれました。」

“凭借其在航空航天行业丰富的经验和行业知识，Desoutter 使我们相信它是值得信赖的合作伙伴！”

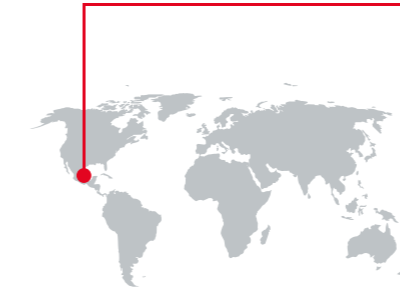


© Hella



Interview by  
Ernesto Carrion

Desoutter local contact (Mexico)



## HELLA AUTOMOTIVE (MEXICO)

HELLA IS A LEADING COMPANY PRODUCING HEADLAMPS, REAR LAMPS AND FOG LAMPS FOR THE AUTOMOTIVE INDUSTRY, WITH ITS OWN SALES COMPANIES AND PARTNERS IN MORE THAN 100 COUNTRIES, INCLUDING MEXICO. THUS HELLA SUPPLIES THE AUTOMOTIVE AFTERMARKET AND GARAGES WITH COMPREHENSIVE AND CONTINUALLY GROWING PARTS AND RANGES IN THE CORE AREAS OF LIGHTING, ELECTRICAL, ELECTRONICS AND THERMAL MANAGEMENT.

### Gustavo León - Engineering Manager

“ 10 years ago, we began to use CVIS from Desoutter, in order to improve quality control on critical plastic joints. At this time, we did a benchmark test to compare technical features, set up parameters, local service & support, tool availability; and Desoutter matched all our expectations.

The excellent results encouraged us to continue our collaboration for our specific production needs, and Desoutter has become a worldwide supplier to our brand.

These tools are excellent for our current assembly process, and we particularly appreciate their durability: we have tools with more than 3 million cycles with no problems as well as easy to set up and user-friendly software.

Over and above performance, we always need to have greater understanding of torque strategies and tightening processes, and to have more technical information with the help of Desoutter, in order to be increasingly competitive.”

„Die Langlebigkeit der Desoutter Werkzeuge wissen wir besonders zu schätzen: Manche Werkzeuge sind bereits über 3 Millionen Zyklen ohne irgendwelche Probleme gelaufen. Sie sind außerdem leicht einzustellen und die Software ist sehr leicht zu bedienen.“

« Nous apprécions tout particulièrement la durabilité des outils Desoutter: nous avons des outils qui ont dépassé les 3 millions de cycles sans problèmes ainsi que des logiciels faciles à configurer et conviviaux. »

«Nosotros estamos muy satisfechos con la durabilidad de las herramientas Desoutter: tenemos herramientas con más de 3 millones de ciclos de funcionamiento sin averías y además el software es sencillo de configurar y muy intuitivo.»

「当社は特にDesoutterツールの耐久性を高く評価します。300万回以上もなんの問題もないツールがいくつもあるし、それらはセットアップが簡単でソフトウェアはユーザーフレンドリーです。」

“我们特别欣赏 Desoutter 工具的耐用性：我们使用工具超过 300 万次循环，没有出现任何问题，并且软件易于设置，用户界面友好。”



# VOLVO GROUP TRUCK OPERATIONS (USA)

THE VOLVO GROUP IS ONE OF THE WORLD'S LEADING MANUFACTURERS OF TRUCKS, BUSES, CONSTRUCTION EQUIPMENT AND DRIVE SYSTEMS FOR MARINE AND INDUSTRIAL APPLICATIONS. VOLVO GROUP TRUCKS TECHNOLOGY IS THE MAIN PLACE FOR THE GROUP'S TECHNICAL DEVELOPMENTS, WITH ALL RESEARCH, ENGINE DEVELOPMENT AND MOST OF THE PURCHASING FOR THE ENTIRE VOLVO GROUP.

## Kunjan Tokekar - Manager - Manufacturing Engineering

“ When Volvo began working with Desoutter in the early 2000's, its goal was the same as today: to be a world class leading manufacturer of 11, 13 and 16 litre diesel engines and automated manual transmissions. Our total commitment to quality underpins everything we do in respect of our people, products and processes.

We were looking for a tooling company that shared that same vision, and that we knew had a solid track record of performance, service and support in our demanding industry.

From the beginning, Desoutter personnel took the time to understand and discuss our needs, concerns and concepts, so that the solutions did fit our business model and our manufacturing and assembly needs.

Desoutter also provides a high level of service and support that ensures confidence, leading to a more effective and efficient work environment and production. Recently, they even assisted us in many IT/Software and tool troubleshooting and brainstorming exercises over a 3 day period. ”

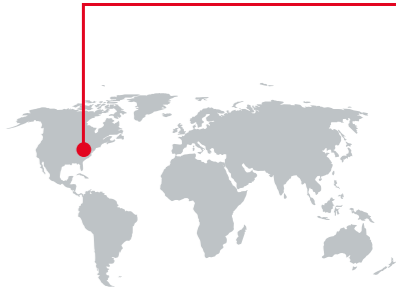


© Volvo Truck Corporation



Interview by Kurt Voland

Desoutter local contact (USA)



„Von Beginn an nahmen sich die Mitarbeiter von Desoutter die Zeit, unseren Bedarf, aber auch die Bedenken und Konzepte nachzuvollziehen und zu erörtern. Die Lösungen waren exakt auf unser Geschäftsmodell und auf unseren Fertigungs- und Montagebedarf abgestimmt.“

« Dès le début, le personnel de Desoutter a pris le temps de comprendre nos besoins, nos soucis et nos concepts et d'en discuter. Les solutions proposées se sont donc bien adaptées à notre modèle d'entreprise et à nos besoins en matière de fabrication et d'assemblage. »

«Desde el comienzo, el personal de Desoutter se tomó su tiempo para comprender y debatir sobre nuestras necesidades, preocupaciones y conceptos para que las soluciones se adaptaran a nuestro modelo de empresa y a nuestras necesidades de fabricación y montaje.»

「Desoutter担当者は最初から当社のニーズや懸念、概念を理解し、話し合う時間を設けて、ソリューションが当社のビジネスモデルと製造および組立ニーズに確実に適合するようにしました。」

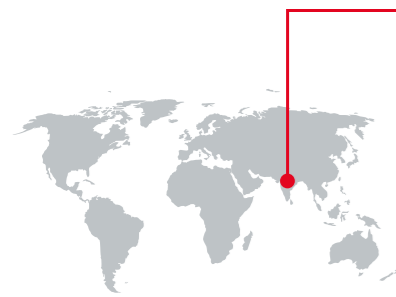
“从一开始，Desoutter 人员就花费时间了解和讨论我们的需求、关注和理念，从而使解决方案确实满足我们的业务模式以及我们的制造和装配需要。”





Interview by  
Bharat Aswani

Desoutter local contact (India)



© Mahindra & Mahindra

## MAHINDRA & MAHINDRA (INDIA)

MAHINDRA & MAHINDRA WAS FOUNDED IN 1945 AS A STEEL TRADING COMPANY. OVER THE YEARS, THE COMPANY DIVERSIFIED INTO MANY NEW BUSINESSES, SPANNING ALL THE KEY INDUSTRIES OF A MODERN ECONOMY: AEROSPACE, AGRIBUSINESS, AUTOMOTIVE, COMPONENTS, DEFENCE, ENERGY, FARM EQUIPMENT, FINANCE AND INSURANCE, INFORMATION TECHNOLOGY, LOGISTICS, TWO-WHEELERS, AMONG OTHERS.

### MBS Tuli - VP Central Manufacturing Engineering

“ Desoutter was firstly required to give us tractors with no oil leakage, workforce comfort with no fatigue while assembling the tractors and good ergonomic tools. They managed to achieve all these objectives together with the elimination of NVAs ( Non Value added Activities).

For us, Desoutter is a preferred business partner: they support us with their alternative thinking and their team has even performed R&D for us, despite the fact this temporarily meant a business loss for them. They gave 400 of our employees the benefit of their technology in a superbly professional classroom, managed by a highly specialized team. In one of our plants, we even celebrated a “Tech day”: information and training on new technology from Desoutter is imparted to our team. ”

Today, thanks to Desoutter, our spares requirement has decreased and our operators work more effectively.

„Desoutter ließ 400 unserer Mitarbeit in einem unglaublich professionellen Kursraum, der von einem hochgradig spezialisierten Team geleitet wurde, an ihrer Technologie teilhaben.“

« Desoutter a dispensé à 400 de nos employés une formation sur sa technologie dans une salle de cours superbement équipée et avec l'assistance d'une équipe hautement spécialisée. »

«Desoutter proporcionó a 400 de nuestros empleados la posibilidad de beneficiarse de su tecnología en un aula extraordinariamente profesional, dirigida por un equipo de grandes especialistas.»

「デソータは、特に専門性の高いチームによって管理されている優れた専門の技術指導で、弊社の400人の従業員に技術的な貢献を果たしてくれています。」

“Desoutter 在极其专业的培训室内向我们的 400 名员工 阐述其技术带来的好处，该培训室由高度专业化团队负责管理。”



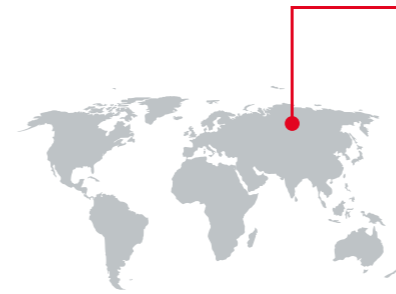


© Irkutsk Aviation Plant



Interview by  
Mikhail Chudnovskiy

Desoutter local contact (Russia)



# IRKUTSK AVIATION PLANT (RUSSIA)

IRKUTSK AVIATION PLANT IS PART OF THE IRKUT CORPORATION, BEST KNOWN AS THE MANUFACTURER OF SUKHOI AIRCRAFT. THE COMPANY DESIGNS, BUILDS, DEPLOYS AND SUPPORTS TOP-OF-THE-LINE AIRCRAFT, OFFERING A HIGHLY DIVERSIFIED PRODUCT PORTFOLIO INCLUDING THE YAK-130 COMBAT TRAINING AIRCRAFT, UNMANNED AERIAL VEHICLES AND COMPONENTS FOR AIRBUS PASSENGER AIRLINERS.

## Georgi Polyakov - Deputy head of preproduction

“ When we started working on the components for the Airbus A320 program, our international partners recommended that we consider the tools of the English-French brand Desoutter. We were looking for equipment that would provide maximum reliability and productivity with minimal rejected products, and I can safely say that Desoutter tools met our expectations in full.

We also worked with Desoutter on the MS-21 project, a medium-range passenger aircraft using advanced technology. The MS-21 production process and quality are very high and require high-technology assembly equipment. It turned out to be impossible to drill holes of the required quality without special tools such as auto-feed drills. Desoutter was the only manufacturer able to provide a solution which achieved the required final result.

Additionally I would like to praise the high level of expertise of the Desoutter specialists, who provided us with expert assistance in equipment selection. We have not only achieved the required quality but have also cut assembly time and significantly reduced the production cost per hole drilled. ”

„Mit den Werkzeugen von Desoutter haben wir die Montagelinie gekürzt und die Produktionskosten pro gebohrtem Loch deutlich verringert.“

« Grâce aux outils Desoutter, nous avons diminué la durée d'assemblage et réduit considérablement le coût de production par trou percé. »

«Con las herramientas de Desoutter, hemos reducido los tiempos de montaje y rebajado significativamente el coste de producción por cada orificio practicado.»

「デソータツールによって、弊社は組み立て時間を短縮し、ドリル作業単位の製造コストを大幅に削減しました。」


“依靠 Desoutter 工具，我们不仅缩短了装配时间，同时还显著降低了钻孔成本。”


# DESOUTTER AROUND THE WORLD

Desoutter weltweit  
Desoutter dans le monde  
Desoutter en todo el mundo  
世界のDesoutter  
世界各地的Desoutter




 Über 1.000 Fachkräfte. 6 Kontinente. Über 50 Länder. Über 20 Geschäftsbereiche. Versand in über 170 Länder.

 Plus de 1000 professionnels qualifiés. 6 continents. Plus de 50 pays. Plus de 20 divisions. Expéditions vers plus de 170 pays.

 Más de 1000 profesionales cualificados. 6 continentes. Más de 50 países. Más de 20 unidades comerciales. Envíos a más de 170 países.

 1000人以上の有資格専門家。6大陸。50カ国以上。20以上のビジネスユニット。170カ国以上に出荷。

 超过 1,000 名专业人员。6 大洲。超过 50 个国家。超过 20 个业务部门。送货到超过 170 个国家。

Over  
**1 000**   
qualified professionals



- 6 continents 
- Over 50 countries
- Over 20 business units
- Shipping to over 170 countries



**PERSONELLE INVESTITIONEN:** Weiterentwicklung von Kompetenzen und Wissensaustausch.  
**INNOVATIONEN:** Größere Kundenzufriedenheit und Produktivität.  
**KUNDENZUFRIEDENHEIT:** Die treibende Kraft bei Desoutter.  
**UNTERSTÜTZUNG VOR ORT UND GLOBALE LÖSUNGEN.**

**INVESTISSEMENT HUMAIN:** développer les compétences et partager les connaissances.  
**INNOVATION:** accroître la satisfaction client et la productivité.  
**SATISFACTION CLIENT:** la force motrice de Desoutter.  
**SUPPORT LOCAL ET SOLUTIONS MONDIALES.**

**INVERSIÓN HUMANA:** Desarrollando habilidades y compartiendo conocimientos.  
**INNOVACIÓN:** aumentando productividad y la satisfacción del cliente.  
**SATISFACCIÓN DEL CLIENTE:** Motivación de Desoutter.  
**ASISTENCIA LOCAL Y SOLUCIONES GLOBALES.**

人的投資 スキルの開発、知識の共有。  
 技術革新 顧客満足度および生産性の向上。  
 顧客満足度 Desoutterの原動力。  
 ローカルサポートとグローバルソリューション。

人力投资 培养技能和共享知识。  
 创新 提高客户满意度和生产力。  
 客户满意度 Desoutter的推动力。  
 本地支持和全球解决方案。



### HUMAN INVESTMENT

Competence development and knowledge sharing



### INNOVATIVE

Increasing more than customers' productivity



### CUSTOMERS CENTRICITY

driving Desoutter organization





LOCAL SUPPORT AND  
 WORLDWIDE SOLUTIONS


“ Desoutter owes its creation to an innovative idea: the artificial leg made from duralumin. This first design may seem anecdotal today, yet it was the first proof of our ability to innovate, a real symbol of this story that has seen our small English company become a multinational that is recognised throughout the world.


This drive for innovation, combined with highly specialised expertise, has led Desoutter to constantly evolve becoming a leader in the Automotive, Aerospace and General Industry Sectors.


Today, despite celebrating our first century of existence, our goal remains unchanged: to constantly innovate to provide our customers with “more than productivity” – a brand promise that we are placing, now more than ever, at the heart of our development strategy. ”

 „Trotz der einhundert Jahre Firmen-geschichte bleibt unsere Zielsetzung auch heute noch unverändert: Kontinuierliche Selbsterneuerung, damit wir unseren Kunden „mehr als Produktivität“ bieten können. Heute ist dies umso mehr ein Markenversprechen, das wir in den Mittelpunkt unserer Entwicklung stellen.“

 « Aujourd’hui, malgré notre premier siècle d’existence, notre objectif reste inchangé: se renouveler en permanence pour offrir à nos clients « more than productivity ». Une promesse de marque que nous plaçons plus que jamais au cœur de notre développement. »

 «A pesar de nuestro siglo de existencia, nuestro objetivo hoy permanece inalterable: renovarnos continuamente para ofrecer a nuestros clientes «más que productividad». Ahora más que antes, un eslogan de marca que nos coloca en el centro de nuestro desarrollo.»

 「創業から100年たった今でも、継続的に自らを変革し、『生産性以上のもの』をお客様に提供する、という私達の目的になんら変わりはありません。それは、これまでも今後も、我々の中心に据えられている揺るぎないブランドプロミスです。」

 “尽管我们存在了第一个世纪，如今我们的目标仍然不变：不断自我更新，为客户提供‘超越生产力’。与过去任何时候相比，现在更是将品牌承诺放在我们发展的中心位置。”





YEARS OF INNOVATION

Algeria - Argentina - Australia - Austria - Belgium - Brazil - Bulgaria - Canada - Chile - China - Colombia - Croatia - Czech Republic - Denmark - Egypt - Finland - France - Germany - Greece - Hungary - Iberia - India - Indonesia - Ireland - Israel - Italy - Japan - Korea - Laos - Malaysia - Morocco - Mexico - Netherlands - Norway - Peru - Philippines - Poland - Portugal - Romania - Russia - Saudi Arabia - Serbia - Singapore - Slovakia - Slovenia - South Africa - Spain - Sweden - Switzerland - Taiwan - Thailand - Tunisia - Turkey - Ukraine - United Arab Emirates - United Kingdom - United States - Venezuela - Vietnam