

## Case Study:

# MBS Motoreninstandsetzung und Baumaschinenservice GmbH

The MBS refurbishes diesel engines predominantly from agricultural and construction machines.



## Company and Business Model

The company operates with its 15 employees as an independent remanufacturer for predominantly diesel engines on the market. Due to the 86 years of company history, MBS has a wide experience in remanufacturing of diesel engines. Additionally, acting as contract dealer for four large engine manufacturers, the company can provide a wide range of spare parts and special product know-how. The catchment area for customers is greater Bautzen.



## Products

The range of products are predominantly diesel engines form agricultural and construction machines, in almost all sizes including older series. To generate further growth of sales and to develop new strategic business units, the company also focuses on engines from classic cars, private boats and biogas power plants.

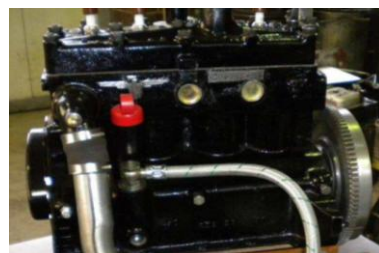


## Remanufacturing Process

After delivering the engines, the refurbishment process starts with an incoming analysis to create an estimation of costs (common to private customers). After the customer releases the order, the disassembly, cleaning process and detailed analysis of the engine starts. Following, the customer can receive a second estimation of costs including a list of spare parts.



The next step is to change the damaged-, and to refurbish the worn parts of the engine. At this point, MBS profits from the product know-how of the employees. They are able to analyze the engines and to find the right parameters for the milling and drilling machines, especially for older engines, where no data sheets exists. After reassembly, MBS uses a test bench to check the performance parameters. Finally, the engine is painted and ready for delivery.



## Unique Characteristic

Due to the long existence of the company and the extensive experience of the employees, the company is able to refurbish a wide range of diesel engines unproblematic.

This advantage allows MBS to accept a wide range of different orders and generate growth of sales. Additionally, they have a workshop truck to repair engines and change spare parts in the field.

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