



# MONTABERT

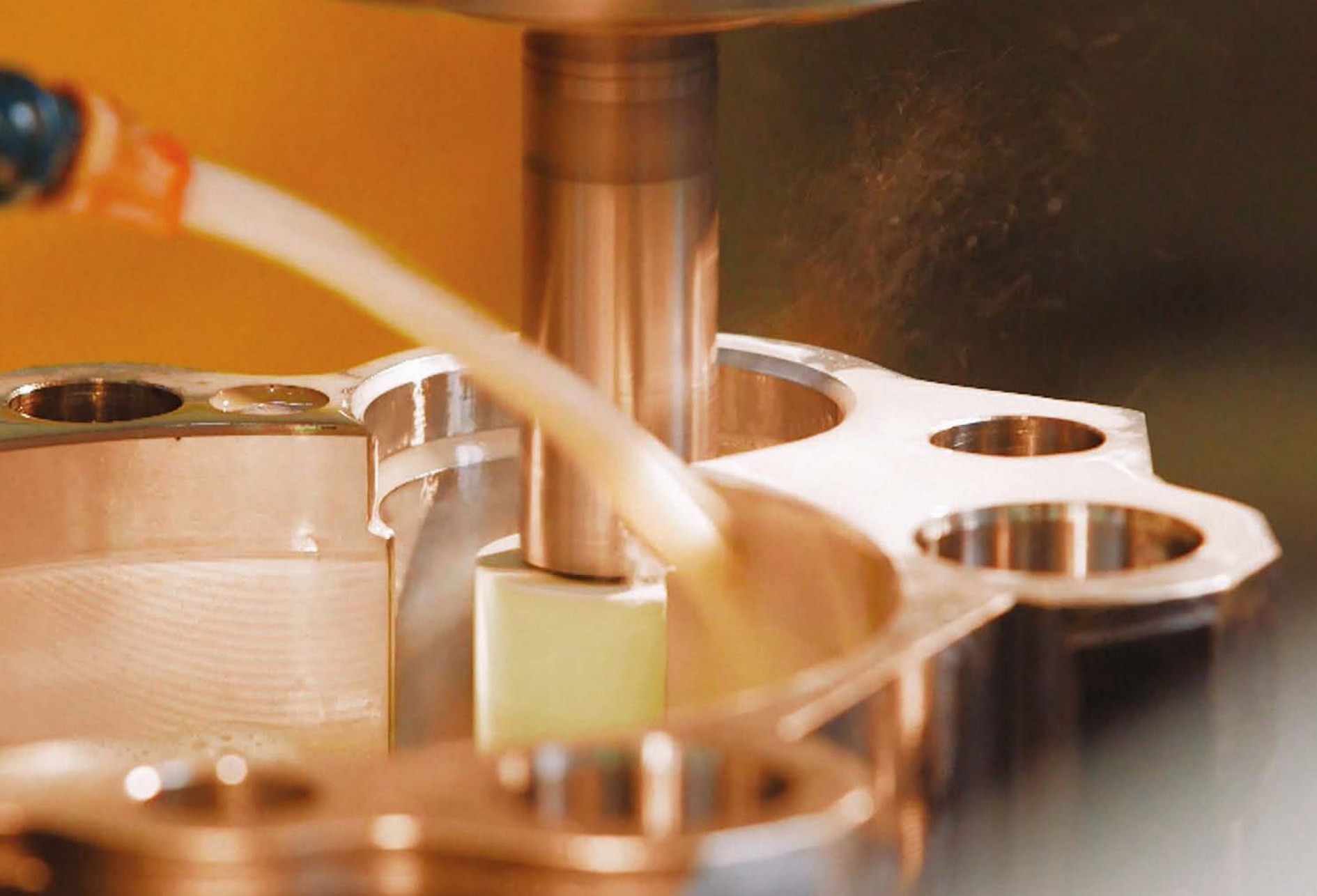
## NO MERCY FOR ROCKS

A company created in 1921 and today a subsidiary of a large international group, Montabert is specialised in the design, production and marketing of hydraulic demolition and drilling equipment for professionals of public works, mines and quarries. A world leader in the field of breakers and drills, its 165 sites in the world allow it to achieve 85% of its turnover in export.

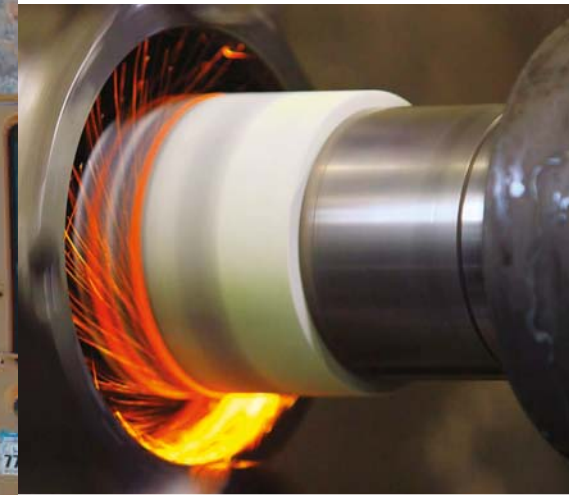
Montabert is a Lyon-based company specialised in the design, production and marketing of demolition and drilling equipment for professionals of public works, mines and quarries. Located in Saint-Priest and managed by Maurice Stanich, the company is recognised as a world leader in the field of hydraulic breakers and drills.

To a better understanding of what it's all about: the hydraulic rock-breaker is a demolition tool operating in the same way as a giant jackhammer. A strike piston hits on a tool and transmits its energy to shatter rocks, concrete, etc. The breaker is attached to a hydraulic excavator boom, breakers are used in construction, mining demolition and quarry markets. Other key products from Montabert includes their quality range of drilling equipment. These products function with top hammer percussion and rotation

drilling systems. They can be seen operating in quarry and mining for drill / blast material processing and roadside bolting and anchoring applications. Hydraulic drills work differently and don't have the same usages. These are rotary percussion tools, comparable to very (very) large boring machines, which are mainly used by drilling professionals. They serve to make holes which are then filled with explosives used to fragment the rock. As an example, Montabert hydraulic drills which were used to dig the Fréjus Tunnel between France and Italy or even more recently, the extension of the Croix-Rousse Tunnel in Lyon. Hydraulic drills are also used by companies in the quarries sector for blasting, an operation consisting of breaking extraction-rocks away from a solid mass and transforming them into smaller pieces for handling and transport.



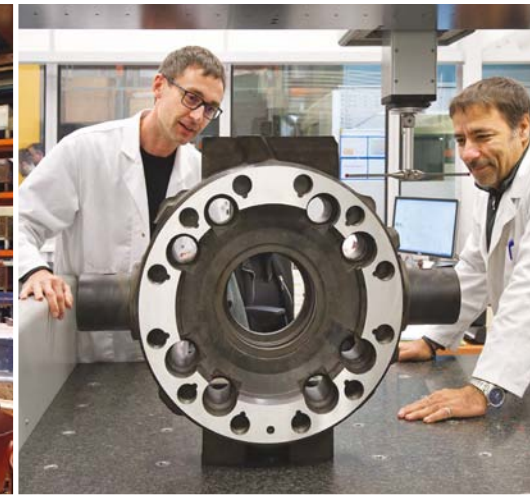
"85% of our turnover is done in export in over 110 countries."



> Part grinding operation



> Thermal and quenching treatment of rock-breaking tools



> Metrological inspection of a part

Montabert's success is driven by the success of their customers. The company are pioneers in constant innovation and new product development. This can be seen within their R & D department equipped with the best technical and human resources. Today its product range boasts top-performance tools recognised all over the world. It makes 85% of its turnover through export sales in over 110 countries.

100 YEARS OF EXPERIENCE  
DEDICATED TO DEMOLITION

The company Montabert was founded in Lyon in 1921 by Joannès Montabert. At the time, this entrepreneur started his activity by manufacturing jackhammers under Joy Sullivan licence, an American brand which provided the drawings. The company gradually gained a strong market perception of quality products, and in 1949 Montabert decided to launch their own brand of attachments.

In 1965 the first materials using hydraulic systems appeared on the market. This new technology significantly increased tool productivity. As Christian Bianchi, the company Communication and Marketing Manager stipulates, "We're at around a 1:8 ratio compared to pneumatic materials..."

In 1969, wanting to follow this trend, Montabert launched the first hydraulic breaker with an accumulator. A totally new product using innovative technology, developed within the R&D department of the Lyon company. The following year in 1970, the company again innovated by inventing the first hydraulic drill. This Lyon-based know-how appealed to key industry decision makers around the

world. This was evident in that by 1978 the organisation was exporting 70% of manufactured goods.

Less than ten years later in 1987, the company yet created a buzz by launching a variable breaker system. "An intelligent breaker which automatically adapts depending on the rock without operators having to intervene." A technology still used today for certain tools of this brand. And as Christian Bianchi emphasizes, "Even though the patents have expired, the process used has never been copied and remains unique on the market."

Then came the 90's. In 1994, undergoing some financial hardships, Montabert was bought out by the American Group Ingersoll Rand, a world giant with an already existing and highly complementary range. This buy-out was a breath of fresh air for the company which, five years later, in 1999 launched two new models of hydraulic drills which were important milestones. Backed by an excellent R&D department, Montabert again made the headlines in 2004 with a new innovation: a small breaker with an innovative concept drawing on a circular hammer, much lighter but just as powerful. In 2007 Ingersoll Rand sold Montabert to the Doosan Group, a Korean company. In 2009, at the height of the crisis, spurred on by its new owner, Montabert launched a new range of more simple and robust breakers. These tools used different, more basic technologies, which were developed to reach new clients, notably on the Chinese market as well as in other emerging countries such as India or Brazil. Finally, in 2015, Montabert once again changed hands. The Korean company Doosan sold its subsidiary to a large American Group specialized in the mining industry called JoyGlobal.

> Two jackhammers at work in a quarry in Sicily  
> Adjusting operation on a part

*"Each year we invest between 4 to 5% of our turnover in research and development"*

Incidentally, this is the same company which sold drawings of jackhammers to Joannès Montabert when he founded his company at the beginning of the 20's...

**A COMPLETE AND AUTONOMOUS FACTORY**

Since its creation nearly 100 years ago now, the company Montabert has always remained located in Lyon or at least in the Lyon surroundings. Initially, workshops were situated on Rue Bataille in the 8<sup>th</sup> arrondissement of Lyon. An old façade still remains where one can still see 'Etablissements Montabert' engraved in the stone. It was only in the 70's that the company moved to Saint-Priest on the road to Grenoble. Christian Bianchi explained that, "We needed a lot more room to pursue our development. At the time there was nothing here, just fields as far as the eye could see." The landscape has changed radically since then, as today the company is surrounded by furnishing and decoration stores. An environment which contrasts with the several-ton heavy hydraulic breaker that proudly sits at the site entrance.

*"Production is fully integrated within the Saint-Priest factory. It's an autonomous unit with its purchasing department, a design office, a testing laboratory, production workshops, support services, etc. Everything is here!"* asserts Christian Bianchi. There are only a few very specific activities such as platurgy and mechanical welding which are entrusted to subcontractors.

Behind these breakers and drills which can weigh up to 6 tons, is some incredible precision mechanics. The manufacturing process is divided up into several steps. It all starts with an unmachined steel bar. As Christian Bianchi describes, "The first step consists of carrying out several machining operations." For this Montabert notably uses 5-axes machining centres, "the same machines used by Ferrari." The machined parts pass through a heat treatment process giving them extremely resistant properties for both breaker and drilling applications. "For example for breakers, these tools hammer several hundred blows per minute releasing energy over 10,000 joules." explains Christian Bianchi.

Then comes the grinding step. After treatment, each part is hand-checked using control gauges in fixed-temperature workshops. The various parts are then assembled to create the tool. Completed breakers or drills then move along to the test benches before the final touches (painting, stickers, etc) to finally be shipped to the client. Maurice Stanich, the CEO of Montabert ends by saying, "This technical excellence is really what makes this company effective! Each year we invest between 4 to 5% of our turnover in research and development. We are an SME of 340 people whereas our three main competitors are industry giants which hire several thousands of people. Some of our managers have been with us for 20 or 30 years. Our employees are highly-qualified and proudly uphold the company mindset. And for any errors we made in the past, they won't be repeated! It's the result of knowledge and over 100 years of experience..."



> Producing a prototype part



> Tool magazine for machining centres



> New grinding machine generation



Staff: 340 employees  
Turnover: 90 million Euros  
Export: 85% of the activity

