

# SUCCESS STORY

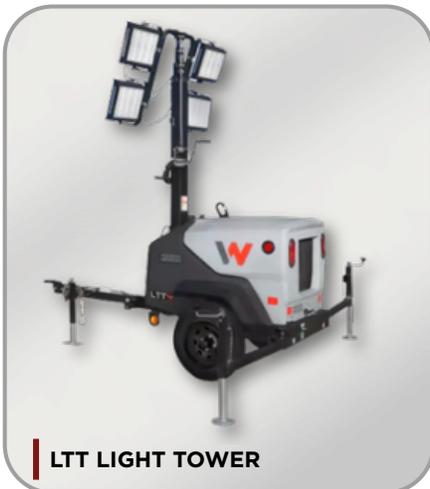


**WACKER  
NEUSON**  
*all it takes!*

## OVERVIEW

Headquartered in Munich, Germany, with local operations in Wisconsin, the Wacker Neuson Group is a leading manufacturer of light and compact equipment.

When sourcing from suppliers, Wacker Neuson prioritizes cost, quality, and on-time delivery. KSM Industries (KSM) has been a trusted partner for over 20 years, supporting Wacker Neuson's manufacturing and engineering needs across all critical areas and products, such as LTT Light Tower, SM 100, RTLX-SC3 Trench Roller, mobile generators, and excavators.



LTT LIGHT TOWER



SM 100



RTLX-SC3 TRENCH ROLLER

## KSM PARTNER ADVANTAGES

### Complete Fabrication

Fully integrated in-house capabilities enable Wacker Neuson to contract a wide range of sheet metal assemblies and powder coating services, delivered to exact specifications and high-quality standards.

### Collaborative Design Support

Ability to identify cost-reduction opportunities and evaluate manufacturing feasibility. Prototypes are built to validate design improvements, ensure a smooth transition to production, and prevent costly rework.

### Creative Solutions

Explores all design possibilities and constraints, communicating constructive feedback and manufacturing-informed options that enable confident, well-informed decision-making.

### Transparent Process

By openly sharing production details and the assumptions behind pricing and manufacturing approaches, KSM provides value and fosters trust, strengthening alignment between the two companies.

## CHALLENGES

- Designing for production feasibility and cost control without compromising performance or quality.
- Bridging the gap between engineering requirements and practical manufacturing considerations in sheet metal fabrication.
- Limited in-house metal fabrication and painting capabilities required outsourcing to meet production demands.