

## Muebles Liz quadruples production capacity with Lectra

This leading Mexican upholstered furniture manufacturer turns to Lectra's expertise and technology to optimize its fabric cutting room process and improve manufacturing workflow.

### The Challenge

Muebles Liz was looking to reduce operational costs, improve productivity and maintain delivery times.

### Lectra's Response

To overcome the furniture company's current challenges and meet future objectives, Lectra proposed an optimized production process, including the VectorFurniture automated cutter. This not only satisfies current needs, but also leaves Muebles Liz better prepared for the future.

### Results

Muebles Liz has achieved a 300% increase in cutting capacity, cutting cycle time has been reduced by 16% and cut piece quality has improved.

In addition, manual cutting and consequent staff overtime hours have been eliminated.

### Boost productivity and increase quality

With an automated cutting solution in place, which was already more than 10 years old, Muebles Liz's 'just-in-time' production was struggling to satisfy customer orders. In addition, their existing cutter was being used for fabric only, leaving non-woven and other materials to be cut by hand. "Our main growth objectives were to improve our product specifications both in terms of quality and price, and to be more competitive in the market. Our main challenge was to meet demand, for which we were logging a lot of overtime hours from manual cutting labor," explains Mauricio Gamboa, Production Manager, Muebles Liz.

### Lectra Solution

**VECTOR**Furniture

To overcome this challenge, the Muebles Liz team was looking to acquire a new automated cutting system. Working with Lectra experts it became clear that a new system was only one part of an overall solution and that Lectra's expertise and know-how could bring even greater benefits. An in-depth analysis of the company's current production processes formed the basis for a tailored action plan which enabled Muebles Liz to reduce operational costs by improving productivity through more efficient production processes.

## Optimize fabric cutting room processes with a customized consulting project

"Lectra's consultant analyzed all our processes, including interviewing production staff to identify activities that added value and those which did not. Lectra suggested areas for improvement not only for the cutting department, but for the entire manufacturing process." recalls Victor Ibarra, IT Manager, Muebles Liz.

By following Lectra's recommendations for optimizing their processes, Muebles Liz was able to eliminate non-value-added activities and increase production capacity, while achieving a better product quality. These improvements were made possible by applying lean manufacturing principles and using assessment methods such as DILO (Day In the Life Of) studies, Value Stream Mapping, and analysis of overall equipment efficiency. Key Performance Indicators such as process time and cutting capacity were agreed to with Muebles Liz at the outset, and monitored continuously throughout the project.

"When we started to look for technologies applied to processes, and when we implemented them, we could see how the combination of hardware, software, and Lectra's specialists helped us greatly in streamlining our processes." says Victor Ibarra.

## Improved processes bring impressive results

Muebles Liz tripled the number of plies they cut, from 18 to 60, and with VectorFurniture, cutting time per set is six times faster than manual cutting. Muebles Liz now produces 400 sofas and 1200 cushions per day with VectorFurniture, whereas previously they were only producing 300 sofas and cutting all cushions by hand. In addition, the company now has the flexibility to almost double this to 700 sofas during peak periods.

Mauricio Gamboa, Production Manager explains: "Previously much of our cutting was carried out manually, and as a result we were unable to deliver products on time to our clients. With VectorFurniture we are now able to ensure prompt delivery."

"We are delighted that Muebles Liz has chosen Lectra's expertise, not only to overcome their current production challenges, but to create a leaner, more efficient process which will help them achieve their strategic growth objectives." concludes Céline Choussy Bedouet, Chief Marketing Officer, Lectra.

*"Lectra's solution exceeded our expectations as the system is designed for seamless integration and continuous improvement. The opportunities are endless."*

**Mauricio Gamboa**  
Production Manager

### About Muebles Liz

Muebles Liz is a 100% Mexican company with 52 years in the market, specialized in making upholstered furniture to bring different lifestyles to homes in Mexico, Central America, South America and the USA. It is committed to innovation, design, fashion and service.



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### About Lectra

For forward-looking companies that breathe life into our wardrobes, car interiors, furniture and more, Lectra is committed to crafting the premium technologies that facilitate the digital transformation of their industry. Lectra's offer empowers brands and manufacturers from design to production, providing them with the market respect and peace of mind they deserve. Supporting the furniture industry, Lectra offers CAD software, cutting room solutions and expert services dedicated to upholstered models. Founded in 1973, today Lectra has 32 subsidiaries across the globe, serving customers in over 100 countries. With more than 1,700 employees, Lectra reported revenues of \$313 million in 2017. Lectra is listed on Euronext (LSS).

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