

360°

elumatec

THE ELUMATEC AG MAGAZINE | ISSUE 9 | 1-2019



FASCINATING FAÇADES | OUR CUSTOMER SIPRAL'S FAÇADE SOLUTIONS GIVE BUILDINGS A UNIQUE CHARACTER.

EDITORIAL



Frank Keller
CEO elumatec AG

Dear customers, business partners and friends of the elumatec Group,

There is nothing more constant than change, and in this issue of our magazine I write in my capacity as new CEO of elumatec AG for the first time. I moved into my new office in Mühlacker-Lomersheim in June, and settling in has been easy thanks to the warm welcome I have received from everyone at elumatec.

I know that I have big boots to fill – Mr Haspel put his heart and soul into running elumatec AG, and his tenacity and perseverance have paid off handsomely. Today, we are a global leader in machines for processing aluminium, PVC and steel profiles, and with your support I aim to build on this success. I am delighted that Mr Haspel will remain involved with the Voilap Group in a different role, and I wish him every success and satisfaction as he takes his next steps.

The elumatec magazine offers useful advice and exciting insights into our work and our customers' projects. Our cover story on Sipral shows how a building's façade can radically enhance its character, we take you behind our façade in an article on quality assurance at elumatec – plus, you'll find top tips for avoiding wear in your router spindle and other useful information.

I hope you enjoy reading this issue, and I look forward to a productive working relationship with you.

Frank Keller

04 COVER STORY

Fascinating façades

Sipral is known across Europe for its attractive high-tech façade solutions, many of which are made with elumatec machines.

14 NEWS

Fit for the future

With a new website, enhancements to our headquarters in Mühlacker and new management personnel, we are shaping our future.

22 BEHIND THE SCENES

The chance to improve

Our Quality Assurance team check all components for even the smallest defects to ensure our machines are reliable.

10 SUCCESS STORIES

Critical technology

ST-Vitrinen Trautmann combines the SBZ 628 XXL with eluCad to produce high-tech showcases and displays.

16 TIPS & TRICKS

Reducing wear

Find out how you can extend the service life of your router spindle and boost production as a result.

24

Legal notice

12 TRADE FAIRS

Trade fair debut

Our SBZ 628 and SBZ 122 models made a big impact at BAU 2019, and Voilap Digital joined us as co-exhibitor for the first time.

18 MARKETS

Around the world

We take every opportunity to speak to our customers around the world and make new contacts.

CONTENTS



The façade makes the difference

The striking outer shell of the Paris La Défense Arena is one of many European projects delivered by our customer Sipral. Our cover feature traces the story behind the success of the Czech company, which has worked alongside us for over 20 years. ► P. 4–9





The Paris La Défense Arena opened in Autumn 2017 with a gig by the Rolling Stones.

FASCINATING FAÇADES

High-quality, custom-made light curtain walling from our customer Sipral gives buildings across Europe a unique character.

“Each project is unique; each project is a challenge.” Since 1991 Czech company Sipral has delivered construction and design projects throughout Europe following this motto. Sipral specializes in element façades, fire-protection structures and bespoke glass and aluminium designs. It all gives our machines the opportunity to display their full capabilities in production.

Sipral was founded in Prague in 1991 by Leopold Bareš, and today he remains at the helm as Chairman of the Board of a company which has now become one of the leading Czech providers of glass and aluminium light curtain walling for buildings. Its 300 employees work at the company headquarters in Prague, the Jirny production and storage centre near Prague and also in London. Most of Sipral’s projects are situated in the Czech Republic and the UK. The company’s turnover grew from €0.5 million in 1992 to €65 million in 2018, and its key customers are typically general contractors, investors and architects, mostly from the building, construction & real estate sector.

Sipral’s machine pool includes the following elumatec machines: the SBZ 131 eluCam, the SBZ 122/75 and the DG 244 and DG 142 double mitre saws.

SBZ 122/75 – Providing a competitive advantage and boosting productivity

Sipral staff are delighted with the new SBZ 122/75 profile machining centre, which has been well received on the market as it achieves previously unseen speeds and acceleration values. As Leopold Bareš explains, this is a major benefit for the company: “We are expecting it to boost our productivity by 20 percent and to reduce unexpected machine downtimes.”

In fact, Sipral has two SBZ 122/75 machines in use simultaneously in order to machine aluminium profiles as quickly and efficiently as possible. A further key advantage is the DC link coupling in the axis drives, which makes the SBZ 122/75 profile machining centre, the winner of the 2018 German Design Award, particularly energy-efficient.

SIPRAL

For more about Sipral visit:
www.sipral.com





2



3



4



Sipral was founded in 1991.

Sipral is equally impressed with elumatec's service and support, which covers everything from consultation when choosing new machines to training for new staff working with elumatec machines. "We very rarely have problems with the machines, and if something does go wrong, we always get exactly the support we need which takes into account our specific requirements," says Bareš. Sipral's Chairman of the Board also appreciates the long service life of all elumatec products; the machines still work smoothly and reliably, despite some of them being in use for more than ten years.

Custom-made, intelligent – and eye-catching

Sipral has carved out a name for itself in the sector thanks to its creative approach to each individual project. The company aims to design new façade systems which meet its customers' aesthetic and technical requirements, and each system undergoes extensive structural analysis and thermal and acoustic testing in separate test centres. "We try to reflect our customers' values by producing intelligent, visually appealing façades featuring innovative technology, and of course the design must be long-lasting and reliable as well," says Bareš.

Examples of this successful approach include the AFI Vokovice complex (2) in Prague, "The Diamond" at the University of Sheffield (3) and the Paris La Défense Arena (1), a multi-purpose 40,000-capacity stadium which is home to rugby club Racing 92 and will be a venue for the 2024 Olympic Games in Paris. Sipral supplied the double-skin stadium envelope, which rises from the first to the fourth floor and partially consists of sheet metal lamellas including thermal insulation.

The external section, in front of the sheet metal cladding, consists of three types of shells: fully glazed panels, composite panels and glass/composite panels. Sipral also installed gutters with a decorative cladding made from further composite panels under the shell section.

A waste-to-energy plant with unusual extra features

Another of Sipral's flagship projects is a striking addition to the Copenhagen skyline. Opened in 2017, Amager Bakke (4) is one of Denmark's newest and most environmentally friendly waste-to-energy plants, handling 400,000 tonnes of waste a year. But that's not all the building does: it was built in the shape of a slope to allow a range of recreational activities on its roof, including skiing. Early on in the Amager Bakke project, Sipral came up with a different technical solution for the façade from the original plan, which reduced the construction weight, simplified transport and production and reduced the overall construction costs. As winner of the public tender, Sipral designed and produced the building's intricate external envelope as well as an internal wall with a special glazing to separate the operational and administrative areas of the plant. Both façades were subjected to rigorous testing for air permeability, waterproofness and resistance to wind loads. The visible layer of the façade was covered by approximately 3,250 natural aluminium "bricks" or cassettes, which gives the plant a distinctive, attractive appearance, while the internal wall was designed to provide fire and acoustic protection so that staff can work safely and without annoying noise even when the plant is in operation.

"Individuality and creativity are at the heart of what we do."



A reliable performer: the SBZ 131 in the Sipral production facility.



A unique view of the Thames

The British capital is the location of Sipral's latest project, the Wardian London (5), which is making a real statement. Scheduled for completion in 2020, the 170 m and 183 m high-rise towers will belong among Britain's tallest buildings, with the interior featuring 792 luxury apartments and a Sky Lounge offering a unique view over London. Sipral is supplying three-metre long aluminium structures for the balconies with fully glazed railings, the supporting steel brackets and other sections of the building shell including balconies, sliding doors and glazed windows and corner panels. The windows stretch from the ceiling to the floor, bathing the inside of the building in natural light, while the glazed railings alone have a total surface area of 14,550 m² and the façade for the two towers comes to 40,000 m² overall. The non-transparent façade sections, such as the hanging balcony ceilings, were clad in aluminium using a construction method that avoids the need for a crane and were installed from the inside of the building.

Sipral has won no fewer than ten major European prizes for its projects, the most recent being the 2017 European Steel Design Award for the Amager Bakke waste-to-energy plant. We are proud to play a part in this Czech company's success and delighted that we have now worked together for over 20 years – here's to even more success in future projects. ■



Collaboration with elumatec is based on high standards, and this allows us to produce unique designs that meet all the requirements our customers have.

Leopold Bareš, Chairman of the Board, Sipral

EFFICIENT INTEGRATION FOR ULTIMATE FLEXIBILITY

ST-Vitrinen Trautmann combines the SBZ 628 XXL with eluCad for optimum results

Centralized control of all machines and flexibility when it comes to handling jobs is crucial for ST-Vitrinen Trautmann, and the Bielefeld-based company has found the solution that meets these high technological requirements perfectly by combining elumatec's profile machining centres and software. Since acquiring an SBZ 628 XXL in late 2018, ST-Vitrinen Trautmann has also benefited from semi-autonomous operation.

"We have been using elumatec machines with great success for a long time now", says Siegfried Trautmann, who founded ST-Vitrinen Trautmann 50 years ago. From its base in Bielefeld, the company specializes in manufacturing showcases, glass cabinets, large clocks and digital signage systems for customers around the world. Among its key customers are rail operators and transport companies, municipal authorities, international museums, supermarket chains and out-of-home advertisers.

Precise, cut-to-size profiles and quick machining cycles are critical for manufacturing aluminium casings, and the company's 100 or so employees rely on elumatec machines to meet their customers' requirements. "It all started with a simple profiling machine", says Trautmann looking back. As the manufacturing demands grew, the number of machines needed increased year by year: "We now have quite a few advanced elumatec profile machining centres in operation", he continues.

Centralized control for all profile machining centres

Speed and flexibility are key when processing orders, as is the ability to switch between machines depending on the requirements of each profile. ST-Vitrinen Trautmann needed a solution that utilized a central control system to allow jobs to be processed by the right machine.

They found it in eluCad, the software developed by elumatec subsidiary elusoft, which allows the display case manufacturer to manage its profile machining centres and configure machining programs. "We've created redundancy and can choose the right machine for the job", says CEO Arne Schlüter. The profile machining software processes data from various design programs via the selected profile machining centre, a collision detection system prevents accidents, and tools can be added and removed as required.

Semi-autonomous operation: more efficient, more economical

In late 2018 ST-Vitrinen Trautmann added the SBZ 628 XXL to its machine pool. "The new profile machining centre gives us semi-autonomous operation for the first time", says Schlüter, who points out how this simplifies processing of large orders and speeds up production of large quantities of identical or similar profiles.

"The elumatec machines are critical technology for our manufacturing process."



Company HQ in Brake, in the outskirts of Bielefeld, with 7 production halls and a total production area of 12,000 m².



Glass display cases made with aluminium profile technology have proved reliable for decades.



Classic and digital passenger information screens at Salzburg railway station.



Individual boulevard display case with components made from weatherproof Corten steel.

"The elumatec machines are critical technology for our manufacturing process", he continues. "We couldn't maintain our precision and speed without them." But the SBZ 628 XXL has broader operational benefits as well: the intuitive user interface and the ability to program job sequences in advance have encouraged the company to examine its procedures and processes in more depth and to optimize them. "The benefits for us are clear – this semi-autonomous solution gives us even more flexibility and allows us to process orders more conveniently and more quickly", explains Schlüter.

Straight talking and a collaboration based on trust

ST-Vitrinen Trautmann has worked alongside elumatec for many years. "From the very start we have received all the support we need", says Trautmann. "The staff at elumatec have passed on their expertise and given us so many invaluable tips – our horizons have constantly expanded as a result." This support includes a quick spare parts service, highly informative training sessions and professional consultation from staff, who are always on hand to answer questions and resolve problems. "We're fortunate enough that the relationship with our contacts at elumatec goes back decades now", says Trautmann.



Free-standing portrait ST monitor stele for outdoor use.



ST clock system with advertising space.

"They know our machines and our requirements like the back of their hand, and we know not to take this level of technical expertise and straight talking for granted." ■

For more about ST-Vitrinen Trautmann visit:
 ► www.st-vitrinen.com
 ► www.st-digital.de/en/

THE SBZ 628 S, SBZ 122/70 PLUS AND VOILÀP DIGITAL MAKE THEIR DEBUT

Highlights from a strong start to the year at BAU 2019

Between 14 and 19 January, over 1,000 people visited the elumatec AG stand at BAU 2019 to find out more about our all-round customer-oriented product range. The new 628 (SBZ 628 S) and 122 (SBZ 122/70 Plus) series models met with a particularly enthusiastic response, while our sister company Voilap Digital also made its debut as co-exhibitor.

Experts from over 150 countries came to Munich for the leading construction industry trade fair to exchange ideas about new systems, materials and innovations. The signs point towards growth – and that applies to elumatec AG too: “Measured by the particularly significant number of leads collected at the trade fair this year, our stand received around 15 percent more visitors than in 2017”, said Roman Wolstein, General Sales Director at elumatec AG. “This success serves as motivation to develop even more efficient solutions and technologies for our customers.”

At BAU 2019, elumatec AG showcased its all-round customer-oriented product range. The focus is always on improving pass-through times and on the opportunities for networking individual systems in line with Industry 4.0 – and the new SBZ 628 S and SBZ 122/70 Plus profile machining centres are examples of this approach.

“Optimizing workflows wherever necessary is key to the personalized service we provide.”

New for 2019: the economical SBZ 628 S entry-level model

There is a new member of the successful 628 family: the SBZ 628 S profile machining centre was premiered at BAU 2019 and received an enthusiastic reception, with visitors praising its value for money and in particular its clever extra features that allow efficient and convenient operation. Four router spindles arranged on the rotating ring allow profiles to be machined at any desired combination of angles between 0° and 360°, and this flexibility also applies when using cutting angles to process profiles in a wide variety of clamping situations. The patented gripper arm system moves profiles into exactly the right position for machining, and profile cross-sections of up to 200 x 160 mm or 160 x 200 mm can be separated from one another thanks to the 2-axis saw unit. With the SBZ 628 S, elumatec AG has introduced an entry-level model which provides all the necessary basic functionality and offers a wide range of options for smaller, industry-oriented metal construction customers.

The SBZ 122/70 Plus with three axes: the result of continuous development

Also making its debut in Munich was the SBZ 122/70 Plus. With greatly improved utility and reduced energy consumption, this model is designed to meet the requirements of automated aluminium, PVC and steel profile machining. The minimal footprint of this cleverly developed basic model maximizes the total productivity per square metre, and innovative control technology means it even uses less electricity. The three-axis SBZ 122/70 Plus also has a dynamic servo drive which positions the machining unit at up to 60 m/min., while the convenient eluCam user interface allows manual alternations to be made even during operation. This new addition to the range was premiered at BAU 2019 to overwhelmingly positive feedback, which was reflected in the high number of queries received.



Comprehensive advice on site: at the trade fair stand, elumatec AG staff discussed customized solutions with visitors.



Pulling the crowds: over 1,000 people visited world market leader elumatec's stand to discover product innovations in machines for processing aluminium, PVC and steel profiles.

Voilap Digital – for an innovative buying experience

With its virtual platform for sales and marketing of windows and doors, Voilap Digital has already won over a number of users in the industry – and this was clear to see at BAU 2019. As a co-exhibitor at elumatec AG's stand, Voilap Digital showcased its three different options for virtual sales rooms: Sight, View and Core. Digital visualization offers manufacturers innovative options for displaying and selling their products, giving customers the unusual and exciting experience of seeing the product before it has been manufactured. ■



Maximum performance, perfect ergonomics: at BAU 2019 elumatec showcased the latest addition to the 122 range.

A basic model with clever extra features: the patented gripper system in the new SBZ 628 S moves even complex profile cross-sections into exactly the right position for machining.

MINISTER DR. NICOLE HOFFMEISTER-KRAUT VISITS ELUMATEC

On 14 February 2019 Dr. Nicole Hoffmeister-Kraut, the Baden-Württemberg Minister of Economic Affairs, Labour and Housing, visited our production facility in Lomersheim as part of her tour of the Enzkreis and Pforzheim districts, accompanied by a delegation of the region's leading political and economic figures.

The aim of the Minister's visit was to gain an insight into the region's economic situation and power of innovation, and she used the opportunity to discuss issues for the future which are currently under the spotlight, such as securing skilled personnel and digitalization, with our then CEO Ralf Haspel. "As a medium-sized industrial firm, it is important that we are aware

of the political perspective on issues such as digitalization, Industry 4.0 and the skilled labour supply in our region, and it is also important that we share our practical experiences with politicians so that they can create the exact conditions required for businesses like us to thrive", said Haspel, who added that increasing provision for flexible working hours and addressing the growing shortfall in skilled labour were key priorities. In addition to a tour of the elumatec site, the Minister's agenda also included visits to the Ferdinand von Steinbeis College in Mühlacker, Pforzheim University and Witzenmann GmbH, a metal hose and pipe systems manufacturer. ■



Former CEO Ralf Haspel shows Minister Dr. Nicole Hoffmeister-Kraut and her delegation around the elumatec site and explains some of our key production processes.

ANNIVERSARY RELAUNCH: THE NEW WEBSITE GOES LIVE!



Last year elumatec celebrated its 90th birthday, and we took the opportunity to revamp our website and give it a stylish new look. Our wide range of products and services is now laid out in a more innovative, personal and accessible way, and enhanced navigation helps individual target groups find exactly what they are looking for more quickly. Adapted to match the appearance of Voilap Holding, our Italian parent company, the new website has a modern, transparent design with a simplified colour scheme and a much clearer overall feel.

It also provides more detailed information about the elumatec product range and best practice examples, in line with the focus on our core expertise as a professional service partner and an attractive employer. The web address remains the same: www.elumatec.com ■

ENHANCEMENTS TO FUTURE-PROOF THE MÜHLACKER SITE

To ensure elumatec AG's headquarters in Baden-Württemberg is fit for the future, this year a team of architects, specialists, experts and government officials is planning a range of enhancements for the company facilities in Mühlacker. The work is expected to cost 5 million euros, with investment focusing on increasing energy efficiency and creating an improved and safer working environment.



"We want to maintain our reputation as an attractive and forward-looking employer", says Sebastian Kuhn, Head of Production & Logistics at elumatec, "so we will never stop evolving and will continue to keep our standards in line with the state of the art." The renovations, which are due to be completed by July 2020, are also a sign of the company's commitment to Mühlacker and will provide long-term job security for the local workforce. ■

CONTINUING SUCCESS IN ELUMATEC'S ANNIVERSARY YEAR

In 2018 elumatec AG increased its turnover to over 95 million euros, with incoming orders reaching a new high of over 97 million euros. The double mitre saws continued to sell in consistently high numbers, and customer demand was also high for the special 90th anniversary edition of the 151 series profile machining centre. Growth was primarily driven by the European markets in 2018,

despite the uncertainty caused by the UK's decision to leave the European Union. Overall, although global economic growth has been weaker, the elumatec Group expects turnover in 2019 to remain at the 2018 level. ■



NEW FACES IN CHARGE OF PRODUCTION AND SALES



Sebastian Kuhn

Continuous growth brings with it a number of challenges.

In early 2019 Sebastian Kuhn took over responsibility for production, mechanical production, production planning and control, logistics and quality assurance. He took over from Hans-Joachim Fischer, whose retirement featured in the 02/2018 issue of our customer magazine.

Since October 2018 Roman Wolstein has held the newly created position of General Sales Director.



Roman Wolstein

He joined elumatec AG in 2011 and was previously Regional Sales Director for the CIS, Baltic, UK and Northern Europe regions. Roman's promotion meant that his old Regional Sales Director position, which includes further sales regions such as the North American market, needed to be filled.



Chris Nicholls

Chris Nicholls took over this role in November 2018. Since March 2019 Alexander Kondarev has had overall responsibility for the former CIS states,



Alexander Kondarev

having previously served as elumatec's Sales Manager for the Ukraine, Georgia, CIS and Mongolia regions for a number of years.

Finance & Controlling has also seen personnel changes: in May 2019 Patrick Seyfried, who has worked in Controlling for elumatec since completing his studies, became the new divisional manager. We wish Sebastian, Roman, Chris, Alexander and Patrick every success in the new positions. ■



Patrick Seyfried

HOW TO INCREASE YOUR ROUTER SPINDLE'S SERVICE LIFE

What to look out for to avoid wear

Securing and increasing productivity is elumatec's number one priority when it comes to machining aluminium, PVC and steel profiles. All tool elements must be in working order if the machines are to run smoothly, for which proper care and careful use of the machines play a large role. Here are some top tips for improving the service life of your router spindle.

The router spindle is the heart of the machine. It determines the machining accuracy, and thereby the quality, of the products more than any other component, is constantly in use and contains the key tool. Although they are high-quality products, such intensive use makes it inevitable that signs of wear will appear on our (and indeed all) router spindles, and this will reduce their service life. How long a router spindle lasts depends to a large degree on the conditions in which the system is used.

High speeds affect service life

Wear in the tool elements is heavily influenced by the speeds at which a machine is required to operate. In the right conditions (with measures taken to avoid negative influences as far as possible), elumatec machines work reliably and with minimum wear even at high speeds. The best way to illustrate the effects of these influences is with ball bearings, which are affected by an unwanted circumferential force such as an increase in speed: for example, increasing the speed by a factor of 4 (from 5,000 rpm to 20,000 rpm) hugely reduces the bearing's service life. These kinds of unwanted forces are primarily caused by imbalanced machines, which lead to vibrations and increased wear on the machine components.

“We consider it our duty to provide help and support for our customers once their machines are in operation.”

Read on to find out how these forces occur, what consequences an imbalanced machine can have for a router spindle and what you can do to avoid them.



HOW DOES IMBALANCE AFFECT A ROUTER SPINDLE?

- The plunger blocks are damaged by the vibrations – a sign of the damage is the fretting corrosion this causes on the bores (image 1).
- The spring on the pull rod shrinks (image 2), which leads to ejection problems or even to total failure of the ejection mechanisms.
- Particles of dirt in the system mean that the tool turns towards the spindle's hollow shaft cone during machining and grooves are produced in the system (image 3).
- Vibrations produce chatter marks (image 4) on the cone, which impair operation and accuracy of the hollow shaft cone system.

Unwanted forces are caused by

- poorly balanced tools
- machines chattering
- worn tools producing imbalances
- incorrect or unintended tools being used
- imbalance caused by dirt in the tool holder/interface

How can the effects of imbalance be reduced?

To avoid the damage to the router spindle and the machine described above, imbalances should be avoided or reduced as far as possible.

Here are a few tips from our experts:

- Only use balanced tools. Make sure that the overall combination of tool holder, clamping nut and tool is balanced as a unit.

- Replace worn tools in order to avoid imbalances and ensure true running.
- Keep the interface clear at all times and clean it regularly.
- Only use the correct tools for the machine.
- Avoid chattering by optimizing the machining parameters.

These tips will help you minimize wear in your router spindle and create the ideal operating conditions for your machine. Once you have acquired your machine, our applications engineering experts are on hand around the clock to help you avoid these kinds of problems and answer questions about factors that can cause wear in router spindles. ■

FROM LYON TO LAS VEGAS...

2019 has seen some exciting trade fairs in the UK, France, Switzerland, Poland and the USA

Listening to your customers is crucial if you want to be successful in the long term, and as a global market leader in systems for machining aluminium, PVC and steel profiles we make the most of every opportunity we get to talk to the people who buy our products at international trade fairs. Visitors to our stand can find out the latest product news, make new contacts and consult our experts on the right solutions for their needs. In 2019 we have already attended trade fairs in the UK, France, Switzerland, Poland and the USA.



Better performance, flexible applications and intelligent connectivity are just some of the requirements for machines used in window, door, façade and aluminium construction as end products become ever more complex. We look back at this year's trade fairs, where our tailored solutions have met with an enthusiastic response from an international audience.

MTP award winner in the spotlight at WinDoor-tech 2019

Held in Poznań, WinDoor-tech is the largest trade fair for PVC windows and represents a major platform for elumatec, as it is a hub for leading window manufacturers to discuss the industry's technologies of the future. At our stand, one very special product caused a particular stir: the award-winning SBZ 122/75 profile machining centre, which won the MTP Gold Medal 2019 in June and provides yet another example of how elumatec AG successfully and consistently develops products that meet the demands of the market. Immediately after the trade fair we received a large number of queries relating to the SBZ 122/75, and as if that weren't enough, our stand was also visited by lots of potential new customers.

All-time record visitor numbers at GLOBAL INDUSTRIE

The GLOBAL INDUSTRIE show in Lyon was a success across the board, with over 45,000 attendees from 90 countries breaking the visitor record. The elumatec stand also drew the crowds, and our team made double the number of contacts compared with 2017. Both the innovative variety of elumatec AG products on show and the state-of-the-art display generated an extremely positive reaction.



BY YOUR SIDE AROUND THE WORLD

**International Sign Expo®:
focusing on visual communication**

The International Sign Expo® (ISA) in Las Vegas, Nevada, is the world's biggest and broadest trade fair for signs, graphical displays and visual communication, with over 20,600 attendees and more than 600 exhibitors showcasing their solutions for large-format printing, digital signage, LEDs and software. This wide variety of products gives elumatec AG the perfect opportunity to cultivate promising new markets, and the SBZ 122/71 and the DG 244, both of which have an important role to play in this industry, were on display at our stand.

The trade fair has also become established as a learning platform, with numerous experts giving training sessions on key issues for the industry, such as graphic design, character code regulations, corporate governance and sales & marketing. The ISA Sign Expo® is popular with both exhibitors and visitors – 98 per cent of participants would recommend it, and 84 per cent of those surveyed made a purchase in the months following the show – which is just one reason why it is a key strategic platform for us to steadily increase our product communication in the USA.



USA International Sign Expo 2019



UK FIT Show 2019



SWITZERLAND Prodex 2019

New contacts made at the FIT Show

The FIT Show in Birmingham is one of the UK's biggest trade fairs for door, window and conservatory specialists. Held in late May, over 300 exhibitors were in attendance, and with 70 first-time exhibitors at the 2019 FIT Show all the signs are that it will continue to grow. This increased interest was also a boost for elumatec, as we welcomed both increased numbers of interested specialists compared with 2017 and plenty of existing customers to our stand.

New and existing customers alike were keen to explore the potential of efficient PVC and aluminium machining, and our DG 104 E390 double mitre saw therefore generated particular interest, reflected in the numerous queries we received.

PRODEX: the Swiss hub for the MEM industry

In May, over 34,000 visitors flocked to the Basel exhibition centre to attend the PRODEX and SWISSTECH trade fairs, held at the same time, where almost 500 exhibitors from Switzerland and around the world showcased their products and services for purchasing, procurement, manufacturing and production. Such a broad scope always makes it an excellent chance for us to talk to potential new customers and gives us the perfect opportunity to demonstrate our innovative solutions. This year's show was particularly successful for us in terms of attracting Swiss customers.

Our SBZ 122 was in considerable demand in Basel, with visitors praising the profile machining centre's compact design, versatility and efficiency in operation. ■



SBZ 122/75 profile machining centre

“MISTAKES GIVE YOU THE CHANCE TO IMPROVE”

Meet elumatec’s quality assurance team

“My aim is to turn quality assurance and quality management into a modern-day service provider”, says Frank Gläser, Head of Quality Assurance at elumatec. Trained as an industrial mechanic, he joined the global market leader in systems for machining aluminium, PVC and steel profiles in 1997 – so he knows all our products inside out and is fully aware of what quality means.

Frank Gläser’s emotional connection to elumatec goes back to his childhood. “When I was in primary school I went past the site twice a day”, says the 43-year-old. “My heart belongs to the company.” Having grown up in nearby Großglatzbach, in June 1997 he began his elumatec career in the final assembly department, where he quickly realized the importance of working with high-quality products. “No matter how small the problem is, you have to intervene quickly to make sure that it doesn’t affect other products as well”, he explains. His experiences led him to switch to Quality Assurance in 2001, and since 2013 he has been head of the department.

Working hand in hand

At elumatec, quality assurance is conducted at various stages in production. Ten staff members, divided into three teams, ensure that all is as it should be. Purchased or externally manufactured parts are inspected on arrival, all components produced in-house are examined as part of the mechanical manufacturing process, and the outgoing goods and machine acceptance team carries out the final inspection. “As part of our high quality standards, we in Quality Assurance subject the machines to an additional test before delivery,” says Gläser.

“This four-eyes principle helps us significantly increase the quality we supply to our customers.” Regardless of which team the staff belong to, all activities are governed by the scheduled and prioritized inspection lots in elumatec’s ERP system. Each staff member works independently in accordance with their capabilities and expertise, while en-

suring they are on the same page as their team colleagues at all times. “For elumatec, quality is a way of working that affects all areas of the company and all staff”, says Gläser, “so it’s crucial to maintain constant communication with regard to potential problems. We don’t see mistakes as inherently bad – instead they give you the chance to improve.”

Putting parts through their paces

When inspecting parts and machines, the Quality Assurance team distinguishes between qualitative and quantitative characteristics to determine whether the components and materials meet the technical specifications. “We use coordinate measuring equipment or laser position measuring systems to carry out a target/actual comparison”, explains Gläser. “The system automatically checks whether the indicated values meet the specifications.” Deviations are displayed in a traffic light colour system depending on the severity, making clear which steps the team has to take next. As the margin of discretion is minimal, there are clear rules as to who is authorized to issue approval if a deviation is discovered. “You could say we’re the sheriffs round these parts”, laughs Gläser.

Ever-increasing requirements

Although the quality characteristics to be tested primarily depend on the internal and external requirements, the customer’s own specifications are also crucial. Plans for testing these points are drawn up, with scope for fine-tuning and enhancement as and when required. “Our test plans are not set in stone”, says Gläser. “We add new test



Frank Gläser and his team are responsible for quality assurance at elumatec.

points and values depending on the requirements and area of application in each case.” The customer is always at the heart of the Quality Assurance team’s work: “Every minute of machine downtime costs money, so our job is to make sure our customers have everything they need to work as efficiently as possible”, says the head of department.

The accelerating digital transformation also has a large role to play: as technologies and applications develop increasingly quickly and become ever more complex, the quality characteristics to be tested have to be adapted to the new requirements. “As the machines evolve, so the plans evolve with them”, says Gläser, who adds: “We can’t afford to be left behind – the more complex the technology, the more important testing becomes.”

Acting, not reacting

Quality management also falls within Gläser’s remit. Controlling processes, managing interfaces between different areas of the business and optimizing production sequences are some of the key responsibilities for the head of department, who believes that developing advanced control systems for upstream processes will only grow in importance in future. “If you take proactive measures, you can avoid having to react to problems at short notice”, he says. For Gläser, thinking ahead and in terms of overall processes is the only way to ensure the right measures are adopted and a definitive solution is found for all problems. In fact, he considers the transition to a process-oriented business to be elumatec’s biggest challenge. “We have to establish this way of thinking in our heads. But we need to go about it carefully, as every change affects our staff, who after all are the heartbeat of our company.” ■



Parts produced in-house are examined in detail in the measurement laboratory.



A machine must pass a number of tests before delivery.



Purchased or externally manufactured parts are inspected on arrival.



Teams of three inspect parts for potential defects.

Legal notice

We wish to thank our customers,
colleagues and partners for their
support.

Publisher: elumatec AG
Pinacher Strasse 61
75417 Mühlacker
Tel. +49 7041 14-0
mail@elumatec.com
www.elumatec.com

Editorial team:
Nadine Schneider, Marketing
Sandra Baur, Marketing
Area of circulation: worldwide
For other languages,
visit our website at:
www.elumatec.com

Photo credits:
Editorial: elumatec AG, © Filip Šlapal
Cover story: © Filip Šlapal, © Christoffer
Regild, © Marek Novotný, © Dalibor Tichý,
© Břetislav Božoň
Success story:
ST Vitriren Trautmann GmbH & Co. KG
Trade fairs: elumatec AG
News: elumatec AG,
Fotolia.de ©Oleksandr Delyk
Tips & Tricks: elumatec AG
Markets: elumatec AG
Behind the scenes: elumatec AG

The content of articles does not necessarily
represent the publisher's opinion. All
rights reserved. Reprinting or electronic
distribution permitted only with the
publisher's consent.