

360°

The elumatec AG magazine

New growth impulse through Italian mother

It was announced in Mid-January that the Italian holding company Cifin Holding from Modena had made the acquisition of elumatec AG and its subsidiaries. This step has become another important milestone for elumatec, two years after its new start as an AG (stock corporation), and forms an integral part of its successful restructuring plan. Under the umbrella of Cifin Holding, elumatec and the Emmegi Group will together become the new heavyweights in the industry.

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

Right at the start of the new year, we have made front page news in national and international local and trade media with the headline “Italian Cifin Holding acquires elumatec Group – industry solution ensures continuity”. Since January, elumatec AG is a part of the Italian Cifin Holding based in Modena. Which is a good thing, because thanks to the new owner, who will provide the necessary continuity and also brings extensive industry expertise, we can continue to fully devote ourselves to our customers and business partners. They are the ones who will benefit from this change – in particular through new products and new services, some of which we will present this year.

For example, SBZ 122/74 had its World premiere at FENSTERBAU FRONTALE in Nuremberg. The 4-axis profile machining centre was developed for industrial customers and metal engineering companies who process aluminium, reinforced

PVC profiles, or light steel profiles. Designed for high speeds, it processes a large number of units within a short time and with a high degree of accuracy. In case of small quantities, parallel processes reduce the non-productive time within the manufacturing cycle. There was also a great response to other products we presented, such as the improved corner crimper EP 124. The trade fair was a great success overall, and it has shown that we are on the right track; we will of course continue to invest in the technology of the future.

Our long-standing customer Tiedt & Iden demonstrates that it is worth investing in the latest technology. This North German glass and metal engineering company has operated successfully on the market for over 100 years. Thanks to the SBZ 628 profile machining centre, Tiedt & Iden has managed to reduce its manufacturing throughput time by half or more in some cases. The automated nonstop production not only ensures additional capacity and operational flexibility, but also opens up new growth prospects for the future.

Bestseller models like SBZ 151 or SBZ 131 are often based on proven machines that we have developed in order to meet the special requirements of our customers. Our machines are successful thanks to the constant adaptation to new customer needs and trends, sometimes over a long time, as in the case of the AS 70 1-spindle copy router, which celebrates its 50th anniversary this year. Sometimes, just one customer requirement is enough to spur development, as was the case with SBZ 630.

As you can see, customer-oriented innovations have a long tradition at elumatec – they are and will always remain that way! Cause the development of new technology, based on customer needs, is a model of success.

I wish you an enjoyable read!

Best regards,

A handwritten signature in black ink that reads "P. Happel". The signature is written in a cursive, flowing style.

Head of Sales and Marketing
elumatec AG



New growth impulse through Italian mother

Exclusive interview with Valter Caiumi and Britta Hübner

It was announced in Mid-January that the Italian holding company Cifin Holding from Modena had made the acquisition of elumatec AG and its subsidiaries. This step has become another important milestone for elumatec, two years after its new start as an AG (stock corporation), and forms an integral part of its successful restructuring plan. Under the umbrella of Cifin Holding, elumatec and the Emmegi Group will together become the new heavyweights in the industry.

Valter Caiumi, Cifin President and Chairman of the elumatec AG Supervisory Board, and Britta Hübner, Chief Executive Officer of the elumatec AG, sat down for an Interview with 360°, talking about the reasons for the acquisition and about what the future might hold.

Mr Caiumi, why did Cifin Holding decide to acquire the elumatec Group?

Valter Caiumi: This transaction has created the most important corporate group in our industry. elumatec is the German technological leader in its segment of the industry and knows its markets extremely well, making them a perfect fit for us. By acquiring elumatec, we are pressing forwards and entering a new dimension, which will allow us to make greater investments in research and development in the future. Why? Because innovation is at the centre of Cifin Holding's strategy. Our top priority is to keep developing and improving our products and services, all for the benefit of our customers. By integrating these two dynamic firms – our existing portfolio company Emmegi and now elumatec – we can improve our growth strategy and simultaneously strengthen our position in the global market, also with respect to the increasingly intense competition.

Ms Hübner, the sale of the elumatec Group as part of the restructuring plan was probably not a big surprise. But that it would happen this quickly and smoothly, that is surprising...

Britta Hübner: The timing was perfect for this transaction to happen now. Thanks to the restructuring plan we selected and the progress we have made in that regard, as well as the current market conditions, the value of our company has steadily increased since the beginning of January 2014, when business operations were handed over to the trustee-held elumatec AG. elumatec AG has emerged unburdened



Valter Caiumi, Cifin President and Chairman of the elumatec AG Supervisory Board

by its past, taking its place in the global market at full force. Another factor that impacted the decision favourably was the positive investment climate in our industry. At the end of the day, everybody benefits: creditors, customers, and also employees, since this deal will ensure that the Mühlacker location will continue to operate for a long time.

What tipped the scales in favour of Cifin Holding?

Britta Hübner: The decision was preceded by a comprehensive, well-structured investor selection process. In the end, the committee of creditors decided unequivocally that Cifin Holding's was the best offer on the table, especially with regard to elumatec AG's future. As Valter Caiumi mentioned earlier, Cifin Holding also has another company in the same industry sector as elumatec in their portfolio: Emmegi. This means that Cifin already has an in-depth understanding of our products and markets. This industry solution will strengthen and bring continuity to our company.

Is Cifin's commitment a long-term one? And what will happen to the elumatec name after the acquisition? Will it remain in use, or will it merge with Emmegi in the medium to long term?

Valter Caiumi: Cifin's investment in the elumatec brand is not a short-term or temporary investment, but rather serves to further the goals of the entire group in a synergistic manner. It signifies a substantial boost to our group's growth plan. We have also always stressed that we are pursuing a two-brand strategy with regard to elumatec and Emmegi, two

strong brands that are very well positioned in their respective markets. This transaction will give both elumatec and Emmegi the opportunity for robust growth as well as a much stronger presence in their economic sector. As I already mentioned, increasing the value for our customers is what is at the centre of this deal for me personally. We can all agree that the customers should be the main beneficiaries of this new combination.

Ms Hübner, could you please describe the key results of this acquisition from your perspective?

Britta Hübner: In short, it benefits everyone involved. elumatec AG's increasing company value benefits creditors, and we have already mentioned the positive effects our customers will experience. Furthermore, nothing really changes for our customers: their close cooperation with elumatec will continue, and now they can rest assured that a strong investor is standing behind the brand. And, last but not least, our employees also benefit, because this industry solution will bring continuity to the future of the Mühlacker location. Above all, this solution is excellent for us as a company, because the new ownership structure will once again allow greater investments to be made in our facilities and foreign subsidiaries as well as in the development of new markets and products.

What new opportunities for synergy will this acquisition create?

Valter Caiumi: First, I would like to point out that elumatec and Emmegi are two separate companies that operate completely independently from one another in the market. That is the case today and will remain so in the future – in all foreign markets as well, by the way. In this respect both companies will continue to compete with each other. Naturally, some synergies are expected to emerge, although it is a little early to give

a definitive answer on the subject. From our current point of view, areas such as research and product innovation as well as system areas like interfaces and exchange protocols will certainly benefit (especially with regard to computer and connection protocols). IT platforms and purchasing are two additional areas where we also expect to gain advantages.

With elumatec, Emmegi and Tekna, all the important aluminium profile machining providers are consolidated under one holding company. What does this mean for the customers? Is there any competition left?

Britta Hübner: The competition in our sector has been heating up steadily, especially in the last few years, and many international companies have entered the market recently. German, Italian, Turkish or Chinese – it doesn't really matter. We will continue to prove ourselves against these competitors in the future, just like all the other companies that are a part of Cifin Holding. In order to position and set ourselves apart from the competition, it is essential that we emphasize to our customers the difference our premium brands will make in their production and highlight the value they will add.

Mr Caiumi, you and your financial experts have put the elumatec Group through its paces and gotten to know the company very well. What is your current assessment?

Valter Caiumi: Thanks to the restructuring and reorienting process it has undergone during the past two years, the elumatec Group is in an excellent position today, and is operating in the market in a highly dynamic fashion, completely unburdened by its past. As I see it, the role of our holding group is to give elumatec and the elumatec brand a boost in momentum that will carry them forward to a future full of long-term growth opportunities.



Britta Hübner, Chief Executive Officer of the elumatec AG

Cifin Holding S.r.l. was founded in 1972. The holding group's brand portfolio includes the companies Emmegi, Tekna, Emmegisoft and Keraglass. The companies controlled by Cifin are market leaders in the production of processing technologies for aluminium, PVC, light metals and glass, and are all showing steady growth. Aside from its headquarters in Limidi di Soliera (Modena), Cifin Holding has two more production facilities in Italy and a third in China. 80 percent of Cifin Holding's revenue is generated abroad. The holding group employs a staff of over 500 in 2015, 112 of which work abroad.

SBZ 122/74: High throughput with large and small quantities

Whether the batch size is 1 or 1000: the 4-axis profile machining centre SBZ 122/74 ensures high throughput. Designed for high speeds, it processes a large number of units within a short time and with a high degree of accuracy. In case of small quantities, parallel processes reduce the non-productive time within the manufacturing cycle. It will benefit industrial customers and metal engineering companies who process aluminium, reinforced PVC profiles, or light steel profiles.



Profile machining centre SBZ 122/74

As a member of the newly designed modular SBZ 122 series, SBZ 122/74 inherently offers the best prerequisites in order to increase the efficiency, ergonomics, and level of benefit. Intelligent control technology, powerful servo motors and a machine bed designed for high rates of travel deliver perfect finishing with high speed and efficiency. State-of-the-art components such as the control system, the RPM-regulated spindles and the energy-efficient drives save operating costs and ensure optimal machining results.

High capacity with a small footprint

The low number of compact components minimizes the vibrations and ensures excellent stability. The travelling column moves on a machine bed that is executed as a modern „inclined bed“. Thanks to the 45° incline, the operator can step very close to the machine table when positioning profiles, providing an ergonomic working position. The machining area measures up to 300 x 300 mm, facilitating machining of large-volume profiles.

“Thanks to the protective enclosure of the machine, we could do without the light barrier, and thereby minimize the required footprint, and improve noise protection”, explains Achim Schaller, project manager from the development department.

Fast setup and high rates of travel

The machine is controlled via the modern elumatec Customer Interface, and machining tasks can be entered quickly and easily using the intuitive eluCAM graphic user interface. The input, which is supported by an assistant, is checked in the background using plausibility checks in order to reduce potential input errors to a minimum. Additional features, such as automatic calculation of the clamp positions, or a 3D preview, facilitate rapid input of complex machining tasks.

The clamp axis has a separate servomotor, which allows for adjusting multiple material clamps simultaneously. In addition, the linear bearings increase the clamp rigidity.



Machine bed that is executed as a modern „inclined bed“

The clamps can be repositioned even during the current machining task thanks to the autonomous clamp positioning.

Without the chip protection, the routing unit is lighter and can travel faster. „The machining cycles are shorter by up to 20 percent. The new drive technology and the more powerful motors have also contributed to this speed boost”, says Michael Schmid, one of those responsible for the electric development. Thanks to the double-speed servo-axes, for example the X-axis reaches up to 120 m/min, and the Y-axis up to 60 m/min.

Powerful and flexible router spindle combined with intelligent control technology

The powerful, water-cooled router spindle, which has an output of 7 kW (S1), can pivot steplessly from -120° to +120° (A-axis), while performing machining tasks from the front, top and back at any intermediate angle in 0.1° intervals. The router spindle can also cut, mill, and mold threads. This versatility, in combination with intelligent control technology, allows effective and energy-efficient profile machining. “In the lower speed range up to 6000 rpm, the spindle is regulated, which results in energy savings of up to 30 percent”, explains Michael Schmid. The spindle is only supplied with as much energy as it needs for the particular machining step, instead of its full rated power. In addition, the extremely high degree of consistency in speed ensures outstanding machining quality.

Fast and energy-efficient machining

Strong servomotors that are optimally placed for the machining task support swift profile machining with tight tolerances. The latest generation of engines allows for high rates of travel, despite the fact that the 1-axis head of the A-axis is heavier with respect to the simple router spindle of a 3-axis machine. Again, the intelligent control technology reduces energy consumption. Achim Schaller explains the energy-efficient concept: “The braking energy from one axis can be used to drive another axis”.

In addition, the regulator retrieves the optimal parameter set for every tool, such as drill, disc milling cutter or router, to achieve the best machining result. “With all these features, SBZ 122/74 creates the basis for high throughput, and supports the user in achieving an important objective: reducing unit costs”, concludes Achim Schaller.



Continuously adjustable angle setting from -120° to +120° (A-axis)

Tiedt & Iden reduces throughput time for a wide range of parts

The north German glass and metal construction company Tiedt & Iden proves that tradition and innovation make a successful duo. For over 100 years, it has consistently attended to the wishes of its customers. Through wise investments, it has opened up new growth opportunities for the future time and again. The SBZ 628 pass-through centre is one example of such an investment.

Bargteheide, which is located about 30 kilometres north-east of Hamburg, is not a metropolis. Nevertheless, a lot of private and public customers from up to 200 kilometres away are attracted to the small town, or more precisely, to Tiedt & Iden, the glass and metal construction company. For good reason: the company, which was founded in 1913 as a glazing company, offers a product and service portfolio that has no equal. Now in its fourth generation as a family-owned and operated company, it meets all the requirements of its customers at its 1,000 m² facility: from the manufacture, supply, and installation of windows, doors, facades, and roofing, to additional painting and masonry work – all with high reliability and world-class quality. No wonder the business is booming. For this to continue in the future, it was necessary to expand the machinery.



CEO: Franz Oliver Tiedt

Strategic step for future growth

Ever tighter delivery schedules were an issue for the company. “In some cases, customers even demand a record of existing machine equipment, which shows that we are able to fulfil orders in the required time”, explains Franz Oliver Tiedt, who runs the business together with his father. All machines were working at full capacity due to the high order backlog. There was no room to respond quickly to unpredictable events, such as major projects where the company manufactures up to 600 window units.

However, just increasing the capacity was not enough for Tiedt. He wanted to make a strategic step into the future with this investment. “With the SBZ 628 pass-through centre, we have reached a new level of productivity, flexibility, and automation”, says the entrepreneur. “Place the profile bars, let them pass through, and take down the finished parts. We found the concept behind the SBZ 628 to be very convincing.” The ring module was especially impressive, which can machine profiles from all sides in any combination of angles between 0 and 360 degrees, and mills accurately to a tenth of a millimetre.

Tiedt: “We benefit from the machine in various ways. We can produce much faster, with more reliability and flexibility, while maintaining impeccable quality.”

Speed, quality, and process reliability

The SBZ 628 supports the glass and metal engineering company throughout its demanding workday. It supplements the existing main machine, SBZ 150, which still works accurately and reliably even after ten years – only with stationary profile bars, however. When the 5-axis centre was occupied, tasks such as sawing, drilling, or punching were run on three separate machines. SBZ 628, which is designed for one-man operation, now does it all in one go. Profiles must no longer be transported back and forth between the machines. This saves time and effort and protects the profile surfaces. “We can now manufacture a single-wing window in twelve minutes. That took 30-40 minutes previously. Orders that previously required six or seven days for the sawing alone, can now be completely finished in just three days”, says Tiedt.

The high level of automation also increases process reliability, and helps to avoid waste. Clerical errors are a thing of the past. The PC-controlled SBZ 628 processes jobs as accurately as a Swiss watch.

Flexibility makes conversions nearly superfluous

The enormous flexibility of the SBZ 628 also contributes to speed and productivity. Thanks to numerous machining options and adaptable clamping technology, it covers a wide range of tasks in the fields of windows, doors, and facades. Despite different profile types, conversions are the exception, not the rule. The pass-through centre processes profile bars vertically or horizontally, even in large diameters. The SBZ 628 performs milling and drilling tasks with its innovative rotary module, which is equipped with eight spindles. Only special cases, such as block windows, in which the frame covers the window sash, require a tool change. Apart from on-the-fly machining, Tiedt & Iden also uses stationary machining, for example for milling lock cases for doors. In such heavy-duty tasks, the combination clamping system ensures additional process reliability. The profile bar is redirected towards the integrated saw after machining. The max. 650 mm saw blade with stepless pivoting can approach the profile bar from three sides and perform a number of cuts.



Innovative rotary module, equipped with eight spindles

The SBZ 628 is very compact, and it requires only a relatively small footprint. The machine's fast installation and elumatec's after sales service left a lasting impression on Tiedt: „It's great when people live their enthusiasm on the job. elumatec's support is exemplary.” The initial training went smoothly.



Continuously pivoting saw blade

Tiedt & Iden uses two different window calculation programs for the data flow to the machine. Machining data from these programs are imported into the profile machining software eluCad, where they are supplemented, if necessary, and sent to the SBZ 628, SBZ 150, or the double mitre saw DG 244. The operator does not need to program; they only need to enter machining data in input fields. “Working with eluCad was smooth and went really well”, sums up Franz Oliver Tiedt, who received the profile processing software along with the SBZ 628.

The networked working environment provides an additional productivity boost. “You have to invest if you want to perform well. But good equipment, such as the products made by elumatec, always pays off”, says the forward-looking entrepreneur, speaking from experience.

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FENSTERBAU FRONTALE 2016: Impressive trade fair presentation with customer-oriented innovations

The exhibition stand of elumatec AG at the international trade fair FENSTERBAU FRONTALE 2016 was a coveted port of call for profile producers from trade and industry. With numerous innovations, including a world premiere, elumatec provided an efficient response to the increasing demands in the areas of delivery time, precision machining, and energy efficiency.

Hands-on experience with the products, the opportunity to try them out, and even some live broadcasts from inside the machines – elumatec offered all this and more at its exhibition stand, which was invitingly decorated in the company colours. The presented solutions for the manufacturing of windows, doors, and curtain walls made of aluminium and PVC attracted many national and international visitors. They took the opportunity to obtain comprehensive information, and to explore options to increase their productivity and profitability during in-depth conversations with elumatec technical advisers.

“Our job is to help customers successfully orient their business to meet new market demands. For this purpose, elumatec offers individual machines and complete solutions, partially complemented with products of its partners”, explains Ralf Haspel, Head of Sales and Marketing at elumatec AG. Hence, specialists from elusoft were present at the elumatec stand with the eluCad profile machining software, as was our partner Stürtz Maschinenbau GmbH with its corner cleaning machine.



SBZ 122: Modular model series is setting new standards

The visitor interest was raised mainly by our world premiere: the SBZ 122/74 profile machining centre. It is the latest model from the completely redesigned and modular 122 series. With its 4-axis machining head, and with stable, compact, and autonomously moving clamps on linear bearings, it is tailored to meet the needs of industrial and metal construction customers. The SBZ 122/71 3-axis centre was very well received in more manually oriented metal construction companies. According to Ralf Haspel, the entire SBZ 122 family of models embodies the elumatec philosophy perfectly: tailoring our solutions to meet the requirements of our users all over the world as closely as possible, so we can maximize the benefits for our customers.

SBZ 122 sets new standards in the entry-level automatic profile machining segment. Components such as the „intelligent“ control system, controlled router spindle, the modern machine bed with its inclined design, and the powerful servomotors reduce operating costs, and contribute to a significant improvement of the machining results. Thanks to the redesign,

the footprint has been significantly reduced compared to the previous series, while the processing area has significantly increased at the same time. The intelligent control technology reduces energy consumption by up to 30 percent, and the RPM-regulated router spindle ensures excellent machining quality. Another advantage: since the routing unit and the new drive system are lighter, the axes can now proceed at extremely high speeds of up to 120 m/min. This results in more speed, precision, and cost effectiveness.

SBZ 628: Flexible all-rounder with optimal results

The SBZ 628 pass-through centre attracted much attention since it was first presented in January. On a huge monitor wall, elumatec presented the new success model that has already sold more than 30 units since its market launch about one year ago. The highly flexible all-rounder for automated non-stop production saves costly intermediate steps, and makes conversions the exception to the rule. By rotating about an entire profile, the rotation module machines them effortlessly from all sides before the 4-axis saw unit with 360 degree pivoting



subsequently finishes up with length cutting or adds notches to the profile. SBZ 628 can machine profiles vertically or horizontally, stationary or „on-the-fly“. With its adjustable clamping technology, tools that can be freely positioned, and its quick drives shorten throughput time while achieving optimal results.

SBZ 616 and SBZ 617: Versatile duo for increased productivity in PVC special applications

Delivering complex PVC machining jobs on time despite tight delivery schedules? elumatec demonstrated how it's done with the SBZ 616 automatic saw and the SBZ 617 downstream centre. SBZ 616 guarantees fast and clean cuts with its powerful saw drive. SBZ 617 completes the machining: from drilling and milling, through notching, up to screwing the reinforcing steel and screw joints. Therefore, both machines were a coveted port of call for companies who wish to process special and angled elements more effectively. The visitors could observe the enormous flexibility of the machine duo live, and experience it in detail thanks to cameras operating inside the machines: the saw blade of SBZ 616, which allows stepless cuts from -22.5 to +22.5 degrees, or the rotation module of SBZ 617, with its tools that can be positioned at any angle. The combination of high automation and versatility, and the advanced software makes it possible to increase the throughput in the shortest possible time, and to deliver on schedule.



SBZ 151: Flexible, fast and accurate machining of curtain walls, windows and doors

The SBZ 151 5-axis profile machining centre is the right choice for companies who wish to machine aluminium and thin-walled steel profiles. Thanks to its high level of automation and modern control technology, metal construction companies can meet their customers' requirements quickly, accurately and with greater flexibility. Especially industrial enterprises benefit from the option of machining exceptionally long parts, which is possible thanks to the machine lengths of 6-30 meters offered by the SBZ 151. All operations, such as routing, drilling, tapping, thread milling, notching and sawing, are performed while the profile bar is stationary, offering the best-possible protection for the profile surfaces. With the optional angle head, profiles can also be machined from below, saving time and enabling the profile to be machined from all six sides in a single clamping operation. The robust direct drives ensure swift acceleration and positioning of the machining unit, which further reduces throughput times. Two separate work zones allow the machine to be used in shuttle operation mode.

eluCad: Simple and smart programming of machining tasks

Through live demos and presentations, specialists from our subsidiary elusoft demonstrated how to use the eluCad software to quickly and intuitively create programs for profile machining on elumatec machines. The focus was especially on special machining tasks and the “3D Import” module. This module recognizes machining tasks from 3D models and automatically converts them into a machining programme. The large variety of profiles used and the custom machining operations required mean that there are always special cases the 3D import module doesn't recognize correctly, e.g. machining operations on cooling ribs or angled surfaces. To convert these special cases into a machining program, these must be post-processed. eluCad 4.0 now offers new options to do just that. elusoft is presenting these and future innovations in the form of illustrative video tutorials on its own YouTube channel.

“This year's FENSTERBAU FRONTALE, which set a new record with over 110,000 visitors, emphasises the position of this leading trade fair, both for us, and for the entire industry. We presented ourselves very well, established many new and promising contacts, and deepened existing relationships with our customers and business partners”, emphasizes Ralf Haspel. “We also noticed an encouraging trend: companies are starting to invest more again, and we want benefit from these investments with our products”.

New elumatec partner in Chile

On 1 February 2016, elumatec AG gained a new service and machine manufacturing partner: Soluex SpA. Soluex is a leading manufacturer of machines for the production of windows, doors and curtain walls as well as glass processing machines. Based in the Chilean capital Santiago, the company also has a branch in Peru.

Soluex has extensive consulting experience and detailed knowledge of the entire value chain in the window, door and curtain wall business. In addition, their team of expert service technicians can supply all the necessary spare parts. With this partnership, elumatec AG is further expanding its presence in South America.

elusoft tutorials on YouTube

The elumatec subsidiary elusoft has its own dedicated YouTube channel full of short video tutorials featuring tips and tricks for using the profile machining software eluCad 4.0, as well as some of its additional modules, such as the 3D Import. Visitors can subscribe to the YouTube channel to always be notified about the latest videos. The videos are available in English and German. Currently, the elusoft channel features a 12-minute video demonstrating how to perform post-processing on machining tasks imported with the 3D Import module within eluCad 4.0 with little effort. The new view in eluCad 4.0 facilitates identification of those machining tasks that have not been recognized, or have been recognized only partially via the 3D Import. The user can select the relevant edges and surfaces with a few mouse clicks; eluCad 4.0 then automatically generates the corresponding machining tasks. The tutorial also gives tips on the most effective way to perform certain tasks, such as post-processing drilled holes on angled surfaces, or saw cuts.



(from the left) Harald Burger, Karlheinz Mannhardt

An era comes to an end

Harald Burger and Karlheinz Mannhardt, two people who helped shape elumatec during more than four decades, have retired. Harald Burger, Head of Technical Sales and Product Manager for aluminium products, was always a valued contact person for many of our national and international customers, either in our Info Center in Mühlacker or on-site, for instance when it came to making a purchase decision, or finding the best solution for a special production request. Mr. Burger is succeeded by his former deputy, Michael Dehm.

Karlheinz Mannhardt was less often in the focus of our customers, but he was always working for them in the background. As Head of Mechanical Manufacturing, he was responsible for handling all mechanical components produced in-house, without which no elumatec machine could carry the quality seal "made by elumatec". Those components ranged from engine housings for saws and routers, to complex individual components our profile machining centres, manufactured to meet specific requirements. Mr. Mannhardt is succeeded by his former deputy, Ralf Mehlhorn.

Industrie, Paris (France)

"Industrie Paris", the international trade show for production technologies, is further proof that the versatile and compact machines from elumatec are in high demand in the industrial sector. "The brand new SBZ 122/74 4-axis profile machining centre and the SBZ 151 5-axis profile machining centre were highlights at our 100 m² stand. Moreover we once again emphasized the diversity of the portfolio with the DG 244 double mitre saw and the SAS 142 automatic saw," explains Yvon Wirz, CEO of elumatec France S.A.S.



Swissbau 2016, Basel (Switzerland)

Swissbau, the leading trade fair for the construction industry in Switzerland, drew more than 100,000 visitors and private developers to the fair grounds in Basel. Elumatec had a total of 100 m² to present its new SBZ 122/71 3-axis profile machining centre, as well as proven machines like the DG 244 double mitre saw and the TS 161 table saw. "We established many new contacts, some of which have already lead to new orders," says CEO Mark Hess of elumatec Swiss AG, summing up the success of the trade fair exhibit.



Nordbygg 2016, Stockholm (Sweden)

Nordbygg, Scandinavia's largest construction trade fair, also saw great interest, drawing 48,000 visitors this year. elumatec's stand attracted interested visitors from Sweden, Denmark, Norway, Finland and the Baltic states. The new SBZ 122/70 3-axis profile machining centre captured the most attention. "We established many promising contacts. At the same time, Nordbygg was an excellent opportunity to talk with our existing customers," concludes Lars-Göran Spjuth, Head of Sales at elumatec Scandinavian AB.



Polyclose, Gent (Belgium)

Polyclose, the Benelux countries' most important industry event for window, door, curtain wall, sun protection and access technologies, has come to a close for the 17th time. "elumatec's stand was very well visited, and the machines presented attracted a lot of interest. The new SBZ 122/70 profile machining centre was especially well received by the trade fair visitors. The SBZ 140 4-axis profile machining centre and the DG 104 double mitre saw with PC controller E 580 also drew a significant amount of attention," states Bas Ladestein, CEO of elumatec Benelux B.V.

Congratulations! AS 70, SBZ 630 und SBZ 151

Three elumatec products celebrate their birthday this year. Whether it's their 10th or 50th birthday, they are still in high demand on the market – and continue to strike a chord with our customers thanks to continuous technical adaptations.

50 years of the AS 70 1-spindle copy router

elumatec caused a minor sensation in 1966, when it introduced its first 1-spindle copy router to the market. The AS 70 rationalized milling in window construction. It was the first stationary machine that was able to transfer the cutting pattern from a template to the profile Templateat a ratio of 1:1.

Its characteristics, such as versatility, ease of use, and high routing precision with little effort, make the AS 70 a very popular copy router in smaller workshops. It is the ancestor of other stationary copy routers, which elumatec has brought to market over the years: the AS 170 1-spindle copy router, and the KF 78 and KF 178 multi spindle copy routers.



1-spindle copy router: 1966

Although the successors of the AS 70 have outperformed it, there has never been a break in production. The AS 70 is still being sold worldwide, because elumatec has repeatedly adapted it to new market requirements and technical developments. For example, the pneumatic material clamping unit has been modified, and the machine has also been equipped with a pulsed coolant system.



1-spindle copy router: today

What is the secret of its success? "It reliably fulfils its purpose, at an excellent price-performance ratio", says Hartmut Müller from the sales team. The AS 70 is even today an entry model for small scale companies in Germany and abroad.



Profile machining centre SBZ 630

10 years of the SBZ 630

Built for maximum performance and uncompromising quality, the SBZ 630 with up to 30 machining units is deemed to be sport car of profile machining centres. elumatec developed the SBZ 630 on the basis of the 610 in order to fulfil customer requirements, such as variable angles and mitre, and the option of sawing in two directions: the result is a high-capacity automatic saw, which can cut quickly and accurately with its steplessly swivelled and inclined blade. Its special design feature is that it can also function as a mitre saw: the free hanging saw blade allows performing cuts on all sides and with high accuracy, even with thick-walled aluminium profiles. Features such as free angles, and tilt and swivel ranges have been enhanced to meet new customer requirements. "One of our customers needed to machine aluminium shells for wood-aluminium windows, so we designed this machine", recalls Andreas Hettler from the mechanical design department. Modules were added one by one: first for drilling, then for milling, and finally for larger profile cross-sections. The clamping geometry was improved, and electromotive clamp shifting was introduced. A complete profile machining centre was created from what had started out as an automatic saw. Today, the SBZ 630 is the all-rounder for the aluminium sector, thanks to its diverse features and advanced software control. "The machine perfectly combines the sound elumatec tradition with innovative technology", adds Thomas Barthel from the mechanical construction department. Apart from metal construction companies, industrial suppliers are also becoming increasingly aware of this. The SBZ 630 offers customers the choice between a fast, automatic sawing machine, and a flexible profile machining centre.

10 years of the SBZ 151

Simultaneous and PC-controlled machining of aluminium profiles using five axes: this customer requirement helped to create the SBZ 151, and it motivated elumatec designers to make the SBZ 150, which was tailored to small workshops, fit for the requirements of industrial customers. The main focus was on the machine control. To make the SBZ 151 ready for easy integration into the customers' production lines, it was equipped with a CNC controller that was designed to meet the demands and standard of the industry at the time. It was met with widespread acceptance in the target group. It allows quick and accurate control of the machine's axes, for example in automated production of components for cars, railway waggons, or airplanes. Due to new market trends and increased customer requirements, elumatec has constantly adapted and optimized the machine over the years. Due to the growth in profile cross-sections, the clamping system was completely revised and reinforced, and the saw blade diameter was increased to 500 mm, for example. Furthermore, the traverse paths were optimized, and the Z-axis stroke was extended. Reduced interfering contours, among other things, contribute to improved process reliability. They allow the machine operator to work closer to the clamps. Additionally, processes were parallelized to increase the throughput. Thus, the independently sliding clamps can be brought in position for the next task, without interrupting the current task. "The SBZ 151, thanks to its proven and robust design combined with cutting-edge control technology, copes with the even the most challenging requirements", sums up Frank Schäfer from the mechanical construction department.



Profile machining centre SBZ 151



The elumatec AG wishes you sunny days!

A preview of the next issue

The next issue will feature exciting user reports from some of our customers in the PVC and aluminium industries. In addition, you will learn more about how hardware and software can work together effectively, and a behind-the-scenes look at our mechanical construction department will give you a lot of interesting insight. And last but not least, we will also have some details to share with you regarding the BAU trade fair in Munich.

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