

InfoMAX

The leveling and deburring experts

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90 years of ARKU

What began as a sheet-metal workshop, is now a leading manufacturer of leveling and deburring machines: Over the course of 90 years, ARKU has experienced many changes – and has also

popular. When metalworking companies began to make increasing use of coils in the 1970s, ARKU addressed this trend. The company expanded its product range to include decoilers

EdgeBreaker® series of deburring machines designed for thicker sheet metal parts. Leveling and deburring are two process steps to improve the quality of sheet metal working.



With combined power: The CEO Albert Reiss (left) and the managing director Marcus Bartle are determining the future of ARKU.

been the driving force behind more than a few. Thanks to this flexibility, the family-owned company from Baden-Baden, Germany, sets standards in the industry. Today, the international company handles all of the challenges of a globalized world - with an awareness of its traditions and drive.

and feeders capable of carefully unwinding the metal coils. The newly developed CompactFeed® short design became a sales success. In 2005, the company expanded its portfolio with the FlatMaster®, a revolutionary hydraulic parts leveler. This series set new standards in the industry. 10 years later, ARKU launched the

Working with a pioneering spirit

This success is not a coincidence: “In our company’s 90-year history, we have constantly launched new developments”, emphasizes the CEO and owner, Albert Reiss.

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When the master craftsman, Albert Reiss, founded his sheet-metal workshop in Haueneberstein in 1928, the business got off to a modest start. Working with three journeymen, he manufactured products such as gutters and washstands for regional customers. He had no idea that he would lay the foundation for a global corporation. His son, Artur, provided an important impulse in this direction: In 1966, he daringly began machine-tool manufacturing. One year later, ARKU built its first leveler.

Things progressed rapidly from there as the machine proved to be extremely



1967: The first parts leveler from ARKU



2017: 50 years of parts levelers. The FlatMaster® 88 precision level (image above)

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The journey is the destination

When my grandfather founded his metalworking shop in 1928, he was soon faced with the challenge of the worldwide recession. He successfully handled the crisis, laying the foundation for ARKU in the process. In the mid-1960s my father, Artur Reiss, launched the first ARKU precision leveler. This was a vital milestone and shaped the way ARKU is today. At the end of the 1980s, I had the privilege of taking over with a dedicated team. Our motto has always been “Those who stop improving, have already stopped being good.”

If we continue to live by this motto in the future, we will always be pursuing the right goal. We see our international market leadership in leveling as a commitment to continue inspiring our customers. This is what we work on with passion – worldwide. The more demanding your requirements, the better our performance.

Albert Reiss, President & CEO

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"These have consistently shaped the industry and made ARKU the market leader." ARKU effectively addresses the challenges of a digitalized world with its pioneering spirit. "To succeed in the market, we need more than just high-performance systems. These also need to be network-capable", emphasizes Marcus Bartle, a member of ARKU's management since 2014.

That is why the company is working on cloud solutions that enable the systems to communicate with each other. In doing so, ARKU aims to achieve a competitive advantage in the networked industry. "Digitalization will permanently change our business. Those that fail to react now will soon fall behind the competition", says Reiss with certainty.

The personal connection

Even the best networked systems are nothing without competent employees. That is why ARKU invests in experts with mechanical, electrical and digital expertise. Working together with



The process chain at a glance: Deburring with the EdgeBreaker® 2000 Plus, leveling with the FlatMaster® 55 80 and flatness control system FlatJack® in a single line.

local universities, ARKU trains and develops automation technicians and engineers. Vocational training is also highly important for the company from Baden-Baden. The trainee quota exceeds 10%. It goes without saying that this extends beyond German candidates, says Reiss. "Our focus is on people and not where they come from. As

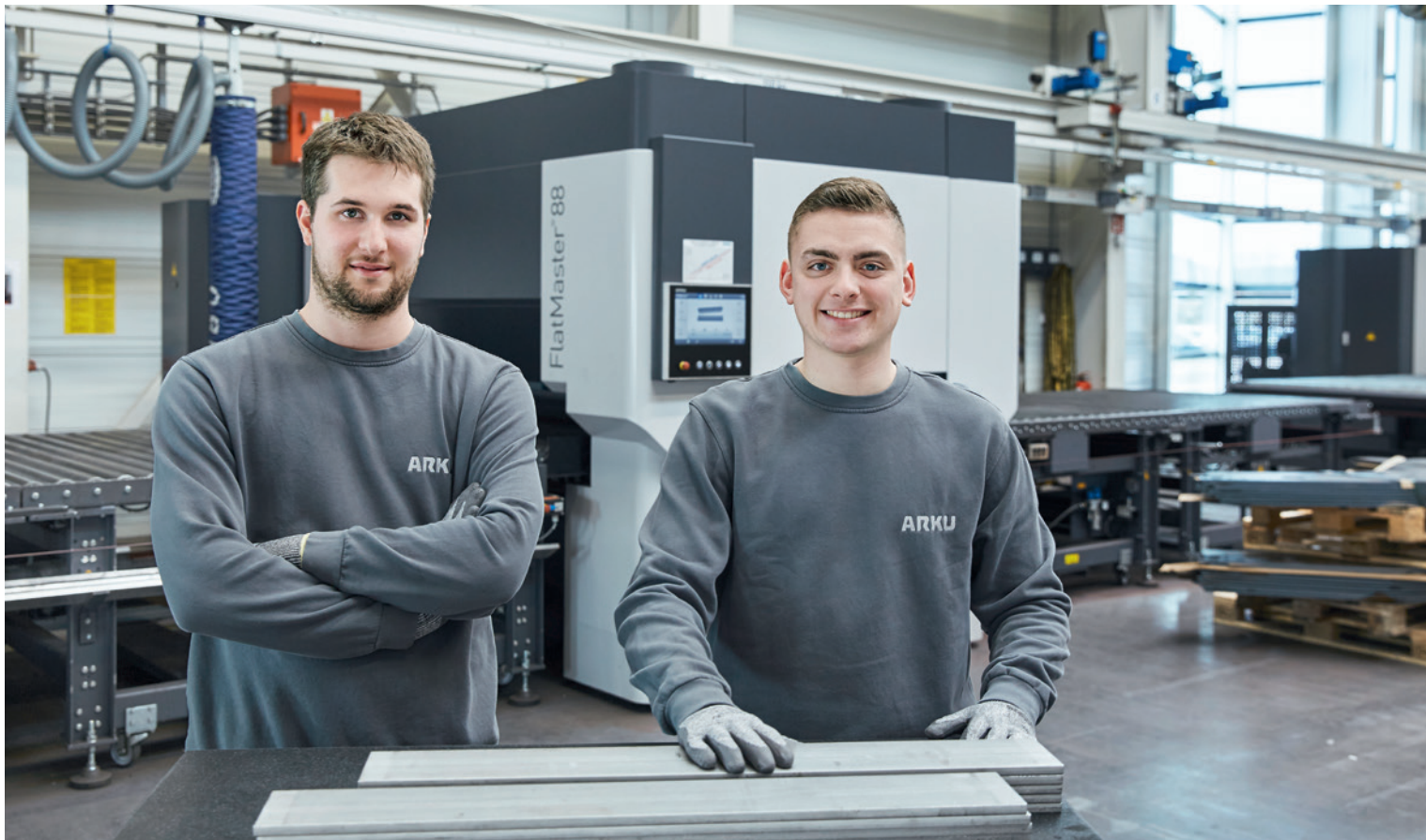
a company with regional roots, we feel connected to the people in the area. We want to give everyone the opportunity to develop." That is why ARKU currently employs four refugees from Syria and Africa. The chances are good that the company will continue on its successful course in the future. This is exactly what Reiss wishes for the

future: "We are grateful to be located in a peaceful and prosperous country like Germany. We continue to hope for open markets so that our subsidiaries in the USA and China can keep on growing. It is an absolute pleasure to work with customers and employees from all over the world."

Leveling / Deburring

Precision contract work

Contract leveling and deburring work at the Leveling and Deburring Center



Combined leveling expertise: experienced employees such as Dominik Benz (left) and Loic Schreiner ensure level parts at ARKU.

Leveling and deburring are absolutely essential for sheet metal working. Both processes are key steps when manufacturing flat and burr-free

parts. With a comprehensive range of services in these areas, ARKU helps its customers worldwide to save valuable time and costs.

For example, ARKU assists through contract work and also handles both the packaging and shipping. Customers can use these services at sev-

eral Leveling and Deburring Centers worldwide: in Baden-Baden (Germany), Kunshan (China) and Cincinnati (USA). The Leveling and Deburring Centers are staffed by trained employees supervised by experienced leveling specialists and deburring experts. "This enables us to ensure that they fulfill our customers' needs", emphasizes Dr. Jochen Kappler, Head of Production and Lean Management at ARKU. The company's stated goal is to offer customers precisely the contract work they need. In Baden-Baden, experienced employees level and deburr panels ranging from 0.5 to 40 millimeters thick and up to 2000 millimeters wide. The materials range from steel to aluminum and titanium. Trials on ARKU systems using the customer's own parts along with individual consulting round out the range of services. "Our machines and services help customers to do more than reduce process costs. We also enable them to efficiently meet their industry's demanding quality standards", explains Kappler in closing.

ARKU-Ticker

ARKU at the EuroBlech 2018



The curtain is rising for the world's largest sheet metal processing trade show from the 23rd to 26th October 2018 in Hanover, Germany. Discover our new products and other news for deburring and leveling machines. Experience our machines live. Share the excitement! We look forward to seeing you in Hall 27, Booth K127 and in Hall 11, Booth A94.

Coil Lines

A matter of minutes

Viessmann achieve shorter lead times thanks to an ARKU cut-to-length line



A joint effort: (from left to right) Karl-Heinz Hofmann, line manager for cutting at Viessmann, Fabian Inacker, system operator at Viessmann, Marcus Bartle, managing director at ARKU, Frederic Siepe, system operator at Viessmann, Michael Müller, cut-to-length lines project manager at ARKU, Christoph Eberhardt, project manager at Viessmann and Holger Paulus, center manager at Viessmann.



Close coordination: ARKU project manager Michael Müller (left) and Christoph Eberhardt, project manager at Viessmann, discussing the details of the system.

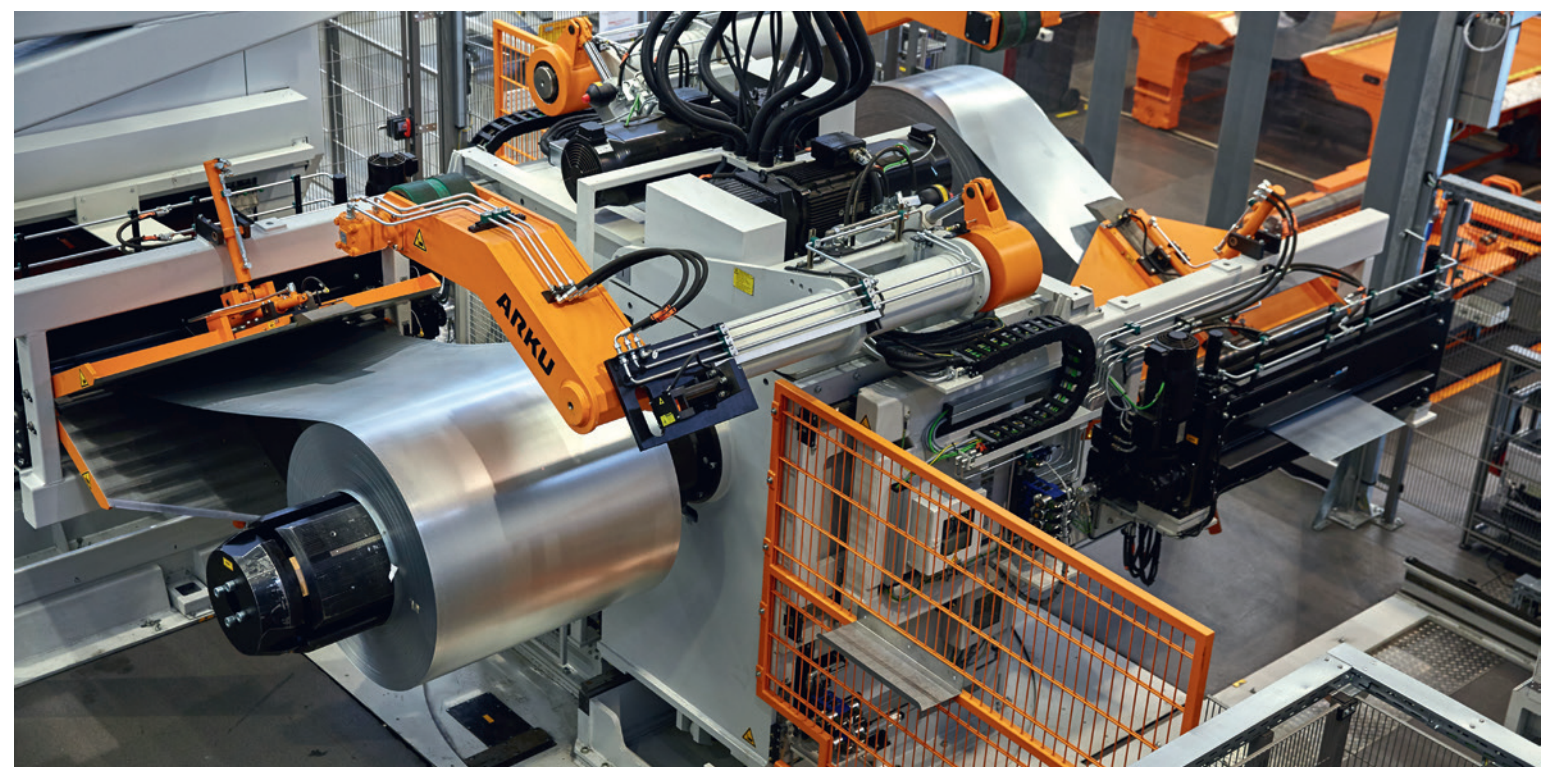
Allendorf, Germany – It all begins with the coil: Viessmann manufactures housing parts for its high quality heating systems out of massive rolled steel strips. The production requires short lead times and high-quality panels. With the new cut-to-length line from ARKU, the company saves around 40% of the time required to change coils. Furthermore, the system also cuts twice as many parts per minute.

At the company's headquarters in Allendorf in Hesse, the Viessmann plants specialize in manufacturing diverse heating systems. In addition to heat pumps and heating furnaces, these also include cogeneration plants. Allendorf manufactures many of the components for these products. The company cuts the design, structure and frame pieces out of coil material. Alongside rapid production, surface quality also plays an important role. Perfect cuts are a key to simplifying subsequent processes such as edging and powder coating. Above all, they ensure that the finished products also look impressive.

Rapid coil changes

Unfortunately, the ageing cut-to-length line at Viessmann worked too slowly. It also malfunctioned occasionally. That was why Viessmann was searching for a faster and more reli-

able solution. The company's research soon led to ARKU. "Above all, we had to find a space-saving solution for the existing production facility", explains



The double-end decoiler reduces downtimes during coil changes and changeovers by several minutes.

Christoph Eberhardt, Project Manager at Viessmann. "ARKU listened to and addressed all of our needs." The company designed and constructed a faster and more flexible cut-to-length line in Baden-Baden.

The highlight: the modern double-end decoiler provides space for two coils, each weighing 15 tonnes. On one side

of the decoiler, the TwinShuttle® inserts a coil into the HiCap® high performance leveler fully automatically. The operators simultaneously attach

Eberhardt. Furthermore, the number of panels per minute has risen from 30 to 60 - thanks to the integrated rotating shears. The project manager, Chris-

an additional coil to the decoiler using a coil car. At the same time, the processing of the coil on the opposite side of the decoiler continues. Once the first coil has been used, the push of a button is enough to start the changeover. The decoiler rotates 180° and feeds the new coil into the cut-to-length line. "As a result, we save about 40% of the time during changeovers", emphasizes

toph Eberhardt, is pleased with the new system: "Thanks to ARKU, we are absolutely on target in terms of quality and lead times. Both internal and end customers value our products. This is ultimately the most important thing for successful business."

www.viessmann.com

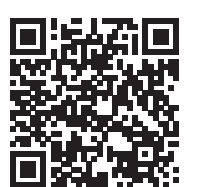
Deburring podcast

Which materials does ARKU deburr or level in the Leveling and Deburring Center in Baden-Baden? What is the added value for customers? Find out this and much more in ARKU's regular podcasts. Listen and enjoy!
<https://www.arku.com/en/leveling-and-deburring-center/arku-video-podcast.html>



Examples from our customers

ARKU machines are utilized around the world and in numerous different industries. Top companies and mid-sized companies have relied on ARKU technologies for years. Read more at <https://www.arku.com/en/company/customer-success-stories.html>



Deburring

Beneficial automation

Ekoinstal achieves faster and more cost-effective deburring thanks to the EdgeBreaker® 4000 Plus

Świętochłowice, Poland – Files and angle grinders are a good way of removing burrs from panels provided that the quantities are small enough. Increasing quantities demand faster solutions than human hands can offer.

ter and endangers the quality of the final product.

Klusko heard about the new EdgeBreaker® series for the first time at a trade show. The owner knew of ARKU as a



A successful project (from left to right): Sebastian Swierczyński, Head of Production and Materials at Ekoinstal, Jakub Klusko, Deputy CEO of the company, Raphael Goldbach, Sales Manager Eastern Europe at ARKU and Michał Kępski, Technical Sales Advisor are pleased with the results.

The headquarters of the Polish steel processing heavyweight are located in the heart of Silesia: Ekoinstal Holding manufactures carbon steel parts such as pipes and thin panels. Its customers include rail and vehicle manufacturers. They demand the highest quality and short delivery times. That is why Ekoinstal relies on modern cutting systems, cut-to-length lines and press brakes. Yet for a long time, the employees deburred the parts by hand.

Flaking prevention

“The demand for our parts has increased drastically”, reports the owner, Jan Klusko. “This required an automated deburring solution. This was the only way for us to continue delivering quickly and according to our high quality standard.” Burr-free parts are especially important for painting and galvanizing. Sharp edges quickly result in the zinc coating or the paintwork flaking off. This causes the panels to corrode fas-

leveler manufacturer via Pol-Welt, a company representing ARKU. “We were immediately interested. After initial talks, we tested the EdgeBreaker® 4000 Plus in Baden-Baden”, explains Klusko. The company also examined other providers in detail. Yet ARKU stood out above them all: “The deburring on both sides and rounded panels thoroughly impressed us.” Since October 2017, Ekoinstal has been deburring rapidly and reliably with the EdgeBreaker® 4000 Plus. In addition to processing four times faster, the system also delivers more precise results. “Moreover, the new system has also cut our production cost in half”, emphasizes Klusko. Quality and speed are now guaranteed over the long term at Ekoinstal.

<http://www.ekoinstal.pl/eng/>

Collaboration is the key!

90 years of ARKU – that is nine decades of active social responsibility. Charitable activities have been an important factor since the family-owned company was founded. For

in Baden-Baden. The results of the joint project are impressive: the benches are sturdy and the shed sports a new coat of paint - to the joy of the kindergarten teachers and children.



Teamwork: the management and trainees from ARKU getting to work together.

example, in May 2018: the management team and the trainees carried out a new social project. They restored benches for children and a wooden shed for a kindergarten

ARKU’s owner, Albert Reiss, is also satisfied: “The trainees and the management all worked together. We achieved something meaningful and had fun at the same time.”

250 years with the company

It only takes six employees from ARKU to achieve this impressive figure. The six employees celebrating their anniversaries come from different areas within the company. The

Johannes Schmitt, the leveling expert. Franz Huber and Hans-Peter Pflüger have also been working for ARKU for four decades: In this time, both have held a variety of management po-



From left to right: Franz Huber, Johannes Schmitt, Wilfried Kentsch, Philipp Dürringer and Hans-Peter Pflüger.

assembly expert, Wilfried Kentsch, has been working with ARKU’s entire spectrum of machines for more than 50 years. Same goes for the assembly workers Philipp Dürringer and Martin Hertweck (not in the picture): Both have been working for the company for more than 40 years and have completed countless deployments to customers. When it comes to leveling, customers and colleagues alike happily rely on Jo-

sitions within the company. Pflüger has been an authorized officer and a member of the management since 2001. In addition, he has also been responsible for the deburring business unit since 2015. Franz Huber has long managed the assembly for leveling and deburring machines and also for press coil lines. The Managing Directors and employees are proud to be able to build on such experienced employees.

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