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Trust. Right from the start!

April 2022

Information for our customers and business associates

## Very high demand for Urban technology

For the window construction branch the year 2021 was also completely dominated by the Corona pandemic. Like mechanical engineering, for the production industry, the focus was primarily on the global scarcity of raw materials and the associated price increases. We – and consequently you too were affected.

"Despite all the difficulties we have come through the crisis year 2021 better than originally expected, the demand for our High-End solutions is consistently high. With incoming orders we were even able to achieve a new record", stated Martin Urban, managing partner of Urban GmbH & Co. Maschinenbau

KG. The great Run is presently continuing on the innovative CUT-welding technology of Urban, which enables outstanding window surfaces without visible groove. The Urban-technology has straightaway established itself as new benchmark.

### In great demand in Great Britain

Not only in Central Europe are the High-End machines from Urban in great demand, but also, for example, in Great Britain. "The company is trying to compensate the skills shortage caused by Brexit with machine technology. We have already had inquiries with deliveries up to the end of 2023 and

into 2024", declared Urban. Not only the welding and plastering technology, but also the versatile logistics solutions from Urban record a very high demand.

"Here it is not only about the efficiency in the production process, but also about the wellbeing of the employees. Because the window and door elements in modern residential construction are getting bigger and bigger and consequently also heavier. It is all the more important to physically relieve the people in the production department. With our intelligent stacking-, sorting- and transport solutions, we therefore pursue process optimization in several respects. Because we accelerate the processes

in assembly, at the same time we increase the employee satisfaction at our customers", explained Fred-Karsten Karl from Urban Sales. In the meantime the innovative Urban ideas are also in great demand in the aluminium sector.

### Own production

Urban was not spared from the material scarcity and the price rises. "In contrast to others however, we have profited from our high depth of production. Some components that were not available, we simply manufactured ourselves. Our team showed once again, that one can always rely on Urban", said Martin Urban happily.

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### EDITORIAL

#### Dear Customer,



The Corona pandemic still has us completely in its grasp. That is proven by the postponement of the Fensterbau/Frontale until Summer 2022.

Nonetheless the start into the window construction year 2022 has been more than successful. We have well filled order books and are looking forward to the great interest in our technologies throughout the world.

With the CUT-welding technology we are setting a new benchmark for the manufacture of windows made from plastic and composite materials.

In addition, again and again we come up with new solutions, how you can optimize the logistics processes in window- and door production. Here there is still so much potential, that we would very much like to have a drink with you.

I look forward to seeing you again in July on our stand at the Fensterbau in Nurnberg. You can gladly stop by beforehand, for example during one of our very popular Live Sessions.

Your Martin Urban  
Managing Partner



Innovative and in high demand: The CUT-technology from Urban.

# Brexit: Our special Customs Service

Export looks after the customers in Great Britain

After Brexit, the exit of the United Kingdom (UK) from the European Single Market and the Customs Union, the window construction companies from Great Britain were not only weakened by a skills shortage and a much higher administrative expense, but also by a considerable rise in duties for services from the EU.

In order to relieve all customers from the United Kingdom, the Urban GmbH & Co. Maschinenbau KG has set up a special customs service, which is operated by the Export Department in Memmingen.

"We have registered early as 'registered exporter' at the main customs office and this way we relieve our customers. Because if the European country of origin can be proven for deliveries of our machines and spare parts, then the customer saves the import duty. Depending on the product group that is between one and eight percent of the value of the goods" explained Susanne Sommer, Head of the Export Department and customs specialist at Urban. The transition phase between the Brexit ruling



Susanne Sommer

(January 2020) and the final completion (31st December 2020) was an enormous challenge for Susanne Sommer: "Because it was not clear until almost right at the end, how the whole thing was to be handled according to customs law and then also implemented in fact."

### Direct exchange

By means of countless webinars and online lectures as well as the intensive exchange with the Chamber of Industry and Commerce (IHK) and the main customs office, Sommer quickly got to grips with the material and is now an absolute expert, not only regarding origin- and

export certificates as well as the REX process for UK.

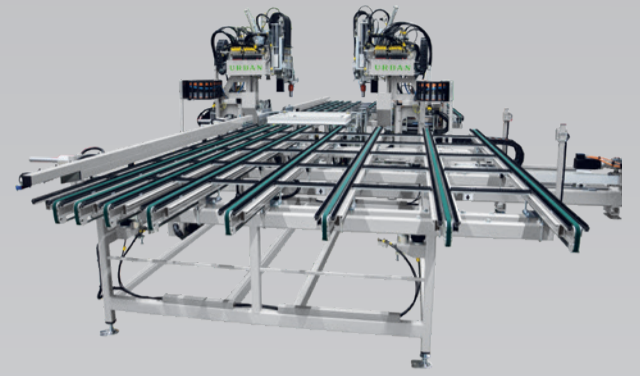
In the mean time as a rule everything run smoothly, but there are still exceptions. "We also require long-term supplier declarations (LTSD) from our suppliers, that are valid for UK, but sometimes precisely this notice is missing on the form. Then we have to request it again and have it issued completely new."

For Urban customers the service is great. Because regardless of whether a delivery of spare parts or complete window construction production: From Susanne Sommer and her team you get perfectly completed ex-

port documents, in which all details are listed precisely.

### Customs Service Worldwide

This customs service is naturally valid in all destinations worldwide – regardless of whether certificates of origin, accreditive- and preference handling are required, Urban has for years provided this service for all customers throughout the world. "For us that is an important building block in customer service and quite clearly serves the customer relations", stated Martin Urban, the managing partner of Urban GmbH & Co. Maschinenbau KG. Urban not only has an excellent reputation among its customers, but also with the customs authorities. "We have many customs authorizations and are an approved economic operator (AEO-C). That means, that the customs authorities no longer check our exports, rather they trust that we do it right", said Susanne Sommer. She knows, that this is only a leap of faith, that is to be fulfilled with every individual delivery: "Because one thing is clear: The next customs audit comes for sure!"



## The new SV 830

Efficient machining of frames

Especially for the efficient and clean machining of large panel frames and wings, we have developed a CNC welding bead buffing machine: the new SV 830 with two machining heads.

The new SV 830 is a genuine turbo, which thanks to the sophisticated arrangement of the machining tools and the software-controlled parallel operation, achieves extremely short throughput times.

The 3-dimensional working method of the seven electronic positionable AC servo axes integrated as standard guarantee a maximum of flexibility and effectiveness. You

control the machine via a freely programmable CNC-controller with production logging.

### Standard equipment

Already contained as standard are interfaces for online operation, that enable the reception and the transmission of data to other upstream or downstream machines or PC systems. Optionally, the new SV 830 is also available with classic profile identification.

Besides the extensive standard tool configuration, there is a large bandwidth of special tools available.

# FENSTERBAU FRONTALE

## Visit us in Nuremberg

Look forward to the Technology-Highlights

Hall 4 • Stand 115

## 25 Years Urban News



What, that is so long ago?! The first Urban News appeared 25 years ago. That was 1997, an absolute milestone for us in the communication with you.

Since then we have presented to you countless innovations in our customer magazine and kept you informed about new technologies.

Even when the digital age has long since appropriated us, we continue to look forward to your interest in the printed news.

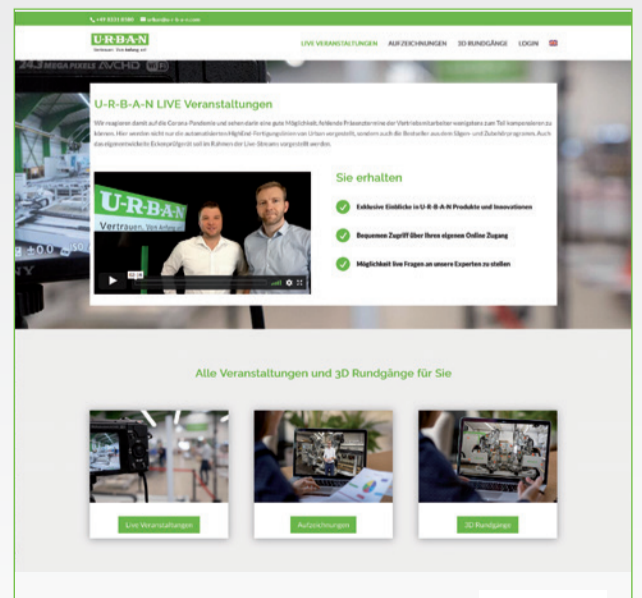
## The next Live-Sessions

The Digital-Format Urban Live is very well received

We have started in the new season of the Digital-Format Urban Live with full steam ahead. And the best thing about it: Urban Live is not only live, but also totally flexible. You can also watch all videos Re-Live as recording. Apart from that, we have come up with something quite special. We now also offer you virtual 3D tours. Experience the system technology from a whole new perspective.

### Your platform for

- Live
- Re-Live
- 3D



The first edition of the Urban News in 1997.

All info and registration at [live.u-r-b-a-n.com](http://live.u-r-b-a-n.com)

## Why window manufacturers rely on Urban's know-how

# Always at the front of the development

Strobel Fenster relies on process optimization and the partnership with Urban

It's clear, that a company that sees itself as leading provider in the window and door manufacturing sector for Bavaria, is not easily satisfied. That matches perfectly at Strobel Fenster in Bad Wörishofen in Unterallgäu.

"We simply don't accept the Status quo, that's available in the market. We are constantly looking for new solutions, to be able to further optimize our production processes", stated Andreas Strobel, who manages the family company as managing director, together with his brother Johann jun., their father Johann and their uncle Wolfgang.

In the search for the perfect equipment for the perfect plastic window, the quartet did not have to look far.

Because Urban, the machine partner of many years, is indeed only approx. 45 km away, and with the CUT-welding technology, has developed precisely that process that the entrepreneurial family Strobel had been searching for.

"The CUT-solution facilitates the processes tremendously. Before we employed one person to repaint the weld seam. That is no longer needed now", said Andreas Strobel.

**Customer since 1997**

Strobel and Urban have already been working together since 1997 and rely on a genuine partnership. "With Urban we feel ourselves in very good hands and above all valued", stressed Andreas Strobel, who always gives the partner in Memmingen important feedback.

"For the development of the software for the glazing bead saw, we have been able to introduce important impulses and together with us Urban has developed a new lift-



turn table, that is adapted to the requirements of the frame-end production. We appreciate this willingness of Urban, to show an interest in customer wishes", stated Strobel.

With the most recent investment, together with Urban Strobel Fenster

optimized the logistics processes. With the help of the downstream lift-turn table the horizontal slewing ring can be moved up with height-adjustable brushes, so that the profiles also rest perfectly during machining.

Also in future the entrepreneurial family Strobel will gladly be at the side of their machine partner Urban with new developments. "Thanks to the individual adjustments, we can integrate the machines optimally into our



**Strobel Fenster** is serviced by Andreas Pauls

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processes", said Strobel.

That also pleased Andreas Pauls from the Urban sales team: "We are indeed well-known for developing solutions from practice for practice and that is only possible in very close coordination with our customers. Great, that many also go along this partnership-like path. Strobel Fenster is really a prime example."



The new lift-turn table 3500



# When Vision meets Design

Together with Urban, Kochs develops the new Visign window: without visible groove

When Vision and Design are combined, in most cases something unique is the result. In the window manufacturing world, this unusual combination now has a new name: "Visign" that Kochs GmbH from Herzogenrath near Aachen (Nordrhein-Westfalen) has named its new plastic window, that above all stands out optically. Because the corner joint is almost invisible.

"Precisely with coloured plastic windows the optical demand is indeed very high. All the more proud are we,



Daniel Kochs and Norbert Piek check the barely visible corner connection.

that with the new Visign generation, here we have set an absolute benchmark. In the corner joint there is no longer any noticeable groove, with the naked eye one can hardly detect that it is a welded profile", stated Daniel Kochs, who manages the company together with his father Friedrich and his uncle André. Not only the entrepreneurial family, but above all also their customers are amazed. "The demand is enormous. Our Visign window rocks the

market", said Daniel Kochs joyfully.

**Development came at the right time**

For Kochs the development of Urban came just at the right time. "By means of the milling in the welding machine, we save the usual colouring in the buffing machine. Apart from that the optical result of the new CUT-variant is significantly more harmonious and

homogenous", stated Norbert Piek, authorised signatory and head of engineering at Kochs. For over a year at Kochs in Herzogenrath two four-head welding machines of the type AKS 9610/4 CUT are running in a line with the two-head welding bead buffing machine SV 840/6 from Urban, whereby one welding machine takes care of the wings and one takes care of the frame. Because with the CUT-process from Urban the welding machine



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relieves the buffing machine, thanks to the milling, completely new possibilities of process optimization are created. "We have determined in practice, that our buffing machine can easily cope with other profiles from another welding machine. We are therefore planning the investment of a further CUT-machine from Urban. This way we

one from Urban was assembled. "Consequently, as regards area we also have space for a third welding machine from Urban", explained Norbert Piek.

Not only with the development of the new window line Kochs Visign has the company proven, that it is happy to be a step ahead of the others. Company founder Josef Kochs, the grandfather of Daniel Kochs, already displayed great ingenuity in the 60's.

**KOCHS**  
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"After the Window Fair in 1966 my grandfather began with the production of plastic windows and at that time then relatively quickly developed a hand-operated device with a grooving knife, that he then fixed to the window frame or wing, in order to be able to neatly remove the welding bead. The first welding bead buffing machines, as provided by Urban, first came onto the market a few years later", recollected Daniel Kochs the beginnings of the family company.



## Why window manufacturers rely on Urban's know-how

# CUT-Technology for butt welding

H.O. Schlüter uses AKS 9610 from Urban

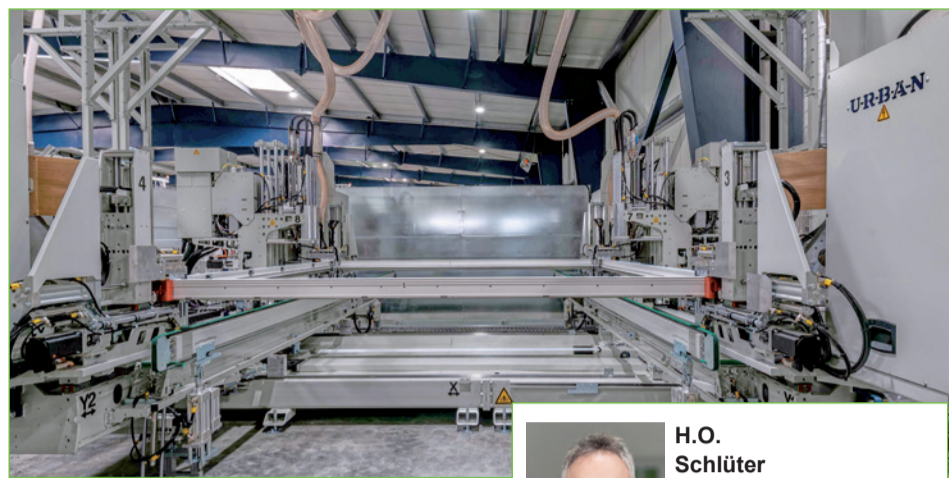
That the H.O. Schlüter GmbH with head office in Lübz (Mecklenburg-Vorpommern) and Hanerau-Hademarschen (Schleswig-Holstein) has excellent ideas first became known in 2016. At that time managing director Sven Thomsen received the Bavarian State Prize at the craft trade fair in Munich. And namely for the automatic window ventilation solution, as soon as the CO2 content in the interior reaches a certain value, developed by him and his team.

Those who want to realise excellent solutions also require excellent machine technology. This originated at H.O. Schlüter in the plastics plant in Lübz from Urban – and that in a particular configuration. Production manager Axel Sensenhauser and his team employ two High-



End welding machines from Urban from the brand new CUT-Generation. One AKS 9610 with four welding heads takes care of the wings, for the frame line H.O. Schlüter even uses an AKS 9610-eight-

head machine. With good reason: On four welding heads the transoms are butt welded. "We produce almost exclusively for property construction and regardless, whether windows or lift-up sliding doors: Here presently especially large elements are in demand and as a rule these also have high heat-insulating triple glazing", explained Axel Sensenhauser, why H.O. Schlüter produces almost exclusively frames with transoms.



Large elements are welded by H.O. Schlüter on the eight-head-Cut from Urban.

The further processing is naturally also carried out in the High-End area. Wings and panel frames end up in the two-head welding bead buffing machine SV 840 from Urban, the newly developed turbo model among the

welding bead buffing machines.

However as far as Axel Sensenhauser is concerned, it not only depends on speed: "Of course the cycle time must be right, but much more important is the quality of the corner joint. With the CUT-machines from Urban this is really excellent. We make extraordinary windows and doors, one sees that at first glance".

In the production the team from H.O. Schlüter saves a process step, because thanks to the CUT-welding technology, the wings and



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panel frames no longer have any visible groove and therefore shine with a particular harmonious look. "Before we after-painted the groove manually with the matching paint. This step is now omitted", said Sensenhauser.

Urban-know-how also facilitates the work in the logistics at H.O. Schlüter. Several years ago the team in Lübz installed the automatic wing-fitting machine FBA and an automatic stacking solution from Urban.



## Aluminium Flow Production at FeBa: With Urban it's successful

Premiere: FeBa Fensterbau also realises the automatic decoupling and stacking in the new aluminium plant

FeBa Fensterbau GmbH from the Siegerland has now laid down a transformation of the peculiar kind together with its technology partner Urban – and that on unusual terrain. Because FeBa and Urban together revolutionise the workflow, however not in the production of PVC-windows and doors, but rather in the production of aluminium elements.



Relying on Urban know-how: The brothers Norman, Ben-Joel and Simon Menk (from the left).

of aluminium windows and doors a Distribution



Buffer System (DBS) has been combined with an automatic Glass-Logistics-System (GLS). The DBS of FeBa for the decoupling of the elements has 72 rack compartments, which have a compartment width of 180 mm. The elements are transported automatically over a distance of up to 43 metres to the six aluminium

work stations and taken away again. The transfer of the finished elements to the glazing station also takes place fully automatic.

The Glass-Logistics-System from FeBa for the automatic stacking has 60 compartments and can accommodate up to 180 panes.

### Great Relief

"This automation solution facilitates the work for us tremendously, because it accelerates the processes and relieves our personnel. Thanks to the know-how

and the great consulting by Uwe Pfahl and Hermann Deller from Urban Sales, we are now ideally positioned. Urban is simply reliable", stated Norman Menk, who is speaking from experience.

Because in 2013, together with Urban, FeBa had already converted the PVC production and perfected the degree of automation there. "Consequently, we already knew beforehand, that we would not have any problems e.g. with the software, because the DBS and GLS from Urban harmonise perfectly with our ERP system from Cantor", explained Norman Menk.

"We had set ourselves the target, with new buildings, also in this system world, to switch from the previous workbench production to flow production on an industrial scale, as we already practice successfully in the plastic sector", stated Norman Menk, who manages the company together with his brothers Simon (also managing director) and Ben-Joel.

But regardless of which partner from the aluminium

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a very good solution", said Menk. As in the PVC-production, now an automatic decoupling and stacking solution from Urban is also used in the aluminium plant of FeBa, only with a completely different configuration.

"The processes in the manufacture of aluminium windows are quite different than in PVC-production. That was naturally a respective challenge for us. But we naturally managed it and are looking forward to being able to help FeBa once again", explained Uwe Pfahl, Project manager from Urban Sales.

For the very first time in the German manufacture

sector they asked: "None could offer us a suitable solution, that came even close to our expectations. Ultimately we therefore asked Urban and together we have now really found



In the FeBa aluminium production both the decoupling of the elements as well as the stacking have been automated.