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Trust. Right from the start!

March 2020

Information for our customers and business friends

Address field

## Come visit us in Nuremberg!

**FENSTERBAU  
FRONTALE**

From the prototype to series production with absolute cutting-edge technology. Our new Vario-Cut II welding process with three-dimensional milling has become the new benchmark in the past two years, especially in the processing of hard surfaces such as aluminium facing shells.

Because one thing is for sure: Straight surfaces that cannot be welded, must be milled. And in our opinion, there is nothing better than our AKS 9600 Cut welding machine generation.

At Fensterbau/Frontale 2020, everything will again be focused on the "beautiful corners". These can be realized at Urban not only with the Cut-II milling technology, but also with the U-groove



The welding technologies of Urban are supposed to provide the wow effects once again.

welding technology with wrapped-around fixtures and subsequent colour optimization in the corner cleaning process.

Convince yourself once more and take a look at our sample wall with perfect surfaces. You will be impressed to see that the time of visible welds in window and door construction is finally over.

We look forward to seeing you.

Halle 3, Stand 127

## Look me in the eyes, AKS!

Live demonstration at the Fensterbau/Frontale

If you only knew what's wrong with the machine every time it makes trouble!

There is no difference with the PC than with the welding machine or the corner cleaning machine. And from now on, diagnosis is just as easy for you and our service team. Because the Teamviewer also helps here. Using the Teamviewer Pilot system, our specialists - and you as well - can take a live look inside the machines and systems. This speeds up the diagnosis of the fai-

lure cause and of course also helps to eliminate malfunctions.

With the Teamviewer Pilot we are taking a big step forward", says Werner Häring from Urban's service department.



How the Teamviewer Pilot works in practice will be presented live at the Fensterbau/Frontale in Nuremberg. So: Look the AKS in the eyes!



### Content

#### Also in the newsletter

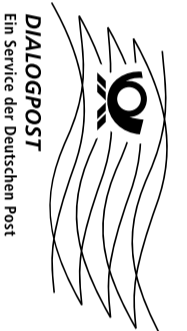
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### EDITORIAL

Dear customer,



will we meet in Nuremberg? That's not a question, is it?! We also have been working at full power over the past few months towards the show-down of technologies at Fensterbau/Frontale 2020 - and of course we are

interested in your opinion. As you can expect from us, we will present interesting innovations that will fascinate you.

It is absolutely secondary whether you reach your goal via a new welding process or via optimized corner cleaning solutions. The visit to Nuremberg will give you the first suggestions, which will then be deepened in the personal consulting.

As the reference examples in this edition of Urban-News also show, you can always rely on us working with you to find a solution that perfectly fits your company and your production conditions.

Well, see you.  
Best regards,

Ihr Martin Urban  
Geschäftsführender Gesellschafter



When everything is focused on the modern windows of the future from March 18 to 21 in Nuremberg, Urban will focus on the perfect production possibilities for you.

We are one of the few suppliers to have an overview of all processes in window and door production. This

does not only start with welding and does not stop with corner cleaning. On the contrary: Especially in times when window and door elements are getting bigger and therefore heavier, the optimization of logistics processes is increasingly important. The ergonomics and thus the health of the employees are also important criteria that must be taken into con-

sideration in modern production.

**TIP: Happy Hour**

on 19. and 20. March at 6 p.m. for a cosy end to the exhibition day

A whole range of new and further developments await you in Nuremberg, such as:

- Cut-II-welding process with milling technology
- U-groove welding with wrapped-around fixtures and color optimization in the corner cleaning process
- Innovative system technology for the timber window look with the AKS 4310

- High-end corner cleaning solutions SV 530/ SV 410/ SV 840
- Perfect logistics with the Urban Logistics Module
- Absolute dimensional accuracy during sawing and direct allocation of glazing beads with GLS 200/S-4 and the fourfold length stop

■ Teamviewer Pilot

**Halle 3,  
Stand 127**

**Why window manufactures rely on Urban's know-how**

**Focus on higher quality and shorter delivery times**

More quality and shorter delivery times!

With this claim Markus Quante, the independent businessman and owner of Gebrüder Quante from Südkirchen in North Rhine-Westphalia, came to Urban.

"Our ultimate goal is to serve our customers with the best quality and shortest delivery times. This is what the entire Quante team stands for. With Veka and Siegenia we have partners on our side who have been practicing this with us for years. Accordingly we were looking for a machine sup-

plier who meets exactly this demand and who lives up to it as we do. After a short research we are convinced that Urban and Finke can fulfill our wishes best", explains Markus Quante.

**Efficiency in production**

The planning was designed to make the entire production more efficient. One main focus was to save production staff from carrying and searching for elements. Therefore the logistics concept was an important aspect which was perfectly

implemented. Also in the run-up to the project, an interlinked cutting and rod machining centre was acquired from the Thorwesten company.

The 16 year old existing welding and cleaning cell has been replaced by a new line with more processing possibilities and more speed. A two-axis automatic screwing machine was acquired for sash assembly centre. This makes our life much easier", says Markus Quante.

In making this investment, Quante also focused on shipping. For this reason, a



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One team, one gene: Quante Brothers in Südkirchen

buffer for finished elements was integrated, which allows the elements to be removed automatically. "This eliminates the need for re-sorting in the shipping department, which is very helpful to us. A glass logistics system was then the finishing touch to our production", explains Quante.

The whole thing was completed with the low-paper software e-prod from Klaes. Each workstation has its own screen.

**Modernization of the hall**

An additional challenge

was the modernization of the existing production hall, because several trades were renewed here. During assembly, 21 trucks full of machinery arrived, which seems enormous at first sight.

The time frame for the setup was kept as short as possible, as the Quante team had to continue to supply its customers. During the start-up, the employees were intensively instructed on the new workstations. "I am surprised at how structured the production processes have now become," says Markus Quante. This creates the best conditions to meet the goals such as highest qua-

lity and shortest delivery times for the customers.

Markus Quante is very happy with the support by Finke and Urban, especially with the technicians: "The guys know what they are doing, that really fits perfectly."



Markus Quante relies on Urban technology.

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

# Finally getting a handle on the thresholds

meralux integrates the balcony doors into the production

**Special challenges need special solutions. This is one of the reasons why meralux G. Kistner GmbH, headquartered in Wöllstein (North Rhine-Westphalia), ended up with Urban GmbH & Co. Mechanical Engineering KG.**

Since the machinery had to be modernized and processes had to be optimized, meralux was looking for a new machine. Production manager Mike Werner was looking for a complete solution that would allow, among other things, the welding, removal and further pro-

cessing of balcony door thresholds. According to Mike Werner, Urban was the only machine supplier that was able to implement this special processing in a useful way.

### The highlight of threshold assembly in the joining process

With the new AKS 6410/4 four-head welding machine, there is a time slot in the joining process in which the threshold can be mounted. And as the corner cleaning machine SV 530/4-C by Urban can be equipped with

a turning station, the further handling in the process flow is also suitable.

Before the new investment in the machines by Urban, the balcony doors were manufactured by meralux in special construction and these elements had to be transported manually from the two-head welding machine to the single-head corner cleaning machine.

Now the doors are fully automatically integrated into the production process, which is an enormous simplification in the entire manufacturing process. Also the sashes are produced twice as fast on the new SV 530/4-C by Urban, in two-minute intervals.

One of the decisive factors was the ability to optimally turn and handle the large balcony doors with the help of the WT-535 turning station that all cutting and milling operations can be carried out with the two corner-cleaning heads of the SV 530/4-C.

**meralux**  
fenster | haustüren

The reliability of the delivery date, the implementation and set-up of the new machine and the commercial handling were honorably mentioned by managing director Heinz Peter Kistner and his team after imple-

menting the project.

"For us, of course, it is great that with Meralux we were able to convince a new customer of our know-how. But that's exactly what our expertise is all about", says



meralux  
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Tobias Sontheimer

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Tobias Sontheimer, the responsible project manager from Urban sales.



The Urban line with AKS 6410 and SV 530/4-C also has the large elements completely under control

## Two become one: Bruckbauer optimizes

One production line replaces the two previous - technology again from Urban

**When trust has grown over 40 years, it is clear that there are no experiments with new investments.**

"We really have been a satisfied Urban customer from the beginning and nothing will change about that", says Bernhard Bruckbauer, the managing partner of Josef Bruckbauer GmbH & Co. KG from Cham-Altenmarkt in Lower Bavaria. Founded in 1972, the company has been manufacturing plastic windows since the 80s and has relied on Urban's qua-



Die AKS 6410/4 von Urban bei Bruckbauer.

lity and know-how right from the start.

### Streamlining was a success

"We wanted to streamline ourselves during the re-orientation of production in Altenmarkt, and this has worked out excellently thanks to the help of Urban," says Bruckbauer. Instead of the previous two production lines one single line now takes care of the production of windows and doors at

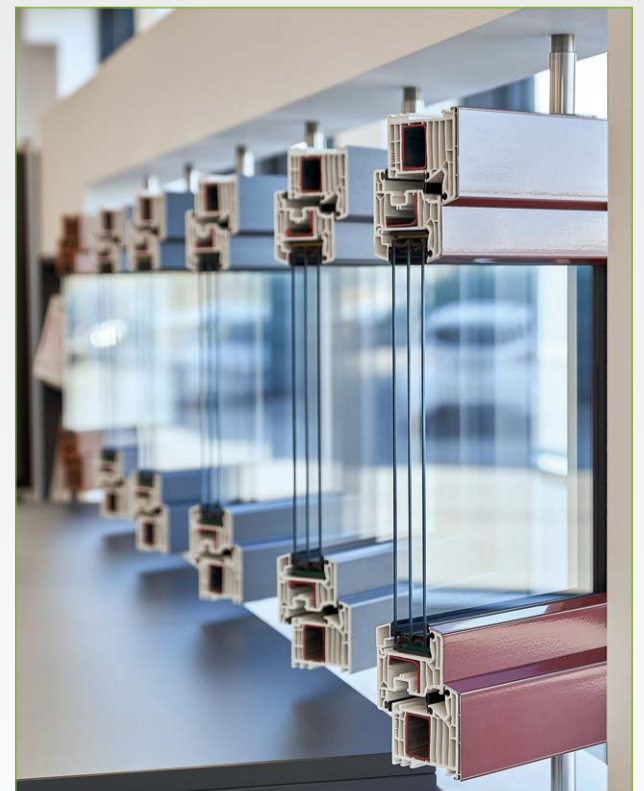
Bruckbauer.

The heart of the optimized production are a four-head welding machine AKS 6410/4 and a corner cleaning machine SV 530/4-C including turning station WT 535. Of course, the logistics have to play a part in the streamlining concept, that is why Bruckbauer also invested in the automatic destacking and in a semi-automatic solution for sash assembly and glazing.



Die Josef Bruckbauer  
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The new exhibition of Bruckbauer in Cham-Altenmarkt.

**Bruckbauer**  
Kunststofffenster, Rollläden und Haustüren



Bernhard Bruckbauer relies on Urban.

# So that our salesmen have their backs free

We are introducing: Our sales assistants

They are available and support our salesmen, but one thing is clear: without our sales assistants nothing would work. Therefore, we would like to introduce you to the team in the background. Because they play a decisive role in ensuring that our salesmen can concentrate fully on customer contact.



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## Great partnership with Vema

Congratulations are really appropriate: Our Spanish distributor Vema Maquinaria Para Ventanas S.L., based in Rivas near Madrid, has realized two major automation projects in the past few months.

"Here it has been shown how important it is that David Belda of Vema has more than 30 years of experience in selling machines for the PVC window industry", says Martin Urban, managing partner of Urban GmbH &

Co. Mechanical Engineering KG. Vema is the only distributor of Urban in Spain who is allowed to offer high technology logistics systems for automated window production. Well-known customers like Nazan, Ampuero, Casa Mayor, Konforto, Construal or Seppala already rely on the know-how of Vema and Urban. "The need for investment is also high in Spain. And it's great that we can help our customers with the high-end solutions of Urban", says Belda.

## Why window manufacturers rely on the know-how of Urban

### Because the quality is right

RB Reinert is enthusiastic about Urban

Instead of welding and corner cleaning on two heads, now doing the same on four heads - and being completely flexible at the same time, because the frames or sashes are automatically identified and processed accordingly. RB Reinert Bauelemente GmbH, based in Lenzen-Elbe (Brandenburg), has allowed itself this revolution in the production process.

The highlight here is the automatic fixtures change in the four-head welding machine and the integration of a profile scanner in the process. As a result, the AKS 6410 and the SV 430/4-C always know whether a sash or a frame is coming. "For our team, this is an incredible relief. Especially physically", says managing director Sven Reinert, who is convinced of the Urban quality. "You can see that not



only in the lines, but also in the smaller machines such as the double mitre or glazing bead saws. Of course there are other suppliers, but the saws of Urban simply have a higher dimensional accuracy with less deviations. This accuracy helps us every day and secures the processes in the production flow", says Reinert, who only received a double mitre saw DGU-600 in September.

#### Profiles by Rehau

For more than 30 years the team of Sven Reinert Rehau-Profiles has been processing profiles. The majority of windows and doors are intended for new buildings, but also the renovation busi-

ness is going well. Since 30 years Sven Reinert counts on the quality of

Urban: "We still have two machines from other manufacturers in the production. In the rod machining for example a machine from Haffner is running for ten years now. For new and replacement investments we will also rely on Urban in the future.



**RB Reinert and MB Fenstertechnik** is taken care of Fred-Karsten Karl

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### Always on the spot

MB Fenstertechnik appreciates service and competence

As the elements get bigger and heavier, the window and door manufacturer has to come up with something. And the best thing is to ask Urban. Olaf Schulz from MB Fenstertechnik GmbH & Co. KG in Gransee (north of Berlin) has done just that and is impressed.

With the latest investment, the manual processes have been technically supported and optimized in a way that the previous travel times have been almost completely eliminated. A glass logistics system, a glazing unit and various tilting tables for the heavy lifting and sliding doors ensure optimized handling in the logistics of the production process. For the perfect

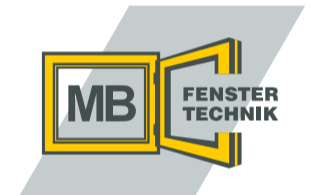
assembly of roller shutters MB Fenstertechnik invested in a roller shutter assembly table by Urban.

#### Perfect cut of the glazing beads

Also included in the current investment package was the GLS 200/S glazing bead saw with length stop LAEG 2600.

"We have been working with Urban since 1993 and are very satisfied, especially with the service Urban offers. The employees are not only competent, there is always someone available and the company reacts immediately in case of an incident. This is what connects us", says Olaf Schulz.

So it was almost logical that Fred-Karsten Karl from Urban's sales team was again the first contact per-

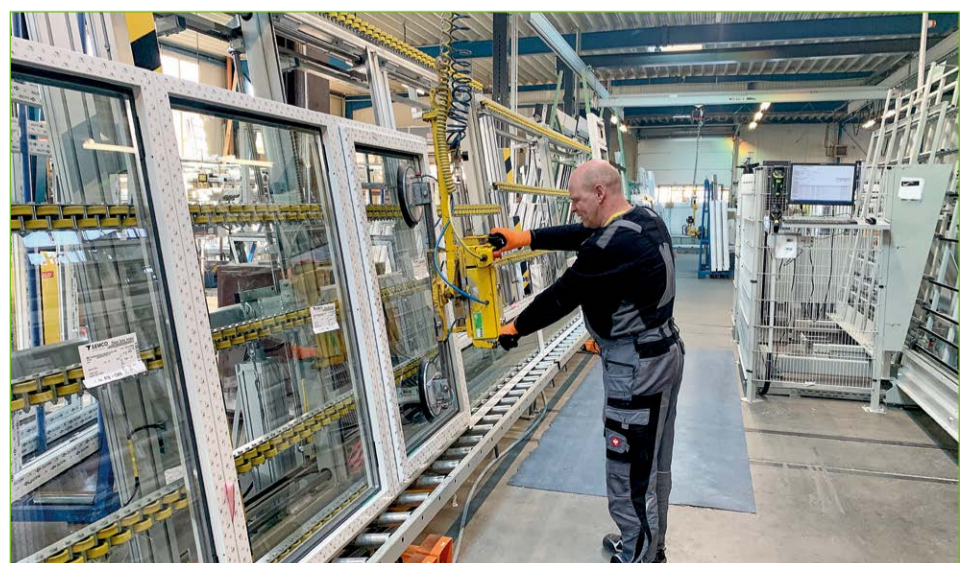


son for Olaf Schulz and his team in the current optimization process.

The Urban specialist obviously enjoys tinkering with things: "I love these challenges", says Fred-Karsten Karl and has proven this once again impressively. "Every production is different. At MB Fenstertechnik we had to integrate the logistics in an extremely narrow hall. I had strain my grey cells a bit. It's great that it worked out again", says Urban's Mr. Logistik.



The AKS 6410/4 from RB Reinert changes the fixtures automatically.



MB Fenstertechnik has technically supported and logistically optimized manual processes.