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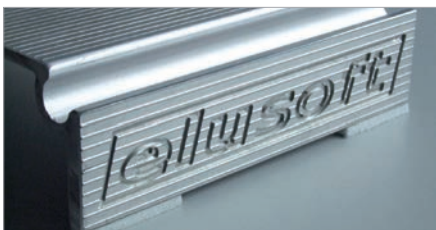
The elumatec AG magazine

SBZ 628 – “Hits the mark with users”

With the SBZ 628 profile machining centre, elumatec clears the way for metalworking companies to enter the arena of automated pass-through production, which also means increased economy. In a conversation with 360°, Michael Dehm, Deputy Head of Technical Sales, commented on the special features of the system, the advantages for users and the initial reactions of customers.



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Shaping the future together



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

We have successfully completed our first year as a joint stock company. Our work continues unabated in 2015 on further innovative ideas and solutions, intelligent ongoing product development and the expansion of our services designed to empower you to grow profitably.

The numerous conversations we had with users at “Bau 2015” in Munich as well as at other international trade fairs on three further continents in spring have confirmed that we are on the right course. One example: our new profile machining centre, the SBZ 628, designed specially for the area of metal construction. The compact all-rounder combines the best in flexibility and process reliability with easy handling, paving the way to cost-efficient pass-through production.

Our cooperation with Stürtz Maschinenbau GmbH continues with undamped enthusiasm because the PVC market segment, in particular, offers important growth potentials. This joining of forces has put us in the position to offer a seamless product range for PVC applications. Moreover, we have intensified our joint sales operations. Our worldwide presence enables us to interact with users even more closely and thereby adapt products to suit custom needs even more quickly and specifically.

All this serves one goal: We want to know your precise requirements, both in aluminium and PVC, no matter how demanding they may be, so that we can offer you the right solution. And we pursue it with all of our energy. For example, first and foremost in our Info Centers that are available to you as an idea factory, a “test track” and a training center.

I also want to invite you to our

„elumatec TechDays 2015“

already now at this early date. The event will take place for the first time from 23 - 25 September 2015 at our location in Mühlacker.

I wish you reading enjoyment!

Regards, Ralf Haspel
Head of Sales and Marketing
elumatec AG



Interview with Michael Dehm - Deputy Head of Technical Sales “Hits the mark with users”

With the SBZ 628 profile machining centre, elumatec clears the way for metalworking companies to enter the arena of automated pass-through production, which also means increased economy. In a conversation with 360°, Michael Dehm, Deputy Head of Technical Sales, commented on the special features of the system, the advantages for users and the initial reactions of customers.

Mr. Dehm, you presented the SBZ 628 to industry professionals for the first time at BAU 2015 in Munich. How is the machine being received by the market?

Mr. Dehm: The interest is enormous. Many customers made appointments for demonstrations at our plant in Mühlacker immediately after the trade fair. At these, we machined both typical profiles and customer-specific profiles. The thoroughly positive feedback has shown that the SBZ 628 totally hits the mark with users. The incoming orders also reflect this fact.



stations are seeking to minimize costly handling and expenses for personnel by fabricating parts with a single machine that previously had to be moved through three different machines. To accomplish this, they need a pass-through centre that reliably carries out all machining tasks on the profile. With the SBZ 628, we have paved the way to increased economy for these customers. What's more, we have bridged the gap between our stationary systems of the SBZ 1xx series and our high-end pass-through centres.

and our high-end pass-through centres.

Which users does the SBZ 628 address?

Mr. Dehm: Classic metalworking companies for windows, doors and curtain walls, but also industrial users who fabricate parts as vendors, for example in the automotive, aviation or furniture sectors.

What makes the new pass-through centre so attractive?

Mr. Dehm: It delivers a convincing solution for meeting the requirements with which many companies are currently faced. More and more customers who use individual machining

Can you be more specific about how the SBZ 628 makes the transition easier?

Mr. Dehm: For one thing, the investment volume makes it interesting. For another, we have tailored the performance and the operation of the machine to precisely meet the needs of this target group. Those making the transition require an all-rounder which enables them to cover a broad spectrum of applications. The SBZ

628 offers a maximum of machining options without requiring setup changes.

“Improved quality with minimized handling and personnel requirements”



It covers a high percentage of jobs without requiring any conversions. We employed some new approaches here to make this possible: For example, the SBZ 628 has a machining module equipped with up to eight tools that can be positioned over the profile in any way needed. The combination clamping system for machining on the fly or when stationary makes it possible to employ larger feeds for the part. The interaction between the clamping mechanism, which secures even complex profile geometries reliably, and the up to eight tools that can be positioned as desired in combination with the fast drives streamlines the machining cycles and ensures optimal results.

How do things work out when instead of working in parallel at three stations, machining can only be done sequentially?

Mr. Dehm: Most customers seek to make a strategic step into the future by utilizing automation. Consequently, their greatest priority is not maximum output, but, instead, a robust machine

“Maximized machining options with no setup changes”

that can be employed flexibly and is easy to operate because it carries out all machining tasks at the press of a single button. And it does so non-stop, without an employee having to intervene.

This means unproductive auxiliary processing times are eliminated, such as repeated clamping, as are sources for errors. Three stations means three skilled workers, each of which must handle and process the same part. Automation means



that users also gain consistent quality as well as process reliability and realistic planning because they can standardize procedures at a high level. Instead of time consuming part management, the unmachined part is simply put in place and



upon completion, the product is removed ready to be assembled or sold.

How do you ensure fast and trouble-free start-up by the customer?

Mr. Dehm: We provide thorough training for the customer after installing the machine. The SBZ 628 is controlled using eluCad. This is a bonus for the numerous customers who already use the software produced by our subsidiary elusoft.



They are familiar with the user interface and only need to add the SBZ 628 using the respective tool parameters as one more target machine to be controlled. Then they are ready to go: They can create control programs for the SBZ 628 directly from the existing production data. All customary design programs can be integrated via defined interfaces – from this, eluCad generates the machine data. A further advantage of the software-based control system is that different operators can orient themselves quickly, which creates valuable leeway, especially at peak times or in the event of personnel shortages.

Where can interested companies become more familiar with the SBZ 628?

Mr. Dehm: After making an appointment with our Info Center, the machine can be viewed here in our Mühlacker plant. We will also be making a presentation at the “elumatec TechDays 2015” event, which is due to take place for the first time from 23-25 September 2015.

Highlights

- For users from the aluminium and PVC sector
- Compact, space-saving layout
- Rotation module with up to eight different tools
- Router spindle can be rotated up to 360°
- Saw blade with infinitely variable pivoting
- Combination clamping system for on the fly and stationary machining
- Quick change system
- Noise abatement enclosure

Technical specifications

- Loading magazine for 5 or 10 profiles (cross-section dependent)
- 4-axis machining module with 4 to 8 router spindles
- Router spindles, 6.0 kW S1 with HSK 40 C tool holder
- Short X-axis of 400 mm
- 3-axis saw portal, 5.5 kW
- Saw: Pivoting range, 0 - 360°
- Saw blade, 550 mm (650 mm optional)
- Axis-controlled saw feed
- Profile pullout with external gripper

More information:

<https://www.elumatec.de/en/products/aluminium-construction/profile-machining-centres/sbz-628.html>

elucad 4.0 - Complex functions that are easy to use

The operating convenience of eluCad version 4.0, the software for profile machining, has been significantly improved by the developers at elusoft GmbH. Complex tasks can now be completed even faster, more easily and with greater reliability. Here is an overview of the new features.

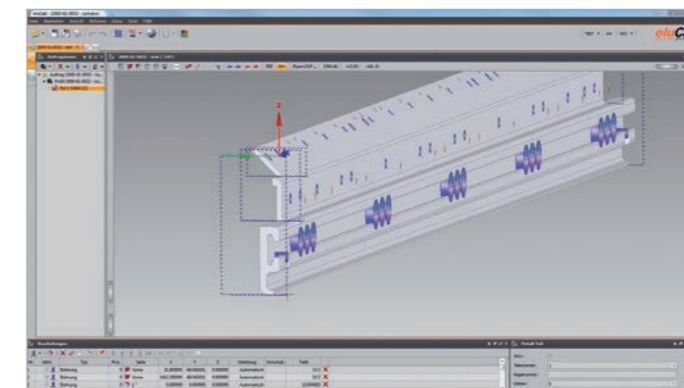
A diversity of functions is one of the strengths of eluCad. To enable users to take better advantage of this strength, all of the functions they require are now integrated in an overall view for clarity. Fewer windows saves clicks and increases operating reliability, for example, in the settings dialogs. eluCad now checks the plausibility of the values entered and tells the user in plain text if tasks entered are illogical, or are deactivated by other features. Another advantage is that the settings can be saved for a selected target machine, providing fast access later on for repeat jobs.

Greater reliability during “3D import”. The module automatically recognizes machining tasks such as saw cuts from 3D models (e.g. from AutoCAD) and from this quickly generates a machining program for the profile machining unit. In those infrequent cases in which complex machining tasks cannot be identified with absolute certainty, a comparison provides clarity: The user superimposes the imported 3D model over the model created in eluCad. Deviations are readily apparent at a glance. For example, if a complicated notch has been recognized incorrectly or incompletely, the user is able to correct this machining task with only a few clicks.

Job variables for changeable values such as the “X-position of

a lock case machining task” can now be named as desired by users and an unlimited number of these can be created within a job. This flexibility is useful, for example, with “CSV imports”. In this case, the eluCad module imports the necessary job data from spreadsheet programs such as Excel and links them with a template (master program). Once the master programs have been created, any number of machining programs for components which require machining in a similar way can be generated. To do so, the eluCad module copies the master program with the job variables and automatically adds the required job data from the Excel table. Especially when used for curtain wall construction where a large number of components that only differ from one another slightly are needed, the amount of work required and the error rate can be dramatically reduced as compared to manual entry.

Logos, company names or advertising slogans – sometimes businesses wish to engrave lettering on aluminum profiles. This is now very easy to do because eluCad treats the lettering as a free form. The user writes the text, changes parameters such as the font or font size as needed and positions the lettering on the profile. eluCad then calculates and creates the required tool path for the engraving.



elucad 4.0, 3D import:

elucad 4.0 enables the user to lay 3D models imported from eluCad over identified, blue-marked machining. For the profile shown in the picture, all machining tasks were identified correctly.



elusoft, engraving:

Engraving profiles – it's even easier in eluCad 4.0.

Special requirements? No problem!

The Info Center in Mühlacker is much more than just a showcase for the world of elumatec. Through the broad range of services we offer, including machine demonstrations, consulting and training, customers can be sure of one thing above all: getting sound answers that translate into progress in their everyday affairs.



Entering one of the two long buildings situated immediately after the entry gate puts you right in the middle of the world of elumatec. Users from the world over come here to get an overview of the solutions portfolio and to get to know the global market leader.

A “live” orientation guide

All common solutions and new products can be viewed in the Info Center while some of the large systems are located in the production area next door due to space constraints. The window of time between setup and outbound delivery of the machines is utilized for demonstrations. The show rooms serve to provide customers with an overview of elumatec's diverse solutions portfolio. Side by side, machining centres, double miter saws and small machinery such as corner crimpers, copy routers or measuring systems are presented for viewing. “Our Info Center offers orientation and assistance before purchase decisions. The customer is able to compare different models with one other live and machine sample profiles,” explains Harald Burger, Head of Technical Sales.

The aluminium parts with unusual shapes perched on the shelves in his office immediately catch your eye. Customers have sent in the profiles because they needed a solution for special requirements, reveals Burger. A first glance at some of the parts gives no clue as to whether they are components from a coffee machine, a designer lamp or a shower enclosure. “No matter how tricky the request is, we make every effort to find a solution,” says Burger, underscoring the Info Center's philosophy of giving every customer an answer for their special requirement.

Solution finder and test area for special customer requirements

The Info Center is clearly also an idea factory and a test area. For each customer inquiry, for example as a result of a new job or the expansion of the product range, the Info Center team looks for solutions and gives advice on how a required machining job can be realized punctually, economically and in the desired quality. Usually, it is enough for customers to include a drawing of the profile as a DXF, DWG or 3D model (STEP file) with their inquiry so that elumatec can work out concrete solution suggestions. For complex jobs, a sample

simplifies the process. With his team of twelve experienced specialists from different areas of expertise, Burger examines every possibility and develops ideas as to how the customer requirement can be met, for example, through a certain machine configuration or special profile support blocks.

Technical and business management advice

Once a solution has been found, the customer is invited to come for a test run. Based on sample production on one or more machines, it is possible to get a clear picture of how the implementation of the requirement can work in the practice. Of course, elumatec's experts are always at the ready to discuss technical and business management aspects, thereby safeguarding the investment decision. They also provide tips on applications such as the optimal use of tools. What's more, they point out ways that procedures can be simplified and streamlined using the eluCad software so that the goal can be reached by the shortest path possible. “This multilevel process ensures that the customer gets a solution that makes economic sense, works smoothly and trouble-free in everyday practice and fully meets the outlined expectations,” emphasizes Burger. As a special service to customers who are unable to come to Mühlacker, elumatec delivers the test run to the customer's desktop via video.

Basic training for first-time users and training in conjunction with ongoing production

The Info Center offers training so that users can learn to take full advantage of the performance and features their elumatec machine offers. Operators are given thorough instruction in machine operation, functions and software before installation so that they are well prepared for their everyday tasks with the machine. The two to four-day training programs are designed exclusively for the customer's operations. Users learn how to set up and adjust “their” machine optimally using the sample profiles they bring along. This includes things like selection of the correct routing speed and feed rates as well as creation of the respective control programs on a PC in the training room with a subsequent live test on the machine. But this basic training is not the end of the road: The Info Center team also offers training related to production operations on site at the customer's facility.

Profitable interaction

One highlight offered by the Info Center is the tour through the facility. Here, customers can see the machine of their choice as it is being built and gain a perspective as to how quality “made by elumatec” is already a mainstay of fabrication processes. “Visits like this are an excellent opportunity to interact with customers and to find out what's of key importance to them,” says Burger. In order to provide users with current

information about how elumatec can meet their requirements, the company is extending an invitation to the elumatec Tech-Days 2015, which will take place for the first time from 23-25 September 2015 in Mühlacker.



Info Center & showrooms

In addition to the Info Center at the company headquarters in Mühlacker, showrooms in South Bend, IN (USA) and Singapore present selected items from the solution portfolio.

Appointments

Please contact your technical adviser or send us a message.

www.elumatec.de/unternehmen/blick-hinter-die-kulissen.html

Innovation meets proximity to customers

The cooperation with Stürtz Maschinenbau enables elumatec to shorten reaction times so that customers' requirements can be addressed even more quickly, providing perfectly tailored solutions.



Product manager Armin Dangel and Jörg Breuer, managing director of Stürtz Maschinenbau

PVC customers are in for something good: Because the cooperation with Stürtz has gained great momentum after only one year. "We have already acquired and carried out several international large-scale projects together, including in Russia, China, Poland, Italy and Benelux. The reason is that the combined competence of two strong partners makes us able to offer our customers exactly what they need," says product manager Armin Dangel who promotes the cooperation for elumatec.

First and foremost, he names the product portfolio that is unique in terms of breadth and depth and seamlessly covers every need from the craftsman's business up to highly

industrialized companies. This makes it possible for elumatec to address users' needs even better. The area of sales plays an important role here as its closely meshed network provides customer proximity making individualized support and consulting possible.

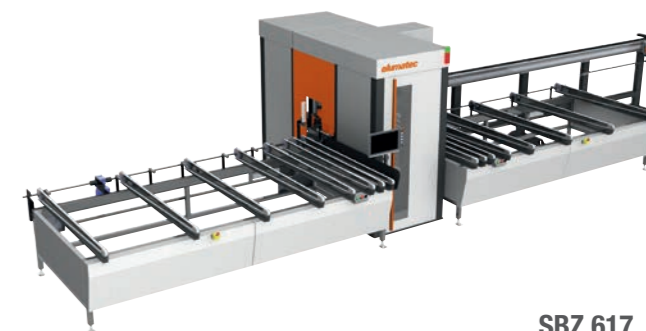
Coverage across regions, with elumatec being represented in over 50 countries through their own subsidiaries and dealers, enables sales to keep a finger on the market's pulse and find out quickly what it is that users need. "This feedback is quickly translated into tailored innovations as we adapt the solutions of a product family to the requirements of the local markets, for example concerning functions and the degree of automation, or we develop new features," says Dangel. Some of the most recent examples are the machining centres and

the welding and corner cleaning production lines. Within only one year, various model versions were developed based on market needs and were launched in the respective markets.

This increase in speed is also the result of regular strategy meetings. At these, the partners discuss key issues such as model policies and the distribution of responsibilities. Concentrating on the respective complementary strengths avoids redundant work processes and creates synergies. This frees up capacities that can in turn be harnessed to take things to the next level. "This cooperation means we can



Turbo Line



SBZ 617

move ahead at full speed. Now, new and ongoing product developments can be implemented in record time," says Dangel.

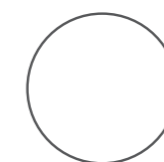
The manager is satisfied with all that has been accomplished so far. But he also has plans for much more. Through constant interaction with customers, the manufacturers of profiles, hardware and software, as well as the integration of new legislation, we (elumatec and Stürtz) will continue on the path we have successfully begun for the benefit of our customers.

Save the Date

elumatec TechDays 2015
23. - 25. September / Mühlacker

Experience innovative solutions. Discover new potentials.

For the first time, we will be making a three-day presentation of our newest solutions and innovations from the areas of aluminium and PVC: The "elumatec TechDays 2015". Obtain information about machines, software, services and the supplemental products of our partners. Experience firsthand live demonstrations and in-depth conversations with experts to find out which solution best meets your requirements and how to make fuller use of your equipment and increase your profit potential.



For further information and to register, please visit the www.elumatec.de/en/elumatec-techdays-2015 website or contact your technical adviser.

Climate protection as a cost brake

Nearly **25%** less electricity and a **13.7%** reduction in heating oil consumption – these figures reflect the results thus far of the energy efficiency offensive at company headquarters in Mühlacker after two years. Even just the thermal insulation and heat recuperation implemented save elumatec significant amounts of energy and associated costs. The waste heat from the compressors in production machinery is used to heat the high-bay warehouse in winter and in summer for producing hot water in the plumbing system.

The use of efficient compressors and continuously monitored compressed air lines also lowers CO2



emissions and operating costs as do the sensor-controlled lighting system and the practice of switching off equipment instead of using the standby mode. A workshop by the Chamber of Industry and Commerce provided ideas for both measures and financing options.

Moreover, the recycling of nearly six tonnes of plastic waste and parts from production as PVC granulate and grinding stock saved 11.725 tonnes of CO2 over the past year. Through further, not yet discovered or implemented measures, the energy and environment team seeks to use energy more efficiently, reduce costs and protect the environment in the future as well.

Strong commitment



Teddy bear Benny helps children in emergency situations.

elumatec supports needy children through participation in the campaign “Trost spenden” (Helping the needy). A teddy bear plays an important role here. The stuffed animal is often able to achieve what grownups frequently are unable to with words: It helps children to get over the initial shock, pain or fear associated with strange surroundings, for example, after a traffic accident, a fire, when transferred to a children’s home or if a child must go to a shelter for women with its mother.

Paramedics report that they require fewer sedatives. The bear “Benny” helps doctors or caregivers to approach upset patients more easily. The initiator of this aid programme is the non-profit organization “Kleine Patienten in Not” (Small Patients in Need) from Achern in southern Germany. It collects donations and organizes charity events to equip facilities such as children’s hospices and hospitals with the comforting animal helpers.

For more information, please see:
<http://www.trost-spenden.de> (German only)

Source: Munich fire department
<http://www.trost-spenden.de/benny-in-der-presse.html>
 (German only)



BAU 2015, Munich (Germany)



New SBZ 628 pass-through centre is a crowd pleaser

The premier of the SBZ 628 was the highlight of elumatec’s trade fair exhibit at BAU 2015, the global flagship trade fair for architecture, materials and systems which took place in January and posted a new record with 251,000 professionals in attendance. The huge video wall on which elumatec displayed the infeed, the rotating machining module with up to eight freely positionable tools, the sawing station as well as the outfeed of the 22 metre long pass-through centre pulled large crowds. They were impressed by the enormous flexibility coupled with a high level of production reliability the SBZ 628 delivers. “We have once again had to increase the originally planned production quantity because of the great demand,” says deputy head of technical sales, Michael Dehm. Further innovations elumatec presented were a concept study for

a new 3 and 4-axis profile machining centre and the 4-axis centre SBZ 137. Both machines enable users to achieve higher output with the same floor space requirement. The new control systems of the 5-axis centre, SBZ 151, and the DG 244 double mitre saw generated great enthusiasm. They make the machining of complex parts even more user friendly and cost effective.

Interest was also high for the demonstrations of the eluCad office software. In numerous talks with customers, the experts from the elumatec subsidiary, elusoft, explained how the new functions of the current eluCad 4.0 software version make operations such as importing 3D models or CSV files, which in turn simplify complex tasks, much easier.

WinDoor-tech by BUDMA, Poznań (Poland)



Award winning trade fair exhibit and gold for the SBZ 151

Two awards were the crowning success earned by elumatec at the WinDoor-tech by BUDMA in March 2015. At the most important Polish trade fair for the construction industry, elumatec appeared for the first time in Poland with its new corporate design. The exhibition stand that was awarded the "Acanthus Aureus" prize for its outstanding design proved to be a magnet for visitors. Many of the professionals in attendance wanted more information on the operating principle and the machining quality of the SBZ 151, SBZ 137 and SBZ 618 profile machining centres, the DG 244

double miter saw, the EP 124 corner crimper and the AF 222 end milling machine. The 5-axis SBZ 151 centre with increased speed and production reliability thanks to new control technology proved to be of great interest as was the welding and corner cleaning line "Turbo Line" made by our PVC cooperation partner, Stürtz. "We conducted in-depth conversations with around 200 companies, of which well over 100 led to concrete inquiries," reported Waldemar Lis, elumatec managing director in Poland. A further great success: A top-class jury of professionals awarded the SBZ 151 the prestigious "Zloty Medal MTP" for its outstanding quality, innovative technology and user-friendliness. The gold medal of the Poznań international trade fair is a distinction of national significance that also receives considerable attention outside of the industry.

Expo Mongolia 2015, Ulan Bator (Mongolia)

A emerging market with strong growth

The Expo Mongolia is an important platform for participation in the growth of this booming Asian country. As has been the case in previous years, the areas of agriculture, infrastructure, energy, mining as well as plant construction and mechanical

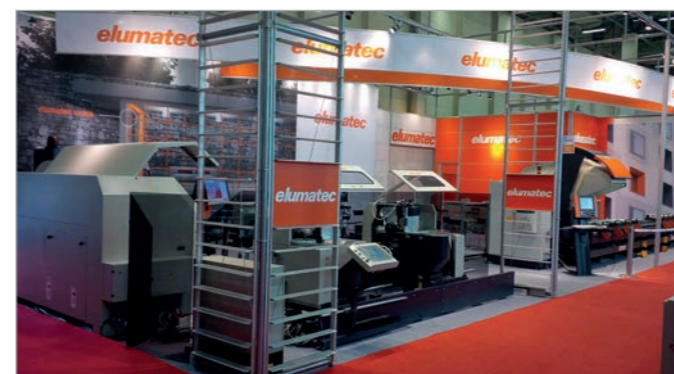


engineering were the primary focus of the three-day trade fair. elumatec presented its product portfolio which generated considerable interest among approximately 2,150 professionals in attendance.

"We had good talks with over 40 companies which could lead to joint projects," said Anton Pivovarov, regional representative for the region of Ural, Siberia, in the Far East and in Mongolia.

Double-digit growth rates in gross domestic product and industrial production, the wealth of mineral resources as well as a government that is actively promoting the country's economic development all make Mongolia an attractive emerging market.

Istanbul Pencere (Turkey)



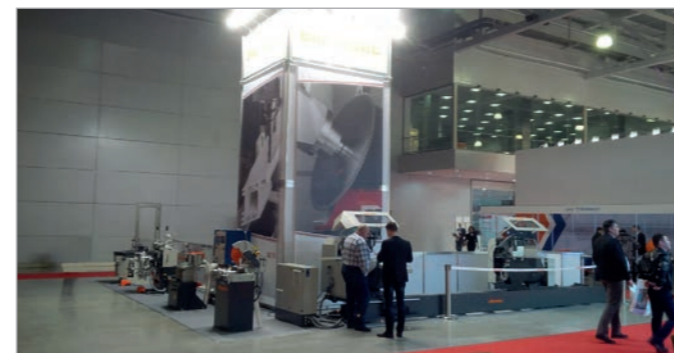
Quality instead of quantity

The most important international trade fair for the window, door and curtain wall construction industry in the Eurasian region once again this year drew over 56,000 visitors from just under 100 countries. Many of them came from rapidly growing future markets, such as central and eastern Europe, the Near and Middle East as well as India, South Korea and Malaysia.

The elumatec stand with its new corporate design drew numerous companies, especially from the area of classic metal construction. As a consequence, the major focus of attention was the 3-axis profile machining centre, SBZ 131 for machining aluminium, steel and stainless steel profiles as well as the DG 244 double miter saw with the new E 580 control system.

The EP 124/20 corner crimper for extra-high profiles also drew a great deal of attention. Further highlights were the SBZ 122 and the AKS 134 notching saw. Although the number of visitors was down somewhat in comparison to previous years, the quality of the visitors and the conversations was so much the better so that we are able to look back on a successful trade fair.

BATIMAT 2015, Moscow (Russia)



Crisis? Let's go for it!

While half of the previous year's exhibitors stayed away entirely due to the crisis in Ukraine and the related poor investment climate, elumatec took advantage of the opportunity to strengthen its market position. "For us, the trade fair was very important to establish and maintain contacts and enter into dialogue with potential customers," said Dmitriy Alekseyev, managing director of OOO "elumatec Rus".

Even though the stand was dimensioned considerably smaller, the machines on display drew the same number of visitors as in the previous year. One reason was that the main emphasis was on the area of aluminium which was in significantly greater demand than PVC.

Visitors focused on the DG 244 double miter saw with the new E 580 control system as well as the two profile machining centres, SBZ 140 and SBZ 131. "Due to the current situation, we do not expect any large-scale projects at the moment, however we were able to discuss very promising smaller and medium-sized projects with potential customers," summarized Dmitriy Alekseyev.



elumatec AG wishes you pleasant summer holidays.

A preview of the next issue

In the next issue, we will report on ways that users are setting themselves apart in the market using our machines and will provide information on our new presence in various different social media. In an exclusive preview, we will introduce to you the concept study of a 3-axis, 4-axis profile machining centre and will take a glance at the future generation of machines.

MASTHEAD

Many thanks to all of our colleagues who contributed to this issue.

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