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Trust. Right from the start!

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Information for our customers and business associates

## Good News: Urban with High Capacity utilisation

**Materials bottlenecks, higher raw material prices and a drastic increase in energy and transport costs: The 2022 business year was indeed a tough one. The war in Ukraine, which has been going on for over a year now, has further aggravated the situation. In addition, there was the weakening of the construction industry, which is expected to continue in 2023.**

"There is hardly a day without some bad news. So I'm glad that we can provide good news about the order situation and our capacity utilisation" says Martin Urban, Managing Partner of Urban GmbH & Co. Maschinenbau KG with headquarters in Memmingen. "Especially in the field of large-scale plants, we have a larger

order backlog than ever before in the 75-year history of our company.

### High-end-Technology

What Martin Urban and his team are particularly pleased about: Despite the difficult conditions for material procurement, not a single large-scale system had to be postponed in production in the 2022 business year.

"We planned with particular foresight and almost doubled the storage so that we always had the components we needed in stock. Here, of course, we benefited from the high level of vertical integration." Moreover, according to Urban, even during the time of the Corona pan-

dem, the order situation internationally was better than expected. "The feared and predicted bankruptcies did not occur, which of course helped the construction industry in general, but also the window manufacturing industry," says Urban.

### In-house Production

Looking to the future, Urban is "cautiously optimistic" because the run on our high-end systems such as CUT welding technology will continue. The trend towards optimising logistics processes will also continue in view of the difficult labour market situation with a shortage of skilled employees. "The investment in automation ensures process reliability

in all areas. And: If you want to retain your workforce or attract new employees, you also have to take the physical strain off your team and make sure that the components no longer have to be carried through production. We offer a wide range of solutions here. These are increasingly in demand" explains Urban.

Looking back, Martin Urban is satisfied with the summer edition of Fensterbau/ Frontale in Nuremberg. "Even though it was an unusual sight to walk through half-filled halls, the response at our stand was very good. The stand concept of becoming somewhat smaller overall was a very good fit. It was not only in Nuremberg that it became apparent: People like to go to trade fairs again."

### Content

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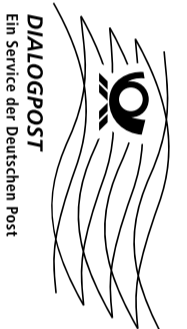
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### EDITORIAL

Dear customers,



*We are already in the middle of the new business year and it has really picked up full speed.*

*Despite the rather subdued forecasts, things are going very well, not only for us but also for our customers.*

*I am very pleased about this because it shows: High-quality windows and doors are just as much in demand as the necessary production technology. By the way, this has been provided by Urban for over 75 years. We celebrated our anniversary in autumn 2022 – unfortunately, with a heavy heart, only internally.*

*I would like to take this opportunity – also on behalf of the Urban family of entrepreneurs – to thank you and your team most sincerely for the trust you have placed in us and for the great cooperation.*

*We are doing everything in our power to ensure that we continue to be your reliable and innovative partner in all matters relating to PVC window and door production. Our slogan: "Trust. Right from the start!" applies more than ever.*

Enjoy reading the latest news.

Yours sincerely, **Martin Urban**  
Managing Partner



Urban technology is in demand. Not only at Fensterbau/Frontale.



## Quite high

...is our new high-rack buffer, offering you completely new possibilities in production. On request, we can even realise this for you as high as the hall.

### Up to 44 sashes

With the new buffer rack, you can decompartmentalise the production process and temporarily store up to 44 sashes. The advantage for you: you do not lose any valuable space in the production environment, but utilise the space in height. This makes the new high-bay buffer the solution par excellence when things get tight in the production hall. So: allow yourself room to move upwards – in the truest sense of the word.

## Even more precise: GLS 300 and the length stop

For glazing beads and ancillary profiles

**This duo really has it all: With the combination of the new four-track glazing bead saw GLS 300 and the also new LAEG length stop, your cutting becomes even more accurate.**

"The new version of the GLS 300 now has a mobile table and a saw blade that not only moves back and forth, but also swivels in between. This speeds up the machining process and offers manufacturers even more precision when cutting up to four glazing beads at the same time," says Andreas Pauls from Sales.

### Fully flexible

Here, the users are absolutely flexible. "There are system providers who work on the glazing bead with a 90-degree angle. These beads can be sawn just as well as special profiles for very flat glass," says Pauls.

Profiles with a height of up to 28 mm are easily accommodated by the GLS 300. In combination with the LAEG length stop, the profiles can be up to 5600 mm long. The special feature: The new version of Urban's LAEG now uses groove plates that are milled into the surface.

### No more bending

"This means that even particularly long profiles and glazing beads can be cut exactly to size at any time. The risk of bending during the sawing process is eliminated by the groove plates," says Pauls.



A great introduction to high-speed welding: the AKS 6350 Vario with the SV 830.

## A new line is putting its foot down: From 120 to 90 seconds thanks to rapid welding

The perfect combination: AKS 6350 Vario and SV 830

**Not only with the CUT technology, but also in the conventional welding process, we focus on further development: The new AKS 6350 Vario from Urban enables precise high-temperature welding in a new record time. The cycle time has been reduced from 120 to 90 seconds.**

This is made possible by

four angled welding heads that work in parallel via servo axes.

### Time saved

"This has two major advantages: It allows us to join much faster after welding, which of course saves time. But parallel welding is also very important for high corner strength," says Andreas

Pauls from Sales. In combination with the SV 830 welding bead corner cleaning machine, the AKS 6350 Vario is an ideal entry-level combination.

The two machines are now precisely tuned to the fast cycle and therefore offer the fast welding mode with an excellent price / performance ratio. Feel free to contact us.

## Goodbye Werner Lindner and Peter Schamne

Two veterans have retired

**We feel honoured: Werner Lindner has spent his entire working life at Urban. Now he has retired after 47 years of service. Just like his colleague Peter Schamne, who had been with us since 1994.**

Werner Lindner's career at Urban began in 1975 with his training as an electrician. As part of Reinhard Kreißl's sales team, Lindner then worked on pretty much all export markets that existed for Urban. No matter if England, Italy, Greece or China.

When the markets in Central and Eastern Europe in particular opened up more strongly at the beginning of the 1990s, this became Werner Lindner's main area of responsibility.



Werner Lindner (on the left) and Peter Schamne.

### Team East

Together with his colleague Peter Schamne, Werner Lindner then formed the Urban Team East.

"For us, it is indeed a great honour as an employer when people spend their entire working life with us. Because

it shows that the employees identify with 'their company' and that we are also friendly towards each other. There is no better compliment," says Martin Urban, Managing Partner of Urban GmbH & Co. Maschinenbau KG.

**Thank you, Werner and Peter, for your loyalty!**



## The SV 800: it runs and runs and...

23 years lie between these two pictures: In October 2000, we celebrated the completion of the 100th welding bead corner cleaning machine of the type SV 800. And it is still running now! At the beginning of 2023, we had the anniversary model with us as a return for a complete overhaul in Memmingen. It was partly built by the same employees as back then and has now been delivered to Sierra Windows. With more than 200 units now installed, the SV 800 is one of the most successful welding bead corner cleaning machines of its class and size.



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

# All freedoms – perfect logistics

Wikka Fenster + Türen is investing in process optimisation

Just over 40 years old and yet more modern than ever: This is exactly how the window and door manufacturer Wikka in the large district town of Waghäusel in the north of the Karlsruhe district in Baden-Württemberg presents itself.

The managing married couple, Melanie Fund-Kröner and Marcus Fund, recently invested not only in a new high-end A-line from Urban

with two AKS-9600-CUT welding machines (six- and four-head) and an SV 840 CNC corner cleaning machine, but also in two distribution buffer systems with an integrated glazing station. The sash buffer has up to 49 compartments and therefore offers enormous freedom in logistics.

"We built a new hall especially for the distribution buffer so that we could position the system opti-



mally and integrate it into the production process. It was important to us that we relieve the burden on our employees in this area as much as possible. In addition, we can now organise the entire production process in such a way that we can load the elements into

the construction site vehicles at the end of the chain, sorted by size. This helps our team immensely," says Managing Director Melanie Fund-Kröner.

### Always on the right side

Great for sash processing: Thanks to the ingenious Urban logistics, the Wikka employees always get the sash delivered to the stop table in such a way that they can immediately start attaching the fittings on the right side. Manual turning of the elements is not necessary.

When it came to welding technology, only Urban's new CUT process came into question for Melanie Fund-Kröner and her husband Marcus. "The invisible groove is the measure of all things for us, because almost half of our windows and doors are coloured. The perfect look is what counts. Urban offers the best solution for this and the fastest

process time overall," says Fund-Kröner. The process optimisation goes even further: "Thanks to the changeover, Wikka can now assemble the glazing beads earlier and not – as before – just before

**Wikka**  
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loading. This also simplifies the process, says Tobias Sontheimer, the responsible project manager from Urban's sales department.



Urban technology ensures smooth transport.



The elements are temporarily stored in the distribution buffer system.

# Start of in-house window production

Montagebetrieb Haß GmbH focuses on Schuster and Urban

From zero to one hundred within a few months. This rapid entry into the world of window construction was achieved by Alexander Haß and his team from Montagebetrieb Haß GmbH based in Schönkirchen near Kiel. The company started eleven years ago as a pure assembly company and has now set up completely new window and door production – with the active support of Urban dealer Schuster GmbH (Pattensen) and Urban's technical sales department.

"It was simply important to me to expand the added value in the company. In addition, we are of course



The AKS 6410/4 from Urban at Montagebetrieb Haß in Kiel.

more flexible overall if we no longer buy in the construction elements but produce them ourselves," says Alexander Haß, founder and Managing Director of

Montagebetrieb Haß GmbH. His company is active throughout Germany and employs 25 fitters.

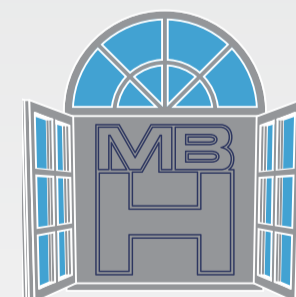
### 15 employees in the production department

Now another 15 employees have joined the team for the window and door production. This is done using a weld-cleaning line from Urban which consists of a four-head AKS 6410/4 and an SV 530-C with a turning station. Bar processing is done by a Thorwesten

machining centre, the glazing beads are sawn by a GLS 200/S from Urban with an LAEG 2600 length stop, the sash stop station has an automatic centring and clamping unit with a punch positioning axis.

"We had really great advice from Michael Schuster and our profile provider Profine. We had already involved our system and machine partners in the architectural planning phase, so we were able to tailor the production hall exactly to our needs," says Alexander Haß. The decision to get actively involved in

window production has paid off for the entrepreneur: "Things are going extremely well for us and we are constantly receiving new tenders. It pays off that we are active throughout Germany



and have excellent networks," says Haß happily.

Currently, the focus has shifted from renovation to new construction. "Previously, we were more involved in refurbishment at a ratio of 70:30, but now new construction definitely accounts for 50 percent of the order volume," says Alexander Haß. The strongest horse in the Haß stable is the Kömmerling 76 MD with centre seal.

**Haß Montagebetrieb**  
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"I am very pleased with the success of Alexander Haß and his team. After all, it is rather unusual for Germany to have someone set up a completely new production facility. It's great that we have been able to support Alexander Haß and his team from the very beginning," says Michael Schuster, who has been managing Schuster GmbH for almost 20 years.

Since the 1970s, the company has been a partner of Urban and thus a constant in the sales and service of Urban machine technology for the PVC window industry. "The accumulated know-how and experience from over 55 years of our close partnership has paid off again in this project," says Franz Herb from Urban's technical sales department, who was involved in the project management from the very beginning.



The GLS 200/S glazing bead saw with length stop.

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

# The combination of old and new

At Nationwide Windows in England, Urban is integrating new machines into existing lines

Process optimisation of a special kind was carried out by our English customer Nationwide Windows & Doors, based in Rugby, which is about 35 miles south-east of Birmingham.

"Together with our English dealer, TMS, we found a

solution to combine the existing production technology with the latest production equipment. This has been super successful and so Nationwide can now use an almost ten-year-old welding-corner cleaning line together with a new line," says Michael Walther from Urban's techni-



cal sales department. It was important to Dan Edwards, the Production Director at Nationwide, that the previous two SV-800 cleaning machines be integrated into the automated production flow.

New components included an eight-head AKS 6610 welding machine and another SV 800, as well as two transport and cooling conveyors that serve as buffers and the STQ swivel table.

### Physical relief

"There is a shortage of skilled workers in England, too, which makes it all the more important for window and door manufacturers like Nationwide to take the physical strain off the team and increase the level of automation," says Walther.



Urban's swivel table relieves the burden on Nationwide staff.



Nationwide uses three SV 800s in Rugby.

When it comes to installation, he says, it's all about the perfect interaction of everyone involved.

"With Nationwide, we have the great advantage that the company has been a loyal customer of Urban and our dealer TMS for a long time. We know each other and can therefore coordinate everything down to the last detail in an uncomplicated way. Especially when mixing

old and new components, everything has to fit spatially, so that the adaptations really fit into the production environment to the centimetre," explains Michael Walther.

Once again, this has worked for Nationwide and the window and door manufacturer now has one of the most advanced manufacturing solutions in the UK. "Nationwide is a real flagship customer of ours there,

offering the most innovative window and door solutions to its customers. Nationwide in particular is making coloured window profiles more and more popular in England. It's great that we can contribute with our technology to the perfect production of these solutions," says Martin Urban, Managing Partner of Urban GmbH & Co. Maschinenbau KG, delighted about the partnership.

## Seamless AluColor windows are a hit at Kipf

Window and door manufacturer from Middle Franconia relies on Urban's CUT technology

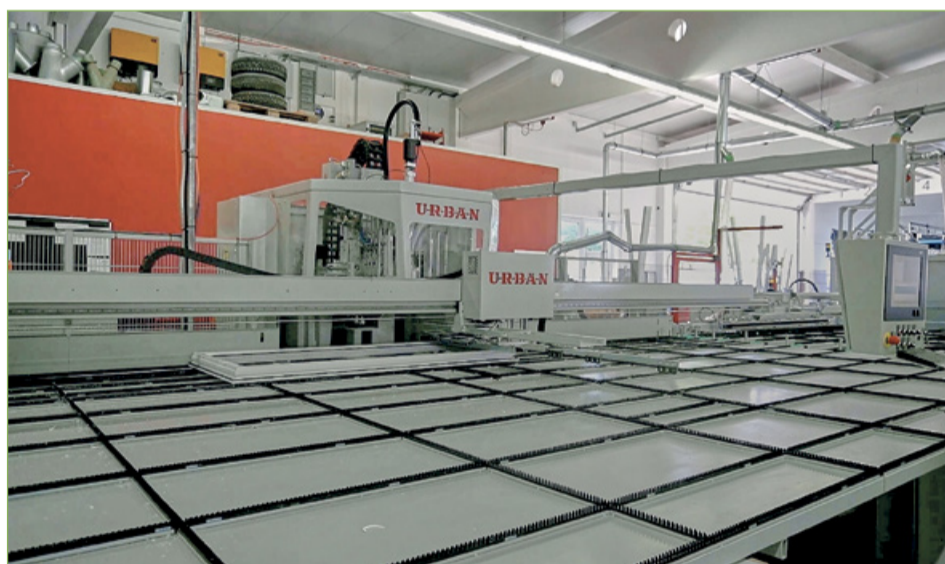
Harmonious fine-textured surfaces with a robust aluminium facing have not only appealed to Friedrich Kipf, but also to the customers of Kipf Fenster Türen Outdoor Living GmbH, based in Markt Berolzheim near Gunzenhausen in Middle Franconia.



The "Kipf AluColor" is manufactured by Managing Director Friedrich Kipf and his team on the latest technology from Urban with the four-head welding machine AKS 9610/4-CUT and an SV 530/4-C welding bead corner cleaning machine.



"The seamless design is simply amazing. It offers our customers absolute added value. We also achieve the seamless look on the inside of the windows, where the



The SV 530/4-C welding bead corner cleaning machine from Urban is the perfect combination in production at Kipf Fenster Türen Outdoor Living GmbH.

wood decor colours are a great, and above all, inexpensive alternative to a wood / aluminium window," says Friedrich Kipf. Private building families are just as much a part of the clientele as property developers, housing associations and architects in the property business. Within a radius of 80 kilometres from Markt Berolzheim, Kipf's 26-strong installation team assembles private orders itself; for larger projects, the radius is doubled. In addition, 14 subcon-

tractors are also active for Kipf Fenster Türen Outdoor Living GmbH, and the company itself employs a total of 80 people.

### First choice

Now, when it came to replacing the existing weld cleaning line, Urban was the first choice for Friedrich Kipf. "When it comes to jointless windows, Urban simply offers the best quality in the manufacturing process. The CUT technology is leading

in this respect and we were also completely convinced by the concept," explains Friedrich Kipf.

Much to the delight of Andreas Pauls from Urban's technical sales team.

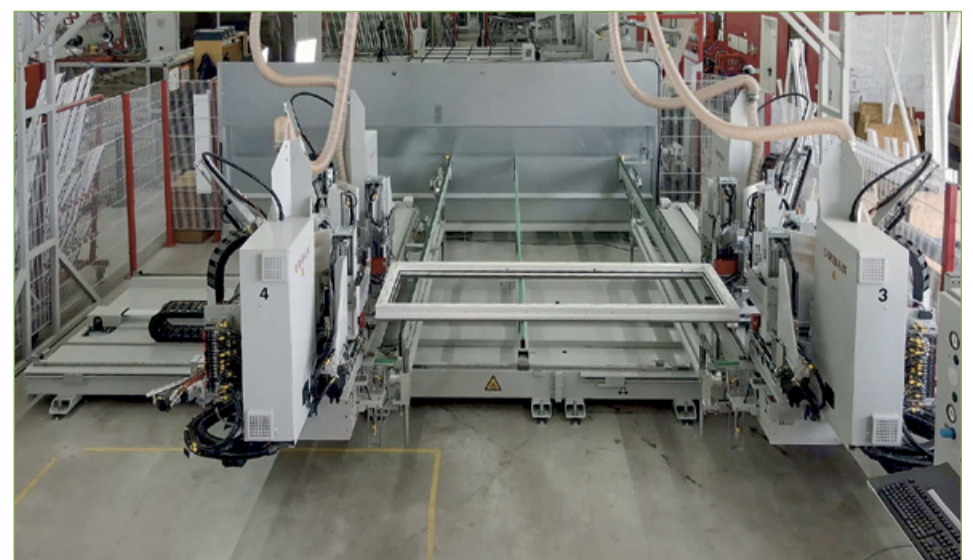
"For us, it is of course great that, thanks to our technological edge, we were able to win the Kipf family and its team as a new customer." The window and door manufacturer from Middle



Kipf Fenster Türen Outdoor Living is supported by Andreas Pauls

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Franconia not only invested in a new weld cleaning line from Urban, but also in a GLS 200/S-4 four-track glazing bead saw with an LAEG four-track length stop.



The AKS 9610/4-CUT from Urban ensures the seamless appearance of the Kipf AluColor.