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Trust. Right from the start!

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Information for our customers and business friends

## ›For 50 years the top partner in PVC window industry‹

On the occasion of the anniversary "Urban – for 50 years in PVC window industry" we spoke to **Martin Urban**, managing partner of Urban GmbH & Co. Maschinenbau KG.

*Mr. Urban, congratulations to the anniversary. Where is your enterprise positioned in the anniversary year 2017?*

**Martin Urban:** I am glad that we also hold in our anniversary year an international top-ranking position and that we are recognized as the market and technology leader. That's clearly our goal. That's exactly our team's commitment - day by day. My father, Josef Urban, and his fellow teammates from the very start did the pioneer work. We are a deeply rooted family enterprise standing on a solid basis. Our greatest asset, however, are our perfectly trained staff members who partly stick loyally to the company for a complete working life.

Moreover, I take pride in saying that from all the suppliers from the very start, Urban is the only remaining solid family owned manufacturer. This creates trust and a feeling of security for our customers when they make their investment decision. They all know that there are no hidden investors behind Urban who just want to make easy money but that a family owned enterprise is involved setting a very high value on trust, partnership and reliability.

*How do you assess the market in Jahr 2017?*

**Martin Urban:** All in all I do not expect any great leaps. At the moment, the window production benefits also in Germany from the current construction boom. However, this is equalized in view of the international level. Because of the Brexit, there won't be any considerable increases on the British market in the next time. On the other side, we

### Interview with Martin Urban

participated in setting-up a big window production plant in Africa with a capacity of up to 2400 window units per day. Also in the USA, we materialized interesting projects for our partners. Due to the fact that we are well represented all over the world, we are generally well positioned so that shifts in the market can be compensated more easily.

Sometimes business is better in the West than in the East, sometime it's better in the South than in the North and then it may be also just the other way round. For us it's simply important to hold a top ranking position on all markets when it's about customers who want to manufacture high quality windows and doors.

*So, a clear "YES" when quality is concerned?*

**Martin Urban:** Of course! That's what's it all about and that's why we are appreciated by our customers. They know that we offer absolute process reliability. Neither customers manufacturing on an industrial level nor craftsmen can take any risks in this regard. We make major efforts in the field of research and development; innovations will be only put on the market once we are sure they are fully matured and ready for practical application. This could be seen

quite well the last time on the occasion of Fensterbau 2016. Well, I don't want to reveal too much for now,



but: We're already preparing the next innovation and this time again we set our focus on highest quality requirements. This only works with new technologies.

*For machine developments you have to spend money.*

**Martin Urban:** Sure enough! But that's an important matter which clearly shows our ambition. In the last few years we invested a great deal of energy in development and optimization of process safety. But our customers do need these new technologies to be able to produce even more efficiently and economically. It's our task to provide our customer with exactly these solutions which they need to be successful. That's what we call partnership and therefore we are successful.

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### EDITORIAL

Dear customer,

*Innovation meets tradition – this applies to our company this year more than ever before.*

*50 years ago, my father Josef and his first fellow teammates developed the first welding machine for the PVC window production.*

*A journey through history appears on page 4.*

*As you will see: With Urban you have the right partner on your side - leading in the past and still today.*

*Also in the name of all staff members, I want to thank you very much for your trust which is the base for the progress we had in the last 50 years and what we are today - an appreciated global player and a reliable partner for the PVC window industry.*

*I am looking forward to having an exciting future with you and I do hope you will keep inspiring our motivated team to continue achieving a top performance.*

*Yours sincerely,*

**Martin Urban**  
Managing Director



*That's how everything started: Success of Urban on the Bau 1970. On the photo - Josef Urban (right) and his customer Karl-Heinz Fackler from Memmingen.*

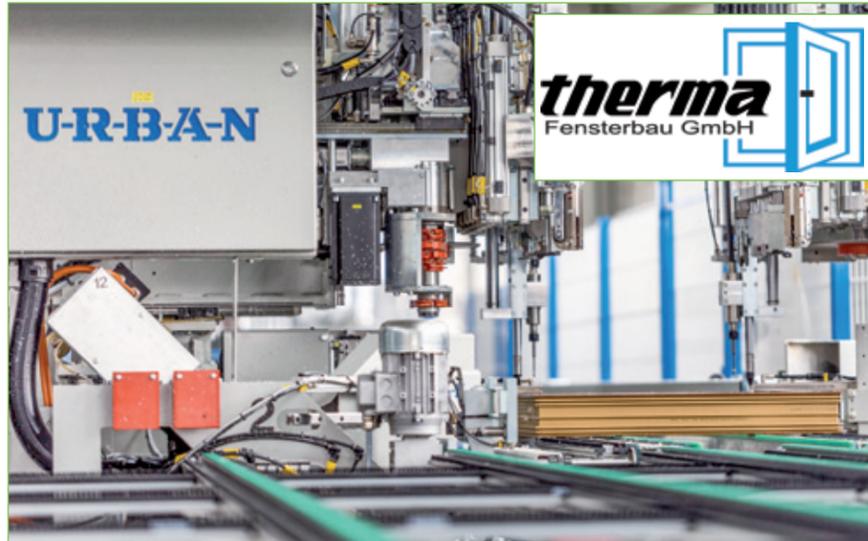
Why do window manufacturers rely on Urban's know-how

## Quick conversion to "Kubus"

therma Fensterbau produces design windows with invisible sash in Bobengrün

Corner strength at the highest level - that's the claim of therma Fensterbau GmbH producing high quality windows and doors in Bad Steben/Bobengrün (Franconian Forst), Weidenberg (Fichtel Mountains) and Tanna (Thuringia). For 40 years now, this company has had faith in Urban GmbH & Co. to be their partner for machinery and with their latest investment in Tanna and Bobengrün, they rely again on the Memmingen based specialist.

"Right from the beginning we are an Urban customer and once you are with Urban you will stay with Urban", says Andrew Horn, pro-



duction manager for both therma plants in Tanna and Bobengrün. Already in the past, the machinery sup-

plier from the Allgaeu turned out to be a reliable partner for challenging tasks such as machining of the popu-

lar acrylic windows. "For corner machining there are no compromises allowed; the result must be perfect



From left to right: Production Manager Andrew Horn with Managing Director Stephan Horn and Jochen Spörl.

without any reworking" says Horn who will now take a chance together with Urban for the next step.

In the Bobengrün based plant, the existing corner cleaning machine was replaced by a new SV 840 from Urban to be ready for the new design profile "Kubus" from Gealan. "We see an enormous potential in the new window generation with invisible sashes. We must be prepared for the market launch and therefore absolutely everything must run smoothly from the technical point of view" says Horn. In addition to the SV 840, the customer's production was extended by appropriate transport and cooling units to optimize their logistics processes.

Implementation and support by Urban GmbH & Co. Maschinenbau KG turned out to be perfect again. "The whole procedure could be

carried out sooner than originally scheduled - that's really great" Mr. Horn is pleased to say. Because of the conversion, his staff members were on vacation but could come back to work sooner than originally scheduled.

Already in summer 2016, the therma plant in Tanna replaced their existing welding-cleaning line by a new four head welding machine AKS 6410 and a SV 840/6 with 13 servo axes. The high quality products are distributed by therma Fensterbau GmbH in Bavaria, Baden-Wuerttemberg, Saxony, Thuringia and in the greater Berlin area. A large part of therma's windows and doors is supplied to dealers and craftsmen. 20% of their turnover is generated via direct sale to private users. Therma Fensterbau GmbH employs altogether 110 staff members at three locations.

## Top-Service during the show

Korean manufacturer Jonah Windows Doors started with Urban equipment in the field of window production.

Even if it's about sausages you are in good hands at Urban. That's the opinion of Ho Keun Ahn, President of the Korean special glass manufacturer Jonah Windows Doors from the greater Seoul area in South Korea.

On the occasion of the Fensterbau 2016 in Nuremberg, the company boss did not only enjoy the machinery quotation he got but obviously the catering offer on the Urban stand as well. "You do not only have the best machines, but also the best sausages", said a smiling Ho Keun Ahn who ordered right on the show a complete starter package for window production con-

sisting of a double head welding machine AKS 3900 and a corner cleaning machine SV 405. The package also contains a double mitre saw DGU 500, a glazing bead saw GLS 200/S, a sash assembly table FAS 250 as well as further extensive accessories.

Ho Keun Ahn's goal is to manufacture high quality windows with German profiles (Aluplast) and hardware (GU) with a capacity of up to 50 window units per eight hour shift. "Urban's the best partner for us" says Ho Keun Ahn.



Group photo in front of SV 405, from left to right: Theodor Hansen (Aluplast-application engineer), Heiko Dietrich, Ho Keun Ahn, consultant T.I. Kim, Sang Ah Ahn, daughter of the owner and a staff member.



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

# Perfect planning

Tritscheler GmbH is moving to a new production hall and invests in Urban-technology

**Tradition is an obligation: As the first specialised company in Lower Bavaria, Tritscheler GmbH in Salzweg (Passau area) had PVC windows in their range of products already in 1967.**

Meanwhile, the leader in sun protection technology attains around 50% of their turnover with PVC windows in the region and the high quality standard is all the more a "must" for this company.

"We have a reputation for good quality products at a good price-performance ratio. This applies to the complete range of products, i.e. not only to blinds and roller shutters but -of course- also for windows and doors", comments Helmut Kilger, head of Tritscheler's department for window manufacture.

**Again, Urban is the best choice**

When the decision was taken at the Salzweg head

quarter to move the window and door production to a completely renovated production hall, Urban's machinery technology was the first choice.

Tritscheler acquired a new four head welding machine, type AKS 6410/4 and a corner cleaning machine SV 530-C with a large turning device, various transport and cooling stations, a sash assembly station FAS 320, the glazing and control unit KV 3750S, a GLS- 200/S glazing bead saw, the electronic length stop LAEG 2600 and sliding tables 18 S 300.



Picture above AKS 6410/4 from Urban, Photo on the left SV 530-C.

"We already bought Urban machines more than 30 years ago and we've always done well with them. At Urban, both quality, service and consulting assistance are ensured. This is also true for the current investment. In this regard, our contact partner Alexander Weirather created for us the best possible concept with integrated rod machining and perfect logistics" says

Kilger. The special challenge at this new investment was not only the high corner strength to be ensured at an absolutely proper corner cleaning result, but also the turning station to handle large elements with a length of up to 3500mm.

"After moving to the new premises and after the conversion, we can manufacture more flexibly than

before without any loss in quality. Tritscheler GmbH employs 45 staff members in Salzweg and almost one third of them are working in the field of window production. Moreover, 120 staff members are working in the independent Tritscheler Rolladen- und Sonnenschutz GmbH being located 40km away in St. Marienkirchen (Schärding area, Austria).



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# Productivity increased

Investment in logistics at Windor Fensterwerk GmbH also reduces strain on staff members

**Windor Fensterwerk GmbH based in Bleicheröde (Thuringia) is glad about their 15% increase in productivity. Managing director Wolfgang Trinczek invested in the last few months one million Euros in a hall extension and in logistics optimization.**

"It was of utmost importance for us to optimize the element handling and to red-

uce at the same time the physical strain on our staff members. Both tasks had been perfectly accomplished" comments Trinczek.

**New construction after fire**

Special feature: For optimizing their frame destacking, Trinczek made his choice for a partly automated solu-

tion with hydraulic and lifting devices.

Frame buffer, destacking shelf ASR as well as glass shelf GLR for a perfect window pane logistics were supplied by Urban again. Already in 2011, Windor in Bleicheröde had restored their complete manufacture which was upgraded with Urban equipment. The production hall had to be extended to optimize the



Picture above glass shelf GLR, Photo on the left destacking shelf ASR by Urban.

logistics processes. This was materialized by means of an extension of around 500 m<sup>2</sup>.

"With the new logistics concept we succeeded in optimizing the processes ensuring that each staff member

can do his/her job independently in the field of frame and sash machining without having to wait for the colleague's transfer. That's the way how the manufacturing process was speeded-up considerably" says Trinczek.

Windor Fensterwerk GmbH produces more than 100.000 window units and front doors made of PVC and aluminium per year. The company serves around 350 active customers and distributes their products exclusively via specialized trade firms.



**Die Windor Fensterwerk GmbH supported by Fred-Karsten Karl**

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## Anniversary Page by Urban



Welding in the past: AKS 4200 in 1973



Welding today: The current AKS 6900



Corner cleaning in the past: SV 300 in 1975



Corner cleaning today: The current SV 530

## Partner of the PVC window industry for 50 years

Milestones - development of Urban Co. and their machinery - an excerpt

**1967**

After receipt of the order for a prototype, Josef Urban and his team start developing the first automatic welding machine for PVC windows.

**1970**

In comparison with the first prototype, there is a significant modification: Machines are provided with pressure cylinders. Josef Urban presents one of these new machines on the BAU Show in Munich. A great success - a first lot of seven machines is sold right on the stand.

**1972**

Urban developed the first double head welding machine for windows with a wooden core and PVC coating. This kind of window was cheaper than a solid PVC window and is still used today.

**1973**

Type AKS 4000 is launched on the market. Moreover, Urban develops the new single head welding machine, type AKS 3000 for angle and transom weldings.

**1974**

Urban develops the first automatic corner cleaner - the SV 1000. Improvements are incorporated right away in type SV 500 and SV 200 being new machines as well.

**1975**

There is a further technical development and Urban presents with type SV 300 the first corner cleaning machine provided with flat cutting knives and cutting knife block or cutters for the outer contour of the window.

**1978**

On the occasion of the International Crafts Fair in Munich, Urban Co. was awarded a gold medal by the Bavarian Minister-President for their corner cleaning machine for PVC windows. After that, Urban Co. advanced very quickly to become a top manufacturing enterprise. The demand for innovative machinery from Memmingen is permanently increasing - the high quality machines are very popular with customers.

**1982**

Urban is expanding - in Forchach (Tyrol) Urban Co. inaugurates the first production plant outside Germany.

**1983**

Automation becomes more and more important and Urban develops the first CNC controlled corner cleaner - model SV 600.

**1987**

With the AKS 1400, Urban finally laid the foundation for automation. With this vertical four head welding machine, it was possible for the first time to transport the windows automatically into the corner cleaner. The initial start of Urban's welding-cleaning line. In 1987, Urban founded the first sales and service affiliate in North America.

**1989**

Urban's next novelty: With the SV 800 Urban Co. developed the first four head corner cleaning machine on the market.

**1990**

The SV 480 by Urban is the first single head corner cleaner of the 400 series with patented turning technology.

**1992**

Another production plant in Fredericton, Canada, is established.

**1993**

With the SV 610, Urban developed a resilient CNC controlled corner cleaning machine.

**1995**

From now on, the corner cleaners of the SV 400 series benefit from the CNC control.

**1996**

Urban rounds off the range of products and serves newcomers on the market with the SV 280 as well as with welders AKS 4010 and 1020.

**1999**

Urban starts dealing with automation in the field of hardware assembly. For this purpose, they develop the FBA 2500 sash assembly station.

**2001**

Urban develops the most successful corner cleaning machine ever: The SV 530 being still today the absolute hit - even in its 5th generation! In the meantime, around 1500 machines of type SV 530 have been sold all over the world.

**2002**

The logistics field becomes increasingly important, automated handling equipment appears on the scene.

**2003**

Peter and Martin Urban, the sons of company founder Josef Urban, become managing directors and later

on also the third brother, Thomas Urban.

**2004**

Urban develops the glass bonding station.

**2005**

Urban starts with its own logistics in relation with its company's own IT.

**2006**

Now Urban develops the welding machines of the AKS 6000 series which are continuously further advanced in the following years.

**2007**

The logistics sector is expanded consequently.

**2009**

Further development by Urban of the horizontal welding technology which is extended to up to eight welding heads at adjustable profile stop bars.

**2010**

Urban had a big hit by developing the SV 840 corner cleaner with two machining heads that can be provided optionally with seven or thirteen servo axes offering a multitude of tooling positions.

**2012**

Double anniversary. Urban celebrates the 30th anniversary of Urban GmbH in Forchach, Tyrol and the 25th anniversary of Urban Machinery in Cambridge, Ontario, Canada.

**2015**

Urban presents the new Vario Cut welding procedure with type AKS 6600 Vario allowing totally new surface qualities at welding.

**2017**

50th welding anniversary: This anniversary is the start for new technologies.

### 30th anniversary of Urban Machinery

**An anniversary "rarely comes unaccompanied" and thus Urban had a few reasons to celebrate in 2017: Urban Machinery exists for 30 years now which is a successful enterprise in North America on two Canadian production sites - in Cambridge and Fredericton.**

"Thanks to our dad's vision to position the enterprise as broadly as possible, we finally took the chance to go overseas. He actually was the first who recognized the potential of the market; then he started with business activities there. This paid off as we are now the manufacturer in North America with the longest experience" says Thomas Urban, Managing Director of Urban Machinery in

North America. Thomas Urban and his team are particularly glad to see that a great part of the employees in Fredericton and Cambridge belong to the Urban family for more than 20 years. They definitely contributed their share to make sure that the North American sites had an independent and successful development.



Urban Machinery in Cambridge, Canada