

Precision levelers for parts · Cut-to-length and slitting lines · Press feeding lines · Coil preparation lines for roll formers

The trend toward internationalization ARKU joins automotive industry growth in China and America



Also the fine blanking experts Feintool US rely on ARKU feeding lines

Baden-Baden, Germany – The global automotive market continues to gain ground. European manufacturers and suppliers expand to North America as well as emerging markets such as China. Many suppliers are bringing ARKU along as a strategic and reliable partner. ARKU has sold large capacity coil-lines to Asia and North America as well as Europe. Those machines are installed at renowned companies such as

Kirchhoff Automotive and LuK. The road toward expansion has not always been smooth though. “It’s not easy for a medium-sized company such as ARKU. Internationalization ties up resources and funds,” explains Albert Reiss, ARKU’s president and owner. Despite that fact, ARKU now has more than 35 representatives worldwide on all continents. ARKU’s focus on China and North America

led to opening sales and service offices in those countries. ARKU also operates a state-of-the-art Leveling Center in Cincinnati (opened in Spring 2010), where clients can conduct leveling tests on five different part levelers. Or, they can have parts leveled on a contract basis. ARKU is also present in China. Besides a close cooperation with the sales agency Swisstec, ARKU offers its own local

customer service that is appreciated by customers. “We want to have an optimal combination of German and native employees,” Reiss explains, “Those with technical knowledge and a connection to our headquarters as well as local technical experts. It means we can serve our customers in their mother tongue. Local employees are important because they know the culture and conventions. We can only be successful with a



New channels to the user

Our new Internet portal (LevelingRollers.com) has been online for the past several weeks (please read our article on page 3). Our goal is to be a resource for machine operators throughout the entire lifecycle of their leveling machines. It will be especially beneficial for leveling machine operators to learn more about defects and maintenance. The entire lifecycle includes: capacity decisions, use, maintenance, repair and optimization of leveling roller performance. We hope this expert site will make it easier to contact us as well as other users. Please feel free to share your comments on our forum at www.LevelingRollers.com.

ARKU President Albert Reiss

Customer-portrait:

**QUADRUS
Metalltechnik
GmbH**

Schmidgaden

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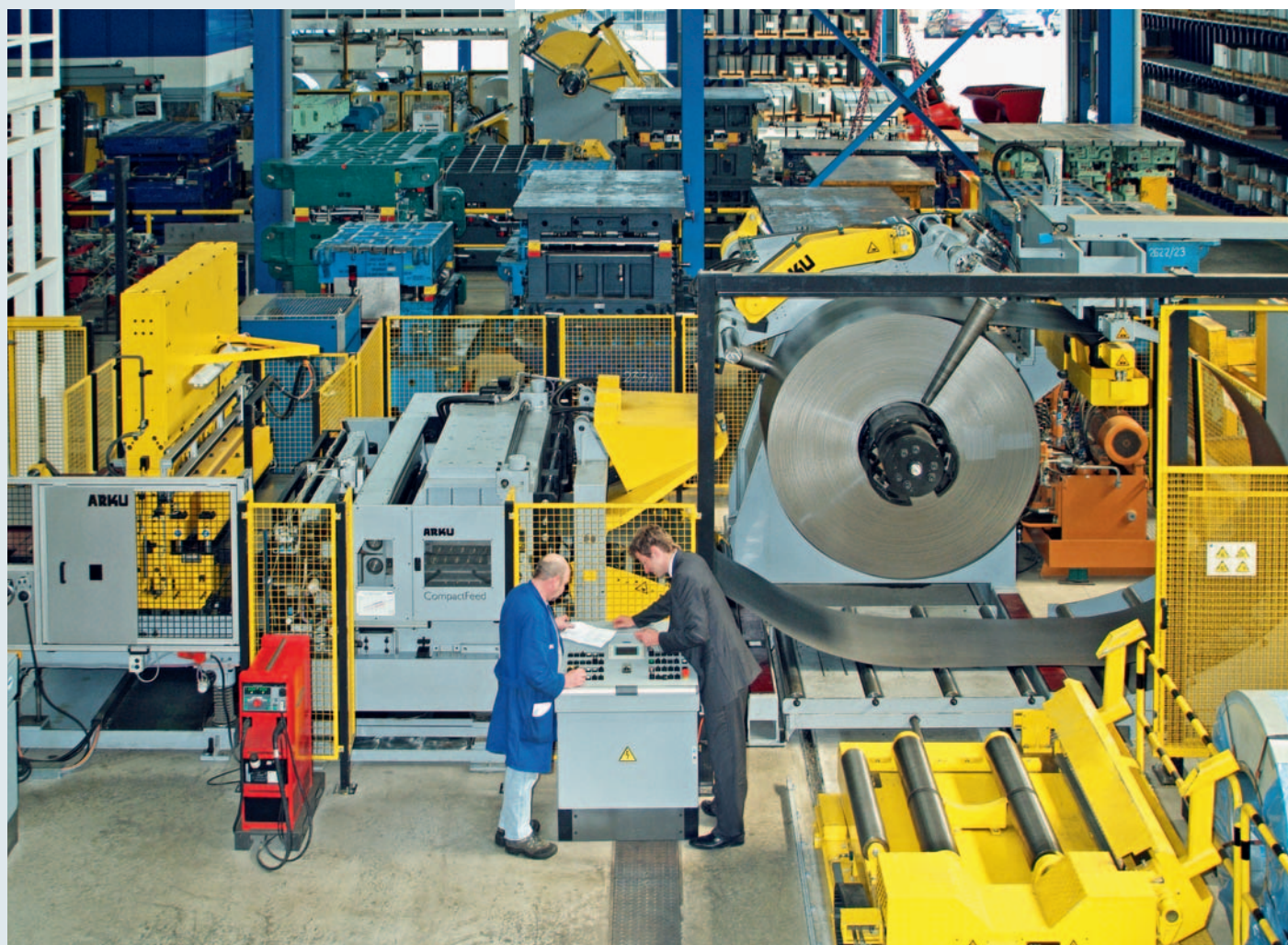


‘balanced’ staff,” Reiss concludes. Statistics prove him right – more than 50 percent of ARKU’s business regularly comes from foreign countries. Now on the international stage, ARKU is also participating in the ICOSPA Congress, taking place September 18 – 21, in Aachen. ICOSPA is the largest international convention of the sheetmetal forming industry. ARKU’s Jürgen Metz, business segment manager for press-feeding lines, and Tobias Christoph, marketing manager, will be available for discussions about leveling technology. ■

Feeding a big press - with lean manufacturing

Weldomatic® and CompactFeed® improve manufacturing processes at Griwe

The ARKU coil-line feeds a 2500-ton Link-Drive-press



Westerburg, Germany – When it comes to plant operations, time is essential to ramp-up capacity. Reducing unnecessary steps can be vital to success. No one knows that better than Roman Löw, plant manager at Griwe Innovative Umformtechnik in Westerburg. “We need highly efficient equipment designed to work according to our lean philosophy,” says Löw in describing his production

equipment requirements.

Griwe has depended on ARKU coil-lines for more than 20 years to improve operations. By implementing lean production principles, the company now is a Tier One supplier to leading car manufacturers such as VW, BMW, Audi and Daimler. Last year, Griwe purchased a new press line to improve future production efficiency. The core is a 2500-ton Link-Drive-press,

installed next to a nearly identical press. ARKU delivered a compact coil-line with coil-end Weldomatic® welder and a CompactFeed® leveler for coils up to 1600 mm in width. Thomas Schmidt, Griwe’s plant technical manager, believes ARKU’s Weldomatic®, a slightly modified coil-end-welding machine, is key to reducing bottlenecks. That is because Weldomatic® significantly reduces coil-change time. “We weld the ends of the old and new coils, thus, reducing threading time so we can work with little interruption,” Schmidt explains.

The ARKU CompactFeed® leveler has nine stable and one shiftable leveling rollers (10 total) with 65mm in diameter and is designed to level high-tensile materials. The shifting tenth leveling roller allows leveling deformations contrary to coil-set or, if needed, to insert selective bending contrary to the usual bending. “We work well with ARKU in every way. Their pricing is competitive and the quality corresponds exactly to what we expect,” says Löw. “Plus, they offer very good customer service.” ■

Successful ISO Re-Certification and New Certification

ARKU Germany successfully renewed its ISO 9001:2008 certification. And ARKU Coil Systems Inc. in Cincinnati, Ohio passed its first audit straightaway. The auditors commended innovation, product quality and the employee management.

ARKU-Ticker ➤

"Well done!

Very informative and clearly arranged."

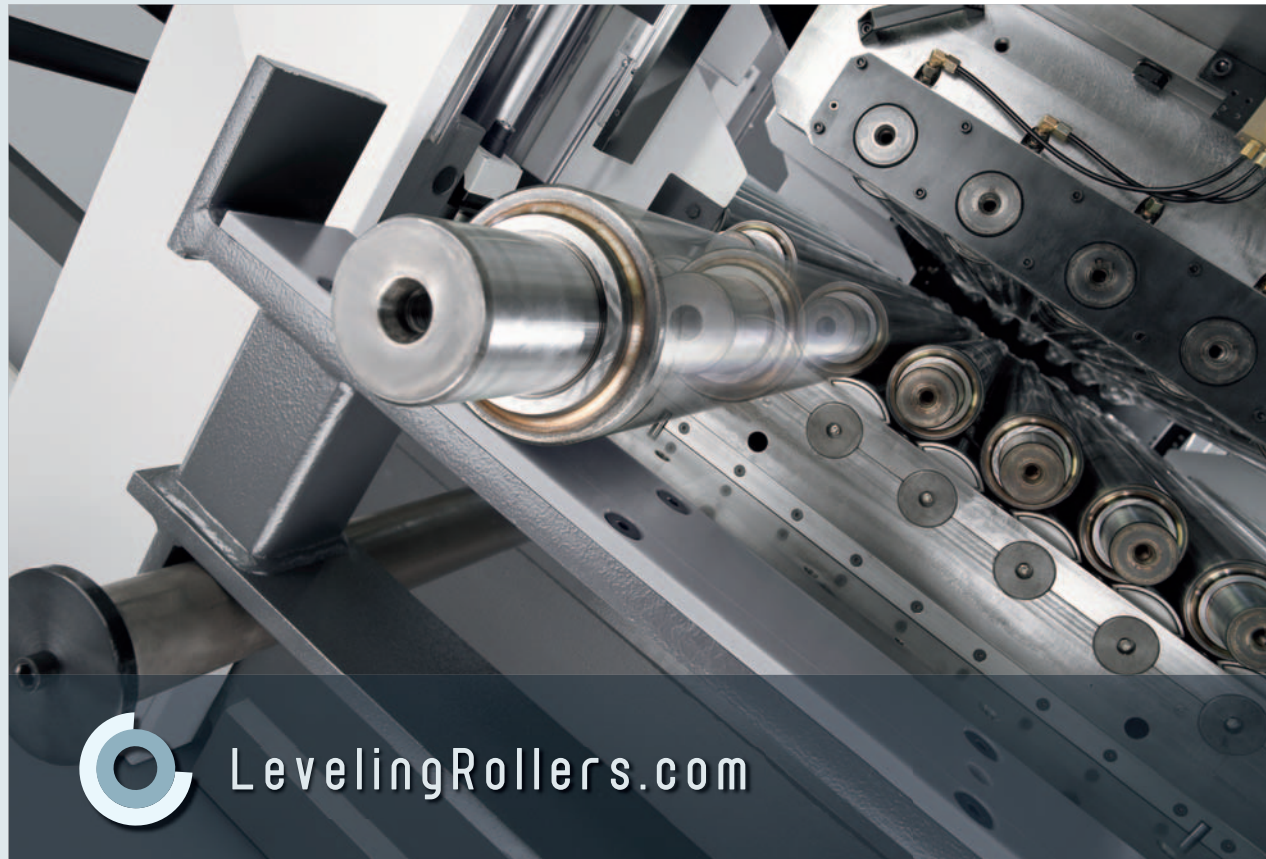
Feedback for our new website
LevelingRollers.com

Baden-Baden, Germany – There is no doubt that nearly every production manager or maintenance manager has asked: When does a part wear out and need to be replaced? Customers often pose this question to ARKU Services Manager Hans-Peter Pflüger. "Working

on our daily service inquiries," states Pflüger, "we realized that there are many unanswered questions and missing information about leveling technology maintenance." As a result, ARKU announces the newest leveling resource – LevelingRollers.com. This is the first and free technical-scientific online expert portal for all service issues regarding leveling technology.

LevelingRollers.com users can upload pictures, movies and audio files of their maintenance problem. The ARKU expert team will analyze the problem free of charge and quickly contact users with options.

An expert forum is scheduled for implementation in September 2011. ARKU's goal is to improve the dialogue about service issues in leveling technology through the new expert portal. Ideas and feedback are highly appreciated and welcomed to info@LevelingRollers.com. Learn more at www.LevelingRollers.com. ■



LevelingRollers.com

After registering, visitors find best-practice examples, a picture gallery of damages and examples of misuse. There's also a measurement protocol for leveling rollers. Excerpts of the well-renowned, business-approved technical book "Leveling

with Roller" Levelers by Dr. Ing. Horst Bräutigam are also provided. LevelingRollers.com users can upload pictures, movies and audio files of their maintenance problem. The ARKU expert team will analyze the problem free of charge and quickly contact users with options.

More output for cut-to-length lines

The ARKU Rotary Shear

Baden-Baden, Germany – Rotary shears are progressively used in cut-to-length and multi-blanking (combined cut-to-length and slitting) lines. This technology allows a continuous cutting process and thus higher coil speeds. Coil lines with integrated rotary shears achieve significantly higher output than

conventional start-stop, cut-to-length lines. The reason? Lines must stop for each cut. A continuous and fluid process also allows users to work with surface-sensitive materials. Such materials include coated sheets, where surface marks cannot occur during the work process.

One major advantage of the new ARKU rotary shear is its quick and easy maintenance. The knives can be extracted



The developer team Armin Frauenkron and Christian Hartmann

sideways due to a new knife-changing system. As a result, the rotary shear can be adjusted in minutes for changing coil materials. Constant, high-cutting quality is guaranteed by the cutting gap adjustment of the parallel-arranged knives. The adjustment is fully automatic and takes only seconds for each sheet thickness and material

strength. The rotary shear demonstration machine at ARKU has a capacity from 0.5 – 4 mm thickness and widths from 300 – 2,100 mm. The maximum coil speed is 100 m/min. The new shear can be inspected and tested at the ARKU Leveling Center in Baden-Baden, Germany. ■



July breaks record for contract leveling in USA

With five months left in the year, there has never been so much contract leveling in Cincinnati. Since opening the leveling center April 2010, orders have increased continuously. It now takes four service members to handle the precision levelers serving the clients of North America as fast as possible.

FlatMaster® 55 goes to India

ARKU delivered another precision leveler to India in July 2011. The FlatMaster® 55 levels prefabricated parts of large automobile painting lines. With this sale, ARKU continues its successful market development in South Asia.

ARKU's young talent in training

Baden-Baden, Germany – This September, ARKU welcomed five new apprentices to the company. These five students bring the number of trainees to 13, ARKU's largest "class" of apprentices and students in its history. ARKU's apprentice program is designed to offer a first step into

students learn the basics of installation and implementation." Then, the students run their own projects in the mechanical construction and automation division. By doing so, the students benefit from the experience of fellow long-time colleagues.

One highlight is the annual



ARKU welcomes the new trainees

professional work life for some. For others it's a chance to test the theoretical. "From the beginning, ARKU trainees are involved in the day-to-day production process," reports Sascha Hutzler, head of education. "Starting with the Leveling Center, stu-

team-training program held offsite. "It's a way of everyone getting to know each other," says Hutzler. Explains participant Marcus Stößer, "All of the different groups working together results in everyone focused on the same goal." ■

Personality

Artur Reiss celebrates 80 years

Baden-Baden, Germany – Artur Reiss looks back on an eventful 80 years as the son of ARKU's founder. His apprenticeship began in 1946 as a sheet-metal worker and fitter in

warm air heaters, and basement fuel tanks. By 1966, the company had produced its first leveling machine. After his 65th birthday Artur Reiss finally retired from daily business. He passed ARKU to his son and the current president, Albert Reiss.

Besides passion for his business, Artur Reiss was also a passionate equestrian. A devoted rider and horse breeder, Mr. Reiss spent many nights in the stables with his foals on his horse farm. But this hobby became very exhausting in the long run. He relinquished his horse farm in 2008 and now stays fit by swimming regularly.

With passion and energy Artur Reiss led ARKU to its position as a world-renowned leveler manufacturer. We wish Artur Reiss all the best for his 80th birthday, but most of all we wish him good health and happiness! ■



the family company in Baden-Baden. In 1955, after earning his master craftsman's certificate, Artur Reiss took over the shop from his father. Soon ARKU began to produce sheet-metal parts for cockle stoves,

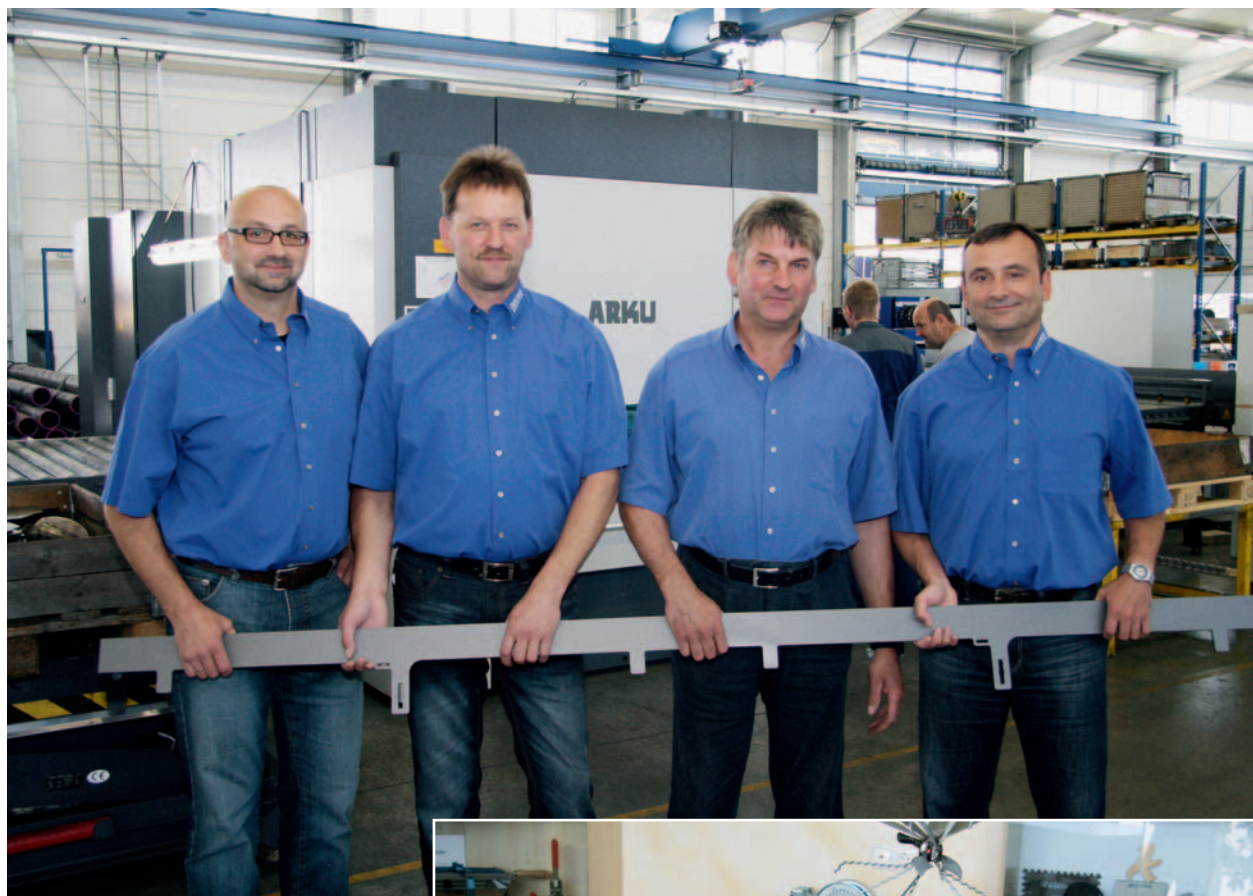
Selecting the right tool for the job

FlatMaster® 80 eliminates bottleneck at QUADRUS

Schmidgaden, Germany – Anton Prüfling has learned that every sheet metalworking company needs its own precision leveling machine. Prüfling is one of four managing directors at QUADRUS Metalltechnik GmbH, a Schmidgaden-based

along with Anton and Werner Prüfling. These two sets of brothers have steadily grown Quadrus's capacity. They've built its reputation by offering the highest quality and on-time delivery. Now with 160 employees, QUADRUS is one the lar-

nufacturers, with press brakes. Leveling those rings was time consuming since every ring had to be leveled several times until they were flat again after laser-cutting." As a result, he says, the press brakes were leveling materials for long time periods. That meant Quadrus was unable to deploy the machines for sheet bending jobs. After juggling the press brake production schedule for three years, Quadrus invested in an



The founders and general managers of Quadrus (from left to right) Markus Gsödl, Werner Prüfling, Anton Prüfling, and Alois Gsödl

(Bavaria) contract manufacturer. "Having an onsite leveler increases productivity and profit," Prüfling explains. "Shops such as ours usually process small batches with differing materials and thicknesses. After leveling, we don't need to worry about eventual distortions. It allows us to work with optimally flat and stress-free sheets and blanks that makes subsequent steps such as bending and welding, much easier."

Quadrus was founded in 1998 by Alois and Markus Gsödl

gest employers in the district of Schwandorf in Bavaria.

But there were growing pains for the rapidly expanding company. Prüfling explains, "Before we added the FlatMaster® 80, we leveled large parts, such as the rings we produce for construction machinery ma-

ARKU precision leveler. With the ARKU FlatMaster® 80, Quadrus eliminated the bottleneck. And, it couldn't be easier to operate and maintain.

Now, all leveling work is done quickly and reliably by the ARKU FlatMaster® 80. Installed at the end of 2010, the ARKU FlatMaster® 80 runs two shifts per day. And the press brakes are able to do what they do best, bend sheet metal. ■



Deformed part after laser-cutting



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