

Company

ARKU makes its supply chain more resilient

Investments and increased personnel safeguard our delivery capability.

Baden-Baden (Germany) - The shock was profound: Three out of four German machinery manufacturers sometimes could not deliver on time. According to a survey by the Ifo Institute, the manufacturers lacked materials and components. ARKU has taken decisive action in reaction to these circumstances.

"Since Corona, the supply chains have been strained. This also disrupted our project management and delayed ma-

The situation became exceptionally stressful for employees because the "detours" in parts procurement are costly and labor-intensive. Thus, tracking the schedules continues to demand a lot of time. ARKU has invested in a new ERP software to better monitor parts supply and help alleviate this problem.

In addition, Hellriegel and his team have been tackling multiple issues simultaneously. ARKU has been paying in

electrical components can often cost five to ten times the normal price.

ARKU continues to adapt to the problematic procurement situation

ARKU has hired additional staff to monitor the scheduling and seek alternative procurement options for critical components to cope with the situation. "We communicate far more with our suppliers," says Tim Bertsch, Purchasing Manager at ARKU. "A close

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The shortage of skilled workers and materials challenge us

The shortage of materials and skilled labor has become the new reality for all machine manufacturers since the advent of the Covid crisis and the Ukraine war. We can no longer simply assume that we will have access to a functioning supply chain. Every employee who retires or leaves the company leaves behind a gaping hole. We are making every effort to return our delivery capability back to ARKU's familiar high standard. That is why we have made every effort to strengthen our technical and purchasing staff. In the process, we have successfully recruited numerous young employees. Nevertheless, Rome was not built in a day and progress takes time. We have to give our colleagues time to find their footing. In general, the process sometimes demands more patience than we have needed in the past.

Being a family business, we have the will to remain persistent. We are pleased to see that many of our regular customers have been understanding and remain loyal to us. Now that the progress is becoming visible, it confirms our course. We are moving forward!

Albert Reiss
President & CEO



What is still missing from this machine, and where can we get the parts? Questions like these keep Tim Bertsch (left), Purchasing Manager for coil lines, and ARKU Purchasing Director Andreas Hellriegel even more on their toes than usual.

chine deliveries," reports Andreas Hellriegel, Purchasing Director at ARKU. "A shortage of steel was followed by a shortage of electronic parts. Even today, we continue to experience one or two surprises. However, we are now better prepared to handle situations like these."

At times, completing the machines resembled a complex puzzle game.

advance to acquire critical components: The purchase order for these components is being issued while the engineers are still designing the machine. Today, ARKU keeps more parts in stock than in the past to compensate for fluctuating delivery times. ARKU also uses alternative procurement sources when a machine requires a specific part for completion. However, this can be highly expensive: Because of the scarcity,

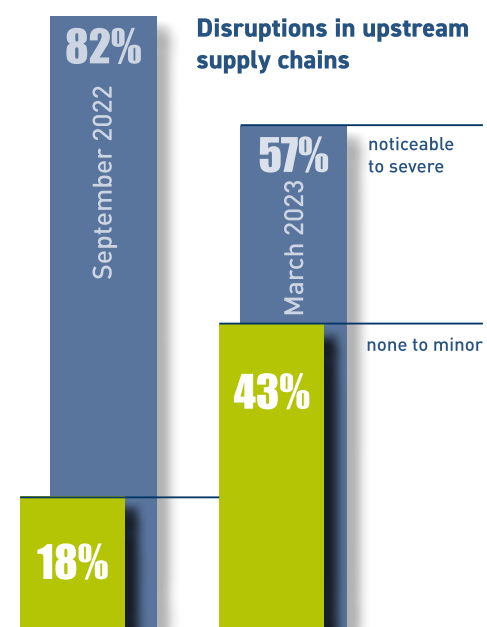
and cooperative network with suppliers and customers is helping us to regain control of the situation. We have also received tips from customers about which sources still have specific components."

The industry's supply capabilities have since improved. According to a survey by the VDMA (Machinery and Equipment Manufacturers Association), almost

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every machine manufacturer was affected by supply bottlenecks during autumn last year. In contrast, 57 percent



The inventory needs to be as high as possible to compensate for when suppliers cannot deliver. In line with this, ARKU is also investing more in the stocks and storage.

of the companies surveyed stated that they were still suffering from “severe” supply bottlenecks in March 2023. As such, ARKU’s purchasing department’s situation remains somewhat tense.

Close cooperation between customers and suppliers will remain crucial in the future to enable the company to rapidly

react to problems. Because the danger of further disruptions in the global supply chains has not disappeared. That

is why ARKU continues to monitor the situation closely.

Leveling & Deburring

Record orders push capacity limits

The steel fabricator Heimann handles the flood of orders through investments.

Olbernhau (Germany) - Ever-increasing orders have brought Heimann GmbH & Co. KG to the limit of its capa-

bilities. Fortunately, the steel fabricator successfully tackled these challenges with new machines from ARKU. Whe-

ther machine components, steel halls or other steel constructions – “We do almost everything related to heav-

ier and larger steelwork,” says Felix Heimann. He runs Heimann GmbH & Co. KG with his brother Christian and his father, Norbert Heimann. The company began optimizing its sheet metal division to increase production capacity and quality.



The way things should look: Christian Nau, ARKU Sales (left), Managing Director Norbert Heimann (second from left), Tino Krauß, Production Manager in the Sheet Metal Cutting Department (second from right) and Managing Director Felix Heimann (right) examine the leveled part.

The decisive tip came from a business partner. In the process, Heimann purchased two machines from ARKU: a FlatMaster® 120 leveler and an EdgeBreaker® 4000 deburring machine. Mainly because ARKU made a solid impression and Heimann felt well advised, the contract was awarded to Baden-Baden. „Initially, we were interested in the leveler and discovered that ARKU also manufactures deburring machines. ARKU then put together an attractive package,” reports Heimann.

The steel fabricator benefits in a number of ways. Since the leveling process is quite fast, the FlatMaster® still has spare capacity. That is why Heimann also offers cut-to-size and contract leveling. In addition, the company is also capable of manufacturing welded assemblies with precise tolerances.

Deburring. Leveling. Parts handling.

From the 8th to the 12th of May 2023, we are opening our doors once again. Whether you are already a user or simply interested, we cordially invite you to our Leveling + Deburring InfoDays in Baden-Baden!

Missed the event? No need to worry, our doors are always open for visitors! Feel free to stop by anytime. Our experts will be happy to advise you either in Baden-Baden or online. Call us or send us a message marketing@arku.com

Deburring

A deburring machine for the fiber laser

DAWO trusts in automation for deburring.

Mattighofen (Austria) - Quick and high-quality: The DAWO Group has enjoyed a reputation as a reliable supplier on the market for more than 25 years. In addition to powder coating, DAWO also offers contract manufacturing for sheet metal products ranging from individual parts to series production. Where speed is crucial, the company can even complete manufacturing jobs within 24 hours. As CEO, Wolfgang Dattendorfer and his team are constantly working to improve the production processes and the quality of the parts, they have chosen an EdgeBreaker® 3000 from ARKU.

Due to its ability to process large quantities quickly, a double-sided system has been selected. "We can now offer our customers clean parts quickly," he says. Given that the company has its own powder coating department, the experts at DAWO understand just how important rounded edges are. "We recently expanded our CO2 laser cutting machines to include a fiber laser. The-

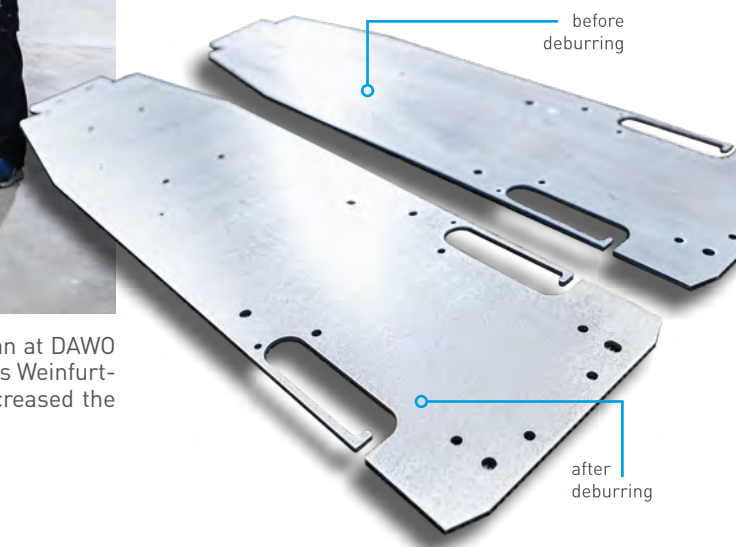
se additional capacities also enable us to deburr even more parts and round the edges. The ARKU machine is the

perfect solution for this job," reports the CEO. "We have increased the overall level of quality," says Dattendor-

fer. Thanks to the EdgeBreaker® 3000, DAWO no longer has to perform manual reworking. This frees up essential labor given the shortage of skilled workers. Dattendorfer comes to a positive conclusion: Deburring is about one thirds faster than before as well as more efficient, which in return increases the machine's capacity. "This step is often not considered. The customers are very impressed with final high-quality parts".



Wolfgang Dattendorfer (center), Founder and CEO of DAWO, and Wolfgang B., Foreman at DAWO (right) have every reason to be happy: Together with ARKU sales representative Thomas Weinfurter (left), they installed a new deburring machine, the EdgeBreaker® 3000 which increased the parts quality.



Coil Lines

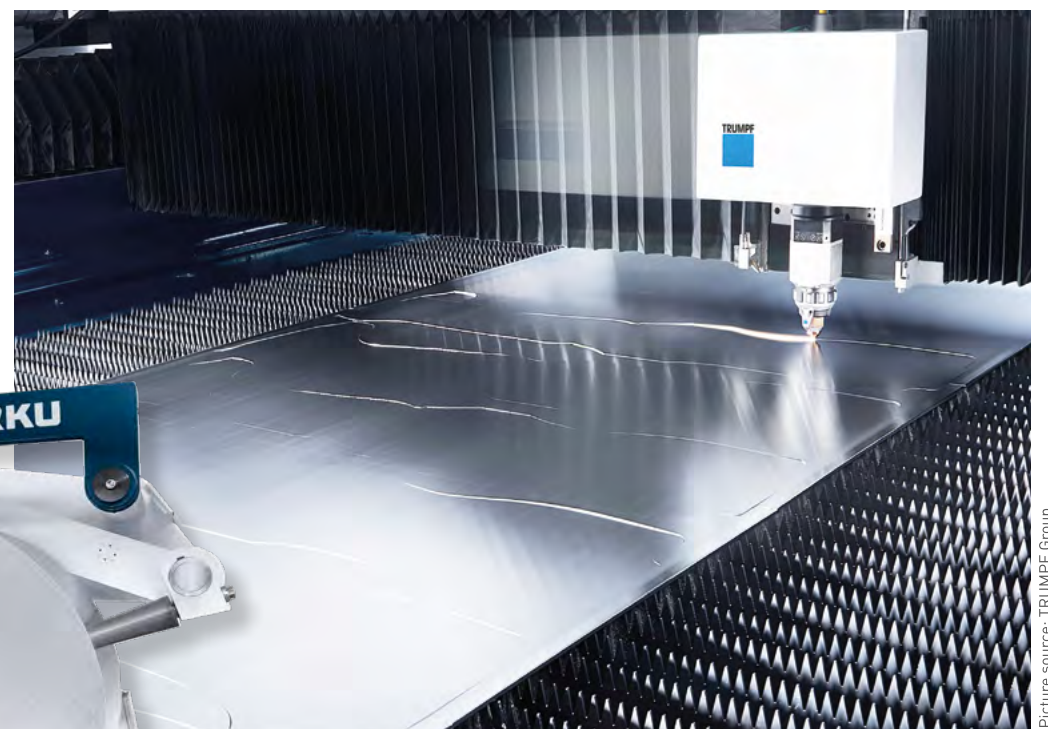
Reduced parts costs for series production

Coil-fed laser blanking lines vastly reduce waste when producing medium batch sizes.

Baden-Baden (Germany) - Stamping facilities work with large quantities of coil materials. In contrast, lasers are ideal for flexible sheet metal processing. Small batches are produced from the sheet metal. However, there is no sheet metal which matches perfectly to various products. This means that the manufacturing process can, at times,

produce a lot of waste from the expensive material.

Combining fast lasers together with coil lines provides an economically appealing alternative in the case of frequently changing products. In this constellation, laser cutting systems fed with strip material reduce waste by up to 30



Picture source: TRUMPF Group

Working with coil material has many advantages for sheet metal processors. Coil-fed laser blanking lines make producing medium quantities economically viable.

percent. This reduces the customer's material cost by a corresponding amount. In addition, these systems also provide higher machine uptimes than systems which pro-

cess sheet metal. That is why ARKU and TRUMPF presented a jointly developed coil-fed laser blanking line at EuroBLECH 2022. Customers could discover the extent of the other advantages that coil-fed laser blanking lines offer at the ARKU InfoDays from May 8 - 12, 2023 in Baden-Baden.



Picture source: TRUMPF Group

The fast track to additional capacity: Contract leveling and deburring at ARKU

Have your parts, sheets and plates leveled and deburred using state-of-the-art technology: ARKU utilizes the latest machines for its contract services. We process the parts at our Leveling and Deburring Center quickly, reliably, with high-quality and transparent price models. Find out more from Alexander Enke (alexander.enke@arku.com).

ARKU web shop: Spare and wear parts available 24/7

The ARKU web shop has precisely the right spare and wear parts for you. You can purchase new grinding blocks, disc brushes, rotary brushes or grinding belts and fleeces around the clock. Naturally, a personal consultation is available as well from Claudio Baroni (claudio.baroni@arku.com).

Parts handling

Autonomous leveling and deburring

Self-learning robots load and unload sheet metal parts.

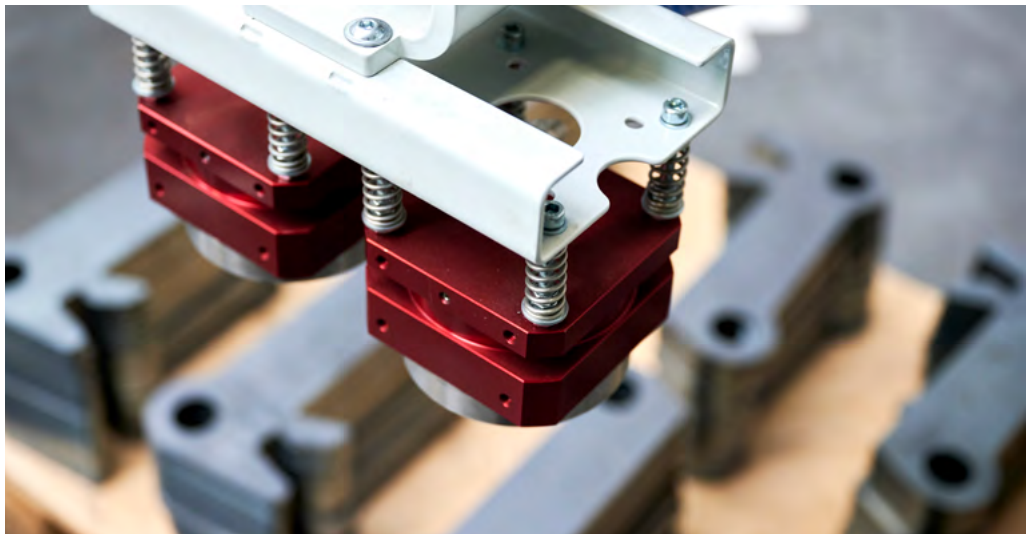
Baden-Baden (Germany) - Sheet metal parts can be so large, thick and heavy that they are extremely strenuous to handle. Especially because employees spend all day repeatedly lifting these parts.

Employees often still have to do the heavy lifting when loading and unloading the machines and also when transporting the parts between systems. Fortunately, an entire range of tools exist

ARKU goes one step further with its leveling and deburring machines, because the repetitious loading and unloading is the perfect task for robots. Additional technology further increases their productivity. For example, self-learning robots can move parts of different thicknesses and materials with the help of cameras. The employees only have to position a pallet with parts next to the system. The robot utilizes the cameras to detect the stack height, position and



This example also shows how using a robot for leveling or deburring can help to compensate for the shortage of skilled workers. Mainly because an employee that can be forgone is an employee that you don't need to look for.



The robot identifies the stack height, position and orientation of the parts and picks them up effortlessly.

to help: Lifting magnets, chain hoists, cranes or robots help to lift the heavy sheet metal parts. Unlike humans, they are still just as fit at the end of their shift as they were at the start. Plus, the right equipment improves ergonomics for the skilled workers at their workplace.

orientation of the sheet metal parts. It then selects the right gripper and lifts the blanks onto the machine. After leveling or deburring, it removes the parts again. This reduces the amount of repetitive, routine work for the employees, freeing them up to handle other jobs.

Imprint:

Masthead / Publisher: ARKU Maschinenbau GmbH, Germany
 Responsible: Albert Reiss, President & CEO
 Coordination: Alexandra Schuldt, Head of Marketing
 Layout: Rommel & Company, Germany
 Druck: B&K Offsetdruck GmbH, Germany

Dual studies opens up new horizons

Anvar Toshmatov visits ARKU Inc.



Cincinnati (USA) - As a student at the Baden-Württemberg Cooperative State University (DHBW), Anvar Toshmatov made it to the USA: The mechanical engineering student spent several weeks in Cincinnati at

such a work deployment overseas. "I gained very valuable experience. In addition, ARKU works with numerous foreign companies and requires fluency in English to do so. The overseas employment gave me



As a student at the Baden-Württemberg Cooperative State University, Anvar Toshmatov took advantage of the offer from his employer ARKU Maschinenbau to work at the US subsidiary.

ARKU Inc. He had been working hard towards this destination. "When I applied, I knew that ARKU offered an overseas assignment," he explains. That was one of the deciding factors for him to work for ARKU. The human resources department prepares the students for their trip abroad. Overall, Toshmatov can recommend

the opportunity to improve my foreign language skills," he says. "We are confident that everyone benefits from this experience," emphasizes Human Resources Director Natalie Schmid. Although the project involves costs and time, "it is worthwhile and a lot of fun every time," she says.

Step by step to greater sustainability

Baden-Baden (Germany) - "Every organization needs to contribute to sustainability and comply with ESG criteria," says Sefa Puzmaz. ESG stands for "Environment, Social,

es. ARKU already implemented one major measure a few years ago: The solar panels on the roof of the factory halls. Through these investments, the market and innovation leader for



What does the photovoltaic system contribute to ARKU's electricity consumption? As the Sustainability and Environment Officer, Sefa Puzmaz monitors exactly this data.

Governance". Puzmaz has worked in the field of environment and sustainability at ARKU for three years. A working group meets once every quarter to discuss further activities in these areas at ARKU. "The management provides the main guidelines while our colleagues contribute concrete suggestions for the detailed implementation," Puzmaz continu-

levelers reduces CO2 emissions by around 90 tons every year and contributes to combating the effects of climate change.

How important is sustainability to you at ARKU? What do you value? Contact us: umwelt@arku.com