

ARKU

InfoMAX

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

ARKU Offers Contract Leveling- New leveling center in Cincinnati-Network of local reps trained



Patric Jobst (middle), ARKU sales manager, with customers during leveling trials at the in-house test center in Cincinnati, Ohio

Cincinnati – Since 2004, ARKU, the German leveling specialist, has operated a sales and service office in the USA. Seeking to improve the test center in Cincinnati, Ohio, by the end of 2008 the “experts in leveling” turned their focus to expanding the sales and service team to better serve North American customers.

Strong sales efforts and solid industry contacts have helped ARKU increase the number of representatives for North American sales. ARKU is pleased to announce Patric Jobst as new manager of North American sales. Patric has overseen the development and growth of the Cincinnati, Ohio service center since December 2008. He will assume responsibility for North American sales at the close of September together with his colleague

Franck Hirschmann. Jobst joined ARKU in 2006 and has valuable experience working in all areas of ARKU operations, sales and service. His experience conducting leveling trials for customers earned him the nickname: “Leveling Expert.” Patric oversaw the arrival and installation of three FlatMaster machines in the Cincinnati test center. The machines position ARKU better than ever for growth and training of the North American representatives.

They have the capacity to level sheet metal from .02” up to .91” in thickness. “Leveling means testing,” said Albert Reiss, ARKU President. “When you have a problem with un-flat sheet metal parts, talk to



ARKU President Albert Reiss talks with representatives Dave Watson, Matt Meyer and Dennis J. Ebner, President of AFTECH Incorporated during their visit to the Cincinnati, Ohio test center.

us; send us your parts and we will level them for you.”

ARKU hosted several groups of representatives for person-to-person first hand training in the Cincinnati, Ohio test center August 31 – September 3.

Quotation
*In the middle
of difficulty lies
opportunity.*

(Albert Einstein)

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Changing of the guard! Patric Jobst and Gerd Huber bid a fond farewell as Huber leaves for a new position and Jobst steps into the role of sales manager for ARKU in North America!

The representatives saw first hand how the machines work and the test center capacity for trials and contract jobs. "It's always good to have the reps over here, to talk to them and to see them face-to-face," said Patric Jobst. "We can explain the machine and every step when we have them here. They had interesting questions and they did really good."

Tom Wandmacher of TRIMEC, specializes in precision fabricating machinery sales and service said "It gave us a much clearer understanding of how the FlatMaster works and how simple it is to use. It is impressive, because some of the competitors out there aren't nearly as strong. The FlatMaster® is going to

be a real durable product for our customers; it will last." Learn more about TRIMEC at www.trimec-inc.com. With more trained representatives throughout North America, ARKU can keep customers better prepared with the latest leveling technology from ARKU- your "experts in leveling."

"I'm really confident and I have a good feeling right now," said Jobst. "We are going to push things forward and do some more business in the future."

Schedule your trial and visit with Patric Jobst directly at patric.jobst@us.arku.com Learn more about ARKU leveling systems and get a com-

plete listing of local representatives, at www.us.arku.com You can see the FlatMaster® at CMTS-Toronto (Canadian Manufacturing Technology Show) in October AFM Booth #136-For more info: <http://www.afmcanada.com/news.php> or visit ARKU at the FabTech 2009-Chicago in November. Booth # 7163 in the Fabricating section.

ARKU, Inc.
10865 Millington Ct.
Cincinnati, Oh 45242
Phone: (513) 985-0500
Fax: (513) 985-0580

More Efficient Roll Forming

Metalsa with new roll forming line from Dreistern and ARKU

Apodaca, Mexico – Metalsa has served the automotive industry for more than 50 years with expertise in a wide range of manufacturing practices. For example, the Mexican company produces chassis structures, suspension modules, engine cradles and fuel tanks for passenger cars and light trucks. For medium and heavy duty trucks, Metalsa offers side rails and cross members. In April 2008, Metalsa started production using the new and more efficient roll forming line for their "Light Vehicles" business unit. Dreistern and its technology



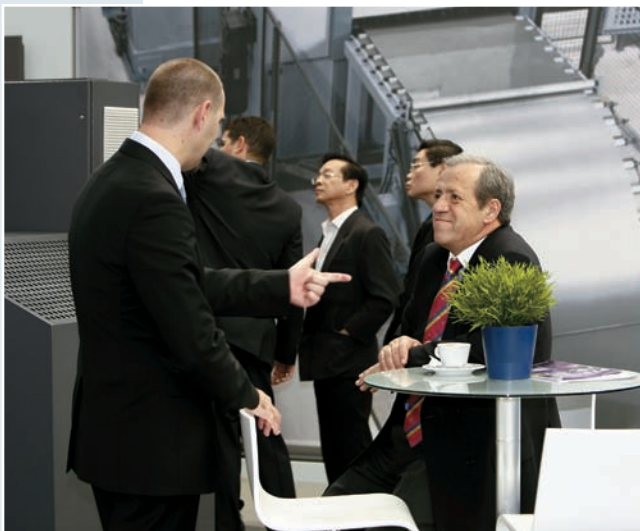
The Dreistern roll former at Metalsa's production for their "Light Vehicles" business unit.



The ARKU precision leveler CoilMaster provides best leveling results and therewith a high process stability for the whole line.

partner ARKU, created a line, specific to Metalsa's needs for automation and speed. The 298.56-foot-long line includes processes like leveling, welding, piercing, cutting and rollforming. ARKU and Dreistern have successfully completed many roll forming projects worldwide during their long-lasting partnership. "We work together very closely", said Franz Liebler, engineering manager of Dreistern Inc. "ARKU helps us meet the needs of our customers when it comes to process reliability, line speed, and availability." Dreistern and ARKU are also well represented in Mexico. Maquitec, S.A. de

C.V. and its General Manager Fernando Castellanos, helps both German companies successfully complete projects in Mexico too. ARKU is proud of the long-lasting partnership with Dreistern, the world market leader in rollforming lines. More information at www.dreistern.com and www.maquitec.com.mx



ARKU's Franck Hirschman (left) with the Mexican representative Fernando Castellanos.

New ARKU leveling book now available

"Leveling with Roller Levelers" is now available. The revised 4th edition in German standard work for leveling is updated and published in English for the first time. With a comprehensive mix of theoretical background and practical application, the book addresses the relevant issues of roller leveling.

Trumpf Ditzingen

Trumpf Werkzeugmaschinen counts on FlatMaster®50 for in-house assembly

Ditzingen – Trumpf is renowned as a manufacturer of precision machines at the very highest stage. Last October the ARKU FlatMaster® was installed at Trumpf Ditzingen – another FlatMaster® was delivered to a Trumpf-plant in Austria

Trumpf was already aware of the considerable advantages of leveling when they decided to invest in an ARKU FlatMaster®. Leveled sheet metal parts are flat and nearly stress-free. The

smaller the residual stress in the parts, the better the results in subsequent welding, bending or chamfering processes. Trumpf already had considerable experience using a leveler. However that leveler no longer meets today's high quality demands. "Especially when laser welding the



Bernd Kempte (left), Trumpf division manager PE sheet metal components and Marco Grund (right) manager maintenance in discussion with Andreas Hellriegel (center) ARKU division manager partslevelers.

Bernd Kempte and Andreas Hellriegel examine a leveled sheet metal part during the final inspection of the FlatMaster®50.



previous processes are essential" explains Bernd Kempte, Trumpf division manager PE sheet metal components. "The better the production line is equipped, the better the final product!"

One main reason to choose ARKU is the convincing leveling results; even with a high diversity of parts and materials. Another advantage of the ARKU FlatMaster® is the quick change system of lev-

eling and back-up rollers. At Trumpf every machine is subject to the process preparatory maintenance – for minimizing unscheduled stops in production. "Maintenance points of the FlatMaster® have excellent access." Mr. Kempte comments on his choice. "The machine totally met our expectations."

Feintool HFA speed with ARKU CompactFeed®

Fineblanking with 100 strokes per minute Feintool introduced new press at the last EuroBlech

Hanover – In October 2008, Hanover, Germany hosted EuroBlech; the sheet metal industries biggest event worldwide. The fineblanking industry witnessed one of the biggest highlights presented in the booth of Feintool AG from Lyss in Switzerland. The new HFAspeed fineblanking press and new tool concept introduced by Feintool increased the output of

fineblanking lines. One example is the production of automotive door locks. With the HFAspeed, the performance is increased from 42 to 100 working strokes per minute. The new Feintool technology offers a clear advantage for customers in reduced costs per unit.

The new Feintool press is fed by an ARKU CompactFeed

ate automation concepts and special designs. Features like the hinged feeder straightener CompactFeed enable rapid threading of the strip and reduce coil change times to less than 5 minutes. From the feeding of material to the finished quality part, Feintool and ARKU offer customers competitive advantages in today's highly competitive market place.



press feeding line. The robust coil line ensures more availability for the whole press line. Coil change times are reduced by means of appropri-

www.feintool-usa.com
www.feintool.com

The new Feintool HFAspeed with ARKU CompactFeed

Exhibition calendar on the web!

With a total of nine exhibitions in seven countries this year, ARKU is represented at more exhibitions than ever before. The next exhibits are the CMTS in Toronto-Canada and FabTech in Chicago-USA. For more information on when and where you can find the "experts in leveling" go to www.us.arku.com.

Saltillo, Mexico – Diseños Metalicos del Norte, S.A. de C.V. (DIMET) is a 100% Mexican company specialized in the sheet metal fabrication field. In business since 2002, DIMET now has over 50 highly qualified employees. The sheet metal specialists provide innovative design services, engineering and

manufacturing of sheet metal fabrication. “Design and innovate metal parts of excellence and technology is our main objective,” says Jose Musa, President of DIMET. In the beginning DIMET served only local market needs, but working to achieve their goal, the Mexican company developed a wide base of loyal customers. The loyal customers of DIMET encouraged expansion to meet nearly all their needs. From that development, DIMET expanded their range of products for sheet metal fabrication. “Now we go from steel coils to completely finished parts.”, explains Jose Musa. The DIMET, location in Saltillo, near Monterrey, satisfies the needs of their customers of the electronic industry, telecommunications, air conditioning and house appliances; as well as the automotive industry and the

machine building industry. DIMET offers CNC punching, forming and bending as well as stamping, finishing and washing. The laser-cutting department can process mild steel up to 1/2” (12 mm) thickness and stainless steel up to 1/4” (6 mm) thickness. Due to exceptional quality standards from their customers, DIMET sets high values at state of the art equipment and their production process. This was one main reason why DIMET invested in an ARKU FlatMaster® precision leveler for stamped and laser-cut parts. “After laser-cutting and punching the parts used to bend too much making it non-functional for our customers,” reports Jose Musa. “We had the option to buy prime material with special characteristics but the costs were out of budget considering the finished parts costs.” With the

FlatMaster®, now DIMET is able to meet the flatness requirements consistently and save money on material purchasing. Leveling parts during processing resulted in considerable improvement to the welding process. Welding level and nearly stress-free parts saves time and reduces scrap compared to welding unlevelled parts. “We take no risks when it comes to high quality standards, that is why we consider leveling as a key part of the process. We level all of our parts to guarantee flatness and eliminate downtime and rework on subsequent processes”, reports Jose Musa. For your high-quality sheet metal solutions, contact DIMET.



Headquarters of DIMET in Saltillo, Mexico

DIMET
Diseños Metálicos Del Norte S.A. de C.V.
 Blvd. Vito Alessio Robles
 No. 5900
 Saltillo, Coahuila CP.
 25210 Mexico
www.dimet.net



All sheet metal parts at DIMET go through the FlatMaster 50 to meet high-quality standards and to save costs during subsequent welding and material procurement

Personality Profile

Patric Jobst



Beginning in September 2009 Patric Jobst is responsible for ARKU sales and contract leveling in the US. Patric began his eventful career at ARKU in February 2006. He quickly moved from ARKU customer service to sales engineer and then became an “expert in leveling.” Patric’s next step was the move to Cincinnati in December 2008; where he is now the contact person for sales and contract leveling of ARKU in the United States.

In his personal time, Patric is a passionate mountain biker. He can tell some stories of hard tours. Before moving to Cincinnati, Patric made a challenging last journey with his bike over the Alps – the biggest mountain in Central Europe – in just seven days. In business just as in his personal life Patric appreciates challenges. Do you have any questions concerning parts levelers or leveling tests, or would you like to learn more about the Alps?

Then Patric Jobst is the right person to contact, patric.jobst@us.arku.com.