

**Klaes Jansson and Martin G Andersson:**

# Premium Software for Premium Glass

**Ready for sophisticated projects – Architectural glass from their own productions, a well-assorted flat glass wholesale trade, and utmost competence in the field of modern structural glazing have made the owner-managed sister companies AB Klaes Jansson of Stockholm and AB Martin G Andersson of Örebro popular partners for the glazing business, metal workers, and sophisticated projects. The independent, medium-sized group is not only known as a reliable full-line distributor with the highest delivery capacity: It is the broad service spectrum, from expert consulting via state-of-the-art production lines up to punctual delivery which makes Klaes Jansson and Martin G Andersson stand out among the crowd of suppliers.**

Together, AB Martin G Andersson and AB Klaes Jansson have an annual turnover of 200 million and employ about 100 persons, most of which have been with the company for decades. Today, the group is fully owned by the Wollenius family. As the only managing director, Stina Wollenius leads the group in the third generation. Both companies offer similar product ranges and complement one another with regard to production technology. Basically, both supply everything, Klaes Jansson in the Stockholm area and Martin G Andersson in Central Sweden. The group will of course deliver their high-quality products throughout Sweden.

**Product Variety in Top Quality**

Both companies supply the entire range of heat protection-, sound protection-, safety-, and sun protection IG up to a size of 5000 x 2700 mm, of course also silicone-sealed for structural glazing and warm-edge coated (TPS). To be able to provide top quality while keeping delivery times short, the companies invest in modern produc-



tion technology and software so that both sites can be labelled as excellently organised, high-technology productions. This begins with state-of-the-art storing and loading equipment: As full-line distributors, both companies keep automatic compact stocks with an unusually high number of different glass types in stock sizes which are accessible by modern gantry loading technology with high clock rates. Several float-, laminating-

For companies who produce such a vast variety of products like **Martin G Andersson** and **Klaes Jansson**, a powerful software for **capacity planning, cost calculation, and production time management**, like A+W's **ALCIM** system is vital. It is one of the main tools for sales and production scheduling. The integrated production monitor – here displayed on a 50 inch screen – supports the staff in the planning of processes, in machine allocation, and thus in the determination of delivery dates. Production times and machine loads can be reorganised within seconds.

**Glass Know-how from three centuries!**

A remarkable fact is that both companies were founded, separately, in 1899. One could say that they can boost experiences from three centuries ☺, even if they celebrated their hundredth anniversary only in 1999. One way or another, **AB Martin G Andersson** and **AB Klaes Jansson** belong to the oldest and most experienced glass traders in Sweden.



Satisfied with the improved processes thanks to the latest innovations at Klaes Jansson – left to right: Tobias Ahlström, Site Manager; Annika Marcius, Sales Officer; Stina Wollenius, Managing Director and Pontus Levin, ALBAT+WIRSAM Director Scandinavia.

and combined Lisc and Bottero CNC cutting tables are loaded this way, while ALBAT+WIRSAM's cutting optimisation system XOPT-S guarantees optimum yield. Klaes Jansson has been the only toughened glass producer in the Stockholm area for more than twenty years. Based on strict quality requirements, sheets of 4-12 mm thickness and up to 2400 x 4000 mm in size can be toughened. Tamglass toughening furnaces are used in both locations. Many processing steps are necessary to produce top quality toughened glass.



The barcodes and scanners track the entire processing cycle; at every key technology point (IG line, processing, furnace, dispatch) can be identified where each piece of glass is, on what rack and remaining schedule to complete the task. Additional information can be added simply by barcode reading, e.g. 'breakage, recut necessary' or 'order completely produced and loaded on truck'.

One of the glass processors' main strong points is that nearly all processing steps are executed on site, by experienced, skilled staff and with permanent quality checks: Pre-processing at Klaes Jansson includes milling, drilling, grinding of rectangles and shapes, corner cut-outs, bevelling, and much more. All processing is done by modern machinery, including CNC processing centres.

**Intelligent logistics**

Challenging projects do not only require a perfect product but powerful, intelligent, and flexible logistics – from the placing of the order via production organisation, and up to deliv-

**Optimized Business Processes through ALBAT+WIRSAM Integrated Software Solution**

**ALFAK**, the user-friendly, intuitively operated **order processing program**, is **fully adapted to the requirements of the Scandinavian Flat Glass Industry** and allows reliable and comfortable management of the enormous product range of **Martin G Andersson and Klaes Jansson**. The well thought out bill of material function allows appropriate reproduction of the mostly multi-stepped product structure. The rapid entry of a stack of faxes is as effectively supported as, especially important for the Wollenius plants, the graphic-supported input of a commercially and technically complex piece of glass: Even the most complicated unit constructions can be displayed graphically and any shapes or processes can be shown to scale. This results in a significant minimization of entry errors.



Orders entered via ALFAK are transferred to the **ALCIM production planning and control system**, a vital tool for production **scheduling, monitoring and tracking** at both plants. ALCIM imports the orders on hand from ALFAK and sorts the bulk of orders from this "order pool" into batches according to criteria such as delivery date, route, customer etc. It goes without saying that individual batches can be resolved and regrouped, that individual orders or items can be shifted between batches, etc. Once the batches are perfect, lists and labels are printed, and the orders are **optimized via XOPT-S** for cutting, achieving favourable yields, which means significant material reductions and clearly reduced costs. **ALCIM monitoring tools** support the machine operators with all necessary information. At the IG line (left), sheet size and structure, positions of coatings and reference edge are clearly displayed. Production flow becomes smoother, expensive and time consuming operating errors are avoided.



ery. When a company grows, many of the processes cannot be controlled ad hoc. „Today“ explains Stina Wollenius, „production and administration profit from the new ALBAT+WIRSAM ERP and production software which has been implemented in 2009. Actually, the software helped us to get used to new routines that become necessary with company growth – in the beginning, some employees complained they were losing flexibility through software routines; but in reality, what we gained are more reliable and transparent processes.“

Both of the Wollenius group's production sites have a modern, fully networked IT environment. All order data are entered just once and are instantly available throughout the company – for order confirmation as well as for controlling CNC machinery, or running statistics.

**Where is my sheet?**

Due to the vast product variety which seemed hard to organise, Klaes Jansson and MGA suffered from many 'lost sheets' before the implementation of the ALCIM tracking system – lost in the Bermuda triangle of interim buffers or racks which were "parked somewhere". „Time and again“ says Klaes Jansson site manager Tobias Ahlström „workers who actually had other things to do, would be hunting around the shop floor for lost order items to complete incomplete orders. The introduction of ALCIM barcoding has solved this problem for good.“ Stina Wollenius adds: „Not only on the shop floor knows the whereabouts and current production status of every single sheet, but also the ALFAK order processing system. The order processing team can answer customer's enquiries directly on the phone – our customers appreciate it!“

**The best at what they do**

Klaes Jansson and MGA are reliable long term partners, focusing on the customers and their needs, first choice especially when it comes to challenging projects that require sophisticated technology and the know-how that comes through experience. Stina Wollenius: "We commit to our core competencies and I am sure, our customers know that we belong to the best at what we do!"

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Left: Large glass stock with fully automated loading of the cutting tables. Right: XTV on large screen. The visualisation tool displays cutting pattern and rack allocation – valuable assistance for the employee at the break-out table.

