



INCON WINDOW AND DOORS:

High Tech and Top Quality in PVC and Aluminum

The Euro country of Slovakia, which has long been a highly developed economic region, is one of Germany's most important trade partners in Eastern Europe. At the mention of "High Tech from Slovakia," many people will at first think of the automotive industry, which produces around a million vehicles a year. But Kia and VW are not the only players in high tech in Slovakia.

The country has a highly advanced components industry, among other things, which despite the current cloudy economic picture has done exceptionally well and sees plenty of opportunity in 2014 both on the domestic and export markets. One of the leading window makers in Slovakia is the owner-operated company INCON in Prievidza, located about a three-hour drive from Vienna. INCON was founded in 1992, before the country's peaceful separation from its sister country the Czech Republic, and in subsequent years saw rapid growth in PVC windows and doors. In 2004, the year of the country's EU entry, INCON expanded its product line with the addition of high-quality aluminum parts.

Intelligent networking with CANTOR Software

2007: Slovakia joins the "Schengen club" and further strengthens its ties with Europe. INCON has grown substantially and has approx. 25 sales branches and many independent trad-

ing partners in Slovakia and abroad. The INCON team decides to replace the existing software system, which is no longer able to keep pace with the complex company structures, with the comprehensive solution A + W CANTOR. 12 months after signing the contract with A+W, all master data for PVC and aluminum have been entered and INCON has a smooth online launch with the new software.

A comprehensive solution: This means that CANTOR is not only used at the main office in Prievidza in the office and in production, but

the sales branches are also networked and by 2009 INCON is equipping the independent trade and installation partners with the reliable



Chief Commercial Officer Radovan Tekeli (2nd from right) and his team are proud of the CANTOR-controlled high-tech production system at INCON. Right: Engineer Michal Buzna, sales and project management; 3rd from right: Štefan Jendrál, IT manager, left: Dr. Ralf Mühlhans, sales manager at A+W CANTOR. Not present on the photo: Marek Král, owner and CEO, who is directing INCON together with Radovan Tekeli.



Left: Michal Buzna, responsible for acquisitions and project management at INCON during inspection of a complex component. Right: With bar code reading, the worker at this fitting station has displayed the production information for the current workpiece on the monitor, thus sparing him the need to use the traditional production paperwork. Clearly visible in the background: The automatic conveyor that transports the machined element to the buffer.



Left: In goods receiving, each individual insulating glass unit is posted to a defined rack. Now it is known in the system where it is and which component it belongs to. Right: After reading the bar code of the label on the casement, the worker in glazing sees the rack of the associated insulating glass unit displayed on his workstation monitor – thus virtually eliminating errors.



CANTOR dealer software. The fax machine is thus rendered largely obsolete in the sales process at INCON: Now more than 90% of dealers place their orders by email using CANTOR software. INCON is a medium sized company with 130 employees. Production capacity is up to 500 units in one shift.

INCON is primarily a producer for the domestic market in Slovakia and expects the market to strengthen in the current year. "Signs of small growth in 2014 are coming from the residential construction market and new infrastructure projects," explains CCO Radovan Tekeli. "With our strong network of sales branches, we are close to current market developments and can react quickly as demand picks up. There is enough spare production capacity to expand abroad and fulfill export demands."

Indeed, for Radovan Tekeli and his team growth is not measured primarily in the number of units. Using the most modern machine technology together with the integrated CANTOR software system, the team at the high-tech Slovak company

has implemented carefully optimized, streamlined, and highly transparent processes – thereby providing the basis for delivering uncompromising quality with short delivery times and at competitive prices.

Monitors instead of Paper

Like no other system on the market, CANTOR integrates administration and production to form a seamless information system. When INCON enters an order and dispatches it to production, the new information is available everywhere in the company and automatically initiates the processes that are required for production and on-time delivery.

The advantages for INCON by using the most modern production facilities are clear to see at every step of the window production lines. Here the Slovak company relies on state-of-the-art high tech from leading European window engineers to combine maximum reliability and production quality with fantastic cycle times.

Automatic transport paths comfortably combine manual work stations with intelligent buffers – here frames and casements are no longer traversed through the area or manually placed in buffers.

Mechanical and manual work stations are completely IT-based – top-notch technology which allows maximum efficiency for production technology, from machining centers to packing and shipping. Monitors and scanners replace stacks of paper and files; bar code readings are used to identify and register elements and generate completion messages. At manual work stations, the exact information that is needed at that station is displayed. The production flow is constant and problem-free – here no time is wasted looking for parts.

INCON is continuously networked with the CANTOR CIM system (CIM: Computer Integrated Manufacturing). Printed production papers are thus largely eliminated: At INCON, production is paper-free. Naturally, CANTOR CIM is seamlessly connected with the CANTOR ERP system, the



Fully automatic welding on the horizontal Double-Stürtz welding machine. For frames and casements, INCON runs two parallel production lines; intelligent buffers help to make sure that the „couples“ are united at the „wedding“ even if one of them should arrive later than planned.



At the end of the automatic transport path, the components are raised and placed in a vertical buffer.



Left: Bar processing in aluminum production: The CANTOR-controlled Quadra L1 completes all drilling, milling, and cutting tasks with speed and precision. Right: Solid skilled work and years of experience enable production of aluminum components with perfect functionality and flawless finish like this lift and slide door.



commercial-administrative part of this comprehensive IT solution; information such as instructions for CNC machine production or status confirmations for the order system is exchanged in real time.

Radovan Tekeli: "We are pleased with our decision in 2007 for CANTOR. We consistently use all of the modules in the system and complete all tasks outside of accounting and human resources with CANTOR. Once a component maker has gone beyond a certain level of complexity, there is really no alternative to this software that I can see. The products of most competitors are still more geared to smaller companies."

Dealer retention: CANTOR software for INCON partners

As an important service and means of retaining customers, INCON provides its resale customers with the CANTOR dealer program – it broadly corresponds to the business component of the CANTOR ERP system. The INCON sales partner can use it to display calculations in his quotations, including installation services and its own accessories, in a transparent and easy-to-follow manner for its end customers. Smaller dealers likewise can work with professional documents and drawings easily. At INCON the dealer initiates the purchase order either online or by email. Without having to be entered again, the order is dispatched to the CANTOR order entry system at INCON, is reviewed there following routine, and within a few minutes is confirmed with the exact delivery date. All order-relevant data is now known in the system and is used as a basis for production, delivery, and billing. With this, INCON uses a comprehensive IT package extending beyond the company which integrates all business and technical services, from the quo-

tation made by the specialized trading partner to the end customer to planning, purchase order, and storage logistics, as well as machine and dispatch control. It's hard to imagine a faster and more precise communication process for integrating the INCON customer, naturally including the twenty-five independent sales branches.

The elite class: High-end aluminum windows and doors

The production of aluminum components, essentially INCON's high-end business, is also fully integrated in the CANTOR system. "In this segment we do a lot of work for the commercial sector," explains Michal Buzna, sales and project management at INCON. "But in private home construction as well, buyers increasingly demand high-quality products like lift and slide doors made of aluminum."

As in the PVC area, INCON relies on fully automated machining for production of these fine components – optimum quality with short delivery times can be ensured only with the most cutting-edge CNC machines. At INCON, a Quadra L1, a 12 axis machining center from the leading supplier Emmegi controlled with CANTOR software, performs all machining on the profile, such as drilling, milling, and cutting.

But automation is not all: Solid skilled work, highly skilled metalworkers and Incon's more than twenty years of know-how are necessary to produce attractive aluminum components that function smoothly for many years.

Well positioned to meet European challenges

INCON has a carefully maintained product line. The Slovak company clearly places a premium

on quality, flexibility, and superb delivery times at attractive and fair prices. "In the future," says Radovan Tekeli, "INCON will be adding other EU target markets in addition to Slovakia. Nowadays already, INCON exports their products to Italy, Switzerland and other EU-countries. We remain also on the domestic Slovak market which has been optimally cultivated thanks to a highly organized network of sales branches, which is well connected in terms of IT."

A clear strategic course is thus set. With its top notch products, INCON is ideally positioned in the Slovak market and has all that it needs to also compete at the very top of the European market.



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A+W CANTOR: NEW PRODUCTS ON DISPLAY AT FENSTERBAU/FRONTALE

Active Material Management – Web-Order Entry for Dealers

How do you make successful software even better? Dr. Ralf Mühlhans, in charge for A+W CANTOR sales, puts it in a nutshell: "Pay close attention at the customer's premises and look and listen carefully." It is exactly with this in mind that the A+W Fenestration Team has put the finishing touches on some extremely interesting improvements and new functions to be presented at the fensterbau / frontale, all of them having been developed in close cooperation with A+W CANTOR users.



Active material management

Material costs in the window and door industry are rapidly increasing. The growing importance of capital tied up in material stocks for the company's results also makes the discussion of new instruments and forms of material management necessary for medium sized companies. Intelligent material management makes a significant contribution to guaranteeing competitiveness.

Every company in the window and door industry handles large quantities of various materials. It is stored, ordered, optimized, used, reserved ... The key question now, however, is this – how efficient are these processes?

Over the years, the use of materials has increased for many companies, but nobody has developed a really universal concept for managing these ever more complicated challenges. On the contrary, departments often work independently and sometimes even against each other. A lot of money is wasted as a result.

Material management requires a holistic consideration of subjects such as warehouse stock, reservation, purchasing, conditions, goods reception, invoice audit, material provision in the company, material requirements, separate warehouses, master agreements, barcode management, external stores, delivery by production area, by factory, by warehouse gate, in production sequence, etc., etc.

A+W uses CANTOR software to continually optimize the processes in the areas of purchasing, stores, material, for its customers. Meanwhile, A+W CANTOR is able to offer tools for the efficient and sustained improvement of material management for each area, thereby allowing its customers to save large amounts of money – in addition to the profit from optimized processes.

The large number of individual A+W CANTOR functions together generate a new and uni-versal approach to the subject of material – we call it „**Active material management**“ and are launching it extensively at fensterbau/frontale.

Perfected online input for dealers

Creating a simple design for inputting orders for such a complicated and varied product as windows and doors is an enormous challenge. It should be easy to use, secure, complete and, of course, quick. In the past this has been achieved with



Intelligent material management in window construction: Fully-automatically controlled profile stores

great success with the product CANTOR from A+W. With more than 4,500 active users, the dealer program A+W CANTOR is the most widely used software product in the industry! Most of these users already work with the online version via the internet, where they securely save all the master and movement data on a central server.

The dealer software has been continually improved over the years. Ideas from the users are permanently incorporated and included in the next update – to the benefit of all users.

A+W is now showing the latest iteration on the subject at fensterbau/frontale 2014: A completely revised input structure, which can be used ever more quickly and clearly than in previous, successful versions of the program.