



AJM Maribor:

## Full Product Range with Top Technology and State-of-the-Art Software

*Only the very best window constructors are in a position to offer nearly the entire spectrum of windows, doors, sunrooms, and shade systems and in the process, to create and maintain product lines in PVC, wood, and aluminum with the greatest perfection. AJM of Maribor, Slovenia, is one of the top Europe companies; it offers these services worldwide, blazing an innovative new path with entirely new kinds of windows.*

"We can do that," explains Managing Director Trivo Krempl, "because we always combine innovation and quality without compromise. Our customers expect speed, reliability, low prices, and precision. This is only possible with a high degree of automation, with the best machines and software technology."

AJM works with a completely networked CANTOR software system from A+W, with Rotox and Homag CNC machines, and it uses only material from leading European manufacturers such as Aluplast, VBH, Winkhaus, Siegenia, Rodenberg, Hella, etc. All products are tested by the IFT Rosenheim, an institution with which AJM cooperates closely. And naturally the company is also ISO 9001 certified.



*The AJM team has many reasons to be proud of its high-tech ZERO SASH window system. From left to right: Danijel Keuc, IT and Development Manager at AJM; Trivo Krempl, AJM Managing Director; Dr. Ralf Mühlhans, A+W CANTOR Sales Manager.*

### Top-quality, wide product range

AJM began in 1990 with eight employees and a lot of good ideas. Today, this family-owned and managed company with 230 employees produces approximately 120,000 construction elements



*The state-of-the-art Homag CNC wood-machining center for top-quality profiles is controlled by A+W CANTOR software. 90 mm profiles are standard for AJM wood windows.*

each year, generating sales of EUR 25 million (2012). Seven million Euros of this are due to exports, primarily to Austria, Italy, and Switzerland.

The most important products are PVC and wood windows and doors; except for the least expensive basic product, all windows are triple-glazed. The vinyl windows are glued; AJM was one of the first window constructors to rely on adhesive technology. Added to this are sunrooms, garage doors, roller shades, and sun blinds, fly screens, window sills of PVC, and a complete line of accessories.

The latest example of AJM's high-quality and unusually



innovative products is the patented ZERO SASH window and door system, where the visible frame of the sash is replaced completely with glass and where the door frame can be installed flush – an elegant solution that offers a lot of design possibilities. "Like a big iPhone," noted an enthusiastic customer – and the comparison is not inept. With ZERO SASH, windows become high-quality design objects, a seductive variant for the most demanding contractors and architects.

#### **Networked throughout with A+W CANTOR software**

January 1, 2013: the older software system, which AJM had been using previously, had reached its limits and was replaced with a fully-networked CANTOR solution from A+W.



*Production information is read out using bar code readers and, as here, status information is reported back to the A+W CANTOR system.*

Danijel Keuc, IT and Development Manager at AJM: "We need premium order recording since we have an extremely varied product line and thus a wide variety of basic materials. This variety must be mapped in a high-performance system, which can also be operated easily by people who are not IT experts. A+W CANTOR gives us the means to do this. We can control and check all flows better, quality assurance got simpler and better, and sources of errors on all workstations are easier to find."

And suppliers are also incorporated into the network: AJM already orders online with large partners such as Aluplast, VBH, and Winkhaus – including electronic order confirmation. Additional suppliers will be incorporated over time. "Thanks to the online ordering, AJM is already saving us eight man-days per month!" rejoices Danijel Keuc.

Fully-networked – this means not just continuous ERP and CIM systems in the main plant, but also more than one hundred online commercial workstations in sales offices in Slovenia, Italy, and Switzerland, as well as at commercial and assembly partners. CANTOR's dealer solution is available in Slovenian, German, Italian, and English-language versions. "The use of A+W CANTOR by our dealers also significantly reduces the number of errors – which saves us a lot of stress," explains Trivo Krempl.



*Which pane belongs with which sash? Clear information per monitor on the glazing line.*



### **Paperless and transparent**

A+W CANTOR integrates administration and production at AJM to create a continuous data network. After recording an order and dispatching it to production, all data for this order is available anywhere at the company, and the software automatically initiates the processes necessary for production and prompt delivery, regardless of whether the element is made of PVC, wood or aluminum. The brand-new ZERO SASH line is also already integrated into A+W CANTOR. No more production papers, sketches or order maps are required; in conventional production, these frequently cause errors and are sometimes simply lost.



*Recording of complex products with A+W CANTOR CAD.*

The integration of the new ZERO SASH window line into the CANTOR system is especially noteworthy. This is a new window system that includes wood, aluminum, and PVC components, as well as stepped insulating glass. The high-performance configurator in the CANTOR system allows the comprehensive mapping of these complex products without having to add even a single line of code.

In mere seconds, A+W CANTOR determines the production date, production line, and schedule of the order; at the same time, a precise cost calculation can be made. Since AJM also offers assembly service, the assembly capacity is also incorporated into the planning and it can be changed quickly when necessary.



*The finest technology: A+W CANTOR controls the Rotox machining center.*

The system checks whether all necessary components are in stock, whether elements have to be ordered, and if so, when the missing parts will arrive. The CNC data for control of the machines is generated, staff optimization is initiated. For the scheduling, the system detects parts with long delivery times such as special glass attachments and safety glass and it takes this schedule into account when calculating the delivery calendar.

However, completely networked also refers to the ability to provide information about the production status of an order or an item at any time. Each machine, each manual workstation is incorporated into the operating data recording. Order statuses are reported constantly from production to the CANTOR database. Via the integrated status management, the delivery dates for each order are monitored, the processor can inform his customers about the processing status of an order at any time.



**Innovative Partner**

With AJM and AW CANTOR, partners who are clearly on the same wavelength have found one another. An innovative outlook, new products, efficiency, and maximum flexibility are the hallmarks of the successful window constructor; at the same time, these are precisely the features that the software providers demand and whose successful implementation is the measure of success. At AJM, this has resulted in outstanding cooperation that helps the Slovenian company to consolidate and further expand its leading market position.

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