

«That was the best investment that we could make. Now we can see live what is happening in the factory, the status of the orders, the utilization and the bottle-necks.»

Hubert Kramer
Production manager
Arnold AG

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Arnold AG



Seeing live with SFDC what is happening in the factory

The company Arnold AG is a modern industrial company with its roots in the skilled trades sector. On more than 18,000 sqm of production space at the two sites in Friedrichsdorf, Hesse, and Steinbach-Hallenberg, Thuringia, the supplier company with 300 employees generates around EUR 48 million in turnover. This is equally distributed over the business divisions «Industry service» and «Design elements». For many years, the business division «Industry service» at Arnold AG has specialized in the production of mechanical sub-assemblies, housings and coverings, etc. for industry. Small as well as large customers are supplied.

Under the motto «Your problem is our task», Arnold offers its customers project responsibility from the idea through to completion. Frequently, customers simply do a sketch of their new products on a sheet of paper. The boundary parameters are discussed and then the work begins for Arnold. A highly efficient constructional design department draws up individual solutions and high-quality system products which are then precisely manufactured in the fine tradition of the skilled metalworker. These can be X-ray devices for suitcases, analysis equipment for medical technology or casings for high-speed printers. The design components area includes stairs and railing equipment, stainless steel and aluminium constructions, sculptures, fountains,

Success Story

railing, ceiling and shading systems, counters, signposting and people management systems. Skilled trade to an industrial standard, that's also how the company sees itself here. And it is precisely this which makes Arnold a sought-after partner for turnkey contractors, architects, planners and designers. Arnold has also long made a name for itself as an airport equipment manufacturer. Thus, for instance, counters, signposting, staircases, balustrades and railings, shop facades, glass partition walls, ceilings and wall coverings from Arnold can be found at major airports such as Frankfurt, Munich, Düsseldorf, Cologne/Bonn.

Flexibility is trumps

The manufacturing department is designed for high flexibility in production and logistics. For this reason, Arnold is in a position to offer everything from one source, from single components via sub-assemblies and complete equipment, economically and to a high standard. For this purpose, the supply company has been constantly expanded and equipped with the latest production technology such as robot welding and laser cutting technology in the past. The customer orders are produced in 1, 2 or 3-shift operations including on Saturdays. For a long time, the times when the employees were present were noted on cards and then subsequently recorded by hand. A time-consuming procedure with the many different working time models. It was thus a major improvement when electronic time recording was introduced at the same time as the use of the ERP system from Infor.

Attendance times as well as order times were recorded at older PCs. The entry of the times via keyboard, however, proved to be problematical in the metallic envi-



ronment. The system regularly crashed, which led the management to search for a new system for time attendance and shop floor data collection.

«We wanted robust terminals that can cope with air containing oil, higher temperatures and dust, and a stable reading process,» explains Hubert Kramer, the production manager for Friedrichsdorf.

Longtime partnership

The longstanding IT partner CANCOM IT Solutions GmbH from Balingen that as an overall solution partner also supplied Arnold with the virtual server and storage infrastructure and at the same time supports Arnold as the overall IT solution partner recommended the hardware from Kaba to the company. It said it met the special requirements of Arnold best. At the end of 2006, 25 Kaba terminals of the type B-Net 95 80 with LEGIC readers were purchased, distributed immediately to the two sites, installed and put into operation without testing.

«The system ran faultlessly straight away, we had no problems whatsoever,» confirms Hubert Kramer. Since then, the employees have recorded their data with LEGIC key fobs. All the work processes of the individual and collective orders are logged in and logged out. These data are incorporated into the higher-level system INFOR:COM 7.1, where they are analysed. «This means we can see live what is happening in the factory, the status of the orders, the utilization and the bottlenecks,» emphasizes the production manager. «With the precise recording of the order times, we have a much better basis for the post-calculation.» At Arnold, the expectations of the SFDC system have been entirely met and they are therefore absolutely satisfied. The SFDC terminals are as robust as the company had hoped for. They are very well encapsulated and the touchscreen causes no problems whatsoever, not even with oil-covered hands or when operated with gloves. «That was the best investment that we could make,» says production manager Hubert Kramer, with conviction. The next project is currently ongoing in the area of access control. Up to now, only the outer skin was protected by scanners; it can now also be recorded inside who goes where. The expansion of the system is not a problem. The LEGIC chips can easily also be used as an identification medium for access control.