

A case story:

DOVISTA compliments the new Aabo-Ideal company set-up: - Projects are handled better than ever

After E. Aabo Andersen A/S and Ideal-Line A/S merged into Aabo-Ideal, DOVISTA Polska Sp. z o.o. says they experience a faster throughput time on projects without compromising the quality. Latest project even included considerable requests for changes, and the line was still delivered within the deadline.

DOVISTA Polska Sp. z o.o. is part of VKR Holding, one of the largest manufacturers of windows and doors for facades in Europe. The company manufactures in both wood and aluminium, and the aluminium parts are surface coated to ensure weather protection.

The location of the factory is in the Polish so called "Window Village", and the total number of employees is more than 4,250 across eight factories. Michal Rusiecki is Factory Director and responsible for the aluminium coating factory, and therefore also the person who decided to order a new coating plant from Aabo-Ideal back in 2018, just after the merger.

- Our first finishing line from Denmark was commissioned in April 2016, and at that time our supplier was Aabo, while the new line is built by Aabo-Ideal, says Rusiecki.

In March 2019, the new finishing line was under construction, just going into the last commissioning before start-up. With a total coating capacity of 2 million sqm. per year, it was a considerable plant and a big investment for Dovista, so the focus of the whole organization was of course high.

- In terms of the line construction, there are many differences from the old line. The new one is much more complex in terms of conveyor and other subsystems. For this reason, we were also excited to see how the cooperation with the new Aabo-Ideal set-up would work for us. And it is very different, I must say, Michal Rusiecki states.

Since the merger, the focus for Aabo-Ideal has been to achieve even better project deliveries, shorter lead time, and increased use of standardized subsystems.

- The advantage of standardized subsystems is that we can supply any size and configuration of plant, while still adapting it to our customer's specific needs, says Gunnar Lassen, Sales Director of Aabo-Ideal A/S

And the strategy has paid off, it appears. Michal Rusiecki is telling us about how the project has been handled, and how he is now much more comfortable with the new and larger partner.

- Ideal has brought a lot to the team and standards are higher, because everything is not built from scratch, he says. It of course depends on the specific line we want, but even with many requests for considerable changes late in the project, Aabo-Ideal managed to keep the deadline, and for this we are very happy.

At Aabo-Ideal, Claus Aabo still has a very good contact to Dovista, and he is happy to have a project management team that ensures a constant information flow, keeping the customer happy.

- The fact that our project manager is a one-point-of-contact for Michal and his team has been very good. The weekly meetings have cleared up the requests for changes very effectively, including requests to squeeze part of the line and add more conveyor chains – not trivial changes, says Claus Aabo.

To Michal Rusiecki it is hard to calculate the financial benefits in Euro of the new set-up, but he feels more safe with it. The changes to the design were estimated to increase delivery time with 1 month, but at the end of the day the line was delivered within the original timeline.

- I have spent a lot of time discussing with different suppliers of finishing lines, but I feel comfortable and optimistic now. Projects are handled better than ever, concludes Michal Rusiecki from DOVISTA Polska Sp. z o.o.

Facts about DOVISTA Polska Sp. z o.o.:

- 8 factories in the vicinity of Gdansk
- 4.250 employees
- Turnover of 442 million Euro
- 25% market share of Polish export of windows and doors

Facts about Aabo-Ideal:

- 2 factories on Funen, Denmark
- More than 60 years of experience in this business
- 100 employees
- Produce over 100 plants per year
- Has more than 6000 lines installed worldwide

Image caption

Large Power&Free conveyor ensures an efficient production.



Image caption

Dovista's new finishing line from Aabo-Ideal has a capacity of 2 million sqm per year.

