CLOOS

SUCCESS STORY

RETROFIT WITH A VISION FOR THE FUTURE

Guntamatic, together with CLOOS, focuses on targeted and sustainable modernisation.

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RETROFIT WITH A VISION FOR THE FUTURE

How Guntamatic is working with CLOOS to modernise existing welding systems to make them future-proof.

Peuerbach (AT)/Haiger, 03/2026
Guntamatic Heiztechnik GmbH, based in Austria, has been synonymous with high-quality and innovative biomass-based heating systems for decades. To ensure this standard is maintained in the long term, the company consistently focuses on automation and a high degree of vertical integration. In welding production in particular, reproducible quality, flexibility and process reliability play a crucial role. Automated welding systems have therefore been an integral part of the production strategy from the very beginning.

However, as some of the systems aged, the limitations of the existing technology became increasingly apparent. The systems, some of which were more than 25 years old, no longer had the necessary capacity to reliably handle all the complex welding tasks.

Ageing technology as a barrier to growth

"We increasingly found ourselves reaching the limits of the technology," says Günther Hümer, Managing Director of Guntamatic, describing the initial situation. "The systems were still running, in principle, but quality and process stability were no longer at the level we require for our products."

The result was frequent downtime, imprecise robot movements and a high volume of rework. Repairs and breakdowns were becoming an increasingly common part of daily life, and staff had to invest a great deal of time in manual rework. This situation had a noticeable impact on production reliability and efficiency.

Clear objectives for the modernisation

The primary aim of the modernisation was to achieve automated, permanently leak-tight welding of the boiler bodies. At the same time, Guntamatic was determined to retain a key unique selling point: the high flexibility of the existing gantry systems. Each system was to remain capable of manufacturing different types of boilers.

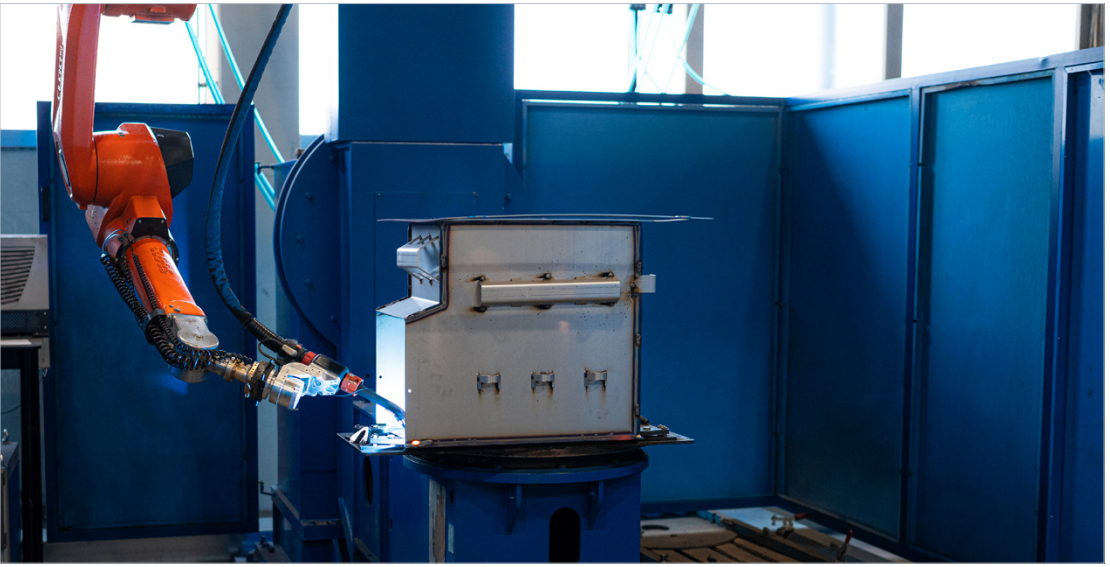
"Our production is deliberately designed to allow us to respond flexibly to market demands," emphasises Hümer. "This flexibility was non-negotiable for us, even after the modernisation."

Another crucial aspect was sustainability. The solid steel structure of the gantry systems had proven its worth over decades and was to be retained. A completely new system would not only have incurred significantly higher investment costs but also unnecessarily tied up valuable resources.

Why a retrofit rather than a new plant?

Against this backdrop, Guntamatic made a

Guntamatic specialises in the manufacture of biomass-based heating systems.



Guntamatic has relied on CLOOS welding technology for many years.

Günther Hümer, Managing Director, Guntamatic .

Werner Dolesal, CLOOS Austria

conscious decision to opt for a retrofit with CLOOS. The company generally invests in systems that can be operated reliably over many years – often several decades. Even with medium production volumes and variable batches, automation must remain economically viable.

"It was clear to us: we wouldn't replace an entire system if the underlying concept still works," explains Hümer. "A retrofit was by far the better solution, both economically and strategically."

As part of the modernisation, the technologically relevant core components were specifically upgraded. Specifically, the specialists from CLOOS replaced the welding power sources, the entire robot mechanics and the robot controllers. The tried-and-tested steel structure and the flexible gantry concept were retained.

"In doing so, we have modernised precisely those components that are key to welding quality, dynamics and process reliability," explains Werner Dolesal of CLOOS Austria. "In terms of functionality, the systems now perform just like new ones – whilst requiring significantly fewer resources and at a much lower cost."

In 2025, Guntamatic modernised three systems in this way. A total of eight CLOOS welding systems are now in operation at the company.

Implementation without production downtime

A particular challenge was transferring the welding programs from control systems – some of which were more than 25 years old – to the new generation of control systems. The aim was to keep the programming effort to a minimum after the retrofit and to avoid long restart times – despite new robot mechanics, modern control technology and high-performance welding power sources.

"It was important to us that we didn't have to start from scratch again after the retrofit," says Ludwig Wiesenberger, Deputy

Production Manager for Welding and Assembly. "We wanted staff to be able to get back to work productively as quickly as possible."

For this reason, Guntamatic and CLOOS worked very closely together from the outset. The systems were modernised one after the other, with the schedule strategically planned to ensure there was no significant loss of production. Each system was able to be recommissioned on schedule.

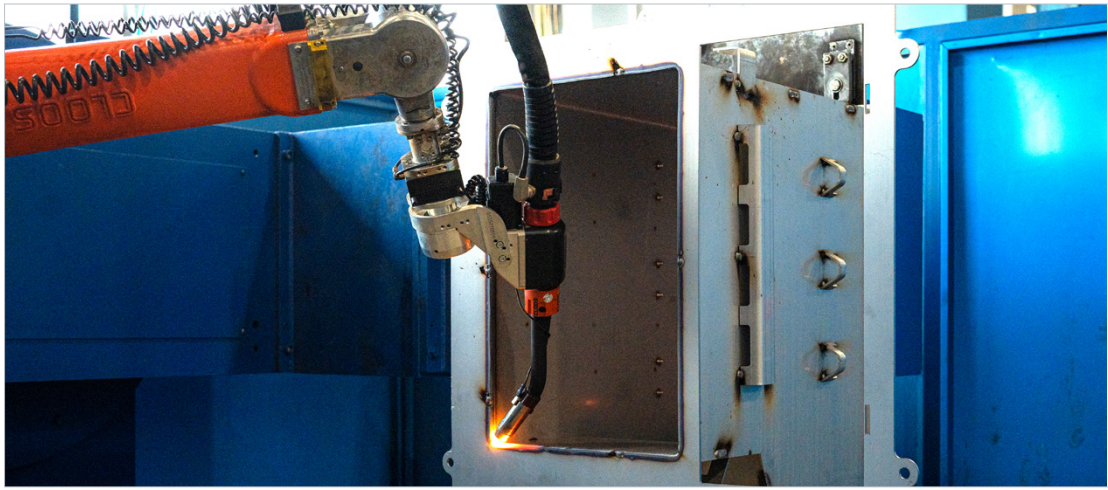
Noticeable improvements in day-to-day production

Following the retrofit, the improvements are clearly evident in day-to-day operations. The new robot mechanics ensure precise and consistent movements, particularly at corners and seam transitions. In combination with the new welding power sources, a consistent penetration depth and high seam quality are now achieved.

"A lot of rework used to be necessary," explains Wiesenberger. "Today, the boilers pass cleanly through the systems, and the required tightness is achieved right from the automated process."

In addition, the robots can continue production for several hours even after the end of the regular working day. Depending on the product, Guntamatic thus saves two to three hours of production time per shift.

This also benefits the staff. Fewer disruptions, simpler programming and significantly reduced rework mean less grinding and manual re-welding – a clear gain in terms of time, ergonomics and workplace quality.



Among other things, Guntamatic benefits from increased production reliability.

Florian Sonnleitner, Production Control and Planning, Guntamatic

Ludwig Wiesenberger, Deputy Production Manager for Welding and Assembly, Guntamatic

Employees also benefit from the improved quality of the working environment.

Greater production reliability and flexibility

From a production control perspective, too, the retrofit has clearly paid off. Florian Sonnleitner, responsible for production control and planning, sees the increased plant availability as a particular advantage: "Production reliability is now significantly higher. Unplanned downtime has become the exception."

Particularly in Austria, where high energy prices and labour costs are putting pressure on manufacturing, this gain in productivity represents a decisive competitive advantage.

Partnership on equal terms

As well as the technology, the collaboration with CLOOS also plays a central role for Guntamatic. Communication is described as open, direct and solution-oriented. Even with very old machinery, the customer feels they are receiving expert support – an important factor in long-term investment decisions.

"For us, it is crucial to have a partner who truly understands our requirements," summarises Hümer. "That is exactly what we have with CLOOS."

For CLOOS, in turn, this partnership-based collaboration forms the basis for sustainable project success. Retrofitting is not seen as a short-term measure, but as a joint step towards a stable, long-term future for production.

The project impressively demonstrates how existing plants can be raised to a new level of performance – technically, economically and sustainably – through targeted modernisation. The retrofit with CLOOS enables Guntamatic to ensure flexibility, quality and production reliability in the long term – without abandoning the tried-and-tested core of its manufacturing operations.

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