

Driving excellence: BDF and BETA GLASS make waves together

Precision, efficiency and collaboration are vital in industrial glass manufacturing. Both equally rigorous in making that trio of principles a reality, BDF Industries and BETA GLASS jointly exemplified all three after achieving a 'glass to glass' turnaround in Nigeria in just 32 days. Here BDF's Gianluca Cera shares the project details with our editorial team, as well as key factors behind its success.

GMP&A: FIRST OF ALL, GIANLUCA, CONGRATULATIONS ON THIS SUCCESSFUL PROJECT IN NIGERIA WITH BETA GLASS. COULD YOU BEGIN BY SHARING THE HISTORY OF BDF'S COLLABORATION WITH THE COMPANY?

GC: Thank you. BDF Industries has maintained a strong partnership with Beta Glass, spanning several decades. That relationship is grounded in mutual trust and a joint pursuit of excellence. We've supplied nearly all the furnaces and forehearthers for Beta Glass' facilities in Nigeria. The reliability and

performance of our equipment have solidified our reputation as a dependable partner. Our collaboration began years ago when Beta Glass was aiming to enhance their production capabilities. At the time they sought a partner capable of delivering advanced technology and expertise for effective implementation and maintenance. For them BDF was the clear choice, and our close collaboration has continued ever since.

GMP&A: Achieving a 'glass to glass' turnaround in just 32 days has been truly impressive. What critical elements made this remarkable efficiency possible?

GC: Achieving such rapid turnaround was the culmination of several pivotal factors. Initially, our engineering efforts were meticulously planned and executed, forming a robust project foundation. During the initial planning phase, our team invested considerable effort in ensuring comprehensive preparation, which necessarily included contingency plans for potential challenges. Daily meetings, sometimes twice per day, ensured seamless communication and swift resolution of issues, which is always crucial for maintaining project momentum. The technical proficiency and availability of our supervisors, Oscar and Dalibor, were invaluable.



able. Here their experience and problem-solving abilities proves essential. Furthermore, Beta Glass' project leaders were exceptionally prepared, too, facilitating smooth operations with their prompt decision-making. Furnotherm's diligent on-site assembly support was also pivotal, ensuring timely and accurate execution. Our team in Italy provided continuous technical support, ensuring that our supervisors had the necessary resources. Ultimately, it was our signature team effort that won the day, with everyone contributing towards a shared objective.

GMP&A: Could you elaborate on the extent of BDF's contribution to the project?

GC: Certainly. BDF's contribution to this project was extensive. It encompassed the upgrade of plant technology through detailed engineering, supply of advanced automation equipment and subse-

quent commissioning. Specifically, we provided combustion systems, refractory materials, forehearth control panels and process control, and SCADA supervision systems. Our objective was to deliver high-quality solutions swiftly and effectively, and I'm pleased to report that we accomplished this goal. The combustion systems we supplied were tailored to enhance operational efficiency, with our SCADA supervision systems enabling real-time monitoring and data collection for rapid adjustments and continuous enhancement. This holistic approach ensures that every aspect of the production process is optimized for superior performance and reliability.

GMP&A: How much did daily meetings and the presence of your supervisors play a role in project success?

GC: Daily meetings were crucial for maintaining transparent

communication and coordination among all key players. They enabled progress reviews, early issue identification and prompt decision-making - all to uphold project momentum. Such meetings also cultivated a culture of accountability and collaboration - ensuring clarity on both responsibilities and project timelines. Our on-site manager, Oscar, played a pivotal role - was always prompt with addressing technical challenges and leveraging his expertise to navigate project complexities. Alongside other BDF supervisors, he served as the bridge between our technical team in Italy and the on-site team in Nigeria - ensuring seamless communication while upholding our rigorous standards throughout the project.

GMP&A: How did the preparation and involvement of Beta Glass project leaders influence the project's outcome?

GC: The effectiveness of Beta



Glass project leaders played a pivotal role in our achievement. They were thoroughly prepared, understood the project complexities and swiftly made well-informed deci-

sions - thereby reducing delays and maintaining our project timeline. Their adeptness in collaborating with our team and other stakeholders proved indispensable. Their

input and feedback were invaluable in refining our strategies and promptly resolving challenges. This cooperative approach significantly contributed to meeting our ambitious turnaround goals.



GMP&A: What are BDF's future collaboration plans with Beta Glass moving forward?

GC: That's easy to answer. Our outlook for the future is highly positive. BDF has initiated discussions regarding the refurbishment of Beta Glass' next furnace. We anticipate that this upcoming project will further capitalize on the achievements of our recent collaboration. We're also eager to maintain our track record of offering inventive and dependable solutions to Beta Glass. Here our enduring partnership underscores our shared dedication to excellence and ongoing

enhancement. Drawing on our expertise and the solid groundwork we've both laid, we aim to jointly tackle fresh challenges and reach new heights together. Our objective remains steadfast in delivering solutions that optimize the efficiency, quality and sustainability of Beta Glass' operations.

GMP&A: BDF seems to have certainly proven itself as a dependable partner for Beta Glass. Do you have any final reflections on the project?

GC: In closing I'd say this project demonstrates BDF's capacity to promptly and proficiently provide top-tier solutions. It underscores the superb engineering, cohesive teamwork and mutual dedication to excellence that BDF and Beta Glass both embody. Together, we take pride in our achievements, which has us now eagerly anticipating our future collaboration. We're confident that our collective expertise and commitment

will sustain ongoing success and foster innovation within the industry. Our collaborative strategy and steadfast commitment to quality and efficiency have been pivotal to our achievements. Here's why we anticipate numerous successful ventures ahead with Beta Glass and other esteemed collaborators.

GMP&A: Thank you for your insights, Gianluca. The collaboration between BDF and Beta Glass clearly sets a high standard in the industry.

GC: Thank you. It's been a pleasure discussing this project, and I appreciate the opportunity

to highlight the hard work and dedication of everyone involved. ■



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