

INDUSTRY TRACTION

All fired up for more, FAMA celebrates a 2023 of triumphs

FAMA continued to advance last year with its development of machinery for the glass industry. The first prototype of a Full Servo Machine, designed 100 percent in-house, has been in operation for more than 30 months at Vitro Envases Toluca plant (Cosmos). This

machine has produced over 20 million containers, including perfumery bottles, condiment dispensers and similar items - all using Blow-Blow processes. In this latest stage, improvement projects are being implemented on this prototype machine to reach its maximum operational

potential. This is part of the maturation process for the release of the development. Work is also underway on the Technological Independence project as part of the strategy to expand the company's product portfolio and involves developing proprietary mechanisms for standard Servo-Pneumatic Machines (I.S. 'SF').

DRIVING INDUSTRY 4.0

Throughout the years, FAMA continues to advance as an Industry 4.0, focusing on its customers. The implementation of the first machine with in-house developments, the Next Gen 4.0 machine, is equipped with 100 percent servo mechanisms. The Next Gen 4.0 machine was optimised using tools like the Digital Twin, which allows for the early observation of improper behaviours in mechanical and electronic designs related to servo motorised parts.

PATENTS

Among the innovations patented, there is a new servo gob distributor, as well as a servo mechanism for opening and closing moulds and/or blanks, which integrates all sections of the machine. Other big wins include a servo invert mecha-



With a focus upon Industry 4.0, technological independence and service excellence that positions it as a driver of innovation in the glass industry, FAMA once again made great strides last year with its full Servo Machine prototype – as well as other innovations that include a Next Gen 4.0 machine and patented mechanisms.



nism, a servo funnel mechanism, baffle and blow head, a servo take out mechanism using the new servo motor technology and a new mould cooling system.

A STRATEGIC VISION

In achieving these results, the division followed various strategies, namely:

- Automated commercial standardization: Strengthening FAMA as a driver of technological innovation in the automated equipment processes and driving commercial growth by offering its capacities to customers in non-laboratory industries and products.
- FAMA machine services: taking advantage of the growth

in the company's machinery business, building a solid team that turns industry needs for engineering, repair, maintenance, and spare parts services for the IS machinery market, into growth opportunities.

- Commercial development and training: FAMA formulated a commercial development plan to build the technical and commercial capacities necessary to serve its customers.
- Technology-independent IS Machine: The company completed implementation of its FAME technology, which is now introduced 100 percent into the IS machine market.
- Supply flexibility and strategic sourcing development: FAMA



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ABOUT FAMA

Born in 1943 as a subsidiary of Vitro for in-house machinery manufacturing, FAMA has a proven track record of creating forward and innovative industrial technology. The company later expanded its products and services to the market, providing integral solutions for the glass industry. With over 75 years of experience to stand on, FAMA now looks ahead as it extends into other industries to offer machine manufacturing, equipment and bespoke solutions - all to make the most of its capabilities.

worked on developing a more flexible, efficient, and resilient supply chain by building strategic suppliers and inventories.

- **Service excellence:** The company improved quality and service with its internal and external customers by perfecting delivery times, communications and solutions.

QUALITY POLICY

FAMA is committed to its interest groups in complying with and consistently communicating all agreements, standards, applicable regulations and quality objectives. Faithful to its continual improvement and quality management system, it also strives for customer satisfaction based upon the value it seeks to bring. The company has a cul-

ture of operational excellence, mindful that the participation and competence of all company employees are fundamental to its processes.

SUSTAINABILITY

FAMA also works tirelessly to ensure that all operations preserve and protect the environment and the community. As such it offers sustainable solutions to meet the needs of both its customers and its consumers. Supported by three pillars and framed by a Responsible Corporate Management, the Vitro Sustainability Model promotes initiatives which aim to secure optimal conditions that can generate the best economic, social and environmental development of stakeholders.



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