

## ANTONINI: continuing to bring value where it most excels

### **G** LASS MACHINERY PLANTS & ACCESSORIES (GMP&A):

Andrea, how would you summarise these post Covid-19 days at Antonini - including any reorganisation within the company, markets and client relations?

*Andrea Cella:* During the pandemic the company never stopped operating. All possible health and safety measures were implemented to reduce risks for our workers whilst maintaining the highest possible manufac-

turing standards.

Antonini quickly implemented a new digital customer relationship management - all thanks to new digital communications and support, such that it was able to maintain all commercial relations remotely.

Any business trips deemed unnecessary were turned into online meetings. Indeed the company maintained all remote communications on a 24/7 basis so that customers would never miss out on our technical support during lockdowns.

The biggest obstacles we had to face, in regard to business trips, were the constant changes in restrictions and regulations for each country. The main concern was having our representatives stuck abroad owing to possible sickness or to being caught between different lockdowns.

At the end of the lockdown in Italy, the main goal of our Antonini sales department was to restart our business trip planning. In fact, restarting was the company's motto - eventually leading us away from those Covid days.



Still 'looking ahead' at the future of glass, GMP&A recently interviewed ANTONINI Sales Area Manager Andrea Cella to get a glimpse of how the company perceives its place and positioning within the industry over the years ahead.

The company achieved an important result in 2021 with the sale of Lehr no. 2000 - a milestone that made us proud.

Over the past three years Antonini manufactured and installed 330 Lehrs in 96 countries over the World and increased manufacturing capacity by over

25 percent as compared to pre-Covid days. Here we can affirm that Covid left us untouched. If anything it made us more successful.

**GMP&A:** Any comments on energy saving and related costs, problems and solutions?

**AC:** As regards the quality of

Antonini always set itself apart from others in regards to the quality of its manufactured goods, especially considering tunnel modules, these modules can be categorized in the following 3 labels - especially respecting its tunnel modules. These can be categorised under the following three labels: Heating, Mix (Heating and Cooling) and Cooling. Each of these modules is made of three main components: an interior tunnel module mainly made of stainless steel, insulating material made of rock wool and external metallic structure.

Every heating module includes an air recirculation system (top ventilators) to ensure homogeneous and stable temperatures inside the tunnel. Our heating modules (such as gas burners or electrical heaters) outshine the competition thanks to their excellent performance at all power levels. The heating power is split appropriately along all heated zones of the tunnel in order to allow a balanced distribution of temperatures during all processes of annealing, decoration or tempering.

The mix-modules are well-equipped with both heating and cooling. Proportional control valves are employed to allow an external air inlet to the recirculation system. This in turn permits mixing of the tunnel air with the external fresh air without interfering with the temperature of the glassware.

In the last modules of the tunnel (cooling area), a specialised chimney discharges the hot air overpressure. Each module of the tunnel has its own air rebalancing system, or





# Looking Ahead

‘air-drift control’, which assures independent, extended control of temperatures in all areas of the tunnel. This, in turn, guarantees constant set point temperature values throughout the manufacturing process.

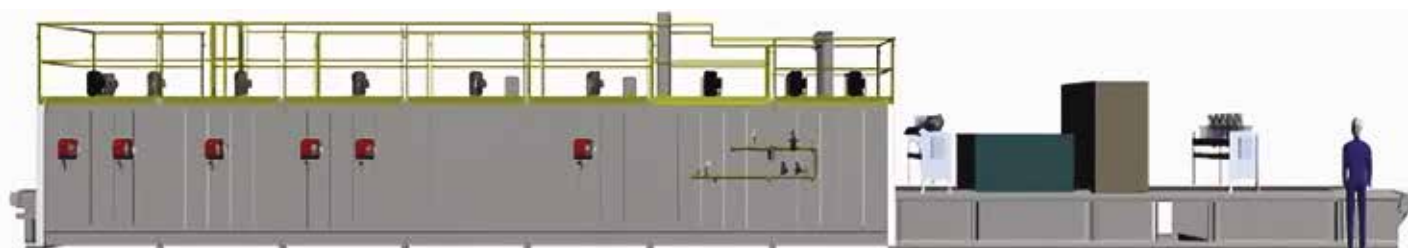
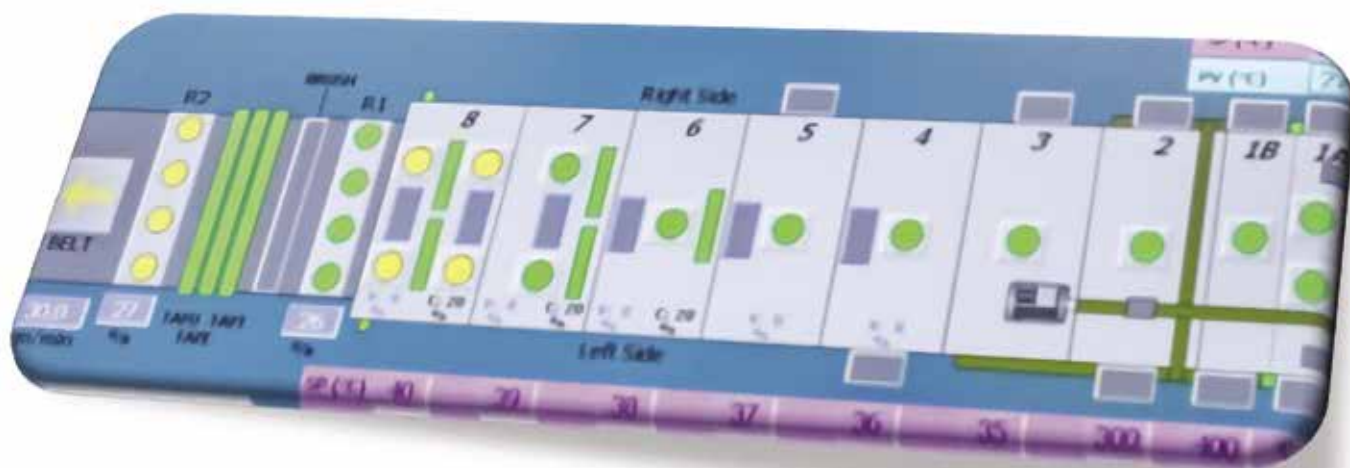
The abovementioned technical report serves as a necessary introduction toward moving onwards to the most recent topic of interest of the Glass Manufacturing Industry, which have seen inquiries regarding energy consumption become a standard demand for three years now.

on a Lehr with a specific software interface aimed at intelligent energy usage;

3. A substantial reduction of the power needed for air circulation systems in order to reduce shadow areas and increase production capacity;
4. A re-engineered Top Ventilator unit that eliminates all unnecessary energy expenditure (due to the presence of superfluous components) has become a must for all Lehr supply;

a dedicated air-blower, thanks to the use of gas pressure to suck necessary combustion air;

7. Reduced component count to guarantee installation safety and, as such, minimise energy waste;
8. Energy dispersion reduction, by employing specially designed structures that avoid energy loss of the glass containers while entering the lehr (less heat dispersion equals less gas or electricity consumption);



Here's why our flexibility has allowed us to develop specialised solutions aimed at reducing energy such consumption as:

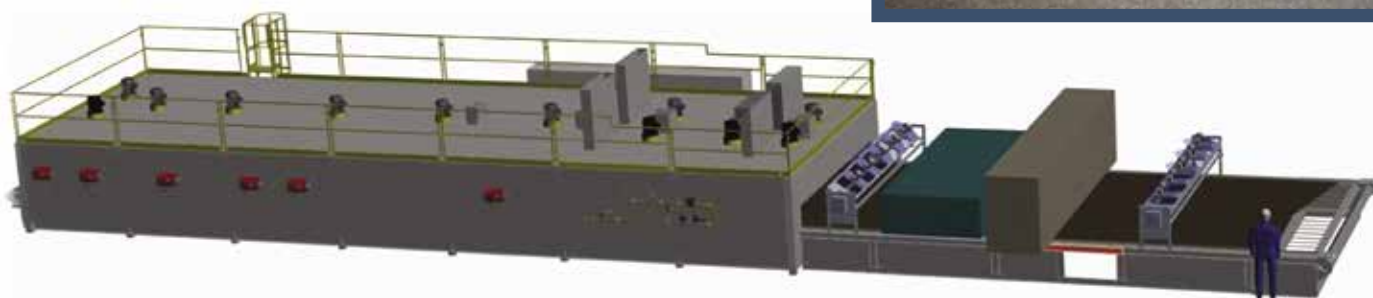
1. Employing the most efficient electrical motor on the market;
2. Introducing a smart management system applied to the motor of the Top Ventilators and all other motors installed

5. Reduction of energy waste due to localised overheating by employing multistage burners. This is achieved thanks to an array of burner heads - each of which functions with maximum energy efficiency;
6. Electric power saving by using a burner without

9. The latest 3D modelling technology has been introduced to allow for the design of highly-customised solutions and not only for the study of new product development;
10. Over the past few years we focused on the planning and construction of "Dual Fuel" Lehrs. This



from left: Andrea Cella,  
Giacomo Orselli, Andrea Bassi



allows for more flexibility, energy consumption optimization and the utilisation of the most local available fuel which allows individual fuel choices for value specific areas of the Lehrs.

**GMP&A:** Finally Andrea: What's your evaluation of the Glasstec event and of market prospects for the second quarter of the year 2023?

**AC:** Meeting our customers after four years has been exciting, especially considering our market references, where trustworthy client relations are the basis for the successful execution of all projects.

The Glasstec Event happened at the most opportune time to allow the Glass

Manufacturing Industry a much-needed direction after the post-pandemic changes and a complex worldwide market. The Visitors to our Stand impressed us by showing a high technical understanding and created the opportunity for splendid interactions with our team while seeking solutions and advice for future projects.

The prospects for the year 2023 are more than satisfactory, we can confirm that our production prospects are already looking to 2024.

In conclusion, we can affirm that, Antonini, once again reinstates itself as a Worldwide Leader in the Glass Manufacturing Industry, by leveraging its excellent references and continuously investing in

bettering solutions aimed at its clients, committing to guaranteeing maximum performance and reliability, always bringing more value to the motto which made our company famous throughout the world: 'install and forget'. ■



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