

Continuing EME and SORG collaboration ushers in 2023

Still energised by Glasstec last year, our editorial team caught up with Sebastian Woltz, Sales Director at EME, and Matthias Haas, Associated Sales Director at Nikolaus SORG as the two companies team up again to take forward various shared projects.

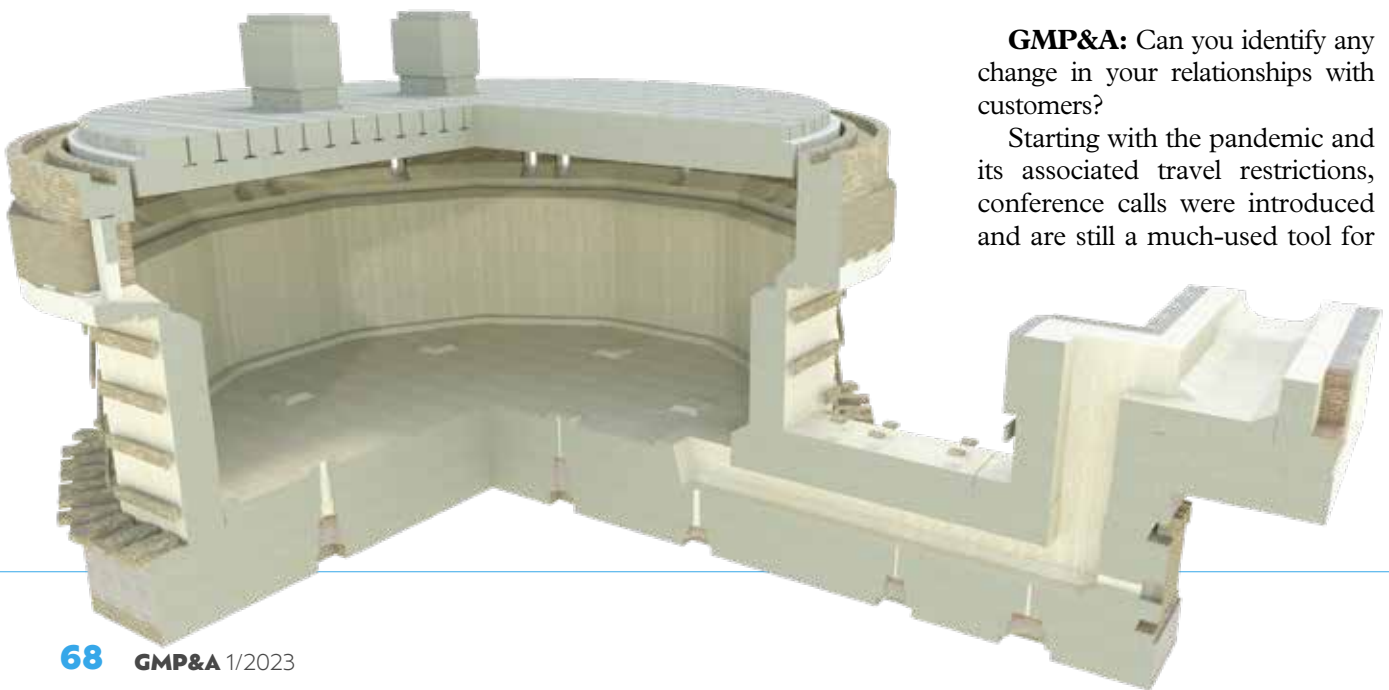
G LASS MACHINERY PLANTS & ACCESSORIES (GMP&A):

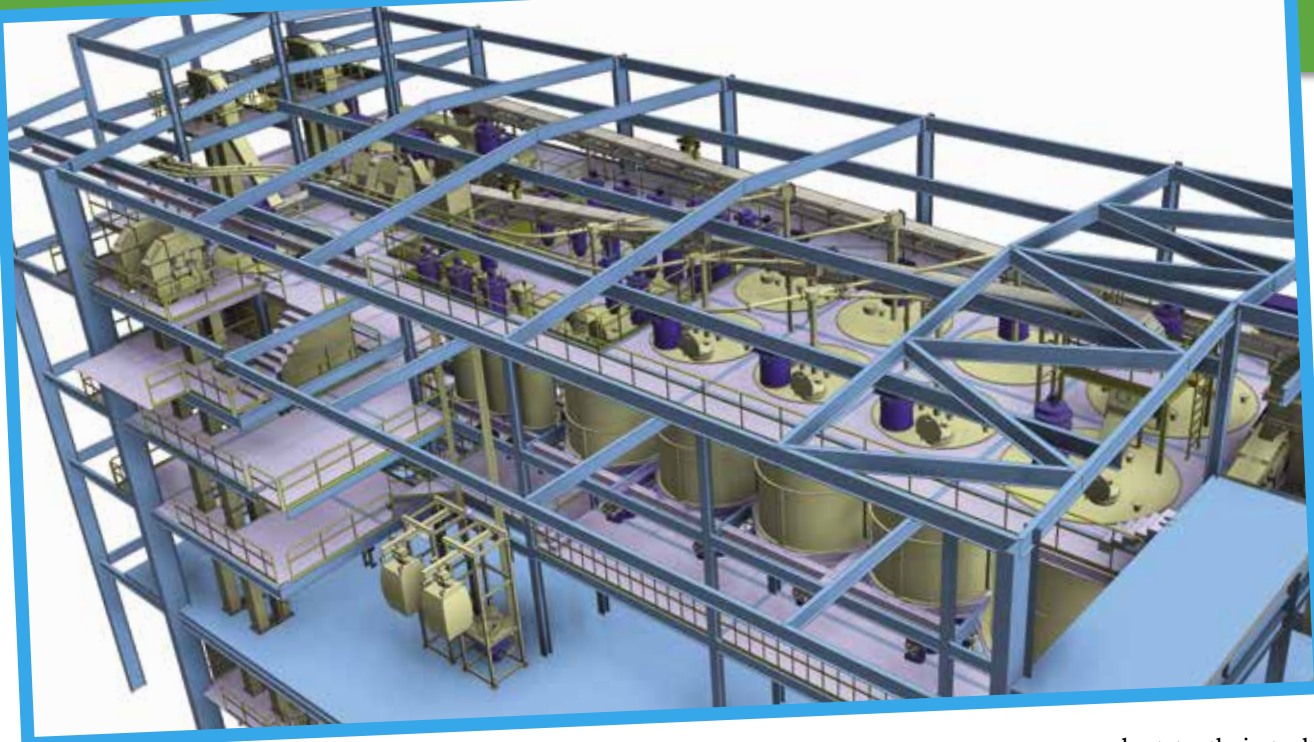
Could you give us a brief summary of the post-pandemic period, Sorg and EME company organisation and markets?

The high demand for glass and relevant equipment has persisted worldwide even during the post-pandemic period and indeed the number of inquiries and projects remains continuously elevated. This has all departments working at full capacity, with both EME and Sorg running projects in Europe, Africa, Middle East, Asia, North and South America - in short, all over the world.

GMP&A: Can you identify any change in your relationships with customers?

Starting with the pandemic and its associated travel restrictions, conference calls were introduced and are still a much-used tool for





communicating with customers from the sales and project management teams. That results in more frequent exchanges as well as continuous, detailed technical discussions with our customers. On the one hand this accelerates many decisions though, on the other, it results in far more time investment. Constant exchange can result in more technical concepts being changed and more options being worked out. However, travelling to meet customers, coupled with the number of personal meetings, is gaining traction again now. That's because personal relationships and direct communication continue to be preferred sometimes to discuss projects around the table - which can turn out more efficient. To develop a concept and work on a project via conference calls alone is, in our experience, mostly insufficient.

GMP&A: Any comments concerning energy savings and associated costs?

Saving energy costs and cutting CO₂ emissions are, of course, major issues. Sorg's new technologies, like Clean Melter® and VSM full electric melter, are all designed to use electric energy as much as possible for glass melting. That said, electric energy costs are, how-

ever, significantly increasing and availability is limited. Because of the gas shortage in Europe, several customers are looking for alternative fuels like oil.

GMP&A: Can you speak to any post-Glasstec issues or evaluations and/or market prospects for 2023?

Glasstec was certainly a successful and valuable event for both EME and Sorg. It was immediately clear to us that people were truly excited to be at the event and that they'd been looking forward to it - also because there hadn't been an industry trade fair for some time. Most meetings and discussions were very focused and well-prepared. Needless to say, attendees didn't want to simply show up. They really wanted to derive genuine benefit from Glasstec. As mentioned before, the demand for glass in 2023 remains elevated and is even continuously on the rise. Owing to high energy costs, questions around the availability of green energy and current uncertainties posed by 2023, some customers will only make short term decisions as to whether or not to rebuild rather than invest in a new sustainable furnace. Here's why EME and Sorg must remain always flexible while being ready to swiftly react to the changing demands of custom-

ers so we can adapt to their technical concepts and scope accordingly. As for the batch plants, EME is being tasked more often with designing both batch plants and batch transport systems that are as flexible as possible - all to ensure its readiness for potential new furnace technology installation. ■

SORG
GROUP

NIKOLAUS SORG
GmbH & Co. KG

Stoltestraße 23
97816 Lohr am Main
GERMANY
Tel.: +49-9352-5070
E-mail: nsorg@sorg.de
www.sorg.de

EME

EME GmbH

Wockerather Weg 45
41812 Erkelenz
GERMANY
Tel.: +49-2431-96180
E-mail: contact@eme.de
www.eme.de