

# IG leader **PREDARI VETRI** bets on **LiSEC** TPA technology

**F**ounded in 1960, Predari Vetri SPA is a three-generation family business that has grown into a leading producer of insulating glass in Italy. While the production of all types of insulating glass, including warm edge, is its core business, the company's portfolio is rounded out by an architecture division that manufactures made-to-measure products with laminated and tempered glass. 130 employees at three Mantua production sites process over 3,000 square metres of monolithic glass and 3,000 square metres of laminated glass per day. Supplying large Italian producers of PVC, wood and aluminium windows, they generated a turnover of EUR 40M in 2022.

## **MAXIMISING CUSTOMER-CENTRICITY: A STRATEGIC APPROACH**

Says company Managing Director Daniele Predari: "As for the secret to our success, what makes us stand

out is customer service. We are focused on a limited number of major Italian window manufacturers and our factory is optimised to meet their needs. Our large production and logistics capacity allows us to offer the 'just in time' delivery that the most demanding customers require. This strategy adds

value to our products and has allowed us to build very strong, loyal relationships with our customers."

Running several production lines over three shifts, Predari stresses that premium products are made by well-trained, knowledgeable personnel: "For me, it's the person, not the machine,

that has the most value for the company. It's they who are responsible for the best performance." The same conviction is reflected by the company's investment in regular training for its operators, but also in high quality technology. "For us it is essential to have techno-



Partnering with LiSEC to keep its celebrated product quality ship shape, PREDARI VETRI has always taken pride in its customer service and super-skilled staff. Now, as it stands primed for more growth in a competitive market, the company is leveraging the support of Lisec to take its signature expertise and reliability to even higher standards.

logical continuity. Operating many production lines, we need uniformity to manage staff turnover while always producing products in the same way.”

### EXPLORING INNOVATION: THERMOPLASTIC SPACER TECHNOLOGY INTEGRATION

As a quality-conscious company producing high volumes, Predari Vetri looks for suppliers just as focused on its requirements as it's focused on customer needs. The company's collaboration with Lisec started in the early 1980s with an insulating glass line, a profile bending machine and an automatic float cutting line with loaders that continues to this day. At the 2022 Glasstec trade show, Predari Vetri decided to invest in the exhibited Lisec insulating glass line with warm-edge TPA technology. Says Predari on the reasons for this decision: “We see a change in the Italian market regarding customers and products. The share of PVC windows especially in residential construction has grown strongly. In our opinion, TPA products are ideal for residential construction, which

requires neither very large sizes nor special glazing with great weight. The high flexibility regarding thickness is another advantage.”

Realised in the proven long-life and low-wear Lisec machine design, the Lisec TPA ensures superb spacer extrusion quality with intelligent features like the flow measurement system on the applicator head. The system checks whether the correct amount of material is used throughout the entire process. High precision dur-







ing the application process guarantees consistent end-products that match production specifications with precision. After the TPA material is applied, a closing device refines the connection points to achieve not only unrivalled unit gas tightness, but also a smooth, aesthetic result. The material storage integrated into the machine allows a fast application speed and an uninterrupted production ideal for large volume output. Says Predari on what makes Lisec a unique partner: "We know Lisec as a reliable and innovative company with a strong research and development team. Its great advantage has always been the ability to test the systems in its own production, the Glasstech, before offering them on the market. Lisec systems allow us to create products that meet the technical and qualitative

requirements of our customers."

### **CULTIVATING STRENGTH: THE VALUE OF STRATEGIC PARTNERSHIPS**

Current governmental tax incentives for residential and

public energy renovation make Italy a strong market for IG solutions. To meet customer demand with united buying and selling power, Predari Vetri founded the Glass Group, established in 2009 - a union of 23 leading Italian glass manufacturers

that combines decades of experience in IG production of insulating glass with high production figures and excellent quality standards. The group jointly operates 28 factories with 900 employees and processes 2,8 million m<sup>2</sup> of insulating glass per year, with a turnover of EUR 160M. Says Predari on current and future trends: "At the moment, the fastest developing sector is that of residential construction. Customers demand insulating glass with the best visual quality and large industrial manufacturers need total reliability regarding delivery times. Our market grows increasingly competitive, our customers are growing considerably in size, and they need products and services that are suitable for highly-organised and productive industrial realities. Our goal is to continuously improve quality and production efficiency and to grow as a company by both internal and external lines. Here Lisec can support us by giving us the best technical know-how as well as reliability both in plants and in scheduled and unscheduled maintenance."

## **ABOUT LISEC**

Headquartered in Seitenstetten/Amstetten, LiSEC is a globally-active group that has provided individual and comprehensive solutions in both flat glass processing and finishing for 60 years. Its service portfolio comprises machines, automation solutions and services. In 2021, the group, with circa 1.100 employees and over 20 sites, achieved an export ratio of more than 90 percent and generated sales of more than EUR 200M. LiSEC develops and fabricates glass-cutting and sorting systems, single components and complete production lines for insulating glass and laminated glass fabrication, as well as glass edge processing machines and tempering machinery. With reliable technology and intelligent automation solutions, it sets both quality and engineering standards and significantly contributes to the success of its customers.

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