

# Showcasing **HEGLA** excellence from automation to laser diode heating

**GTI:** Jan, what can you tell us about Hegla-Hanic performance over 2023 as compared to the previous year?

*Jan Schäpers:* 2022 was a very good year industrywide - throughout the glass sector and also for Hegla-Hanic. Machine and software suppliers were living on a high volume based upon growth within the construction industry. There's been some decrease in 2023. Construction is facing some challenges owing to increased interest rates and private equities are lowering - also for the flat glass industry in Germany. This year that industry has slowed down by approximately 20 to 30 percent. So as a company we're focusing now on international markets - also outside Europe. So what we're facing isn't exactly a recession. But, that said, performance is lower than it was back in 2022.

**GTI:** Can you comment on any technologies your company is currently developing?

*JS:* Sure. I can tell you that a lot of very interest-

ing new ideas are coming in from the digital space - also from the other sectors like automotive and the chemical industries which are very ahead in terms of machine learn-

ing and artificial intelligence. Of course, Hegla-Hanic is also fully a part of that revolution. We have developed a brand new ERP system that's already being rolled out at customer sites. Four years ago we decided to take this major step as we



Hegla-Hanic is currently rolling out a completely redeveloped ERP system on customer sites, whose intuitive design is based on the Microsoft Dynamics 365 development platform. The new ERP can integrate numerous processes from digital order collection, storage and individual machines to delivery at the construction site.

As September saw HECLA returning to Vitrum after the pandemic break, the editorial team of Glass-Technology International took the occasion to interview Hegla-Hanic Managing Director Jan Schäpers, Hegla Managing Director Bernhard Hötger and HECLA boraident Head of Operation & Development Thomas Rainer on their companies' latest contributions to the industry.

sought to further develop our software strengths by using cutting-edge programming as a springboard. Based upon Microsoft Dynamics, it offers a usability that us-

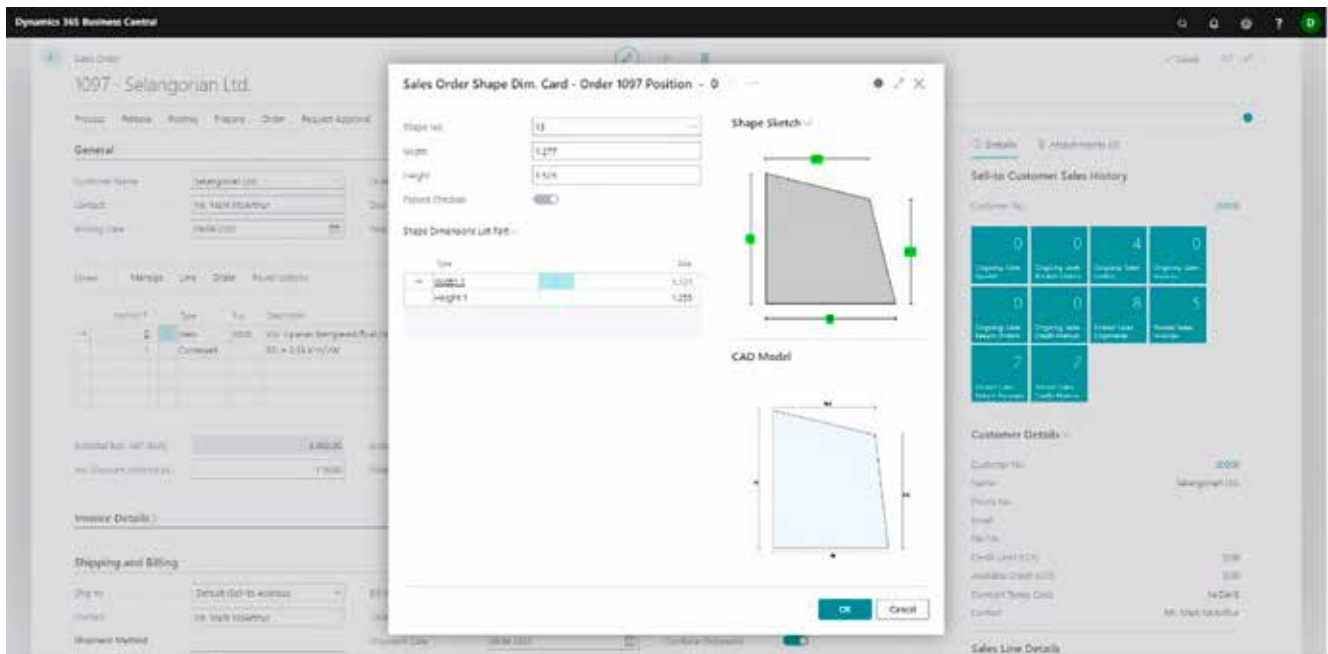
ers are already familiar with from daily use. Operators have access to numerous add-ons and defined interfaces too, and the system can be used on almost any end-device

without adjustments. The new structure gives us the freedom to perfectly adapt processes for order entry, warehouse management, material ordering or even billing to the glass-processing industry. This effective integration of processes gave us the possibility to improve our shop-floor mapping. Not only that. In conjunction with the MES, we can implement further workflow improvements in ongoing operation and actively support employees. Also, thanks to a continuous live status check of the processes on the ISO and processing lines, cutting plans are adjusted to generate a temporally coordinated production flow.

When data is acquired in ongoing operation, the operation can be adjusted to prevent a standstill or delay.

**GTI:** Bernhard, here at Vitrum I see Hegla has identified 'creating added value' as a key focus at the company stand this year. How's that expressed by what you're exhibiting for 2023?

**Bernhard Hötger:** A clear example of added value is offered in our ProLam LSR for laminated glass cutting, which has become a successful innovation thanks to its laser diode heating system. Here, focused heat application to the cutting contour accelerates the cutting process by twenty per



Equipped with the patented laser diode heating system, the ProLam LSR increases productivity by twenty per cent in terms of pane throughput, while also improving edge quality.



cent and more. The surrounding edge remains cold such that the risk of delamination is systematically reduced and successive cuts can be made free of delay. Almost half of all ProLam systems are shipped with optional diode heating nowadays. This new technology is primarily used for line solutions with two cutting systems and a higher level of automation. It taps the full potential of several linked cutting tables with improved cycle time. With its short boot-up time, the laser diode is a proven energy-saver and, with an operating life of at least 20 000 hours, it's more sustainable than classic heaters. So here's added value for you in abundance if ever I saw it!

**GTI:** Thomas, what can you tell us about technologies Hegla boraident is exhibiting here today?

*Thomas Rainer:* What's all the rage is our new solution for the post-installation functionalization of façades and windows, which also comes as a strong invitation to property owners to pay more attention to the problem of bird strikes on panes or limited RF transparency - until the panes have already been installed. Here, CELLFree Mobile and BIRDFriend Mobile laser solutions can be implemented to functionalise façades on site, even after they have been in place for years. To reduce mobile radio loss, the metallic functional coatings of Low-E, for exam-

ple, are transformed with ultra-thin lines to enable high-frequency communication waves to pass through the pane without attenuation. For bird protection glass, small dots are applied five centimeters apart with a laser transfer printing process. This has a triple effect: first, the semi-transparent dots are printed so close together that birds perceive them as impossible to fly through. Second, the pattern breaks up any realistic reflections that mirror the bushes or trees in the environment, which would normally attract birds. The third effect is the way in which the pattern changes UV reflections, sending out another warning signal to birds. This is no paltry

innovation. Mind that the American Bird Conservancy has confirmed the high efficacy of our bird protection glass on its all-important first page. Here, the quality of the glass is not impacted by printing the surface texture on it, and the texture still fulfills its function after 20 years.

Hegla Gmbh & Co. KG



Industriestrasse 21  
37688 Beverungen  
Germany  
Tel.: +49-5273-9050  
E-mail: info@hegla.de  
[www.hegla.com](http://www.hegla.com)



**GLASS**  
SOUTH AMERICA

TECNOLOGIA  
& DESIGN

**12 - 15 JUNE, 2024**  
SÃO PAULO EXPO



**THE BEST OF WINDOWS,  
DOORS AND FACADES INDUSTRY  
WITH THE BIGGEST EVENT IN THE  
GLASS SECTOR IN LATIN AMERICA  
IN THE SAME PLACE.**

The biggest glass fair in  
Latin America, since 1996.



**Take part, be an exhibitor:**

[glass@nm-brasil.com.br](mailto:glass@nm-brasil.com.br)

[esquadriashow@nm-brasil.com.br](mailto:esquadriashow@nm-brasil.com.br)

[glassexpo.com.br](http://glassexpo.com.br)

Simultaneous Event

**E-SQUADRIA**  
**SHOW**



The Brazilian version of

**FENSTERBAU FRONTALE**

[esquadriashow.com.br](http://esquadriashow.com.br)

Organization  
and promotion: **NÜRNBERG MESSE**

Partnership  
Exclusive: **abrapidro**  
Associação Brasileira de Indústrias e Prestadores de Serviços de Vidro e Plástico

Organization  
and promotion: **NÜRNBERG MESSE**

