

FOREL boosts RAVENSBY GLASS' guarantee of signature product excellence

Against the backdrop of a distinguished quality in its double and triple glazed units, interior glass and façades, distributed throughout the UK, RAVENSBY GLASS' specialized products come typically accompanied by premium service and customer care - all thanks to glass processing that's also helped on by the company's IGU lines from FOREL.

The history of Ravensby Glass has roots in the 19th century and the foundation of the Malcolm, Ogilvie & Co. Ltd group in 1847 - at that time dedicated to textile manufacturing. Over the years -decades rather- the group diversified its activities, investing in various businesses. It reached the glass sector in 1986 with the foundation of Ravensby Glass. Its long history exhibits one constant and unusual element, namely that company ownership has remained intact for over





Nicholas Cunningham - Hamish Ogilvie



Harru Ogilvie

160 years. Over five generations the founding families Ogilvie and Cunningham have run the group with passion and foresight - investing and evolving as the markets and opportunities dictated. It now has over 150 employees and 7000 square metres of production space. The editorial team at Glass Technology International met up recently with current owners Hamish Ogilvie (CEO) and Nicholas Cunningham (CFO) - both great-grandsons of the founders.

A HISTORY OF AIMING HIGH

Says Ogilvie: "After diversifying into different sec-

tors, we have been in the glass business as processors since the 1980s. Over the years we have always invested in increasing the quality of our glass and the efficiency of our service. At our Tom Johnston Road site in Dundee where we have consolidated our activity for greater efficiency, we have created a hybrid plant dedicated to residential glass, which we distribute extensively in Scotland, and commercial glass, which we supply throughout the UK. We have put a lot of effort into having efficient logistics across such a large territory. In this latter regard, we have established a reputation as a reliable supplier, which

is one of the company's assets." Ravensby Glass presents itself as a structured company. There are two warehouses of large panes within the production plant, from which two horizontal cutting lines are fed. The panes are then processed and tempered where needed before being directed to one of three existing lines for the production of insulating glass.

RETRACING A TRAJECTORY OF GROWTH

"In 2019 we decided to enhance our production with a new insulating glass line," explains Ogilvie "and we accepted an invitation to visit the Forel plant in Italy. On that occasion we were very impressed by the technology and solutions developed, so we decided to purchase our first Forel IGU Line along with a

Vertical Processing Line, for the production of processed glass pre-tempering. After overcoming the initial bedding in period of the new equipment (every machine of every brand has its own peculiarities) we were suitably satisfied with both lines' performance, and as part of our growth strategy, we decided to order a second IGU line, to process projects related to both our residential and commercial sectors. Today these two Forel IGU Lines represent the core of our production and the Vertical Edging Line processes the bulk of our glass production, an investment we are particularly satisfied with."

The Forel machinery in operation at Ravensby Glass are; the 'Residential' IG line, capable of processing double glazing units up to 4000 x 2500 mm, with





rigid or flexible spacer bar, and a 'High Tech' IG line with a wide range of options such as triple/quadruple glazing, all sides stepped and large piece processing of up to 5000 x 2800 mm. The edging machine is Forel Art. EM, appreciated worldwide and renowned for its precision and output performance in arissing, grinding and polishing.

LOOKING FORWARD WITH COURAGE

Like all manufacturing companies, Ravensby Glass faces the challenges of a competitive market in

which new variables, such as rising energy costs and enhanced requirements for thermal performance have recently appeared. "We are managing the complexities of this economic phase in different ways," explains Cunningham. "On the one hand, we have turned up the heat on our energy suppliers, particularly when our supply contract is expiring. On the other we're rationalizing our production flow, for example by using only one toughening plant instead of two. This particular situation, however, does not change one basic reality: if glass produc-

tion is already highly automated today then it will have to be even more so in the future. Forel's system brings clear advantages in terms of productivity - allowing for constant digital control over the work in progress while facilitating the operator's task. This allows us to guarantee our customer the conformity of our product."

Given its position in the UK market, Ravensby Glass has its finger on the pulse of both commercial and residential glass trends: two different realities that are reacting in different ways in this first half of 2023.

AN UPBEAT FORECAST

"Contrary to what might have been assumed a year ago, the demand for commercial glass shows no sign of contracting, quite the contrary," continues Ogilvie. "The construction-architectural sector in the UK is in full swing and the need for façades, shopfronts and other installations will remain constant well into 2024. Despite a dampening effect anticipated by the rising cost of raw materials, the current willingness to significantly invest in commercial glass can't be denied - particularly for triple glaz-





ing. In fact, in 2022, our orders for triple glazing were only at 10 percent, whereas today they're already at 35 percent. As for the residential market, it's stable at the moment. However, I believe that the demand for triple glazing will also increase here before long in the wake of what's happening in other sectors. From this point

of view, Ravensby Glass is well-prepared: when it comes to triple glazing, the Forel line has already demonstrated really great performance.”

FOREL SpA

FOREL

Via per Monastier, 4
Vallio di Roncade 31056 TV
ITALY
Tel.: +39-0422-840507
Fax: +39-0422-840900
E-mail: info@forelspa.com
www.forelspa.com

R Ravensby Glass

RAVENSBY GLASS Ltd
8 Tom Johnston Road West
Pitkerro Ind. Est - Dundee
DD4 8XD - UNITED KINGDOM
Tel.: +44-1382-480842
Fax: +44-1382-480323
E-mail: info@ravensbyglass.co.uk
www.ravensbyglass.co.uk



HAMISH OGILVIE
CEO RAVENSBY GLASS

