

Quality, Reliability, Savings: **MAPPI**'s magic trio for glassmakers



Albeit in constant evolution, the glass industry never changes respecting certain characteristics - which also makes it difficult to standardize. This calls for both flexibility and made-to-measure solutions - and it's why MAPPI has always sought to be not only supplier but glassware partner as well.

With Mappi's ongoing commitment to heed the needs of both customers and glassworks -while offering solutions too- three examples stand out on what 'being a partner' means to the company.

THE MTH SERIES CONVECTION 2600 5000

Size matters. That's not just a cliché. It's often a necessity that can hardly be avoided in today's glass industry. In most cases, furnaces with very large loading surfaces will give problems when working at incomplete capacity - especially when it comes to energy consumption and management flexibility. To respond to these needs, Mappi created MTH.

Having been among the first to install it, Josef Bleier of Imprá can now offer his impressions: "Ever since the earliest tests, MTH has proven to be just the tempering furnace we were after. The machine combines large production volumes with maximum flexibility." Based in the Czech Republic, the company provides a 360° service to large construction companies. For this reason, MTH must be ca-

pable of large volumes - all the while ensuring maximum functional and aesthetic quality. It must also be able to respond to the requests and needs of both architects and builders.

Imprá has a MTH Series Convection 2600 5000 SUPER LOW E SYSTEM GHBS Xtreme Profile Convection tempering furnace. Says Bleier: "We chose this furnace for the typical characteristics of every Mappi furnace that it brings - namely reliability, innovation, impeccable after-sales service and technical support. Sometimes anyone purchasing a furnace will think they're buying a machine. Instead we're convinced that what you buy is a relationship of trust with a partner - one that must endure over years, just as the working life of a furnace lasts for years."

THE ATS 4.0 2200X3800

Moving to the other side of the ocean, to Canada, we find Adriatic Glass & Mirror - lead player over a long growth period that's always been conducted with care and with particular attention being paid to innovation. Its motto is 'Service & Commitment



As We Grow', which sums up the company's focus on its customers as it seeks continually to guarantee both premium service and quality products. As such, the purchase of a high quality tempering furnace was obligatory. Here the choice fell on the ATS 4.0 2200x3800 GHBS Xtreme Profile Convection - a machine that combines quality and flexibility. But that's not all. Like all Mappi furnaces, it stands out for being extremely sparing in terms of energy consumption -

with savings of at least 30 percent when compared to more conventional machines.

Joseph Imbrogno said this about the purchase: "Since the first tests with our new furnace, only one thought came to my mind: 'I should have bought it sooner'. I'd heard from colleagues and friends about the great performance of the ATS 4.0. However, seeing it at work in your company is something else. You can literally touch its ease of use, the constant quality, the flexibility. Here I must



add another thing. I was also struck by an aspect I couldn't know beforehand, which is the competence and friendliness of the people who work at Mappi - both those who carried out the assembly and those who took care of the technical training, who taught us to make the most of the super qualities of this exceptional machine."

THE FOX 1500X3200

Another thing about Canada is that it's got Mappi discovering a new need: that of a furnace that can be updated while remain-



ing always at the cutting edge. Being a long-lasting investment, a tempering furnace is a machine that must run constantly for at least ten years. As to that, Frank Paglieri of Metropolitan said recently: "Among the reasons motivating our decision to buy a Mappi tempering furnace some years ago is its longevity. These furnaces were created to be avant-garde and to remain by your side for many years. Not only. I knew they included the possibility to update them - to add features and functionality."

The Canadian company established itself in the market of flat glass supplies for architecture and construction in recent years. It has since been the protagonist of projects of great value - in terms of both aesthetic and functional characteristics. That success is also owed to the company's possibility of having a Mappi Fox furnace - a real joy that's capable of tempering high quality glass in a flexible, reliable way. The furnace was recently upgraded, i.e. with the added Convection System for Low-E glasses. "That upgrade has allowed us to supply customers with even higher quality glass - also making us able to respond to requests from the most demanding designers. We're fond of our Fox 1500x3200, which is one of the strengths of our



company. And with the new upgrade we now appreciate it even more!"

Commenting on the upgrade, Mappi's chief designer Giulio dalla Costa says: "A tempering furnace has a lifespan of about fifteen years. Our furnaces are always designed state-of-the-art. It's why we anticipated the possibility of upgrades - and here's one of the cases where that's happened."

Says Nancy Mammaro, CEO of Mappi: "We're delighted to be collabo-

rating with market leaders - companies that have a modern vision and are projected towards the future. Our new MTH was created after listening to the specific needs of such glassworks as ATS 4.0 and Fox. We found ourselves faced with the challenge of having to vary the dimensions without compromising on quality, flexibility and energy efficiency. Indeed the feedback from Impira, Metropolitan, Adriatic, and other companies where Mappi ma-

chines have been installed over recent months - all tells us that the challenge has been met."

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