

A glass tempering revolution:

MAZZAROPPI's

TP Compact

The new TP Compact embodies all Mazzaroppi's core values, together with every advantage it believes customers will typically appreciate. By this machine the company seeks to challenge the following preconceptions:

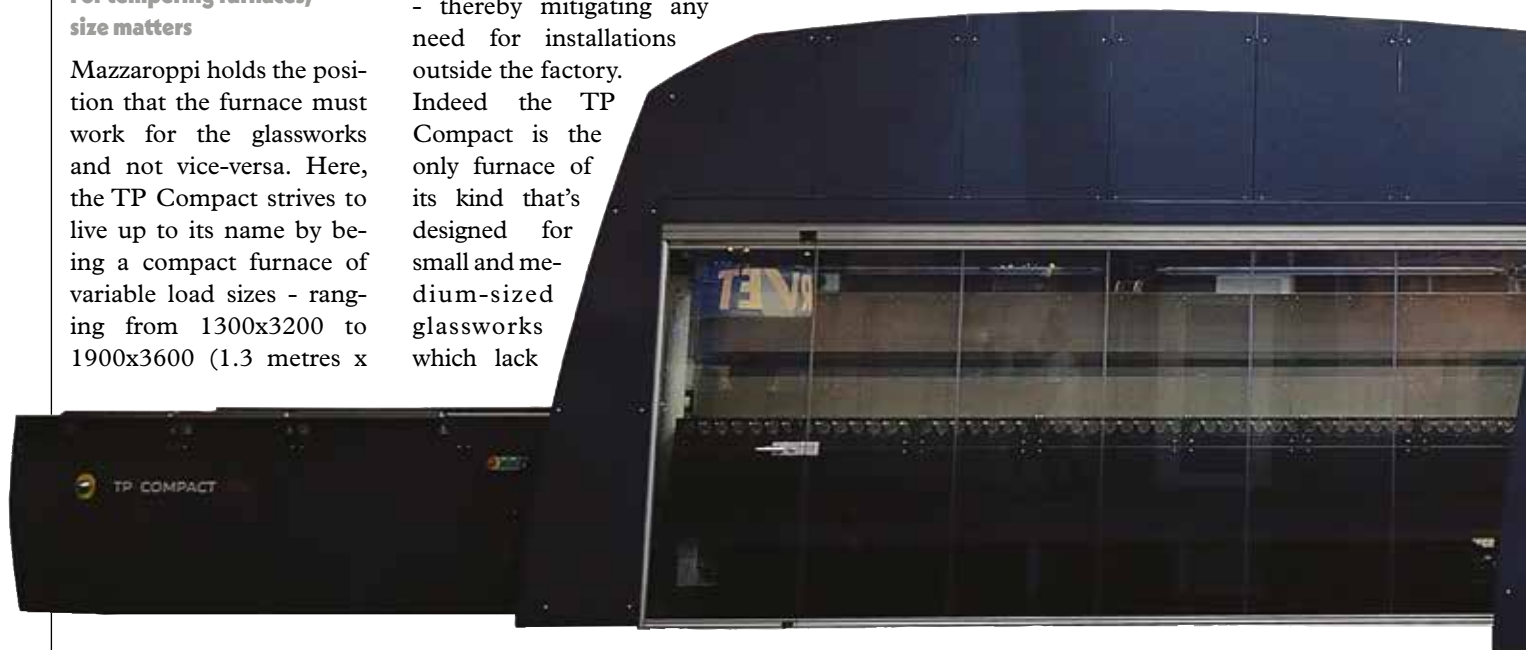
For tempering furnaces, size matters

Mazzaroppi holds the position that the furnace must work for the glassworks and not vice-versa. Here, the TP Compact strives to live up to its name by being a compact furnace of variable load sizes - ranging from 1300x3200 to 1900x3600 (1.3 metres x

3.2 metres and 1.9 metres x 3.6 metres), with some sizes in between. The total length of the system runs to approximately 17/18 metres - depending upon various typologies and on the electrical system. Note, however, that the fan cabin flanks the machine itself - thereby mitigating any need for installations outside the factory. Indeed the TP Compact is the only furnace of its kind that's designed for small and medium-sized glassworks which lack

the production volume to justify the purchase of a classic 2500x5000 tempering furnace. Here the current market trend is to offer larger machines - often with lower quality components and at reduced prices. That said, apparent savings are soon rendered superfluous

by installation costs that require much factory adaptation - plus significant energy costs. That's especially true with classic hardening furnaces, which must be constantly on after being commissioned in order to avoid both the damage of large temperature fluctua-



Being a tempering furnace of which MAZZAROPPI is particularly proud, the TP Compact is presented by its creators as both an improvement on the performance and efficiency of its predecessor within the same series and a complete 'disruption' of today's popular notion that such products can only be purchased by large glassworks.

tions and prohibitive start-up times.

Furnaces cannot be powered off

For small and medium-sized glassworks this constitutes one of the main hindrances to purchasing tempering furnaces. For a furnace that can't be turned off and must constantly consume, the only way to justify costs is to make it work in a continuous cycle - which, in certain cases, would mean compromising the glassmaker's work by sim-

ply transforming it into a 'tempering' job. With TP Compact, Mazzaroppi has sought to solve this problem. It can be switched off daily and will only take an hour to reach the necessary temperature of 680° (which drops to half an hour if the furnace has been operational the previous day). This makes it possible to optimise consumption - keeping the oven on only as required, i.e. when the machinery is producing and therefore generating value - a crucial consideration nowadays.

Furnaces must be high-powered and consume much energy

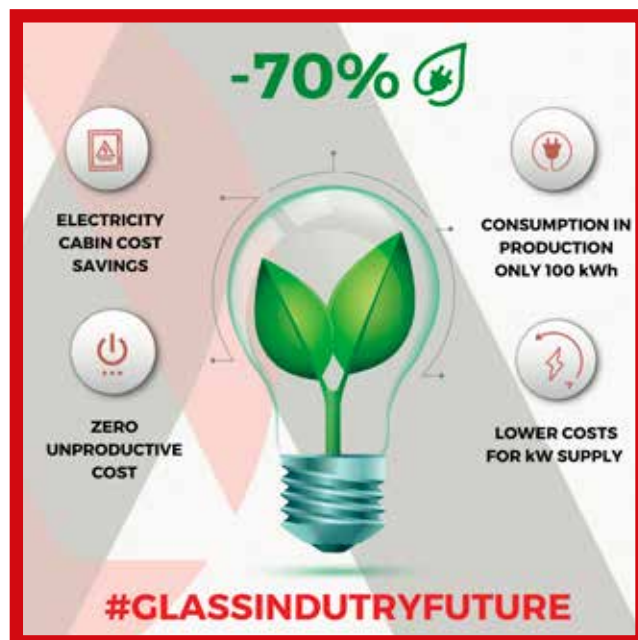
In terms of energy optimisation, the company considers this model to be arguably its greatest success to date. With the new TP Compact, thanks to an intelligent electronic management system, Mazzaroppi has succeeded in reducing consumption by a further 30 percent as compared to its predecessor. This means the furnace consumes less than half of what its European competitors consume and about a third of that of Mazzaroppi's Asian com-

petitors. Proportionally, the electricity required to keep it running is also significantly less. Thus, for a company thinking in terms of investing in its future, a TP Compact oven translates into savings of several thousand Euros every month. In addition, no infrastructure adaptation work is required to allow installation, which also reduces start-up costs.

Furnaces change slowly from one thickness type to another

Many small glassworks don't benefit from the use of a conventional tempering furnace. That's because the time required for thickness changes forces them to organise production by dedicating an entire day to one thickness alone - which is impossible for small and medium-sized glassworks that must focus on the individual piece rather than on large quantities. The TP Compact, on the other hand, makes thickness change possible in no time at all, without interrupting workflow. This allows even small glass manufacturers to conquer a market which often demands that each company carry out many





different processes - often while requiring only a few pieces per process. Here the time taken for thickness changes is about half that of the machine's European competitors, one-third on compact sizes and one-quarter on large sizes when compared to Chinese competitors.

CATERING TO SMALLER GLASSWORKS

Ensuring production remains uncompromised

According to Mazzaroppi, the product is designed for a specific segment of entrepreneurs and was created with their daily needs in mind. Maintenance costs are also very low as compared to the market average. Here the company has opted to invest in the quality of materials and in design - only

putting machines on the market that will practically never require maintenance and that last up to 30 years. This feature is particularly appreciated by Mazzaroppi's numerous German, Austrian and Swiss customers. Both the safety and reliability of the company's brand translate into continuous production - with no surprises for the customer, who can instead remain dedicated to quality care and production management. The TP Compact has been studied, designed and built with all such small and medium-sized companies in mind. Of these, none had dared before now to engage directly in glass tempering - either owing to the considerable costs of adapting and using a tempering furnace or simply to the sense that they lacked the

production to justify such an investment. Here's why TP Compact can come as a sensible purchase for glassworks that are after sustainable growth and that wish to offer customers superior quality products over which there can be total control. For glassworks like these, the TP Contact can represent a choice of autonomy over third-party companies to which small entrepreneurs often have to entrust their tempering. As such, investing in the machine can mean viewing one's company with the right perspective and making plans for the next ten, twenty or thirty years - all with a view to finally becoming the master of one's own work and being free of any dependency upon large glassworks for delivery times and price management. For an entrepreneur,

reclaiming one's own time as well as complete control of workflows is a fundamental choice. It means deciding to conquer one's own market and expand one's own clientele by working on the competitiveness of the offer. It means working for success. Such, indeed, is Mazzaroppi's express ambition: the success of its customers.

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HIGH PERFORMANCE. ALWAYS

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