

## TP Compact: MAZZAROPPI's glass tempering revolution

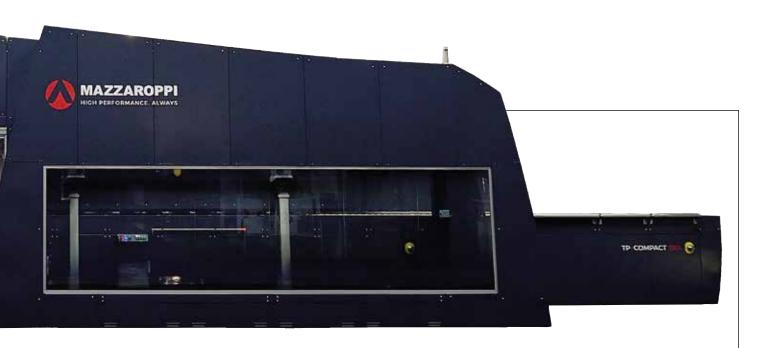


In a furnace model that completely disrupts every traditional conception of a glass tempering furnace, MAZZAROPPI's new TP Compact improves upon all earlier performance and efficiency - against every predecessor within the same series.

## Chiara Mazzaroppi Marketing Manager

ith glass tempering furnaces still perceived as typically falling short of the possibilities of any small

or medium-sized glassworks, Mazzaroppi's TP Compact best embodies the company's core values - including its many strengths, while boasting every advantage that's appreciated today by its



customers. Detailed here below are some of those very preconceptions, each proudly abolished now:

### TO PRODUCE AT THEIR BEST **TEMPERING FURNACES MUST BE VERY LARGE**

Mazzaroppi believes that the furnace must work for the glassworks, not the other way around. Here's why the TP Compact is -as evidenced by its namecompact as a furnace, with variable load sizes that range from 1300x3200 to 1900x3600 (1.3 metres x 3.2 metres and 1.9 metres x 3.6 metres), as well as some sizes in between. The total length of the plant stretches to approximately 17/18 metres, depending upon the various types, and the entire electrical system (especially the fan cabin) is located beside the machine - with no need for outside plant installations.

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 purchasing a classic 2500x5000 tempering furnace. Here the current trend in the market is to offer larger machines - often with lower-quality components, and all at reduced prices. However these apparent savings are quickly rendered superfluous - owing either to installation costs that require significant adaptation work within one's factory or to soaring energy costs - particularly for classic hardening furnaces that must be constantly kept on to avoid damage caused by great temperature variations, coupled with prohibitive start-up times.

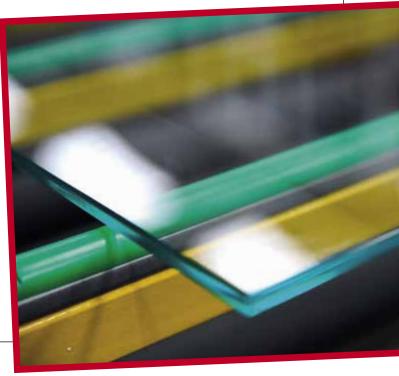
### **TEMPERING FURNACES CAN'T BE TURNED OFF**

This is one of the main problems that leads small and medium-sized glassworks to decide against a tempering furnace purchase. If the furnace cannot be turned off and so consumes constantly then the only way to justify the cost is to make it work in a continuous cycle - which, in some cases, would mean distorting a glassmaker's regular production. With

the TP Compact Mazzaroppi has solved this problem given that it can be switched off daily and will only take an hour to reach its needed temperature of 680 degrees once it's been switched on - a time that drops to half an hour if the furnace was working the previous day. All this makes it possible to optimise consumption - keeping the oven on only when truly needed, which is each time the machine is producing and so generating value.

### **TEMPERING FURNACES MUST HAVE A POWERFUL ENERGY SYSTEM AND** CONSUME MUCH **ENERGY**

In terms of energy optimisation, the company deems this model to be perhaps its greatest success to date. With the new TP Compact (thanks to its intelligent electronic management system), Mazzaroppi has in fact managed to reduce consumption by a further 30 percent as





compared to its predecessor - which means the furnace consumes less than half as much energy as its European competitors and about a third as much as those in Asia. Proportionally, therefore, the electricity required to keep it running is also significantly less. Besides, for a company thinking of investing in its future, a TP Compact oven translates to several thousand euros in savings per month. Not only. No infrastructure adaptation work is required here to enable installation - which also reduces start-up costs.

## TEMPERING FURNACES SHIFT VERY SLOWLY FROM ONE THICKNESS TYPE TO ANOTHER

Many small glassworks cannot benefit from the use of a conventional tempering furnace, since the requisite time for changes thickness necessarily forces them to organise production by dedicating an entire day to one thickness alone - something that's impossible for small and medium-sized glassworks focusing upon each individual piece rather than large quantities. The TP Compact, on the other hand, offers the possibility of a swift thickness-change that will leave workflow uninterrupted. This allows even small glass manufacturers to conquer a market which often requires companies to perform many

different processes while only requiring a few pieces per process.

# EVEN SMALL GLASSWORKS CAN NOW PURCHASE THEIR DREAM FURNACE WITHOUT DISRUPTING PRODUCTION

As a product designed for a specific segment of entrepreneurs and so created with their daily needs in mind, this model's maintenance costs are very low when compared to the market average. Here's why Mazzaroppi chooses to invest in the quality of both materials and design, thereby putting on the market the kind of machinery that will practically never require maintenance while lasting up to 30 years - a feature particularly appreciated by the company's numerous German, Austrian and Swiss customers. Here the safety and reliability of our brand translates into continuous production - with no surprises for the customer, who can take care exclusively of quality and production management.

Indeed the TP Compact has been studied, designed and built with small and medium-sized companies in mind - the very same that never dared, before now, to engage directly in glass tempering, either because of the considerable cost of adapting to use of a tempering furnace or be-



cause they felt they lacked the production volume to justify such an investment. This is what makes the TP Compact a recommended purchase of choice for every glassworks - all to ensure it grows sustainably while offering its customers superior quality products over which businesses can have total control. For any glassworks, that's a decision for autonomy over third-party companies, to which small entrepreneurs must often turn for their tempering. As such, investing in a TP Compact means seeing one's company in perspective - making plans for the next ten, twenty or thirty years and finally appropriating one's own work in a way that no longer depends upon large glassworks for delivery times and price management.

For an employer, reclaim-

ing one's time, together with complete control of workflows, remains a critical choice. It means deciding to conquer one's market while expanding one's customer base by working on the competitiveness of one's offer. It also means working for success, which is precisely what we're after - the success of our customers.

