

NEPTUN and NATIONAL GLASS

jointly drive Passion,
Flexibility, Collaboration



A proud partner of NEPTUN, with exports spanning Africa and beyond, NATIONAL GLASS comprises a group of privately-owned businesses that supply South Africa's glass and aluminium industry.

Belinda Adler Louw
Managing Director
National Glass

Started in 1995 by Anthony Adler, National Glass' innovative service standards soon resulted in a rapid growth of the company's market share. Now, two decades later, the children of its founder lead the organisation with a strong leadership team whilst jointly adhering to the original ethos of laser-focused customer service and advice.

Today, chartered accountant Belinda heads company Operations, Sales and Marketing while Spencer -also an accountant- drives its Software, Strategy, Vision and Production. Both work in lockstep with BComm. graduate Lauren, who takes care of both Procurement and International Logistics.

A CONSOLIDATED INDUSTRY PRESENCE

With its core activities in both the distribution and

processing of float, mirror and architectural laminated performance glass, the business has many warehouses and manufacturing facilities - all strategically-placed in most of South Africa's major cities. It manufactures PVB-laminated glass, SIG units and tempered glass - also producing aluminium sliding doors, windows and shower enclosures under the Eagle Aluminium brand.

Deeply involved in maintaining industry standards

through associations, National Glass enjoys representation at AAAMSA (The Association of Architectural Aluminium Manufacturers of South Africa) via Nic Kruger (Sales Director), who currently serves as SAGGA Chairman (The South African Glass and Glazing Association).

The group also boasts the most numerous SAGI graduates nationwide (The South African Glass Institute), all of whom collec-





Francois Viljoen
Technical Director National Glass

tively form a highly-qualified team that assists today in the specification of both glass and aluminium for the construction industry.

LOOKING AHEAD

After the company's twenty-fifth anniversary in 2020, it was decided to refocus and prepare the business for 2030, with the ambition to become a world best-practice glass processor topping the agenda. Since then, Natglass has implemented very sophisticated proprietary ERP

to control efficiency in its production and distribution units, located nationwide.

Logistics, production and invoicing are all integrated within a real Industry 4.0 logic.

In addition, a camera system allows for the alignment of electronic data flow with visual monitoring, either from a control room or smartphone, with the result that executives can now verify sizable data and hundreds of images - at any time and place.

Customers too, via order

ROCK 11 AWA

Among its features Neptun's Rock 11 AWA, now used at NatGlass, offers:

- a robust structure;
- wheel setting and automatic wheel management;
- alarms and safety devices to avoid machine damage during potential operator error;
- the possibility of simplified production recipes (by pressing a number corresponding to the glass rack amount, the machine will automatically set speed, thickness, edge removal, ariss width - all with added characteristics to satisfy the request for simplicity and reliability.
- exchange of job list, production and diagnostic data via ERP;
- remote assistance by means of a dedicated module;
- verification of the work done via barcode reader.

The above include still more features - all satisfying the need for continuous, remote 'monitoring' of the overall machine functions.

number and access code, can track their product path all the way to delivery. As is confirmed by Neptun Managing Director Matteo Rolla: "National Glass has created a truly impressive monitoring and data collection system, coupled with a high-tech glass factory - all to the best multinational standards. Here all credit is due to its ownership, both for choosing such competent managers and for believing as ardently in the power of technology."

This same consideration is echoed by the leadership team at NatGlass itself as it reflects how critical it is, being so remotely-situated at the southern tip of Africa, that the right glass processing machine manufacturer be chosen as partner. Here the company was after sturdy straight-line edgers that could withstand

intense production cycles in over three shifts. NatGlass also needed the technology to help integrate the machine into its management system - thereby simplifying the work of operators.

A WINNING PARTNERSHIP

Here, certainly, the theory 'people buy from people' seems to hold true for Neptun. Indeed its decision to purchase the Rock Straight Line Edgers was based upon the team behind their brand with, ultimately, Stefano Bavelloni and Matteo Rolla as the trusted advisors who rendered the purchase both uncomplicated and collaborative.

Tremendous synergies exist now between the two businesses, each of which strives for excellence within the glass industry. Here,

indeed, Neptun's flexibility and adaptability to meet NatGlass' requirements rendered it the obvious partner of choice - particularly after it integrated the company's proprietary software.

Finally, the presence of FG Trading agent Stuart Fraser was also very useful in simplifying initial contacts - especially with installation and service on the part of his most coveted collaborator, Juan Cawood.

Here, negotiations and decisions were processed remotely during lockdown and against the backdrop of international travel bans - all of which yield their fruits today, one year on, with Neptun machines at NatGlass now giving the company a new edge in the market as it looks forward to additional purchases while pursuing its 2030 Vision.

Neptun Srl



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ADVANCED PROCESSING SYSTEMS

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From the left: Lauren Brown
(Adler) The Buyer; Belinda
Louw (Adler) The Face; Spencer
Adler, The Strategist

