

The sensational comeback of **TUROMAS** at Glasstec



Exhibiting at Glasstec 2022, TUROMAS returned this year under the slogan 'Let's go live' - only to end with record figures that signify the great esteem in which it's held by the glass industry. This saw the storing, loading and cutting glass machine manufacturer participating at the show after a full four years.

Attesting to the innovative power of today's glass industry, more than 30.000 visitors from over 120 countries descended upon Düsseldorf at

Glasstec last September. Here, in keeping with the trade fair's motto, Turomas wanted stand attendees to truly 'experience glass' - even as they 'experienced the Tuomas product'. Here's why the com-

pany opened its booth, its rooms and its machines over the four fair days to ensure visitors could enjoy, first-hand, the latest developments - all of them demonstrating its new, exciting opportunities.

STAND TRAFFIC

Besides the presence of Tuomas' President Miguel Tomás, it was also represented this year by its General Manager, Antonio Ortega as well as both the R&D team and the com-



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Antonio Ortega
Alvaro Tomás

pany's sales and distribution network - all there to offer a more personalised customer service. This had the business team especially satisfied with the attendance and reception as commercial relationships got strengthened and visitors were briefed on various advances, innovations and trends.

Indeed the image of a reliable, high-tier company (already in place for many years), was consolidated once again - reflected by the sheer number of former customers who came to say hello and the many potential customers who were interested in fully automated solutions. Most visitors were from Europe, although some also

represented Morocco, Tunisia, Libya, Egypt, South Africa, Saudi Arabia and the United Arab Emirates, among others.

SOME COMMENTS:

"A consistent customer profile at the show was one who focuses upon higher volume processors which require a higher degree of automation. As such, Turomas has established itself not only as a machinery manufacturer but also as a benchmark in both engineering solutions and integrated automation projects. In addition, customers who visited our stand showed loyalty and appreciation for the brand - with a special mention made in regard to the

after-sales service received."

Antonio Ortega, Turomas General Manager

"Several projects were closed in Argentina, Mexico, Cyprus and South Africa - including the largest in our history, which is in Ireland. There was also a large presence of our Latin American customers, especially from Mexico, with a significant number of companies and projects. Moreover, the main Australian companies attended our stand - all thanks to collaboration with our official distributor Innovync. We held very important meetings with some of the main companies in India, United Arab Emirates, Saudi Arabia and

Egypt. Indeed the fair was undoubtedly the best in our history in terms of results and the quality of visits."

Álvaro Tomás, Turomas Vice-President

"The large number of visits we had from our national customers and from Portugal is certainly noteworthy - as were those from currently-active projects, many of which should materialise in the coming weeks and over the medium term. The number of Canary Islands and Portuguese customers was significant too. Here we'd like to thank our national sales network for consistently attending to the rest of our customers.

They all displayed a genuine sense of accessibility and satisfaction (including, of course, our other 'export' customers) - which is all the result of work carried out over almost 40 years of the company's history.

Glasstec 2022 was a most important fair for Turomas, at a good time, with challenges that will now materialise to reap the rewards of everyone's hard work and efforts while offering us something of a 'breather' to face the uncertainty that's stalking us."

Statement by Álvaro Doñate, Sales Representative for Spain and Portugal

"Businesses in countries where we were not present until recently are now familiar with Turomas as



a company with reliable, high quality machines. For example, there were live demonstrations of 8+8 glass-cutting with our compact laminated cutting machine, which has a cutting time of less than 50 seconds in 8+8, as well as exceptional cutting quality. This was noticed by many of the small glass processors who thanked us for bringing a machine to the fair for such a large group of glassmakers. Special mention must also be made of the shuttle as well as the loading and cutting table solution for jumbo glass. Its reduced space and the performance it offers in terms of time certainly over-

whelmed many. The software shown at the show, together with the live EasyPro glass stripping demonstrations, were the icing on the cake - delighting every glass processor who knows the current limits on the market and can see how Tuomas has far exceeded them. In short, the constant presence at our stand of customers and new people from all over the world, interested in becoming part of the great Tuomas family, made it a fair at which the company was able to emanate an image of growth and great success." **Oriol Llorens, European Sales Manager**

PRODUCTS EXHIBITED

At the show Tuomas presented its main technologies for smart storage, loading and automatic glass cutting, as well as its new software suite. All were exhibited in live demonstrations, personalised for each customer, to create a unique and intimate experience with each one.

SR-06 RACK SHUTTLE SYSTEM FOR JUMBO GLASS

A storage and loading system for glass that's up to six metres long, the SR-06 Rack Shuttle System can work with any type of coating and thicknesses - from 1.8 to 25 mm. The shuttle transports the fully-loaded trestles without stopping be-

tween two positions, significantly reducing cycle time. These systems are particularly noteworthy for their modular construction. This means they can grow as a company grows while adapting, thanks to their nigh unlimited capacity, to both area size and shape. Here they can cross columns and even work between different warehouses.

RUBI 406VA. MORE AUTOMATION, MORE FLEXIBILITY, MORE SPACE

Alongside the SR-06 system, RUBI 406VA, the first standalone cutting table incorporating a six-metre cutting bridge, was on display. Its innovative design provides automatic load-



ing, cutting and removal of jumbo glass, thus ensuring maximum productivity and automation in the smallest possible areas.

The automatic loader is integrated into the structure of the cutting table itself, which allows loading directly from the SR-06 trestle. It optimises processes in areas of just 35 m², providing great financial and logistics benefits for the customer.

RUBI 406VA

The RUBI 406VA features fresh, stronger, more reliable and faster loading

arms that incorporate an instant, new separation system which will eliminate problems associated with the glass sheet separation process.

By this new design, speed and loading time are both significantly improved, thereby reducing loading time to a minimum without compromising safety in any way.

The cutting bridge has been specially designed by the Tuomas engineering team. It's made of extruded aluminium - a lightweight material that allows for greater speed and acceleration.

ACR- ADVANCED COATING REMOVAL FOR EASYPRO GLASS

The ACR (Advanced Coating Removal) was also on show: a new generation stripping system that's capable of meeting the needs of today's market - with maximum quality within a wide range of coatings.

It incorporates patented innovations that improve the glass stripping process, such as the Advanced Cooling System and the two-stage strip-

ping system that prevents the protective layer edges from peeling off.

The equipment also includes a high-flow, three-phase vacuum for the collection of waste - entirely removing it from the surface.

LAM 304 LAMINATED GLASS CUTTING TABLE

In combination with the RUBI 406VA, a cutting table for laminated glass, namely model LAM 304, was exhibited - so forming a mixed line that's capable of processing both glass types.

The LAM 304 is a laminated glass cutting solution for companies that are after a versatile machine which provides both high quality and performance. Its compact design means the line can cut glass of dimensions reaching to 3700 mm and thicknesses of up to 10+10 mm.

Tuomas also presented its suite of Industry 4.0 programmes. These applications 'understand' and 'analyse' equipment operations based upon data provided by the machines

themselves.

- **StockGlass:** monitors and controls the stock of multiple automated warehouses in real time.
- **StoreGlass:** manages the stock of material in a non-automated warehouse.
- **TuomasLink:** integrates Tuomas' smart warehouse data with the main ERP solutions on the market.
- **LinkGlass:** fully automates the production sequence, preventing operator intervention in the work order selection and loading sequence processes.
- **Cutting TV:** an application that allows the automatic display of optimisations. At a glance, the operator has all the information needed for the cutting process.
- **TuomasSplitter:** optimises laminate cutting time by balancing the work between two cutting bridges.
- **SmartGlass:** allows for an overview of statistics on productivity, avail-

ability and efficiency as well as effectiveness, working hours, processes, materials and produce reports.

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