

OMV VISMARA rides the wave of Glasstec's mega success



Still fresh in the wake of Glasstec 2022, we take this occasion to publish our interview with Giacomo and Samuele Vismara at the stand of OMV VISMARA on the third day of the trade show.

GLASS-TECHNOLOGY INTERNATIONAL:

Giacomo, you're Production and Service Manager at OMV Vismara. To kick off, what can you tell us about the company?

GV: OMV Vismara was founded by Mauro Vismara and has been on the market for about 40 years. The company produces special processing machines - mainly drilling and milling to either large or small dimensions. The company also produces glass processing machinery, both with and without tool changers. Machines with the tool change are the most complicated and complex, though for our smaller customers we also have those which provide the manual tool change. The company doesn't have a standard machine, being designed to meet specific requirements - which is also why we're able to produce anything the customer requests.

GTI: Samuele, Tell us about your product range

SV: Our product range includes vertical drilling and milling machines. Initially this started with the production of simpler vertical drills only, though it developed over the years following ongoing requests to answer various customer needs - which got us developing

more complex machines. What differentiates us from our competitors is the production of horizontal drills - again beginning from the simplest ones and then developing over time with more complex machines that include, for instance, automatic loading and unloading as well as one

or more drilling stations and horizontal multi-unit stations.

GTI: Any comments on what you're presenting here at Glasstec?

SV: The novelty here at Glasstec is our drilling and milling line - complete also with a vertical grinding/arrissing ma-

chine. It's a full line offer for grinding, drilling and milling which comprises either two or three machines. Here the vertical masonry is followed by our drilling machine and then by the third milling machine. In itself, the line is very advantageous for customers as they can put the glass only once on a single machine to





have the finished product. This line is suitable for customers who make doors and shower doors though we could as easily be talking about any other glass processing that requires masonry, drilling and milling.

GTI: Where does OMV Vismara operate?

GV: The markets in which OMV Vismara operates are mostly Italian - 60 percent in fact. That's also thanks to our implementation of 4.0 incentives, which saw sales growing incrementally of late. Our footprint also extends to the rest of Europe, as well as South America. Currently we're pushing towards Eastern Europe and North America, so there we're hoping to be able to achieve the goals we've set for ourselves.

GTI: Finally, how's 2022 going so far and what are the prospects looking ahead?

SV: In this period we've seen a noteworthy increase in sales, especially in the Italian market. Again this was driven by 4.0 incentives, which recently guaranteed several orders for the Italian market. Indeed we're hoping the incentive will be further extended to increase sales always more while also affording us the added opportunity to develop new technologies by which to continue tailoring solutions that can best meet specific customer needs.

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