



Global footprint enables **TECNOCAT** to refine glass handling

At industry exhibitions worldwide, TECNOCAT engages directly with glass professionals to demonstrate field-proven solutions and gather operational insight. That continuous presence supports application-driven engineering, ensuring equipment is designed for real workflows - all to deliver durability, reliability and consistent performance in both factory environments and on-site installations.



In the flat glass sector, trade fairs remain one of the few environments where technology can be assessed in a truly practical way. Live demonstrations, direct technical dialogue, and real application scenarios allow glass processors, installers, and manufacturers to evaluate equipment beyond brochures and specifications. Observing machines in operation-and engaging directly with the engineering teams behind them-provides a level of clarity that static materials cannot match. For Tecnocat, international trade fairs are not

treated as isolated marketing opportunities but as part of a continuous, year-round engagement strategy. By maintaining an active presence across global events, the company uses these platforms to demonstrate solutions under real conditions, exchange technical knowledge with industry professionals, and gather operational feedback that informs ongoing product development.

A YEAR-ROUND INTERNATIONAL PRESENCE

Across the global glass industry, requirements vary widely depending on market,



nuity. Handling solutions must integrate seamlessly into processes such as cutting, edging, insulating glass production, CNC operations, and tempering. The objective is stable lifting, precise positioning, reduced manual intervention, and sustained productivity over extended duty cycles. On-site conditions introduce a different set of variables. Space constraints, complex access, and environmental factors often dictate how glass is moved and installed. In these situations, manoeuvrability and precision become essential, alongside safe handling within real-world limitations. Operators require reliable control over every movement, as each action directly influences efficiency, risk, and instal-

application, and workflow. Installation constraints, production layouts, handling cycles, safety expectations, and even standard glass formats differ significantly by region and segment. A sustained presence at international trade fairs enables Tecnocat to remain closely connected to these variations, not only by showcasing equipment but by participating in the practical conversations that shape more effective engineering decisions. Trade fairs also provide direct access to decision-makers and operators who work with glass daily. This proximity is critical, as the most valuable insights often emerge from real-world conditions: limited space on-site, the need for precise positioning, repetitive handling demands in factories, and the operational consequences of unplanned downtime. In this context, product development becomes firmly grounded in actual workflows rather than theoretical assumptions.

FROM FACTORY FLOORS TO ON-SITE INSTALLATION: WORKFLOWS DEFINE THE SOLUTION

A consistent reality across international markets is that glass handling is never uniform. The demands of

high-cycle production environments differ substantially from those of on-site installation, yet both depend on the same fundamentals: controlled movement, safe operation, and predictable performance. In factory settings, the priority is repeatability and conti-





familiar with both factory processes and on-site challenges. Rather than offering generic equipment, Technocat presents solutions refined through years of real-world use and adapted to the day-to-day requirements of glass processors and installers. Across its portfolio, the emphasis remains consistent: durability, operational reliability, and long-term performance. The equipment is designed to deliver predictable results over extended service lifecycles. Trade fairs also reinforce Technocat's consultative, application-led approach. By discussing formats, loads, spatial constraints, and workflow objectives directly with customers, the company can recommend appropriate configurations and, where necessary, develop tailored solutions based on proven platforms. This combination of robust engineering and application-specific flexibility is supported by close technical guidance and long-term collaboration.

RELIABILITY OVER THE LIFECYCLE: PERFORMANCE MEASURED IN YEARS

For Technocat, reliability is not a claim but a principle demonstrated through long-term use. In glass handling, performance is evaluated over years, not only in terms of lifting ca-

lating quality. Decades of international trade fair participation and collaboration with industry professionals have reinforced a core principle at Technocat: every facility and project presents unique constraints. This accumulated knowledge is reflected in solutions engineered around real handling workflows rather than idealised conditions.

FIELD-PROVEN SOLUTIONS, DEMONSTRATED WORLDWIDE

A sustained presence at international trade fairs serves a clear function: en-

abling professionals to experience Technocat's field-proven solutions first-hand. These events provide a practical setting to observe

equipment in operation, assess handling precision and safety logic, and engage with technical teams





capacity or cycle time, but through uptime, consistent safety, and dependable day-to-day operation in demanding environments. This long-term perspective is embedded across Tecnocat's solutions. For glass processors, reliable equipment supports stable throughput and operational planning by minimising unexpected interruptions. For installers, it ensures confidence in precision-critical tasks, particularly in less controlled environments. Over time, extended service life and consistent performance reduce replacement cycles and help maintain operational standards. The concept of equipment built to last becomes tangible in this context. A focus on durability and consistency contributes to overall cost efficiency, limits the impact of downtime, and supports reliable production and installation schedules over the long term.

A PRACTICAL CONCLUSION: GLOBAL PRESENCE WITH A CLEAR PURPOSE

Tecnocat's continuous participation in international trade fairs is defined by practical intent: offering glass professionals direct access to solutions designed for real workflows, both in high-cycle production and complex installation scenarios. Through live demonstrations and application-focused dialogue, the company reinforces its defining attributes—durable engineering, operational confidence, and long-term reliability measured in years.



Av. del Cour 4
 Polígono Ind. Argenteria
 43470 La Selva del Camp
 Tarragona - SPAIN
 Tel.: +34-977-76-61-97
 info@tecnocat.com
www.tecnocat.com