



Italcarrelli ENBOX 25



During a recent interview with Italcarrelli, Glass-Technology International spoke to the company's Sales Manager, Davide Schiavon, who told us about how the company has gained important new contracts regarding not only single machines, but also entire machine fleets for important global glassmakers.

Italcarrelli:

TRUE GLOBAL PRESENCE WITH

total flexibility



Italcarrelli PTN 330 S



ITALCARRELLI SUPPLIES ITS MACHINERY TO THE MOST IMPORTANT WORLDWIDE GLASSMAKERS



“We like to think, or let’s say that we are sure, that our success is due to the continuous investments we have made up to now, and are still making, in R&D. Another strong point is our flexibility and that of our machinery, which can be personalized as per client needs. Moreover, one of Italcarrelli’s main policies is to reduce maintenance costs to a minimum.”

This is the basic idea that Davide Schiavon, Italcarrelli’s Sales Manager, gave us during a recent interview.

In fact, says Schiavon, the company started a really positive period at the end of 2011, which then continued all through 2012. One of the top features of this positive period is the gaining of contracts for many worldwide float lines, which are due to start up at the end of 2013 – 2014, and we are speaking about seven new plants!

IMPORTANT MACHINERY ORDERS

“The most important contract is that of Siseecam, for which we will supply all the machines for the new lines: in Bulgaria, where they will be doubling the number of lines; the new line in Russia, which is in Kazan, and is a joint-venture between Siseecam and Saint-Gobain; as well as the new production unit with two float lines in Polatli, Turkey.” This order, for Siseecam, involves 50 machines, ranging from standard machines to pick the glass up from



floor level, inloaders for the unloading of the glass from the lines, as well as sideloaders for internal logistics and movement of the glass around the glassworks. Italcarrelli will also be renewing the machine fleet of Sisecam's glassworks in Mersin and Luleburgaz.

"We have signed the agreements/contracts for the machinery for the float lines of CBVP, which is the first entirely Brazilian float glass line, and which will start up later this year, manufacturing both laminated and coated glass. We will also be supplying the machines for the new float line of AGC in Brazil, mainly dedicated to automotive glass."

"Last but not least, the sev-

enth float line that we are supplying machines to is Caspian Float Glass in Dagestan, southern Russia. And for this project, the contract involves the entire fleet of machinery."

Glass-Technology International: *Our curiosity is how did these important contracts come about? We know that Italcarrelli is present at all fairs worldwide, and this is easy to understand with regards to Brazil and Turkey, but what about the companies in the Russian Federation?*

Schiavon: Italcarrelli started to supply its products to the glass market in 1995, with machines for Pilkington, Marghera, in the Venice area. The name of the company we supplied the

machines to was not even Pilkington but Transped, in charge of in-house logistics at that time.

They already had 'old' machines of other manufacturers and were starting to have problems with one of these machines in particular – and we already had contacts with Transped for other sectors. And this is how it all came about, with Italcarrelli modifying and improving this machine to the utmost satisfaction of the glassworks. (The same machine is still up and running even now!)

Transped then asked us to make a machine for them, which is what we did. This machine was our 'Number 1' machine for the glass sector.

From then on we started to

look at the market, and we started making machines for Pilkington Venice, continuing with the production unit of Saint-Gobain in Pisa, and then expanding to other companies and countries.

At present, Italcarrelli works with all the most important glassmakers around the world. With Saint-Gobain, for example, we have a long-standing agreement for the supply of machines.

With regards to more emerging markets, we have also developed other types of machinery – CE branded, as always.

GTI: *OK. So you were telling us that Italcarrelli began its activities in 1995. What size and load capaci-*



Italcarrelli EN4L 130





Italcarelli EN4L60



Italcarelli EN4L150



ty did the first machine your manufactured have?

Schiavon: It was a 33-ton platform loader, which is, as far as our 'normal' machines are concerned, quite a low weight! In fact, since we also produce machinery for other sectors too, we have machines capable of transporting 400 tons of transformers!

GTI: And what is the maximum weight of glass that your machines can transport now?

Schiavon: The biggest machines are those for 50 tons of glass, which is the maximum requested by the market. This is also due to the specific weight versus

dimensions of glass. Bigger weight means larger dimensions and, therefore, bigger glassworks.

And the glass sector is the most demanding and difficult sector that we work with! This is due to the many different types of glass, thicknesses, coatings and so on.

GTI: Which are the most important requirement that you are asked for with regards to the efficiency of your machines?

Schiavon: First and foremost, reliability, precise movements, absence of vibrations. An important feature requested – and one of the main reasons why Ital-

carrelli is so successful – is that of reliability. Our machines need to work 24/7, 365 days a year, following the life cycle of a float glass plant. Other than guaranteeing the continuous availability and reliability of our machines, we also need to guarantee minimum maintenance and down time too.

GTI: What are the average times for unloading glass from the float lines and loading it onto your machines?

Schiavon: Very few minutes – it's very fast – and it also depends on the ability of the operator of the machine. And this is why we



are continuing to simplify and facilitate the operations of our machines. We have installed devices such as automatic driving, developed in-house by our automation department. This enables us to equip our machines with solutions that prevent the operator/driver from ‘bumping’ into objects. The machine, in fact, recognizes an obstacle and automatically swerves to avoid it – without operator/driver intervention.

Another reason behind our success is our continuous evolution and development, along with total flexibility. Each year we develop and innovate more and more our range of machines. A perfect example can be seen from the ‘older’ access ladder for the driver, to the one that we have now.

GTI: *Do you have patents for your machines?*

Schiavon: We do have patents, and a ‘historical’ patent is the one for our lifting system – Sicurlift – as well as the one for the loading of containers. More and more glass is transported in containers, and the best way to load the glass is using open top containers. And, I, personally, realized how dangerous it was to load the packs of glass into these containers, as there is always an operator present inside the container to make sure that the glass is positioned correctly. Using our machine, on the other hand, the operator is always at a safe distance, and there is no person needed inside the container. The machine enables to load the container flexibly and quickly and, more important, in complete safety.

Our flexibility as per client needs can be seen in our Inloaders, where these types of machines are generally almost all the same. For Italcarrelli, on the contrary, each machine is different, not only with regards to the different glassmakers they are destined for – Pilkington and Saint-Gobain for example – but also for the different production units of the same companies. And this is because each unit has its own different needs.

This flexibility is one of our strong points in today’s market – the ability to customize our machines to each and every need – also with regards to size.

Another strongpoint that has enabled us to have this success over the past years is the low maintenance costs that our machines have. The most important

example of this can be seen in the order from Sisecam. In fact, one of the reasons why the entire order was given to Italcarrelli was due to the very low maintenance costs involved for our machines.

GTI: *How can your machines have lower maintenance costs compared to machinery from other companies?*

Schiavon: All our machines are special; they are not manufactured in series. When our designers create a machine they concentrate greatly on ease of access with regards to components to enable quick maintenance.

In Iran, for example, almost all machines used by glassworks are from Italcarrelli – Kaveh, for example, with three float lines in Iran and one in Syria, has



about 30 machines supplied by us.

OPERATOR COMFORT

We also concentrate a lot on the comfort of the operators who use our machines. An example of this can be seen are our Sideloaders, with wheels in hard rubber (due to the weight that the machine transports), with the operator position above the glass (to have the best visibility). To

make then operator's work more comfortable, we have developed a driver's place with special shock absorbers, which reduce vibrations to a minimum.

We are, at present, developing another type of system that will probably be patented quite soon.

All machines have both battery and electronic control, which transfer power to the motor. There is also a diagnostics unit, with software developed in-house for self-diagnostics. The assistance centre or the person trained to carry out maintenance can verify the conditions of the machine without any need for a consol.

All these features have enabled us to reduce the costs of maintenance. Then, of course, there is training. We invest considerably in the training of our technicians, as well as those of our clients. Training regarding maintenance is a fundamental part of our work, as good maintenance ensures good working of our machine.

CAN-BUS which we having been using for our machines since 2005, and

is being continuously developed, becoming unique in its kind, enables us to simplify electrical plants and systems. This means that if there is a problem it is much easier to identify it. And, since all the components that we use are supplied by European and American manufacturers, we can ensure good functioning at all times – and our machines work 24/7 for 365 days a year.

GTI: And this means that since your components are well-known brands they can be easily found all over the world ...?

Schiavon: Even more. According to where the machine will be working, we carry our investigations with regards to the availability of the components that we will be using. This means that other than a benefit for our clients, it is also a benefit for us as we can be sure that the client can find the parts and components that he needs.

We also supply a user handbook that explains how to use the machine and provides examples of

problem solving – in all languages. There are also recommended schedules of regular maintenance to be carried out.

We provide a checklist that we recommend our clients to carry out at the beginning of each shift of work. This is because we have seen that clients who use this checklist have machines in the best conditions – also because the operator is more responsible.

And the results of this attention to detail can be seen in the fact that, since 1995 until now, we have sold our machines to the most important glassmakers worldwide.

Other contracts that we have signed include those for companies such as Velux and Lucky Goldstar (LG) too. LG has a glass division that is called LG Hausys, which recently opened a coating plant in Korea, and another client for us is Sphinx Glass.

In 2012, we started to work with another important client – Euroglas – who is giving us important and highly satisfied feedback about our machines.





GTI: At present, Italcarrrelli really has a global presence ...

Schiavon: Yes, with our machines and technology, we are one of the most important leaders in our field. For Italcarrrelli, and despite the really bad economic climate all over the world, our order book is able to provide work for us right up to the end of 2014.

In South America, we have clients in Brazil and in Peru, where we are working to develop machinery adapted to their needs, and we hope that these markets will become an important part of our client base.

And now we are concentrating on new markets for us – China and India for example – with machines suited to their needs too.

We will, of course, continue with the development of innovative machinery, making the transport of glass easier and safer, as well as to consolidate our position of leadership all over the world.

Despite the ongoing economic crisis, with Saint-Gobain, one of our important clients, we have gained contracts for a high percentage of its machines.

And I am very proud to say that, as far as I know (I have been working in the company since 1998) no

worker has been laid off or made redundant. On the contrary, our staff is continuously increasing year after year, for all our divisions.

All our work is carried out in-house – starting from the design of the machine and software – right down to engineering and final assembly and delivery of the machine to the client, with Italcarrrelli employees.

With regards to metalwork, painting and special processes, we work with certified partner companies, providing more advantages with regards to flexibility, monitoring of production costs and the certainty of having the highest quality available on the market – globally.



Italcarrrelli Srl



ITALCARRELLI

Via Monte Rosa 9
36072 Chiampo (VI) - Italy
Tel.: +39 – 0444 – 623393
Fax: +39 – 0444 – 420195
E-mail: info@italcarrrelli.eu
www.italcarrrelli.eu