

# #06 Press release

22<sup>nd</sup> August 2017



Association of Italian  
Manufacturers and Suppliers  
of Machinery, Plants and Systems,  
Accessories and Special Products  
for glass processing

## ITALY'S BEST AT GLASSBUILD AMERICA: GIMAV GROUP PARTICIPATION IN ATLANTA

After participating in the 2016 edition in Las Vegas with a group of 16 companies (over an area measuring 612 m<sup>2</sup>), a key GIMAV contingent will again participate in GlassBuild America, confirming the strategic value of the US market for Italy's glass processing machinery businesses, also validated by data from the Gimav Study Center.

Exports to North America for the entire sector - both Flat and Hollow Glass – showed a remarkable growth trend, up more than 45%, with 10.75% of that attributable to the United States, making it the #1 customer of Italian manufacturers.

For the Flat Glass sector, the United States maintained its lead position as a customer, further increasing its share of overall Italian exports, now at 17.82%.

Following are some of the most important innovations that Gimav members will introduce to the North American market from September 12<sup>th</sup> to 14<sup>th</sup> at the Georgia World Congress Center:

For **Adelio Lattuada srl** (Booth 2243), this year's edition will be the perfect opportunity to officially present its recently-established US branch: Lattuada North America Inc., based in Northwood (OH). On display in its booth will be the TLR 13 AV C model, a 13-wheel straight-line edger with variable angle (0-45°). One of the most popular models in the TLR series, it is preferred by the major producers of laminated glass for construction and is a good fit for glassworks with a substantial production of very large, thick glass sheets.

At GlassBuild America, **Bavelloni** (Booth 2655) will participate through Bavelloni America Inc., its new company based in Greensboro, NC, responsible for sales of machinery, spare parts and tools in North America, and for providing after-sales services through qualified field technicians. On display at the show: the VE 500 V10 mitring machine for processing flat edge with arris and chamfer from 0° to 45° on very thick glass, specifically designed for large glass sheets. The VB 350 CNS bevelling machine is both efficient and effective, known for its quality, reliability, minimal maintenance requirements and long life.

For the first time, **Bovone Diamond Tools** (Booth 2566) will be at GBA with its own booth, located near its dealer, Salem Distributing Co. and its Sister Company, Elettromeccanica Bovone. This is a strategic choice. The stand will serve as a Technical Corner for demo shows, training and technical instruction about its wheels. It will also be the intersection point for the three Bovone locations, strategically placed in different areas of the exhibition grounds. BDT plans to showcase its top products, like the diamond and resin bond cup wheels, arris polishing wheels, peripheral wheels for CNC machines and its unique, unrivalled Goldnet router.

**Cugher** (Booth 2437) accelerated the process of internationalization with the opening in January 2017 of a new sales and technical office in Naples, Florida. Cugher is present on the North American market with numerous installations and, thanks to its recent partnership with Mappi International, can better support its overseas customers by improving the quality of service and assistance offered. GBA is the ideal platform to promote the architectural production division by providing customized solutions that combine high print quality and high production standards, with an excellent quality/price ratio.

At GBA 2017, **Macotec** (Booth 2556) will display its automatic Star Cut 3.7 FB Float Glass Cutting Table, equipped with an innovative TPF (Temporary Protective Film) removal tool. The TPF and Low-E coating are removed in two separate steps to ensure excellent quality of the end product and an extremely clean process. A dedicated head, produced exclusively by Macotec, removes the TPF, while a Low-e Wheel removes the coating. Macotec is available for demonstrations during the Show.

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GlassBuild is the ideal opportunity for **Mappi** (Booth 2437) to demonstrate its four core values: Innovation, Quality, Accuracy and Experience. Every furnace, from the Fox Series to the ATS series, offers a user-friendly experience (the machine handles all repetitive activities, allowing the user to simply focus on critical decisions). Visitors will learn about the increases in productivity, both in quality and quantity, (with unsurpassed reliability and the highest standards of excellence) and significant savings in time, energy, and operating costs (thanks to a precise temperature control during heating and cooling, as well as optimal thermal insulation).

At the North American Show, **Optima** (Booth 2351) will introduce its new ERP Opty-Way Enterprise 6.6 release with updated Stock & Purchase software module and new GMC-Monitor tracking module now integrated with processing time recording, and new scratch / breaking management. Integration of the Re-OPT re-optimizing module now makes it possible to automatically set new optimizations in case of breakages or urgencies. The brand-new releases of the Cam-Way / Doors-Way (with the support of new Bavelloni vertical lines) and the new version of the company's popular Opty-Way<sup>®</sup> 8.6 optimizer system with SQL database will also be available.

**R.C.N. Solutions** (Booth 2544) continues its commitment to technical improvements and will introduce the new chemical tempering line that, combined with its laminating kilns, is a win-win duo, fully responding to market requirements. Versatile in use and highly productive, the RCN laminating lines are popular world-wide. The new chemical tempering line was constructed with the same attention to detail. Choosing RCN means trusted quality and service; receiving professional attention and research for project feasibility.

With more than 40 years' experience in the US market, at GBA **Schiatti Angelo srl** (Booth 2551), will exhibit its FPS50, emblematic of its core business: edging. Top-of-the-line model in the series, it can process up to 55 mm thicknesses, with its 13 spindles. The FPS50 allows a range of high quality finishes and perfect cerium oxide polish on both the flat edge and the arris. Recent developments in integrated software and mechanical upgrades have brought further improvements in machine performance in terms of production and energy savings.

**SKG - Skill Glass** (Booth 2546) will focus its efforts at GlassBuild on the DRILL 1600, a 5-axis CNC drilling machine designed to produce holes, inserts and countersinks on rectangular flat glass sheets with a thickness of 3-20 mm. The machine is composed of five axes and two electro-spindles which, as opposite drilling heads, create a double-sided drilling system that drills perfect holes.

The print directory of GIMAV Members will be distributed at the **GIMAV stand** (Booth 2237). Thanks to its handy, compact format, the directory is practical and easy to consult. An electronic version is available on-line at <http://www.gimav.it/en/members.html> and on USB flash drive. This must-have tool is the perfect showcase for the country's production and contains all the best that Italy's manufacturers of machinery, systems and plants, accessories and special products for flat and hollow glass processing have to offer and represents the perfect business card for Italian products.

A delegation of **Vitrum 2017** staff (Booth 2237) will be on hand in Atlanta, representing the biannual international trade Show specialized in machinery, equipment and systems for flat, bent and hollow glass and in glass and processed products for industry, which will take place from October 3<sup>rd</sup> to 6<sup>th</sup> at Fiera Milano. At Vitrum's stand, visitors will be able to get detailed information about the 20<sup>th</sup> edition of Vitrum, a completely revamped exhibition that, in addition to the best the industry has to offer, also includes a vast array of never-before-seen events and parallel activities, all of which add value to participation in the Fair.

The map of all the Gimav member firms exhibiting at GlassBuild America is available on line at: <http://www.gimav.it/Fairs/GlassBuild2017/>