

glasstec 2010

## On course for innovation

This year, all eyes in the international glass industry will once again be focused on Dusseldorf: the world's leading manufacturers, engineering companies and their suppliers will convene at glasstec 2010 to showcase their developments. The industry's premier exhibition is a must-attend event since years. Following a turbulent 2009, players in the container glass arena are hoping for new impetus from this exciting forum.



glasstec 2010 is being staged as the world's economy witnesses gradual recovery from the financial and economic crisis. Following a turbulent year in 2009, the German glass container industry is likewise starting to pick up again and the recession appears to be bottoming out. „We survived without a dramatic drop in sales“, says Dr. Johann Overath, Managing Director of the Federal Association of the German Glass Industry (BV Glas) summing up the situation (see interview on page 3), and with zero growth the industry can consider itself to have got off lightly. Having said that, there is no reason to be ecstatic. Overath: „We anticipate that the figures for 2010 will at least remain stable at the same level as the previous year.“ Consumers value glass as a healthy and environmentally friendly form of packaging. „That's why they

stay loyal to glass containers despite these difficult times.“

### Reflecting the entire value chain

Messe Dusseldorf expects this year's glasstec to attract more than 1200 exhibitors from some 50 different countries – from global players to niche providers. Two years ago, around 55,000 visitors travelled to the Rhine Valley, slightly up on the number for the 2006 event. The exhibition's organisers predict that this positive trend will be continued in the autumn. glasstec is the only international trade fair to reflect the entire value chain of the glass industry with all its facets, from glass machinery through glass manufacturing to the glazier trade. It also provides important impetus for architects, façade planners and

**glasstec**  
Dusseldorf, GERMANY  
Sept 28 to Oct 1, 2010  
Hall 13, Booth C23



Wolfgang Lachmann  
Michael Preuß

Dear readers,

glasstec 2010 is just around the corner and with it a noticeable revival in the glass industry. This is also reflected in the number of exhibitors and in the fair's programme. The title story of our Journal's current issue provides an overview. Once again, futronic will be in attendance at this leading trade fair, where our products will be on show in Hall 13 / Stand C23. You are cordially invited to join us there. We look forward to meeting you!

China Glass, at the beginning of June, offered further signs that things are picking up again. The exhibition testified to a promising investment climate. It is only logical that Hwa Hsia, a longstanding customer, has just opened a new facility – a magnificent spectacle to which we at futronic were invited. You can also learn why we are satisfied with our annual balance sheet for 2009 / 2010, how we hope to benefit from our cooperation with KTW and all the other latest news.

On this note, we wish you plenty of exciting reading with the new Journal.

Sincerely, **Michael Preuß**  
**Wolfgang Lachmann**

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»Title story

civil engineers. „Solar Thermal Systems“ and „Photovoltaics“ were already two of the focal themes back in 2008. For the first time, solarpeq – the International Trade Fair for Solar Production Equipment – will take place concurrently with, and on the same site as, glasstec 2010. Multiple synergies are perceived by the organisers between the glass industry and solar systems. Whereas one side is hoping the event will open up new business opportunities and support the development of innovative applications, the other will benefit from the transfer of know-how – for instance in the fields of functional glass, finishing technologies and production automation.

**Increased willingness to invest**

The economic upswing is also accompanied by an increased willingness among hollow glass manufacturers to invest in the refurbishment, modernisation and extension of



their facilities. Visitor interest in information that could influence future investment decisions is consequently high. Hall 12 will be home to everything related to measurement and control technology as well as software for glass machinery. Companies dedicated to products

and services in the field of glass production and production engineering can be found in Halls 13 to 16. This will also be the platform for innovative products from futronic. At a joint stand in Hall 13 / C23, the Tettngang control system specialist will demonstrate its flagship product – the FMT24S, a distributed control system for IS machines with up to 24 sections. The FDU24S, a new servo drive system that is set to make a big mark owing to its maximum precision when it comes to synchronising individual movement sequences in gob generation and material handling in container glass machines, will make its debut before a trade audience. Using a servo take-out mechanism, futronic will show how the drive works in combination with an FMT24S control system. The exhibits at the futronic stand will additionally include the ASDR2, a reject system in a standalone version, and the SPV24S, an external control system for servo proportional valves that is also suitable for retrofitting to older futronic controls or to third-party products.

**„glasstec is a must“**

„glasstec is not simply the biggest but also the most important fair in the world for us“, explains Marc Meersschaut, responsible for international sales and marketing at futronic. The biannual Dusseldorf event provides an ideal setting in which to meet, and exchange experiences with, other players in the industry. „It’s a good place to strengthen relationships with customers, establish useful contacts and initiate new projects“, he continues. „glasstec is a must we can’t afford to miss.“

»glasstec 2010 – futronic presents



**FMT24S**  
Distributed control system for IS machines with up to 24 sections



**FDU24S**  
Servo drive system for gob generation, material handling and servo mechanisms in container glass machines



**ASDR2**  
Reject system for the blow-out process at the hot end; can be seamlessly integrated into an IS control system as an external module

**LSE4**  
Light barrier unit as part of a hot-end reject system for futronic machine controls

**SPV24S**  
Control system for servo proportional valves as a standalone solution; older futronic controls or third-party products can be retrofitted without any problems



**opanski 2002**  
Separator manager, warning system for light liquid separators

»Imprint

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An interview with: Dr. Johann Overath

## Glass packaging as a model for success

The worldwide financial crisis and recession have had far-reaching repercussions – and the German container glass industry is no exception. The signs are that the economy is now bottoming out and glass sales are starting to pick up again. In the following interview Dr. Johann Overath, Managing Director of the Federal Association of the German Glass Industry (BV Glas), discusses glass packaging's comeback as a model for success.

**futronic Journal:** Dr. Overath, which factors – in your opinion – lie behind the revival in the container glass industry?

**Dr. Johann Overath:** To begin with, the industry is obviously profiting from the general upswing of the German economy. The dynamics of investments and foreign trade play a vital role here. Secondly, consumers and consumption patterns have also contributed. The popularity of glass packaging has not suffered as a result of the troubled economy. In 2009 – the chief crisis year – the drop in sales was smaller in the container glass industry at 3.7 percent than in any other glass sector. In the meantime, the trend is clearly upward. Beverage manufacturers and bottlers have responded by marketing more products in glass packaging again.

**futronic Journal:** Not only the beverage industry but also pharmaceutical and cosmetics companies are increasingly opting for glass packaging. What triggered the boom in these segments?

**Overath:** Glass packaging is ideal for sensitive products like pharmaceuticals because it is inert, in other words there are virtually no interactions with the drugs inside. As far as cosmetics are concerned, the high versatility of glass is another crucial aspect – there is practically no limit to the number of possible shapes and colours, and a product's value is underlined by the haptics of the material. Especially at the high end of the market, the packaging also conveys messages about the cosmetic brand and image.

**futronic Journal:** PET packaging is traditionally a strong competitor. What's more, a current study claims that its eco-balance has been greatly improved. Will the container glass industry have to develop new strategies in order to survive?

**Overath:** No. Glass has many properties that make it a unique material with considerable staying power. Let me quote just a few examples: 90 percent of green glass is recycled and the average figure for all glass



The chemist Dr. Johann Overath, born in 1958, is managing director of the Bundesverband Glasindustrie e.V. in Düsseldorf.



is around 60 percent. We operate a closed-loop system, meaning that glass packaging is used again and again to produce new packaging, whereas other materials tend to be downcycled. Furthermore, glass is comprised almost exclusively of natural, native raw materials that are mainly mined in Germany. The fact that glass is reusable is another clear ecological advantage; glass bottles are reused up to sixty times. If we take a holistic view, various economic and social aspects likewise need to be considered. Social sustainability, in particular, is a subject of mounting relevance for our society. The healthcare market is continually expanding – and glass is the perfect packaging for healthcare products.

**futronic Journal:** What does this mean for engineering companies and their suppliers in the glass producing industry?

**Overath:** We anticipate that manufacturers will soon start investing more in the modernisation of their factories again and in the de-

velopment of new technologies. Suppliers and service providers are bound to benefit as well – and a trend in this direction is already noticeable.

**futronic Journal:** How long will the upswing last? Where will the German glass industry stand in 2020?

**Overath:** Developments in Germany will be influenced by two important social trends, namely a growing health consciousness on the part of consumers and a desire for regional products. Both factors will have a positive effect on sales of glass packaging. We also believe that the substitution of glass in the beverages sector has now come to an end. The glass market will stabilise and continue to grow. In the year 2020, glass will still be the perfect packaging for all consumers who attach importance to a healthy diet and would like to do something for the environment as well as strengthen their local region.

China Glass 2010 in Beijing

# Industrial fair in the land of the dragon

The Chinese economy is booming – and the glass container industry is maintaining a steady growth. To profit from this promising investment climate, futronic also showed its products at the latest China Glass exhibition in Beijing. Managing Director Michael Preuß attended – and returned pleased with the outcome.

More than 800 exhibitors from 26 countries took advantage of China Glass 2010 to present their companies, products and services. Around 30,000 trade visitors – mainly from China but also from other Asian countries and the US – made the journey to the new, high-tech „China International Exhibition Centre“. For the first time, futronic shared a booth this year with 21 other suppliers at the official German Pavilion, an initiative sponsored by the Federal Ministry of Economics and Technology (BMWi).

„China Glass is a vital communication platform that allows us to provide our existing accounts with new, first-hand information on current installations and demonstrate our latest developments“, Michael Preuß explains. The focus was on the FMT24S machine control and the new FDU24S drive system. Preuß was assisted at business conversations concerning present and future projects by Milion Shen, a native Taiwanese who has been travelling throughout China and Taiwan on behalf of futronic since 1989 and plays a central role in the Tettngang company's sales & marketing, customer support and after-sales



service activities. Shen helps overcome language barriers and forge contacts with potential new customers – a contribution that proved invaluable yet again at the Beijing fair. „We are extremely satisfied both with the quality of the conversations held and with the response to them“, Preuß sums up. „Our attendance at the exhibition was definitely worthwhile.“

in the same league. „We only stand a chance if we put considerable effort into new, innovative products and succeed in making them visible. This is essential to protect and strengthen our technology lead.“

## Influential fair for the glass industry

China is one of the most important growth markets for service providers, suppliers, manufacturers and producers in the international glass industry. China Glass has been staged alternately in Beijing and Shanghai every year since 1989. Covering approximately 46,000 square metres of floor space, this year's China Glass was one of the biggest and most influential trade fairs for glass anywhere in the world

## Innovations strengthen technology lead

It's never easy for foreign firms to gain a foothold in the Chinese market. For one thing, they are always up against the price advantage of domestic enterprises. In addition, they have to find an answer to linguistic problems and product piracy. When it comes to the actual technology, however, the Chinese are not (yet)



Hustle and bustle the Chinese way: Managing Director Michael Preuß (left) experiences keen interest among fair visitors in futronic products and services.



Hwa Hsia Glass Company Ltd.

## From pilot project to key account

With around 3000 staff and annual sales of approximately 60 million US dollars, Hwa Hsia Glass Company Ltd. (Taiwan) is one of Asia's biggest manufacturers of container glass. Established in 1925, Hwa Hsia has also produced at three sites in China since 1993. The company's newest facility was officially opened in Jiangmen in July.

The old city centre location had become too cramped and there was no room for further growth. A new plant was consequently erected on a greenfield site on the outskirts of Jiangmen, a metropolis with a population of 3.8 million some 40 miles south-west of Guangzhou, capital of Guangdong province in southern China.

### Traditional and colourful

At the beginning of July, Hwa Hsia's new facility went productive with 16 ultra-modern assembly lines featuring IS machines with between two and eight sections. About 1000 staff – roughly a third of the group's total workforce – will in future manufacture approximately 70,000 tons of container glass in the Jiangmen factory. Business associates and partners as well as customers and suppliers from all over Asia, Europe and the US were invited to attend the official inauguration. Following the traditional, colourful opening ceremonies, Group Chairman Samuel Liao and Vice General Manager K.C. Chen put the furnace and the installation into operation.

### Tight partnership

Hwa Hsia was futronic's very first customer in the Far East. „It was our agent, Milion Shen, who established the initial contact“, recalls Managing Director Michael Preuß. Since 1991, the Tettngang company has equipped 23 installations with EPRO-12ST control systems and ten with AMC drives



A magnificent spectacle: colourful, traditional Chinese ceremonies mark the official opening of the new glassworks in Jiangmen.

at Hwa Hsia's Taiwan plants alone. Tettngang-made control systems were also the number one choice for the new facility in China. Relations between the two firms have been continuously strengthened. „We've been doing business with one another for almost twenty years now,“ Preuß continues. „After such a long time, we've come to know each other well and value the partnership tremendously.“ In the meantime, the original business relationship has developed into one of friendship, with family news a popular topic during reciprocal visits or at project meetings. „That's part of the process – just like the way we've become experts at eating with chopsticks. And

when a Taiwanese delegation makes the trek to Germany, knuckle of pork and sauerkraut are invariably among the highlights,“ Preuß explains with a smile.

The site on which Hwa Hsia elected to build its new plant in Jiangmen offers plenty of scope for growth. „I anticipate that capacity will be extended in the medium term,“ Preuß predicts. What's more, the group has plans to invest in a big way in Vietnam. It goes without saying that futronic hopes to be on board with its control and drive technology when the time comes – and to continue its longstanding relationship with Hwa Hsia into the future.



An exciting moment: guests watch closely as the furnace and machine are put into operation.

Balance sheet figures for 2009 / 2010

# futronic still makes profit

In the recent fiscal year, futronic generated sales revenues of 6.2 million euros. Despite the drop compared to the record result in the previous year, the administration is very satisfied with the balance sheet for 2009.

„In the light of the overall economic trend, we are very pleased with this positive result“, sums up Michael Preuß, Managing Director. „We’ve come through the recession intact.“ Development and production remained at a normal level and compulsory redundancies were avoided. The bottom line: in the fiscal year that ended on March 31, 2010, the company continued to make a profit.

Preuß attributes the drop in sales compared to the same period last year to the cautious investment climate both in the container glass industry – futronic’s core market – and in its fledgling industrial automation segment. New investments were postponed and firm projects deferred to an indeterminate date in the future. Instead, many manufacturers opted to modernise their existing facilities and equip them with control systems made by futronic. The Tett nang company also profited from smaller, short-term projects.

Encouraged by a good order situation, the management is looking ahead to the future with confidence. The decision to extend its sales network has already paid off. „We succeeded in winning several new customers worldwide in the last financial year“, Preuß continues. Feedback from relevant international exhibi-

tions has likewise been overwhelmingly positive. „Plans for a number of new projects are now well under way with the contracts in some cases signed and sealed.“

futronic’s Industrial Automation division was similarly affected by the decline in sales. In spite of this, the company is sticking to its medium-term objective of increasing its share of orders from the mechanical and plant engineering sector, for instance in bulk solids handling, to between 20 and 25 percent of total sales. Preuß: „I’m confident that we can still achieve this ambitious goal.“

Encouraged by a good order situation, futronic Managing Director Michael Preuß is looking ahead to the future with confidence.



## Industrial Automation division wins two customers

Caloric Anlagenbau GmbH, located in Gräfelfing near Munich, is specialised in the design and manufacture of industrial gas generating plants and incinerators for liquid and gaseous wastes. Established in Munich, Germany, in 1937, Caloric Anlagenbau presently supports around 500 plants in more than 50 countries on five continents.

Rehler Kühlsysteme GmbH of Lindau, a beautiful town on the shores of Lake Constance, is another new addition to the futronic customer portfolio. For almost forty years now, the firm’s more than thirty staff members have been developing and manufacturing refrigerating machines, cooling towers and complete

cooling systems for a variety of industrial and commercial applications. The company is owner-managed in the second generation and delivers to clients all over the world.

„Caloric and Rehler are among the global leaders in their respective industries. We are delighted to have succeeded in convincing them both of what we can do to strengthen them further“, says Alexander Körner, responsible for automation systems sales and marketing at futronic. In future, futronic will design the electrical technology and build the control cabinets for these two new accounts, with whom long-term cooperation has been agreed.

## futronic extends partnership with KTW

futronic and KTW K.Weißhaupt GmbH in Friedrichshafen intend to collaborate even more closely in future. At the beginning of August, the Managing Directors of the two companies signed a cooperation agreement that will further reinforce their partnership. „We've already been working together in a climate of trust and transparency for more than two years“, Kurt Weißhaupt explains. „Both our product quality and our customers have profited greatly.“ Michael Preuß, Managing Director of futronic, is equally enthusiastic: „The agreement will cement our partnership in the long term.“

Amongst other things, KTW designs and manufactures fully and semi-automatic production plants for example for the plastics industry. futronic contributes the controller software for the automatic manufacturing machines and small robots used in these plants and is additionally responsible for the electrical design. The advantages of this cooperation are obvious: „The partnership doesn't simply ease the two companies' development budgets“, Preuß emphasises. „The synergy effect also gives us a clear competitive edge.“

More orders were recently secured and there are plans to extend the scope of collaboration to other business fields.



A long-term partnership is sealed: Managing Directors Kurt Weißhaupt ( KTW ) and Michael Preuß (futronic) with project leaders Alexander Körner and Reinhold Hess (from right).

## First FDU24S units shipped to India and Upper Franconia



Hindustan National Glass & Industries Limited (HNG), headquartered in the West Bengal metropolis of Calcutta, and Heinz-Glas GmbH in Kleintettau (Bavaria), have placed their trust in futronic's new FDU24S drive system. In September,

futronic will ship two units, each comprised of six drives, to India as a standalone solution complete with operator terminal. HNG is the subcontinent's biggest producer of container glass with six factories and a 65 percent share of the market. The new drive systems are scheduled to commence operation at the Bahadurgarh facility in October, where they will replace older futronic AMC systems that have been doing reliable duty since 1995.

Heinz-Glas is specialised in production and decoration of glass flacons for the cosmetics market. An FDU24S module with four drives is set to take the place of an AMC drive at the company's main plant. Operator control and parameterisation are integrated in the operator terminal of the FMT24S control system, which will handle all tasks previously attended to by the Cimoq-12ST. The new drive system will start production in October.

## Radio controlled warning system for oil separators

The first warning system for oil separators based on radio technology was recently developed by futronic on behalf of Opanski Abscheidetechnik, an engineering consultant in southern Germany. The so-called Separator Manager opanski 2002 watches over an oil separator's operation and monitors its compliance with defined limit values, such as the oil level in the separator chamber or maintenance intervals. In the event of a

fault, for example if the outflow is obstructed or blocked, the unit outputs an alarm and documents the operating history. Thanks to the wireless connection between the separator and the evaluation unit, inexpensive installation is also possible in WHG (German Water Resources Act) areas with complex floorings, which are stipulated when substances hazardous to water are involved. The electronics and the controller software were designed by futronic.



»Education

„wissen was geht!“ – „Exploring opportunities!“

# Young and hungry for knowledge



As part of a summer holiday campaign called „wissen was geht!“ („Exploring opportunities!“), eight pupils from local schools paid a visit to futronic in August to learn more about training and career opportunities in sales & marketing, electrical engineering and software and hardware development.

Following a short welcome address, Managing Director Wolfgang Lachmann kicked off with an introduction to the company. With the help of practical examples, he described „in detail what futronic actually does as well as the industries in which our controls and automation solutions are used“. He then treated the visitors to a tour

A glimpse behind the scenes: Managing Director Wolfgang Lachmann (left) answers questions from the inquisitive young visitors and explains precisely e.g. the modern cable stocks. Benedikt Otte, WFB Managing Director (centre), is an interested observer.

of the various departments and gave the youngsters a glimpse behind the scenes in Administration, Accounting, Documentation, R&D, Control Cabinet Construction and Quality Control. The boys' eyes, in particular, lit up visibly at the sight of all the PC boards, control modules, measuring instruments and sensors. „I can certainly imagine learning a technical profession“, said 14 year-old Johannes Heisele. „Wissen was geht!“ is an initiative sponsored by Wirtschaftsförderung Bodensee (WFB), a regional business development organisation, together with numerous companies residing in the Lake Constance area. futronic took part this year for the second time.

»Short profiles – Jubilarians



**Bernhard Kubik**



**Josef Karl Kopold**



**Marianne Beck-Jabornik**



**Astrid Pfister**



**Silvia Schmid**

## futronic – a great place to work

The futronic management's sustainable human resources policy, which was praised for its sensitivity during the recession period, continues to bear fruit. This autumn, no fewer than five staff will be commended for long-standing service to the company. Bernhard Kubik has been employed at futronic for an impressive 25 years. An electronics technician specialising in communications, he has travelled all over the world on behalf of futronic, commissioning our controls and drives in customer installations and providing future operators with on-site training. Josef Karl Kopold has been with us now for twenty years. As head of the test facility, he is responsible for all quality control at futronic. His duties include testing installations

and components prior to shipping. Three of our female staff can look back on ten years as members of the futronic community: Marianne Beck-Jabornik works in electronics manufacturing while Astrid Pfister is an administrator in purchasing and materials procurement. Silvia Schmid joined futronic straight from school. Since completing her training as an Industrial Business Management Assistant with a higher-level qualification in international business management, she has worked in our Accounting department as an administrator. In addition to keeping the accounts, her varied tasks also cover vendor management and collaboration on the balance sheets. We would like to thank them all for their loyal services to futronic and congratulate them on their important anniversaries.

»Education

## Exam passed

Jürgen Abhalter of Heudorf and Jochen Stürmer of Unlingen are two newly qualified technicians. They received their diplomas from Tett nang Electronics College (EST) in July. They wrote their technical thesis at futronic, with the conversion of the power distribution system to an EIB/KNX bus network with visualisation as their chosen topic. The challenge was to modernise the lighting and power distribution boards in the assembly shop, test facility, R&D and training centre. After analysing the old system, they produced new circuit diagrams, redesigned the control cabinet and developed the control software. Each step was documented. „We're highly satisfied with the result and congratulate them on passing their exams“, enthuses Alexander Körner, sales engineer and mentor to the two students.

