

# THE GLASS ALLIANCE

## General Presentation

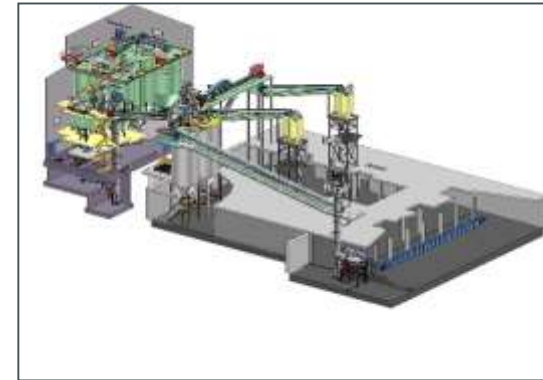
## Glass Alliance [[www.glass-alliance.com](http://www.glass-alliance.com)]

- **Zippe, Horn, Bucher Emhart Glass** and **MSK** formed the **Glass Alliance** to jointly offer and implement for the Glass Container Industry:
  - Complete glass production Lines
  - A global solution
- The **Glass Alliance** will Plan, Install and Support
  - all necessary equipment
  - all necessary services
- The strong coordination, cooperation and information flow between the **Glass Alliance** members is of significant value and benefit for customers.



## Products and Services:

- Complete batch plants
  - Filling of raw material silos
  - Raw material storage
  - Dosing, weighing and mixing
  - Electronic control system and process automation
- Factory cullet processing plants
- Ecology glass recycling plants
- Batch and cullet preheating systems
- Glass crushers
- Scraping conveyors
  - Processing of cooling water from the scraping conveyors
- Refurbishing, upgrading and modernisation of existing plants
- Engineering and design
- Installation, commissioning and start-up support
- Maintenance and service support
- Customer training





## Products and Services:

- Glass melting furnaces
- Distributor and forehearth
  - Combustion forehearth
  - Electrical forehearth
  - Coloring forehearth
- Burner and combustion stations
  - Gas, Oil or Oxy-Fuel
- Electric control equipment
  - Measurement and control equipment
- Electric boosting systems
- Bubbling systems
- Engineering and design
- Installation, commissioning and start-up support
- Maintenance and service support
- Customer training



# Bucher Emhart Glass SA, Switzerland

## Products and Services:

- Gob forming feeders
- Container forming machines
  - NIS machines
  - AIS machines
  - IS machines
  - SIS machines
- Container inspection systems
  - In-line inspection machines
  - Automatic statistical sampling machines
  - Off-line inspection machines
- Installations, commissioning and start-up support
- Production support
- Technical Assistance Agreements (TAA)
- Process know-how support
- Customer training

**BUCHER**  
emhart glass

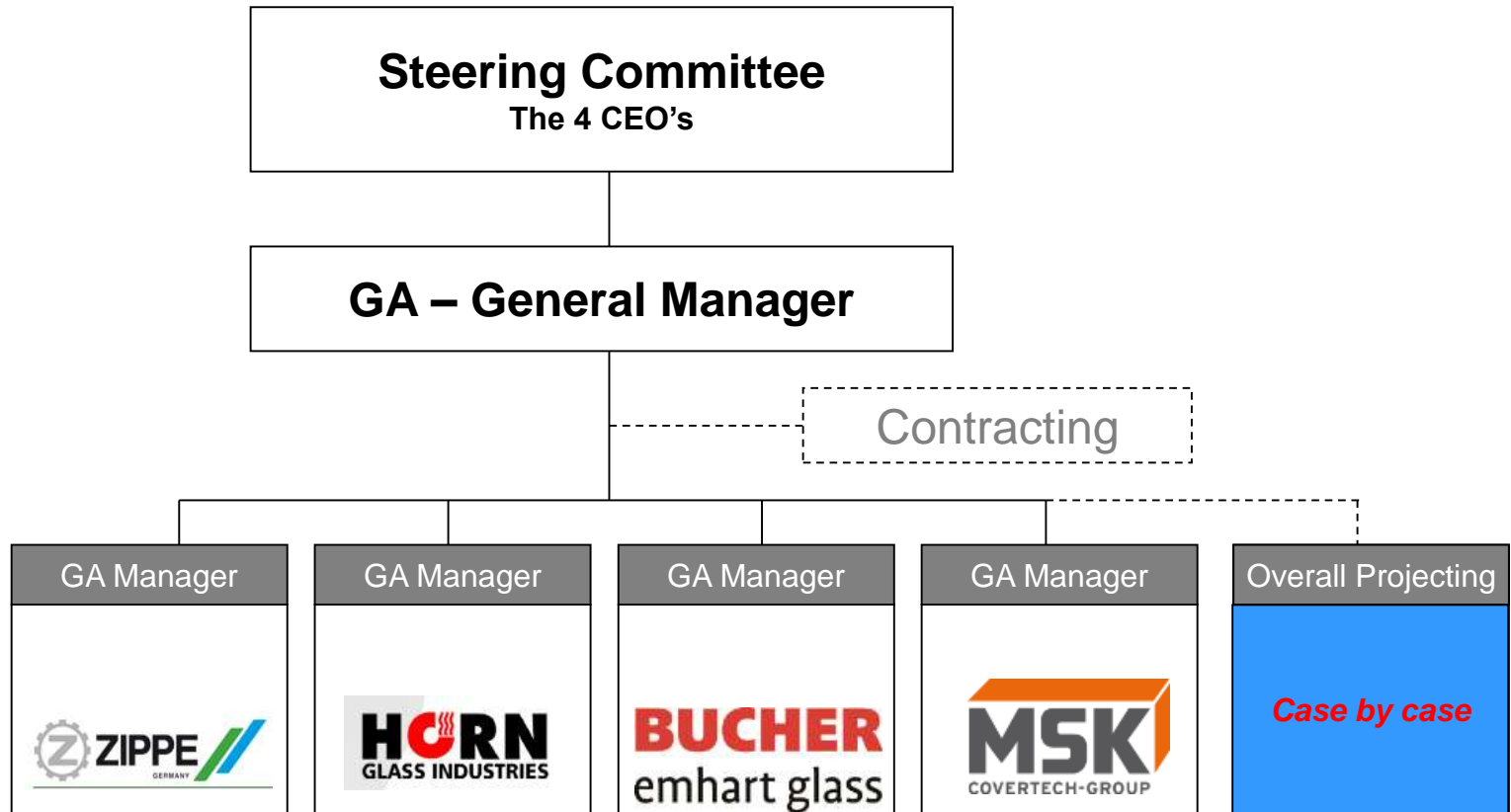


## Products and Services:

- Complete cold end equipment from the lehrs to warehouse with different level of automation:
  - Complete Cold End
  - Bottle conveying
  - Palletizing systems and robots
  - Pallet shrink wrapping
  - Pallet conveying
  - Shuttle cars
  - Software systems
  - Accessories like tray erector, labeler, etc.
- Engineering, design and manufacturing
- Installation, commissioning and start-up support
- Maintenance and service support
- Customer training



# Glass Alliance – Organization





- **Full Turnkey Project:**
  - General Contractor
  - Including Civil Works
  - Including complete Process lines
  - Including Process utilities
  - Including startup- and improvement support (TAA)
  - Including Performance Guarantee
- **Line Turnkey Project**
  - General Contractor
  - **Excluding** Civil Works
  - Including Process lines
  - Including Process utilities
  - Including startup- and improvement support (TAA)
  - Including Performance Guarantee

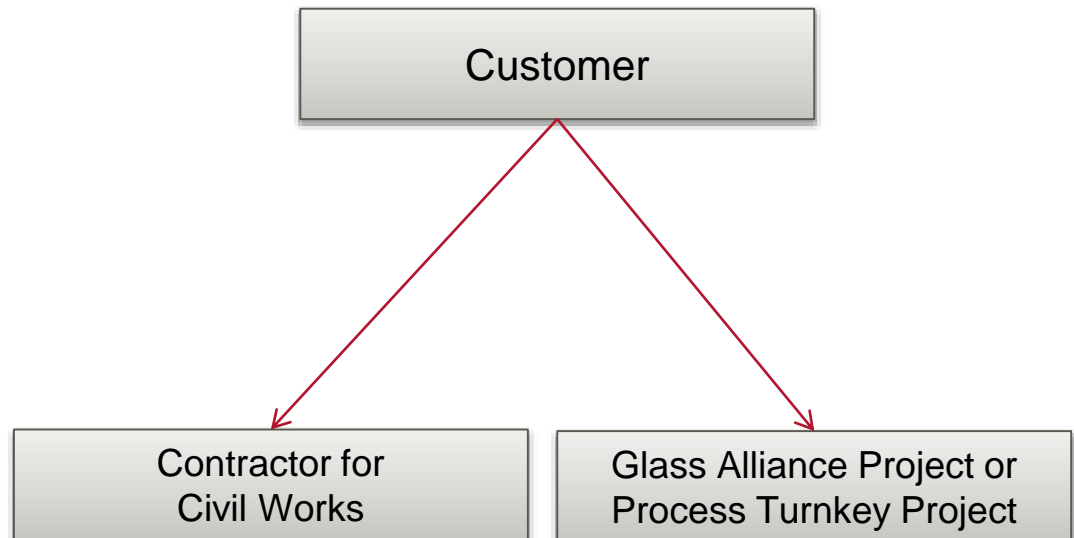
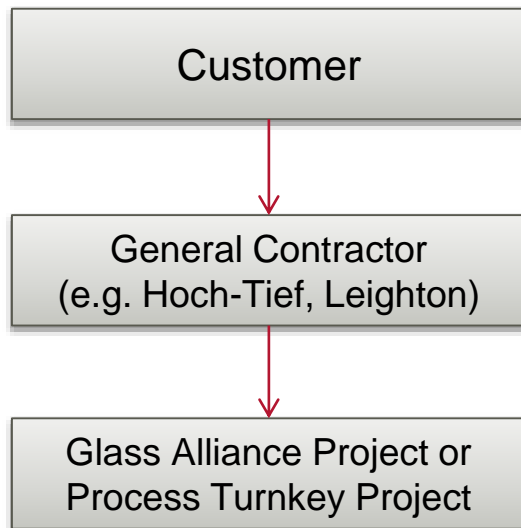


# Glass Alliance Offer - Definitions

- **Glass Alliance Project**
  - **No** General Contractor
  - 4 Individual contracts with GA members, 1 contract with engineering partner
  - **Excluding** Civil Works
  - Including complete Process lines
  - Including Process utilities
  - Including startup- and improvement support (TAA) if requested
  - Including Performance Guarantee if requested (only in combination with startup support)
  - Seamless interfaces and coordinated specs guaranteed

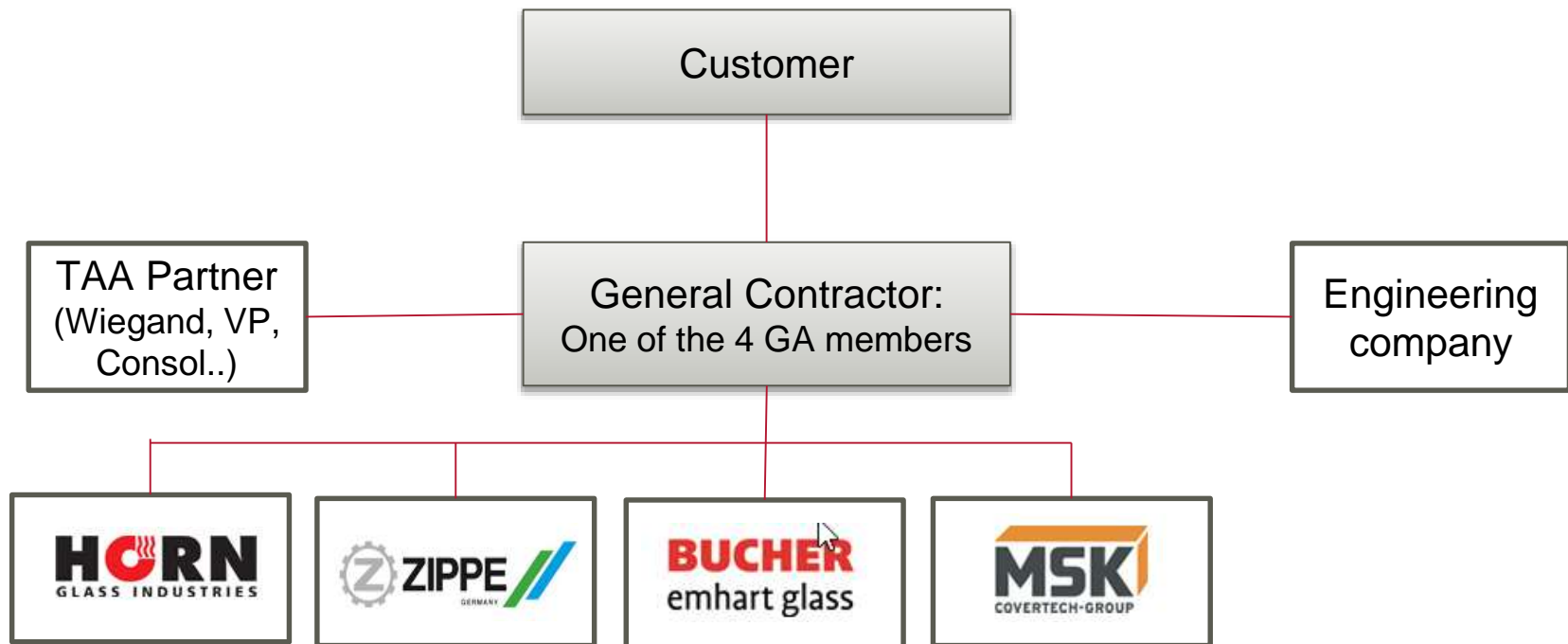
## Full Turnkey Approach

- Full Turnkey approach is a **NO-GO** for the Glass Alliance
- If the customer insists on it, there are 2 options:

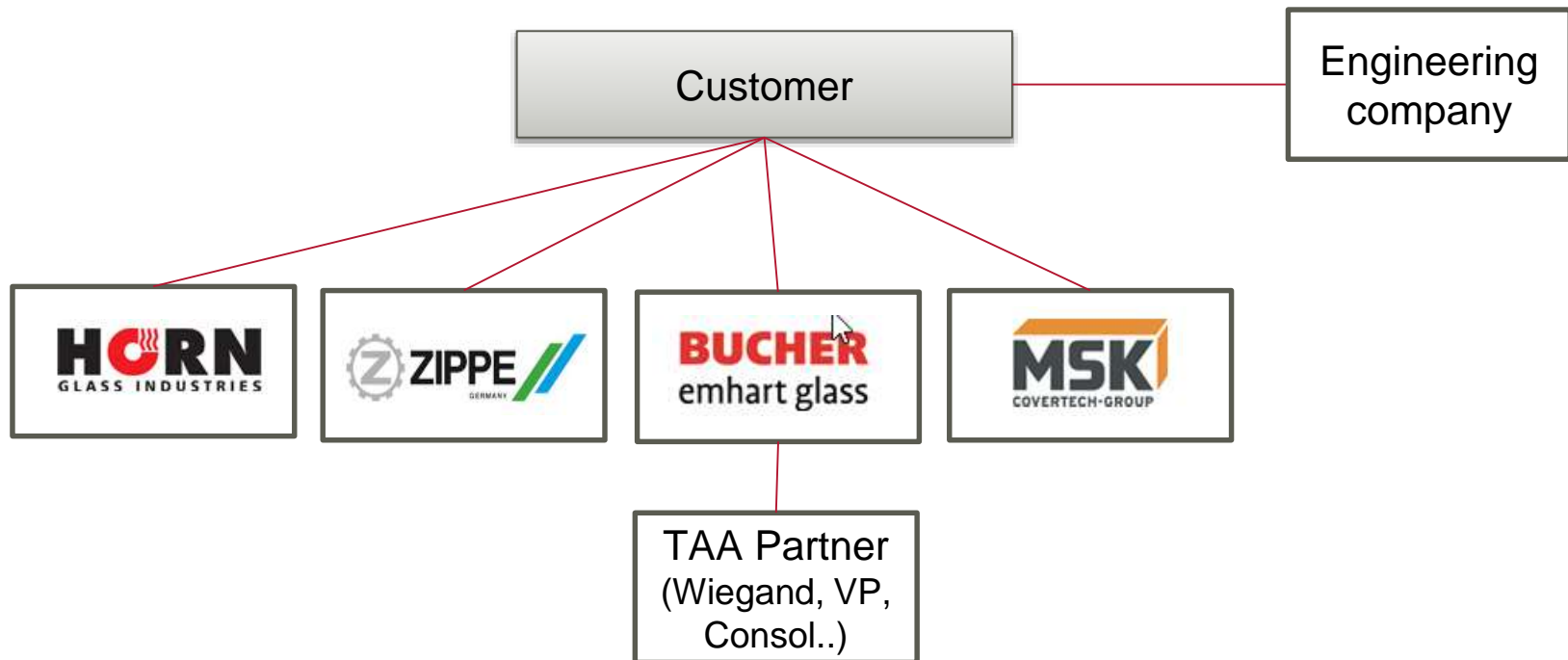


## Line Turnkey Project

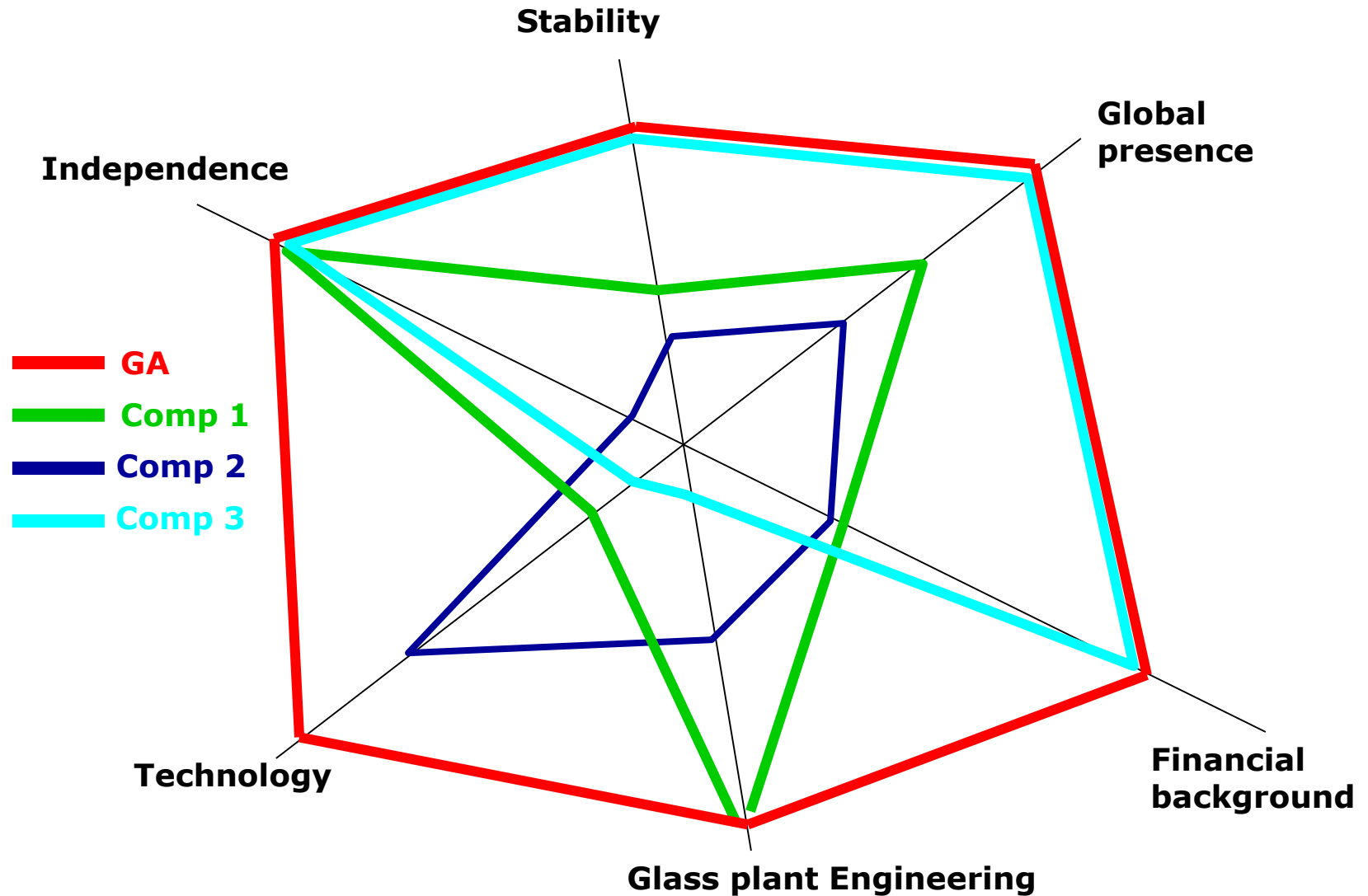
### One of the GA Partners is General Contractor



## Glass Alliance Project



# Glass Alliance – Positioning



# Glass Alliance – Operational Status

- The **Glass Alliance** was founded by handshake Dec 15, 2009
- Operational organization is established since June 2010
- 2 projects won together by the four members of the GA and implemented successfully:
  - NAMPAK – South Africa – 2012/2014
  - VIDROPORTO – Brazil – 2013/2014

# How to contact the Glass Alliance

- There are several ways to contact the **Glass Alliance**:
  - Through any of the contacts to a GA member you may already have
  - By E-mail or phone, see <http://www.glass-alliance.com/contact.html>

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Thanks for your attention