



FLOAT GLASS INDUSTRIES

A Strong and Independent Partner for More than One Hundred Years

Ensuring that demanding construction projects succeed, requires a flat glass partner with great ability to deliver top quality and fair prices. Strong, independent suppliers are the ideal partner for such projects, for they are not bound to particular brands, glass types or other corporate specifications. One of the most capable independent suppliers and also the largest in the UK is Float Glass Industries, an owner-managed company that combines the greatest power of innovation with maximum performance and experience.

Joint Managing Directors and cousins David and Dawn Offland are the fourth generation to manage the family-owned company Float Glass Industries Limited (FGI) and they have led the company successfully into the era of networked high-tech production. This technology leader provides construction glass for the commercial sector, for schools, public buildings and demanding residential projects. To accomplish this, FGI works with state-of-the-art processing machines and a highly-specialised A+W software system that perfectly supports commercial, manufacturing and glass distribution processes. "Great ability to deliver", says David Offland, "is achieved through our integrated systems resulting in our customers getting the very best service from FGI as their glass supplier." Performance panes for the insulated glass brand Everseal™ are manufactured up to a size of 6000 x 2800 mm for commercial buildings and façades on a fast Bystronic TPS line.

Each Everseal™ pane is a highly-specialised high-tech product, finished with safety glass and special coatings; many are ceramic enamelled frit coated with roller coater technology. Each individual pane is examined for defects by an integrated Viprotron quality scanner – this reduces the rate of complaints FGI receives and ensures the highest quality.

High performance glass processing

FGI is known for its complete and varied supply and its processing of high-quality laminated glass. More than 10 variations are always available in jumbo sizes, from clear glass to sound- and sun-protection glass to fire protection glass, all of which satisfy even the highest requirements.

In the laminated and the float sectors, FGI impresses with fast, state-of-the-art processing machines that guarantee the greatest precision and quick processing. In layout, the residual plates are kept in a HEGLA Remaster storage

system and, incorporated into the A+W Premium optimisation system A+W Realtime Optimizer, then inserted into ongoing optimisations according to the situation. This is truly "green production", in this way the valuable offcuts do not simply have to be thrown away and produced anew; this helps FGI reduce its CO2 footprint significantly.

In the tempered sector, two furnaces work in parallel. One of them processes primarily the panes coated by the Giardina roller coater, so that façade glass, balustrades, etc. for large industrial orders can be processed at the highest speed and made into insulated glass. Dawn Offland: "Every year we invest in new machine technology to ensure that reliable service is maintained and product quality is assured.

This month sees the arrival of our new tempering plant, the Tamglass FC500 which will increase our capacities and offer our customers even better optical quality on toughened products."



The FGI-management-team und their software partners – from left to right: David Offland, JMD FGI; Peter Dixen, A+W Vice President Sales and Marketing; Ton van der Gaag, A+W Sales Manager UK; Dawn Offland, JMD FGI.



Barcode registration in shipping: the basis of complex packing lists, which are transmitted to customers electronically.



A+W Production Monitor at the discharge from the Bystronic IG-line: each pane produced is registered; in case of breakage or poor units, re-working is initiated.



On its CNC processing machines incorporated completely automatically into the A+W network, FGI manufactures glass for interior applications such as separator walls, tabletops, shower doors, glass door systems, etc.

Networked Production

FGI's production environment is a highly-integrated, networked system created from the best machines available on the market and a complex A+W production controller. Only if the whole system works together can the individual components achieve their maximum performance. Systems Manager Simon Blount: "This is why we are moving increasingly away from manual machine programming. Our Glaston CNC processing centre is supplied with data in CAM-DXF format online by the A+W Production system. CAM-DXF 'knows' tools, suction positioning, etc. that is necessary for the processing in question; it communicates this info to the machine online, thus saving us a lot of time and money."

Barcoding in production and shipping

The FGI machine park is equipped with a modern A+W barcoding system from cutting to shipping. This means that the processing status of every pane is known at all times. Thanks to automatic reporting to A+W Business order processing, the FGI employees in administration can provide customers with an answer to the question "where is my pane?" at any time. The barcode system reports broken and poor panes to the breakage pool; these are reworked immediately and re-delivered on the same day. In shipping, precise packing lists are created and sent to the customer via EDI based on the barcode registrations. This way, the packing information is present in the customer's IT system

straightaway and it does not have to be placed on the shipping rack in paper form – which increases the security and availability of the information. Now the customer knows exactly which pane will be delivered when on which truck and rack, and if necessary, also which broken pane must be re-delivered. Naturally the pane sequence on the shipping racks is also documented on the packing list.

Top software – top service

All these are the tangible benefits of production networked comprehensively with A+W Production, which also works in completely-integrated fashion with the A+W Business order processing software. These benefits are in the service sector – customers not only receive a pane, they receive important services in addition and benefit from the maximum flexibility that can only be achieved with the use of a premium IT system. Naturally this system must be used by well-trained and experienced employees as it is at FGI, for here it is necessary to work with the greatest care and precision.

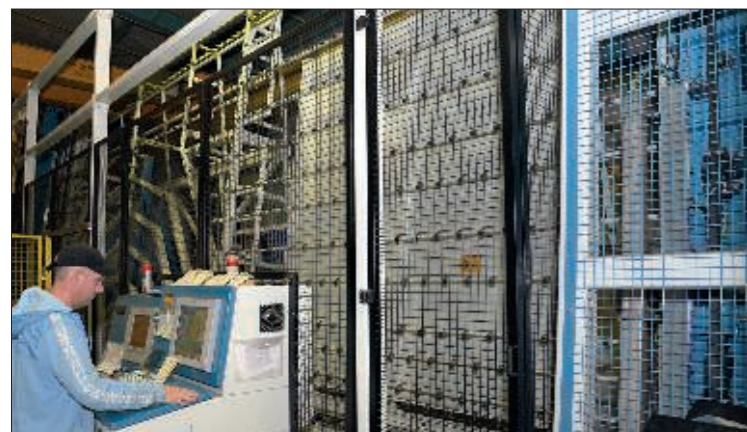
David Offland: "In order to be competitive as a glass processor, high-quality, innovative products alone are no longer sufficient. Slim processes and comprehensive IT support from our A+W system, with which we have worked successfully for many years, have also contributed to our competitive success".

Well-sorted glass trade

As an industrial supplier, FGI is in a position to serve as a wholesale provider of all desired glass types. In addition to all common tempered and laminated glass types, the types kept constantly in stock include a wide variety of clear and tinted glass. FGI stocks over 20 types of patterns and finishes with various levels of obscuration for privacy – available as single sheet or laminated. Fire resistant glass is available in a range of thicknesses from 7 mm to 27 mm in single form and in a range of double glazed units.



FGI's extensive stock holding of glasses are ready for immediate next-day delivery in full pack quantities or loose. Glass can also be supplied cut to size and toughened on a fast turnaround.



Controlled by state-of-the-art A+W software, a vertical Forel VC-6002 cutting machine cuts laminated panes for individual sale or for installation in Everseal™ insulated glass units with the greatest dimensional accuracy and speed.



On the HEGLA combi cutting line, it is possible to cut laminated in flexible alternation with float. The remaining sheets are kept in an HEGLA Remaster storage system and incorporated into ongoing production according to the situation by the A+W optimisation.

Contact

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