

COMPANY UPDATE

Sklostroj Turnov:

CELEBRATING
60 YEARS' ACTIVITIES

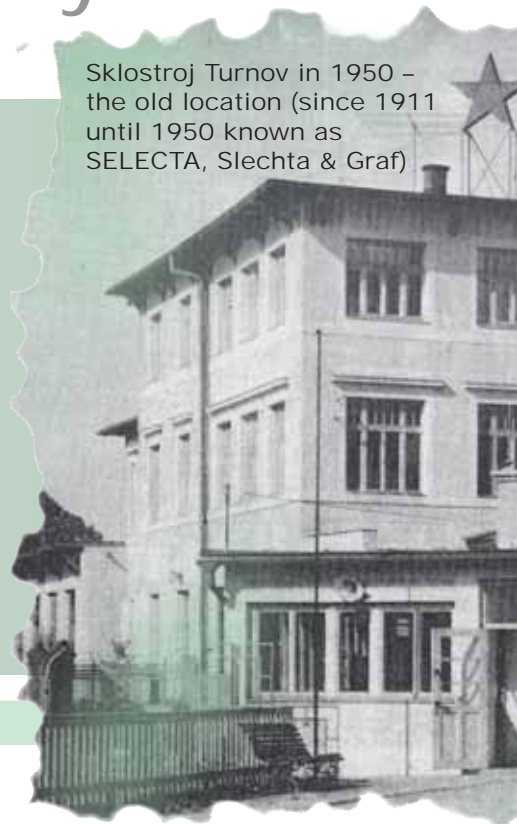
in hollow glass machinery



Company premises at present, since 1961.

Founded in 1950, Sklostroj Turnov is celebrating 60 years of activity and tradition in glass machinery manufacture. The company has, over the years, been located in three different states without moving from the Turnov municipality, due to the political turmoil the Czech Republic has undergone. In this article, the company leads us through the most important moments of its history.

Sklostroj Turnov in 1950 – the old location (since 1911 until 1950 known as SELECTA, Slechta & Graf)



Karel Maruška - Commercial Director

SKLOSTROJ TURNOV CZ

Sklostroj Turnov CZ, s.r.o., a traditional supplier of IS machines and other equipment for container glass production, is celebrating its 60th anniversary this year. Over the years, it has been part of big industrial groups as well as an independent enterprise, and used to be, during the turbulent past of the Czech Republic, part of two antagonistic economical systems.

Thanks to its long history and considerable experience in the construction of container glassmaking

machinery, the company has ISO 9001-2008 quality certification with its present ownership, which took over in 1994 and is continuously flexible to changes in market and client needs and demands.

PRODUCTION

Thanks to the successful work and dedication of its employees, the company can ensure total client satisfaction. Thanks to continuous collaboration with clients, and the respect for their needs, Sklostroj Turnov can reflect these

same needs in its general development or in specific features when machines are tailored for a particular customer.

Continuous investment into new technology, personnel training and hard work, has positioned Sklostroj Turnov among the world leaders supplying hot- and cold-end equipment or turnkey projects.

Today, in fact, Sklostroj Turnov is among the most important global suppliers of technology and equipment for the production of container glass.

Company production

- Forehearth & Feeders
- I.S. Forming Machines
- LPBB®
- PPC
- Glass Moulds
- Stackers & Cross Conveyors
- Wrapping Lines
- Desk Top Hydraulic Presses
- Pushers
- Molten glass stirrers
- Hot End Coating Systems
- Annealing Lehrs
- Cold Spray Systems
- Cold End Handling
- Cold End Inspection
- Palletizers
- Loaded Pallets Collecting Cars
- Mould Pre-Heat Ovens



Machining shop
around 1965



Since 1961, the company has manufactured over 330 IS machines, which include the majority of machines produced after privatization in 1994. Among these machines, there are also machines with 12 sections. Sklostroj Turnov exports 98 per cent of its production, which is carried out using high-tech CNC machines, in-house assembling areas and, last but not least, experienced personnel and investments in training.

Turnkey projects

Sklostroj Turnov has extensive experience in turnkey deliveries, the most frequent being lines - i.e. technological units from forehearth channels at the hot end to packing

machines at the cold end. However, the company has also carried out deliveries of complete glass plants including batch house, melting furnace and auxiliary facilities.

Turnkey deliveries cover a more extensive scope of supplies than Sklostroj Turnov's own production programmes and those of its branch Sklarske Stroje Znojmo.

Therefore the informal and flexible syndicate 'Sklostroj Turnov and partners' was created in 2002. Its members are important suppliers of various additional systems and services for the glass industry - e.g. *Teplotechna Prima*, *Vetroconsult*, *TVT*, *MGT*, *Siemens*, *Resim*, *GTI* can be mentioned among others.



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In this way, Sklostroj Turnov can cover supplies of batch houses and complete raw material handling, melting furnaces, information systems, inspection lines or complete projects for glass plants.

Production of general machinery components

In addition to its main production programme, Sklostroj Turnov produces machinery components for other OEMs. Sklostroj makes components or complete sets for various machines, e.g. pressing machines for assembly in the automotive industry, components of packaging machines and further components for the other branches of industry.

Quality mission and vision

With ISO 9001: 2008 certification, Sklostroj Turnov is experienced in precision components for:

- engineering;
- packaging technology;
- automotive;
- assembly technology.

Company strong points include:

- design and process engineering;
- own construction of jigs;
- capability of manufacturing separate parts, components or complete machines;
- precise machining;
- flexibility.

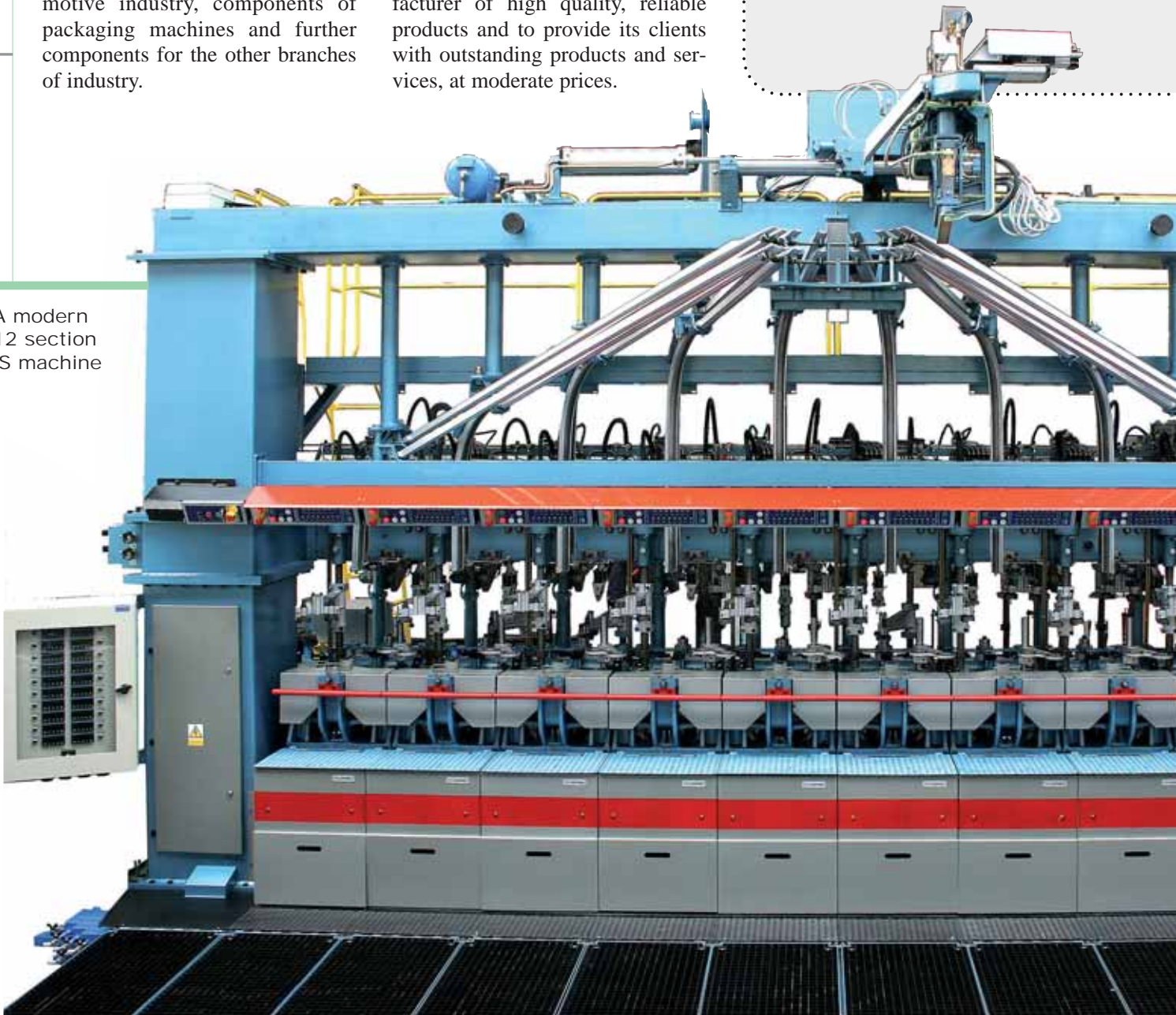
Sklostroj's aim is to be a manufacturer of high quality, reliable products and to provide its clients with outstanding products and services, at moderate prices.

IMPORTANT

1950 Company foundation under the name "Glass service plant, national enterprise"

1958 Change of name to "Glass machinery and foundry, national enterprise". The company has four branches: in Brno (today an independent company: BRNOFORM); Prmetice near Znojmo (today "Sklarske stroje Znojmo, s.r.o." – this company has remained part of SKLOSTROJ); Nova Ves nad Luznici (today called SKLOFORM s.r.o. – ironically a competitor in mould production); and in Brodek u Konice. The whole unit than used to be part of the syndicate called GLASS UNION

A modern 12 section IS machine



MILESTONES

- 1961 Laying of the foundation stone of the new production facility. Production of the first 6 section IS machine type AL 106, which was supplied to the glass factory in Dubi by Teplice (Today, it belongs to O-I)
- 1968 Affairs called "Prague Spring"
- 1974 Name changed to "SKLOSTROJ, national enterprise"
- 1979 Installation of the mainframe computer EC 1021
- 1982 Purchasing and implementation of NNPB license
- 1987 Production of the first 2 section IS machine with electronic timing system, type AL 102
- 1988 AutoCad implemented in R & D
- 1989 Severance from the GLASS UNION and transforming to independent state-owned company Sklostroj. The Velvet Revolution changes state constitution
- 1992 The first active participation in the Glasstec fair in Düsseldorf
- 1993 Split-up of the CSFR and creation of The Czech Republic
- 1994 Privatization of the company, the name "Sklarske Stroje Znomjo" was used shortly and than changed to "Sklostroj Turnov CZ, s.r.o." after finishing of the

privatization process. Opening of the mould production shop. The first certification according to ISO 9001

- 1996 R&D switching to 3D CAD/CAM system UNIGRAPHICS. Release of the patented Electronic Pushers – the very first in the world - fully electric
- 2000 Supply of an 8 section IS machine, type AL 118-2 to China
- 2003 Release of LPBB technology
- 2004 The Czech Republic becomes a member of the EU. Foundation of the subsidiary "Sklostroj Turnov RU" based in Moscow servicing more than 100 production lines supplied to Russia since 1994
- 2006 Released new drive and timing system SST 06 on SIMENES platform
- 2007 The Czech Republic joins the Schengen area
- 2008 Supply of the first 12 section IS machine, type AL 1112-2-2 Implementation of the MFG PRO information system and CMR Sales Logics
- 2010 Release of the new generation machine type ISS 8 with 110 servo-axis

Sklostroj has great respect for clients, employees and suppliers, which, in turn, respect the company too. Sklostroj creates values and provides its clients with competitive advantages and perspective and freedom for creativity to its employees.

Company mission is the technical development, production, supply and servicing of machines and other equipment for the container glass production.

Sklostroj supports considerably

glass as a packaging material and develops mutually advantageous partnership with clients.

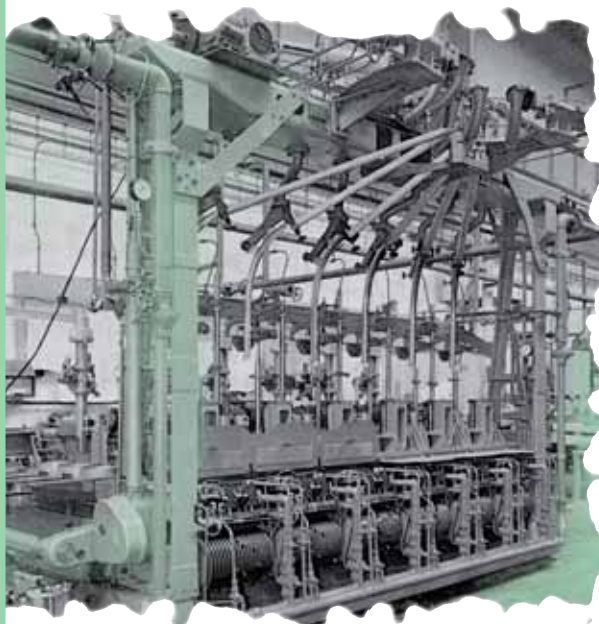
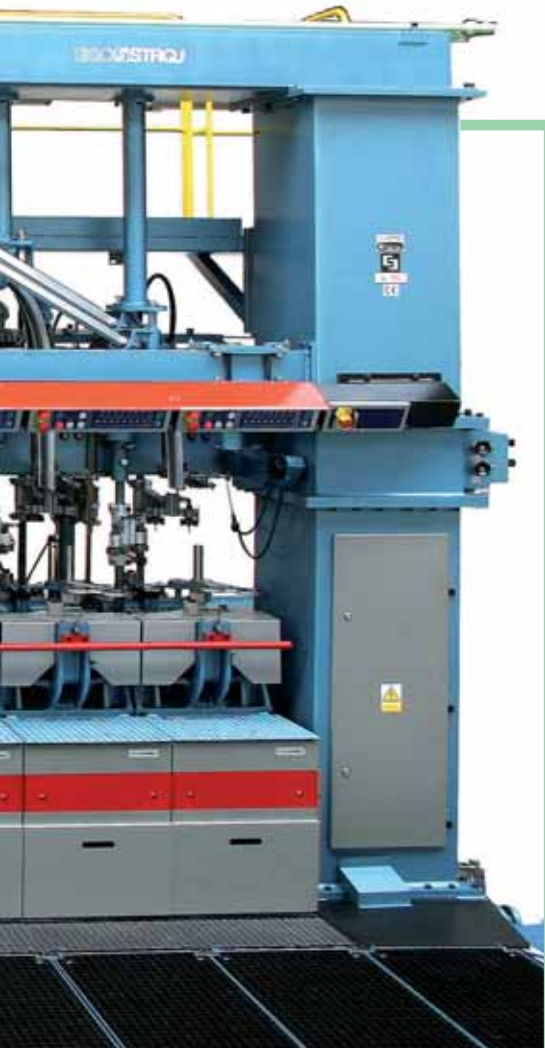
SERVICES

Complete customer satisfaction is the principal strategy of Sklostroj Turnov and customer service support is one of our main activities to achieve our goal. The company now has a network of representatives and service centres in many countries that provide support and easy communication in local languages, and provides 24/7 Hot Line service.

Sklostroj Turnov CZ, s.r.o. provides the following full range of service activities:

1. Guarantee Service
All details of this service are agreed individually with each customer and conditions are usually stated in the contract. The

The very first IS 6 section machine build by Sklostroj in 1961



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standard warranty period is 12 months.

2. Post-Guarantee Service

System of A, B and C overhaul: Each overhaul has its own frequency, schedule and duration:

- A occurs every two years and is for the exchange of used parts;
- B occurs every four years and is for the exchange of critical mechanisms;
- C occurs after 10 years, is for general repair and usually includes modernization.

General conditions are described in the operation manual. The scope of each overhaul can be tailored to clients' needs and wishes with respect to the particular situation. Our engineers define the exact scope of the overhaul after the inspection visit and only those parts, which must be changed, are included in the quotation for the work. This limits costs for our customers.

3. Major and intermediate level overhauls of IS machines

4. Provision of skilled personnel ... for IS machine repair, mould maintenance, further personnel training and technical assistance in the customer's glass factory.

5. Supply of spare parts, IS machines, feeders, stackers,

annealing lehrs and wrapping lines supplied by Sklostroj Turnov are provided with a corresponding interactive spare parts catalogue on CD. This gives several advantages to our customers:

- easy, precise and quick specification of the requested spare parts;
- possible installation on several PCs including a PC directly in the control room;
- better understanding of the principal function of each mechanism so that the catalogue can be used for training purposes.

Each machine is divided into assemblies. Each assembly appears after clicking the corresponding position together with the assembly identification number and name. The assembly on the lowest level is then accompanied by the list of parts, again with names and identification numbers.

6. Service centres and stock of spare parts

- Sklostroj Turnov CZ, s.r.o. - main factory;
- Sklarske stroje Znojmo, s.r.o. - subsidiary;

- Sklostroj Turnov RU - Moscow Service Centre.

7. Personnel training

- theoretical part - in our factory for key personnel of our customers;
- practical part - at our partner glassworks, using the same or similar equipment
- training by Interactive Training Terminal (ITT).



8. Preventive visits, recommendations and suggestions

Our Service Engineers visit customers regularly. They inspect the status of equipment, advise about any possible up-grade and recommend necessary maintenance works to prevent breakdowns and maintain high quality production. ■

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