



Image courtesy of TAY



**Carey Brayer**  
Intermac VP of Sales  
Glass Division

## Intermac and Movetro **Automation** addresses the glass industry's most **clear-cut challenges.**

The glass industry in Europe has fully embraced the idea that factories should be heavily automated instead of being labor intensive. In North America, the traditional approach has been just the opposite. By foregoing investments in cutting-edge machines, companies have decided that economic downturns and business slowdowns could be better addressed with layoffs.

America's recent recession turned the status quo upside down. "Since 2012 when the recession ended, nearly every company I talk to devotes tremendous energy to staffing their factories. As a result of this labor shortage, North American customers are more interested in automating than ever before," said Carey Brayer, Vice-President of Sales/Glass for Intermac America.

Automation works so well because of all the steps it takes to get each piece of glass to downstream processes such as edging, washing and tempering. Each of these steps (glass storage, transfer to the cutting line, cutting and break-out, and racking) processes glass at different rates.

 **INTERMAC**





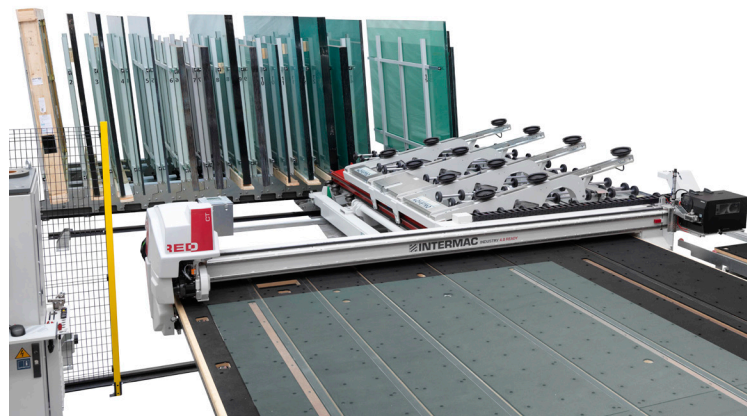


**40% REDUCTION IN  
STORAGE SPACE**



To add to the complexity, most glass wholesalers fabricate a wide variety of glass. Different glass shapes, different applications and different glass processes foster reliance on batch processing. All of the processes involved in segregating and scoring different thicknesses and types of glass have traditionally been done manually.

With so many challenges, how is a company supposed to move toward modernization? Brayer sees a growing desire to automate the initial steps of the process. Intermac – Movetro supports that objective with complete turnkey packages for three-piece lines with glass storage, glass loading and glass-breakout.



**INCREASE OF  
WORKER'S SAFETY**

### **Less Storage Cost, Better Safety**

"Right off the bat, we can reduce storage space by as much as 40 percent," Brayer said. "Even better for worker safety, automating glass movement from storage to the cutting line eliminates time-consuming and dangerous manual processes." Automation gives factories a real alternative to damaging productivity as workers pry open glass crates without chipping the glass, and painstakingly remove sheets for transfer to the cutting line.

### **Saving Electricity**

"Customers tell me that their cost for operating a tempering oven is \$30,000-to-\$40,000 a month," Brayer said. "An automatic glass storage, handling and cutting line ensures the tempering oven is fed efficiently."

### **Creative Customization**

Since every glass factory has different floor space and building configurations, automation solutions must be plant-specific. But that doesn't mean designing from scratch. "Intermac-Movetro has a wider range of solutions



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than any other glass-processing machinery supplier. That means we can create custom configurations with modular components to keep a plant's investment as low as possible,” Brayer explained.

#### **Single purchase order simplicity and local support**

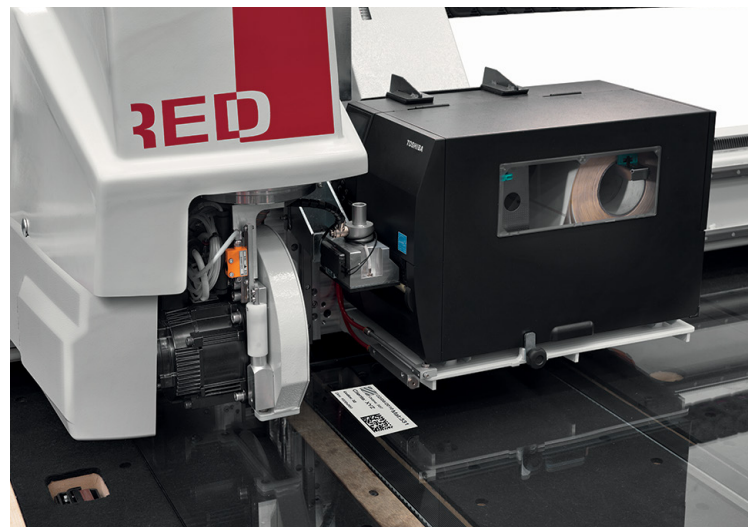
Now that Intermac is the sole supplier for Movetro, ordering an automation solution is also simpler. A complete combination line of equipment can be placed directly with Intermac. Customers also benefit greatly from local service and support. The well-established Intermac America Service Department supports American and Canadian customers to keep their material handling systems healthy.

#### **Product highlights**

Intermac Genius Series cutting tables represent automation at its best. For example, the new Intermac **Genius CT Red machine offers an automatic label printer**, an option that can deposit bar code labels on the glass to work with downstream processes. It has a return on investment (ROI) of as little as one year.

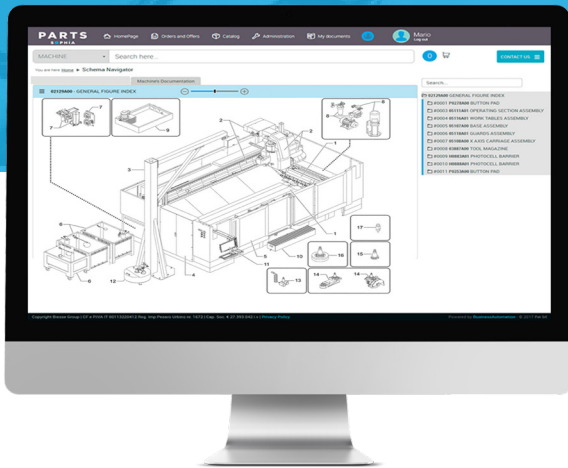
Other unique features that separate our cutting tables from other manufacturers include the **ability of Genius machines to offer monitoring for three crucial variables**. Whatever type of glass comes down the line, the six-position tool storage system **automatically chooses the correct scoring wheel**. Genius also exerts the proper cutting pressure and customizes the amount of cutting fluid.

Movetro's intelligent management software knows **what glass is on which rack and how to get it to the cutting table efficiently**. The restocking system is a module for managing leftovers to maximize glass usage and keep track of where each remnant is stored.



# SOPHIA

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# SOPHIA

GREATER VALUE FROM MACHINES

**SOPHIA IoT** platform (voted the Best Product Award in 2019) is an innovation that left show attendees around the world amazed and eager to learn more. **SOPHIA** provides information and data from machines in real time and through intuitive dashboards. The new platform speeds Industry 4.0 automation by making it easy for facilities to monitor production, analyze how machines are functioning, identify malfunctions, assist clients in maintenance operations, order replacement parts in less time, and conduct predictive maintenance.

The **SOPHIA IoT** platform, which is integrated with PARTS SOPHIA, is currently available on all new Intermac Master Series machines.

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