



World Leader in Glass Bending and Tempering Technology

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Glasstech assistance in the present economic climate!

The glass industry has immense existing resources and there is a great deal of business available for those who are competitive. The overwhelming need in difficult times is to make the most of existing facilities and equipment. High productivity, efficiency, energy conservation and, of course, safety are of major importance today.

Machinery manufacturers have a vital role to play in supporting their customers in improving, expanding and optimizing the performance of existing equipment and providing energy conserving measures.

Glasstech has a responsibility to its customers not only to produce the best possible equipment to meet their production needs but also to help them derive the best performance from the supplied equipment during its lifetime.

Glasstech is ready to help its customers answer the following important questions. Fortunately, there is a positive response to each question, as follows:

Q.1. How do we keep our processing equipment in prime operating condition so that performance is maximized and downtime and losses are minimized, i.e. how do we obtain optimum productivity?

A.1. Glasstech maintains a very competent after-sales service facility and can conduct pro-active technical audits to determine whether a system is in optimum condition and is capable of achieving design output, product quality and cost efficiency. This also helps minimize unscheduled downtime due to equipment or component failures.

Q.2. Have we got the necessary means to operate a planned maintenance system for our existing equipment so that uptime is maximized?

A.2. Glasstech has devised very detailed planned maintenance schedules and can provide aids to remind operatives and management of maintenance obligations. Glasstech can complement in-house labor, if necessary, in attending to these tasks.

Q.3. Have we got the correct spare parts inventory containing those items which are required for the most needed parts so that downtime is minimized?

A.3. Glasstech can review a customer's spare parts inventory and advise how it can be made more relevant to planned maintenance and unscheduled breakdown needs.

Q.4. Are our maintenance personnel sufficiently experienced and do we have the correct tools to take care of all our planned maintenance and breakdown needs?

A.4. Glasstech is expert in training operating and maintenance personnel and can provide refresher training for existing personnel or first-time training for new personnel.

Q.5. Do we know how to obtain additional help if it is required?

A.5. Glasstech has Technical Service personnel who can be made available at short notice to assist in planned maintenance or breakdown situations and supplement in-house resources.

Q.6. Have we compromised our chances of maintaining equipment by making cuts in our own labor force?

A.6. Glasstech can help customers obtain the most from the available labor resources and can supplement them, if necessary.

Q.7. Can we extend or expand our existing equipment capacity economically to gain a production increase that may have otherwise required investment in new equipment?

A.7. Glasstech offers a wide range of upgrades, extensions and cost-saving retrofits for existing equipment. Because Glasstech has a policy of continuous improvement, there is always something new on offer to improve productivity, quality, economy or energy conservation. These upgrades and retrofits are much more economic than purchase of new equipment. A full list of these *Glasstech Available Retrofits* is available for review with a Glasstech sales manager, on request.

Q.8. Are there measurements we can make to assure ourselves that we are operating at the optimum level?

A.8. Glasstech can show its customers how to measure performance, product quality and economy of operation.

Proper upkeep of equipment is dependent on adequate knowledge, the correct tools, adequate spare parts inventory and discipline. It requires dedication and the correct resources plus the backing of management.

In turn, management needs to know it can rely on its suppliers for assistance when necessary.

Glasstech offers a full range of Aftermarket products and services, as follows:

- System retrofits to increase capacity and capability and/or to save energy and improve economy of operation.
- Spare parts to replace original failed parts and assure that performance meets original specifications.
- Replacement ceramic rollers meeting Glasstech's high quality standards to assure that glass quality is optimized.
- Tooling for Automotive systems to process parts to OEM standards.
- Customized Service agreements covering agreed customer needs.
- Equipment audits to measure equipment performance and recommend actions to restore or improve it.
- Preventative maintenance plans to reduce breakdown potential
- Breakdown service to help customers resume production with minimum delay.
- A ***Glasstech Full-Service Plan*** covering audits, maintenance recommendations, spare parts supply and training to save customers time searching for solutions.

Glasstech is prepared to offer customers special discounts or rebates when they sign up for the ***Glasstech Full-Service Plan***, so that there is an economic advantage as well as peace of mind.

To learn more about our individual services, our ***Glasstech Available Retrofits*** or the ***Glasstech Full-Service Plan***, please call (419) 661 9500 and ask for Sales or contact us by e-mail at: sales@glasstech.com

We are only a phone call or e-mail away!