

XPARvision NEWSLETTER

heading for perfection

Three years ago we at XPAR Vision changed our market approach. Instead of just selling products, we converted ourselves into a company that assists customers with implementing our products effectively. Most critical to

this new approach are our consultants who know how to produce glass containers and who know how to use our products effectively. Our consultants spend most of their time on customers' sites for consultancy support, implementation training, and/or operator training. When our

consultants are at our base in Groningen, they remain in contact with our customers with a VPN remote connection.

Looking back at these three years, I conclude that this new approach has proven to be

very effective and thoroughly appreciated by our customers. In general I see an increase in "XPAR usage" amongst our existing customers, which means existing customers are buying new systems for other production lines. In addition, we are welcoming more and more new customers. After the somewhat disappointing 2009, I am positive about a solid 2010 and beyond.

In the context of an industry focus on reducing energy consumption and carbon emissions and achieving a competitive advantage in the challenging container glass industry, I realise that our innovative solutions for hot-end inspection, process monitoring, and quality control are becoming a necessity. In turn this has led me to conclude that we will continue to invest in new developments.

We have plenty of good ideas, but it is our dedication to being the industry leader in hot-end sensor technology that will bring an automated glass-forming process within reach.

In this newsletter you will read about another successful implementation of XPAR InfraRed dual camera system at Warta Glass in Poland, our second Gob Assist prototype at Ardagh Glass in Niernburg/Germany, a preview of our Gob Assist seminar in June, a review of the exhibition in Sao Paolo, and a preview of the exhibitions in Beijing, Moscow and Singapore.

Happy reading!

Paul Schreuders



Exhibitions

On 9 and 10 March, we participated in the Glassman Exhibition in Sao Paulo, Brazil. During this show we demonstrated our infrared dual camera system and our infrared gob weight control system. We created special exposure for our newly developed Gob Assist by demonstrating its user interface. Furthermore, we took the opportunity to present a paper on Gob Assist. This was a great success in view of the many requests for information about the installation and use of the system.

In June you will be able to meet us at China Glass (Beijing, 4-7 June), Mir Stekla (Moscow, 7-10 June) and Glasstech Asia (Singapore, 29 June – 1 July).

Glasstec 2010 - 10 years XPAR Vision!



In our last newsletter we mentioned that this year we celebrate our 10 years of existence in the global container glass industry, and we will commemorate this during the coming Glasstec 2010 (September 2010, Dusseldorf). As always, you can expect us to present our products as well as our latest innovative solution for hot-end process monitoring and quality control, but the most important issue for us is that we create an ambiance that allows for a close connection with our customers. This year of all years we will produce something special! Curious? Just be at our booth in the late afternoon/early evening of 28, 29 or 30 September!

Better results after successful implementation

As the first container glass manufacturer in Poland and part of the Warta Glass Group, the plant in Jedlice chose to implement its first IR-D system from XPAR Vision less than one year ago. Vice-President and Technical Director of Warta Glass Jedlice S.A., Mr Piotr Hadasik explains: "Our strategic decision to implement Hot End technology does comply with one of our Group's basic goals to achieve the highest effectiveness of our production capacity. Based on their good references and their approach to assist us with realising the benefits we expect to get from process monitoring and hot end inspection, we did select XPAR Vision as the best partner to achieve our objectives."

"Thanks to the good co-operation between our production staff and the dedicated XPAR Vision consultant, the adoption of the new technology was very fast and resulted in substantial improvements in our efficiency, even within 6 months of commissioning", adds Mr Hadasik.

The good results have not escaped the rest of the group. Just last month the Sieraków plant installed their first IR-D too, followed by a customised implementation program, again co-ordinated by XPAR Vision consultants. Warta Glass Sieraków's Vice-President and Technical

Director, Mr Tomasz Karpiewski says: "The Group's philosophy is to aim for standardisation of manufacturing technology in all plants, that's why we have introduced the XPAR Vision technology in our production facility. Even more important for us was the fact that the IR-D proved its added-value already in the Jedlice plant. We are confident to experience the benefits of XPAR Vision's solutions very soon ourselves."

Warta GLASS Group



22 June 2010 – XPAR Vision Gob Assist Seminar

On 22 June, the XPAR Vision Gob Assist seminar will be held in the historic city of Bamberg. The aim of this Gob Assist seminar is to introduce Gob Assist to a group of approximately 60 (technical) leaders from the global container glass industry.

During this seminar there will be contributions from the following people: Ms Adeline Farrelly, Secretary-General FEVE (European Container Glass Federation), Mr Oliver Wiegand, Owner / Managing Director Wiegand Glas, Dr. Ing. Ulrich Roger, Managing Director HVG-DGG (Research Association of the German Glass Industry – German Society of Glass Technology) and Joop Dalstra, Owner / Chief Technology Officer XPAR Vision.

At this very moment we have confirmed delegates from Italy, France, Germany, Thailand, USA, Poland, South Africa, Mexico, Great Britain, Dubai, Turkey and Austria – and we are still expecting more registrations!

If you have any questions, please send us an e-mail at contact@xparvision.com

Gob Assist helps container glass manufacturers to improve their product quality and increases the glass-forming capabilities by monitoring and controlling the loading of all gobs. The innovative Gob Assist measures the speed, length, position, time of arrival, and trajectory of the gobs falling into the blank moulds.



Personnel changes

On 15 February, Mr Arjan Schokkenbroek (see photo) joined us as Field Service Engineer. Our team of Field Service Engineers now has its full complement of three staff - besides Arjan we have Sjerp Jan Lourens and Wil Habets, who leads this group. Except technical installations of our products at customers' sites, our Field Service Engineers offer our so-called first-line customer support. If you have any questions, you can e-mail them at support@xparvision.com



New XPAR users

As mentioned before, we are welcoming more and more new customers, and for us there is no better proof of being on the right track. Good products, good market approach, and good timing! During the last few months, we welcomed Bangkok Glass (Thailand, factory PGI Prachinburi) and Rus Steklo (Russia, factory Sergiyev Posad) as new customers. Although the 6-month implementation programmes are still running and not yet finalised at either plant, we are confident that both implementations will be successful. Within the next few weeks we will also start working with

Nampak (South Africa, factory Johannesburg) and Ambev (South America, factory Rio de Janeiro). During the rest of the year I expect to welcome even more new customers.

As with all new implementations, these customers are given our standard but customised implementation approach. Standard, because we follow the same blueprint for all customers. Customised, because we focus on the customer's forming process and on achieving benefits for the customer throughout the implementation program.

