Production

Satisfaction in every regard

Horn Glass was responsible as general contractor for planning, manufacturing and commissioning an entire new float glass production line at Caspian Flat Glass in Dagestan. Siemens’ solutions were put to use for the process control system, network technology and power distribution.

When it came to choosing a technology partner for a new float glass line, what sealed the deal for Caspian Flat Glass (CFG) in the Russian Republic of Dagestan was Horn Glass’s complete solutions. The full-service supplier based in Plößberg, Germany – around 150 kilometers northeast of Nuremberg – not only came up with the most economical offer, but also stood out as a competent system supplier for all technology along the production line. It was precisely this expertise that enabled Horn Glass to provide a one-stop solution manufactured to the highest technical standards and tailored precisely to CFG’s needs. To top it off, Horn Glass has extensive experience in Eastern Europe.

Complete solution for all technology along the line

Over a period of two years, Horn Glass provided a seemingly endless list of services: from project management, followed by engineering, manufacturing and installing the production line technology, all the way to on-site coordination. In late 2013, the plant was commissioned with a production capacity of 600 tons of float glass per day. Horn Glass also took on responsibility for training staff members at the plant and even assisted in the early stages of production. Equally impressive is the range of individual solutions that goes into installing a complete float glass production line: as any glass specialist knows, this does not just mean the melting furnace and tin bath, but includes the firing system, measurement and control technology, and the energy and media supply systems.

About Horn Glass Industries AG

Horn Glass designs and manufactures leading glass-melting technology at its plant in Plößberg, Germany. High-capacity glass melting furnaces are supplied to glass manufacturers around the world and are used in the production of beverage bottles, food containers, drinking glasses, glass plates, glass tubes, glass fiber and special glass types. With a company history spanning over 125 years, Horn Glass developed from a small supplier to a major systems solution partner, offering everything from individual units up to turnkey furnaces from a single source. Horn Glass’s complete range includes plant components such as oil or gas heating equipment, electric controls and customer-oriented services.
A dream team
Since 1999, Horn Glass has counted on partners like Siemens. As a team the two companies are best able to demonstrate their individual strengths, particularly in large, international projects. “We value Siemens’ global presence, range of products and international renown,” says Markus Frank, Project Leader for Electrical Engineering at Horn Glass. “Our trusting partnership is built on years of working together on switchgears, automation technology, process instrumentation, and visualization and process control technology. When it comes to these systems, Siemens is our number one choice as a primary supplier and technology partner,” the project leader adds. This was once again the case during the CFG project in Dagestan, when Siemens supplied its partner Horn Glass with systems for automation and power distribution.

CFG benefits from Siemens’ end-to-end product catalogues
The range of services provided by Siemens included planning and supplying the medium-voltage switchgears and low-voltage distribution equipment with the corresponding transformers. The drive units were also fitted with Sinamics speed control systems, and a Simatic PCS 7 Process Control System was installed along with field instruments. In addition, the auxiliary facilities were automated with Simatic S7 and PCS 7 systems, and fitted with Siemens technology. All this means that the plant largely uses products and solutions from Siemens, which are not only at the cutting edge of technology but also offer CFG the many advantages of an end-to-end solution. "CFG has said they are extremely satisfied with the technology. The operator was impressed with the plant right from the start, which is seamlessly producing the desired quantity of float glass with the desired quality," Markus Frank reports.

End-to-end optimization for melting furnaces
Maximilian Sollfrank, CEO of Horn Glass Industries AG, on the company’s ECOfurshing program as an answer to the growing demand for energy efficiency.

Mr. Sollfrank, what do you enjoy most about working in the glass industry?
Maximilian Sollfrank: It is a small, friendly, straightforward industry, yet it is also high tech – and that appeals to me greatly.

And what appeals to your customers?
Sollfrank: Glass manufacturers expect fair pricing and technology they can trust. We can offer both. They also expect greater energy efficiency and flexibility.

What can you offer in terms of energy efficiency?
Sollfrank: Our ECOfurshing program. This is a scheme developed by the company to optimize melting furnaces in terms of energy consumption, emissions levels, glass quality, performance and flexibility.

How can Siemens assist you?
Sollfrank: We rely on efficient systems from Siemens. We appreciate Siemens’ high-quality products, on-site global service, and the competent and flexible support we receive on complex contracts. That’s why our two companies have worked together for over 15 years.

Thank you very much, Mr. Sollfrank.