

# Industrial glass projects multiply as **FALORNI TECH** makes strides

## **G**MP&A: CAN YOU PROVIDE AN OVERVIEW OF FALORNI TECH AND ITS EVOLUTION OVER THE YEARS?

SS: Falorni Tech is a business trademark of Falorni Gianfranco srl - a company dedicated to the glass sector. As a company that's been working in the glass industry for many decades, Falorni has a rich experience in several glass sectors. After providing our glass melting furnaces and related equipment mostly in the Artistic and semi-automatic field for the greater part of the company's life, we went on to the area of large size furnaces for automated glass. Falorni Tech was

established to add the necessity of a dedicated brand to the automated glass sector. That helped us to start working on ambitious projects, particularly in the glass container sector. Thanks to our previous experience as well as our great willingness and dedication, we have been able to support our clients in all their needs, up to expanding to different areas of the production process - right up to offering them our full involvement as turnkey supplier of the entire facility.

**GMP&A:** What led to the formation of Falorni Tech and what distinguishes it from Falorni Gianfranco's original focus?

SS: Before the creation of the

Falorni Tech brand, Falorni Glass was the unique brand of Falorni Gianfranco srl which, with a background in customized solutions mainly dedicated to the artistic and semiautomatic fields, focused on the supply of glass melting furnaces to the glass industry. As Falorni Glass we've had successful projects in many different applications of the glass production process as well as in the automated glass industry - all thanks to our impeccable reputation in the market and long lasting relationships with our clients. That said, we still deemed it necessary to address a new, dedicated brand to demonstrate to both our existing

The images in this article are of the container glass production plant built in Qatar by Falorni Tech as EPC contractor. It has a capacity of 200 tons/day.



With FALORNI TECH now signalling an evolution in the history of Falorni Gianfranco as it moves from small scale glass factories to more ambitious industrial projects, the GMP&A editorial team sat down with Deputy General Manager Simone Scarselli to discuss his company's growth and targets, its acquisition of Famor and the comprehensive glass solutions it will be showcasing at glasstec.



and new clients that we intended to expand our reach into the market with a committed team and associated brand.

Experience teaches us that melted glass quality is among the most important elements of a successful factory start-up. Indeed we strongly believe that it represents a big part of the final result - namely packed bottles. Here's why many clients today are addressing their new turnkey requests to Falorni Tech - an experienced glass melting furnace supplier that responsibly delivers fully-operating factories. Our growth

includes the ability to support the investor right from the start - beginning from detailed feasibility analysis as well as comparisons of different configurations and scenarios of the investment - all to ensure that we're suitably informed to take the best possible decision for each investment type.

**GMP&A:** Can you elaborate on Falorni's approach to new technologies, particularly in the glass melting sector?

**SS:** Falorni has a strong background in furnace design. Indeed we've always produced our own fur-





nance equipment. This gives us a deep knowledge of all the systems we develop. Today we're actively monitoring advancements in fusion technology, including hybrid furnaces that use hydrogen as fuel. Our focus is on sustainability - evaluating the costs, technology and energy efficiency of different solutions. In emerging countries where electrical grids may not be stable, an interesting compromise (also depending on cost analysis) may be the hybrid melting technology. Here we help

investors to choose the best technology - all based upon their specific energy infrastructure.

**GMP&A:** What role has Famor played in Falorni's growth and how has the acquisition strengthened your operations?

**SS:** As for semi-automatic and tableware fields, Famor has collaborated with Falorni for many years - mainly supplying machinery for glass forming while Falorni provided the furnaces. The acquisition of Famor offered us the possibility to integrate our operations further



in two ways in particular. Firstly, we have acquired additional knowledge in both glass forming and treatment, which improves our capabilities in all services associated with this equipment type that we offer and which are necessary for assisting our clients and solving potential problems when any new start up phase process begins. Secondly, we can bring our 'turnkey approach' to the semi-automatic field, thereby ensuring quality and even more experience.

**GMP&A:** What message do you want to convey at the upcoming Glasstec event in Dusseldorf, particularly with Famor now part of Falorni?

**SS:** At Glasstec we will be exhibiting our capabilities as a glass melting furnace and turnkey solutions supplier. We will be also showing the integration of Famor into the Falorni Group, thereby highlighting our improved ability to deliver complete solutions in the semi-automatic glass sector as well as in the automatic glass sector. ■



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