

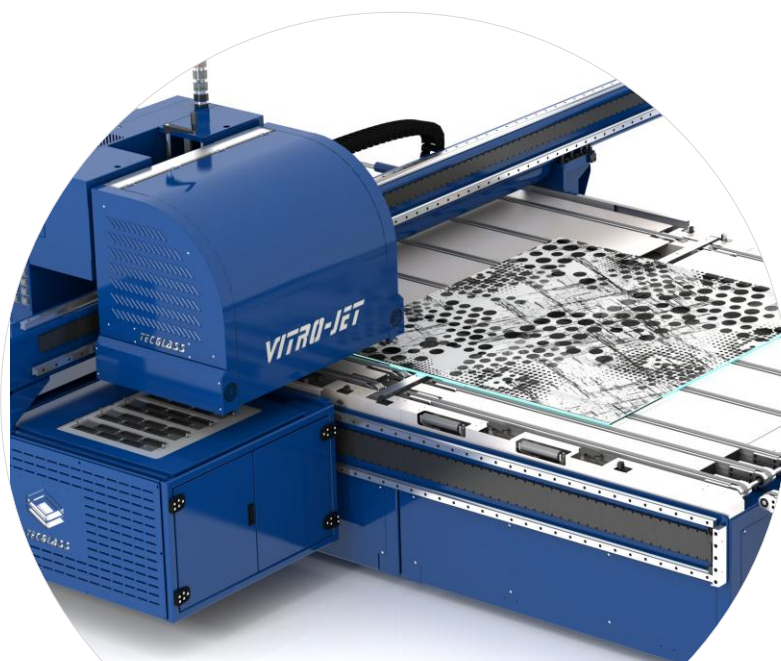
# TECGLASS

DIGITAL GLASS PRINTING BY FENZI GROUP

## Tecglass Digital Glass Printing by Fenzi Group

### Newsletter

March 2024



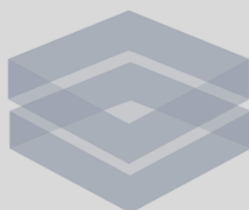
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industrial digital printing process on glass !



**TECGLASS**  
DIGITAL GLASS PRINTING BY FENZI GROUP



# Amica Group & Tecglass Digital Glass Printing by Fenzi Group

## MICA GROUP & TECGLASS

### Uniting Strengths for Success

When we talk about the **Amica Group**, its own world-renowned name hardly needs any introduction.

With a solid presence in more than 70 countries, nearly 3.000 employees across all Europe, 70 years of background experience brought to excellence, providing approximately 5 million appliances to customers worldwide annually. Moreover, in the Group's portfolio are the following brands: **Amica** (Central and Western Europe), **Hansa** (Eastern Europe), **Gram** (Scandinavia), **CDA** (United Kingdom), and **Fagor** (Spain).

Numbers definitely speak for themselves about the Amica Group's performance and capacity. Amica's story is simply unique! Founded by 1945 in the small town of Wronki, Poland, it has undergone a subsequent journey of continuous evolution and growth, positioning itself today as one of the world's leading manufacturers of world-class home appliance products.

Amica's business is today an icon of a successful Polish company which is storming the markets of Europe. For a great number of consumers, it has become synonymous with high quality, affordable pricing, and understanding customer's needs.

The continuous growth and improvement for a better control of its final product in all its stages, has led the group to make a strong bet on digital printing technology, **choosing the Spanish world leader Tecglass, as its reliable partner, for the supply of a high-capacity digital printing line for glass decoration.**



Visual of the Vitro-Jet Single Pass HA digital printer at AMICA's facilities.

Complete installation of a digital printer has recently been completed, a **Vitro-Jet Single Pass HA with a maximum glass processing capacity of 600 x 900 mm** glass size and a printing capacity of 9 linear meters per minute. The installation of a **Quality Scanner** supplied by Tecglass has also been part of this exciting project, to guarantee the high-quality standards that are the hallmark of the Polish company.

The completion and run-up of the digital printer and its preparation for industrial production conditions, has meant a turning point for the manufacturing of decorated glass in-house for Amica Group.

We had the opportunity to speak with **Mr. Dariusz Gorączka - Technology Manager & Chief Enameller of Amica S.A** – who has given us his perspective on what has implied for Amica the firm commitment to incorporate digital printing technology to its production processes and the recent partnership established with the Spanish firm **Tecglass**, a world leader in its field of application.



Mr. Dariusz Gorączka

**First of all, what were the main reasons that led Amica to select Tecglass as its trusted digital printing supplier for this project?**

*Before the project Amica have not had much experience in the area of digital printing. During the investment process we were looking for the supplier that help us to unlock new opportunity for the company. We decided to choose Tecglass as they represent an unique approach to the business partners. From the early beginning Tecglass provided us full support and strong engagement, moreover nothing has change after commissioning. What was very important for us was the fact that they took responsibility for the entire process: not only for the printer itself but also ink system. Finally, Tecglass was able to provide complex technology system and openly share the knowledge with our team.*

**What are your thoughts about how things turned out during the whole process of the relationship established with Tecglass in terms of project definition, installation, operation, and upkeep ?**

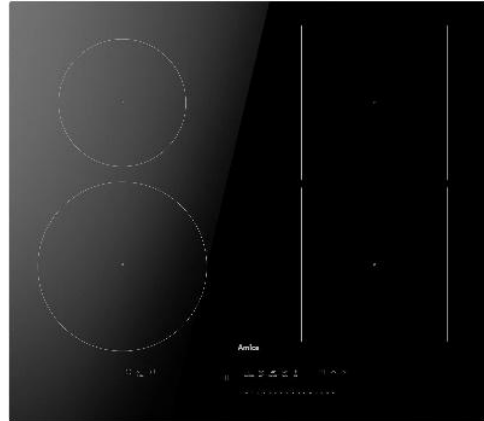
*Throughout the entire time, we felt that Tecglass took care of the entire process. Even when we had problems, Tecglass openly communicated the challenges and was very focused on resolving all the issues that arose during the project. What impressed us the most, was the commitment of Tecglass technical team during installation. They were striving to deliver the highest quality.*

**What level of training and technical support have been delivered by Tecglass during and after completion of the installation ?**

*During the whole project we received several training sessions. Tecglass' experts always openly answered our questions and made sure that we understand how to operate the printer. Tecglass provided us not only the theoretical knowledge but also practical skills. What I also appreciate is that Tecglass specialist are always available online.*

**In general terms, may you tell us , what this new alliance with Tecglass has meant for the Amica Group and how the incorporation of this technology for decorated glass has contributed to the Amica group in terms of production capabilities and flexibility for part of your product offerings?**

*New digital InkJet technology provided by Tecglass is a game-changer in our industry. Firstly, with the new technology we can be more flexible what allowing us to respond to market demand much faster than our competitors. Secondly, we have almost unlimited possibilities and are able to produce diversified series of our equipment. Last but not least we can be more resistant to supply chain breakdowns as we control over that crucial part of the production process.*



*Induction cooktop printed with Tecglass technology*

**Go Digital !**

## **Tecglass will be present at the 4th edition of the International Facades Forum on April 10, 2024 in Mexico City.**



This forum is an international Spanish-speaking community for professionals and entrepreneurs in the architecture, construction, real estate development and envelope industry, created with the objective of design inspiration, training and technological updates on building facades.

In this edition, the forum will be developed through two thematic axes: "Innovation and Digitalization", in which Manuel Nistal Franco, Tecglass Area Sales Manager for the

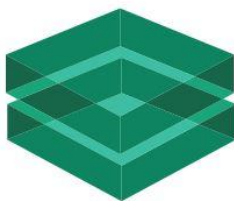


Spanish and Latin American market, will present the main advantages that digital printing with ceramic inks brings to the glass facades.

The **"Foro Fachadas Internacional 2024"** will take place on **Wednesday, April 10 at the Asturian center in Polanco, Mexico City**, organized by **Marshall Academia de Fachadas**, and will have more than 250 guests in person, and 2,500 registered to participate in the event through its streaming broadcast. For more information about the event and to sign up for the streaming: <https://forofachadas.com.ar/>

Tecglass always present in the advances that technology brings to the architectural industry!

## Tecglass **North America** - Business Unit to serve growing market demand and elevate service standards



**TECGLASS S.L** , a world- leading supplier of **Turn-Key digital printing solutions**, has recently announced **the opening of its newest business unit in United States**. This expansion represents a strategic move of the Spanish company to meet the increasing demand for USA and Canada markets, as well as for the continuous improvement of its commitment to after sales service, continuously elevating the customer experience.

The new business unit, located at the premises of **FENZI AGT USA LLC** [498 Acorn Lane, Downingtown, PA 19335 ], **is fully operational as of March 1, 2024** , and will have as its essential mission the supply and service of the entire range of **Jetver ceramic inks, consumables and spare parts**, to cater to the diverse needs of the continually increasing customers' portfolio of the world leader supplier in digital printing solutions .

In addition to the extensive product/service offerings, the new business unit will provide to all customers the possibility to **operate administratively directly with Fenzi AGT USA LLC for everything related to invoicing, administrative procedures and complete order management**, mitigating time differences to provide a real-time service, as well as to avoid all the logistic processes of transoceanic shipments, something customers will no longer have to worry about. With a focus on continuous improvement of customer services, the aim is to deliver unparalleled value and exceptional customer experiences.

The warehousing facilities at AGT USAS LLC will have a usable space assigned to Tecglas, allocated for the storage and management of a Tecglass comprehensive

product selection. An extensive inventory of essentials spare parts and main consumables as well as a live and dynamic storage system for most of the ranges of ceramic inks manufactured by the Spanish company.

The recently inaugurated Business unit has a permanent stock and storage system of ceramic inks, maintaining the inks under optimal temperature and storage conditions by means of automatic devices that keep the inks under continuous rotation. The world-leader supplier of digital printing solution



**Store facilities for the JETVER INKS**

installed 6 completed systems for this purpose with room for future expansions, guaranteeing their correct supply to the final customer in ideal conditions, with a full 6 months of useful life since its effective delivery.



**Gustavo Lázara- North America Area Manager**

**Gustavo Lázara [North America Area Manager] and Laurent Cabel [General Manager Fenzi AGT]**

explain how this implementation and expansion has been carried out within the group in these last months.

"We are absolutely thrilled to launch our new business unit as part of our ongoing commitment to innovation and customer satisfaction. This expansion underscores our dedication to

serving the evolving needs of our clients and further solidifies our position as a trusted industry leader. For Tecglass it is a milestone of extreme importance, it was within the roadmap of our commercial expansion and strategy, and being North America one of the most relevant markets for us, to have now the capabilities to supply all our customers directly from the United States was simply a win-to-win decision and the right step to take" - said Gustavo Lázara [North America Area Manager].

We have currently more than 60 digital printing lines operating between the United States and Canada, customers in different sectors such as architecture, automotive, food retailers .... Specifically for our customers in the automotive industry ( After Market and OEM fabricators) we have no doubt that the impact of this implementation will be enormous at all levels, they are customers who move in orders and ink consumption of really important volumes , having the ability to provide a permanent stock and being able to supply their orders in 2/3 days directly from USA, is absolutely an incredible milestone for us , we are able to improve exceptionally our reaction time when serving an order and at the end of the year the savings for the customer are immense."

"The whole implementation process that we have carried out is absolutely thought and focused on them, to improve the day-to-day of our customers, by placing at their disposal more economical and efficient solutions and an optimized service. Having the strength to carry out this whole process through and with the support of **Fenzi Group** , gives us a solidity and total guarantee that the decision taken is the right one at this time and the step that our customers were demanding"

"Also, from a commercial strategy for the market growth, we will significantly strengthen our position, operating directly between manufacturer and end customer. Taking into account our current organizational structure and capacities , not having a "middle-man" in between us and customer, will make us much more competitive in terms of price at which we can commercialize our leading-technology, have a better follow-up and technical definition of the client's needs when we propose our digital solution in the initial stages of the project" – remarks *Gustavo Lázara* [North America Area Manager].

" AGT Advanced Glass Technologies has many years' experience in the development and manufacture of glass enamels for automotive applications , having a deep knowledge of the North American market and being able to provide Tecglass with our commercial, logistic and administrative network under a common goal of mutual success creating value for both organizations within the Fenzi group."



**Laurent Cabel -GM Fenzi AGT**

"The entire implementation process in conjunction with Tecglass has truly been a smooth transition. The fact of being both companies' part of the Fenzi Group has greatly facilitated our cooperation and organization of synergies, in order to carry out the process in an effective and solid manner. As local partner, we are delighted to cooperate with Tecglass in this important milestone, bringing as well our invaluable knowledge and insights about the local market and its dynamics - " – remarks *Laurent Cabel* [General Manager of Fenzi AGT].

**Go Digital !**



**Part of the Tecglass and Fenzi AGT USA LLC team at the recently opened Downingtown facility.**





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