



## Quantum at Glassman Latin America



Quantum and ONTAL in Guadalajara

Once more Glassman Latin America was held in Mexico. As in 2015, Guadalajara was chosen to host The Future of Glass Forum – Applying Industry 4.0 to the Glass Industry. Quantum showcased our TFA (Total Forming Analysis, Process and Gob Weight Control) to the industry in our booth.

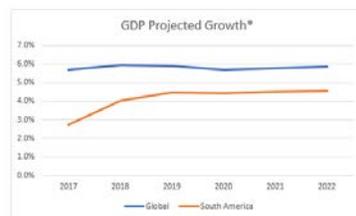
Glassman Latin America was also a great opportunity to strengthen our position as a leader in the Mexico and Central American markets for Plunger Mechanisms, Cartridges and Positioners for Blank Side forming.

We could only achieve this position with the help of our great partner in the region – Ontal. Ontal specializes in connecting Latin America glass producers with key industrial suppliers from all over the world. Amongst other vendors Ontal represents Quantum Engineered Products, Iris Inspection Machines, Ramsey Products Corporation, Ori Mould and SGS Refractories.



## Market Spotlight: South America

Quantum estimates that in 2018 South America will produce around 10 billion glass containers. Brazil is the main market with production estimated at 6 Billion containers. With about 200 IS machines in operation, the South America market is primed for growth and rebuilding of plunger mechanisms as the assets aged with lower CAPEX from recent years due to lower economy recovery since the 2008 recession. *Source: Quantum internal market study – April / 2018*



Source: IMF. \* based on purchasing-power-parity (PPP) valuation of country GDP

South America is expected to recover at a faster pace from 2018 to 2023 (see IMF GDP Projected Growth) which will trigger

additional investments. Below are some of the recent announcements in the region:

- **Wheaton Brasil purchase Verescence for R\$ 45 million;**
- **Verallia reported an 11% revenue increase in South America on their FY 2017 report;**
- **Verallia Greenfield project in Jacutinga, Minas Gerais / Brazil;**
- **Ambev Brazil invests \$30mi in 3 new Heye IS Machines.**

Source: IMF.

## Did You Know?

### After 131 Years, Message in a Bottle Found on Australian Beach

*Adapted from Megan Specia, NY Times published on March 7th, 2018*

A message in a bottle was tossed off the side of a German ship on June 12, 1886, as it sailed through the Indian Ocean, the date and location penned carefully in script on the scroll inside. In January 2018, more than 131 years after the bottle was set adrift, an Australian woman walking on the beach noticed the thick, discolored glass of an old bottle poking through the sand. The bottle — and the message — had been found.



*The bottle and the note found near Wedge Island, Australia. After detailing where and when the bottle was set adrift, the note says:*

***"The finder is requested to return this slip after completing the details on the reverse side to the German Naval Observatory in Hamburg or to the closest German consulate."***

The family is waiting for Guinness World Records to verify the discovery of the message in a bottle as the oldest in the world, a record currently held by a bottle that was discovered after 108 years.



## Sucos Del Valle are, for the first time, packaged in glass containers

Coca-Cola Brazil follows global trend for juices and for the first time launches Del Valle brand in glass containers for the Brazilian market. Del Valle juices are 100% based in apple and grape fruits and marketed in 1,5 liter containers.



# CUT I.S. MACHINE DOWNTIME

**Quantum**

**TFA**™ Today's glass container industry is going through a new revolution called **Industry 4.0**. Nowadays it is not enough to program your machine to work

alone. Machines are becoming an integral part of a life system where parts talk to each other and interact. Our Quantum Total Forming Analysis (TFA) system is a real-time forming process controller with automatic gob weight control. Our remote access capabilities allow for our customers and the Quantum team to receive the same real-time information. Quantum sensors perform full stroke plunger movement signals to identify gob loading issues, mechanisms out of alignment, pressure differences, failing or broken parts and other defects in Blow & Blow, Press & Blow and Narrow Neck Press & Blow process. Our sensors are long lasting because they are fully encapsulated by Tube-Within-Tube (TWT®) protecting it against debris, oil and dirt. In addition, Quantum offers the quick change and individual cylinders to make your factory even more flexible for the new product cycle demanded by Industry 4.0. We have encountered more and more customer demand for reducing job change times. Quantum is proud of delivering solutions for this new industry trend. In the face of this demand we are increasing our Process Control team. Please, welcome **Vincent Ruggiero** to Quantum:



Vincent Ruggiero, Quantum's Process Control Technician

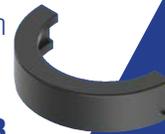
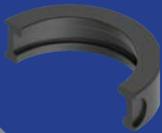
Vincent is interested in new technologies, home automations, the outdoors, camping, canoeing, and fishing. He built a virtually controlled telepresence robot as college senior project. Vincent understands hardware, software, and machine wiring, he has performed Arc Flash studies at various steel manufacturing plants to ensure worker safety. Worked in ATI Steel Coil manufacturing, and Westinghouse as a nuclear panel testing engineer. Recently became a father to baby girl. Enjoys travelling and seeing the world and experiencing new cultures.

Job changes often require a load position and loading spacer change.

Traditionally a job change like this could cost you up to 15 minutes per section.

Not to mention all the extra excessive and repeated torque your piston rods, adapters, and locking studs are subjected to.

Dramatically reduce the time your operator needs to spend inside the section doing a job change by using Quantum's **NNPB Quick Change Positioner**.

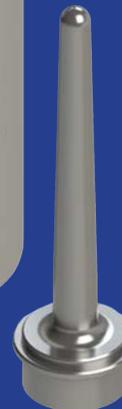


The specially designed spacer is placed over the adapter and is able to be removed by hand when the positioner is in the full up position.

The locking stud and adapter do not need to be removed to change loading spacers.

Each spacer can be manufactured or cut to the desired length.

Loading positions can be changed quickly and easily.



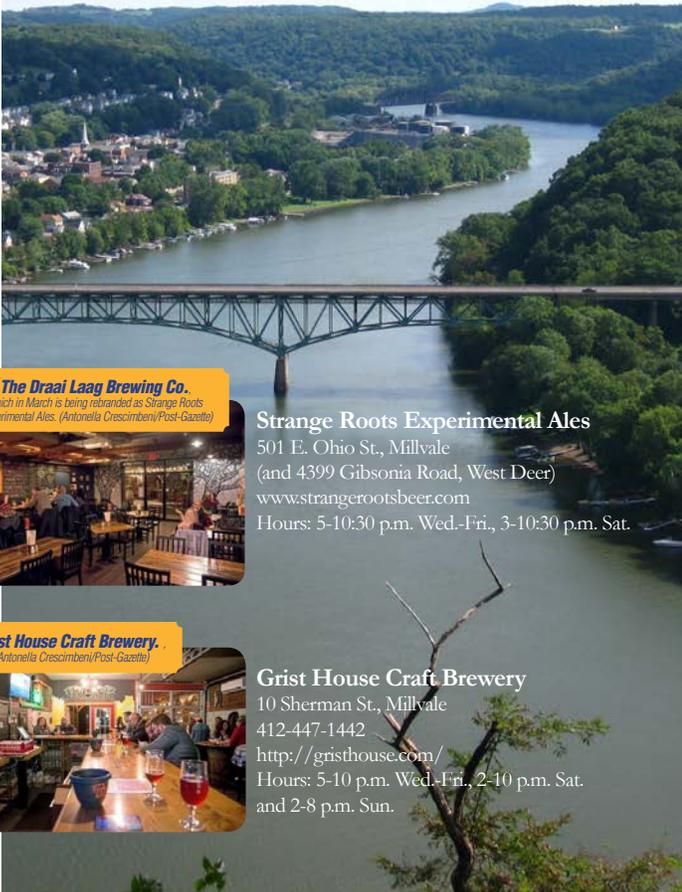
**QuantumForming.com**

# Take a Ride on the Allegheny River Towns Ale Trail

*Adapted from Bob Batz Jr. article to Pittsburgh Post-Gazette/Spring 2018*

When the Pittsburgh Beer Guild formed in the fall, bringing together nearly 30 of the breweries in Allegheny County, its principals said their first project would be a Pittsburgh Brewery Guide, “the go-to resource for finding information ... useful for visitors and residents alike in planning a brewery tour through Pittsburgh and the surrounding suburbs.”

Why wait? Fans can already visit breweries and taprooms in Millvale and Sharpsburg and soon will see two more in neighboring Etna. Think of them together as the Allegheny River Towns Ale Trail.



**The Draai Laag Brewing Co.**  
*which in March is being rebranded as Strange Roots Experimental Ales. (Antonella Crescimbeni/Post-Gazette)*

**Strange Roots Experimental Ales**  
 501 E. Ohio St., Millvale  
 (and 4399 Gibsonia Road, West Deer)  
[www.strangerootsbeer.com](http://www.strangerootsbeer.com)  
 Hours: 5-10:30 p.m. Wed.-Fri., 3-10:30 p.m. Sat.

**Grist House Craft Brewery.**  
*(Antonella Crescimbeni/Post-Gazette)*

**Grist House Craft Brewery**  
 10 Sherman St., Millvale  
 412-447-1442  
<http://gristhouse.com/>  
 Hours: 5-10 p.m. Wed.-Fri., 2-10 p.m. Sat.  
 and 2-8 p.m. Sun.



## Fire Safety Training

Quantum Employees enjoyed a nice time outside this spring learning the proper use of fire extinguishers as part of our commitment to workplace safety.

## Upcoming Trade Show Appearances

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Visit Quantum at:

# glasstec

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*Great Containers Start Here.*