



▲ Mavsa recently completed an installation at the Vidrios Riojanos site in Argentina.

From Argentina to the world

Argentina has become increasingly noticed by the worldwide glass industry for the quality of its wine and olive glasses. Diego Fuentes, President of Argentinian container glass supplier MAVSA, discusses the company and its role in the Argentinian hollow glass industry.

Can you give a brief history of Mavsa?

For 15 years, Mr. Manuel Fuentes worked at the Saric glass plant, a tableware manufacturer in Buenos Aires. He was in charge of mould production, spare parts and machine maintenance.

In 1971, with the agreement of the Saric owner, he started offering tableware moulds and machinery to glass plants in Peru.

In 1974 he opened his own workshop in Berazategui city called Metalurgica Buenos Aires (MBA). It was situated in the heart of the Argentinean glass industry, close to Rigolleau, where the country's oldest glass plant is located.

MBA exported to Peru, Venezuela, Ecuador, Brazil, Colombia, Chile, Uruguay, Paraguay and Cuba. In 1992 MBA started exporting mechanical feeders to Egypt and in 2001 it exported the first production lines to Algeria.

MBA's portfolio comprised mould design and manufacture, feeders, MDP presses, fire polishers, IS spare parts and IS machines (1-2-4-6 sections, DG 4 ¼).

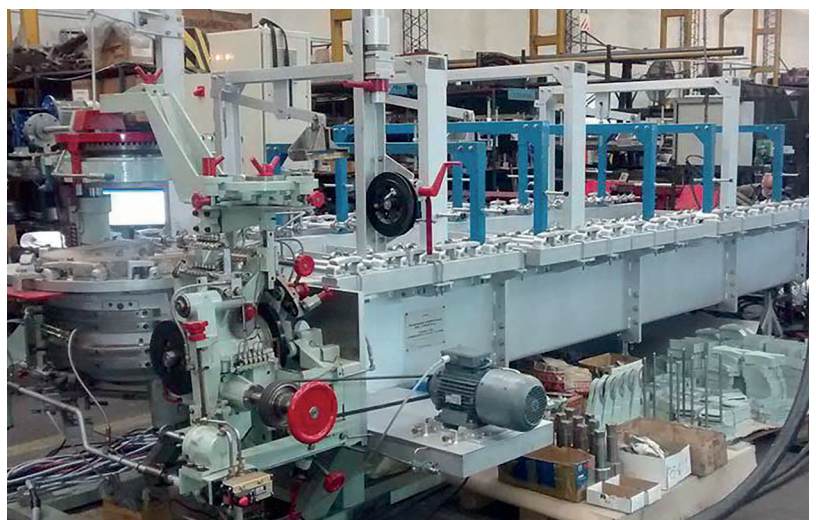
Manuel's son Diego, an electronic engineer, joined the family business in 1990 and was followed three years later by his brother Gustavo, an electronic technician.

In 2001 the Fuentes' decided to launch another company: Maquinas Argentinas del Vidrio (MAVSA).

Today, Mavsa continues to export and has the advantage of a new assembly space, which has increased its workshop capacity. It exports to all the South American countries as well as Mexico, Algeria, Egypt, Russia, Italy, Belgium, Austria, Jordan, India and Taiwan.

We produce complete press lines for tableware production, from the forehearth to the cross conveyor, including the stacker and electronic

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timing-drive system. We also produce a complete set of moulds for tableware manufacturing.

We can produce complete lines of IS machines for small production capacities. That includes IS 1, 2, 3, 4, 6 section machines, as well as IS mould equipment.

What is the purpose of your business and how many employees do you have?

We design and produce simple solutions for glass producers. We call it the Compact Solution from a single source, which means that Mavsa is responsible for the complete project from machine manufacture, installation and start-up in a glass plant. Our customers are mainly small-to-medium sized makers of tableware and container glass. Mavsa has 25 employees and staff are involved in all areas of research, development, design and production.

What is your most popular product?

The most popular products are the complete press lines for different glass article sizes. That includes press machines such as: MDP 12-26, 24-26, 12-30, 24-30, 16-30, 24-34 and 16-38.

According to the tableware product range, we suggest to the customer which machine is most appropriate for them.

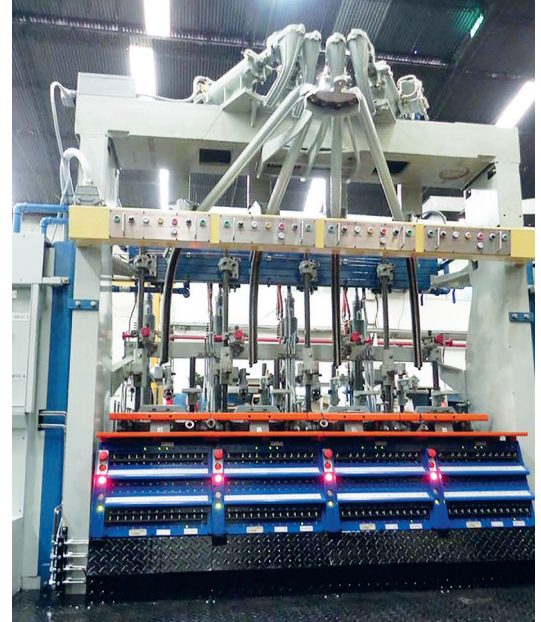
What makes Mavsa stand out from its competitors?

We are flexible in terms of design and can produce special projects for tableware and container glass manufacturers, adapting the workshop force to obtain the objective.

Can you describe some of the equipment that you use?

Mavsa uses mechanised CNC Vertical Milling Machines and CNC Lathes, Sparking Machines and Horizontal Boring Machines. We plan to acquire a CNC Boring Machine to produce the large parts of the machines ourselves.

► Feeder forehearth for lines 1 and 2.



Have you developed any environmentally friendly technology at Mavsa?

Mavsa has designed new equipment based on the servo-mechanism for tableware machinery to reduce compressed air consumption.

How has the hollow glass market performed in Argentina in recent years?

The Cattorini group has controlled hollow glass production in Argentina since the 1990s. But since O-I entered the market and the news about Verallia, we think O-I will be ready to increase its capacities in the domestic market.

Is the Argentinian market set to grow?

Nobody knows the future of Verallia in Argentina. It could be a good opportunity perhaps for O-I to increase its capacities in Argentina, because the O-I plant is a long way from the wine production area in Mendoza-San Juan.

Can anything be done to improve the Argentinian glass market?

Argentina must be more competitive in the export of its wine and olive oils. The quality is very good. It would be extremely good for the domestic glass industry if the wine and olive sectors could increase their production.

What does the future hold for Mavsa?

The company must be competitive and offer simple solutions with good technologies.

We want to be considered as a high quality machine producer that offers a complete solution in machinery and moulds. European machine producers do not produce moulds and we see how this could affect the efficiency of some customers.

We are working hard to introduce open electronic systems to replace pneumatic cylinders in order to reduce energy consumption. ■

Glassman South America takes place in Buenos Aires, Argentina on March 29 and 30, 2017. www.glasmanevents.com for more details

President, Mavsa, Buenos Aires, Argentina. <http://www.mavsa.com.ar>

“ We want to be considered as high quality machine producer that offers a complete solution in machinery and moulds ”

◀ 4 section IS machine line no 2.

