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MESSAGE IN A BOTTLE



Knowing your customers is one of the most important aspects of any business. But here at Heye International, we believe not only in this, but also in knowing our prospective customers and, indeed, the industry and its local circumstances.

To this end, we will be present at a number of glass industry fairs and conferences throughout this year, meeting people and spreading our unique philosophy all over the world.

Of course, we hope to meet new clients but we will also be disappointed if we don't have the chance to catch up with some old friends. We'll be there – we hope you will be too:

- Glassman Latin America, Mexico City, May 15 - 16
- ESG Conference,

INTRODUCTION

With Easter already a memory it is time for some news from us here at Heye International. We are, as usual, involved in many exciting projects and, naturally, we spend most of our time thinking about our customers and how to provide the best possible service to them. Sometimes this means thinking about us too.

Having our own in-house production facilities and the ability to test all our innovations and developments in actual working conditions have helped Heye International to stay at the forefront of the industry for many years. We are, therefore, particularly excited to be embarking on a programme of improvements to the Ardagh plant here in Obernkirchen, in direct neighbourhood to our headquarters.

In this way, we can ensure that our facilities remain a true reflection of industry conditions and will allow us to continue to provide the top quality technology and service that our clients, and the container glass industry, have come to expect from us.

We are looking forward to the results and we hope you are too!

Yours,
Dirk Pörtner



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NEW SALES DIRECTOR FOR HEYE INTERNATIONAL

We at Heye International would like to announce the retirement of our colleague Peter Kiewall from the post of Sales and Marketing Director, after a career in the glass industry spanning more than 45 years! A former Head of Engineering and Project Manager at Heye, Peter is known and respected by key players in the container glass industry all over the world.

However, we are delighted to welcome Dr Rainer Hauk as Peter's successor. Dr Hauk has extensive experience in the glass industry on a global level in, for example, the batch plant and cullet treatment sector. As our new Sales and Marketing Director, he will, amongst other things, continue Peter Kiewall's work on the implementation of Heye International's growth strategy.

- Maastricht, June 3 - 6
- Mir Stekla,
Moscow, June 13 - 16
- Conference on Glass Problems,
Cincinnati, October 1 - 3
- Glasstec,
Dusseldorf, October 23 – 26

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SAVING ENERGY WITH NNPB



As energy costs continue to rise and mankind continues to deplete the natural resources of our planet, we are all constantly looking for ways to save costs, raw materials and energy usage. The NNPB process, developed by us here at Heye International, enables the construction of high quality, lightweight container glass.

A glass container is only as strong as its weakest, or thinnest, spot; traditional

blow/blow manufacturing methods utilise relatively large amounts of glass and produce finishes of often irregular thickness.

The NNPB process was invented in 1968 by Heye in Europe and introduced by us to the other continents as early as 1974.

It has reduced the weight of a finished product drastically and creates items with a much more controllable, regular and reliable finish – lighter but actually stronger as a result.

The operation of the process can be viewed in detail in a specially created 3D animation, which can be seen by clicking on [this link](#).

Less glass used means less raw materials, less energy and lower manufacturing costs; not to mention less overall waste and lower recycling costs. Better product integrity means less wastage, fewer breakages and greater efficiency, leading to more cost and energy savings.

The way we see it, everyone wins: the manufacturer saves resources and costs; the filler reduces waste and increases efficiency; and the consumer receives a better quality, more reliable product.

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MAJOR IMPROVEMENTS IN OBERNKIRCHEN



colleagues in the international Ardagh Group, are in the process of being completely renovated and updated.

Between February and June this year, a double-digit million amount is being invested to replace or upgrade almost every part of the facility. A new regenerative furnace, including chimney and filter, replaces the old oxy-fuel glass oven. There will be a complete range of new machinery for both Hot and Cold End supplied by Heye International, encompassing two production lines: a 16-section tandem machine and a 12-section machine.

Heye International is, of course, delighted to be able to assist our associates in the Ardagh Group in creating a state-of-the-art facility in Obernkirchen.

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