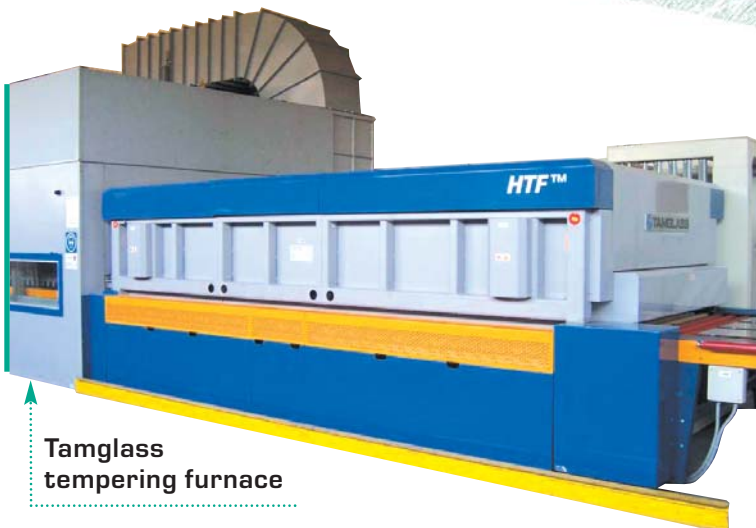


GMC joins forces with GMR

With almost ten years of activity in the buying and selling of used equipment, GMC has joined forces with another company of its market sector - GMR. This important step was taken to improve and increase its potential even further thanks to the combination of the two companies' abilities. GMC takes care of the acquisition of the used machinery and GMR dismantles, stores, and repairs and reconditions the machines ready for sale

Johan Coenen - Managing Director

GMC - GMR



Tamglass tempering furnace

Set up by Johan Coenen in August 1997 and with its head offices in Maastricht, the Netherlands, GMC's (Glass Market Consultancy) main business is buying and selling used glass processing equipment. A while ago, Johan Coenen decided to join forces with GMR (Glass Machinery Reconditioners), Maasmechelen, Belgium, only a stone's throw away from Maastricht.

It is still GMC who acquires the machinery under a variety of circumstances. A company may seek to sell a surplus machine; a manufac-



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GMC

GMC is an international company, buying and selling used glass machinery from around the world, thanks to its extensive, global network of agents and contacts. The company has many years of experience within the flat glass industry and can thus offer solutions to most problems of today's glassmakers.

Used machinery and production lines are bought and sold around the world. There are many reasons why machinery becomes available. Sometimes through factory closure or other times because the machinery is no longer suitable for customers requirements. Depending upon the condition of the machinery, it may be partially or totally rebuilt and then offered for sale complete with a guarantee.

If GMC does not have the machine in stock, it can search the international market to find it. After purchase, the company can also arrange delivery and installation if required.

Fig 2
Lisec cutting line

Fig 3
Bystronic automatic loading system

Fig 4
Lisec cutting line

Fig 5
Double edger

Fig 6
Bentler drilling machine

Fig 7
Forvet CNC-drilling machine

turer or sales representative may be closing out a particular model, or a factory closure may result in GMC being offered an entire line or machinery park.

This way GMC has been able to build up an impressive fleet of used machinery, covering a broad range of flat glass pre-processing and processing technology. This equipment is offered worldwide.

GMR comes in to the game when GMC has carried out the buying of the glass machinery.

GMR's responsibilities are to:

- dismantle the machines;
- store the machines in its warehouses, either in Belgium, Germany or Romania;
- repair and recondition under five different condition categories:

1. "As Is" - The machine is sold in the same condition in which it was purchased by GMR. This may suit companies with a low budget who prefer to do reconditioning or necessary repairs themselves. No warranty is provided;
2. "As Inspected" - GMR ascertains what work, in its opinion, is necessary to make the machine fully operational. Potential buyers are provided with an inspection report to help them assess their potential overall costs. No warranty is provided;
3. "Working Order" - The most frequently requested condition. The client can be assured the machine is in working order. GMR will, in addition, make recommendations for any anticipated future maintenance and repair. No warranty is provided;
4. "Technically Reconditioned" - Also a very

GMC joins forces with GMR

popular choice of GMR customers. GMR carries out a full inspection, runs the machine and makes the necessary repairs to parts or systems. It is not repainted or completely disassembled and rebuilt. A GMR warranty is provided;

5. "Fully Reconditioned" - GMR disassembles, repairs, reconditions, and re-assembles the machine. A full "new machine" warranty is provided.

With the occasional exception of some 'as is' equipment, GMR will always provide the manuals and/or software needed for operation.

- install the machinery at the customer's workshop, no matter whether it concerns individual machines or complete production lines;
- offer excellent after-sales service options. Spare parts are provided, service questions answered and warranty service performed on its fully reconditioned machines.

To GMR it is extremely important that when a machine is sold the customer knows exactly what he is buying in order to avoid misunderstandings, particularly with 'as is' machines. Most buyers first come to see the machines, something GMR obviously prefers.

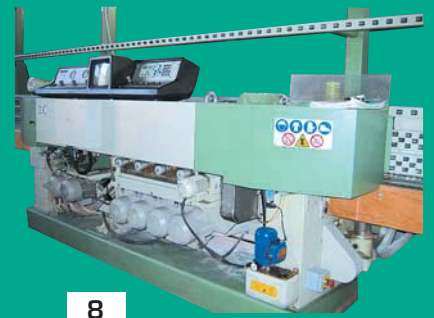
Visitors to the GMR website will find equipment, currently around 400 machines, ordered by category (cutting, edging, bevelling, drilling, washing, coating, insulating glass, laminating, tempering, handling, others) and with details of manufacturer, model, function, year of production, condition and delivery time. Clicking on a photo icon will enable the visitor to view the machine and get more information. ■

GMC

GMR was founded in 1999 and has, as its main activity the reconditioning of used machinery for the flat glass industry. Apart from reconditioning, GMR has some other important spin-offs, such as:

- delivery of machine parts;
- maintenance of machine parks;
- technical consultancy; and
- dismantling and re-installing machinery during relocation or reorganization.

To guarantee the best quality, GMR works with highly trained, international technicians with considerable experience in the flat glass industry.



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Fig 8
Bavelloni
straight-line
beveller

Fig 9
Lisec
loading
system

Fig 10
Lenhardt
IG-line

Fig 11
Bavelloni
straight-line
edger

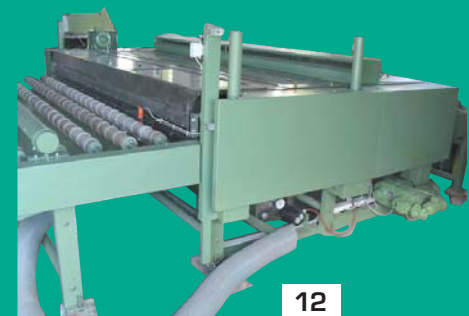
Fig 12
Bentler
horizontal
washer



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GMC

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