

ACSI Europe celebrates 10 Years

After many years of experience within the Glass Industry, owner Steve Nixon founded ACSI in Sylvania, Ohio to pursue his vision of how control system engineering could be accomplished with better performance, reliability, and cost effectiveness. After a few years, Mr. Nixon saw the need for a European headquarters to better serve our rapidly expanding customer base. ACSI Europe was established in Oxford, England to do just that. Mr. Nixon brought Mr. Dave Douglas on board to head up the UK office operations. The two had previously worked together at BH-F. Having a headquarters in England allows ACSI to meet European standards as well as do business as a local company within the European community.

Below, Mr. Douglas reflects upon the past 10 years and how ACSI has grown into one of the leading control system suppliers in Europe.

1. What are the benefits of having an ACSI headquarters in Europe as opposed to just the US office?

Having a headquarters in the UK allows ACSI to support more projects in mainland Europe, both with the end user & turn key suppliers. Another major benefit of having a European headquarter is its ability to enhance our relationship with global suppliers to the glass industry.

2. What was ACSI Europe's first major project?

Our first major project was with Allied Glass. ACSI supplied the controls for the G2 End Port Melter, the Working End, and the Forehearths.

3. How have the control systems standards changed from when you started the business?

PLC based systems are now accepted and there is less requirement for backup controllers and redundant PLCs. Now, there is more of a need for information collection, reporting, and plant integration.

4. What aspects of "typical" control systems today were unheard of when you started ACSI?

Today, there is a huge emphasis on data analysis. This wasn't always the case. If data was collected it was usually only kept for a few months. Now more advanced tools are required to collect data and store the information for longer periods of time. Also VPNs, SQL Servers, and Model Based Control were unheard of.

5. What sets ACSI Europe apart from other control system integrators?

We supply control systems, regardless of the control platform. We are system integrators, but glass control specialists first and foremost. Most system integrators will respond only to a certain specification and that's where the service ends. Our advanced process knowledge is an added value to the customer, providing assurance that projects are completed within budget and on time.

The ACSI logo features the letters 'ACSI' in a bold, orange, sans-serif font. The letters are set against a dark, textured background that resembles a close-up of a glass surface or a similar material.

Check out our
web site at
www.acsitoledo.com.

Meet Karen Hrabak



Hometown: Novelty, OH

Background: Electrical Engineer; Started career with Chevrolet; Previously sold HMI Software

Started with ACSI: July 2005

Favorite Movies: Vintage Bond films and Gone with the Wind

Favorite Winter Activity: Reading car books

Interests: Old Cars, old car literature, old car memorabilia, old car events... well you get the idea.

Best thing about working at

ACSI: What we do makes sense. It's really refreshing to work at a company so focused on getting the job done right.

New Year's Resolution: Eat healthy; Get organized.

ACSI Holiday Survey

What do you want for Christmas ?

Good health for everyone I know (and a BB Gun.) ~Joel J. Helbig

I would like to actually be ready for Christmas, and actually have nice presents to give. Usually Christmas arrives and I have not had time or have not figured out what gifts to give everybody. I always wish I had given more. ~Jon Nash

I want my 401K back. ~Derek Kieffer

I would like to see some of that \$700 Billion bailout money in my stocking! ~Karen Hrabak

Nothing but Christmas cheer heard in a nephew's ear!!! I have 6 nephews....zero nieces! ~Dean Cable

To be with my sons ...and for this crazy world to get its act together and work together to fix the economy! ~Tom Bowes

ACSI commissions projects for Saint-Gobain Containers & Iuana

ACSI is commissioning a project for Iuana, an Italian company located in Florence, Italy. Their office is located in a building that was once a headquarters for the Allied forces. The project for Iuana is being installed in the United Arab Emirates. The location is Abu Dhabi which is very close to Dubai. The project includes control of the entire Float line; Melter, Bath, Lehr, and utilities. It is the first of two to be installed at this site. The system is based on Allen Bradley PLCs with Wonderware as the operator interface. This is our first project with Iuana.



ACSI has also been selected to commission five new projects for Saint-Gobain Containers.

- Controls upgrade for both the Furnace and four Forehearths on Line 2 in Ruston, LA
- Controls upgrade for Furnace 29 in Wilson, NC
- New control systems for two new PSR Forehearths in Wilson, NC
- Mechanical design and control software to automate the cooling blocks on an existing Forehearth in Madera, CA
- Controls upgrade for two Forehearths in Pevely, MO

Glusstec Dusseldorf, Germany 2008

ACSI representatives from both the USA and United Kingdom offices met for several days in Düsseldorf Germany for Glasstec 2008. The conference and exhibits, sponsored by Messe Düsseldorf, were conducted October 21-25 at the Düsseldorf Fairgrounds. Attendance included 55,000 visitors and 1,300 exhibitors from 48 countries.



Main product areas included

- Glass production/Production technique
- Glass processing and finishing
- Glass products and applications
- Measurement, testing and control technology
- Contracting, consulting, engineering
- Research and teaching, trade literature, trade associations and organizations

As always, we were delighted to see all of our customers as well as meet wonderful new people!

ACSI would also like to send a big congratulations to Peter Vilk of Fives Stein, previously of BH-F, who celebrated his many years of service to the Glass Industry with friends and colleagues over dinner and drinks during the conference. Many people gave toasts, well wishes, and shared humorous stories. Congratulations from all of us at ACSI Peter!!

We look forward to seeing everyone again at Glasstec 2010!




News from ACSI Europe *(by Arthur Lawrence)* ACSI Europe looks forward to 2009

Following a busy start to the year for ACSI Europe, with the commissioning of the Allied Glass project, two major highlights marked this year's business. The Europe office won a repeat order at PFG Building Glass for a second float line control system for their No. 4 float line which will be rebuilt in 2009. When complete, this system will also include a system for controlling plant utilities and safe plant start up following power outage.



Another significant order was won with Bangkok Glass, for two similar control systems as part of BGI's expansion program. The control systems are to be installed on two Sorg, 450 tonnes per day, end fired regenerative melters, which are the largest of their type in Asia, each with three Forehearths. Both of these projects are scheduled for commissioning in 2009.

Our projects in the confectionary / food industry have taken Rob Hayden around the UK, Ireland and Poland during 2008, and he expects this to continue through 2009. ACSI Europe looks forward to working with you in 2009!



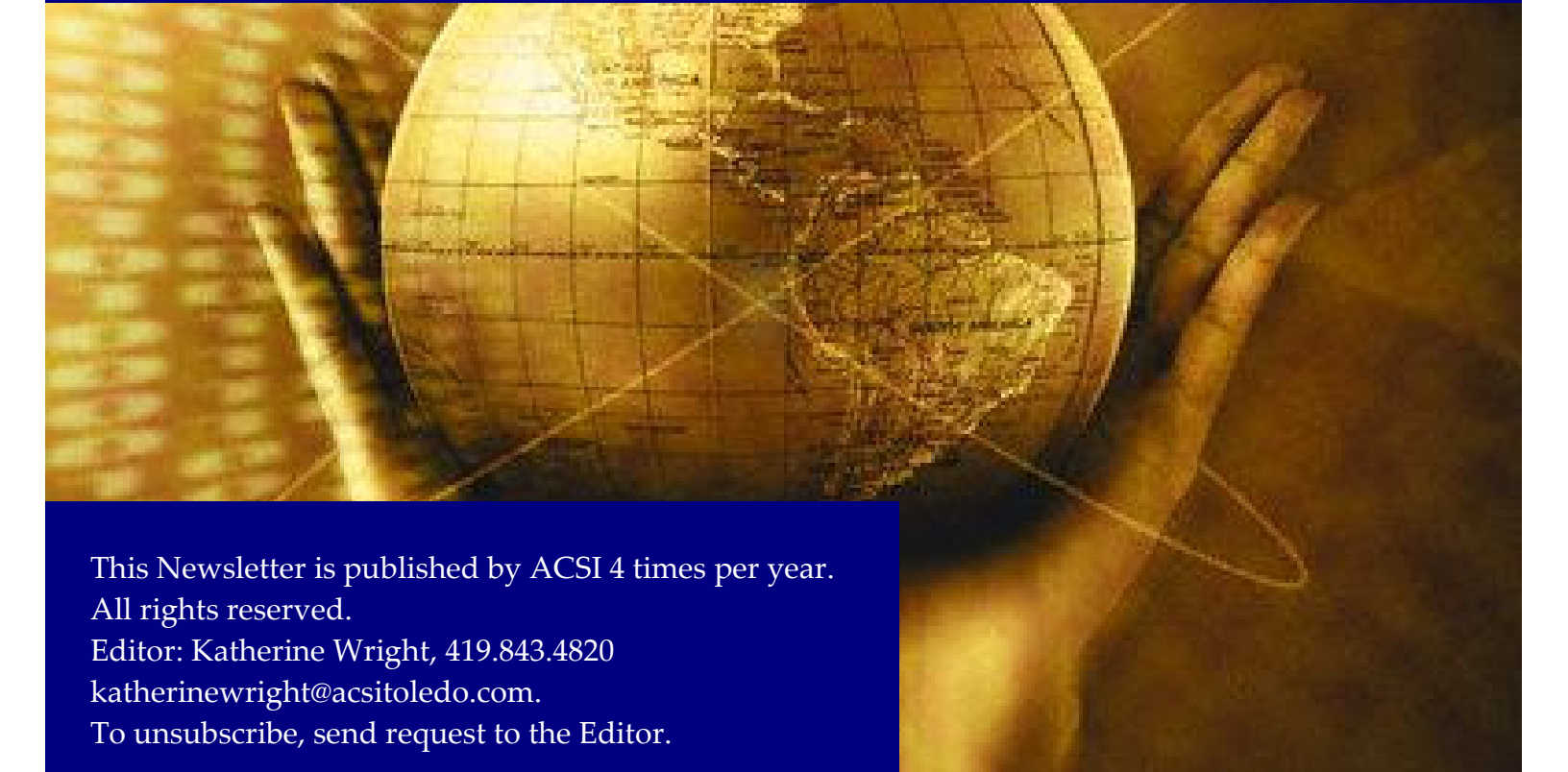
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improving performance
through advanced control solutions



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