



Companies

GlassOnWeb.com has interviewed Mr. Angelo Schiatti

These are the answers we have received from the owner of a leading brand of glass processing machines.



OFFICINA MECCANICA SCHIATTI ANGELO SRL

GOW: Your brand history is quite long: the Schiatti Angelo company was founded in 1969. Only if you keep a constant eye to the future you can have a great past. Could you give us some advance information about the projects

that your are developing?

SCHIATTI: At the moment we are focusing most of our energies on a project that will extend our facilities. The new area, which will stretch out over 4,000 square metres, will include a machinery showroom, as well as a R&D department dedicated to developing special machinery for large production. There will also be new manufacturing, assembling and testing facilities.

GOW: Your future has a very solid basis, since your brand is currently identified with a range of products that are highly appreciated. Which are the most important ones?

SCHIATTI: To say the truth, we do not have a product that we can define as our strongest card, since all our machines are equally successful. You must consider that our production is closely bound by market trends. While during the seventies and the eighties round and shaped profiles were in great demand, a radical change has taken place since the nineties: the interest in straight grinding machines for flat edge has considerably increased to follow modern architectural styles. The present market demand goes towards machines that can manufacture large quantities. The Schiatti company has been able to offer adequate solutions promptly.

GOW: How is the current market situation seen by a company with vast experience, a company that has been able to cope different economic situations?

SCHIATTI: It is true. Thanks to my experience - more than 30 years - I can state that the present situation is not positive at all. I remember some difficult moments - fortunately, our company has never been affected directly - but I do not remember such fierce competition, both local and global. Today, companies adopt profit maximization, as well as cost-cutting policies, sometimes without paying attention to the quality of products. Our company policy, as well as the respect we have for our clients, does not allow us to sacrifice quality to economize. Every so often this policy is not advantageous to us, nevertheless, the Schiatti company continues to achieve excellent results in terms of production and turnover, and continues to grow.

GOW: With over 30 years of activity you could surely write a book on your company. Could you tell us an episode that is particularly emblematic?

SCHIATTI: Well, there are a lot of anecdotes that are worth a mention: we could undoubtedly make a brief collection? I particularly remember an old Brazilian client that asked to settle a large invoice six months in advance. Seeing my astonishment, that man told me: 'I have been lucky enough to meet a lot of persons in my life, but I have held few of them in high esteem. This is my way to consolidate a friendship and business relationship, as well as to demonstrate I trust you completely?'. How could we be dissatisfied as long as customer satisfaction goes beyond merely business relationships?

Other Net Sources
Schiatti Angelo S.r.l.
The official web site.

Our publications
Officina Meccanica Schiatti Angelo S.r.l.

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Officina Meccanica Schiatti Angelo S.r.l.

Officina Meccanica Schiatti Angelo S.r.l. is a leader in the design and construction of flat glass-processing machinery. Due to the reliability and performance of its machines Schiatti Angelo Srl has been synonymous with quality in the flat glass-processing machinery sector for many years.



OFFICINA MECCANICA
SCHIATTI ANGELO SRL

Renowned worldwide for the quality of its machinery, the company was founded in 1969, but started manufacturing equipment for glass processing several years before. Since 1980 the technical and administrative headquarters of the company, has been located in Seregno, Italy on a 14,000 sq.m. site, of which nearly 4,000 sq.m. are covered. A highly-skilled staff supported by professional technicians, assembles and tests a whole range of glass-working machines there. In addition, Schiatti operates a 3,000 sq.m. office, in Brianza, used for primary manufacturing, carpentry, machine tooling, painting, etc.

The company's ability to solve problems is guaranteed by its long experience, close client relationships, and technical/manufacturing expertise.

Schiatti produce machines able to meet the requirements of all glass processors, from small shops to big companies. The quality of Schiatti machines is the result of a careful selection of materials and suppliers. An efficient maintenance network and spare parts service allow the company to solve any technical problem in a very short time. This quality was confirmed in 1999 when Schiatti obtained the ISO 9001 certification by the ICIM certification body. Today this family-run company is managed by the third generation and employs about 60 people. Schiatti is present globally with a network of agents covering some 90% of the planet.

Schiatti currently produces the following models:

- Straight grinding machines for the grinding and polishing of round flat with anis, ogee and woster felt edges from 3 to 50 mm thick with electronically-controlled automation devices.
- Double-edging machines for the simultaneous grinding and polishing of both glass faces. It can process round or flat edges, with electronically controlled automation devices for the initialisation and monitoring of the working cycle, for glass sizes from 80 to 3,000 mm in length and thicknesses from 2 to 20 mm.
- Complete grinding lines, composed of 2 machines connected by transfer tables, for the grinding and polishing of all four sides of the glass.
- Drilling machines for the drilling of glass in automatic-semiauto-matic-manual and semiautomatic-manual versions. They are also available with multi-heads for processing 3 or 4 holes simultaneously.
- Straight bevelling machines for the grinding and polishing of glass to obtain a bevel from 3° to 45° on thicknesses from 3 to 25 mm.
- Glass loaders.
- Drilling centres.

Other Net Sources

[Schiatti Angelo S.r.l.](#)
Schiatti Angelo S.r.l.official website

[Product](#)
Schiatti Angelo S.r.l. info page