

THE CROSS-CUT SAW IS SMART

The combination of software and automation is changing the essence of cross-cut saws, a key unit for an effective production process optimizing times, costs, raw materials and labor.



Today, cutting wood is a strategic operation which largely determines the effectiveness of a specializing company, in terms of organization of the whole machining process as well as optimal management of resources and labor. If conventional cutting is integrated with **automation**, there are new margins of efficiency and functionality in response to the evolution of customer requirements, from doors and windows to wooden flooring. The experience of **Cursal**, the company based in San Fior (Treviso) founded in 1977 and owned by the Curtolo family, is evidence of this. Cursal manufactures and sells **crosscut saws** and crosscutting lines for wood and similar materials, with a wide range of products covering all sectors from large sawmills to semifinished materials. The innovation proposed in the contemporary scenario of the Italian and international markets relies on two key elements entirely developed “in-house”: automation (with automatic loading and unloading) and installed software and electronics, that enrich each

product, from small to medium size. In a global economic scenario featuring Cursal as one of the leading actors – with 50 percent export in different regions of the world, particularly South America, Eastern Europe and consolidated markets like France – the next steps will be oriented towards the improvement of the sales organization, where the company will focus

significant investments in the future, according to **Giuseppe Curtolo**. During our interview we talked about this and other issues, above all innovation.

Mr. Curtolo, you basically produce cross-cut saws and today, also in this kind of machining processes, innovation rhymes with automation...

*“Automation will be the future of our industry, an important part of our job. For many years, we have been introducing **automatic loading and unloading** solutions for our cutting lines, in view of increasing demand. At the beginning, we just sold excellent solutions developed by foreign manufacturers, but we soon realized that we had the know-how and skills to develop our own solutions. And that’s what we did, and today we can provide our customers with cross-cut saws as well as complete lines.*

*We mainly talk about customers operating in the **construction** industry: doors, windows, floorings and*



Giuseppe Curtolo.

house shells. We also work successfully with the packaging industry, while the furniture industry is “suffering”. Particular attention comes from countries where labor is more expensive and, consequently, using systems equipped with automation solutions brings great benefits.

Let me tell you we can produce complete lines cooperating with small and big-sized manufacturers, so as to provide highly integrated complex lines”.

“Easy” cooperation?

“I must say, yes. We effectively communicate with everybody and we always find maximum cooperation. It often happens to work with different companies, integrating our machines upstream or downstream: the important thing is to have a coordination, an accurate engineering department, mainly when we talk about high-productivity lines”.

A segment dedicated to machines with higher and higher performance...

“We have been always manufacturing high-end machines. Obviously, our competitors are not Chinese or “basic” machine manufacturers. We have always been focusing on technical and quality aspects, as these are the elements that make the difference; these are the elements that customers look at with the greatest attention and that they identify as qualifying factors of a more expensive machine compared to a low cost solutions: Our handling systems are very quick and safe and our capacity to integrate with other manufacturers allow us to offer a better solution meeting specific customer requirements.

We have made another important step thanks to the introduction of **scanners** for wood defects identification: the improvements ensured by this tool in the process – in particular for raw material management – allow the customer to get significant Roi in a very short time, an excellent deal just starting from 4-hour operation per day”.

Mr. Curtolo, if you should tell the most important step

forward for wood cutting, what would you say?

“Automation. It's automation that persuades our customers to get rid of old machines and buy new lines: at least eighty percent of the machines we produce are equipped with automatic loading and unloading systems according to specific customer projects. We have been one of the first companies in Italy to produce high automation solutions, with electronics ensuring maximum control at each process stage and bringing a new working method. At Cursal, we deal with the “smart” part of the process. We produce the brain of the machine starting from software and we follow customer relationships “measuring” his requirements, while for standard operations – such as carpentry, workpiece painting, turning and milling – we rely on external specialists. It is as if we worked with different partners – all collaborating effectively – with an approach supported by the presence of excellent staff with good expertise around us.

Almost all our production is based on five, six models of cross-cut saws that we can deliver, normally, within two or three months from the order. However, if there are specific needs, we can shorten delivery times significantly, for we are organized to be extremely flexible in order to grasp the tiniest opportunity. Precious opportunities, in such a period... We can do it because we can understand what the customer wants, designing a solution, assembling necessary workpieces and delivering a custom product. An effectiveness that the customer appreciates and that brings him to choose Cursal also when he has to renovate his machine”.

And what about the future?

“Automation will be increasingly important also in wood cutting. We believe this and, as I told you, we can design special lines, with a high level of customization, starting from “**standard**” modules. Custom machines cost too much and they are often uneconomic: we combine modules, a “series system” that – we are convinced of this – will bring good results in the future...”. ■

