



## CURSAL, FORTY YEARS BUT FEELING YOUNGER...

A major anniversary, to be celebrated soberly and looking ahead to what's still to be done. This is the vision of **Cursal** in San Fior, near Treviso, celebrating forty years in the business of cutoff and optimizing machinery and systems. **Giuseppe Curtolo**, founder of Cursal, is waiting for us at the San Fior offices. We ask him to trace back through the mists of time and tell us about forty decades of history, the present and most of all the future of a company specializing in a phase of the woodworking cycle that might look simple, but actually requires specific skills. Let's start from the beginning...



Giuseppe Curtolo between his sons Samuele and Consuelo.

"My first job had nothing to do with wood, I worked at **Zoppas** where I processed bills of materials in the design department: it was a great school where I learned everything you need to manage the production stages of a company, and such knowledge turned out to be very useful later on. They were useful at 21, when I came back from the army and had to manage a team of seven people in a finishing department for light alloy automotive wheel rims, and even more when I was 23 and became production manager at **Rosada**, a reference in the Italian window industry in those years. I realized that at Zoppas I had acquired valuable knowledge: it was natural for me to implement orderly processes, accurate bills in a business where habits are predominant. Employees no longer received approximate instructions, but rather lists, technical drawings, product specifications. Results came soon, and in few years we increased production massively, from 150 million line in 1973 to eight billion in 1978!"

But in 1982 you were already working at Cursal... "Exactly: in 1977 I had decided to run my own business. I tell you what happened: at Rosada, we had a well-equipped workshop, where we manufactured our equipment and some small machines as well. In 1977, one of our suppliers noticed a **French cutoff saw** in our factory and asked where he could buy one. I explained it was a very expensive French product, with a price equal to 35 monthly wages, although it was quite simple. I pondered long and at the end I decided I could manufacture one: I set to work with a friend and we made seven in the first year! It was really a success for a leisure time activity. One year later, in 1978, I changed my business relationship with Rosada **from employee to consultant**."

First workers, first employees, first salesperson, first machines sold abroad...those were the first steps taking Cursal to what it is today: a **2,300-square-meter hall**, approximately twenty employees, revenues above 2.5 million euro, 60 percent export share, "...which was 80 percent until few years ago - Curtolo says - but lately the Italian market has finally begun to give satisfaction again: this trend was supported by our decision to complement our cutoff and optimizing saws with automation to integrate this stage into the different production processes or to make it more automated, faster and efficient. Such expertise is often required even by customers who don't buy our machines, but we have decided to deny such requests and focus on our core business". "But let's go back to the end of the Seventies: the decision to "replicate" the French cutoff saw led us to design and manufacture simple machines, apparently simple, at

a very interesting price, which guaranteed excellent margins. I said **apparently simple** because, behind these machines, for instance, there is a software developed with at least 1.5 million euro investments over the years."

Serial or "special"?

"Today 85 percent of our production can be considered "serial". 15 percent is made to measure, special solutions, which means **future standard**. This is our method to test new opportunities, to develop new concepts and intuitions that may finally end up into our standard production. Just think that we invest the same quantity of time to build "serial" machines and our 15 percent share of "special" systems, but the latter obviously have an added value, and as I said, offer the possibility to experiment".

What has changed in these forty years?

"I keep doing the job I have chosen and I love. Deciding at 28 to leave a managing role, very rewarding and well-paid, and start my own business making wood cutting machines is a decision that cannot be taken without **passion**, ideas, determination. At Cursal, we are all like that: we love our job, we do it with passion and determination..." "Technology has changed a lot - Curtolo continues - although our machines basically do the same thing, they cut wood; but they do it differently and better. **We make improved machines**, which operate better, yield more in less time and require lower investments. Cursal's success lies in the best possible application of this ingredient mix: this approach has gained us a few thousand orders and enabled us to make specific innovation. Now, in few days, we move from concept to finished part, thanks to our internal assets and the benefit of being located in an industrial district where, within a range of twenty kilometers, we can find all we need and first-class expertise".

Haven't you had any doubt, any second thought in forty years?

"No, if you believe in what you do and you always try to do your best, there is no room for hesitation. I knew it was going to work, because we make a machine that everyone needs: everyone needs to cut wood, whatever process or operation you are talking about. It's a simple machine, as we said, but it can become very complex and achieve high speeds: we have designed and build a complex, high-speed line for a customer in Siberia, a one-million-euro plant with amazing technology. We try to work as a real industry in this respect". "We have some **3,500 machines** in operation around the world, from basic models to automated unattended equipment; machines with supervisory systems connected to enterprise management solutions for the full integration of our cutoff saws into complex lines, with massive and con-

stant information exchange; bills processed upstream and delivered to our machine which, using the level of automation defined by the customer, cuts at volumes and speeds consistent with the quantity requirements of the entire plant, maybe tended by large-size loading/unloading units. All of this with **safety** in the forefront: if what we should do does not fit into our minimum requirements, we might even reject an order".

What about optimization?

"Efficient optimization is strictly related to investment: while nothing can replace the human eye, a good scanner can achieve good results. The scanner inspects the board or bar to be cut, feeding our machine with the required information to get the best yield based on the desired final product. It is essential to provide the line with a small buffer, so that the operator or machine next down the line get the parts as fast as possible and based on production needs. This is where our expertise comes in to offer automation and handling solutions which ensure that the operator always gets what he needs to work for the next four-five minutes..."

And what about the future?

"The challenge will be **simplifying** as much as possible, because complications are bad: tidiness and simplicity, these are the keys for the future. We have to get rid of "dumb" tables, as I call them: they have to be automated, to release people from dull or banal tasks, such as cutting a piece of wood. The future belongs to my sons: I leave them a good job, though hard. I'm happy that two of my three sons work with me,

my daughter **Consuelo** in administration and my son **Samuele** in sales. Both serious and reliable. I am really satisfied also with my employees, my collaborators: it's nice to work at Cursal, and without them, we wouldn't be where we are today!!!"

by Luca Rossetti



### CURSAL BRINGS INDUSTRY 4.0 TO LIGNA

Cursal is celebrating the fortieth anniversary at Ligna in Hannover exhibiting some solutions that have taken the company to success, from innovative proposals for optimized angular cutting to new dynamic accessories to increase performance in high-speed optimization.

At Ligna, Cursal is premiering a new range of semi-automatic cutoff saws for large sections and an integrated automation section where mechanical devices, electronics and sophisticated software interconnections deliver excellent results.

Hall 27, stand H16.

LIGNA

www.cursal.com

**COMEC GROUP**  
WOODWORKING SOLUTIONS  
CAMAM

MD TOP 27  
Multi-axes NC working center with 2 beds and discharge conveyor, with automatic feeder and 2+2 milling-pulling units, for drawers and furniture fronts elements.

FRONTAL CN 25  
2 stations NC working center with automatic feeder and 2+2 milling-pulling units, for drawers and furniture fronts elements.

www.omecgroup.it

**LIGNA**  
22-26  
MAY 2017  
HANNOVER

HALL 27 STAND H50

Camam srl  
Via Diaz, 31  
I-33044 Manzano (UD)  
phone +39 0432 740319  
info@camam.it

Comec Group srl  
Via Casone Rinaldi, 39/41  
I-33048 San Giovanni al Natassone (UD)  
phone +39 0432 756282  
info@comecgroup.it

