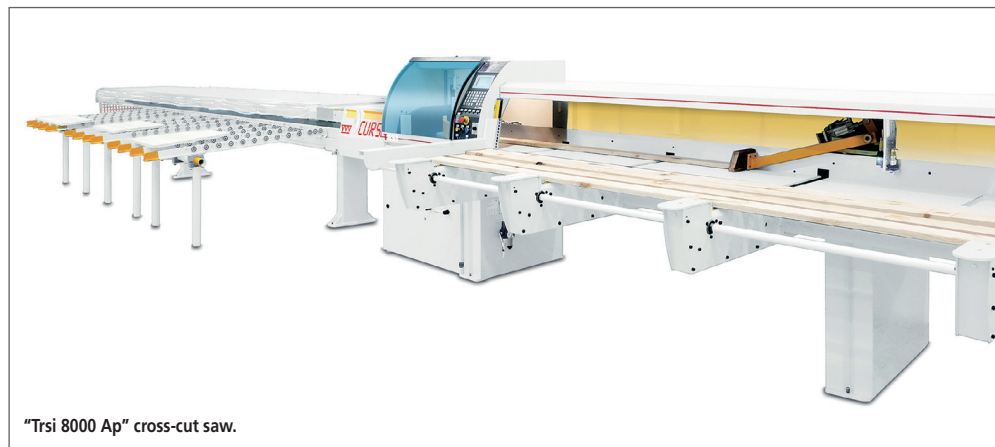


# CURSAL - WOOD IMBALLAGGI: RELIABILITY FOR SUCCESS



"Trsi 8000 Ap" cross-cut saw.

Ultimately, no matter how different technologies or anything else might be, some words become universal synonyms for quality and reliability of successful results. From Formula 1 to woodworking, the concept of **reliability** is the starting point to achieve your business goals. If a machine is reliable, you can win, otherwise things get complicated. You will forgive for this Formula 1 introduction, longer than usual, but we wanted to open this success story about the collaboration between **Cursal** and **Wood Imballaggi** with the concept of reliability. A simple word, a requirement for any company, as Maurizio Lettieri, owner of Wood Imballaggi, stressed. "Reliability has made the difference during this year of collaboration with Cursal. Machine reliability on one hand, with no problems of any kind, and company reliability on the other, constantly offering support and availability".

"Wood Imballaggi was established in 2017, but we have been working in the pallet and packaging industry for many years," said the owner of the Sale-oro-based company. "Our core business is the production of wooden packaging and pallets of any size and type. Over the years, we have been expanding and specializing in all aspects of packaging. We are members of Conlegno, the wood and cork consortium, for the production of "Fitok" pallets, and we are certified to manufacture and sell our own "Epal" brand and "Ht" pallets (heat treatment)".

Such growth and volume expansion has created new needs. "As our order volume increased, we needed to expand our fleet of machinery, so we searched for an automatic cross-cut saw. We accurately evaluated what the market offered, and finally opted for the automatic pusher "Trsi 8000 Ap" by Cursal. This machine seemed to be an excellent solution from the very start, and it has kept its promise in the first year of operation. We had no problem and worked really well. The synergy and benefits we have achieved have driven us to integrate the machine with an automatic loading system, also produced by Cursal, that will help us save on labor and improve results in terms of quantity and quality, while optimizing costs and taking a step into Industry 4.0".

"Trsi 8000 Ap" is an **electronic** optimizing push feed **saw** with a lama 500-mm-diameter blade. In detail, the machine construction is eight meter long and it is equipped with a pneumatic lifting unit. This is an ideal configuration for packaging, featuring a feeding buffer with chains that introduce the boards (separately or in packs) into the saw

body. The pusher slides into the zero position and pushed the board into the saw. Meanwhile, the numerical control is set up with the cutting sequences. At the outlet, a NC belt with two extraction units **sorts the boards** by cutting length.

"From a technical point of view, we program the board cutting process. Based on the board dimensions, we load them and program the machine, setting the parameters according to the workpiece length and width, and we decide if we can cut several boards in one pass. Then, once the pieces are placed on the rail, the machine feeds them automatically and cuts them. The cut parts are extracted through two side chutes, so that they can be picked up and nailed.

With the "Trsi 8000 Ap", we cut boards **up to six meter long**, a significant length that offers wide margins".

The machine is configurable and can be integrated with additional components...

"Exactly. We are integrating a number of optional modules. We have already ordered an **automatic loading unit** from Cursal, provided with a vacuum cup that picks the workpiece and transfers it to the machine. This is a significant enhancement, not only because it optimizes cycle time and cost effectiveness, but most of all because it improves the working quality for operators".

How many pieces can you handle in a day?

"Despite intensive operation, we believe we have just begun to leverage the machine potential. Right now, we process some **twenty cubic meters** of boards each day, but with the automatic loader we are confident we can reach up to thirty cubic meters. We want to optimize our work".

Which are the key strengths of the collaboration with Cursal and the machine?

"**Reliability** is the keyword. The machine is reliable, and Cursal too. It's been a pleasure to work with the Cursal team, we have found a "human" atmosphere, if you allow this term. With the owner, Mr. **Giuseppe Curtolo**, and all the staff, the feeling has been great from the very start. They may be far from us geographically, but very close in terms of attitude, mind setting and approach to work. They have supported us from the initial contact up to installation and after-sales service. For any need, we know we can rely on them..

Compared to our legacy cross-cut saws, which were operated manually, we have **doubled our production speed**. In the past, we needed two machines and four people to achieve the same production volumes, now it takes one machine and two operators".

From the reliability of a high-performing cross-cut saw to the focus on accurate after-sales service. The collaboration between Cursal and Wood Imballaggi promises to be profitable and lasting.

by Francesco Inverso ■

[cursal.com](http://cursal.com)



Maurizio Lettieri, owner of Wood Imballaggi, with the Cursal Technician.



# BMT BAGNI, THE "TAILOR SHOP" FOR BATHROOM FURNITURE

At the crossroads of Romagna, Umbria and Tuscany, at the heart of Italy, there is a magical land, famous for its beauty and genuine spirit. Such beauty results from manual skills, from the handicraft care of operations, from the traditional attention to details, from a unique know-how, which only really expert hands can apply. This is a perfect setting for **BMT Bagni**, a company in the Pesaro area, specializing in the production of bathroom furniture, a tangible expression of the magical atmosphere where quality and beauty meet with innovative materials and design ideas.

The story began in 1971, when the **Merli** and **To-massini** families decided to establish their own company and start the production of furniture accessories, and later on changed direction to specialize in the production of bathroom furniture.

It was a successful decision, as witnessed by an increasing export share, addressed to 15 destination countries, and a progressive expansion of production, currently relying on a new 10-thousand-square-meter factory that includes the most advanced technologies with high-quality standards, while keeping competitive prices.

The BMT Bagni furniture is often a model of sophisticated solutions, signed by famous names: "For design, we rely on Italian architects who design unique and patented products, drawing lines of pure design," said **Marco Merli**, the son of one of the owners, in charge of the technical department and for R&D operations.

Today, the Pesaro-based company has 32 employees and annual revenues just below 4 million euro, with several collaborations with the major bathroom furniture showrooms in Italy and abroad; the company also works as contract supplier for measure-made bathroom furniture to be installed in residential and shopping spaces.

Their experience and strong propensity to innovation have always been recognized: "We believe that real excellence can be achieved only when passion and tradition are combined with research and technology", Marco Merli underlined.

## FORM AND FUNCTION

From modern to classic, always with a distinctive handicraft quality consolidated over time: the BMT collections are the best combination of elegant and vanguard lines with functional requirements, to keep up with the constant evolution of daily life, activating new connections, including sensorial ones. "For us – Marco Merli explained – bathroom furniture has become an essential part of an environment that has developed into a temple of psycho-physical wellness, where lines, lights and feelings meet and melt elegantly." Customization and modularity are the distinctive features, and at the same time the key strengths of BMT, together with a wide selection of finishing, materials and colors, to tailor any bathroom concept to any customer. This is what Marco Merli calls "**tailor approach**": "This is how the product is conceived and tailored to the requirements of each customer with a knack for perfection".

## AUTOMATED FLEXIBILITY

The sophisticated design and high quality of materials create an emotionally intensive combination, which translates into efficient manufacturing operations delivering industrial performance and handicraft care. "Pursuing a constant improvement of quality standards across the entire production and continuously innovating the management processes means working with a wide range of materials, very different from each other, enhancing their peculiar features, selecting the best supplies and only using

high quality components," Marco Merli continued, proud of stressing that all production steps are carried out in Italy. "All operations are executed inside our factory: from panel sawing to squaring-edgebanding, up to coating and final assembling. The Biesse machines of our fleet effectively support all our production stages, from the **nesting** cell to size and drill the parts, to the "**Stream**" edgebanding machine with panel returning and unloading system "**Winner**", from the vertical panel saw "**Eko**" to automated panel handling between different machines using the automatic store "**Winstore**".

An integrated fleet of equipment to produce in "batch one" mode, basically eliminating large batch or series production. "**Such flexibility** – Marco Merli continued – enables us to handle custom products just like standard elements: the plant supervisory system allows to set up the process automatically".

## INVESTMENTS

The timing and accuracy of operations, combined with a more effective organization of work in the production area, show the real competitive benefits that the Pesaro-based company has achieved over its competitors. These result from investments that Marco Merli considers "...necessary to respond to a market that demands product customization and speed-to-market to be competitive".

Biesse plays a key role for this strategic vision, actually "...it is a real **strategic partner**, not just an equipment vendor: we chose an Italian company as we believe it can offer better services and reliability than foreign competitors. Close proximity was a key factor for our decision, but Biesse's reputation matters more than its geographical distance from a customer," concluded Marco Merli, who knows very well that the relaxing effect of a comfortable and flawless bathroom goes hand in hand with the peace of mind of those who have made the right decisions to produce it confidently... ■

[bmtbagni.it](http://bmtbagni.it)  
[biesse.com](http://biesse.com)

