

CURSAL: A NEW COMPLETE CUTTING LINE FOR THE GLF GROUP

A cooperation that has bridged all distances, with a final outcome that is the result of competence, attention, and that, in the next period, will give life to new installations. **Glif**, a Swedish company specializing in packaging and crates, operating throughout Europe, and **Cursal**, a Treviso-based specialist in cutting machines and woodworking equipment since 1977. They were mutually struck, if you allow this expression, a couple of years ago, during the last edition of Ligna.

"We had the first contact with Glif at the latest Ligna", said **Consuelo Curtolo**, manager of Cursal. "The initial contact at the stand was followed by more meetings, in which their strong interest was revealed, not only for our cutting lines, but also for our automatic loading and unloading systems. Later on, Glif joined us in Italy, we sat down to understand their needs and, in a few weeks, we signed the **contract**. The negotiation was managed by our colleague **Samuele Curtolo**, technician and sales manager of Cursal, who defined the plant in detail. When the order was ready, we invited Mr. **Johan Wester** for the preliminary test of the line in our factory. It is always a pleasure to see satisfaction in the eyes of customers!"

How long did it take you to install the line?

"We designed and built the line in few months; in August 2020 the plant was completed and commissioned in Sweden within a week. These are complex systems both for construction and for software, especially when we are asked for customization as in this case. Our tests last several days, and the plant is accurately analyzed by qualified personnel. This plant gave us great satisfaction, especially because, after more than a year and a half, **there have never been problems** that have questioned the functionality of the line. Suffice it to say that not even a second set-up trip was necessary. Glif really found a reliable partner, able to meet their needs. And I must say that the satisfaction was mutual! Our technicians were enthusiastic about the Swedish company and the

possibility to collaborate with the team. We are currently working with the GLF group for a second plant. And let's face it: when a customer comes to you for the second time, it means that the work you have done has not only been appreciated, but it has proved to live up to every expectation".

What were Glif's needs and what were the advantages of the line you supplied to Glif?

"The needs of the Swedish company were clear: they needed a cutting line that was able to produce **between 12 thousand and 15 thousand cubic meters of pallets/crates per year**. Secondly, they wanted to reduce labor: hence the firm intention to equip the electronic cutting machine with automatic loader and unloader. And let's be honest: in recent years, the trend to reduce labor, replacing it with machinery that manages the cycle independently, is a global trend. Companies demand and need to **optimize processes**, in the face of an increasingly unobtainable and expensive workforce. With this new line – she continued – both costs and times can be optimized, given that all "repetitive" actions, such as loading and unloading for example, are taken over by the machine, limiting human intervention and eliminating machine downtime. In this way the operator does not need to do anything but manage the cycle through the cnc/plc, the heavy work will be done entirely by the machinery. This system features a synchronized action of three elements: the high-performance **"Trsi 8000"**, an optimizing saw with integrated pneumatic lift pusher for cutting boards in packs, which is fed by a suction cup loader with three vacuum units and is unloaded by a gripper stacker with two numerical control arms. This system guarantees fast cycle time and precision, as well as greater safety for workers acting outside the fence and optical barrier protection system. This trend towards automation, to an ever-decreasing use of "manual" operations, has been growing over the past five years, a sign of the times that change rapidly, with a key role played by incentives and facilitations for **industry 4.0**".

What was 2021 like?

"Sales were more than excellent month after month, and we also laid the foundations for the coming years, given that we have a full order book also for 2022, with deliveries already scheduled in the long term. Of course, like other companies, we too have found ourselves facing several problems dictated by the pandemic, first of all the difficulty in **finding materials in a short time**".



Johan Wester, Samuele Curtolo and Consuelo Curtolo.



It's hard to find materials, as well as to travel. How have you dealt with this complicated two-year period? "We cannot say that it was easy, especially when it was necessary to organize non-stop multiple installations of plants abroad and, initially, regulatory confusion reigned in every country. However, we were able to make up for it, thanks to the valuable support of our customers/retailers, who helped us manage the bureaucracy and logistics, travel and transport, and the legal paperwork. This period, on the other hand, has also taught us how good we are at selling through video calls, right? As I said, it was not easy, but with optimism and determination **we have managed**".

...and what about materials?

"We have slightly expanded our warehouse, so that we are always stocked and ready for any event. In addition, we have also **expanded** our

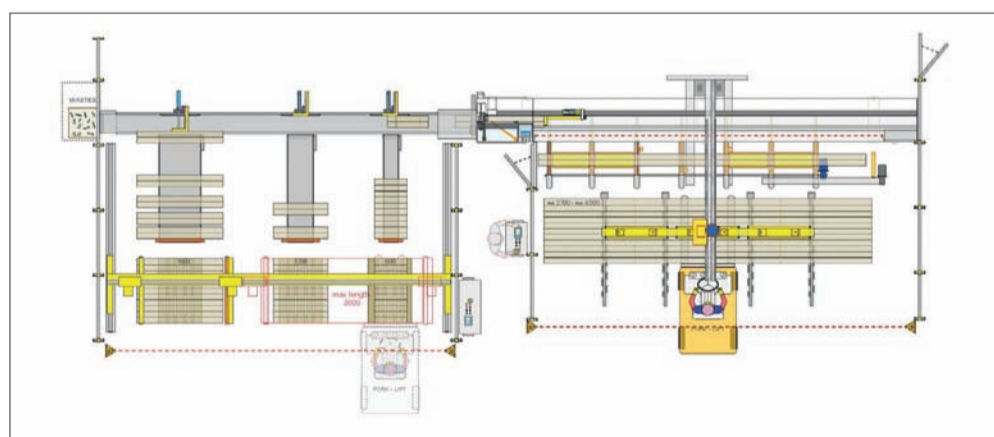
staff, given the large amount of work and the tight deadlines. We don't want to be taken by surprise: we are ready for any challenge".

And what do you expect in 2022?

"Having a busy schedule with deliveries already pre-established – continued Consuelo Curtolo – is certainly an advantage at an organizational level, given that we know well in advance what to work on, but obviously it forces us to keep up the pace high. In conclusion, we can say that 2021, for Cursal, has been a challenging year on several fronts, but positive: we worked very well as a team, we asked a lot of our staff, but with the results we have obtained, we can look at the future with great enthusiasm and strong confidence in our resources".

by Francesco Inverso ■

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