

COMPANY PROFILE

OUR ESSENCE



ADELIO LATTUADA®
EVOLUTION OF GLASS WORKING

Since 1970

**EVOLUTION
OF GLASS
WORKING
SINCE 1978**

**Numbers have a life;
they're not just symbols on paper.**

(Shakuntala Devi)










integrAL

MADE IN LATTUADA INTEGRATED SOLUTIONS, TO MEET ALL YOUR NEEDS



"I am looking for a specific and
future-oriented solution that meets our needs."
What customers expect from us is a significant support.
INTEGRAL is our answer.
We go beyond high-performance machines to provide
tailor-made solutions for glass processing.
You can then benefit from collaborating with a trustful
single partner of great experience and expertise,
who knows how to analyse your needs
and design a targeted solution.

- >  **GRINDING SOLUTIONS**
 Our strength, always. A variety of solutions taking the shape of a wide range of machines: more than 40 models that can be specifically configured to ensure maximum productivity.
- >  **WASHING SOLUTIONS**
 For more than 15 years we have been studying and providing solutions for glass washing. We offer a full range of high-tech, vertical washing machines that are easy to use and maintain.
- >  **AUTOMATION AND ROBOTICS SOLUTIONS (CYBERAL)**
 We are constantly formulating solutions to operate at the highest levels of automation, making the most of integration with robotics to increase productivity and reduce costs.
- >  **SPECIAL MACHINES SOLUTIONS**
 Do you have any special needs? Out-of-standard processes? Do you treat composite materials? That's not a problem. We can find the most suitable solution for you and customise our machines to ensure you get the flexibility you need.
- >  **COMPLEMENTARY GLASS PROCESSING SOLUTIONS**
 Do you need to drill or process corners? We can provide a complete range of horizontal drilling machines and automatic radius and straight corners grinding machines.
- >  **STONE WORKING SOLUTIONS**
 We know the specificities of stone processing. This is why we can design with you the perfect machine to process marble, stone and synthetic and composite materials.
- >  **INDUSTRY 4.0 SOLUTIONS**
 Are you ready for the fourth industrial revolution? We can support you in the streamlining of production processes by offering high-tech solutions to digitise, connect, monitor, manage and optimise data in real time.



78 | Adelio Lattuada, after working as an employee, launches his company with his wife Silvana in Carbonate (CO), in via San Francesco. His business focuses on providing technical assistance on glass processing machines.

82 | Adelio's passion for mechanics and his "desire to build machines" finally take shape when he produces his first straight-line edging machines.

85 | Our small workshop needs more space to cope with new requests coming from customers; this is the reason why we move to via De Gasperi, also in Carbonate. This is when the production of medium and large straight-line edging machines starts. In the following years we participate in national and international trade fairs.

89 | We expand the range of machines by adding the production of straight-line bevelling machines.

90 | We move to via Abbondanza, to a building we own and where our office and facilities are still based.

99 | We manufacture TLR edging machines for the processing of large sheets (jumbo) and very thick glasses (100 mm).

'80

'90



- 01** | By this time, we have become a structured company whose machines and distribution network have become well-known all over the world. Keeping our focus on clients' needs and on market trends, we start producing vertical washing machines.
- 04** | A new dose of fresh air in the company. Lattuada's second generation becomes part of the company's management: Nicola and Michela bring enthusiasm, new ideas and new perspectives and they contribute to the company consolidation process.
- 07** | Our machine ranges are continuously improved and updated and we have started manufacturing double-edgers.
- 08** | We celebrate 30 years in this business! A meaningful milestone and an acknowledgement for all the work done and the successes achieved. But also a starting point for new, ambitious goals.
- 09** | A small big record. We are building the largest straight-line edging machine in the world: 25 meters in length and 6 meters in height.
- 15** | Another innovation in our products: we are manufacturing the first complete line of double-edgers. A range of machines that confirms that we have become a reference point in the sector.
- 17** | After many years of business in the global market, we have decided to open a company in the USA. Lattuada North America Inc. has its headquarters in Northwood, Ohio and is operating successfully to strengthen the spread of our machines and offer targeted services to the US market.
- We have manufactured record-breaking washing machines, for 18-m-long glass sheets with a thickness up to 80 mm.
- 18** | 40 years have passed and we are proud to celebrate our success, our many achievements and our hard work.
- FUTURE** | We always look ahead. Every day we anticipate a little bit of future. We are aware of the more and more automated challenges that we have to tackle. We are and will be here, with you.

'00

'10

WHAT WE ARE TODAY IS
THE RESULT OF THE CHOICES
WE MADE YESTERDAY.





CHANGING, EVOLVING, IMPROVING TOGETHER.

**PEOPLE WORKING IN SYNERGY.
COMMITTING TO A
COMMON OBJECTIVE.
SHARING SUCCESS.**

This is how our family business has grown over time to become a reliable and appreciated company worldwide.

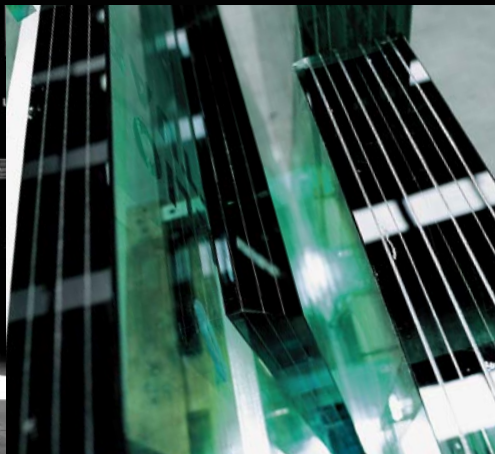
Born as a single man's dream, today Adelio Lattuada is an ever-evolving company that welcomes the new generation and many new projects. With you.



08:00 am STARTING
Good morning,... here comes
another busy day.



09:00 am MAKING DECISIONS
We are meeting and starting working
together to make decisions, right now!



01:00 pm MANUFACTURING
Top-quality materials,
state-of-the-art technical solutions.



02:00 pm STAYING CONNECTED
Just one click to obtain data and information
or to talk with you, wherever you are.

01

ONE DAY WITH US

Dynamism. Collaboration.
Precision. Achievements.

This is how we live each day in Adelio Lattuada... deeply engaged. Facilities, tools and staff work together as a perfect machine, to deal with each and every project step.

From morning to evening, our only concern is to satisfy the requests from our clients and provide high quality services: a service to be proud of. An ambition we all share and we are able to realise, through our commitment and, above all, thanks to our passion.

09:30 am EVALUATING

Here's the usual question:
how can we meet our customers' needs?

10:30 am PLANNING

We know how complex the machines can be:
we have been designing and building them for more than 40 years.



03:00 pm CHECKING

Excellence and reliability: there's no room for improvisation. We need to test, monitor, search.

06:00 pm ORGANISING

Materials, parts and spare parts are always available.



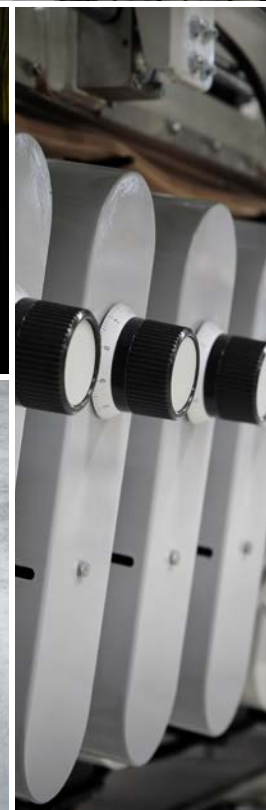
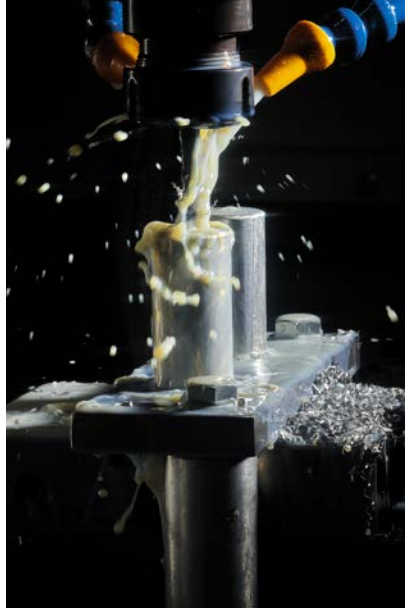
**PASSION,
TECHNOLOGY, SERVICE:
MADE IN ITALY, FOR 40 YEARS**

Our roots date back to 1978, when we started off as a technical assistance service company in Carbonate (province of Como). We have been designing and building glass processing machines since the early 80s.

An evolution that has enabled us to become a benchmarking company in the glass industry and to offer high-quality and high-tech flexible solutions.

Each customer can always count on our best resources, and each project stimulates our R&D to find fully customised solutions designed on individual production needs.





90% +

Exported production

Percentage of products exported to both EU and non-EU markets.

3000 +

Machines sold since 1978

Machines sold globally since the establishment of our company to date.

40

Employees

A team of trained, up-to-date and, above all, passionate professionals.





YEARS
40

**STRIVING FOR EXCELLENCE IN PRODUCTS
AND SERVICES, THROUGH PUNCTUAL
AND TARGETED DAILY DEDICATION.**

“

WE ADDRESS EACH PROJECT METHODICALLY, FOLLOWING A STRUCTURED WORKFLOW WHICH ENSURES MAXIMUM QUALITY AND RELIABILITY.

A STREAMLINED AND COORDINATED DEVELOPMENT WHERE ALL STEPS ARE MONITORED TO ENSURE THE REQUIRED RESULTS ARE REACHED, ON TIME.”

”



Analysis and Feasibility Study



Design and Planning



Production and Testing

Client's input
on project requirements

Preliminary analysis
to define needs

Drawing
of technical layout
and quotation

Customer follow-up,
possible on-site visit,
order confirmation

**Technical data
sheet coding** for
production department

Procurement
of components
from stock/suppliers

Machine building:
construction of metal parts,
painting, mechanical/electrical
assembly, automation,
software programming

**Tests, inspection
and in-house**
operation testing

Machine disassembly,
preparation for
shipment, **delivery**



Support at handing over



After-sale service

Assembly, **installation and testing** on final site

Field training, user's manual / documents on-site support

Spare parts service and **maintenance plan**

Technical support, remote help and telephone support





TE AM

**ADELIO LATTUADA: BEHIND A NAME, A TEAM.
A GROUP OF MOTIVATED PEOPLE WHO SHARE THE SAME VALUES:
PROFESSIONALISM, HELPFULNESS, ACCURACY, SPECIALISATION, PERSONAL
RELATIONSHIP WITH THE CUSTOMER. A RESULT-ORIENTED ATTITUDE, TRANSMITTED
BY THE LATTUADA FAMILY TO THE NEW GENERATION AND TO THE ENTIRE STAFF,
AT ALL LEVELS, WITHOUT EXCEPTIONS.**

A TEAM WORKING TO OBTAIN BUSINESS RESULTS



A SKILLED TEAM

*A skilled team who has developed a deep technical know-how which is constantly being updated.
We all share one single and clear goal:
becoming your ever-trusted partner.*



DAYS
365

TRANSPARENT QUALITY

Every day we strive to achieve excellence through precise choices: we say no to approximation, compromises, low cost options. We have set up an internal and external supply chain that ensures the highest standards of reliability. We personally take care of the design and of the selection of suppliers and parts; we monitor each step of the manufacturing process, electrical and mechanical; we study software programming and automation.

All our solutions are compliant with the regulations in force in the countries where our machines are going to operate ... our quality knows no boundaries.



DESIGNED AND CUSTOMISED TO GIVE YOU MORE.

Adelio Lattuada's machines are customised in both their design and construction process, to give you more.

They are composed of a "solid base" and they can be configured according to your needs: through a collaborative approach we make sure you can count on the technological solutions you need to minimize downtime and ensure continuity of production.

Here are the top strengths of our machines:

- **optimised integration of mechanics, automation and robotics**
- **process total control and streamlining**
- **consistent performance and production level**
- **simplicity of use**
- **long life cycle over the years**
- **reduced maintenance**
- **processing flexibility**
- **customisation options**

To date, we can manufacture around 70 models of machines rigorously assembled by hand, strictly Made in Italy.

For each machine we provide all the necessary documentation: manuals, 3D drawings, checklist of maintenance activities, spare parts catalogues.

> OUR CURRENT PRODUCT TYPES

- straight-line edging machines
- double-edgers
- straight-line bevelling machines
- vertical washing machines
- corners grinding machines
- horizontal drilling machines
- accessories

MACHINES MODELS

70



EXTENDING THE LIFE CYCLE OF YOUR LATTUADA MACHINE IS EASY.

KEEPING YOUR ADELIO LATTUADA MACHINE IN GOOD CONDITION IS EASY. WHILE MAINTENANCE IS REDUCED TO A MINIMUM AND VERY SIMPLE, IT ENSURES IMPORTANT BENEFITS: IT EXTENDS THE LIFE CYCLE OF YOUR MACHINE, AVOIDS COSTLY MACHINE DOWNTIME AND SERVICING, AND MAINTAINS TOP-QUALITY PROCESSING RESULTS.

The service contract proposal includes only and exclusively those actions that are needed to ensure optimal functioning and clear and fixed prices. It also guarantees that original Lattuada spare parts will be used and provides a technical alert system, with a reminder from our technical team when it's time for your periodic maintenance.

TECHNICAL SUPPORT AND SPARE PARTS

Fast, detailed, decisive. Our technical support and spare parts service does not waste your time. Our staff includes specialists who have been working in the company for many years and know how to solve any kind of problems. And if you are abroad, our network of affiliated technicians is ready to act quickly.



1,000 m²

warehouse surface

A spare parts warehouse of more than 1,000 m² is the best guarantee for the prompt replacement of a part or a tool, avoiding costly downtime.

24

work hours

Our machines are designed to work 24/7.

0

costs for telephone support

With us, you are never alone. We are always ready to solve any problem. Calling us will not cost you anything.



HAPPY CUSTOMER

Together with our machines and the instruction manual, we provide a short laminated flyer called "Happy Customer". It should always be kept at hand because it contains important information: a table with the standard adjustment parameters for the processing of flat edges and miters, processing limits and constraints, wheels adjustment, a list of the provided machine tools and a checklist for the main maintenance activities to be included in your planned maintenance schedule.

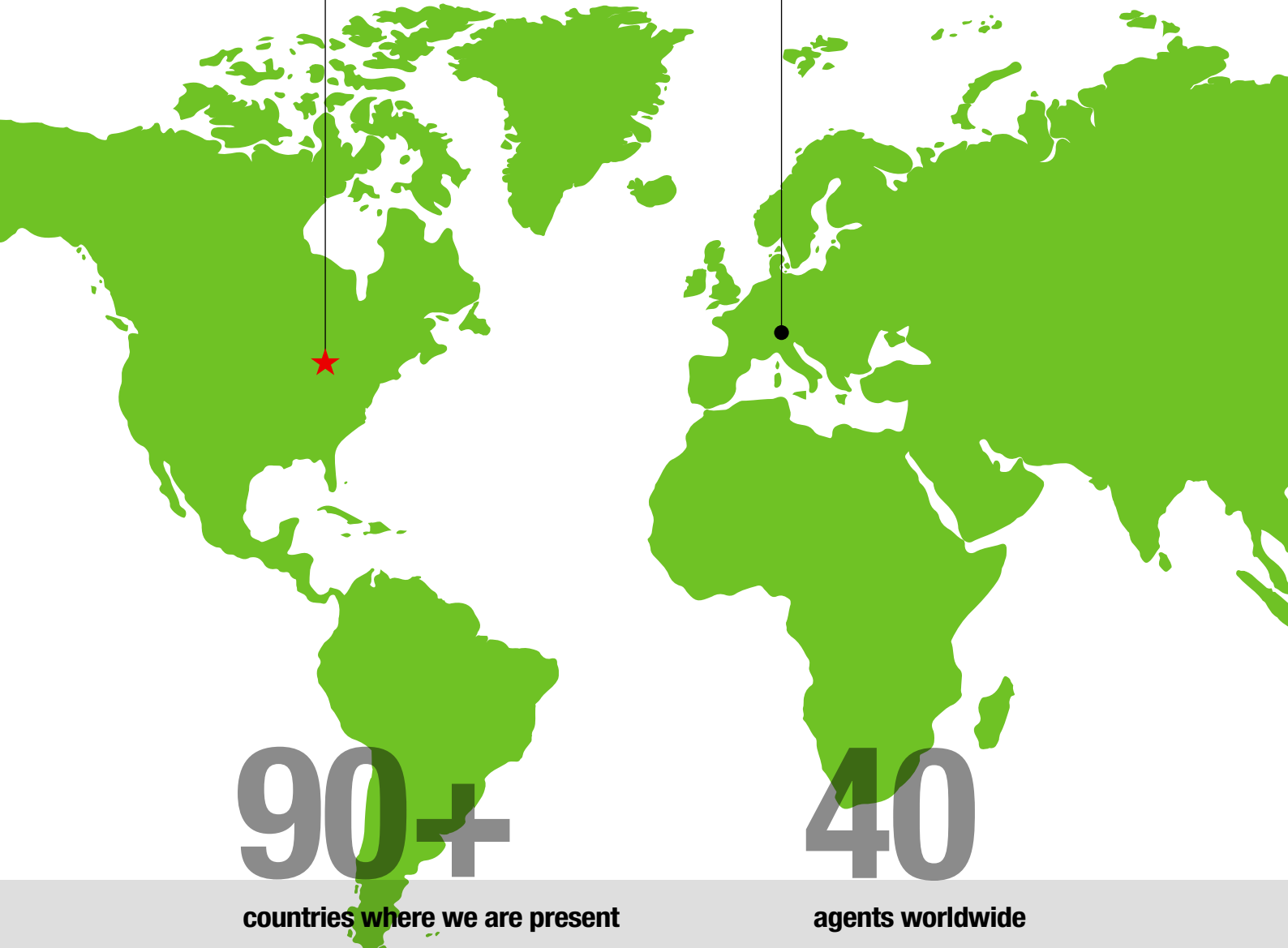




LATTUADA NORTH AMERICA
BASED IN NORTHWOOD (OHIO)
A PRECISE CORPORATE CHOICE TO STAY
CLOSE TO OUR CUSTOMERS



HEADQUARTER



90+

countries where we are present

*We are an international company:
today our machines are working in 90 countries.*

40

agents worldwide

*Find our
agents worldwide.*



AS BIG AS THE WORLD.

OUR SOLUTIONS ARE WORKING ALL OVER THE WORLD. SINCE 2017 WE OPERATE IN THE USA THROUGH LATTUADA NORTH AMERICA BASED IN NORTHWOOD (OHIO). A PRECISE CORPORATE CHOICE TO STAY CLOSE TO OUR CUSTOMERS BY OFFERING TOP QUALITY SERVICES AND PRODUCTS SPECIFICALLY DESIGNED FOR A DEMANDING AND COMPETITIVE MARKET THAT REQUIRES COMPLIANCE TO SPECIFIC STANDARDS.

Lattuada machines are at work every day, to support the world's largest glasswork companies, in very many diverse industrial sectors. Our international network of agents and technicians is there every day, to help you with any need or request. We are ready to reach you, wherever you are.



LATTUADA
NORTH AMERICA

LNA PROVIDES ALL PRE- AND AFTER-SALE SERVICES DIRECTLY FROM THE UNITED STATES, INCLUDING A QUALIFIED AND HIGHLY PROFESSIONAL TECHNICAL SUPPORT SERVICE WITH LONGSTANDING EXPERIENCE IN THE GLASS-WORKING MACHINE INDUSTRY.

THIS NEW COMPANY ALLOWS US TO OFFER ENDLESS BENEFITS TO ALL OUR US CUSTOMERS:

- NO MORE PROBLEMS RELATED TO TRANSPORTATION ISSUES;
- MACHINERY ARE INVOICED DIRECTLY FROM THE UNITED STATES, ELIMINATING THE CURRENCY PROBLEM;
- SPECIFIC SERVICES FOR THE US MARKET;
- TECHNICAL SUPPORT ALWAYS AVAILABLE WITH NO MORE TIME ZONE ISSUES;
- SPARE PARTS ARE SUPPLIED DIRECTLY FROM LATTUADA NORTH AMERICA.



ADELIO LATTUADA®
EVOLUTION OF GLASS WORKING
Since 1978

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