

COMPANY

PROFILE



LATTUADA
+ ADDING VALUE

“Strive not to be a success, but rather to be of value.”
Albert Einstein

LATTUADA...
ADDING VALUE SINCE 1978

ADDING VALUE

THE INESTIMABLE VALUE OF GIVING AND RECEIVING

THE VALUE RECEIVED

Every person who has trusted Lattuada has enriched its story. Each glass (or stone) processing solution completed and put into production has added even more experience and drive.

THE VALUE OFFERED

Building on many years of market knowledge and a vast portfolio of successful projects, Lattuada continues to invest in development, research and training. With continually updated internal and external feedback, it strives to offer more quality, more solutions, more technology.

ADDING + VALUE

A SYNERGY OF VALUES CALLED A COMPANY

Quality and personalisation

Are the hallmark of Lattuada's design. Attention to every detail is pursued within a customised production process, with care and attention.

Flexibility and assistance

Maximum willingness to listen and develop the client's requests. Guarantee of follow-up and further customisation throughout the machine life cycle.

History and experience

Since 1978, day after day, milestone after milestone, Lattuada has continued to grow in its problem-solving capacity and in guaranteeing progressive know-how to all its customers.

Internationality and italianity

Made in Italy represents worldwide excellence in the glass sector. The sense of belonging coexists with the pride of constantly interacting with an international audience.

Innovation and substance

Proposing new solutions is part of Lattuada's DNA. Simplification, training and constant support are the pluses offered to combine technology and user-friendliness.

Eco-Sustainability and territory

Starting from the Italian headquarters, concrete actions for the environment have been undertaken for years. Likewise, Lattuada's solutions will be increasingly 'green'.



**SINCE 1978, LATTUADA
HAS BEEN PRODUCING
HIGH-QUALITY
CUSTOMISED MACHINES
AND AUTOMATED SYSTEMS
FOR GLASS AND STONE
PROCESSING.
WITH COMMITMENT,
PROFESSIONALISM AND PASSION,
IT ENSURES PERFORMANCE,
PRODUCTIVITY AND DURABILITY.**

Ambitious **MISSION**

Evolving alongside the needs of glass and stone professionals. Listening to each customer, constantly studying market scenarios and integrating technological innovations to expand the possibilities and customisation of machines. Assisting companies with the utmost professionalism, before, during and after a project. Respecting and promoting a strong work ethic, within the company and outside of it.

For Global **VISION**

Consolidating and expanding our international presence through specific solutions in response to global dynamics. Guiding and supporting companies towards tangible, efficient and virtuous change. Ensuring customers peace of mind, reliability and stability throughout the machines life cycle, through the continuity guaranteed over time by the Lattuada family, ever present since 1978.





ADDING VALUES FOR INTEGRAL SOLUTIONS

INTEGRAL IS LATTUADA'S COMBINATION
OF PRODUCTS, SERVICES AND TECHNOLOGY
TO OFFER A SINGLE, CENTRALISED MANAGEMENT
IN GLASS AND STONE PROCESSING.



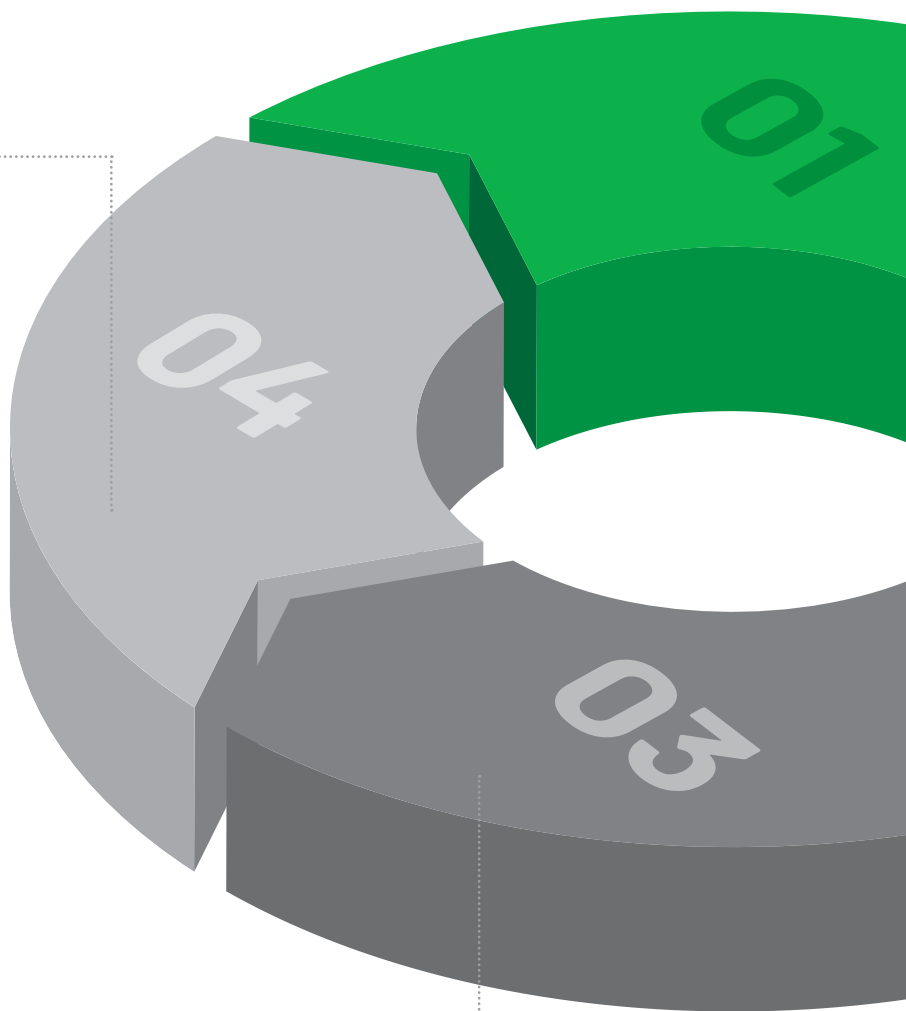
SPECIAL MACHINES SOLUTIONS

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.



STONE SOLUTIONS

Lattuada's many years of know-how transferred to
natural stone, ceramic and composite material processing: PetrA,
vertical edge polisher - Works with precision and quality on all types
of edges, and, thanks to its natural versatility, is perfect for
Stone Professionals production facilities.





GLASS SOLUTIONS

Customisation, precision, versatility: all of Lattuada glass processing lines ensure excellent performance and high productivity, integrating perfectly into company realities. A combination of experience and innovation to meet any kind of challenge.



> Grinding

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

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.



> Complementary processing

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.



AUTOMATION SOLUTIONS

Robotics, A-WR & i-AL Systems, Augmented Reality and IoT: a beating heart of innovation and technology revolutionising glass and stone processing. Lattuada Automation Solutions bring companies into the world of Industry 4.0, by making every machine a concentrate of precision, productivity and automation.

“ Made in Lattuada integrated solutions, to meet all your needs ”

HIS TO RY

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

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

'80

'90

VALUING HISTORY TO LIVE THE FUTURE

“

Young and already with significant experience in the glass industry, Adelio immediately realised that glassmakers found it difficult to adapt their work to standard machines; each glassworks has its own production method, and it is the machine that has to be adapted, not vice versa. The initial intuition of the absolute need for machine customisation became an absolute benchmark.

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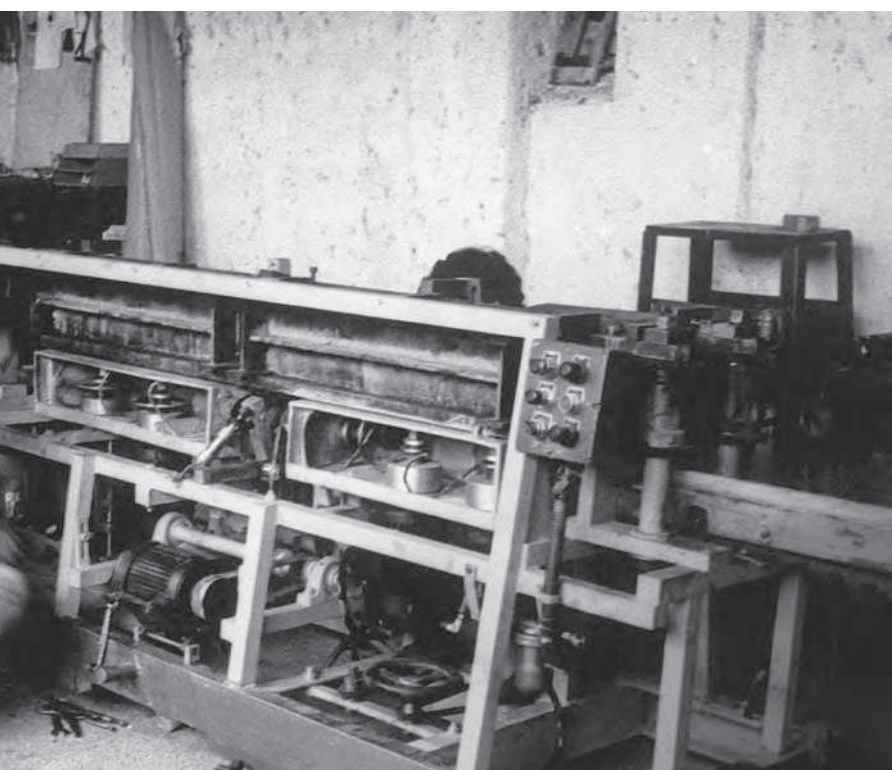
- 01** | By this time, we have become a structured company whose machines and distribution network have become well-known all over the world. Keeping our focus on clients' needs and on market trends, we start producing vertical washing machines.
- 04** | A new dose of fresh air in the company. Lattuada's 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. Lattuada launched the cyberAL service: IoT, robotics, automation, augmented reality and A-WR System in a single working environment.
- 22** | In view of the 45-year milestone, Lattuada renewed its logo and corporate identity. The rapid activation of further technological solutions transformed 'CyberAL' into 'Automation Solutions'.
- FUTURE** | In a company where development, technology and innovation have always played a central role, the evolution linked to digitisation first and industry 4.0 more recently constantly raises the quality standard, thanks to robotics, automation and systems integration solutions.

'00

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





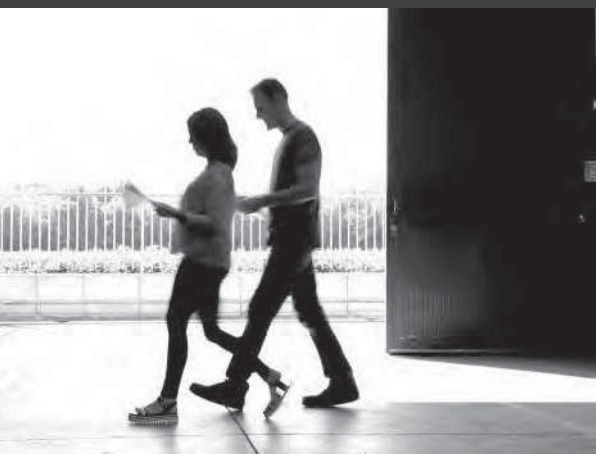
A HISTORY OF QUALITY, SINCE 1978

THE SAME QUALITY STANDARDS, WITH THE ABSOLUTE GUARANTEE OF HIGH PERFORMANCE AND TANGIBLE RESULTS.

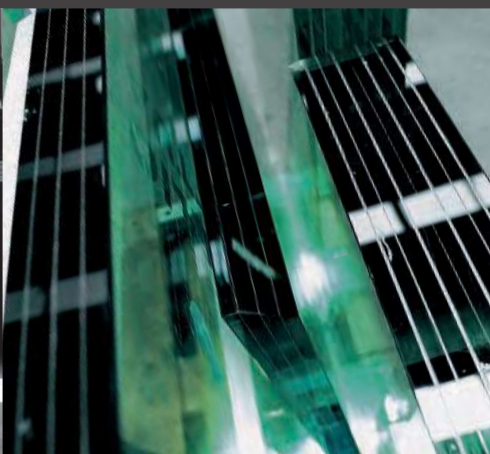
The manufacture of straight-line glass grinding machines is the activity for which the company is **internationally** known and established today. **Customised** grinding machines, **precision** machining, component **quality**, continuous **service** and constant learning in terms of **research and development**, make Lattuada a recognised top player in the glass industry. Lattuada's entire production is based on the same cornerstones that have ensured the success of our grinding machines: straight-line bevellers, double-sided grinders, angle grinders and washer extractors have always maintained the **same quality standards**, with the absolute guarantee of **high performance** and tangible results. Lastly, our **stone processing solutions** (including marble, granite, porcelain stoneware, Okite and Laminam) guarantee, behind the solid experience of our know-how, maximum performance for all slab edge processing.



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.

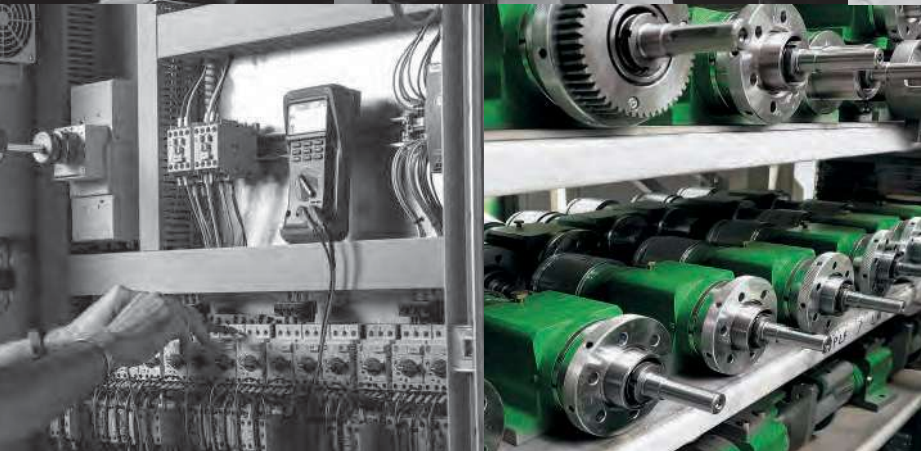
This is how we live each day in Adelio Lattuada... deeply engaged. Facilities, tools and staff work together as a perfect machine, to deal with each and every project step. From morning to evening, our only concern is to satisfy the requests from our clients and provide high quality services: a service 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

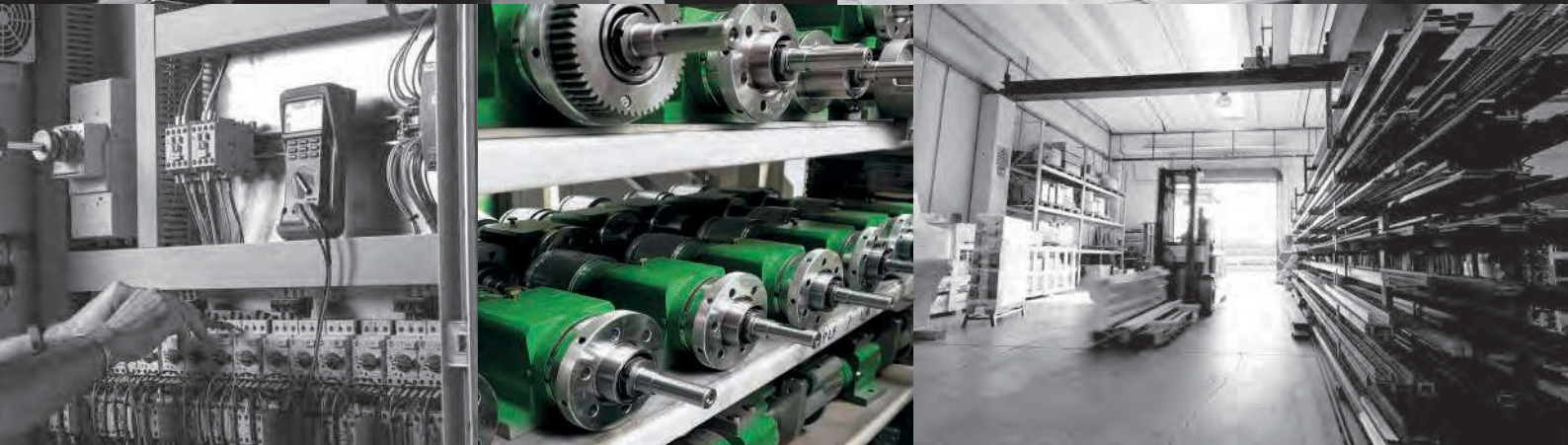
Here's the usual question:
how can we meet our customers' needs?

**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.

AU TO MA TION



THE FUTURE WITHIN THE COMPANY

Lattuada has always supported the value of innovation. With this in mind, 2018 saw the birth of Solutions for Automation, industry 4.0 production and management systems under the banner of automation and machine-machine and machine-software interconnection.

Thanks to the important work of the Research & Development Division and the far-sightedness of its Board, the company continues to develop new solutions for its customers and to offer increasingly cutting-edge products and services.

30+

**Basic patterns for
glass processing**

90% +

**Of exported
production**

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

3000+

**Machines produced
since 1978**

40+

**Employees
in the plant**

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







YEARS

45

**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**

WORK FLOW



**Support
at handing over**



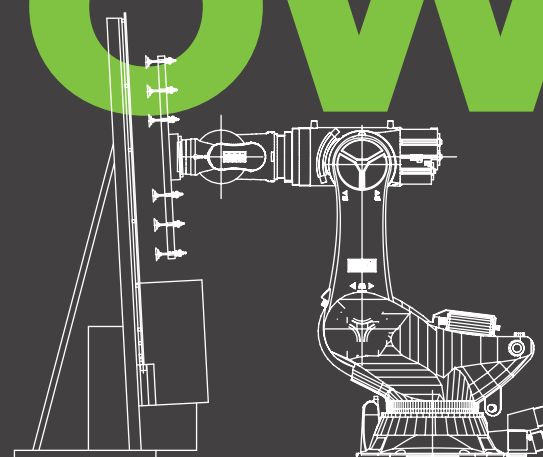
**After-sale
service**

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



A TEAM WORKING TO OBTAIN BUSINESS RESULTS



**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 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.





QUALITY

IS TRANSPARENT

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.



**GREEN IS
THE COLOUR
OF THE FUTURE**

Lattuada was born in the heart of the Italian Regio Insubrica, an area rich in environmental and landscape beauty. Preserving heritage is a right/duty diligently adopted not only by individual citizens, but also by social and economic players.

The company has always operated in harmony with the territory and in support of the environment. With time, we have realized that adopting eco-sustainable solutions is not only good for the world, but brings concrete benefits in terms of efficiency and productivity. Here are some examples of concrete actions taken by Lattuada:

Technological evolution: robotics, automation and integration increase productivity, reduce errors, minimise waste. Avoiding reprocessing and wasting materials, optimising space, and reducing energy expenditure as much as possible are all direct benefits of the solutions released in recent years and all those to be completed in the future.

Energy efficiency: all machines have an energy efficiency standard of no less than IE3. In other words, international institutions regard this class as 'Premium Efficiency'. In many Countries, the adoption of this standard has become mandatory for industrial machines with a power rating of 0.75 kW up to 1,000 kW.

Treedom Project: in collaboration with Treedom Lattuada committed to plant a tree for every machine purchased by customers.

www.treedom.net



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



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 onl 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.



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.



ENDLESS

customisation possibilities from the basic model

Customisation is the guiding element of every project:
it lives in symbiosis with the values in which we have always believed,
enhancing them.
All of Lattuada solutions for glass and stone fit in perfectly into business
realities, improving performance and increasing productivity.

3.000⁺sqm
of production facility

1.000⁺sqm
of warehouse

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 hours
of potential uninterrupted
machine operation

Lattuada machines are suitable for
working 24 hours a day, 7 days a week

**0 additional
remote**
assistance costs

Lattuada is always
at its customers' side.
Always ready
to solve any problem
without additional charges.

SER
VI
CE



AS BIG AS THE WORLD.

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.

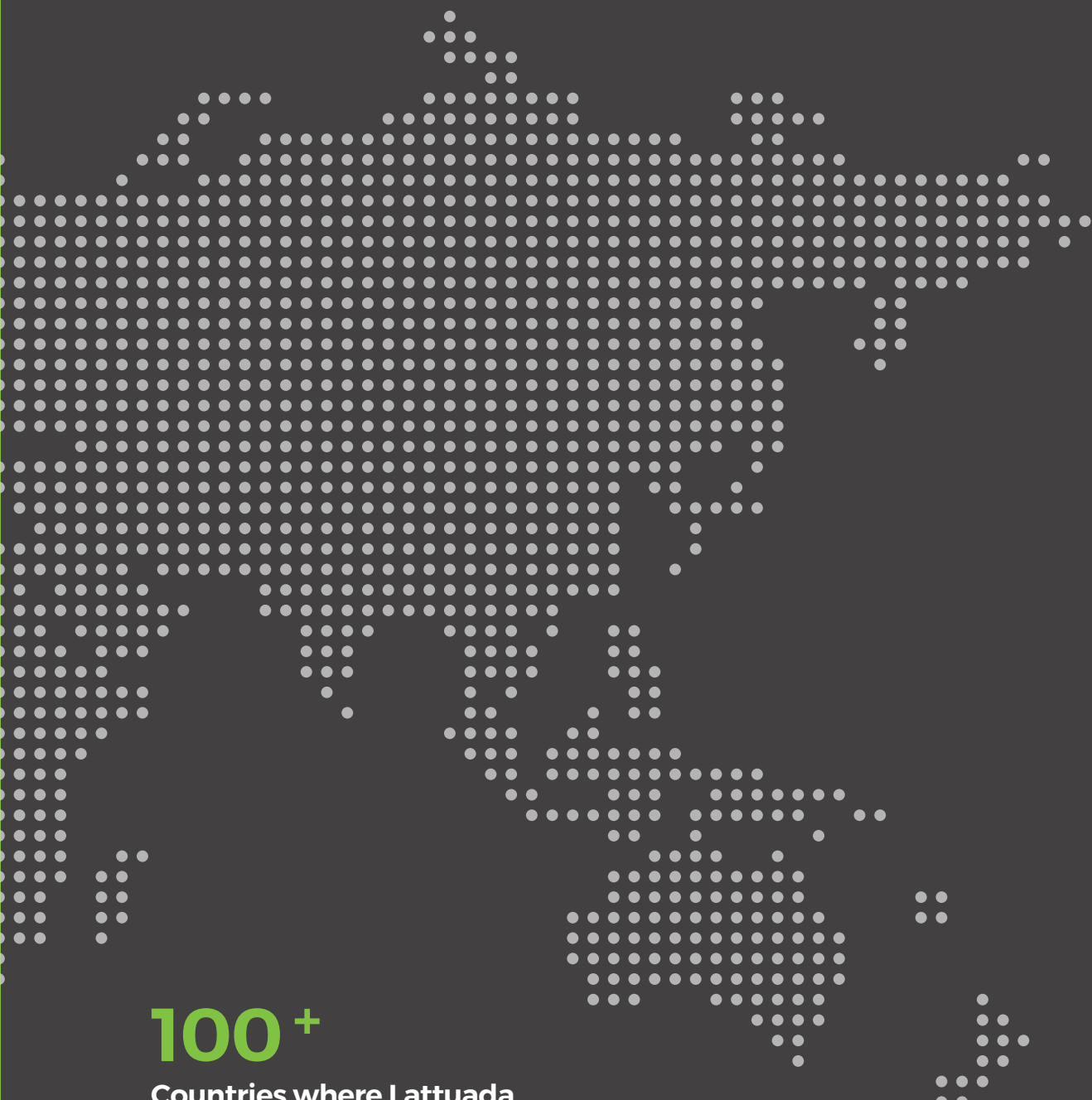


HEADQUARTER



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

**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.**



100+

**Countries where Lattuada
machines are installed**



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