

Even more optimized processes

by Bianca Raimondi

SINCE 1958, L.U.P. HAS BEEN MANUFACTURING TOOLS FOR A VARIETY OF SECTORS, COUNTING ON A PRODUCTION ASSET OPEN TO THE MOST INNOVATIVE SOLUTIONS AND ON A RELIABLE ASSISTENCE SERVICE THAT CLIENTS KNOW THEY CAN TRUST. WE HAD A CHAT WITH THE OWNERS, MAURO AND ELISABETTA BAILOTTI

Over the past 25 years, Italy has gone from a situation of waste emergency to a position of excellence in recycling, and is steadily growing in quantity and quality. And it is within the recycling industry, where the process of transforming materials is essential to reduce waste and promote sustainability, that Bailotti's company L.U.P. is taking the art of milling to great heights. Through extensive research and studies on steels, this innovative company is changing the game in the grinding blade industry and putting the science of steels into practice to build blades that defy all expectations. L.U.P. was founded in 1968 by the Bailotti brothers, Antonio, Italo, Luciano and Veraldo, who started the production of linear tools for woodworking and grinding. Today it is led by siblings Mauro and Elisabetta Bailotti, who are investing and supporting the company's growth through innovation.

How has your company evolved over the years?

MAURO BAILOTTI: "Over the years, we have significantly developed our company production, targeting also other sectors, thanks to the know-how that we have acquired in steel processing and heat treatments. We have thus started the production of blades for steel plants - scrap shearing, continuous casting

Mauro and Elisabetta Bailotti, from L.U.P. of Percoto di Pavia di Udine (Ud)
www.lupdibailotti.it



INDUSTRY 4.0

We have introduced and even built in-house plants with special verification and monitoring algorithms

blades and cutting blades for finished products. The evolution of the market and the advent of a new green conscience have led us to commit more and more also in the sector of blades for the production and recycling of plastic and used tyres."

What are the most indicative aspects of your innovative path?

ELISABETTA BAILOTTI: "Innovation comes through partnerships with steel suppliers to find the best solutions in the choice of materials to be used and through plant modernization and process innovation with a view to Industry 4.0. Extensive research into steels has enabled us to discover alloys and heat treatments that make our blades incredibly strong and wear-resistant. Material grinding blades are the heart of recycling machines, and the quality of the blades can make the difference between an efficient and an inefficient recycling process. Another strength lies in the custom design of the blades. Each recycling machine has its specific needs, and we work directly with customers to design blades to suit their needs. L.U.P. has brought innovation to this area, creating blades that can deal with a wide range of materials, from steel to plastics, in an efficient and environmentally friendly way. By using recycled

lid grinding only."

How has the implementation of these algorithms in tool production affected the quality of the final product?

M.B.: "Quality has increased by decreasing the number of waste and increasing hourly production. In three years, we have more than doubled the production of this product, and because of the quality offered we are being asked, nearly begged, to apply the same methodology to other similar products."

Considering the success achieved with this methodology, how are you planning to extend the implementation of these algorithms and the billet manufacturing approach to other products within your range?

M.B.: «We must first study and prepare the new process, from concept to mass production it takes 6 to 9 months, this will certainly significantly improve our market position».

What is your flagship?

E.B.: "We produce a type of tool for the production of Osb panel with a special technology and are the only ones in the world to use this mode to produce them, to achieve these results the plants were custom-built with the cooperation of important partners. Producing the tools with this special process gives them such characteristics that they are currently the best on the market in terms of value for money. Currently, customers are asking us to expand this type of production to other products as well due to the quality of the items that we already produce." •

INNOVATION MANAGER CERTIFICATION

With an awareness of the challenges the company is facing in an increasingly competitive market, Mauro Bailotti decided to acquire specialized skills by certifying under Uni 11814:2021 as an innovation manager. Certification as an innovation manager brings with it a new perspective. The manager learns best practices for promoting and managing innovation within the company. The certified manager has expanded the company's network through strategic partnerships and collaborations with other companies. This has led to a constant flow of new ideas and technologies, enabling the company to remain at the forefront of its industry and to identify innovation opportunities, manage risks, and bring new ideas to market effectively.