



**LUGHESE**  
UTENSILERIA E MACCHINE



*The difference  
is the detail...*

Company associated with



**CONSORZIO  
DISTRIBUTORI  
UTENSILI**

## MISSION

Lughese Utensileria e Macchine was established in 1977 and is now one of the leading companies in the sale and distribution of tools and machine tools in Emilia Romagna. This is the objective we choose for our mission: be prepared to manage change, be capable of responding with promptness and quality and provide a service that meets the increasingly complex demands of our clientele in search not only of products, but solutions, meaning we are no longer just suppliers, but partners too.

To overcome this challenge, Lughese Utensileria e Macchine decided to focus on staff composed of 25 motivated workers, technically prepared and constantly updated, within a customer service orientated company, over time selecting the most reliable brands on the market and, in particular, focusing on participation in the Tools Distributor Consortium (CDU).



## ORGANISATION

In 1994 Lughese Utensileria e Macchine moved to its new headquarters: rational and modern, it covers 3200 m2 distributed among the tools warehouse, offices, machine tools warehouse and showroom and is equipped with the most modern equipment for storage of over 30,000 referenced products managed.

In-depth knowledge of the various production processes and almost 30 years experience in the industrial distribution sector has enabled Lughese Utensileria e Macchine to carefully select its suppliers based on the reliability and performance of their products, the completeness of the service, the innovativeness of their proposals and a competitive quality-price ratio; by doing so, over time the company has been developing a vast range of brands and products, meeting all the needs of a modern manufacturing company.

A powerful IT system used throughout the entire company cycle and the presence of a person specifically for the IT systems guarantee rapidly available information and optimised order dispatch times, in line with actual client requirements.

## INNOVATION

Research and development of tools that save time for those ordering the material, and therefore generate added value, have always been at the core of our strategy: in 2011 we were the first company in the industrial distribution sector to implement a tablet application for our sales staff, a project which in 2013 led us to winning the first prize at the SMAU in Bologna and to being among the finalists at the SMAU in Milan.

This tool has radically changed our way of working, both internally and with our clients, since it allows us to manage visits to client sites and have at hand all the information necessary of a sales and technical nature: prices and available of products, movements tracking, orders and open quotes, promotions, videos of new products, etc.

A simple and fast way of bringing our company system into the workshop or onto the machine, to ensure we are more than a reliable and competent partner to support our clients.



## CERTIFICATION

In 2000 Lughese Utensileria e Macchine obtained Quality System Certification for the tools sector according to standards UNI EN ISO 9001:2008, ensuring the quality of its business management method.

This is a choice that gives significant advantages to clients in relation to product/service and is a plus that few other companies in the sector are in a position to ensure.



### REFERENCES

- Gruppo SLB
- Scuderia Toro Rosso
- Gruppo Trevi
- Gruppo SCM
- Gruppo Fayat

### OUR FIGURES

- Over 30,000 codes in stock
- The best tools from leading international manufacturers
- Qualified technical consultancy
- Innovative services and performance orientated towards the client's specific needs
- Over 900 suppliers and 300,000 coded products.

## PRODUCTS AND SERVICE TO MAKE YOU MORE COMPETITIVE

Lughese Utensileria e Macchine has always focused on the challenge brought by continuous technological development imposed on every business.

This is why we are always in search of new markets and sales channels, and why we continue to constantly search for new products and services capable of expanding our clientele's competitiveness.

### GOODS CLASSES

- Cutting tools
- Machine tool equipment
- Measurement tools
- Abrasives
- Manual tools
- Workshop equipment
- Electrical and pneumatic tools
- Compressed air and suction
- Marking system
- Machine tools
- Safety, welding and chemicals
- Industrial furnishings.

### MAIN SERVICES

- Deliveries with carriage paid within 48 hours for available materials, ordered by 16.00 and with a minimum net value of 100 Euro
- Urgent deliveries within 24 hours or by 10.30 the following morning for available material and with a contribution towards transport expenses
- Order tracking
- Guarantee on all products
- Replacement in case of manufacturing faults
- External and internal consultancy
- Technical courses and seminars
- Open house on products and specific technologies
- Visits to sector meetings and exhibitions
- Tool sharpening and coating service
- E-commerce and on-line order management
- Tablet application with connection to e-commerce
- Client tools warehouse management.



## CDU: FROM 1992 SHARING AND EXPANDING TOGETHER

Founded over twenty years ago, in 1992, the Tools Distributor Consortium (CDU), of which Lughese Utensileria e Macchine is a member, merges the most qualified retailers at national level, confirming its leadership in the industrial distribution sector.

Today, CDU has a consolidated turnover exceeding 165 million euro, a consistent and steady part of which derives from the general catalogue, distributed around the country with over 16,000 copies.

**Individually strong.  
Unbeatable as a group.**



### CDU CATALOGUE

- 16,500 copies distributed all over Italy
- 1400 pages
- 30,000 items divided into 9 chapters
- 75% of the references available in stock
- 140 leading market brands
- Over 20 years experience in the sector



**CONSORZIO  
DISTRIBUTORI  
UTENSILI**



**TKn**

**TKnCHEM**

**TKnMAG-LINE**

**xforma**

**format**  
professional quality

**HAIMER.**

**HP**  
HELIOS-PRÄSSER

**EVERGREEN**

### PRIVATE AND EXCLUSIVE BRANDS

CDU has always focused on the development of its own private brand TKN, which over time has acquired a large and consistent chunk of the market in the cutting tools division, completing the assortment with mandrels, vices, pliers, flap discs, rotary blades and safety equipment.

TKN is supported by the private brands TKN CHEM (chemical products), TKN MAG-LINE (industrial furnishings) and Performa (lubricants).

Thanks to its consolidated international relations, CDU also exclusively proposes some brands: Format - developed in partnership with the German E/D/E - Haimer and Preisser.

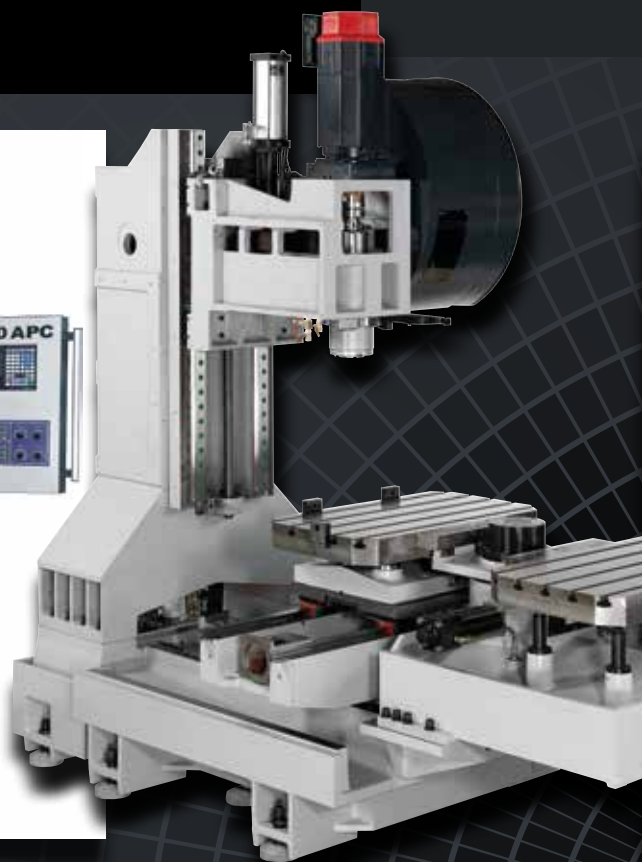
“ We choose for you the products , of the market leaders ”





# LUGHESE

## UTENSILERIA E MACCHINE



### CONTACT US

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#### Website

[www.lughese.com](http://www.lughese.com)

### HISTORY AND MISSION

In 1994 we moved to our new headquarters with over 3200 m<sup>2</sup>, divided among offices and a warehouse, which allows us to further develop the machine tools sector.

This is how the Lugheze Utensileria e Macchine project began, a division that now relies on steady turnover and a company structure dedicated to offering our clients products and services with added value.

Each day, we try to be prepared to manage change, or rather respond with promptness and quality and provide a service to meet the increasingly complex needs of our clientele in search not only of suppliers and products, but partners and solutions.

### MAIN SERVICES

- Pre and post sales support and consultancy over the phone
- Technical, mechanical and electrical support intervention on new and used machines
- Scheduled technical intervention
- Installation and start-up of machinery and tools
- Technical demonstrations
- Programming and training courses
- Management and financial consultancy on leasing, regional, national and European contributions
- New and used leasing contracts made to measure.

### MARKING SECTOR

Over time, we have developed a marking sector, in particular regarding micro-percussion, with dedicated resources within our structure, an internal laboratory for repairs and a direct importation channel for national distribution.

We are therefore capable of dealing with every type of problem relating to marking and the identification of parts manufactured by our clients.



Modular marking systems



Tool disintegrator



CNC turntables

Exclusive importer for Italy



Exclusive importer for Italy



## THE WICKER BRAND

The Wicker brand is the result of decades of experience in the machine tools sector. For over 30 years we have been working in mechanic workshops: our mission is to fully understand our clients' needs and search for products and services to increase their competitiveness.

The Wicker brand is synonymous with continuous research into products that maximise the quality/price ratio, to give our clients more reliable tools at a competitive price. A winning formula, as demonstrated by the success of this brand on the market in recent years.

## IN LINE WITH TECHNOLOGICAL EVOLUTION

Lughese Utensileria e Macchine has always focused its attention on the challenge that continuous technological development imposes on every business.

This is why we are always searching for new markets and sales channels and why we are still constantly searching for new products and services to increase our clients' competitiveness.

Our new website, [www.lughese.com](http://www.lughese.com), allows you to visit the range of new and used machinery with the relevant technical data sheets, view the brands available, access our suppliers' websites, and thanks to the technical support section, ask one of technicians to visit your site for intervention purposes.

[www.lughese.com](http://www.lughese.com)





## WWW.LUGHESE.COM - E-COMMERCE

### V-Catalogo for tablet

Our Shop@Tool is enriched with the V-Catalogue tablet application.

V-Catalogue allows you to browse our catalogues on a tablet and directly order all the products, without wasting time.



### B-Rex for PC

- Checks availability and stock
- Delivery time optimisation
- Order tracking
- Open quotes and order history
- Association between our and your code.



# www.lughese.com

### HOW TO ORDER

#### Telephone

+39 0545 31905  
Monday-Friday: 8.00-18.30  
Saturday: 8.30-12.30

#### Fax

+39 0545 32055

#### E-mail

info@lughese.com

#### Internet - Shop@Tools

www.lughese.com  
From PC: B-Rex  
From tablet: V-Catalogue



### MANAGEMENT

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