

## TESTIMONIAL

### Customer Q&A – Enhancing productivity at FRITZ LANDOLT AG

We caught up with Jens Paul, Head of Technology and Maintenance at FRITZ LANDOLT AG, to talk about why they chose an automated waste handling solution from Lundberg Tech, the benefits it provides, and what plans are in place to purchase more as their operations grow.

#### Can you give us an overview of your business?

FRITZ LANDOLT AG is a Swiss company that specializes in temporary surface protection for all tradespeople, conversions, and extensions, worldwide. Our products include covering tiles, carpet slip, and soundproofing for interior finishing, as well as geosynthetics for exterior use.

#### What types of production machines do you use?

Our production covers two main stages. The first is creating the base material for our products, such as non-woven fibres. The second step involves laminating and coating to give our products the right properties.

#### Why is automated waste handling important?

Particularly for the second step in our process, an automated waste handling system is essential. It would otherwise be very inefficient, resource-intensive, and time consuming to manage the waste from our production machines. Manually handling waste also comes with safety issues, and we would never put the wellbeing of our employees at risk.



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Furthermore, our recycling partner charges us based on volume of waste removed. An automated waste handling system gathers, cuts, sorts, transports, and compacts the waste very effectively, helping us to keep costs to a minimum and productivity high.

**You previously used a competitor's waste handling solution. What was your experience of this?**

The original Granulator we used couldn't handle the adhesive coatings. It would often become clogged, which was difficult and time consuming to fix. Production would have to stop while this was being done. Additionally, the provider went out of business, which meant getting hold of spares, resharpening blades, or other maintenance requirements was very challenging.

**After this, you reached out to Lundberg Tech to improve your waste handling system. Why did you choose them and what was the outcome?**

Whenever we source a new partner, we conduct a thorough research process. Lundberg Tech was clearly a reliable and respected provider of waste handling systems. The innovative part of their solution for us was to include an oiler with their GR80MS Granulator.

This solved our clogging problem and kept the knives sharper for longer, which increased our productivity significantly. We were able to conduct maintenance ourselves, and Lundberg Tech was always on hand with technical support if ever needed.

**Later, you purchased an All-in-one TrimCompactor 200 waste handling system from Lundberg Tech. Can you tell us about this?**

At the time, we were updating part of our production process with new, state-of-the-art equipment. This included an end-of-line machine from MATTHYS. We needed a waste handling system that would help us to get the most value possible from our investment.

With Lundberg Tech's help, we chose the TrimCompactor 200, which has been perfect. To

ensure our production could continue 24/7, they even provided us with coated components, which ensured no adhesive material sticks to the equipment.

It is safe to say that the TrimCompactor 200 has increased our productivity enormously.

**In what ways has Lundberg Tech proven itself to be a valuable solution provider?**

The team at Lundberg Tech is a pleasure to work with. They are always friendly, helpful, and – importantly – very customer-oriented.

We are very satisfied with our machine and the service and support that comes with it, especially during the installation and setup phase. They have done a really good job.

**Any more plans for the future?**

We are expanding and will soon be setting up a new production factory to meet growing demand for our products. Based on everything I've mentioned here, Lundberg Tech's automated waste handling solutions will certainly feature as an integral part of our new facilities.



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