


# AWISA THE MAGAZINE

FOR THE CABINET, JOINERY, FURNITURE, TIMBER AND PANEL INDUSTRIES



PUBLISHED BY THE AUSTRALIAN WOODWORKING INDUSTRY SUPPLIERS ASSOCIATION LIMITED





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# AWISA THE MAGAZINE

Published by the Australian  
Woodworking Industry Suppliers  
Association Limited  
ABN 44 134 548 253

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advertising enquiries are welcome.

## DEAR READER,

In our last edition AWISA announced plans for a revitalised exhibition in July 2012. At the time of going to print with this edition our formal procedure of asking for early bookings from our members was not quite complete. However, I can tell readers that well over half the space at AWISA 2012 has already been booked and contracted.

As at recent AWISA exhibitions we have substantial bookings from machinery companies such as Altendorf, Homag and The Wood Tech Group, and for 2012 we welcome back Biesse as a major exhibitor. In the new AWISA-Design area we have substantial bookings from hardware and materials suppliers such as Blum, Hettich, Lincoln, Nover and Polytec, and we welcome back Hafele as a major exhibitor and The Laminex Group as a new major participant. Even though AWISA 2012 is eighteen months away, we can state with confidence that the show will again be a great meeting place for everyone in the industry.

With this edition we have completed our first full calendar year of publication. AWISA appreciates the positive feedback we have had from readers, and as always, we welcome comment about editorial subjects you would like us to cover.

This edition covers many of the regular topics you will have come to expect in the magazine, and we welcome a new contributor, Dr Bernard Carey of Champion Legal who writes on legal matters. Perhaps appropriately for an end of year issue at the approach to summer holidays, we have two travel related articles. One covers furniture maker Anton Gerner's recent trip to New York and we learn of the design inspirations that Anton got from his travels. At the other extreme, we learn about our Contributing Editor John Halkett's unusual travel interest – his involvement in the Virgin Galactic space travel program. We hope you enjoy reading both the serious and the light side of this Summer edition, and that you have a great festive season and new year.

## GEOFF HOLLAND

General Manager  
Australian Woodworking Industry  
Suppliers Association Limited

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Plus other industry news and product news.

# space

## Routers to rockets – yes you can



**FEEL LIKE A CHANGE** from day-to-day cabinet making and joinery – from the router and edgebander – what about a trip to space – really, no joking!

In what spare time he has, AWISA – The Magazine’s Contributing Editor John Halkett is not only a space enthusiast, but one of Australia’s select group of Virgin Galactic Accredited Space Agents. This role includes the ability to sell sub orbital space flights to aspiring astronauts.

John and his partner, leading travel industry identity Maxeine McKeon have recently returned from the United States of America where, along with other Accredited Space Agents from around the World, they participated in a Virgin Galactic space travel program that included getting an update on space travel development, visiting the White Sands Missile range in New Mexico – the birth place of the US rocket program - plus carrying out an inspection of construction at Spaceport America that will be the World centre for future civilian space travel.

### **a ‘mother ship’ and space ship powered by a hybrid rocket motor.**

John says the revolutionary Virgin Galactic space program is based on a modern ‘air-launch’ system as opposed to the NASA ground launch solid rocket fuel system essentially developed by the Germans in the 1940 as part of their V2 rocket program.

“Sir Richard Branson’s Virgin space travel system consists of a ‘mother ship’ and space ship that is powered by a hybrid rocket motor.”

“This type of rocket system offers important safety and environmental advantages over solid fuel systems, including the ability of pilots to be able to shut down rocket motors at any time and return safely back to the runway,” says John.

Virgin Galactic’s SpaceShipTwo will accommodate six passengers and two pilots

and is big enough to allow for an out-of-seat zero gravity experience as well as plenty of large windows for amazing views back to Earth.

The mother ship – WhiteKnightTwo is the largest carbon fibre aircraft yet built and has a 45 metre wingspan. Each of its two fuselages are in effect replicas of the spaceship fuselage and will allow aspiring astronauts to experience and train in the typical G-levels they will encounter during their SpaceShipTwo flight.

So with the opportunity to be among the first 500 non government funded people on planet Earth to venture into space fast closing as ticket sales surge, you could give your router a rest, journey to Spaceport America, travel into space returning as one of the new breed of astronauts at the dawn of the next phase of human exploration of space. If that sounds like you give John a call on 02 9356 3826 (when he is home on Earth). ■



Opposite page: WhiteKnightTwo and SpaceShipTwo during a recent 'captive carry' test flight over California.

Left: Sir Richard Branson and John Halkett sharing the vision of getting 'ordinary' people into space.

Below: AWISA's space man John Halkett checking out military rockets at the White Sands Missile Range in New Mexico.

Bottom: Maxeine McKeon and John Halkett inspect construction progress at Spaceport America.



by Jim Bowden

## sustainability and 'piece of mind'

# When you're on a good thing... stick to it!

**FURNITURE MANUFACTURERS** and cabinet makers have warmed to a wood industry consumer awareness campaign warning of the dangers of using non-compliant imported products. The initiative undertaken by the Engineered Woods Products Association of Australasia across Australia, New Zealand and the Pacific region, targets increasing imports from Asia of flat pack shelving and other furniture components that are consistently failing standards for formaldehyde emissions.

The cornerstone of the campaign is the distribution of more than 150,000 adhesive labels that carry a 'piece-of-mind' assurance that panel products have been independently tested and certified for low emission by the EWPA. The association operates National Association of Testing Authorities (NATA) laboratories in Brisbane and on the Gold Coast. Tests on unlabelled random samples of Chinese flat pack furniture components have revealed formaldehyde emissions up to 10 times higher than the Australian-made equivalent.

The labels have been widely distributed to members of the Furnishing Industry Association of Australia and chief executive Martin Lewis says the message is hitting the target – importers, manufacturers, joinery shops, renovators and the consumer.

"This is a worthy and valuable campaign for the Australian industry," says Greg Miles, general manager of Marquis Building Products, an FIAA member producing bathroom furniture that won this year's World Environment Day Silver Sustainability Award.

"Every consignment of our cupboards and vanity units prominently displays the EWPA green label – on top of the wrapping and attached to the product – announcing to the builder, plumber, carpenter and consumer that this is the good gear," Mr Miles said.

"We are attaching between 250 and 300 labels to our products every week and this is linked to a huge renovation market, so the general consumer gets the message as well. If we get an order from, say, Harvey Norman Commercial for delivery of 150 cabinets, then each cabinet carries a sticker which means they are spread right across the building site or the house."

Mr Miles said shoddy bathroom components were mostly imported from China. "It's time governments legislated against this dangerous junk," he said.

Marquis Building Products, based at Taylors Beach, 53 km north-east of Newcastle in the Hunter region, distributes products throughout New South Wales and southeast Queensland.

Marquis, where possible, sources all raw products from Australian manufacturers and all aspects of production comply with stringent Australian standards.

"As a manufacturer of processed timber furniture, we are presented with certain environmental challenges," Mr Miles said.

"We have adopted an environmental management program as a framework to achieve our goals for sustainable production."

The company regularly travels to Europe

to inspect major manufacturing plants and research technology which is at the cutting edge of efficiency and innovation. Application of this technology has reduced waste, production costs and manufacturing time.

FIAA's Martin Lewis said the furniture industry was gaining new strength from the partnership with EWPA. "The furniture industry is promoting the security, quality, design, style, environmental and sustainability and health benefits of its Australian products," he said. "This is also aimed at the increasing 'green' side of consumers with information on environmental practice and social and workplace issues. Australian-made furniture can only succeed by educating the consumer on real, rather than perceived value. Our products are built with high quality sustainable timber, designed to get better with age." ■

Below left: The EWPA 'green label' on bathroom furniture produced by Marquis Building Products delivers a 'peace-of-mind' message for consumers.

Below: Marquis principals with their Silver Sustainability Award. Paul Grey, managing director, Jennifer Grey, director, and Phillip Grey, sustainability manager.



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## Brand new state-of-the-art facility for Blum Australia head office



Blum Australia's head office has spread its wings with a purpose built 6297m<sup>2</sup> warehouse and showroom located in the new Len Waters Estate, New South Wales. The state of the art facility is completely operational and the showroom is now open.

Blum's new premises bring state of the art, European style warehousing to Australia. The additional warehouse space and automation provides the tools to service the Australian market better than ever before.

Blum, along with its distributors has grown to be a dominant player in the cabinet hardware market. Blum is no longer known only to kitchen manufacturers and retailers, but is now a brand recognised by consumers as a sign of innovation and quality. Blum's facilities signal the growth the brand has experienced in the last ten years.

"The new high bay automated warehouse means Blum is perfectly positioned for the future with the ability to cope with growth in stock holdings as well as an expanding product range" says Blum managing director, Brett Ambrose. "Our logistics centre now matches the innovativeness of the Blum brand. We have strongly demonstrated a commitment to the local market looking for good service as well as quality functional products."

While distribution and logistics are important, the location next to the motorway still ensures accessibility for designers, specifiers and consumers wishing to experience Blum products. Continual innovation has meant the showroom has grown to cope with an expanding product range and accommodate product displays to their full potential.

Leading the development was Chris Hosking from Hosking Munro Architects. "It was always going to be difficult to sell the idea of a thirty metre high industrial building. We realised we had to convince the planning authority that we were not going to create a monster. Now that the building is complete it fits into the landscape easily and once the trees grow up around it and the other buildings on adjacent sites are finished, they will help to give it scale."

Apart from the Swisslog automation system, the Blum office building boasts a lightweight energy efficient wall façade system, solar hot water and sophisticated lighting control system for energy effective control of lighting using motion detectors and light level sensors with an integrated control system. The light fittings have generally low energy lamps that are controlled with a high level of flexibility to minimise energy usage.

Blum now has first rate facilities in Australia to promote its products and provide an aid to the growth of the industry. A team of industry acknowledged experts has been assembled to provide training and expertise to the trade, specifiers and consumers alike.

"Of course, we continue to maintain our strong focus on showroom and training, like we have in our other new showrooms", comments Blum national sales and marketing manager, David Noakes. "We have a Dynamic Space galley kitchen and L kitchen on display along with our program displays. Additionally Blum has a comprehensive training room and look forward to the arrival of a Test Drive Kitchen."

Blum's new facilities will provide both the

manufacturing and design communities a chance to learn, experience and understand the Blum product portfolio. Consumers are encouraged and welcomed to view, experience and talk about Blum's latest products and their kitchen layout prior to visiting their cabinetmaker.

Brett tells, "It has been wonderful to see the company grow internationally and I am proud to say that we have done our part in Australia to be just as successful. We have been able to provide a stable and reputable company in Australia that replicates the culture and forward thinking of head office in Austria".

The official opening was celebrated with over two hundred industry professionals from around Australia on Saturday 21 August, 2010. Blum owner, Gerhard Blum wished the Blum Australia team all the best and good luck at their new premises. The milestone occasion was marked with a special gift; a framed technical drawing of Julius Blum's first horseshoe studs, mounted with a horseshoe for luck.

Building statistics:

- Land area of 22 000m<sup>2</sup>
- Two water tanks holding two million litres
- 30 metre tall high bay warehouse
- 265 metres of conveyor
- Two ergonomic pick stations with lift tables
- Three high speed pallet cranes, each completing 36 double cycles per hour

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by Geoff Bills

# Outlook

## NEW housing



### Geoff Bills

Geoff Bills is an independent economist with long experience analysing and forecasting economic activity in Australia.

**DESPITE STRONG POPULATION GROWTH**, the volume of work done on new housing has until recently remained remarkably flat.

As Chart 1 shows, it was running at an annual rate of \$36.5 billion in 2007/08 and \$36.4 billion in 2008/09. And the rate of construction increased by only 3 per cent to \$37.5 billion in 2009/10.

That is surprising, because population growth is clearly a main driver of demand. If there are not many more people in a city, a state or a country, you don't need many more homes; but if there are, you obviously do.

And Australia's population has been increasing rapidly. Over the three years to March 2010, population increased by an average of 428,000 a year, compared with 302,000 a year in the previous three years, and with 209,000 a year in the three years to March 2000, a decade earlier.

### NEED FOR NEW HOUSING

Although population is one of the determinants of the need for new housing, it is not the only one.

As societies grow richer, some families decide they want a holiday home. I estimate that, between 2001 and 2006, the number of holiday homes in Australia increased by 22,000 a year, accounting for 13 per cent of all new dwelling starts. Over the previous five years, holiday homes grew by only 5,000 a year, accounting for about 4 per cent of total starts.

We need new homes, too, because we demolish so many old ones. Between 2001 and 2006 we knocked down some 25,500 homes a year, accounting for nearly 16 per cent of total dwelling starts.

So when some say, as they do, that we have not been building enough new homes to cater for our growing population, they are seriously underestimating the shortage.

Chart 2 shows what we believe to be the true requirement for new homes each year since 1990, and compares these needs with actual housing starts. These estimates of need include population and household growth, demolitions and holiday homes.

Three things are worth noting. First, that starts are

highly volatile, ranging from 115,000 to 180,000 a year. Second, that the two series often move in opposite directions: when needs are rising starts are often falling, and when needs are falling starts are often rising. Third, needs have in recent years risen way above starts.

The main reason for this is that whereas demand often increases quickly – with a surge in immigration or a sharp reduction in interest rates – supply is slow to respond.

It typically takes some four to six years to convert farmland, already re-zoned as residential, to completed housing. Land for infill housing in the inner suburbs is difficult to get and slow and costly to develop. So by the time new supply comes onto the market to satisfy the build-up of past needs, current needs have often fallen away.

If we choose a past period when supply and requirements were about equal, and measure the difference between the two in each of the following years, we can estimate the extent to which there is pent-up demand or over-supply.

This is done in Chart 3, which shows pent-up demand in each state and territory, at June 2010, in terms of how many months of supply, at the rate of housing starts in 2009/10, it would take to satisfy the pent-up demand.

It is clear from the chart that there is pent-up demand in every state, and that the shortage of housing is most acute in the Northern Territory, New South Wales, Queensland and Western Australia.

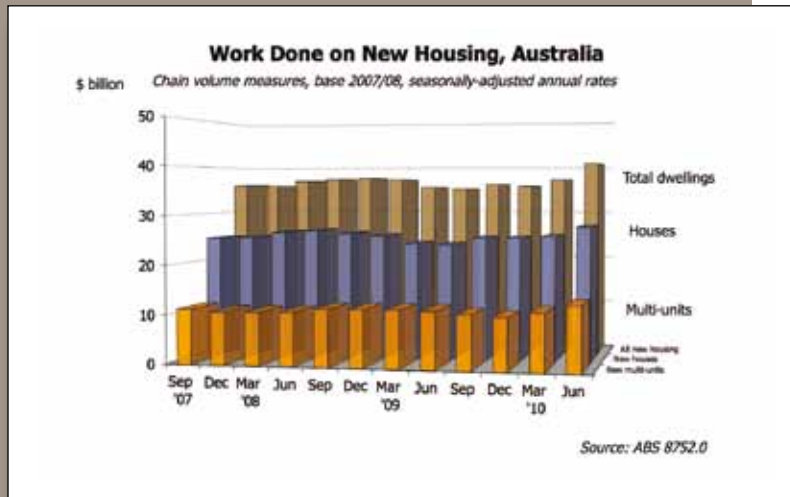
These estimates of the need for new housing and of the extent of pent-up demand are useful aids to forecasting; but they do not tell the whole story.

### AFFORDABILITY OF HOUSING

Although there may be a need for more housing, unless people can afford to pay for it, it will not be built.

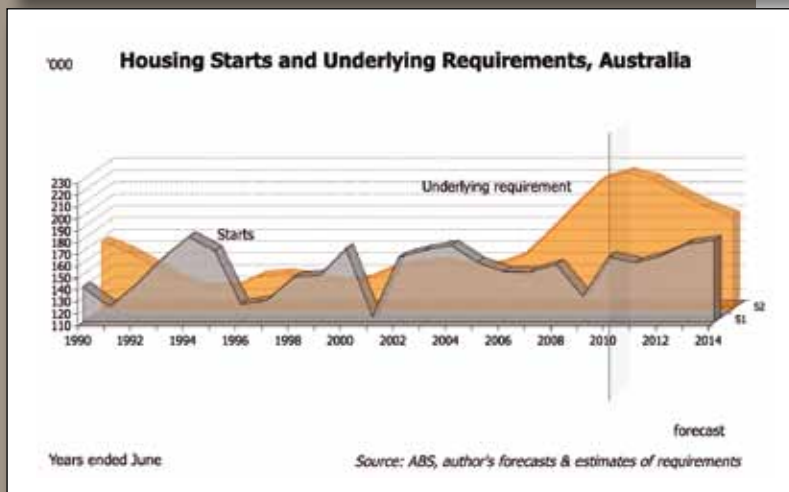
Affordability is usually measured by the proportion of family income spent on housing. Chart 4 measures this relationship between income and loan repayment, but expresses it as the ratio of income

1



Although population is one of the determinants of the need for new housing, it is not the only one.

2



to loan repayment so that a rise in the ratio shows improved affordability.

As the chart shows, affordability has been trending downward since 1980; and with rising home prices and interest rates it was, in the June quarter of 2010, slightly below its long-term trend level.

Poor affordability is dampening demand at present; and with interest rates likely to rise by about one percentage point in the year ahead, will remain a dampener.

#### CONFIDENCE

A final and important influence on demand is consumer confidence: even if population is growing and housing is widely affordable, if people are concerned about their ability to meet loan payments, they will be reluctant to sign contracts.

Confidence slumped in the global financial crisis, depressing demand. It has since recovered, remains well above its long-term trend level, and should stay high.

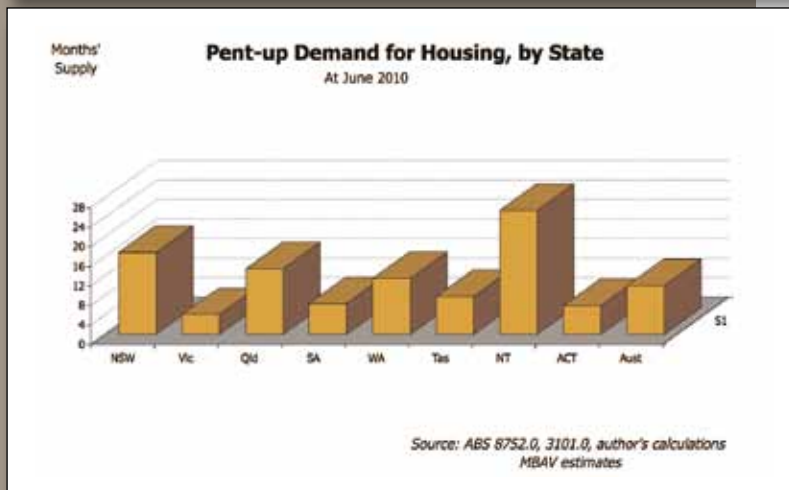
#### FORECAST STARTS

Dwelling starts were running at an annual rate of 179,600 in the first half of 2010.

In recent months, however, with government grants to first-home buyers scaled back and affordability a growing problem, building approvals have been falling. Starts will have fallen by about 12 per cent in the September quarter, and are expected to stay at around that level in the December quarter, reaching 169,000 in calendar 2010: up 22 per cent on 2009.

The year ahead will see a battle between pent-up demand, driving growth, and deteriorating affordability, depressing it. My forecast, of 163,000 starts in 2011 and 168,000 in 2012, tips affordability in the short term but backs pent-up demand to win in 2012. ■

3



4



Below: Delegates enjoying very cold pre-dinner drinks at Coronet Peak.

# “You have to be mad to be a Nover Star Partner”



**THAT WAS THE REACTION** of one of Nover's Star Partners on arriving in Queenstown on Saturday 21 August for the four days of the Nover Star Partner Conference. The comment was made because of the unusual way in which delegates were transported from Queenstown airport to their hotel. Coaches greeted each of the flights arriving from Australia and the drivers were most insistent that delegates were wearing warm clothes. That should have made delegates a little suspicious. But none would have guessed that “the scenic route” that the drivers said they were going to take was not the 6 kilometre road route but involved a drive of only a few hundred metres direct to the shores of Lake Wakatipu, where passengers were off loaded onto jet boats.

All 290 delegates experienced the drama

of travel by large jet boat. They headed away from Queenstown down the Kawerau River, where the boats stopped briefly by the shore for passengers to be greeted by a Maori welcoming party. After a number of 360 degree turns – the signature trick of the tourist jet boats - delegates were sped back up the river and down the lake to the wharf at Queenstown, by which time the buses were waiting to take them to the hotel. A truly memorable way to arrive at a conference.

The Nover Star Partner Conference is the main feature of Nover's Star Partner programme. The programme is an incentive scheme that encourages Nover's key customers to reach certain sales targets over a 12 month period. In addition to normal conference activities, the Nover Star Partner Conference provides great networking opportunities for delegates.

They find the conference valuable in that they meet others in their industry, often from other parts of Australia. They learn from each other, gaining knowledge and insight into the ways others run their businesses.

Steve Cowley, managing director of Nover said: “The Star Partner programme is a very important part of our business and is the way we both encourage and reward our customers. We encourage them throughout the year to reach the targets that we agree with each partner at the beginning of the period, and the reward is the trip to four fun filled days at the conference.”

“We include a number of dinners and other functions throughout the conference, but also include enough free time so that delegates can pursue their own interests. The

Jet boats carried delegates from the airport to Queenstown.



A Maori welcoming party greeted each jet boat.



Delegates listening to a presentation at Walter Peak Station. TSS Earnslaw is in the background.





Queenstown conference naturally appealed to the skiers among our Partners, but was equally appreciated by those Australians attending who had never seen snow. The programme is also important in providing the opportunity for our sponsoring suppliers to get to know our key customers in a relaxed environment," he said.

The companies that sponsored the Nover Star Partner Conference included Formica, Hettich, Platinum, XO, Clark Sinks, Consolidated Veneers, Hideaway Bins by Kitchen King, Rehau and Roxx.

The welcoming function on the Saturday night was sponsored by XO Interior Systems. The main road through Queenstown was closed temporarily so that the delegates could walk as a group from the Millennium Hotel to the Pig & Whistle pub in the centre of Queenstown. The next morning Formica sponsored a four hour round trip on the TSS Earnslaw, the almost one hundred year old coal fired steamer that cruises Lake Wakatipu. The trip included an entertaining tour of Walter Peak Station, a famous sheep station on the shores of the lake that until recently could only be reached by water.

The prize for the coldest function went to the Hettich sponsored function at Coronet Peak ski field. The pre-dinner drinks were served outside and one attendee commented



that it was the only occasion that he could recall the beer getting colder the longer he held it. Attendees were entertained by a snow boarding demonstration and by a demonstration of sheep dogs working in snow. The final function, sponsored by Platinum, was held in the Skyline Restaurant that looks out over Queenstown and is accessed by travelling on the Skyline Gondola. Both evening dinners were held in perfect weather that provided magnificent views. As a delegate commented during the conference: "I'd seen the ads for adventure tourism in New Zealand and I had heard about the mountains – but I didn't realise that it was so spectacular."

After the conference Nover received many emails from delegates expressing their enjoyment of the event. Comments ranged from: "Had a great time in Queenstown, really enjoyable, great bunch, well organised," to: "I really don't think I could express in words just how much we enjoyed ourselves and how much we appreciate all that you did for us and the rest of the delegates." The reaction of delegates was probably best summarised by the following email: "From the minute we arrived to the minute we left we were amazed by the spectacular scenery, the warm and friendly people and the wealth of activities we could and did enjoy. We tried to pack so much into our short stay that we came home

Left: Steve Cowley, managing director of Nover, addresses delegates at the Nover Star Partner Conference.

Above: Richard Abela, managing director of Hettich Australia, addresses the delegates at the Hettich sponsored Coronet Peak function.

exhausted but determined to return for an extended stay."

The next Nover Star Partner Conference is to be held at the Club Med resort at Nusa Dua in Bali from 3 – 7 September 2011. Nover's marketing manager Helen Dowling said: "We look forward to seeing our Star Partners next year in Bali. We know that some of our Partners get to know Partners from other areas of Australia and look forward to seeing them at each conference too. Bali will be a lot different from Queenstown. We certainly won't be needing to supply thermal jackets and beanies!"

Nover welcomes enquiries from both existing and new customers about the Star Partner programme. Interested companies should contact Helen Dowling on 1300 668 371 or at [h.dowling@nover.com.au](mailto:h.dowling@nover.com.au). ■

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FOR LOOKS THAT WORK



## Local, native timbers, striking colours and distinctive characteristics

### Distinctively Top End quality furniture

**QUALITY HAND-MADE** furniture, equal to anything produced elsewhere in Australia comes as a bit of a surprise in Darwin. Perhaps it shouldn't, but while the Top End is renowned for its outstanding aboriginal art - no doubt about it - fine wooden furniture hasn't exactly been in the headlines.

Darwin's Woodmasters crafts a wide variety of custom-made furniture and free-form sculpture that would sit more-than-comfortably in the trendy fashion precincts of Melbourne or Sydney.

According to master craftsman owner Peter Cholmondeley, Woodmasters can design and manufacture outstanding furniture pieces that are not available in ordinary furniture stores. Often using timber available only in the Top End or specified by clients, original one-off pieces are their passion. "Its furniture made to last - as a family heirloom or feature piece - with traditional workmanship and quality."

Woodmasters produces a distinctively Top End wooden furniture style that is in stark contrast to the mass produced items that populate retail furniture chains. "We are a far cry from the giant department stores offering mass-produced goods, using energy consuming practices and impersonal processes," says Peter.

"All of our craftsmanship follows the tradition of fine furniture. Tried and proven techniques combined with modern glues and lacquers ensure that our furniture will last many generations."

The use of local native timbers, many endemic to the Northern Territory, like ironwood, swamp bloodwood and Darwin black wattle, with their striking colours and distinctive characteristics are stand-out features of the work.

Peter says whether clients are after a contemporary dining set, a replica of their grandmother's chaise lounge, or something inspired by an overseas trip, Woodmaster's furniture is made specifically for those who want quality furniture that is built to last a lifetime.

Together with his sons Chris and Jamie, Peter has been running their Darwin furniture and sculpture making business since 1982. Over that time they have turned out hundreds of stunning pieces of handmade domestic, commercial and commissioned furniture and sculptures.

Growing up on a farm in southern New Zealand, Peter was surrounded by plenty of space and loads of tools. This instilled an inquisitive desire to create along with a love of nature which is explored through his designs and manufacturing skills evident in his work. Over the years the business has built an outstanding reputation of quality product and reliable service.

"We can work in any style, traditional through to minimalist modern," says Peter. "If you have your own ideas about design, we will assist you to turn an idea into practical reality."

Woodmasters have been involved with many different Top End commercial fit-outs like the Sky City Casino and Shenannigans Irish Pub. "Much of our work now comes from word-of-mouth referrals, including pieces that have gone to Brunei and Government buildings in East Timor."

Woodmasters furniture and sculptures can be crate-packaged and sent anywhere in Australia. Contact them on 08 8981 1803. ■



Master craftsman Peter Cholmondeley (right) with son Chris ... designing and manufacturing outstanding furniture not available in ordinary furniture stores.

Peter says his drive and inspiration come in large measure from Australian native timbers and while much has changed over the last thirty years one thing has never wavered and that is Peter's pursuit for quality, exquisite craftsmanship and attention to detail of his work.

Peter also runs the Territory Colours gallery shop in downtown Darwin not only to showcase his work, but also outstanding paintings, handmade jewellery, glass and ceramics by well credentialed local artists. "So this is no ordinary furniture store - it is a beautiful space full of creativity where you can purchase a readymade piece or talk about having a piece specially designed and made for you."



Above: Striking, distinctive furniture style that is a stark contrast to the mass produced items that populate retail furniture chains.



Left: Sculptures showcasing local native timbers with their striking colours and distinctive characteristics.



Featuring native timber, it is furniture made to last - as a family heirloom or feature piece - with traditional workmanship and quality.



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## New Formica campaign – for looks that work

A world of interior design opportunities is brought to life by Formica in a new campaign launched in September 2010.

With over 60 years in the Australian market, Formica is globally recognised as providing adaptable, accessible and fashionable surface solutions. With proven quality and reliability, Formica provides a choice of modern decors suitable for a diverse range of domestic and commercial applications including benchtops, doors and panels, wardrobes and commercial furniture.

Following the recent release of 15 contemporary colours and new gloss panels to its surfaces range, Formica sought to demonstrate how its extensive product portfolio can be used to craft stylish, affordable interiors.

Formica is showcasing its wide-ranging integrated solutions in striking new photography. Formica benchtop surfaces, melamine doors, vinyl doors, gloss panels and wardrobes feature in the designs, which demonstrate the modern looks and functionality that can be achieved in a variety of applications. The designers selected a range of today's most

popular colour palettes for the imagery, showcasing the long-lasting appeal of the Formica colour collection and the way the decors can be used together to create a harmonious, integrated design.

Formica Marketing Manager, Tim Van de Ven, is proud to reveal the photography and new brand look to the market and believes it will help consumers, specifiers and designers visualise Formica in application and assist them in selecting their surface solutions for their next project.

"The campaign reveals the unlimited potential of Formica for decorative surfaces. The photography helps our customers see the stylish and modern results Formica can help them achieve," Van de Ven said.

In addition to new images, Formica will be featuring updated brochures and an all new website, all supported by magazine, radio and outdoor advertising. Visit [www.formica.com.au](http://www.formica.com.au) to find out more about Formica, view the new brochures and find information on stockists.

FORMICA  
[www.formica.com.au](http://www.formica.com.au)



by Anton Gerner

# travel

## Inspiration in New York

**Anton Gerner** is a Melbourne fine furniture designer and maker who specialises in individually designing and making modern contemporary furniture to order using Australian solid timber and veneers.

Seven days  
inspiration and  
3000 photos

**WHILE THERE** is no need to write about how great New York City is, I thought I'd share with you some of the things I found inspiring on a recent visit to this city. With only seven days to see New York, I mainly focused on the things that interested me: galleries, museums, shops and architecture.

Firstly the galleries and museums - New York is full of them, some of which hold the finest collections in the world. While I visited many, the highlights for me were The Metropolitan Museum of Art, The Guggenheim Museum and The Museum of Modern Art. Although the art collections in these three museums were amazing, due to the limited time I had, I decided to concentrate on viewing the decorative arts - especially the furniture collections.

### The Metropolitan Museum of Art

The Metropolitan Museum of Art, known colloquially as The Met, is located on the eastern edge of Central Park. It is one of the world's largest art galleries and its permanent collection contains more than two million works of art, divided into nineteen curatorial departments.

On the day I visited The Met I only had one afternoon, but could have easily spent two days there. With a whole museum full of antiquities, I decided to focus on the furniture, where I found display case after display case (Pic 22) with every kind of piece imaginable. There are whole rooms full of various pieces of Shaker furniture, medieval furniture, Biedermeier furniture, American furniture, and European furniture. But for me the highlight was seeing a number of Art Deco pieces by Ruhlmann, which I had only ever seen in books. (Pic 3) The Ruhlmann cabinet made from Macassar Ebony (Pic 8) had the most intricate Ivory inlay work I have ever seen. I also liked the proportions of one of the Ruhlmann chairs. To see these pieces was a treat and I was lucky enough to photograph them in detail (Pic 9, 10 and 19).

Another highlight was the Frank Lloyd Wright room (Pic 11) - a complete interior, including furniture lighting and interior fittings.

### Solomon R. Guggenheim Museum

One of the best known museums in New York, this distinctive building (Pic 12), was designed by Frank Lloyd Wright and is located in Fifth Avenue overlooking Central Park. The Guggenheim is Wright's last major work, which opened in 1959, six months after his death. Although I had seen many photos of this building before I was very surprised to find this building was a lot smaller than I imagined. The interior space sure was impressive (Pic 13), as was the dome (Pic 14). To be honest on the day I visited I was more impressed with the building than the exhibitions that were showing.

### The Museum of Modern Art (MOMA)

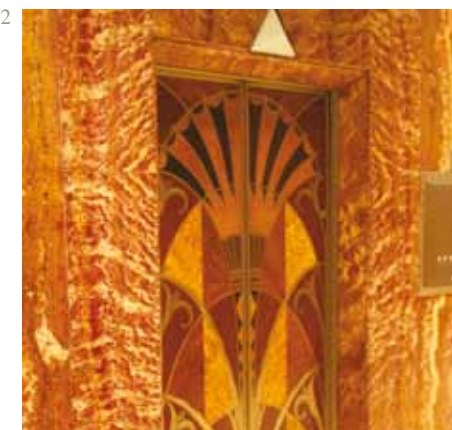
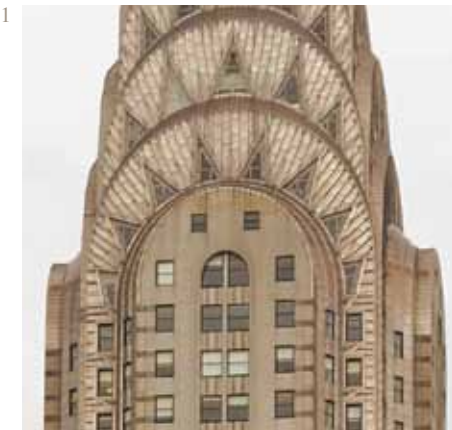
Again, I only had limited time here so I concentrated on the decorative arts, where I saw chairs by George Nakashima, Charles Rennie Mackintosh and Josef Hoffmann. Of course the art collection is amazing too, with rooms filled with Picasso paintings!

Japanese architect Yoshio Taniguchi designed the building, which opened in 2004. The scale of it and the vast open interior light filled spaces impressed me. MOMA also has a fantastic book and gift shop. The range and quality of the products was amazing.

### Buildings

I am big a fan of Art Deco, so when visiting New York had to see as many Deco buildings as I could. I was particularly interested in architectural details - wall lights, bricks and entrance foyers. I find these sort of details provide me for inspiration in my own furniture design.

The Empire State (Pic 5) is must see for Art Deco fans. The 102-story skyscraper at the intersection of Fifth Avenue and West 34th Street was built in 1931 and its observation





4



5 deck offers a complete view of the city. I was very impressed with the foyer, interior detailing (Pic 4) and quality of finish. The Empire State Building is apparently one of the World's most recognisable buildings.

6



The Chrysler Building (Pic 1) is another Art Deco delight. Located on the east side of Manhattan at the intersection of 42nd Street and Lexington Avenue, it was the world's tallest building for 11 months before it was surpassed by the Empire State Building in 1931. The Chrysler Building is considered a masterpiece of Art Deco architecture. The distinctive ornamentation of the building is based on features that were used on Chrysler automobiles. The corners of the 61st floor are graced with eagles; replicas of the 1929 Chrysler hood ornaments and on the 31st floor, the corner ornamentation are replicas of the 1929 Chrysler radiator caps. Although this building is not open to the public, the grand foyer is. The lavish use of expensive materials used is stunning, as is the quality of workmanship. The elevator doors are a work of art (Pic 2) featuring a deco design in many timber veneers. (Pic 18) Detail of metal work around the entrance doors.

8



The Rockefeller Center or Rockefeller Plaza is a complex of 19 buildings, covering 22 acres, which was built in the 1930's by the Rockefeller family. It is located in the center of Midtown Manhattan, spanning the area between Fifth Avenue and Sixth Avenue. The center features NBC Studios, shops, offices and also amazing Art Deco Radio City Music Hall. I went on a tour of the interior and guess what? I photographed the toilets.

10

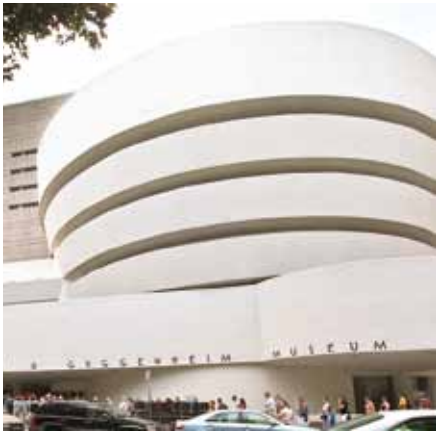


Apart from the actual Art Deco buildings, what impressed me most about The Rockefeller Center was the public art. (Pic 21). The buildings and public spaces work as one and it is clearly one of New York's most famous landmarks.

I spent a lot of time just walking around New York, looking at buildings, shops and houses. I really liked the buildings in So-Ho, where old warehouses have been converted to galleries, shops and apartments. Many new buildings have also been built between the old (Pic 15). So-Ho also is home to the world's largest number of cast iron fronted buildings (Pic 6). I visited a number of small furniture shops in So-Ho and a furniture gallery where I saw this interesting table (Pic 16).

Upper Eastside is the most affluent area ▶

12



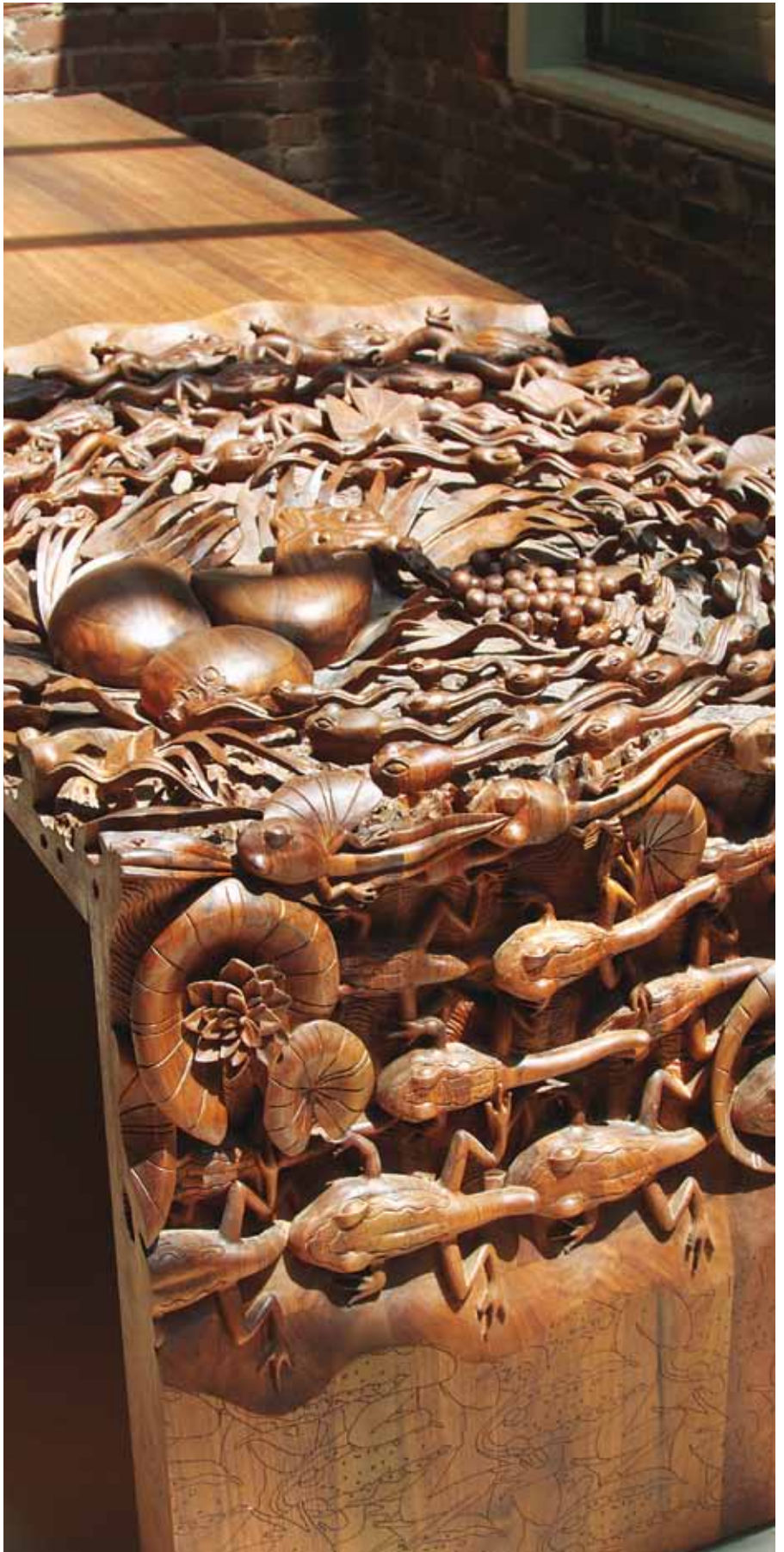
13



14



15



16



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► of New York City and also has some of the most expensive real estate in the world. This was a wonderful place to walk through and I admired the many apartment buildings and houses. This area also has many high-end galleries and antique shops. I visited the Delorenzo Gallery in Madison Avenue, which sells museum quality Art Deco furniture. Their collection includes many Deco pieces, including those by Ruhlmann and Eileen Gray. I asked about the price of one Ruhlmann cabinet and was told it was USD \$200,000!

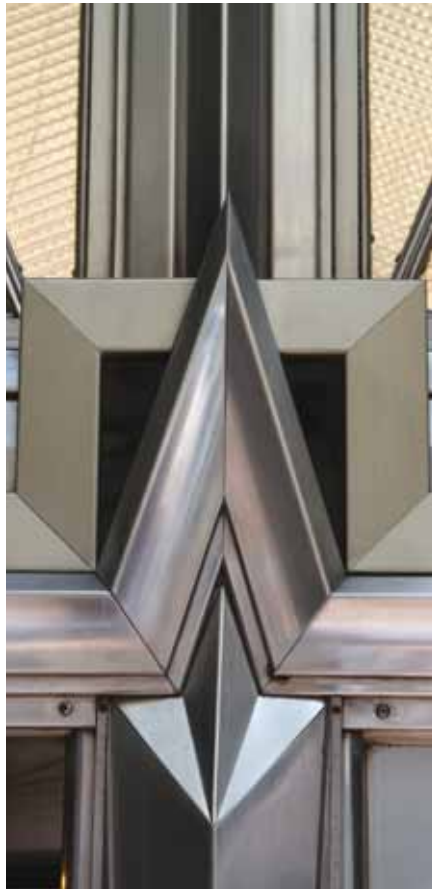
A ferry ride to Liberty Island sure is a nice way to spend an afternoon. With amazing views of Manhattan, the island of course features the Statue of Liberty. While most people were busy photographing themselves and the statue, I was again capturing details. I couldn't believe the detail in the copper work (Pic 20).

The Rizzoli bookstore occupies three floors of a historic townhouse at 31 West 57th Street in Manhattan. This is without a doubt the best bookstore I have ever been to for art, design and architecture books. The atmosphere of the shop is very relaxed and I found the staff very knowledgeable. They even offered to pack and ship my books back to Australia!

Throughout my visit to New York, not only did I look at furniture, buildings, shops and galleries, but also gardens, cars, bridges, trains, people and boats. So what inspiration did I gain from my trip to New York? To be honest, it was almost too much to absorb. There was so much to see in the time I was there. The Art Deco buildings were a highlight, but it was the architectural details that inspired me most. One such example is the bricks on this building (Pic 7). I took over 3000 photos in my 7 days in New York, which I am still going through now and finding inspiration for my work. ■

Links.

- [www.guggenheim.org](http://www.guggenheim.org)
- [www.metmuseum.org](http://www.metmuseum.org)
- [www.moma.org](http://www.moma.org)
- [www.delorenzogallery.com/](http://www.delorenzogallery.com/)
- [www.radiocity.com](http://www.radiocity.com)
- [www.rockefellercenter.com](http://www.rockefellercenter.com)
- [www.esbnyc.com](http://www.esbnyc.com)



“the machine has really helped with our productivity... we’ve nearly doubled our turnover”

## J & S Kitchen Installations – a Kitchen Powerhouse

Located in ‘the Shire’, home to famous beaches and iconic walkways sits a family owned business with a proud reputation. With an impressive portfolio of commercial and residential installations, J & S Kitchen Installations is the preferred choice of some of Australia’s leading banks and prestigious universities.

While some have resorted to the use of subcontractors during seasons of increased work load, this leads to varied standards of quality and added layers of complexity in communicating with customers. The Kirrawee based cabinet maker adopts a different approach by leveraging today’s advances in woodworking technology.

Established in 2001, like many Australian cabinet workshops, the father and son business began with an Altendorf panel saw and edgebander. Adhering to the strictest levels of quality standards and materials selection, J & S Kitchens began to see a limitation on its business growth on the production front with traditional technology and design software. In 2009 owners John and Shayne decided to explore new possibilities and installed the Cosmec 51L CNC centre from Altendorf.

Like many joiners however, new computer software represented unfamiliar territory and the search was on for a software solution that was both powerful and cost effective. Thanks to the modular concept from Altendorf Softlink’s Spazio3D, the entry level Cab Cam package became the ideal software choice, introducing the business to the world of nested based manufacturing.

The complete Altendorf Softlink package of CNC machine and software is a powerful manufacturing solution. “We can do things we would never have been able to do before.” Says Shayne, pointing to an intricately patterned piece of wall panelling, “the machine has really helped with our productivity... This year’s been a really good one for us, we’ve nearly doubled our turnover.” The automating and streamlining of the production process involved from design to manufacturing proved to be an effective way to keep up with the demand for J & S’s quality kitchens. Well, that is the case at least on the production side of things... “we didn’t get a holiday break for the first time in 5 years because we’re so busy taking on more jobs.”

Increased production capacity has been achieved whilst maintaining the quality standards clients have come to expect from the veteran cabinetmaker. After experiencing the benefits of Spazio 3D software, Shayne has taken the next step and invested in further Spazio 3D modules. In particular he is keen to impress future clients with advanced design and presentation features and photo-realistic rendering. Shayne is confident that these advanced capabilities can take J & S Kitchens through the next period of growth and their hard earned success will continue for years to come.

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# The Altendorf WA series: The benchmark for quality.



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*Altendorf WA8 T with manual rise/fall and tilt adjustment of the main saw blade.*



*Altendorf WA8 TE with motorised rise/fall and tilt adjustment of the main saw blade and digital rip fence.*



*Altendorf WA80 X with motorised rise/fall and tilt adjustment of the main saw blade, crosscut-mitre fence and motorised adjustment of rip fence.*

Since Altendorf was established in 1906, the company has repeatedly set new standards. Now you can experience this for yourself with the Altendorf WA series panel saws. It makes light work of everything from simple but precise squaring cuts through to complex angles, and is ergonomical and easy to use. With build quality in a league of its own, the WA series lives up to the promise of the international market leader.

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# Perfect Kitchens – Perfect Cut

Perfection is a term few would employ whether in advertising or when making a claim. But for Perfect Kitchens, the word represents the ambitious goal of the Sydney based joinery business. With a philosophy entailing 'honest hard work' and emphasis on client satisfaction, Perfect Kitchens has become a fixture in the community and has most definitely lived up to its name in the minds of its customers.

Since the onset of the business, Perfect Kitchens recognised the value of using only the highest quality materials, hardware and woodworking machinery. Founded more than two decades ago, Sam Sleiman started in a modest factory in Chipping Norton and laid the foundation for the quality standards the business is known for today with the Altendorf F90 Panel saw as his very first machine.

In keeping up with the joinery's core values of outstanding craftsmanship, the Altendorf panel saw delivered highly precise and consistent cuts with unparalleled reliability year after year. Starting with the perfect cut to personalised service after completion, Sam's kitchens quickly found themselves in the homes of satisfied Australian customers in growing numbers. "We treat every one of the kitchens we make as if it were our own", says Hassan, son and one of the four current co-owners of the successful joinery factory. "This is why we are so popular among our clients, most of our customers are recommended to us from other customers."

Situated in the same location in a larger commercial estate, sons Ali, Hassan, Youssef and Ibrahim are the current joint owners of the business. "The fact that we have kept it within the family and do all the work ourselves mean

Striving for perfection, veteran cabinet makers Hassan, Ali, Salim, Ibrahim and Youssef with their Altendorf Elmo 4 panel saw.



our customers are guaranteed that they will only get the best from us, we're the sole stakeholders here," commented Ali.

In keeping up with the demand for its kitchens, the family business has acquired a flag ship Altendorf Elmo 4 panel saw with time saving automatic rip fence and cross cut fence features to expand their production capacity. "The new saw has really increased our productivity with everything being automatic," explains Hassan. "And the quality of the cut shows in the finishing. You can tell especially if you are a cabinet maker and it definitely adds to the overall feel in terms of quality for our customers."

With a blend of unique design, top materials selection and best in class woodworking machinery, Perfect Kitchens continues to provide its customers with the highest quality kitchens and installations for decades to come.



"the quality of the cut shows in the finishing, it definitely adds to the overall feel of quality for our customers"

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by Martin Lewis  
CEO of FIAA Ltd

# Understanding apprenticeships



**APPRENTICESHIPS** have been a key part of the various woodworking industries for hundreds of years, even in Australia, and for those few who don't know, an apprentice and his/her employer are bound together by legal contract for a period of up to four years, with the master's (employer's) job to train and instruct the apprentice to the competency level of a tradesperson. The apprentice's obligation is to apply all effort and diligence to achieve that competency.

***".... Employers had been required to release apprentices to TAFE for up to 35 days a year – but that is now changing."***

Other things of course come into play, including the employer's obligation to pay the correct wages, to provide workers compensation insurance, and to pay for tuition/training fees (or reimburse the apprentice for his/her costs in that area, to name just a few). Additionally, at some stage over the last eighty years, employers have also been required to release the apprentice to attend TAFE on work days, for up to 35 days per year for the first 3 years, but that is now changing.

The main woodworking trades are of course carpenter/joiner, cabinetmaker, wood machinist, shopfitter/joiner and shipwright. For the joinery sector, cabinetmaking is far and away the largest occupation, and these days there is a single national course – LMF 32109 Certificate III in Cabinet

Making. That course provides for two possible streams – either Furniture (predominantly for solid wood furniture making) or Kitchens & Bathrooms.

***"..... part of the problem is the enormous cost of training under the older traditional TAFE model."***

Federal and state governments over the years have become heavily involved in apprenticeships and vocational training generally. In addition to implementing various regulations in respect of apprenticeships, they also provide enormous financial incentives to encourage employers to take on apprentices. Governments figure that if left to their own devices, employers would most likely not take on apprentices, which would then create "labour market failure". Although some TAFE's have come a long way in implementing new apprenticeship training models, part of the problem is the enormous cost of training an apprentice under the older traditional TAFE model. Have a look at the costs outlined in the following paragraph.

The award rate for a 1st year apprentice cabinetmaker under the Modern (sic) Timber Award 2010 is \$8.73 per hour, for a 2nd year \$10.48 per hour, and for a 3rd year \$13.10 per hour. If the employer releases the apprentice to TAFE for the traditional 35 days each year for 3 years, that is a current direct cost of \$2322.18 for 1st year, \$2787.68 for a 2nd year, and \$3484.60 for a 3rd year.

That's big dollars in anyone's language.

Fortunately, there are some TAFE's who have come forward into the 21st century by reducing the TAFE attendance requirements in each year, dependant on the employer's involvement in the apprentice's instruction and on the apprentice's existing level of competency.

Furnishing Industry Association of Australia Ltd (FIAA) also has its own Guild Apprenticeship system, which is available to employers, particularly in the kitchen cabinetmaking sector, and is based on an on-the-job learning system, rather than on 35 days away from work each year. The system has been running successfully in the ACT for a number of years, and in NSW and South Australia for the past two years. FIAA has received an overwhelming vote of endorsement from the employer participants, and even has an apprentice of the year award already for one of its clients. The FIAA Guild Apprenticeship system saves employers most of that enormous cost attributable to lost time off the job, but it is only available to high integrity businesses in the cabinetmaking sector.

So what funding do Governments provide to employers in respect of apprenticeships?

For starters, many state governments provide a workers compensation rebate for apprentices. In NSW for example, that's a workers compensation premium saving, based on award rates, of \$799.88 in year 1, \$960.22 in year 2, \$1200.28 in year 3, and \$1439.42 in year 4. Many state governments also provide a payroll tax rebate as well. In NSW, as an example if you are caught in the payroll tax net, that is a saving of \$1062.37 in year 1, \$1275.33 in year 2, \$1594.16 in year 3, and \$1911.78 in year 4. All up, that's big dollars.



MARTIN LEWIS, CEO of Furnishing Industry Association of Australia Ltd

The Federal Government also provides, at the moment, up to \$4850 to employers who put on an apprentice in cabinet making prior to 12 November 2010. After 12 November, it may reduce down to \$1500, but who knows what new policy decisions may arise by that date.

**“ .... Cabinetmaking is very definitely the correct apprenticeship course for the kitchen industry.”**

So what is the correct apprenticeship trade in the kitchen sector? There is no doubt now, it is very definitely cabinetmaking, which now has up to 8 installation-based subjects to choose from. The trade of shop fitter should now only be undertaken by apprentices to businesses which actually do the full range of shop fitting – including glass and aluminium shopfronts. Sadly, there are still many instances where businesses and apprentices are being given the wrong advice by Government officials in relation to which trade course to select, but the industry associations are doing what they can to address these challenges.

And what about adults who want to become

tradespeople cabinetmakers? The beauty of current arrangements is that the federal government is doing much to support the taking up of apprenticeships for adults in cabinetmaking. Employers of adults over 25 years of age who apprentice these people into cabinetmaking, will receive wage support worth a total of \$13,000 in the first two years. Importantly, employers who utilise the FIAA Guild Apprentice system for their adult workers, will not lose these workers to attendance at TAFE, and such workers can get advanced standing utilising nationally recognized RPL (Recognition of Prior Learning) systems. Equally, the adult apprentices won't suffer the sometimes perceived indignity of attending classes with 16 and 17 year olds.

Add those incentives to the workers compensation and payroll tax rebates and we are talking very serious incentive money – technically all clear profit.

And what about country apprentices? Sadly, State Governments have not yet adequately addressed the challenges faced by country apprentices and their masters. The system for the past few decades has been to expect country apprentices to attend block release of

up to five days at a time on up to 7 occasions a year. Additionally, the employers have not only had to lose all that productivity for those seven weeks, but have also had to stump up further money to help the apprentice meet the cost of accommodation, travel and meals in the city.

The end result has been that on the few occasions where the employer has an apprentice, both the employer and apprentice are very definitely out of pocket to a far greater degree than their city counterparts. Perhaps the likes of Tony Windsor, Rob Oakeshott and others will do something to remedy this obvious denial of fairness to rural and regional folk? Although Furnishing Industry Association of Australia has been around in its current form for more than sixty years, it is still the “new kid on the block” in relation to vocational training, having only entered the market 15 years ago. We do offer a new paradigm for apprenticeships in cabinetmaking and we encourage all readers to seriously consider making the most out of the current apprenticeship incentives and the FIAA Guild Apprentice system.

Call us on 02 4340 2000 or email me directly to [mlewis@fiaarto.com.au](mailto:mlewis@fiaarto.com.au). ■

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by Dr Bernard Carey



# Dismissal

## Dismissing employees under the new regime

The last few years have meant turbulent times for industrial relations in Australia. It would seem as though the once stable concept of employment law is now shaken and stirred up on a regular basis. Accordingly, it would not be unreasonable for any small business employer to be hesitant and unsure when considering dismissing an employee. The risk of an unfair dismissal claim is not just significant, but constant.

### Fair Work not Work Choices

The Commonwealth's Fair Work Act 2009 came into force on 1 July 2009, replacing the Workplace Relations Act 1996 (better known as the Workchoices legislation). One of the key changes to the employment legislation was that small businesses were no longer exempt from having unfair dismissal claims brought against them. However, Fair Work still acknowledges that certain allowances or considerations should be made for small employers. Time, money and resources are all scarce for small businesses.

Now where a business has 15 or fewer employees, an employee may be eligible to bring an action for unfair dismissal if the employee had been employed with the business for a minimum of 12 months. In businesses that have more than 15 employees, the employment period is six months.

The Small Business Fair Dismissal Code is further support to small businesses when dismissing an employee.

### The New Code

The Small Business Fair Dismissal Code ("The Code") was established under s388(1) of Fair Work. The Code outlines when it is fair for a small business employer to summarily dismiss an employee without notice, when dismissals with notice are fair and what procedural matters must be taken into account are actually taken into account. While brief, it provides a code of conduct which small businesses can look to, so as to comply with the legislation.

Importantly, neither the Code nor Fair Work alters the established definition of 'unfair dismissal,' and as such unfair is where the dismissal was 'harsh, unjust or unreasonable.'

The Code contains three separate sections:

- Summary dismissal
- Other dismissal
- Procedural matters

A summary dismissal is an instant dismissal of an employee, without notice or warning. The Code explains that a summary dismissal of an employee is justified where the conduct of an employee, insofar as the employer believes it to be on reasonable grounds, is sufficiently serious to justify immediate dismissal.

In cases where the conduct of the employee is not sufficiently serious to justify summary dismissal, the employer must give warning to the employee, and notify them that they are at risk of being dismissed if there is no improvement. The employee must be allowed to respond to the warning, and be given an opportunity to rectify the problem.

The Code also states that in discussions between employer and employee, where there is a possibility of dismissal, the employee is allowed to have another person, other than a lawyer, present to assist.

If a claim is made by a dismissed employee, the employer will be required to provide to Fair Work Australia evidence that there was compliance with the code.

### The Small Business Code Checklist

The Code also provides a checklist to guide employers through an unclear and often litigious area. It is not mandatory to fill out the checklist prior to dismissing an employee, nor does completing it guarantee adherence to the law.

The checklist asks questions of the employer, regarding:

- How many employees are employed in the business;

- Whether the employee dismissed was employed for 12 months;
- If the dismissal was a general redundancy;
- Whether the dismissal was one for misconduct;
- Whether the dismissal was one for unsatisfactory conduct;
- Whether the dismissal was one for another reason; and
- Whether the employee voluntarily resigned or abandoned their job.

Though this checklist has been available since the introduction of the code, it has recently been amended, to take effect from 1 January 2011. The checklist now includes questions pertaining to redundancy requirements such as award conditions and whether the employee had the assistance of a support person during discussions with their employer.

An employer must then sign a declaration that he or she believes every statement relied upon. Follow the rules and both sides will benefit. ■

This article is provided for information only, and does not constitute legal advice. It is not intended to be a substitute for legal advice and should not be relied upon as such.

For more information about current Industrial Relations/Employment law, contact Mr. Geoffrey Roberson or Dr. Bernard Carey at Champion Legal, specialists in the provision of legal services to the woodworking industry.

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## Hettich Academy – supporting the industry and improving skills



Leading fittings specialist and supplier to the cabinetmaking and joinery industry Hettich, has embarked on an initiative to address concerns about increasing imports and inadequate skill levels in the industry.

According to Hettich managing director Richard Abela, the bottom line is to do what they can to ensure that Australian families continue to buy Australian-made kitchens and bathrooms.

"It's a great goal but in tight market conditions cabinetmakers and joiners need to increase their technical, marketing and business competence while at the same time being price vigilant and quality conscious."

"We need to be much more on-top-of-our-game in terms of housing and kitchen trends – lifestyles, design, functionality, products and choices," he says.

"If you boil it all down, at the centre of the future prospects for the cabinetmaking industry is a desperate need to upgrade training and skills."

He indicated that in Australia and New Zealand Hettich was implementing the

Hettich Academy concept that had originated in Germany and been operational there for the past six years. "We are adopting the German model and experience, but taking it a significant additional step."

The Hettich Academy has already instigated intensive internal training within the company that has a particular focus on technical and product knowledge training for sales and support staff. Richard indicates that the next step is to extend the Academy concept to having a substantial role in industry training and skills upgrading more broadly.

As support for this initiative he points to Housing Industry Association (HIA) research that highlights the amount of money Australians spend each year on kitchen and bathroom renovations and the state of industry activity. HIA predicts that the value of kitchen construction and renovation work will be almost \$6 billion in 2009-10 and almost \$7 billion by 2011-12.

"HIA also reports that the average spend on kitchens and bathrooms is trending upwards with increasing sophistication and functionality," says Richard.

Hettich's head of category management, Henrik Stollmann, stresses that HIA conclusions reinforce that the industry not only needs traditional cabinetmaking and joinery trades, but a coordinated range of training and skills to meet customer expectations.

He points to the furniture manufacturing industry in Australia that has contracted substantially in the face of cheap and often inferior imports. "We don't want kitchen and bathroom manufacturers going down that same track. We believe improved skills development, design and manufacturing efficiency are part of the answer to avoiding the same fate as that experienced by so many Australian furniture manufacturers."

Manager of the Cabinet Makers Association (CMA) Richard Brooks points out that improvement in production efficiencies in the industry, uptake of new technologies, uptake of new innovations and the development of marketing awareness strategies all require new and advanced skills.

"Equally, there is a need for more flexible training delivery – on or off the job or a combination – using modern teaching techniques with suitably qualified staff – with recent experience in their field of expertise. Experienced trainers should have access to 'work placements' in industry so that they can stay abreast of technological evolution."

Hettich's Richard Abela reports that Australian manufacturers often say to him that they could supply more kitchens if only they had more skilled staff. "With the ultimate goal being to ensure that consumers buy locally-made kitchens and bathrooms, we need to both up our skills levels and to get school leavers thinking that cabinetmaking and joinery are cool things to do."

He also says today's reality is that kitchens are much more sophisticated from concept to installation than they were even a few years ago and the industry desperately needs more skilled practitioners in a range of areas that go beyond conventional trade skills.

Smart kitchen appliances and attention to design and energy efficiency all need to be part of the modern cabinetmakers capacity.



Photo credit: Mai Corboy Design

Left: Richard Abela, managing director ... we need to be much more on-top-of-our-game in terms of housing and kitchen trends – lifestyles, design, functionality, products and choices.

“For example, smart kitchen appliances with new ‘intelligent’ technologies need to be part of the modern cabinetmakers’ understanding. As does attention to design aspects that accommodate entertainment and internet capacity and have a focus on water conservation and energy efficiency.”

It is intended that the Hettich Academy will work to raise the skill levels that modern cabinetmaking and joiners now need. “We are in discussions with TAFEs and technical colleges to develop a diploma in cabinetmaking and joinery that will be a significant step beyond the present level of trade training,” says Richard.

“A diploma qualification course could include all the usual skills needed by the cabinet maker, and also include design and product trends, electronics and IT, marketing, finance, and occupational health and safety.”

He says that the “end game” for the Hettich Academy would be to improve customer satisfaction and the efficiency of the cabinetmaking industry.

CMA’s Richard Brooks says he detects a shift in customer demand, with retailers reporting a growing interest in purchasing Australian made and/or

Australian grown product. “Customers are increasingly questioning the species and origin of the wooden material that is being used. This is a potential marketing opportunity to the local cabinet making sector, particularly in the production of high end kitchens.”

Richard Abela also raises concerns about the limited capacity of the industry to talk to the Federal Government in a unified manner. “We do recognise the current weakness in the cabinetmaking and joinery sector of the absence of a national voice to speak to federal government ministers and other national stakeholders, not only in relation to training needs and accreditation, but also about matters related to broader industry policy and the business environment.”

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Below: Richard Abela, managing director and Henrik Stollmann head of category management ... Improving customer satisfaction and industry efficiency to protect against further encroachment of market share by imported manufactured products.



## The Laminex Group – first LPM plant to achieve FSC chain of custody

With increasing demands on delivering environmental preferable building solutions, The Laminex Group leads the building products industry in being the first Australian company to achieve Chain of Custody (CoC) certification for a Low Pressure Melamine (LPM) plant from the Forest Stewardship Council™ (FSC).

FSC CoC certification is a stringent traceability system developed by FSC to ensure wood fibre is legally sourced and traded. FSC is an independent body promoting responsible management of the world’s forests. Its trademark provides international recognition to organisations that support responsible forest management.

“The CoC process involves tracking the final product, including all stages of processing, manufacturing and distribution, to ensure the final product is only produced from legally-sourced wood fibres”, says The Laminex Group’s Greenfirst Manager, Andrew Hripko. Only CoC certified products are labeled with FSC trademarks, making it easy for consumers to identify environmentally preferable building products.

As testament to The Laminex Group’s ongoing commitment to environmentally-friendly manufacturing practices, the Group’s Ballarat LPM plant joins the Cheltenham veneer plant in being CoC certified. The Group now offers consumers Laminex FSC CoC certified Low Pressure Melamine (LPM) board in 15 select décors and FSC CoC certified Timber Veneers in a select range of eight natural (Classic) and 12 reconstructed (Harmony) premium finishes.

## Batch size 1 at series cost

# Hali-Buromobel restructures production processes

The Austrian office furniture manufacturer Hali is revamping its strategy: from now on, all customers can have their office furniture wishes fulfilled – at normal series conditions. “That may sound unbelievable for outsiders,” explains Albert Nopp, production manager at Hali-Büromöbel, “but we have been working on this for four years now. We have considered many ideas and calculated everything very precisely. We know that our vision can become reality.”

The new Bargstedt panel storage system with two levels, an offcut storage system and two Holzma panel saws with downstream multi-level buffer station are already installed and working very successfully. The new Homag edging line came into production in August 2010. “Our objective for 2011/2012,” Albert Nopp continues, “is a picking storage system and the drilling line.”

### Bespoke production at standard prices

All in all, 10 million Euros have been budgeted, a lot of money for a medium-sized business with 260 employees. But the project was well thought out, “and some of the machinery we were using was 15 to 20 years old and needed to be replaced anyway,” Albert Nopp explains. “We already started

thinking about the future back in 2006,” reminisces Albert Nopp, remembering the beginnings of the “batch size 1” project, “and asked ourselves, what we would most like to have, if we were our customers.” The answer: everyone would like to have their own personal wishes fulfilled without having to pay a horrendous price. The vision of the Hali management team began to take shape: “We want to be able to supply our customers with every piece of furniture in customised dimensions, on short delivery times and at standard prices.”

The project team soon realised that they would not only have to invest in new machinery, but would also have to reorganise the entire structure for dealing with orders and managing projects. As the next logical step, a variable ERP/PPC system was introduced in 2007, which is continuous from the entry of the order to the delivery of the furniture. Without any previous process planning, this system generates parts lists (suitable for different sizes), work schedules, job costing and all the data for machine integration. “We wanted to do away with intermediate storage of finished parts and yet still be able to supply any size the customer wanted within 15 days,” Albert Nopp comments. Now, orders are grouped and parts

with the same decor and of the same thickness are combined into larger manufacturing units.

### 30 per cent increase in capacity

This is the balancing act that had to be performed: as many “batch-size 1 parts” as possible must be transformed into non-variable parts for production. With the HKL 380 angular system, Holzma has developed a saw that is specifically designed for batch-size 1 manufacturing. It is equipped with a routing unit, integrated in the rip saw, which deals with any recuts required completely automatically in the course of the cutting process. “This makes it possible to cut even very complex cutting patterns. Additional manual work steps are often no longer needed,” elaborates Jochen Fischer, division director of systems engineering at Holzma. “The CombiLine is an absolute novelty in the world of angular systems and an important step towards a lights-out cutting centre.”

This was a very important point for Albert Nopp because he did not want to take on more staff or enlarge the production area. “The Bargstedt panel storage system and the two Holzma saws have helped us achieve both criteria,” he notes happily. “On top of this, we have been able to increase our cutting capacity by over 30 per cent – with the existing staff and without building alterations.” At the same time, waste has been significantly reduced: “By 6 per cent points, and that is mainly thanks to the routing unit on the saw carriage.” The new storage system keeps locked up capital at a minimum. In fact, Albert Nopp assumes “nil” locked up capital in the assembly shop, “because we no longer keep a stock of finished parts but only supply order-related parts to the assembly shop.”

The additional HPL 380 ProfiLine saw – a single saw with lift table feeding and manual operation – cuts parts that later go to a processing centre because they have to be rounded and/or grooved.

The Holzma HKL 380 CombiLine is an angular system, which has a routing unit on the rip saw and faster throughput at the crosscut saw thanks to the Power Concept (an additional, variable clamp).





Top: Albert Nopp, production manager at Hali, with Josef Lindinger, operator of the Holzma HKL 380 CombiLine angular system.

Centre: A glance at the office furniture showroom.

Above: The two-level panel storage system from Bargstedt allows access to twice the number of storage spaces reduces access time.

### Economical, one-stop solution

In deciding on Bargstedt and Holzma, the Hali management has opted down the line for the Homag Group. And the sizing line is also from Homag. Does this concentration on Homag products guarantee profitability? "We always studied the market impartially and compared our findings critically," reveals Albert Nopp, "but, with the Homag Group, we always felt that they were totally committed to finding an economical solution for the entire project." Holzma naturally gained a lot of points with its innovative solution of having a routing unit on the saw carriage, a qualifying feature for economical production of batch size 1. "It all came at the right time," Albert Nopp explains with some pride in his voice, "and we at Hali had the chance to be the first to put the innovation launched at the Ligna fair into operation in our own factory." ■

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# variety

## Häfele helps build a better future for kids

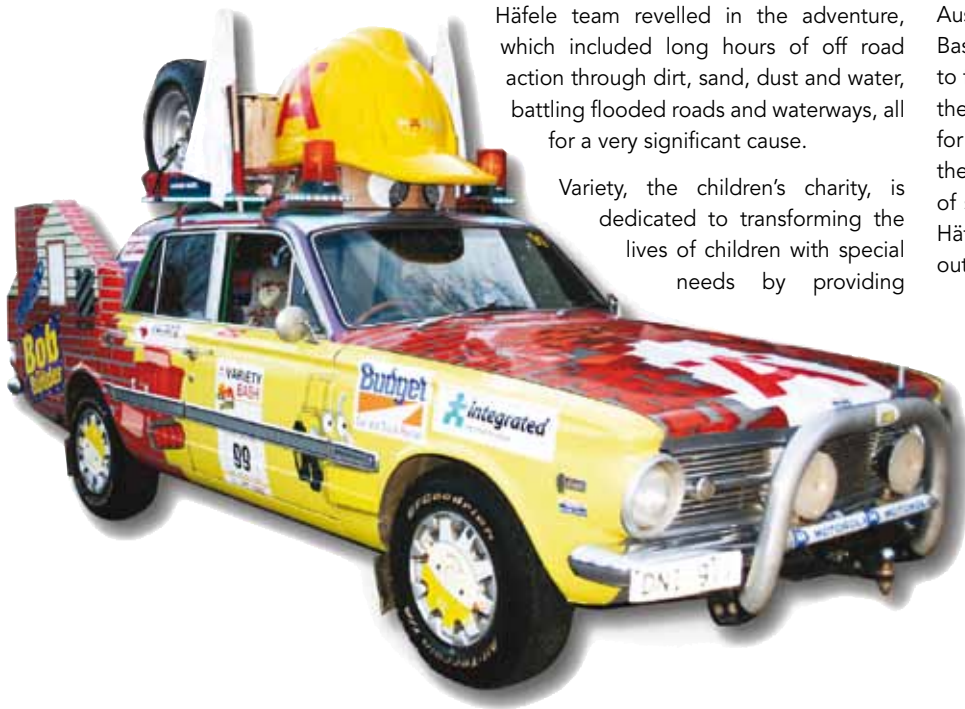
**CELEBRATING ITS 20TH YEAR**, the 2010 Victorian Bash saw bashers take an 11-day journey across the Nullabor raising in excess of \$1.3 million dollars for Variety the children's charity. For the third year in a row, Häfele was enthusiastic to be a part of the 2010 Victorian Variety Bash. With a builder themed car the Häfele team revelled in the adventure, which included long hours of off road action through dirt, sand, dust and water, battling flooded roads and waterways, all for a very significant cause.

Variety, the children's charity, is dedicated to transforming the lives of children with special needs by providing

opportunities to increase their quality of life and fulfil their potential.

The Variety Bash is an annual event where the focus is all about having fun while raising much needed funds for those children.

Peter Farrugia, managing director of Häfele Australia Pty Ltd, and one of the drivers on the Bash, said: "As a company it is important for us to find ways to give back to our community, and the Variety Bash has proven to be a great vessel for us to make our contribution. The work of the Variety Children's Charity is vital for the lives of special needs children all over Australia, and Häfele is proud to be associated with such an outstanding organisation." ■



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# Melbourne cabinetmaker slashes processing time with new machinery from Gabbett

Having been in the cabinet making business for 18 years, John Guzzardi, realises the importance of efficient and streamlined work processes in maximising productivity. Based in Melbourne's northern suburbs, Hampton Designs has a wide client base across residential and commercial markets.

Three years ago, John sought to upgrade Hampton Designs' panel saw and edgebander, both of which had become outdated and were no longer meeting the business's needs.

"We use a panel saw and edgebander on a daily basis so it was vital that the equipment purchased was durable and capable of handling high volumes," says John.

With quality and reliability in mind, John purchased a SCM S1400E panel saw and SCM Olympic K201EPLUS edgebander from Gabbett Machinery. The SCM panel saw offers easy electronic positioning for raising and tilting the blade unit, while the edgebander offers the latest technology in a compact design.

Installation by Gabbett ensured quick and smooth integration into the business and John has since noticed a significant increase in productivity.

"The SCM panel saw and edgebander offer a much higher level of automation than our previous machines and, as a result, have effectively halved the time taken to complete these processes."

According to John, beyond the performance benefits of the actual machines, a major highlight of purchasing the panel saw and edgebander from Gabbett has been the high level of service provided.

"Put simply, Gabbett's service is excellent. On the rare occasion that we have encountered a technical problem, Gabbett have responded instantly," says John.

"Good service is everything in this industry. If something goes wrong you want to know that help is going to be there when you need it, so as to cause as little disruption to business as possible. I can honestly say that Gabbett have been fantastic in this regard, their backup service is one hundred percent."

Established in 1979, Gabbett Machinery is a leading supplier of woodworking machinery.

Offering a range of new and used machinery, Gabbett is committed to bringing Australian businesses the latest technology from leading manufacturers around the world. With a reputation built on superior service, Gabbett believes backup service is as important as the machinery. One hundred percent Australian owned, Gabbett has over 80 employees in seven offices throughout Australia and New Zealand.

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## A new slant on a Martin invention

Martin, the German woodworking machinery manufacturer, is celebrating 50 years of the tilting arbor sliding table saw. With the first sliding table saw where the blade tilts to 45 degrees, the T75, Martin revolutionised the way in which woodworkers work.

"Because of Martin's new patented solution much more was possible," remembers longtime managing director Max Martin (1964 to 2005). His father, Otto Martin, started the company in 1922. In the mid 1960's furniture made primarily from panel products came into vogue. Being able to assemble case goods with mitre joinery was state of the art back then. This new technology simplified this work. Since then, Martin has become not only a specialist for angular cutting, but in all applications where high quality solutions are needed.

"Imagination, user-friendliness and the highest quality control are Martin's goals. The company motto 'Martin sets standards' is written on a large flag outside the main production hall. It is not just a saying but also our philosophy here at Martin," says managing director Rolf-G Krupczki. Martin has always been known as an innovator and this is evidenced by its numerous patents.

In 2006 Martin produced the first saw with blade tilt in both directions, the T60 PreXision with double tilting saw blade (plus or minus 46 degrees). "We are a leader in technology which will become accepted as standard in woodworking," says Michael Muhlendorfer, head of product management, development and research. With the up to now unmatched tilting area of 92 degrees, the user can achieve the most suitable angle cut at the cross cut fence and at the rip fence. The operator and not the machine defines how to process the work piece.

Martin was one of the first to implement universal intuitive touch screens. This new dimension in usability guides the operator step by step through the icon based system, and inputs all required parameters. The required adjustments are effected automatically, preventing operating errors. "With Martin machines, a high investment security is assured. Nobody will run the risk of having an outdated control system. We develop the latest software and offer our clients frequent and regular updates, which can be uploaded very easily into the control system with a USB stick," explains the head of development.

Martin is also an innovative producer in products such as moulders, thicknessers and surface planers. In the last 3 years, Martin introduced the new generation of the spindle moulders T12 and T27. Martin has also presented the new acrylic polisher for the T74 sliding table saw. This enables the acrylic polishing of the edges of Polymethylmethacrylate and offers those users in industries such as exclusive shop and interior fitting, or in exhibition stand construction with new processing options. Martin is represented in Australia by Euro Legno Machine Pty Ltd.

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# Splash

## Laminex Metaline: a standout splashback solution

Laminex, a leading brand in premium decorative surface solutions, is making a splash with its innovative product, Metaline splashbacks.

Laminex Metaline splashbacks have been specially designed for easy vertical installation in areas with an emphasis on style, providing an ideal splashback solution in kitchens behind gas and electric cooktops as well as being ideal for wet area wall linings.

Crafted using an advanced fire retardant aluminium composite panel, Laminex Metaline splashbacks suit both domestic and commercial applications. The highly durable clear surface is both heat and water resistant,

independently certified by SAI Global under the CodeMark compliance scheme as meeting the Building Code of Australia standards.

Laminex Metaline splashbacks are as visually dynamic as they are practical, whether being used as decorative feature panel in the home or as a fire resistant panel in commercial applications. Currently available in a range of twelve stunning high gloss colours, Metaline splashbacks integrate seamlessly with the entire range of Laminex inspired interior products and decorative surfaces.

With the look and feel of glass, Laminex Metaline splashbacks are quicker and easier

to install, and are a great alternative to glass and tiles. Laminex Metaline splashbacks are easily installed using a range of traditional tools, enabling the cabinetmaker to cut, measure and install the panels, managing the project through from start to finish.

The 4mm thick paneling is available in two sheet sizes: 3600x800mm and 3600x1500mm, and can be readily post formed to corners and tight edges.

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## Business networks fostered by exclusive German tour



Caption: Homag Australia's tour contingent visiting German Homag facilities.

Taking valued clients to tour German Homag facilities wasn't about sales, but fostering networking links between Australian manufacturers and facilitating information exchanges between clients and Homag's lead technical and machinery innovation experts, reports Homag Australia's managing director Ross Campbell.

One of the key destinations for this year's tour was Homag Treff and Holzma Treff that took place in Germany from 28 September to 1 October. Meaning 'meeting point' in German Treff was visited by a selected group of Homag Australia clients.

"The Australian contingent joined prospective buyers, customers and business partners from all over the world who were all able to take advantage of the traditional in-house expo to seek information about new products and the latest trends in the industry," says Ross.

"Each year for the Treff events we sponsor a short intensive tour that also visits plants in Europe that have technologically advanced equipment installed. Then we visited the Homag Treff and the Holzma Treff for a couple of days in their respective factories."

The Homag Treff takes place in Schopfloch and has a presentation area covering 8,000 square metres. The event is an established meeting place for the trade and affords visitors the opportunity to experience production live and up-close, while benefiting from the presence of experienced experts.

The Holzma Treff is centred on Holzbronn and includes a number of other affiliates of the Homag Group, such as Bargstedt, Brandt, Butfering and Weeke.

Tour participant Mark Anderson says that, in addition to seeing the inside workings of the impressive Homag operations in Germany, the networking time that the tour provided was "extremely valuable".

"I was able to talk to Eastern state companies that are not competitors of ours about a whole range of issues from manufacturing processes to staffing."

"Also the in-depth tour of European manufacturing plants opened our eyes to opportunities to do things perhaps better and more efficiently back home."

Mark is the managing director of Western Australian Proform Products, a leading manufacturer and supplier of a comprehensive range of products for architects, designers, builders and cabinet makers and for shop and office fit outs.

The managing director of Australia-wide highly regarded Victorian shop fitting manufacturer and installer AWG Australia, Andrew Wickham, was also a member of the touring party. He says that the ability to visit manufacturing plants in Europe was a major benefit of the tour.

"The ability to inspect continuing moves in machinery sophistication and process mechanisation was valuable in assisting to identify manufacturing inefficiencies in our own operations."

"Also the networking that took place among the range of people on the tour with different manufacturing operations and experiences was appreciated. We were able to swap ideas over a beer or two and learn from each other," says Andrew.

"The friendships that developed on the trip have carried over back here. For instance I have now visited the factories of some of the tour group since returning to Australia."

Ross Campbell says it has become something of a tradition for the Homag Treff to provide a mixture of product presentations, specialist lectures and also the chance to gain background information and talk in depth to Homag experts. "An opportunity appreciated equally by representatives of the furniture and structural element industries and by joiners and cabinetmakers."

He says that because the numbers of clients from around the world invited to attend the Treffs was relatively modest when compared with machinery exhibitions, the occasion provided an excellent opportunity for quality exchange of information just not possible at most exhibitions.

"At Homag we like to think that these tours help reinforce our message that, as well as us being part of their business, our customers are a critical part of ours. Buying a machine from us is just the beginning of the relationship," concludes Ross.

---

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# Software solutions for aluminium machinery



Elumatec Australia offers a comprehensive range of CNC double mitre saws and machining centres. Most of these units can be equipped with on-board windows based operating systems, which allow the operator the choice to programme the machine on site at point of operation or download information on-line or via a USB memory stick.

As operating programmes become more involved and complex, as is certainly the case with the 4 and 5 axis machining centres and where

links between double mitre saws and machining centres are required, additional CAD-CAM software will probably need to be utilised in simplifying programming techniques. This is normally carried out in the office, so alleviating the need for the operator to be pre-occupied with in-depth programming matters.

Elumatec offers the additional programming aid software, providing links from saws to machining centres for CNC machinery, generated in the comfort of the office and in

conjunction with the customers existing Bill of Materials programme (eg: V6). The employment of such software enables cutting lists to produce bar-coded labels from the double mitre saw which in turn allows the correct machining operation for the machining centre to be selected, via a bar-code scanner.

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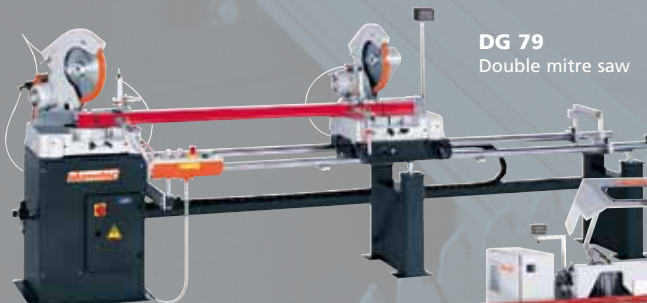
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Top: Door bracket (left) and collar detached.  
Below: collar attached.



## Hideaway bins- one step ahead

Hideaway bins now have lateral adjustment, making installation even easier. It was through market feedback, a key focus of the team at Kitchen King - the manufacturers of well known Hideaway bins, that the idea of providing lateral adjustment on Hideaway soft close bins was born.

Not all cabinets are plumb on installation, making it a challenge to ensure the kitchen fascias will fit exactly to the door bracket of the bin. Now available throughout Australia, Hideaway soft close bins come with lateral adjustment on the door bracket making installation even easier. To adjust the angle of a kitchen fascia, the installer simply loosens or tightens the three nuts on either side of the door bracket until the desired angle is achieved. The centre nut provides the pivot for lateral adjustment with vertical and horizontal adjustment provided on the front face of the door bracket.

The Hideaway bin range also features removable, friction fitted lids that create a seal across the buckets for odour control plus a Clinikill powder coat that fights harmful bacteria, keeping the bin hygienic.

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*the growing importance of design with increasing demand for a functional kitchen*

## Blum's Design in Motion – a weekend of discovery



Over two hundred kitchen industry professionals travelled from around Australia to discover Blum's revolutionary products with special guests and award winning entertainment at Blum's Design in Motion weekend held in Sydney from 20 – 22 August, 2010.

and Blum kitchen song written to the tune of Austria's number one critically acclaimed group The Von Trapp Family Singers. "The Scared Weird Little Guys were awesome", exclaimed Dale Healy, owner of H&H Cabinets.



Design in Motion commenced with the official launch of Tandembox Intivo, Servo-Drive for Aventos and Clip top Blumotion at the Art Gallery of New South Wales. Master of Ceremonies, Peter Helliar burst onto the stage to a roar of cheers and a standing ovation. Peter escalated the joyous atmosphere with an energetic comical treat and introduced managing director of Blum Australia, Brett Ambrose who delivered a Blum welcome.

The following day Blum provided a tour of its brand new high bay automated warehouse, one of only a few in Australia, and inspirational new showroom complete with all the latest products at Len Waters Estate. A variety of workshops on a range of topics were offered including Dynamic Space, new products, product assembly and marketing material. Blum Australia staff presented both new and existing services and information which customers could potentially use in their businesses.



Blum international product manager, Michael Mandlbürger and Blum sales manager responsible for Australia and New Zealand, Christian Schwerzler presented "Think Design. Think Motion. Think Blum." Michael and Christian spoke of the growing importance of design, the need and increasing consumer demand for not only an aesthetically pleasing kitchen, but importantly a functional kitchen.

"The workshops on Saturday were great; a lot to take in. I was amazed at how well everything was set up, how smoothly it ran, always on time and we knew where we had to be. It was great to look in the history cabinet and see how the hinges, drawers and company have progressed. It makes you wonder what's next", said Dale.



"The release of Tandembox Intivo, Servo-Drive for Aventos and Clip top Blumotion is the largest product release for Blum Australia", explained Blum national sales and marketing manager, David Noakes. "These products are very important to our portfolio and we felt it was vital to give these products a big introduction to our market".

The weekend was brought to a close with a relaxing night on the harbour aboard the Blue Room where guests conversed and danced the night away with their new friends. David reflects, "Without question this weekend has been a huge success. We were very humbled by the customers who were able to make the commitment and give up their weekend to join us for Design in Motion. I couldn't be more pleased with the result".



Twenty three cabinets displayed Blum's Tandembox Intivo drawers and Boxcover design options, the magic of Servo-Drive for Aventos and the new look Clip top Blumotion.

Frank Iaria, managing director of Mint Kitchens commented, "It was an invaluable experience that we all enjoyed and honestly appreciated to be apart of it. It was a first class event all the way from the accommodation, the venues, entertainment and of course the warehouse tour".

"I really do like the new products and will try and incorporate them into my designs where ever possible", commented Jenny Kemp, Inavogue kitchen designer.

As guests dined, they were entertained by the extremely talented award winning Sacred Weird Little Guys. Their infectious humour and musical prowess amused the crowd with their stable of comedic songs

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## Linking design with material composition and construction thinking

### Embracing CAD/CAM to build their vision

Recently a team of Bachelor of Design and Bachelor of Construction Management students at Deakin University, Geelong, completed a project to design, manufacture and construct a reading shelter. Team members Patrick Murray, David Allen, Aiden Woodhouse, Konstantinos Iakovidis, Ekrem Sengul and Benjamin Kampschoer employed computer aided design (CAD) and computer aided manufacture (CAM) to realise their vision. Multicam Systems, sponsored the group.

Multicam has a variety of machines installed at numerous institutions around the country. Representative for Multicam Systems, Stephen Heusz, said: "Multicam machines have proven to be popular in all manner of educational institutions. Because they are available in a number of sizes and configurations, educational institutions are able to choose the machine that exactly matches their needs, and

the fact that they can be used by a number of faculties adds to their appeal." Mr Heusz added: "Since Deakin University already had a Multicam machine, it is natural that these students could see the benefits of employing the machine in their project."

Team spokesman Patrick Murray explained: "For this project we formed a group of architecture and construction management students who had to complete the construction of a model of a chosen and refined design. Due to the complexity of the form of this design, we realised that the Multicam CNC machine would be essential to cut out all the elements."

This project extended across an entire semester and was broken into 3 parts. The first part was an exercise in architectural design with an emphasis on linking design with material composition and construction thinking. The second part was an exercise in tectonic design development with an emphasis on material, detail and assembly. The aim was to physically produce the item that had been designed.

The third part was an exercise in tectonic design realisation with an emphasis on material, detail and realistic fabrication. The construction of the project at 1:2 scale allowed close inspection and use.

Patrick adds: "It was clear the task would not be easy and certainly near impossible to be produced purely by hand. We knew we would require the University's Multicam CNC Router. It would enable us to successfully achieve the natural and organic curves that the design dictated and to manufacture the individual components to the required precision."

Deakin University's machine has a process area of 2400mm x 1200mm. It is fitted with a 10 station rotary tool change unit and vacuum hold down bed. This combination allows for greater flexibility for students as well as providing quick set up and safe operation. The heavy duty construction means that the machine can easily process the thick composite materials, such as the composite plywood used in this project, that the university typically uses. It also means that excellent edge finishes can be attained in all manner of materials.

"Once the 3D model was created, CAD drawings could be extracted and a further nesting diagram, for use with the CNC router, could be developed. A nesting program was used to make the most of the materials at hand, with minimal wastage."

Mr Heusz added: "As a machine supplier we recognise that it is in the best interests of the many industries with which we are associated, to encourage students to see the benefits of adopting CAD/CAM production techniques as well as to become familiar with equipment that they will use and encounter in the workplace."



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by Peter Bazos

Managing Director, Just Stone Pty Ltd

# surface

## Tooling to help woodworkers fabricate solid surface materials

**IN THIS ARTICLE** I am writing about the range of router cutters that are available to enable cabinet makers to fabricate acrylic solid surface material with the same ease as they process MDF. In future editions of AWISA – The Magazine, I will write about other tooling, saw blades and specialised electrical tools that are available to fabricate solid surface material. The main point that I want to get across in these articles is that any well-trained cabinet maker can learn to work with solid surface material.



**1** **ABS/TGC** tongue and groove cutter for 12.5mm solid surface. It has the function of doing both the male and female grooves to achieve a perfect joint and minimise sanding required – all in the one cutter.



**2** **ABS/GCF** 12.5mm/20mm groove female. Cuts the female groove in either 12.5mm or 20mm solid surface. Use with cutter 3.



**3** **ABS/TCM** 12.5mm/20mm groove male. Cuts the male groove in either 12.5mm or 20mm solid surface. Use with cutter 2.



**4** **ABS/GCF6** 6mm female groove. Cuts a small female groove in 6mm solid surface. Use with cutter 5.



**5** **ABS/TCM6** 6mm male groove. Cuts a small male groove in 6mm solid surface. Use with cutter 4.



**6** **ABS/3RC** 3mm rebate cutter. Can be used for a shadow line at joins like a waterfall edge, or inlay in edge for decoration or repairs.



**7** **ABS/15RC** rebate 15mm. Can rebate 15mm into the material for processes such as edge rebating and removing a damaged edge for repairs.



**8** **ABS/SC** 50mm straight cutter. Has many uses like routing cut-outs, shaping the material and 12mm inlays for repairs.



**9** **ABS/FTC** flush trim cutter with twin bearings for trimming edges to give flush joints and make cut-outs following a template. Comes with twin bearings to avoid accidents if one bearing seizes.



**10** **ABS/HPC** hot plate profile. Essentially a reverse 45 degree cutter with a bearing on the top to enable users to profile around a hot plate cut out without inverting the bench top.



Peter Bazos,  
Managing Director,  
Just Stone Pty Ltd.



**11** **ABS/LRNC** large round nose cutter with half inch shank. Route a large rounded groove in solid surface for drainers. Use on overhead router to machine cove pieces. Can be used in a cove router mounted at 45 degrees to clean joins.



**12** **ABS/RNC** round nose cutter with quarter inch shank. Same as 11 for trimmer routers.



**13** **ABS/CLC** core box cutter with quarter inch shank. Route a small rounded groove in solid surface for drainers.



**14** **ABS/TBC** flat bottom drainer cutter for a flat drainer groove with slightly rounded corners to prevent damage and cracking.



**15** **ABS/BFTC** bevel flush trim cutter. Cuts on a slight angled bevel for edge profile. Gives flush joins to reduce sanding inside solid surface bowl cut-outs. Comes with a standard bearing.



**16** **ABS/BTC** bowl trim cutter with Teflon bearing. Similar to 15 but a larger cutter which cuts on a slight angle to give flush joins and reduces sanding inside solid surface bowl cut-outs. Comes with a Teflon bearing to prevent marking bowls.



**17** **ABS/LCL** bowl profile cutter. Cuts an Ogee type profile around bowl cut-outs and edges. With this cutter a lid can be made to fit over the bowl. Run the profile on the underside of the lid to achieve a perfect fit, flush with the surface of the bench top.



**18** **ABS/COV** coving cutter with bearing to machine a 10mm coving piece for seamless coved splashbacks.



**19** **ABS/CBC** cove rebate cutter. Basically a 20mm trench cutter which can be used to rebate the back edge of a bench top to accommodate the coving piece made by 18 to give a seamless join to coved splashbacks.



**20** **ABS/PC** top bearing flush cutter. Comes with the bearing on top of the cutter to achieve perfect cut-outs from the bearing following the template placed on the face of the bench top.

These are the basic descriptions of the most commonly used cutters for solid surface materials. The cutters may have other applications also and, of course, are not solely used for solid surface.

by Simon Hodgson

# service

## Make it or sell it – but should designers do both?

**I WAS ASKED THIS QUESTION** on more than one occasion on my recent trip to Eurocucina. And it didn't come from the usual suspects! Sure, there were plenty of designers, some designers who manufactured and designed, and quite a few vocal suppliers to our industry – but at the end of the day, all of them only had to look around where they were and what surrounded them, to know the European answer.

For a long time much of the Australian kitchen industry has been a small scale industry. The typical kitchen business has employed up to five people, had a couple of machines, makes one or two kitchens a week,

sometimes has a showroom and often the person that designed the project, measures it and installs it.

With the European model, one manufacturer serves several businesses in a designated area.

Some business owners in Australia use this model and concentrate their efforts on the consumer, dedicating their attention to an increasingly educated and demanding consumer.

But why after years of maintaining the same business model are some owners apparently moving to the European model? At face value, there appears to be quite a few factors such as supplier mentality, consumer requirements, changing attitude in business to fixed costs, regulatory requirements, 2nd or 3rd generation not willing to manufacture, and increase in the range of product availability.

Twenty years ago, this discussion wouldn't have been considered, and perish the thought! I have my own views on the subject matter but thought it wise to ask a mix of key industry players their own views on this topic.

Michael Farquhar is a Director of KT3 – Kitchens to the Trade, Adelaide based and family owned since 1978, the business now based in Lonsdale, supplies its product across a wide variety of

an increasingly educated  
and demanding  
consumer





Left: Perhaps an example of where the designer and the manufacturer need to be two separate people.



the sector, including many of South Australia's premier builders, independent retailers and cabinetmakers.

I started by asking Michael whether he was seeing a change in the manufacturing sector. "Yes, set up costs for efficient manufacturing is often cost prohibitive for the small cabinetmaker, whereas in days gone by, they could once get by with a panel saw as well as a few other basic machines. More of these operators are looking to buy product from the larger manufacturers and assemble and/or install themselves. This allows the smaller cabinetmaker to concentrate on their design/sales/installation and after sales service to ensure they remain profitable."

On the question of the European model, Michael couldn't be more explicit! "I absolutely 100% agree with it. After visiting many European factories, showrooms and furniture fairs in the past dozen years, their model of manufacturers doing their thing and showrooms then selling their product is a tried and proven way to operate. By resellers both nationally and internationally supporting their product, manufacturers keep getting larger and better. It allows them to invest in R & D to improve product ranges, which in turn creates ongoing interest in the varying trends of the industry. There is a reason why so many of the main players in the Australian cabinetmaking industry visit Europe regularly. They have superior manufacturing, trends and product range and it is where most of the Australian kitchen design trends originate from."

And what benefits do you see designers and retailers have in not manufacturing? "They really are two completely different sectors. Cabinetmaking is a complicated & expensive process. Plant & machinery is expensive, finding suitable staff is a constant battle and things

such as OH&S and the day to day running of a manufacturing company are only becoming more demanding. For somebody with a design and a good general trade experience, the concept of ordering all of the necessary cabinets, benchtops and associated extras from a larger cabinetmaker allows for an individual to specialize in two particular areas of the industry – design/sales and installation."

As to the supplier network does he believe that suppliers (in general) by reducing their accounts and having distributors sell product on their behalf, have encouraged a reduction in manufacturers? "The move to use distributors to sell hardware has enabled many larger suppliers to concentrate on product promotion as well as cater for their largest clients that are normally still kept under their own 'wing'. I don't think this has had any effect on the smaller cabinetmaker other than to make it easier to order quality componentry and hardware to then assemble and fit themselves, saving most of their manufacturing costs"

Krystal Castle owns and runs a design service based in Perth. 701Design provides a completely personal, unique and comprehensive interior design and advisory service. Her team looks to help consumers, as well as industry including retail showroom design, on a variety of projects that isn't limited to just kitchens and bathrooms.

As a non-manufacturer I asked Krystal her views on retailing/design and also why, with the opportunities before her, she doesn't manufacture. "I subcontract my manufacturing out for a couple of good reasons. Firstly the thought of having my own factory with the associated fixed costs doesn't sit well from a business perspective, I find it enough of a challenge managing the expectations of my client, without having to worry about staff in a factory. Secondly I find that I have more control

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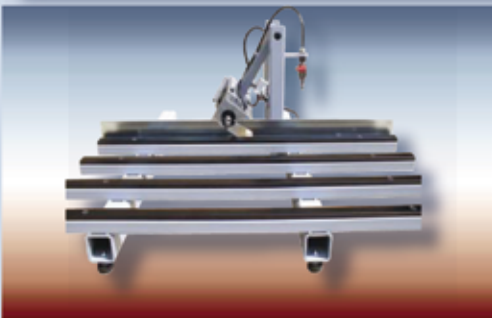
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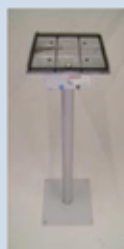
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► with my chosen manufacturer, as I am his client. I have enormous input into the finished product and know that the business relationship and lines of communication are far better in this situation. I know what I want and I know that my customers are far better off, from my ability to control, rather than to manufacture, the finished product.”

## Staying in touch with what customers want is difficult - but not impossible

She finishes by adding, “I find that my skills are my skills, and the same applies to the manufacturer, you’re only as good as your weakest link and mine are definitely not manufacturing, they are definitely design. I love spending time with my clients to produce a result that reflects not only my ability, but that of my chosen manufacturer, in doing what I do, I know I will always be able to deliver the best possible outcome to my client.”

Brindabella Kitchens started in 1983 in Sydney. Nic Porreca, Director, says he believes that you need to be either a manufacturer or retailer. “There has certainly been a trend towards retail only showrooms and definitely a trend for smaller manufacturers to get out of their traditional business. It’s my belief that the European model of one manufacturer serving many retailers is the way to go, but I also know and recognise that in Australia this is going to take a while to change the mentality of many, but I firmly believe it’s the way the industry should go.”

And as to the benefits designers and retailers have in not manufacturing? “To me, the benefits are that they can concentrate on the client’s needs and concentrate on selling only so the volume of work should be increased to the manufacturer, not the retailer.”

Artline Kitchens in Sydney also started

in 1983 – and now supply product on a wholesale basis, up and down the eastern seaboard of Australia to a mix of retailers, builders, developers and “ex manufacturers”. Mike Kluver has been there from the start and sees a change in not only the retail mentality but also the supplier mindset. “As a wholesaler, I don’t want to think about what the cost of being a supplier to the trade has cost – every time I go there, I get a little bit scared! But at the end of the day, what we are able to deliver with consistency, to the widest range of retailers you could imagine, and there’s nothing detrimental in that, re-enforces my belief that you have to do one or the other.”

Mike and his staff, like that at KT3 in South Australia, continue to explore what the rest of the world not only offer, but also deliver – research and development means exactly that – and if that means you get on a plane, look at how “they” do it – that’s what you do. As Mike says – “Like our customers, we have to demonstrate, and deliver, the ability to be different – we have over 800,000 standard products in our range – and most of those you can order to your own specifications”

He sees a “changing of the guard” – it’s based not only on the attitude of the suppliers (“they have helped – there’s no doubt”) but primarily, a recognition by those who thought they would manufacture and retail forever “that at the end of the day, the sale takes precedence over the sound of the saw”

Before I put my own feelings on the table, I have to declare a couple of things. Firstly as a former company director of a large retailer/manufacturer some 10 – 15 years ago, I swore that I would never again be in a position of manufacturing and retailing. I found it too time demanding to serve the needs of the consumer whilst wondering why my leading hand hadn’t turned up for the second day in a row!

The second point is that today, I do act in a consultancy capacity, for a cabinet manufacturer, a role I find gratifying,

purely from the point that I see retailers dedicated to being passionate about their customers, whilst leaving the worries of supply, to a third party.

Staying in touch with what customers want is difficult - but not impossible. And businesses that are keeping track of changing customer attitudes are outpacing their competition. Most companies understand that it is consumers’ attitudes that determine what, how much, and when they buy products and services. To understand the likes and dislikes of consumers in order to cultivate a loyal customer base goes a long way in determining a business’ bottom line. It is therefore critical that you are able to demonstrate as many points of difference as you legitimately can.

And in my opinion being able to explain to a potential client why you either make or sell, but don’t do both, has enormous strength. I certainly respect those that do both, and know there are many that do it extremely well. But I also know there are some out there whose businesses would benefit from making a decision to either outsource or be the supplier.

This is a true fact - Louis Parrish was a medical practitioner based in New York, and he said (Google this if you want to) – “If you can organise your kitchen, you can organise your life” - what he didn’t say was – should I sell it or build it? One day I have to meet that bloke and ask him. ■



# awards

## KBDi Bathroom Design Award winners announced



### AT THE KITCHEN AND BATHROOM

Designers Institute design20ten national conference held on the Gold Coast last August, the winners of the Institute's Kitchen and Bathroom Design Awards were announced. The previous edition of AWISA – The Magazine featured the winning kitchen designers. In this edition the winning bathroom designers are featured.

### EILEEN MIDDLETON

WINNER LARGE BATHROOMS QLD

WINNER BATHROOM DESIGNER  
OF THE YEAR QLD

WINNER NATIONAL BATHROOM  
DESIGNER OF THE YEAR

This bathroom's highly professional documentation, function and design layout, which cleverly meets the clients' brief, is impressive. The design delivers a fusion of elegance and energy efficiency that complements the home's interior design, but adds a playful use of texture and pattern to appeal to the young family members who use the bathroom. The result is a durable, practical, eco sustainable and innovative design.

**EILEEN MIDDLETON**

WINNER SMALL BATHROOMS QLD

This beach house bathroom impressed the judges with its emphasis on eco sustainable product use within the design, very professionally laid out design documentation and clever use of the restricted spaces. The client's requirements were fulfilled and the designer achieved excellent balance between the project's restrictions and the resolution of the design.



**DAVID ELLWOOD**

WINNER SMALL BATHROOMS  
SA/WA

WINNER BATHROOM DESIGNER  
OF THE YEAR SA/WA

Top: The original bathroom was small, cluttered and poorly laid out. Here the designer has maximised a feeling of space and light by opening up the room to create a much larger open area. Clever use of lighting and materials has resulted in an inviting, light filled room that can be seen at its best at night.

**DAVID ELLWOOD**

WINNER LARGE BATHROOMS WA

Above: This bathroom renovation has transformed a disorganised, 'ugly duckling' room into to an open, light filled space, complemented by an innovative use of materials and clever lighting. An amazing, full height glass door featuring a translucent tint adds light and effectively enhances a feeling of spaciousness.

**KARL NOONAN**

WINNER SMALL BATHROOMS NSW

The designer has transformed a small space by the clever use of materials, custom made fixtures and light. The use of eco sustainable products with an emphasis on energy efficiency and economic water consumption is impressive. One commendable feature is the maintenance free shower pan grey water flushing system installed under the tiles to eliminate mould and germs without the use of harsh chemicals



**KARL NOONAN**

WINNER LARGE BATHROOMS NSW

WINNER BATHROOM DESIGNER  
OF THE YEAR NSW

Inspired by the Palace of Versailles and the client's desire for a luxurious contemporary bathroom suitable for family living, this designer has created a beautiful room incorporating luxuriously appointed finishes and a practical use of space. Storage, privacy as well as innovative features like a grey water removal system from the shower, mitred stone and in-wall box lights and shower niches, all add to the creativity of this design.



**LENKA**

WINNER LARGE BATHROOMS  
VIC/TAS

Warm, open and inviting is the immediate reaction to this update of a 1970's bathroom. The use of a single hue with a splash of timber and a textured feature in the shower recess provides a clean, spacious feel with enough interest to provide character, style and balance. The client's precise brief which included a requirement to work within the existing space, was achieved by closing in the window and replacing it with two openable skylights, providing natural light and ventilation. Overall a great result in functionality and aesthetics for the family and guests to enjoy.





**OWEN BARNES**

WINNER SMALL BATHROOMS VIC/TAS

WINNER BATHROOM DESIGNER OF THE YEAR VIC/TAS

WINNER RUNNER-UP CERTIFIED DESIGNER OF THE YEAR

This bathroom renovation provides an innovative resolution to a very narrow and restricting space. To meet the clients' brief, a walk-in shower for elderly persons and a smart powder room for guests are included. The size, scale and use of materials complement the home's luxurious proportions. The vanity bench is generous without compromising on valuable floor area and the mirror cabinet allows necessary storage.

The second bathroom from the same entrant also displayed a talent to transform a restricted space into a beautiful room. The clients wanted a new bathroom with a 'wow factor', lots of space, good storage and a large shower. The designer planned a remodelling of the 1.6m wide room with outstanding results. The inclusion of a dark glass feature wall enhances the feeling of space and depth, and gives a stylish, reflective finish that shimmers day and night. Bespoke cabinetry, a wall-mounted water-saving toilet system, spacious walk-in shower and large wall tiles add to the bathroom's success.

Generally, this entrant earned recognition because of the clever resolution of the design brief. There is a demonstrated ability to create intelligent and innovative bathrooms that very effectively enhance the homes for which they were designed. This designer not only listens to the client and sets about finding solutions, but also gives significant consideration to professional documentation including drawings, with overall consistently pleasing results. ■



**ELIZA RUDKIN**

WINNER LARGE BATHROOMS SA

This bathroom, which is dominated by striped travertine, creates a sculptural effect with warmth by the use of simple fittings and fixtures. The bath is a welcome centrepiece in the room and allows a perfect space to relax. The use of skylights provides efficient and effective daytime natural light.

## A catalogue of training



Catalogue expert and trainer Stephen Bradley addresses a Hettich staff training session.

The new Hettich Furniture and Fittings Catalogue became available in October. It includes a significant number of new products and a comprehensive range of technical and installation support detail.

The Hettich catalogue reflects the fact that the company is one of the world's stand-out producers of cabinet hardware and fittings for residential and commercial markets and continues to be at the forefront of design and innovation.

The preparation of a new catalogue was a major undertaking as has been the training of Hettich staff so that they are familiar with its content.

Hettich carried out five training sessions across Australia and New Zealand to ensure that their sales and support staff were across the detail of the catalogue content, especially the new products. The training was undertaken by Hettich's catalogue trainer Stephen Bradley.

To register for a copy of the new catalogues register at [www.hettich.com.au/catalogue](http://www.hettich.com.au/catalogue).

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# Edgebander gives HPP the green star edge in string of government projects

“Two of us put through more than 1600 lineal metres of edging in a four-hour shift. Our tails were hanging out, but this was a major breakthrough for machine efficiency, meeting a deadline ahead of schedule – and reducing labour costs.” Clay Donnan, manager of High Profile Postforming, was praising the Ott Profimatic automatic edgebander which is at the core of this laminated benchtop and cut-to-size panels supply business, one of the largest in southern Queensland.

Installation of the \$250,000 machine in July, supplied by The Wood Tech Group, has positioned the group as a reliable and high-volume supplier to some of the biggest commercial projects in the state. “We had to dramatically lift our production speed and volume in preparation for ‘finishing off’ some pretty big jobs next year,” Clay said. These involve veneer edging, laminated tops and custom panelling for two ambitious Queensland government projects – the \$1.76 billion, 750-bed Gold Coast University Hospital at Southport and the \$600 million renovation of the Brisbane Supreme Court buildings scheduled to open next year. “Construction of these projects is well under way and we’ll move on site to complete the fit-outs during the next 12 months,” Clay said.

One commercial project keeping HPP busy right now is a \$300,000 development of Australia’s first eco sciences precinct at the old Boggo Road jail site in Brisbane, a state government project that will position Queensland at the forefront of climate change and environmental research. “All these government projects must achieve at least a five-star green rating, and we’ve passed all the certification requirements,” Clay said. “The Profimatic allows normal edge gluing but to satisfy green star the machine is also capable of applying polyurethane (PUR) adhesive which is formaldehyde free (EO emissions) and so gains an extra green star point.”

The new Profimatic pre-milling unit replaces a \$40,000 machine that Clay says needed a lot of preparation work in terms of trimming benchtops to size and tidying up edges ... “which didn’t make the cut for economy of scale”. The new machine allows quick processing from veneer and plastic edges up to solid lippings, used to cover unattractive substrate such as MDF, ply or solid wood of different species.

Automatic lubricating of the Profimatic’s feed chain is a bonus. “And there’s no return feed – it’s just in and out and material is returned on trolleys if it needs to go through again,” Clay said. “We are using the machine not only for PVC but for solid timber edging and applying laminate and veneer, which is becoming a big part of our production. We are getting panel thicknesses up to 50 mm and timber edging up to 38 mm high and out to 8-10 mm thick. Feed speeds, including corner rounding, up to 24m/minute are easily achievable.”

Clay said the Profimatic had allowed HPP to expand further into commercial projects, although there were still good solid domestic orders despite a housing downturn. “We’re doing a lot of domestic work with Laminex DiamondGloss edgings,” he said. These are manufactured from ultra-transparent acrylic for a three-dimensional effect achieved by applying the decorative finish to the back of the edging.

HPP was established by Kevin Arnold on the Gold Coast as High Profile Postforming in early 1996, producing postformed tops, laminated tops and cut-to-size panels. The group has been restructured with new partners and a second factory was set up for cut-to-size operations.

The two companies trade as High Profile Postforming and High Profile Panels under the umbrella of the HPP Group. The group’s customer base – cabinetmakers, shopfitters, builders and the DIY market – stretches from north Brisbane to the NSW Northern Rivers and west to the Darling Downs. The group developed Cabinetpro, Australia’s first fully automated online quoting and ordering system for cut-to-size panels, a breakthrough for the cabinetmaking industry, streamlining an online ordering system for laminated bench tops.

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Top: Supervising production on the Ott Profimatic automatic edgebander at the HPP group’s Gold Coast facility are, from left, Clay Donnan, manager, High Profile Postforming, Bjorn Pedersen, production manager, and Kevin Arnold, director.

Below: Well balanced production at High Profile Postforming... Kevin Arnold, director, with the 9 metre Ott Profimatic edgebander.



by John Halkett

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AWP high quality certified imported products able to make a valuable contribution towards meeting demand in the face of constrained domestic production.



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### WHEN IT COMES TO PLYWOOD

use for structural construction, other building uses and manufacturing applications, it is about having impeccable certification, standards compliance and in-use performance credentials. These are the business principles behind one of Australia's leading importers of plywood and timber products, Australian Wood Panels (AWP).

Managing Director David Rivers says the plywood they import is manufactured by Samling in Malaysia and goes "beyond the call", having qualities not enjoyed by many imported or domestically manufactured plywood products.

"For example, unlike much of the Australian-made plywood, AWP plywood is made from hardwood timber species that have superior density and strength attributes. So our ply has improved strength properties in both directions - even after cutting."

"It is certainly as good if not better than anything made in Australia. Our ply formwork complies with the more recent Australian Standard AS6669, whereas much of the Australian-made ply formwork complies just with the earlier AS2269 standard," he says.

All the Malaysian-make Samling plywood is subject to strict manufacturing protocols and testing regimes. Regular audits of the manufacturing process and compliance testing against AS6669 are undertaken by SAI Global.

David says all AWP plywood products are certainly fully accredited and fit-for-purpose. "They are also more than cost competitive with both other imported and domestically produced plywood products."

AWP also imports some solid timber products including Forest Stewardship Council certified merbau decking and flooring.

David points out that with Australian

domestic timber production "stretched" to meet the anticipated expansion in residential housing, commercial building and infrastructure expansion, AWP is well placed to play an increasingly significant role.

"Our high quality certified imported products will be able to make a valuable contribution towards meeting the demand for plywood, panels and sawn timber in the face of constrained domestic production."

He adds that this is particularly the case in some product categories, like high strength structural plywood and quality hardwood decking and flooring where domestic production capacity is actually declining because of reduced access to native forest log resources.

"So yes - we believe we are in a great position to lend worthwhile support to the housing, construction and infrastructure nation-building tasks here in Australia," says David.

AWP are one of Australia's largest importers and distributors of plywood and related panel products. With branches in Brisbane, Sydney, Melbourne, Adelaide and Perth AWP is well positioned to handle enquires for any timber-based products. ■

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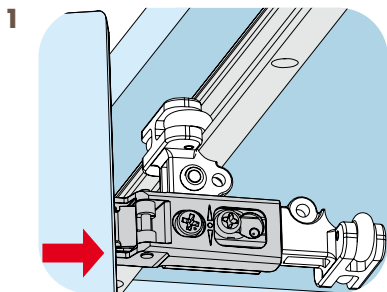
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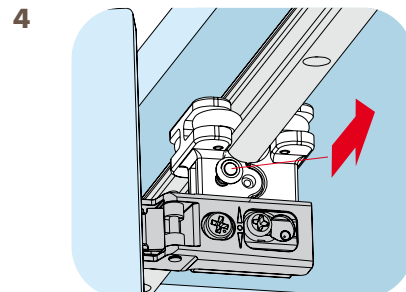


## C56 FOLDING DOOR SYSTEM

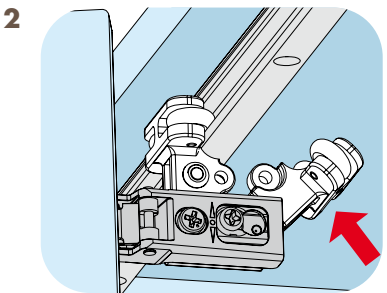
BellaHardware has now come up with the easy solution for hiding away your kitchen bench top appliances with the introduction of the new C56 Folding Door System, like all of the BellaHardware range is high quality hardware at affordable prices. Forget expensive roll shutter doors and install our new C56 Folding Door System.



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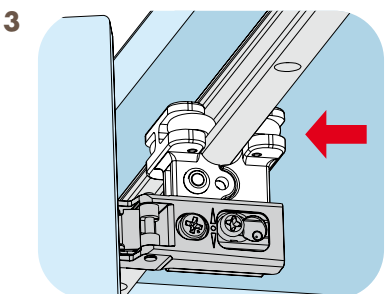


4 Push the locking bar from behind. This is done when the locking bar goes

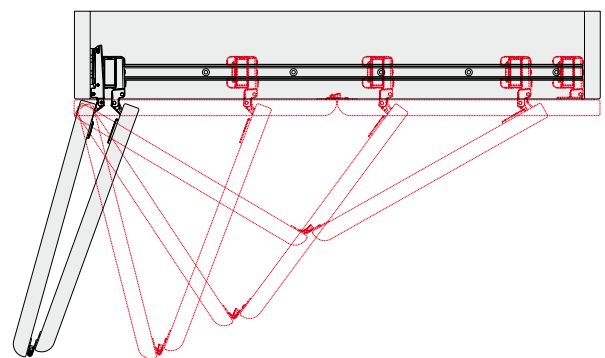


2 Having the vertical roller arm at its position, push the other arm upwards.

To avoid the loss of various parts the roller comes Pre-mounted to the hinge arm. C56A178 + C56P00. Hinges and Track are ordered separately.



3 Push the horizontal roller arm up to the other side of the track until the two roller arms connect firmly to each other.



The roller unit performs a silent and smooth sliding movement.

### C56 Folding Door System

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### C56P001 Flap Hinge



### C56P11 Track



## Salice in new partnership

The Salice Group and Bortoluzzi Sistemi have created an important strategic partnership, aimed at achieving significant commercial and production synergies. This agreement was formalised on 12 October 2010 with the acquisition by the Salice Group of 40% of the capital of Bortoluzzi Sistemi.

Founded in 1926, Salice is a world leader in concealed hinges and opening systems for the furniture sector. Continual innovation in product and process, linked to a world-wide distribution network, has consolidated the Salice group's strength in technical excellence and in exports. With a portfolio of over 500 patents and over 2,000 products, Salice is active in more than 80 countries and derives up to 70% of its revenue from exports.

A pioneer in its field, Bortoluzzi Sistemi is today at the forefront of the field of sliding door systems thanks to constant research and development as well as collaboration with the leading companies in interior design and manufacture. Present in more than 39 countries, the company offers a wide range of patented products designed to provide sliding door solutions that offer smooth, silent and high-quality performance in all situations.

Through the partnership agreement, Salice and Bortoluzzi Sistemi unify their respective areas of excellence. The strong flair for innovation that identifies both companies is now united in a shared strategy aimed at driving forward continuing improvement in the quality and services offered to their world-wide customer base.

## Pull Boy bins from Wilson & Bradley

Wilson & Bradley has announced the release of additional sizes to the Pull Boy range of kitchen waste bins. Using Blum Tandembox as the structural component, these waste bins are available in charcoal coloured plastic or stainless steel, and in either 2-way or 4-way waste separation. All bins suit a 500mm runner and cabinet widths from 300mm to 600mm. Bin sizes vary from 20 litre to 84 litre. The complete range is ideal for recycling and suits the needs of all families.

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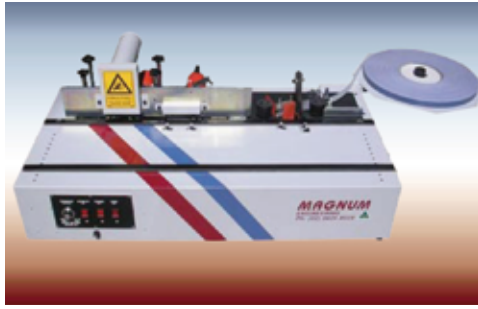
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# Australian Woodworking Industry Suppliers Association Limited

## AWISA The Association



AWISA was formed in 1986 by the principal suppliers to the Australian woodworking industry. The main aims of the association are to present industry exhibitions, publish industry magazines, co-operate with other organisations, and to uphold the highest ethical standards and encourage members to do the same.

Membership applications are welcome from Australian based companies, and from overseas companies with Australian agents or distributors that are also members of AWISA. Membership of AWISA includes suppliers of woodworking machinery, cabinet and furniture hardware, panel products and surface materials, portable tools, computer software, materials handling equipment, dust extraction equipment, components, and general plant and safety equipment.

## AWISA The Exhibition



The exhibition has been held regularly since 1988, and attracts furniture manufacturers, cabinet makers, kitchen manufacturers, joiners, shop and office fitters, saw millers, and other wood, timber and panel processing industries. Architects and interior designers also attend.

The next event, which will be the twelfth organised by the association, will take place at the Sydney Exhibition Centre, Darling Harbour, from 11-14 July 2012. With panel, solidwood and design areas, AWISA has created three shows within the event. The association welcomes exhibiting and membership enquiries.

## AWISA The Magazine



AWISA's new magazine is published quarterly and is distributed free to a database of over 15,000 end users in the industry. AWISA's editorial policy is to produce quality editorial about business and technical issues that affect the woodworking industry, and to provide members with a means of disseminating information about their products. The association welcomes input from both members and end users about subjects that should be written about in the magazine.

## AWISA The Board

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AWISA – The Magazine is distributed free to a list made up of companies that attended AWISA 2006 and AWISA 2008, plus the client databases of some major AWISA Ltd members. To be added to the distribution list send an email to info@awisa.com or send a fax to 02 9918 7764. (AWISA Ltd may at some time in the future charge a subscription for personally addressed magazines)



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